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**Seward Chamber of Commerce  
Conference and Visitors Bureau**

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May 10, 2009

Dear Mayor Carey and Assembly Members,

The Seward Chamber of Commerce endorses the ongoing efforts of the Kenai Peninsula Small Business Development Center (SBDC) and would like to thank you for your continued support of its endeavors.

As its new Director, Bryan Zak personally understands the needs and challenges facing small businesses on the Peninsula. He has made a concerted effort to connect with the Seward community and relate our businesses' needs to his experience as a small business owner. Entrepreneurs in a seasonal economy, like Seward's, face some unique challenges. Business plans must account for a boom-and-bust revenue stream, while still providing a sound financial model. Entrepreneurs must plan for ever-changing workforce availability that can impact a business's capacity to maintain year-round operations. With a weekly newspaper written and produced in Anchorage and no continually-operating local radio station, marketing challenges abound for a new or growing business. The Kenai Peninsula SBDC provides training, assistance, and resources to help many Seward businesses hurdle these challenges

A vibrant economy is a key indicator of a community's success and contributes positively to the borough with strong sales tax revenues and a reduced need for social service support. To that end, the Seward Chamber of Commerce and the City of Seward have partnered with the Kenai Peninsula SBDC, pooling resources and functions to better serve Seward's business community. Joint workshops and membership meetings communicate the SBDC's expertise to a wide pool of business owners and professionals.

The Kenai Peninsula SBDC is a valuable resource, not only for Seward, but for the entire Peninsula, enabling our residents to grow our economic base from within. As that base grows, the demand for SBDC's services will continue to increase. With this anticipated escalation in mind, the Seward Chamber encourages borough leadership to expand the SBDC services now, taking proactive steps to bolster our economy and provide your region's businesses with the support services they need.

We are committed to continuing our partnership with the Kenai Peninsula SBDC and endorsing the services that are so vital to our membership. The SBDC is truly a champion of the region's small businesses and we request that you favorably consider their budget request.

Sincerely,

A handwritten signature in cursive script that reads "Laura S. Cloward".

Laura S. Cloward  
Executive Director, Seward Chamber of Commerce