Mission: Provide high impact, quality counseling services and training to help small business owners achieve their goals, strengthening the Arizona economy.
America’s Small Business Development Centers

- 1,100+ centers
- 4,500 full-time counselors
- 750,000 clients-businesses served annually
What We Do

“Driving Small Business Growth”

• $100,000 in sales every 3.8 minutes

• A new job every 7 minutes

• $100,000 in capital every 13 minutes

• A new business every 36 minutes

*Source: SBA & AZSBDC
ROI

• Average SBDC client job growth: 13.6%
  National average job growth: 1.2%

• Every federal dollar invested in SBDCs in 2010 created $1.93 in federal revenue and $2.82 in state revenue

• Money spent in international trade has returned $19 in increased sales for every $1 spent

• Small businesses that received SBDC assistance experienced an average sales *increase* of 18.9% between 2010 and 2011 — compared to an average sales *increase* of 4.3% for businesses in general

*Source: SBA & AZSBDC*
In Arizona

26 AZSBDC locations
6 AZPTAC offices

Specialties:
International Trade
Government Contracts
Clean Technology
## Arizona SBDC 2014

- New Jobs: 1061
- Retained Jobs: 390
- Sales Increase: 76.9 Million
- New Capital: 60.5 Million
- Business Starts: 319
- Clients Served: 3,423
- Training (number of attendees): 3,624

*Source: Client Impact forms from Center IC*
In Yavapai County
Yavapai College
Small Business Development Center 2014
Economic Impact

New Jobs 71
Jobs Retained 9
Sales increase $1.141 million
New Capital Formation $2.248 million
Long Term Clients 73
Business Start-Ups 72
Educational Events 28
Event Attendees 252
Yavapai College SBDC
2011-2014

• New Jobs 250
• Retained Jobs 31
• Sales Increase 7.54 Million
• Capital Formation 4.6 Million
• Business Starts 64
• Clients Served (5hrs) 204
• 90 Training Events 854 Attendees
2015 Entrepreneur Workshops to be Offered in Verde Valley

• Start-up Lab: Lean Business Start Up
• Start-up Lab: Wine Tasting Room
• Start-up Lab: Intro to Business Plan Writing
• Managing Your Business: Understanding Financial Statements
• Crowd Funding for Small Business
• Intellectual Property Considerations for Business
• Getting Your Business Ready for Exporting
• Providing Exceptional Customer Service (with SCORE)
2015 Entrepreneur Workshops to be Offered in Verde Valley

• Web Site Design
  - Intro to Website Design  1.5 hrs.
  - Web Site Construction   3 hrs.
  - Web Site Optimization   3 hrs.
  - How to Get on Google’s Page 1 3 hrs.

• Social Media
  - Blog Your Way to Business Success 3 hrs.
  - Facebook for Business 3 hrs.
  - Twitter for Business 3 hrs.
2015 Entrepreneur Classes to be Offered in Verde Valley

• Profit Mastery 16 hrs.

• NxLevel Business / Strategic Planning 36 hrs.

• SCORE / SBDC Co-sponsored Business Plan Writing 15 hrs.
SBDC Assistance Includes:

- Business Start-Up
- Business Planning
- Market Research & Marketing Strategies
- Human Resources Management
- Exceptional Customer Service
- Bookkeeping & Accounting Practices
- Financial Management
- Profit Improvement
- Family Business Essentials
- International Trade
- Business Succession & Acquisition
- Franchising
Help is Always Available

• For No Cost and Confidential Business Counseling, Contact:

Yavapai College
Small Business Development Center
1100 E. Sheldon Street   Bldg.29
Prescott, AZ  86301
(928) 776-2008
www.yc.edu/sbdc
kurt.haskell@yc.edu