

## JEDI — Helping Build Prosperity



WoodCrafts  
by  
Don

Yreka, CA



JEDI & Cascade SBDC...  
Partnership supporting  
Small Business

**“ I am glad to be providing jobs for local residents. I can not thank JEDI enough for the help. I could not have done it without then!”**

### Perseverance Pays Off!

Don Crawford knows what it means to work hard, stay focused on your goals, and keep trying! Don is an inventor who has a million ideas for every one that he is currently producing. Constant innovation and new product design is a hallmark of his business, **WoodCrafts By Don**.

A long term resident of Yreka, Don started his business in his garage in 1990 after constant migraine headaches caused him to stop driving truck. He was looking for a new way to put his passion, education and talents to use in earning a living. **WoodCrafts By Don** has grown into a reputable manufacturing center due to his high quality products and fair prices. Most of his clientele heard about him through word of mouth and are always repeat customers. Over the years, Don has manufactured a variety of custom wood products and screen doors that have been sold in retail outlets throughout northern California and Southern Oregon (see photo below).

Don is currently expanding his manufacturing facility due to a new product he designed—a wooden heater cover for Toyo and Monitor heaters (see photo below). “It compliments other pieces of furniture in the living areas where most heaters are installed,” states manufacturer Don Crawford. After test marketing the product successfully, Don received a loan through the County of Siskiyou’s Business Revolving Loan Fund that has allowed him to hire two new employees and a sales rep in addition to purchasing the lumber and equipment he needed to produce an initial stock of wooden covers. Don has been working on the design of this product for several years now and has a design patent pending. “I am excited about this product and the response from customers has been tremendous. The loan is helping us meet the initial demand and market the product to heater distributors throughout the Northwest.”

JEDI assisted Don in assessing the financing possibilities and completing a business plan for the loan application. “I am grateful to Nancy Swift (JEDI –SBDC business Counselor) for helping me to do the planning and paperwork I needed to do to get financing to expand my business,” says Don. “I am glad to be providing a new job or two for local residents.” Nancy continues to work with Don in managing the cash flow during the expansion. “I want to make this expansion work! JEDI provides a great service to businesses wanting to expand” says Don.

**WoodCrafts By Don** is located at the Business Innovation Center at 1512 S. Oregon Street, Yreka. Don can be reached at 842-9536 for more information about this new product and other designs in wood. For more information about how a JEDI-SBDC counselor can assist you to take your business to the next level and for all other services, call JEDI at 926-

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