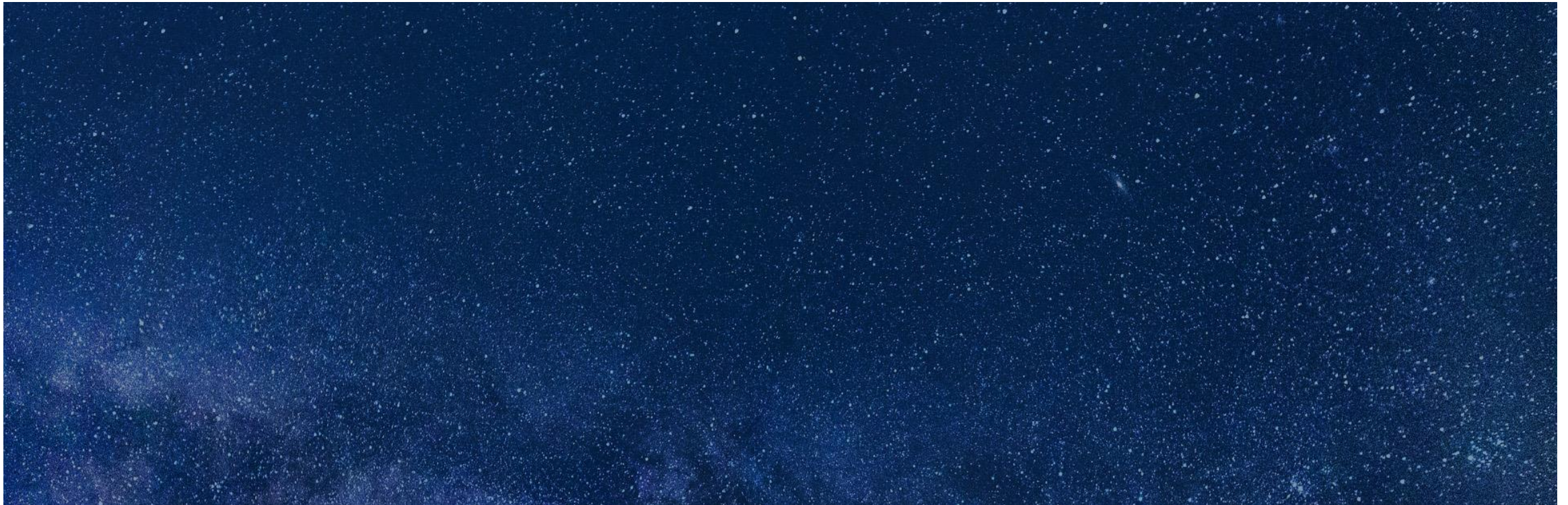




MAKING A BIG DIFFERENCE FOR SMALL BUSINESS

SMALL BUSINESS BOOT CAMP – APRIL 6, 2021



SBDC SERVICES – STATEWIDE REACH



America's SBDC Arizona Network



Counseling
(No Fee)



Training



Resources

- **10 SBDC Centers across Arizona**
 - **Hosted by MCCCD and Nine Community College Districts**
 - **Lead Center located in Tempe**
 - **Hosts AZPTAC**
 - **ACA Partnership**
 - **Other Local Partnerships**

www.azsbdc.net

THE AZSBDC DIFFERENCE – HOW WE HELP



Arizona's Largest and Most Accessible Statewide Source of No-Cost Technical Assistance for Small Business Owners



- **Statewide Reach and Strength**
 - **Since 1988**
 - **Customized One-on-One Counseling**
- **Business Analysts are Experienced, often SME's and Trained/Certified**
 - **National Accreditation**

www.azsbdc.net

SBDC MISSION



**Serving Arizona Small
Businesses in All Industries**

Launch

Grow

Sustain

Exporting/International Trade
Manufacturing
Procurement/AZPTAC
Technology
Commercialization
Incubators/Accelerators
Agriculture
Underserved Populations
Veterans

Contributing to economic impact

www.azsbdc.net

WHO CAN BENEFIT FROM SBDC ASSISTANCE?



We Help Small Businesses at ALL Stages of Development



- Pre-Venture
- Startup
- Growth/Sustaining
- Transitioning/Exit

'READY – START – GROW – GO'

We help their goals become reality
Start and Grow Smarter, Faster, Stronger

TECHNICAL ASSISTANCE



www.azsbdc.net

Disaster Loan Assistance
Capital Development / Funding
Lender Readiness Preparation/Packaging
Financial Review and Resiliency Assessment
Business Plan Development
Marketing Assessment and Planning
Buying / Selling a Business
Exit Strategies
Re-Imagine – Rebuild - Revitalize

VALUABLE RESOURCES TO HELP SBDC CLIENTS



GrowthWheel



LivePlan

Plan, fund, and grow your business.
Easily write a business plan, secure funding, and get insights to help you reach your goals.

VIDEO TOUR | START YOUR PLAN

Garrett's Bike Shop

Profit Cents

sageworks Industry Data

Industry: 722211 - Full-Service Restaurants
Sales Range: Yearly sales \$1 Million to \$10 Million
Location: US - Arizona
Prepared On: 1/29/2020

INDUSTRY FINANCIAL DATA AND RATIOS

Average by Year (Number of Financial Statements)

| Financial Metric | Last 12 Months (1) | 2019 (1) | 2018 (8) | Last 5 Years (40) | All Years (200) |
|-----------------------------|--------------------|----------|----------|-------------------|-----------------|
| Current Ratio | -- | -- | 2.86 | 2.60 | 2.22 |
| Quick Ratio | -- | -- | 1.55 | 1.52 | 1.29 |
| Gross Profit Margin | -- | -- | 70.47% | 53.18% | 60.46% |
| Net Profit Margin | -- | -- | 7.45% | 1.70% | 3.27% |
| Inventory Days | -- | -- | 12.87 | 12.19 | 14.69 |
| Accounts Receivable Days | -- | -- | 0.15 | 0.63 | 1.16 |
| Accounts Payable Days | -- | -- | 7.47 | 13.23 | 17.09 |
| Interest Coverage Ratio | -- | -- | 10.68 | 21.23 | 12.94 |
| Debt-to-Equity Ratio | -- | -- | 0.93 | 1.20 | 2.21 |
| Debt Service Coverage Ratio | -- | -- | 8.43 | 10.18 | 6.06 |
| Return on Equity | -- | -- | 63.92% | 52.96% | 39.11% |
| Return on Assets | -- | -- | 41.62% | 25.16% | 20.83% |
| Gross Fixed Asset Turnover | -- | -- | 5.05 | 3.66 | 3.55 |
| Sales per Employee | -- | -- | -- | -- | \$46,973 |
| Profit per Employee | -- | -- | -- | -- | (\$159) |

| Growth Metric | Last 12 Months (0) | 2019 (0) | 2018 (5) | Last 5 Years (30) | All Years (117) |
|---------------|--------------------|----------|----------|-------------------|-----------------|
| Sales Growth | -- | -- | 0.47% | 2.45% | 4.65% |
| Profit Growth | -- | -- | 99.61% | 18.28% | 22.99% |

SBDCNet.org

THE SBDC NATIONAL INFORMATION CLEARINGHOUSE SERVING THE SMALL BUSINESS DEVELOPMENT CENTER NETWORK AND AMERICA'S SMALL BUSINESS COMMUNITY.

SBDCNet
National Information Clearinghouse

Advisor Login

HOME | SMALL BUSINESS RESOURCES | SBDC NATIONAL BLOG | FIND YOUR LOCAL SBDC | ABOUT US

IBIS World

IBISWorld
WHERE KNOWLEDGE IS POWER

Coffee break: Operators will add high-margin items to appeal to health-conscious consumers

October 2016

IBISWorld Industry Report 72221b Coffee & Snack Shops in the US

Andrew Abroniz

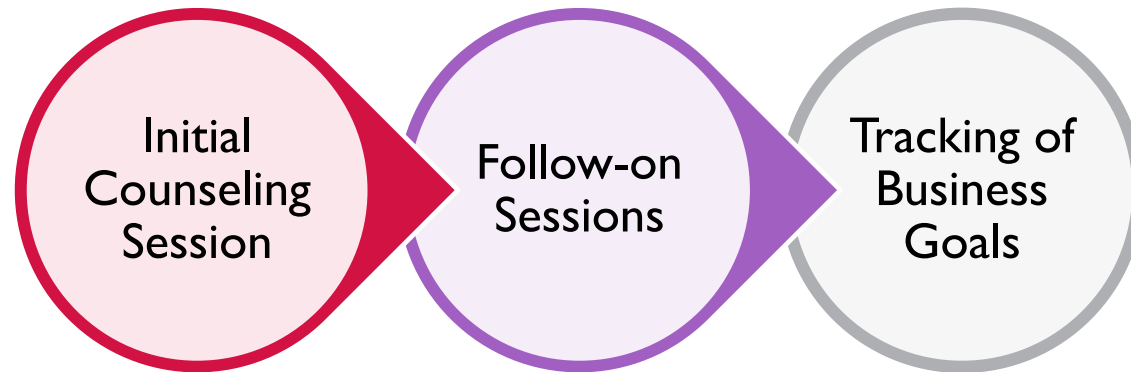
Key External Drivers: Healthy eating index, New coffee shop openings, Consumer confidence index

Products and services segmentation (2016): 9% Other beverages, 51% Coffee, 36% Food

SBDC CUSTOMIZED COUNSELING EXPERIENCE



Complete a Request for Counseling form online: 'Request No-Cost Advising'



Identify business goals and areas of assistance needed

Meet with counselor for regular guidance

Track and report metrics

Counseling is by appointment only

Primarily Remote or By Phone

Limited Face-to-Face in Some Areas

WEBINARS AND TRAINING EVENTS - EXAMPLES



SBA Disaster Relief – Get the Facts, How to Apply

Small Business Bootcamp

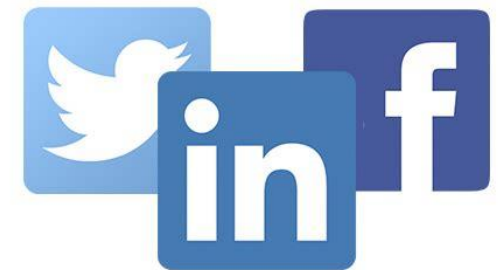
Digital Marketing, Selling Online

Applying for Credit, Becoming Credit-Worthy

Re-Imagining and Rebuilding Your Small Business

Specialty Topics for Restaurants, Manufacturing, Technology

Follow us on Facebook, Twitter and LinkedIn to learn about upcoming webinars and events.



COMING SOON: INTERACTIVE WEBSITE/CLIENT PORTAL



An All-New AZSBDC Website ...

A 24/7 Resource For:

- On-Demand Training
- Information and Resources
- Live Webinars & Events
- E-RFC's
- Remote Counseling
- Client/Counselor Interaction
- Convenient, Secure Technical Assistance



ARIZONA PROCUREMENT TECHNICAL ASSISTANCE CENTER (AZPTAC)



www.azptac.com

Four Locations - Statewide Reach Procurement / Government Contracting Administered by Defense Logistics Agency

AZSBDC refers clients who **are ready** for Government Procurement to AZPTAC;

AZPTAC refers clients who **are not ready** for Government Procurement to AZSBDC for business counseling and skill development.

AZPTAC MISSION:



Increase the number of businesses that are capable of participating in the government marketplace.



RURAL AND URBAN INITIATIVE: AZSBDC / ACA PARTNERSHIP



- Started in April 2019
- Goal: Increase Outreach to Rural Communities
- Goal: Grow Awareness of State-funded Programs
- Now also in Maricopa/Pima Counties

Community Engagements Statewide
Small Business Resource Collaborative
Small Business Boot Camp

www.azsbdc.net

SUCCESS STORIES



- **Superstition Meadery**
 - Opened a new restaurant and tasting room, in PHX, expanded distribution across the U.S. and into 30 new countries and created 60 new jobs – all during the pandemic.

SUCCESS STORIES



Nemean Solutions LLC

– Won a contract valued at \$113.8 million after earning SBA 8(a) and SDVOSB certification with SBDC help.

SUCCESS STORIES



Odle Management Group LLC
- CEO Lisa Odle leveraged SBA certification and SBDC assistance to create an award-winning woman-owned, minority enterprise with 1,233 employees nationwide, making it an ideal merger candidate for Eckerd Connects.

IT ALL ADDS UP: ECONOMIC IMPACT



During 2020, we helped SBDC Clients:

Start 309 new businesses

Create/Retain 7,077 jobs

Record \$67 million in sales increases

Create \$132 million in capital



Since 1988, we have helped Arizona small businesses:

- Start more than 4,900 businesses
- Create/retain more than 35,600 jobs
- Drive more than \$1.34 Billion in sales increases
- Create more than \$1.35 Billion in new capital

www.azsbdc.net

MAKING A BIG DIFFERENCE FOR SMALL BUSINESS



We're Here to Help

Grow Faster, Smarter, Stronger

www.azsbdc.net