



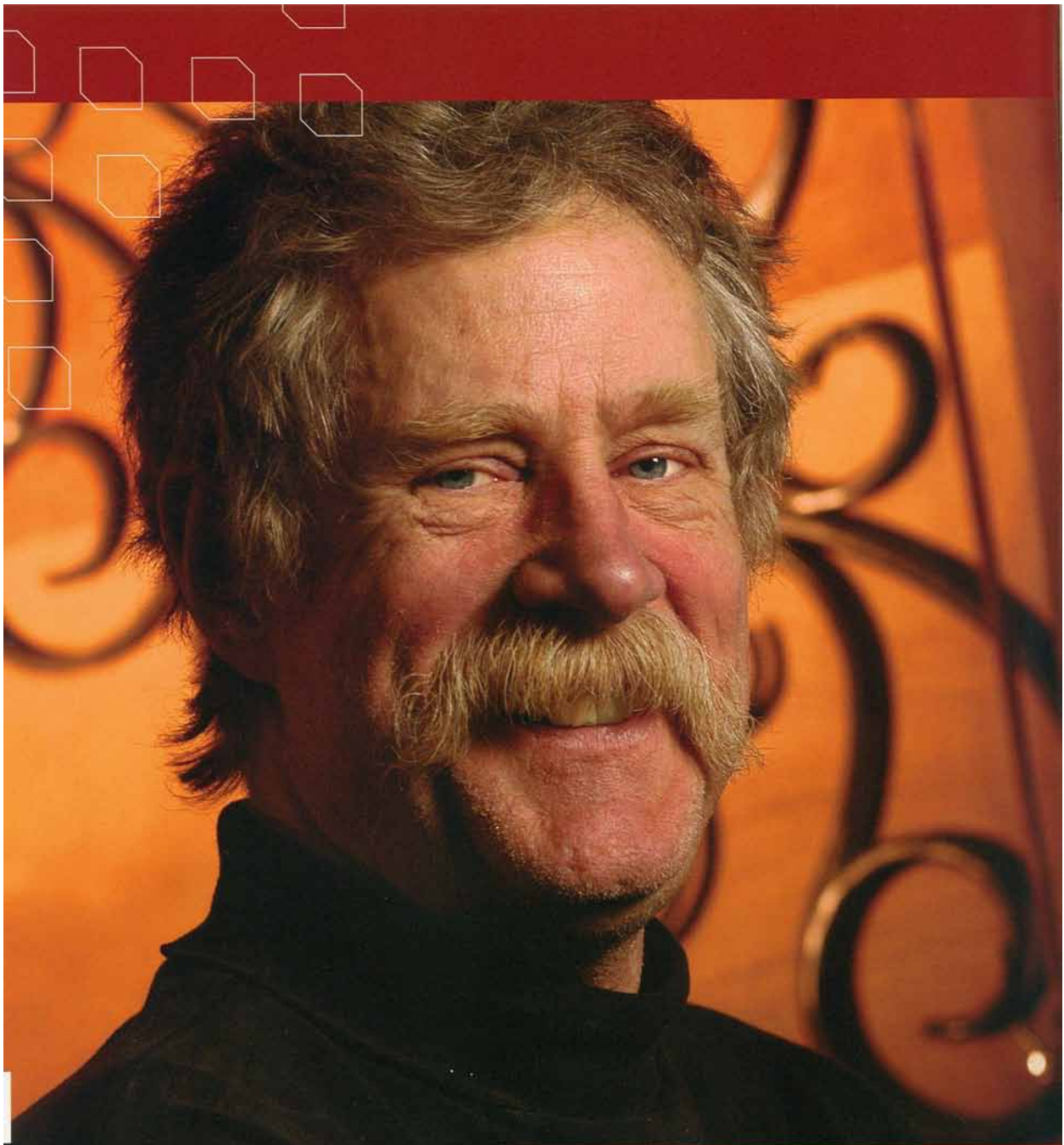
**ANNUAL REPORT FISCAL YEAR 2005**

WEST VIRGINIA DEVELOPMENT OFFICE  
SMALL BUSINESS DEVELOPMENT DIVISION



***Innovation:***

The Status of Entrepreneurship and Small Business in West Virginia



Lee Badger, owner of AnvilWorks®, has been an SBDC client since 1996.

### **AnvilWorks: Forging Ahead with the SBDC**

Lee Badger, owner of AnvilWorks®, has been a practicing artist-blacksmith creating ornamental ironwork for more than 25 years. He honed his art studying and training under world-class American and European masters of art metalsmithing in the U.S. and abroad.

In 1998, Badger built the AnvilWorks forge and metal-smithing shop in Hedgesville, W.Va. His company creates and builds hand-forged interior and architectural metal work for design professionals and private patrons. AnvilWorks' unique products range from stair rails and furniture to lighting and fireplace accessories. A customer recently commissioned a 34-foot high, 11-foot square clock tower, which weighs 14 tons.

"I will consult and collaborate with homeowners and design professionals on materials, finishes and other specifications," Badger said. "The individual relationship between the designer, the craftsman and the piece allows a degree of design and control that is simply not available in factory fabricated furnishings."

Badger's entrepreneurship journey began in 1975 when he operated several shops in Colorado. He moved east in 1988 and has been serving design professionals, home and estate owners, and businesses in the Mid-Atlantic region ever since. From 1989 to 1994, he was an artist-in-residence at Glen Echo National Park near Washington, D.C., working and teaching in cooperation with the National Park Service.

In 1996, Chris Lundberg, center manager of the SBDC at the Community and Technical College of Shepherd, helped Badger put together a business plan and financing package to build a new studio and move AnvilWorks from Ranson to Hedgesville.

"I'm an artist - when I started my business I didn't have experience dealing with banks and financing," Badger said. "Chris knew the ropes. She helped me put a lot of thought into my business plan and set realistic goals. I'm still following that plan seven years after opening my business."

"As a talented artisan, Lee knows his craft but he recently came to the SBDC to help refine his marketing strategy," Lundberg said. "We linked Lee with a Shepherd University marketing class to help him further identify his diverse customer base."

#### **Financial Assistance**

The WWSBDD provides services that help increase a small business's access to capital through assistance in obtaining bank loans, SBA guaranteed loans, microloans, Linked Deposit program loans, venture capital investments, Small Business Innovation Research grants and investment through sources made available by the West Virginia Economic Development Authority, the lending arm of the WVDO.

#### **Services provided include:**

- Assistance with feasibility surveying
- Market identification and planning
- Business plan development
- Financial statement preparation and analysis
- Cash flow preparation and analysis
- Funding source identification

