

2010 BUSINESS RECOGNITION

HOSTED BY
Davis Applied
Technology College,
Kaysville SBDC



Business Details

OWNER
Kimball Clark
NATURE OF BUSINESS
Pollination using Native Bees

CITY
Kaysville
COUNTY
Davis
PHONE
801-458-0282

WEB SITE
www.NativeBees.com

BUSINESS STRUCTURE
Limited Liability Corporation

BUSINESS BEGAN
January 2010

EMPLOYEES
1 full-time

SBDC CONSULTANT
Brent Meikle



NativeBees.com



For more than two years, Kimball Clark has been busy as a, well, bee. Clark, founder of NativeBees.com is experimenting with using native bee species to pollinate fruit and nuts. He has collaborated with US Department of Agriculture entomologists and orchardists throughout the western United States to determine the demand and need for native bee supplementation to traditional insect pollination uses.

Clark believes commercial orchardists as well as backyard growers will embrace native bee pollination if a simplified management system and housing device are available. Current products are inadequate because they are not built for large-scale use. Recognizing that, Clark is researching large-scale management. Other people who might consider native bees are overwhelmed by the amount of information about native bee management, so better marketing is necessary.

By establishing relationships with several large-scale fruit and nut orchards, Clark believes the potential for growth lies in affordability and simplification of bee housing and management. Some of his contacts are already supplementing their pollination with native bees and said they are getting good returns and production is up. Research in his own orchard has been productive and Clark said his bee population growth was higher than his competitors.

Two grants are helping offset the high costs of marketing, research and prototyping for large-scale manufacturing. NativeBees.com and the Davis Applied Technology College were awarded a \$12,000 commercialization grant in May. Brent Meikle, Kaysville Small Business Development Center director, helped Clark apply for and get the USTAR grant and continues as-needed consulting.

The USDA also gave Clark a \$17,000 grant in July.

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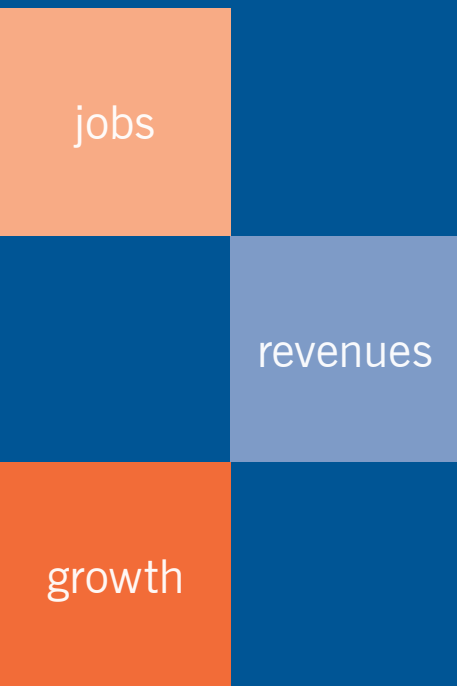
The Utah SBDC network is comprised of 11 regional centers hosted by Utah colleges and universities. The centers serve entrepreneurs and small businesses across the state. The centers are funded in part through a cooperative agreement with the U.S. Small Business Administration.

Secret to Success

“Kimball believes that minimalist design and simplified marketing will make his product affordable and simplify the process of native bee management.”

“...commercial orchardists and backyard growers will embrace native bee pollination once a simplified management system and housing device are created.”

*Kimball Clark,
Owner*



Governor's Office of
Economic Development

