

# Small Business Requirements & Resources 6 Steps for Starting a Business in WA

# **6 Steps for Starting a Business in WA**

- 1. Learn about resources and make a Business Plan.
- 2. Form the business.
- 3. Get required licenses and permits.
- 4. Prepare for state tax and reporting requirements.
- 5. Learn employer requirements.
- 6. Accelerate your success by using advisors.



## Resources

- Business.wa.gov Website
- Small Business Guide
- Training & Advising Programs
- Small Business Liaison Team





Use your phone now and browse to: <u>business.wa.gov</u>



SMALL BUSINESS LIAISON TEAM

# The Small Business Guide

Available at *business.wa.gov/guide* 

Small Business Guide - Workshops - Resources - Business Checklists - About Us - Q Contact U

#### Small Business Guide

Plan Your Business
 Open Your Business
 Close Your Business

Start Your Business
 Run Your Business
 Loan Programs for Your Business

Payroll Your Business
 Grow Your Business
ess
 O Download the Guide



#### Plan your business

Are you considering starting a business? Starting a business is a big decision. If you've never owned a business before, you may be unaware of all the things you need to do to get your business going. Careful planning and research will improve your chances of success.

#### Business training

You don't need a degree in business to start one, but knowledge is power. Taking classes and attending workshops are excellent ways to gain the knowledge you will need to be successful.

#### 🔕 Business planning

Learn more ----

Writing a comprehensive business plan is the first step in starting a business. Your business plan will guide you as you make your business a reality, and it will help you avoid costly mistakes.





BUSINESS WA.GOV

#### SMALL BUSINESS LIAISON TEAM

## Training and Advising Programs

Listing available at *business.wa.gov/business-resources* 



### The Small Business Liaison Team

### Download a directory at: <u>business.wa.gov/liaisons</u>

### Look for this button:

### **Download Liaison Contact List**





## Make a Business Plan

- If you need help making a plan, contact a mentor or advisor, but don't skip making a business plan.
- Many business fail within the first 5 years and it is often due to a lack of planning.
- Get started at: <u>business.wa.gov/plan</u>



- Business Structure / Types of Ownership
- Registering with the Secretary of State
- Licensing with the Dept. of Revenue



WASHINGTON Secretary of State



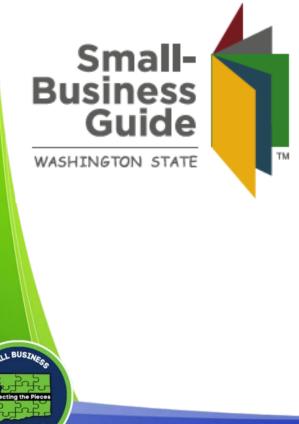


Business Structures / Forms of Ownership

- Sole proprietorship
- General partnership
- Limited liability company
- Corporation
- Other



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#### 3. Choose a business structure

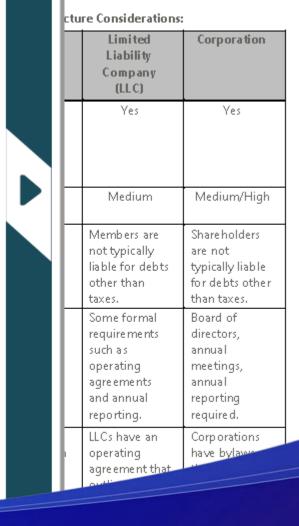
A business is a legal entity. It can own property, hold bank accounts and is required to pay taxes. There are different types of business entities, each with unique benefits and limitations.



- Liability concerns.
- Federal tax implications Internal Revenue Service (IRS).
- Registration and tax filing requirements and costs.
- Paperwork and entity management considerations.

**Sole Proprietorships** are owned by a single person or a married couple. These businesses are inexpensive to form and there are no special reporting requirements. The owner is personally responsible (liable) for all business debts and for federal taxes.

Limited Liability Companies (11 Col-



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If your business will be a:

- Corporation
- LLC or any other legal entity
  - ✓ Start with the Secretary of State

If your business will be a:

- Sole Proprietorship
- General Partnership
  - ✓ Start with the Dept. of Revenue

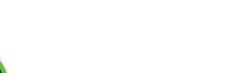


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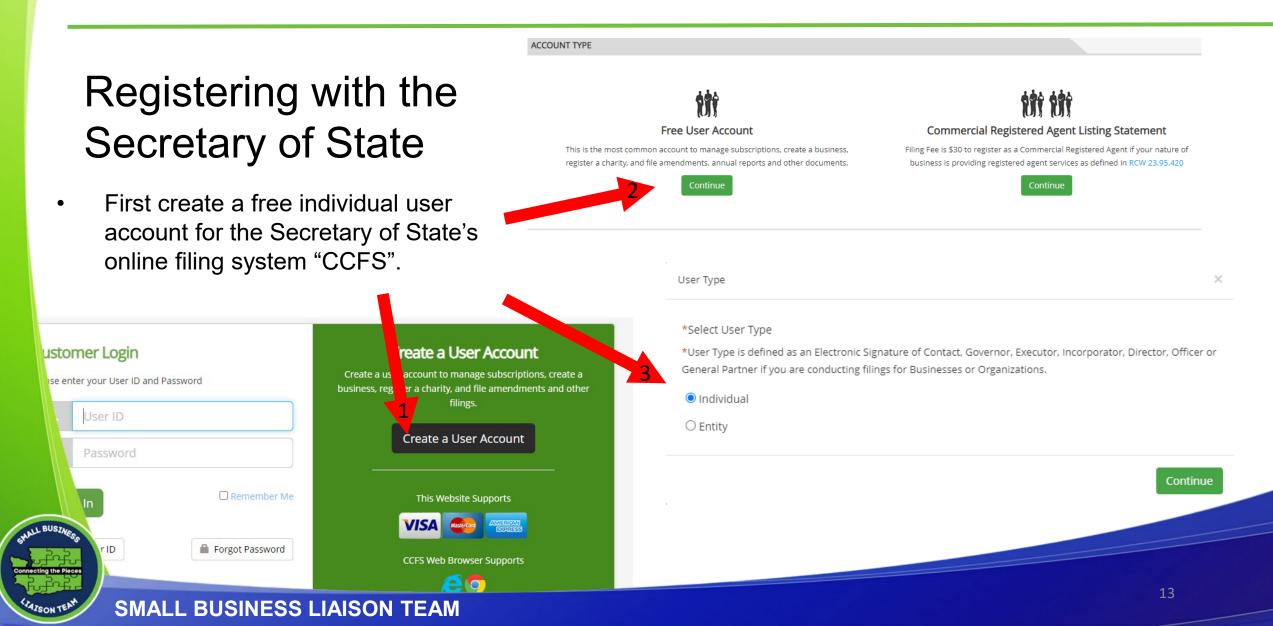
Secretary of State



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### **Step 2: LLCs & Corporations**



# **Step 2: LLCs & Corporations**

Completing the online registration form

- Create a user account
- Name the entity
- Name governing people
- Name the registered agent

Receive confirmation by email for the business entity within five business days.

Corporations and Corporations	Charities Filing Relcome! CONSTANCE O Logo			
Navigation 🗧	Create or Register a Business			
😭 My Dashboard	CREATE OR REGISTER A BUSINESS			
② Order Certificates/Certified マ Copies	Please select the appropriate statement regarding the type of business you'd like to form or register.			
់ថ្លាំ Business Search	● I would like to form a Washington State business.			
Q Charities Search	$\bigcirc$ I would like to register a business from a different state or country.			
Q Trademark Search	Please select the appropriate business type from the choices below.			
Create or Register a Business	Business Type:*Select Business			
$\underline{\hat{m}}$ Business Maintenance Filings $_{\mathbf{v}}$	Defer Initial Report: I would like to file my initial report at a later time. I acknowledge that an initial report is due within			
倱 Reactivate a Business	120 days of the effective date of this formation per RCW 23.95.255.			
🧳 Charities Filings 🗸 🗸	Continue			
🤱 Account Preferences 🛛 🗸				
😃 Logout				



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## **Step 2: Federal Taxpayer Number**

- Apply online for a federal identification number for your new entity
- EIN, FEIN, TIN Employer Identification Number
- No cost

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• <u>IRS.gov</u>

Employer ID Nu	mhara	
Employer ID Nu	mbers	
	English   <u>Español</u>   <u>中文(简体)   中文(繁體)   한국으</u>	Al Dvccкий   Tiếng Việt   Krevàl
	LOBORT   STRATER   TOTALER   TOTALER   TOTALER   TOTALER	
Individuals	Alert	Related Topics
Businesses and Self-Employed	You must complete each EIN application individually	<u>Taxpayer Identification Numb</u>
I Small Business and Self-Employed	instead of using any automated process.	<u>(TIN)</u>
Employer ID Numbers		
Business Taxes	An Employer Identification Number (EIN) is also known as a Federal Tax Identification Number, and is used to identify a business entity. Generally, businesses need an EIN. You may apply for an EIN in various ways, and now you	Publications <ul> <li>Publication 1635, Employer</li> </ul>
Reporting Information Returns	may <u>apply online</u> . This is a free service offered by the Internal Revenue Service and you can get your EIN immediately. You must check with <u>your state</u> to make sure you need a state number or charter.	<u>Identification Number</u> <u>Understanding Your EIN (PDF</u>
Self-Employed	Do You Need as EIN?	
Starting a Business	Do You Need a New EIN?     How to Apply for an EIN	Forms
Operating a Business	How Long Will it Take to Get a Number?     Lost or Misplaced Your EIN?	<ul> <li><u>About Form 8822-B, Change of</u> <u>Address or Responsible Party</u> Business</li> </ul>
Closing a Business	How EINs are Assigned and Valid EIN Prefixes     Canceling an EIN – Closing Your Account	DUSITIESS
Industries/Professions	What to Do if You're Assigned an EIN You Did Not Request     Who is a Responsible Party?	Video
Small Business Events	<u>Report EIN Identity Theft</u>	video • <u>EIN Video</u> ☑
Online Learning	Apply for an EIN Online	
Large Business	Check out our Interview-style online EIN application. No need to file a Form SS-4!	
Corporations	We ask you the questions and you give us the answers. The application includes embedded help topics and hyperlinked keywords and definitions so separate	
Partnerships	instructions aren't needed. After all validations are done you will get your EIN immediately upon completion. You can then download, save, and print your	
Charities and Nonprofits	confirmation notice. It's fast, free, and user-friendly!	
International Taxpayers	All EIN applications (mail, fax, electronic) must die	

### **Step 2: Misc. Reports & Misleading Notifications**

### Review the website for information and questions specific to the report

• <u>www.fincen.gov/boi</u>



### Misleading Notifications

www.sos.wa.gov/corporations

#### **Most Recent Misleading Notice**

This Notice example was brought to our office 11/08/2024 and unlike other solicitations listed below, it does not let the customer know they can file with our office. This notice is NOT from our office and is misleading and might not contain accurate information.



## **Step 2: Out of State Business**

Are you a business entity registered in another state, but planning to or are doing business in Washington?

> Complete the "Foreign Registration Statement"

Corporations and C	Charities Filing		
lavigation			
☆ My Dashboard	CREATE OR REGISTER A BUSINESS		
穆 Order Certificates/Certified ↓ Copies	Please select the appropriate statement regarding the type of business you'd like to form or register.		
र्ल्ट Business Search	○ I would like to form a Washington State business.		
Q Charities Search	I would like to register a business from a different state or country.		
Q Trademark Search	Please select the appropriate business type from the choices below.		
Create or Register a Business	Business Type:*Select Business		
$\underline{\hat{m}}$ Business Maintenance Filings $\checkmark$			
倱 Reactivate a Business			
🖞 Charities Filings 🗸 🗸			
🚴 Account Preferences 🛛 🗸			
<b>്ധ</b> Logout			



## **Step 3: Get Licenses & Permits**

	<b>BUSINESS LICENSE</b>	
STATE OF WASHINGTON	Issue Date Unified Business ID Business ID Locatio Expire	#: 605: #: 001
SCALE - SMALL (1) - ACTIVE	TAX REGISTRATION - ACTIVE	
his document lists the registrations, endorseme amed above. By accepting this document, the licen as complete, true, and accurate to the best of hi onducted in compliance with all applicable Wasi	ats, and licenses authorized for the business see certifies the information on the application so r her knowledge, and that business will be	$\sum$

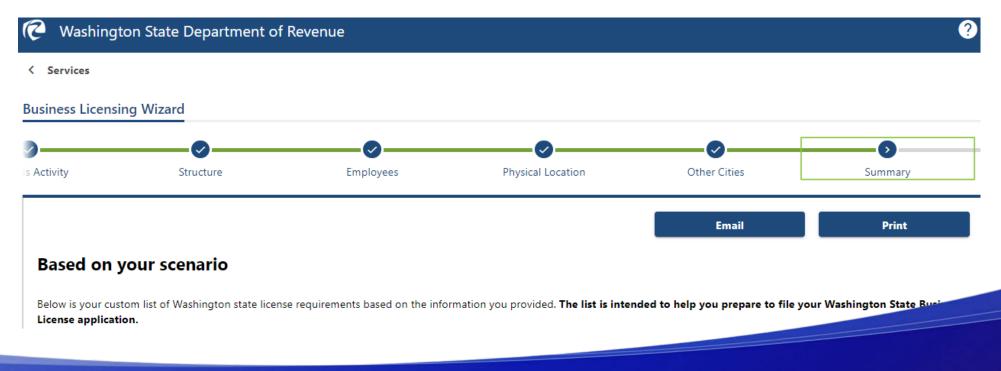
- Licensing wizard
- Licensing questions
- Trade names
- Hiring plans
- Create a SAW account
- Other licenses and permits

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## Step 3: Licensing Wizard

### Access the Business Licensing Wizard at:

• dor.wa.gov/licensewizard



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# **Step 3: Licensing Questions**

### What you will need before you apply:

- Ownership structure
- UBI number

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- Location information
- Business activities
- Estimated revenue
- Business tradename
- Hiring plans

### dor.wa.gov/Apply

Home / Manage a business / My DOR Help / Renew or update business license / Apply for a new business license

#### Apply for a new business license

#### Sole Proprietorship or General Partnership

- Before you begin
  Access the business license
  Tell us about your business
  Location information
  Hiring employees
  State endorsements
  Review and pay
- Before you begin
- Access the application
- Tell us about your business
- Location
- Hiring employees
- State endorsements
- Review and

# **Step 3: Trade Names**

### Registering a Trade Name

- When its required
- What it means
- Distinction from trademarks
- Researching names
- Registration cost: \$5 plus
   the application fee

### dor.wa.gov/TradeNames

#### Register trade names

You must register a trade name, or "doing business as" name, per RCW 19.80.10 for:

- A Sole Proprietor or Partnership using a name other than the full legal name of the owner or owners.
- A Corporation, Limited Partnership, or Limited Liability Company operating under a name other than the name registered with the Office of the Secretary of State.
- Any business name you are using that is not your full legal name.

Registering your trade name does not protect the name from use by others. A business can register an unlimited number of trade names.

A trade name will remain registered indefinitely until the owner requests that it be canceled. There is no charge for canceling a trade name.

If you also want to file a trademark or service mark, you may want to consult an attorney. If your business activities will extend beyond Washington State, it may be to your benefit to file for a trademark with the U.S. Patent and Trademark Office. If your business activities will stay within Washington, it may be to your benefit to file for a trademark with the Secretary of State.

Find out if a name is already in use

- Our business lookup: General license
- Secretary of State Corporations Registration Data Search: Corporation and limited liability company names.
- U.S. Patent and Trademark Commission: Search for federally registered names.

#### Resources Business Licensing Service

360-705-6741

## **Step 3: Hiring Plans**

### Hiring Related Questions

- Will you be using independent contractors?
- Will you hire staff in the next 90 days?
- What type of work will your employees do?
- Will you hire minors?

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Guide

**Business** 

WASHINGTON STATE



#### 10. Hire employees

- Prepare to hire employees, if needed. Having employees with the right attributes and skills for your business is critical for successful growth. There are resources to help you with employment planning, including <u>Labor Market Information</u>.
- There are also programs to help you find and train qualified employees.
  - <u>WorkSource</u> can bring you applicants that are skilled and ready to work.
  - Job fairs and <u>free, online job posting</u> can help increase your pool of applicants.
  - Tax credits can help lessen the cost of new employees.
  - Options for employee training assistance.
  - On-the-job training wage subsidies.
  - Employee training resources <u>Career Bridge</u>
  - Apprentice ship programs
  - WorkSource Apprenticeship
  - Work study employees
- If you noted on the form that you would be hiring employees, information from your Business License Application will be forwarded to the Employment Security Department to set up a state unemployment tax account, and the Department of Labor & Industries to set up a workers' compensation insurance account and issue your minor work permit, if applicable. You will have quarterly filing responsibilities with both agencies, plus the IRS (see the <u>RUN Your Business</u> chapter of the Small Business Guide).
- Every new employee will need to complete the federal <u>I-9 Employment Eligibility</u> <u>Verification Form</u> within three days of hire, and the internal Revenue Service (IRS) <u>W-4 Form</u>.
- You'll also need to report each newly hired and rehired employee through the Department of Social and Health Services <u>New Hire Reporting Program</u> within 20 days of hire. Reporting is done through a secure web portal, <u>Secure Access</u> <u>Washington (SAW)</u>. If you don't already have a SAW account, you'll b create one prior to doing your first reporting. The from the employee's Web TE

# **Step 3: Hiring Plans**

### Independent Contractors

- The laws define "employee" vs "independent contractor"
- An independent contractor should:
  - Have a contract
  - Be a fully licensed and tax-reporting business
  - Keep good business financial records
  - Have multiple clients
  - Work away from one of your locations
  - Do something different from what you do

### Lni.wa.gov/IndependentContractor



## Step 3: SAW Account Setup

THE STATE OF WASHING	<b>WELCOME</b> to your login for Washington state.	
R SecureAccess Washington	SIGN UP! GET HELP TIPS ON	
LOGIN USERNAME PASSWORD SUBMIT Forgot your username?   Forgot your pass	word?	

Welcome to Secure Access Washington! To start using services from agencies around Washington, choose one from your list below or click the 'Add A New Service' button. To see open job postings for the SAW Team, go to our jobs page.

Add A New Service



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# **Step 3: Licensing**

### **Business Licensing**

- Secure Access ulletWashington (SAW) Account
- dor.wa.gov

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Revenue Washington State		rreers Contact About Log in	
	tess ▼ Taxes & rates ▼ File & pay taxes ▼ Education Department of Washington State Secure Services for Washington State Dept. of Revo		ed Property
Learn about reseller permits	Use your Secure Access Washington (SAW) user ID and password. <u>What is SAW?</u> SAW User ID SAW User ID Forgot? Password	<ul> <li>Businesses</li> <li>File a tax return</li> <li>Get or renew a business license</li> <li>Access a reseller permit</li> <li>File UCP holder reports</li> </ul>	e
Businesses Open a business Get or renew a business license File a return	Password Forgot?	<ul> <li>Request a tax status letter</li> <li>Access secure messages</li> <li>More</li> </ul>	

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## **Step 3: Licensing**

### Multiple locations? Mobile business?

- A physical address must be provided for the state business license
  - May use your home address.
  - Cannot be a PMB or PO Box.
- Most cities require a local city license to do business in their city



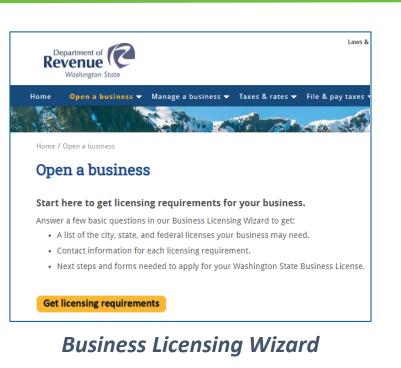
## **Step 3: Other Licenses & Permits**

### **Other licenses and permits**

- **Professional licenses**
- Contractor registration
- County health department permits
- Liquor and cannabis licenses
- Building permits (city or county)
- And many more....









Washington State Department of Labor & Industries Liquor and Cannabis Board

## **Step 4: Tax & Reporting Requirements**

State Business Taxes

- Business and occupation (B&O) tax
- Public utility tax
- Sales & Use tax
- Real and personal property tax
- If you have employees:
  - State unemployment tax
  - Paid family & medical leave
  - Workers' compensation insurance premiums





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## **Step 4: State Tax Basics**

### Business & occupation (B&O) tax

- Based on gross receipts
  - $\circ$   $\,$  No deduction for expenses or costs of doing business.
- There are over 20 different B&O tax classifications.
- The B&O tax rate varies by tax classification.

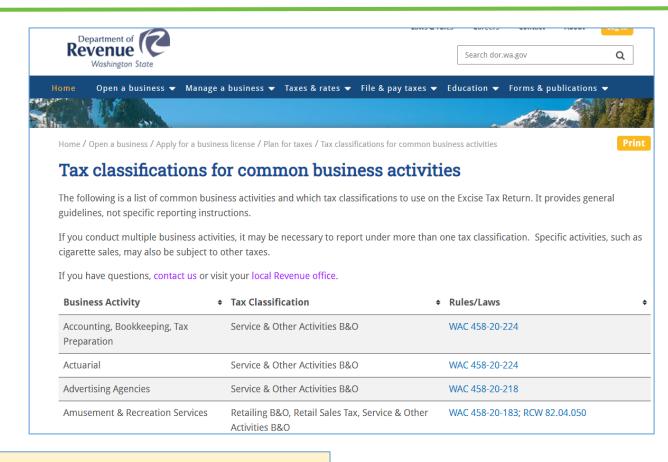
### Public utility tax (PUT)

- A tax on public service businesses.
- There are six public utility tax classifications.
- Tax rates vary by tax classification.



## **Step 4: Business & Occupation Tax**

We have tools to help you determine what classification applies to your business:



- dor.wa.gov/CommonBusinessActivities
- <u>dor.wa.gov/IndustryGuides</u>

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## Step 4: Sales & Use Taxes

Sales & use taxes apply to:

- Tangible personal property
- Digital products
- Retail services:
  - Installing, repairing, cleaning, altering or improving tangible personal property
  - o Lawn maintenance
  - Amusement, recreational, and physical fitness activities

The selling price must be separately stated on the invoice. Sales tax is due on shipping and handling charges.



## Step 4: Sales & Use Taxes

### What is the correct rate?

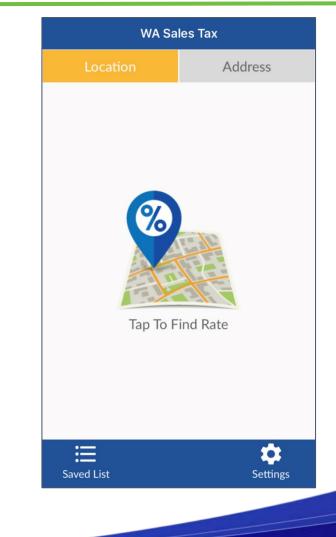
- State portion .065
- Local portion

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- Local rate varies by location
- We have well over 350 local tax codes

### But don't worry – we have an app for that!

We have several tools on our website.



## **Step 4: Real & Personal Property Taxes**

### Real & Personal Property Taxes

- Applies to personal property used in conducting business
- County assessors and treasurers
   administer
- By April 30 of each year, businesses must file a Personal Property Listing Form with the county assessor

### dor.wa.gov/CountyContacts

Home / Find taxes & rates / Property tax / County assessor and treasurer websites

#### County assessor and treasurer websites

Note: Property tax is administered by local governments. County assessors value and assess the tax and county treasurers collect it. For questions about paying your property tax or your property valuation, please contact your local county officials.

County	Assessor	Treasurer
ADAMS	Assessor	Treasurer
ASOTIN	Assessor	Treasurer
BENTON	Assessor	Treasurer
CHELAN	Assessor	Treasurer
CLALLAM	Assessor	Treasurer
CLARK	Assessor	Treasurer
COLUMBIA	Assessor	Treasurer
COWLITZ	Assessor	Treasurer
DOUGLAS	Assessor	Treasurer
FERRY	Assessor	Treasurer
FRANKLIN	Assessor	Treasurer
GARFIELD	Assessor	Treasurer
GRANT	Assessor	Treasurer
GRAYS HARBOR	Assessor	Treasurer
ISLAND	Assessor	Treasurer
JEFFERSON	Assessor	Treasurer
KING	Assessor	Treasurer
KITSAP	Assessor	Treasurer
KITTITAS	Assessor	Treasurer
KLICKITAT	Assessor	
LEWIS		

# Step 4: Employment Taxes

Workers' Compensation Insurance Premiums

- Employers pay the majority of an hourly rate of \$0.17-\$17.00, based on the job classification
- Employees pay a part of it

State Unemployment Taxes - 2025

- Calculated by multiplying the taxable wages (gross payroll up to a maximum amount) by the tax rate.
- Don't have to pay on wage amounts above the taxable wage limit of \$72,800 per employee (2025) but wages above the limit must be reported.

- Quarterly <u>941 Forms</u> report gross wages and federal taxes (income, social security and Medicare). They are due to the IRS by April 30, July 31, October 31 and January 31 for the preceding calendar quarters.
- <u>W-2 Forms report</u> wages and withholdings for the calendar year. They must be provided to each employee by January 31 of the following year.
- <u>W-2 Forms</u> and the accompanying <u>W-3</u> transmittal form are due to the Social Security Administration by February 28 of the following year.
- Annual <u>940 Forms</u> report federal unemployment taxes. They are due to the IRS by January 31 for the preceding calendar year. The tax rate for most employers is 0.6% of the first \$7,000 each worker earns, up to a maximum of \$42 per employee. For very small employers, these payments may be made at the time of annual filing but larger employers are required to make payments quarterly. See the IRS <u>Employer's Tax Guide</u> for more information.

#### 5. State employment taxes

 <u>Unemployment taxes</u> are due quarterly to the Employment Security Department (ESD). Reporting and payment is generally done on-line. Due dates are April 30,

### Run your business, Section 5



# **Step 4: More Employment Taxes**

### Paid Family & Medical Leave 2025 premiums

- Total premium rate is 0.92% of gross wages
- Employees pay most of the premium
- If more than 50 employees, withholding from employees 71.52% / employers 28.48%

### WA Cares Fund

- Employers deduct 0.58% of an employee's gross wages (no premiums paid by employers) and report quarterly with Paid Family & Medical Leave
- Premium contributions are not capped at taxable maximum for Social Security

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### Run your business, Section 5





# **Step 4: Employment Taxes**



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Requirement (in order of action timing)	Purpose	Action	Agency
<u>Workers'</u> <u>compensation</u> <u>premium report</u> (1 each calendar quarter per employer)	Workers' compensation insurance for medical costs and wage replacement if injured on the job.	Complete and pay online at <u>www.lni.wa.gov</u> (due 4/30, 7/31, 10/31, 1/31)	WA Dept. of Labor & Industries
<u>State</u> <u>unemployment</u> <u>tax report</u> (1 each calendar quarter per employer)	Unemployment benefits for employees who lose theirjobs.	Complete and pay online at <u>esd.wa.gov</u> (due 4/30, 7/31, 10/31, 1/31)	WA Employment Security Dept.
<u>Paid Family and</u> <u>Medical Leave</u> report	Paid leave for employee to care for themselves or their family	Complete and pay online at <u>paidleave.wa.gov</u>	WA Employment

# **Step 4: Employment Taxes**

- Business owners are exempt from Washington employment taxes if they are:
  - Sole proprietors
  - General partners in a partnership
  - LLCs If designated as:
    - "Member-managed" all members on record are exempt
    - "Manager-managed" only managing members are exempt
  - Corporations
    - May exempt up to 8 officers if they are shareholders and they exercise substantial control in daily management of the corporation
    - If a family corporation, all officers are exempt if they are related within the 3<sup>rd</sup> degree
  - Note spouses and other family members of LLCs and Corporations are exempt only if they meet the above requirements
- Business owners can choose to participate in Paid Family & Medical Leave and Workers' Compensation Insurance.



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## **Step 5: Learn Employer Requirements**

- Hiring employees
- New hire reporting
- Employer requirements
- Employer services

## **Step 5: Hiring Employees**



## **Step 5: New Hire Reporting**

Mv Secure DSHS

#### With one login you can access multiple Washington state government services. New Hire Reporting Please login to access this service. **Program Information** Employers: User ID: Washington state law RCW 26.23.040 requires employers to report all newly and rehired -Report newly hired or rehired employees Make child support payments electronically (not worked for you for at least 60 consecutive days) employees regardless of age, gender (Required as of January 1, 2019) or the number of hours worked within 20 days of hire. If reporting for the first time, only Password: Parents: report employees hired since your last quarterly report to Employment Security -View or make child support payments Department as **DCSOnline** only accepts reports with a date of hire no more than one year -Get notified when a child support payment is received in the past and 90 days in the future. You can find information on how to set up a -Authorize direct deposit to receive child support Forgot your User ID? -Request a DCS Debit Card to receive child support DCSOnline account on our Employer Educational Materials page. Forgot your password? -Set up reminders for payments that are due Activate your account? For more information check out the Introduction to New Hire Reporting, watch our Medical Premium Payers: video in English or Spanish or browse our Frequently Asked Questions. -Children's Health Insurance Program (CHIP) -Healthcare for Workers with Disabilities (HWD) Washington State New hire reporting (Washington state) Department of Social & Health Services New User? Check to see if you already have an User ID. New hire reporting law Transforming lives Sign up Department of Social Transforming lives dshs.wa.gov/esa/division-child-support/new-hire-reporting Division of Child Support to Report

porting new hires, you will need the following information about your as and company:

## **Step 5: Learn Employer Requirements**

- Independent contractors (*must meet requirements or they're employees*)
- Minimum wage (*\$16.66/hr\**) & overtime required
- Youth employment (permit, form & restricted duties if under 18)
- Breaks & meal periods required
- Safety & health (must have written safety plan and follow other rules)
- Employee leaves (paid sick leave required)
- Isolated worker protections (panic button & training required)
- Non-compete agreements (only if pay at least \$123K/yr\*)
- Can't restrict outside employment (unless pay at least \$33.32/hr\*)
- Equal employment opportunity (can't discriminate)
- Equal pay & opportunities (can't ask about salary history or prohibit sharing of salary information)
- Workplace posters required
- Employment related recordkeeping (must keep detailed time, pay & other records for 3+ yrs)





## **Step 5: Employer Requirements**

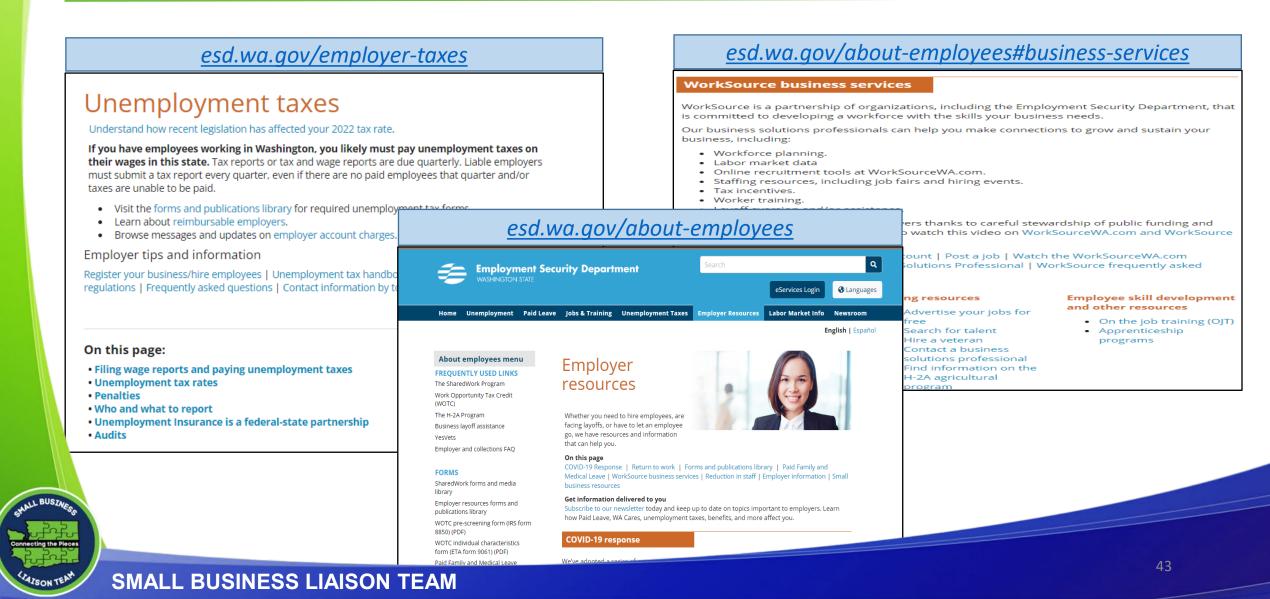
To learn more about employer requirements, attend this webinar.

Register at: <u>LNI.wa.gov/training</u>





## **Step 5: Employer Services**



## **Step 6: Use Advisors**

## Training & Advising Programs

Listing available at *business.wa.gov/business-resources* 



AMERICAS

SCORE

#### score.org

Small Business Development Center

wsbdc.org

Women's Business Centers

sba.gov

- S. Small Business Administration
- Ashington State Microenterprise Association
- Various Microenterprise Development Organizations

wamicrobiz.org





## About the Washington SBDC

Helping Washington Businesses Grow & Succeed

### Statewide Network

### The Washington SBDC is a highly collaborative statewide network supported by the Lead Office in Spokane with various services, licenses, tools, training and resources.

Every client that we serve has access to over 40 advisors with years of experience and knowledge that spans every industry and phase of business operation.



Together...we help Washington businesses grow & succeed

### No-Cost Advising Services

- Planning or growing your business
- Analyzing financial statements
- Acquiring capital and managing cash flow
- Buying or selling businesses
- Exporting to markets around the world
- Market research

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- Business systems and record keeping
- Getting and keeping customers
- Cost-cutting strategies
- Finding and keeping qualified employees
- Succession planning
- Tech commercialization



### Training Services

### **In-Person and Online**

Small Business **Second Resources** Financial Analysis **CYBER** Marketing **SECURITY** BER Marketing **SECURITY** 





4,620 Training Attendees



206 Delivered Training Events

### Economic Impact

Compared to average Washington businesses, Washington SBDC clients increased revenue and created jobs at significantly greater rates than other Washington businesses.

#### + JOB GROWTH +

**8.8% 3.1%** average SBDC client Washington average

#### $\uparrow$ SALES GROWTH $\checkmark$

**18.2%** average SBDC client Wash

**6.5%** Washington average



For every **\$1** invested in Washington SBDC counseling, our clients generated **\$3.16** in incremental tax revenue.

Washington SBDC clients generated \$8,454,557 of State tax revenue and \$2,673,778 of Federal tax revenue...totaling \$11,128,637!

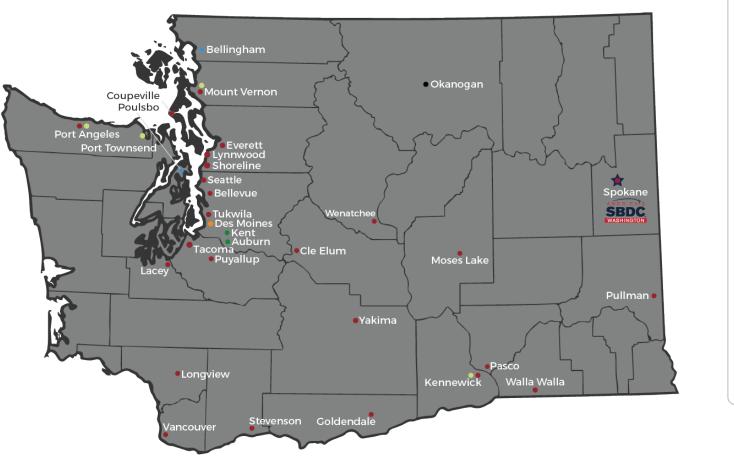




**97%** of our clients say they would recommend SBDC services to others.

### Washington SBDC Locations

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AMERICAS SBDC WASHINGTON Washington SBDC Lead Center WASHINGTON STATE Economic reenRive COLLEGE 1 Western

#### Washington SBDC Contact Information:

washington@wsbdc.org (833) 492-7232 www.wsbdc.org





U.S. Small Business Administration





The Washington SBDC network, hosted by Washington State University, is an accredited member of America's SBDC. Funded in part through a cooperative agreement with the U.S. Small Business Administration, institutions of higher education, economic development organizations and other public and private funding partners.

Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Email or phone the Washington SBDC.

## Live Support Chat

- SMS Text
- Live Chat
- Email
- Phone

The ORIA Information Center is open weekdays from 8:00 a.m. to 4:30 p.m.



#### Small Business Guidance

Leave us a message	-
Your name (optional)	
Email address	
Are you an existing business or in the	
planning stages? (optional)	
- ~	
Business activity, description, and location (cities and counties) (optional)	



## Contacts



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