



News Release

Seattle District Office

Release Date: March 23, 2018

Contact: [Lisa White](#) – 206-553-7050

[Melanie Norton](#) – 206-553-5231

Website: www.sba.gov/wa

Follow: [@SBAPacificNW](#) & [@SBASeattle](#)
[Facebook](#), [Instagram](#) & [Blogs](#)

Burien Sausage Company Owner Named 2018 SBA Washington State Small Business Person of the Year

*Owner Danny House of Dan the Sausageman Takes Top Honors,
Finalist for 2018 SBA National Small Business Person of the Year,
Celebration to Recognize All Local SBA Award Winners May 3*

SEATTLE – The U.S. Small Business Administration (SBA) 2018 Washington State Small Business Person of the Year is Danny House, owner of Dan the Sausageman in Burien, Washington. Founded in 1988, Dan the Sausageman has grown from a local store to a national retailer by selling his gourmet gift boxes featuring summer sausages and other food products.

House spent the first 22 years of his career delivering his products door-to-door, and the first 27 years as the sole employee. In 2017, he embraced online retail which increased his net income by more than 6,000 percent and enabled him to employ a team of nine employees.

“Dan is an amazing example of why every business owner should at least explore the option of online retail,” SBA Seattle District Director Kerrie Hurd said. “By increasing sales on a national and global level, he is able to create more local jobs and strengthen his community by using proceeds from those sales to support local scholarships and charitable efforts. Small business can do big things in the online marketplace.”

The SBA Small Business Person of the Year award – part of National Small Business Week April 29-May 5, 2018 – recognizes small business owners who demonstrate staying power and substantiated history as an established business with at least three years of business operation. Winners must also show growth in net worth and business expansion, increase in jobs and sales, innovativeness of products or services, response to adversity and contributions to community-oriented projects.

“It’s the American dream. Look what you can do. A pencil, a sausage, a notebook ... pick up anything and you can start going door to door selling something and you can take it to wherever you want to go in life,” House said. “I care about the community, and the local schools especially; this helps me to give back to those kids and make my community a stronger place.”

House’s success has allowed him to give back to his community as well. During the past five years, he has donated more than 1,000 meals to a local school fundraising event, matched local community donations

for the last three years for full-ride scholarships for local trade school students, and donated more than \$41,000 to local events, foundations and fundraisers.

“National Small Business Week is a time to recognize the impact of small businesses in the Pacific Northwest by sharing their inspirational stories of success, resilience and determination,” SBA Regional Administrator Jeremy Field said. “It’s my honor to celebrate the entrepreneurs who use innovation to solve problems, create jobs and make a difference in our local communities.”

Small Business Person of the Year winners from 50 states, the District of Columbia, Puerto Rico, and Guam will converge in Washington, D.C. April 29-30 when one of them will be selected as the National Small Business Person of the Year.

A celebration honoring local SBA winners from Washington state and the SBA Seattle District – which serves the state of Washington and northern Idaho – will be May 3, 2018. Other SBA local awards that will be recognized at the celebration include the Small Business Person of the Year, Exporter of the Year, Encore Entrepreneur of the Year, Family-Owned Small Business of the Year, Millennial Entrepreneur of the Year, Veteran-Owned Small Business of the Year and Small Business Champion of the Year.

Each year since 1963, the President has issued a proclamation calling for the celebration of National Small Business Week. SBA recognizes outstanding small business owners for their personal successes and contributions to our nation.

For more information about National Small Business Week, visit www.sba.gov/nsbw.

About the U.S. Small Business Administration

The U.S. Small Business Administration (SBA) was created in 1953 and since January 13, 2012 has served as a Cabinet-level agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation. The SBA helps Americans start, build and grow businesses. Through an extensive network of field offices and partnerships with public and private organizations, the SBA delivers its services to people throughout the United States, Puerto Rico, the U.S. Virgin Islands and Guam. For more information visit www.sba.gov.

About the SBA Seattle District Office:

The SBA Seattle District serves the state of Washington and northern Idaho with locations in Seattle and Spokane, Washington. SBA Seattle District staff provides resources and services in three areas referred to as “the three C’s” – counseling, capital and contracting. Visit www.sba.gov/wa or follow [@SBASeattle](https://twitter.com/SBASeattle) for more information including resource partners, lenders, workshops, success stories and other resources to help business start, grow and succeed.

###