

Ute Westphal came on board in May 2017 as a Business Development Advisor and moved into the Director position in 2018. She has been a business owner in two different countries. She adds a solid understanding of today's world of entrepreneurs. Prior to being on the SBDC team, she has been coaching and consulting with small business owners for 4+ years and developed expertise in financials. This position requires a broad knowledge of industries and all aspects of starting and managing a small business. In her role Ute advises business owners in all questions concerning incorporating, business model, financials, marketing and organizational structures. Her responsibilities extended quickly into creating and conducting workshops and developing our services into new geographical areas in a virtual environment. She is very passionate about helping entrepreneurs to succeed by providing guidance, creating structure during tumultuous times for the business owner and opening up resources. She leads her team with the mantra of *what is best for the client*. Ute has a Master's of Business Administration (MBA) with a focus on training and business development. She enjoys seeing businesses grow and applies the same joy to her garden and other artwork.