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**U.S. SMALL BUSINESS ADMINISTRATION NAMES
TIM GORMICK
YOUNG ENTREPRENEUR OF THE YEAR**



SANTA ANA, CA – Tim Gormick, founder of Discount Water Sports, a company located in San Clemente, CA has been named **Young Entrepreneur of the Year** by the Santa Ana District Office of the U.S. Small Business Administration. The District serves Orange, Riverside and San Bernardino Counties. District Director J. Adalberto Quijada announced his selection, saying, “We are proud to honor Tim Gormick as the Young Entrepreneur of the Year. His determination to live out his vision is both admirable and distinctive.” Tim was nominated by his proud mother Jeanne Gormick, for his business success, perseverance and ability to turn life’s negatives into positives.

Discount Water Sports offers surfboards, wetsuits, decorations, and surf/dive suits. Their surf products satisfy the on-going need for new, beginner boards for surfers to experiment with.

Tim’s story is one of overcoming disabilities and limitations since childhood. His parents struggled to find out why he could not retain knowledge the way his older siblings did. He would get solid grades in class, but his test scores were always very low. It was not until late into his junior year of high school that Tim was diagnosed with Auditory Processing Difficulties. APD is a disorder in the way auditory information is processed in the brain. Tim’s struggles continued into adulthood. He joined the California Department of Rehabilitation and was encouraged to pursue college, but going to school was not the answer for Tim. Gormick’s tenacious attitude and dogged determination as a teenager are the same qualities that drove him to be an entrepreneur.

After being laid off from his baseball card shop position of 10 years, just two months before his marriage, Tim saw an opportunity to fulfill his dream to be a business owner. He acted not only out of desire to be an entrepreneur, but necessity. There was doubt about how Tim would take care of himself and his future wife. He quickly identified that he could be in the business of the sport he loved- surfing. Based on his experience with surfing, Tim saw that the market for inexpensive beginner boards was viable. He taught himself how to shape surfboards and his persistence in this effort was amazing. Due to APD, he had to watch the how-to-video over and over. Though only 29, Tim already has over 15 years of retailing experience. The baseball card shop job taught him about one of his important distribution channels, eBay. Almost immediately the company gained exposure outside the Southern California market to worldwide distribution through the online auction site. Discount Water Sports is an eBay Power Seller with a positive feedback rating of 99.8%. Repeat customers have become commonplace. Discount Water Sports started as a sole proprietorship and has expanded to become a corporation. It was recently moved into a warehouse location, where Tim hired a full time manager and two part time employees.

In a true example of the entrepreneurial spirit, Tim Gormick has recently diversified his business and now offers luxury massage chairs. Feedback for the product is very positive and the ROI is proving to be much more profitable than his initial surf products.

Tim Gormick and other small business owners & champions will be honored at the **45th Annual Small Business Week Awards** on September 25, 2008 at the Hilton Anaheim. For more information, contact Christopher Lorenzana at 714.560.7453 or christopher.lorenzana@sba.gov .