

Dear Representative Nathe,

Chairman, House Appropriations – Education and Environment Division

I am writing to express my strong support for the Department of Commerce Appropriations bill, SB 2018, which funds critical economic development programs in North Dakota. As the Founder of Full Mood Studio, I have directly benefited from NDWBC, which has been instrumental in growing my business.

The technical assistance, business coaching, training, and programs provided through this program offered these key benefits:

- **Expert Business Coaching:** Working with NDWBC has made my business goals more achievable and manageable. Through monthly coaching sessions, I stay accountable and focused on my initiatives. As a solo business owner, it can be challenging to navigate decisions without a team to brainstorm with, but NDWBC's coaching provides invaluable support. It feels like having a dedicated cheerleader guiding me toward growth and sustainability. Without their expertise, I'd likely still be where I was a year ago in terms of services, skills, and implementation. I'm incredibly grateful to have this resource in my region.
- **Networking and Community Engagement:** NDWBC's events have introduced me to an inspiring community of women-owned businesses, fostering a sense of support and camaraderie. Their networking gatherings are not only welcoming and empowering but also deeply connected to the pulse of our region's entrepreneurial landscape. It's a space where collaboration thrives, and businesses uplift one another, creating opportunities for shared growth.
- **Access to Resources:** NDWBC provides a wealth of knowledge and connections that have been instrumental in my business journey. Whether through one-on-one conversations, their newsletter, or their website, I've found valuable resources that help me navigate challenges—from grant opportunities to business planning. Their team is always ready to assist, offering expert guidance with genuine empathy. Having access to such an extensive and supportive network makes all the difference.

Without this support, it would have been significantly more challenging to get the resources, knowledge, and community support to grow my business. Center's like NDWBC not only help individual businesses but also contribute to North Dakota's broader economic development by fostering innovation, job creation, and industry growth.

I urge you to support NDWBC in SB 2018 to ensure businesses like mine continue to have access to the resources necessary for success. Thank you for your time and

consideration. If you would like to discuss my experience further, please feel free to contact me at [chalsey@fullmood.co](mailto:chalsey@fullmood.co) or 701-261-8624.

Sincerely,

Chalsey Falk

Full Mood Studio

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