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From the Puget Sound Business Journal:

<https://www.bizjournals.com/seattle/news/2021/05/24/nurse-turned-small-business-owner.html>

Checking in with Lylia Nichols, former nurse who parlayed PPP loan into a growing Seattle-area business

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Last August, [Lylia Nichols](#) was working full time at the Polyclinic and hoping a \$16,500 Paycheck Protection Program loan would jumpstart [her small health care case management business](#).

Since then, she's quit her nursing job to fully invest her time in her growing business.

Over the past nine months, she's been able to amass \$80,000 through grants and contracts. She's grown her client base from 10 to 500 in King and Pierce counties and has hired five employees. She's moved out of a 330-square-foot office in Renton to a space more than three times that size.



LYLIA NICHOLS

Lylia Nichols quit her job as a nurse to run her small business full time. Over the past nine months, she's been able to amass \$80,000 through grants and contracts. "We're really just getting started," she says. "It's mind-blowing. I have to pinch myself."

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Nichols told the Business Journal last year that as a Black business owner she wondered whether her race and gender had played a role in her difficulties getting loans. But over the last several months businesses and banks have been eager to connect with her, she said. She connected to JP Morgan Chase through a Business Journal event in December focused on funding for businesses owned by Black and Indigenous people and people of color.

Other organizations that have contributed to her success and growth include BlackDot, Tabor 100, Business Impact Northwest and the Washington Small Business Development Center.

"These organizations have been a wealth of information in providing tools and resources needed to successfully navigate as a black business owner in Washington," she said. "Foundry10 and Sound Generations have provided grants to go towards supporting our community outreach efforts."

She expects revenue from her company, called The Integrity Nurse, to hit seven figures by the end of 2021.

She is still hiring nurses, a medical director and outreach specialists. Her ultimate goal is to double her employee count and buy vehicles to do vaccinations in people's homes.

Megan Campbell

Reporter

Puget Sound Business Journal

