

My name is Carline Dean. My business is Lace Affaire a personal Lingerie and Woman's Boutique of sleepwear, lingerie, shapewear and swimwear and gifts and I am a client of WBDC.

Through WBDC' small business training and technical assistance, I was able to set clear objectives financially through a written business plan. WBDC provided a great advisory team that helped each student individually forecast their sales in real numbers, their start-up costs, and clearly define what thier mission statement was going to be. WBDC also provided educational materials at a very low cost to the students which otherwise we could not afford to make informative decision about our business. I learned ow to monthly sales, which increases by 20 percent every month and I will be hiring two new employees in a couple of months.

Had I not been a client, I would not have learned how to assess my business and aply vatious sales strategy that I have obtained through the program to maintain a competitive edge over my competitor.

Please keep the funding of \$500k to WBDC.

Thank you