



(My adviser at the Central Oregon SBDC helped me develop) “the confidence to move forward with opening my own architecture firm.”

- Nicholas ‘Bucca’
Buccafurni
Vellum Design Studio

CENTRAL OREGON SBDC SUCCESS STORY

Vellum Design Studio

<https://www.vellumdesignstudio.com>

Nicholas ‘Bucca’ Buccafurni first reached out to Central Oregon SBDC in 2022 when he found himself at a professional crossroads. Bucca is a talented custom home designer and he was evaluating an attractive opportunity with an existing builder versus establishing his own design firm. He came to the SBDC very experienced in his field, with a lot of research and specific calculations under his belt. However, he had never owned his own business before, and knew that he could use some objective feedback.

With SBDC business adviser Sue Meyer, Bucca was able to freely brainstorm pricing strategies, insurance needs, website content, and current economic trends. After identifying his target market and weighing his options, he decided to go it alone in January 2023.

While Bucca was building his clientele, he was able to tap into Sue’s expertise for the various ‘delicate’ challenges that typically come with first-time business ownership. For example, the timing for messaging on late payments, requesting deposits from new clients, collecting an overdue invoice... Eventually the challenges became much more positive, such as how to tactfully turn down jobs that wouldn’t fit his company’s profile, or how to identify builders with projects that would be appropriate for the firm.

Central Oregon Builders Association (COBA) recently presented Vellum Design Studio with the award for “2023 Home Designer of the Year,” a remarkable achievement for such a young firm!

As Bucca graciously told his proud business adviser at the SBDC: “...you have been such an integral part in helping me start my company, that I wanted to share some good news. Last night, the Central Oregon Builders Association (COBA) presented my firm with the award for “2023 Home Designer of The Year.” It is a peer nominated award and I am so grateful to receive this, especially in my first year of business ownership. Thank you, Sue, for your guidance, wisdom and approachability. This award would not be possible without you!”