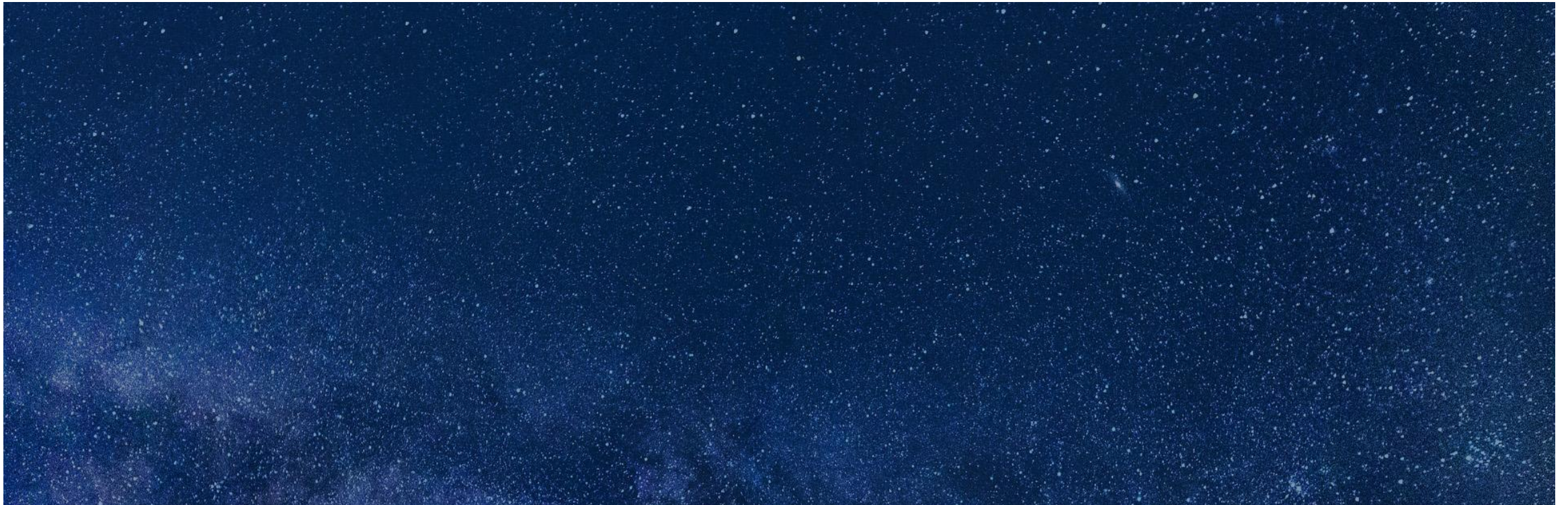




GROW YOUR BUSINESS

ACA SMALL BUSINESS BOOTCAMP WORKSHOP

THURSDAY AUGUST 11, 2022





CJ Johnson

Funding Outreach Specialist

AZSBDC State Office

Cj.Johnson@domail.maricopa.edu

- ❑ CJ is part of a specialized statewide team focused on preparing small business owners to become lender ready.
- ❑ Over 20 years of experience in commercial lending, which includes SBA 7a's and 504's

SBDC SERVICES



Arizona's largest and most accessible statewide source of assistance for small businesses in every stage of development.



**Counseling
(NO-COST)**



Training



Resources

**10 SBDC Service Centers in
Arizona**

www.AZSBDC.net

ECONOMIC IMPACT AND SERVICES

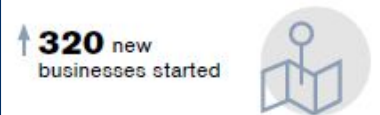


We provide high-quality, high-impact one-on-one counseling, resource assistance and training to preserve and create small business jobs and revenue and to facilitate capital formation throughout Arizona.

AZSBDC Network 2021 Economic Impact



CREATE NEW BUSINESSES



CLIENTS SERVED



CAPITAL FORMATION



SALES



AZSBDC Services

- Confidential One-on-One Business Counseling at No Cost
- Business Plan Development
- Identifying Sources of Capital
- SBA Loan Assistance
- Financial Education
- Cash Flow Analysis
- Marketing
- Social Media Strategies
- Import/Export Assistance
- Government Contracting Support
- Veterans Assistance
- Business Certification Assistance



AZPTAC Services

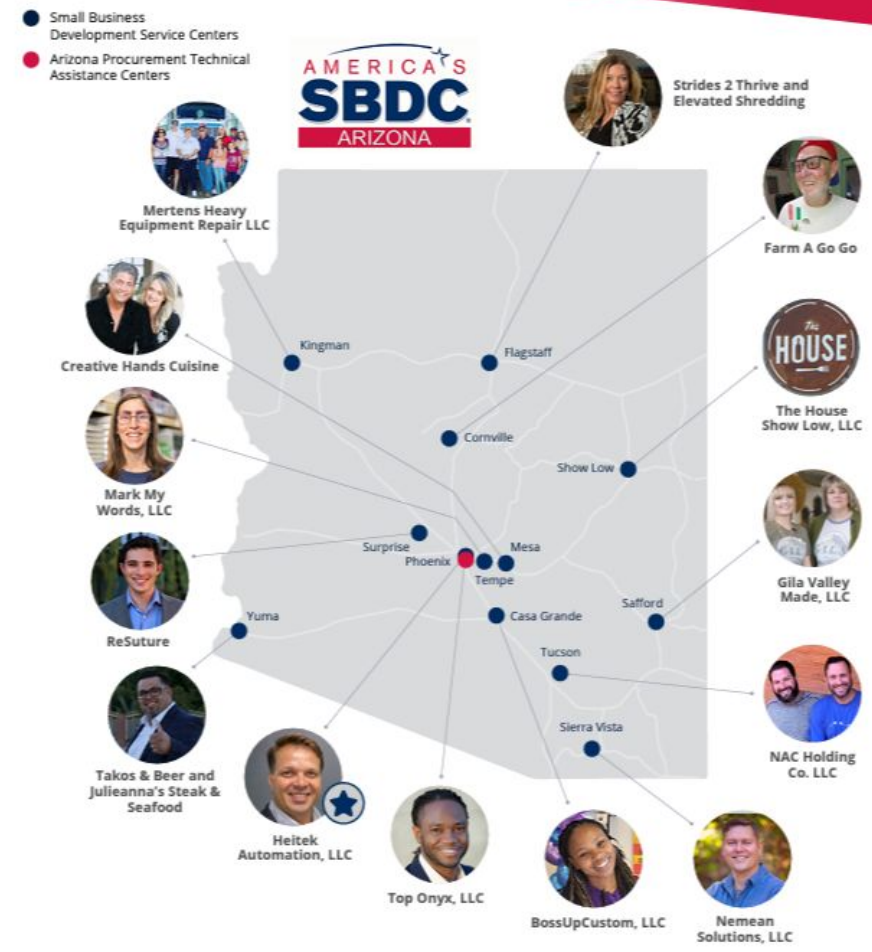
- Government Contracting Support
- Assistance in Registration and Government Certifications
- Subcontracting and Teaming
- Marketing to the Government
- Government Procurement Training
- Post-Award Operations and Training
- Bid Opportunities / Matching
- SBIR Assistance

2022 SUCCESS STORIES



Lisa Odle (Emcee), *Founder,* Odle Management Group, LLC and CEO, Odle Holdings, LLC

<https://info.maricopacorporate.com/success-awards>



HOW WE HELP SMALL BUSINESSES GROW



Grow Your Small Business

Are You Ready to Start Your Small Business or Grow Your Existing Business?

The Arizona Small Business Development Center (AZSBDC) Network is excited to partner with you to start, grow, and sustain your small business.

- ✓ Small Business Growth Program
- ✓ Statewide Money Team
- ✓ AERO Pilot

<https://maricopa.edu/growth>

SMALL BUSINESS GROWTH (MARICOPA.EDU/GROWTH)



Start

Do you have a business idea, but need some help turning your dream into a reality?



Grow

Do you need access to capital resources to take your business to the next level?



Match

Turn your operational challenges into an opportunity for collaboration.



Grow Your Small Business!
maricopa.edu/growth



Overview

For Service Providers

For Service Seekers

Log In



EXCLUSIVE TO ARIZONA

Seamless matchmaking for small businesses in Arizona to provide or seek services

AERO helps small businesses turn their operational challenges into structured projects, then discover and collaborate with talented problem solvers eager to offer their expertise and build their visibility.

I'm a service provider

I'm a service seeker



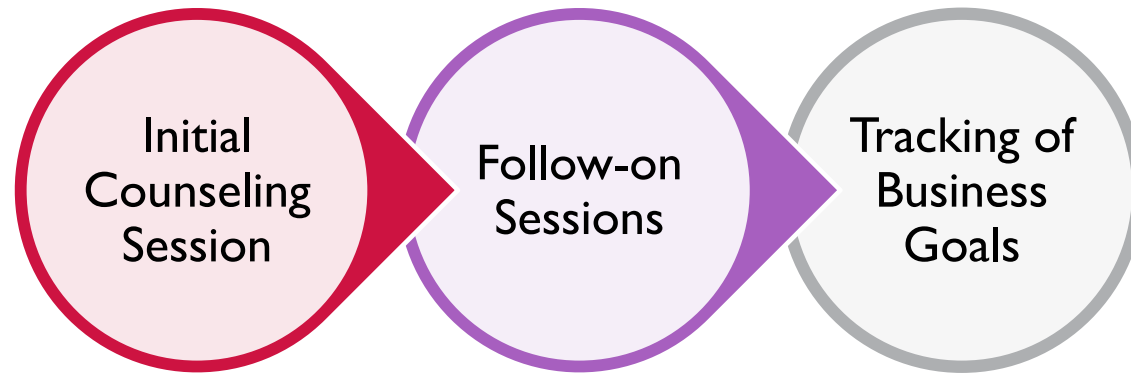
arizonaaero.com



SBDC COUNSELING EXPERIENCE



Complete a Request for Counseling form. <https://www.azsbdc.net>



Identify business goals and areas of assistance needed.

Meet with counselor for regular guidance.

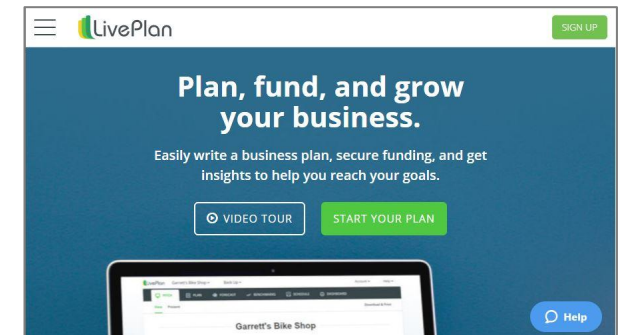
Track and report metrics.

Counseling is by appointment only.

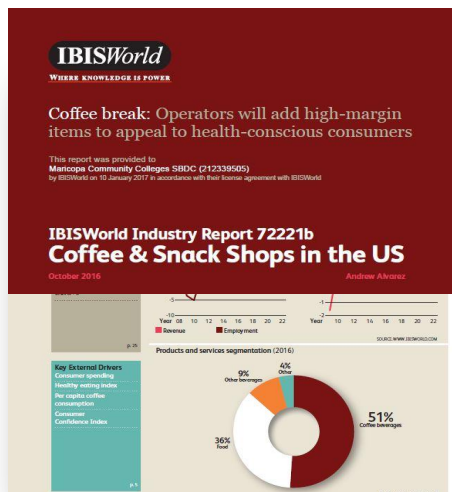
TOOLS FOR GROWTH



- ✓ Guidance in loan request and loan package preparation
- ✓ Tools to develop business plans and financial projections



- ✓ Knowledge of commercial loans, types of capital, SBA loan programs
- ✓ Lender referrals
- ✓ Funding strategies



sageworks Industry Data

Industry: 722211 - Full-Service Restaurants
Sales Range: Yearly sales \$1 Million to \$10 Millions
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 (3)	2018 (5)	Last 5 Years (8)	All Years (199)
Current Ratio	--	2.85	2.85	2.85	2.22
Quick Ratio	--	1.55	1.52	1.52	1.28
Gross Profit Margin	--	70.47%	63.18%	60.46%	60.46%
Net Profit Margin	--	7.45%	1.70%	3.27%	3.27%
Inventory Days	--	12.87	12.19	14.89	14.89
Accounts Receivable Days	--	0.15	0.63	1.16	1.16
Accounts Payable Days	--	7.47	13.23	17.09	17.09
Interest Coverage Ratio	--	10.58	21.23	12.94	12.94
Debt-to-Equity Ratio	--	0.93	1.20	2.21	2.21
Debt-Service Coverage Ratio	--	8.43	10.18	6.06	6.06
Return on Equity	--	63.92%	62.96%	39.11%	39.11%
Return on Assets	--	41.62%	25.16%	20.83%	20.83%
Gross Fixed Asset Turnover	--	5.05	3.66	3.66	3.66
Sales per Employee	--	--	--	\$45,973	\$45,973
Profit per Employee	--	--	--	(\$159)	(\$159)

Growth Metric	Last 12 Months (1)	2019 (3)	2018 (5)	Last 5 Years (8)	All Years (117)
Sales Growth	--	0.47%	2.45%	4.65%	4.65%
Profit Growth	--	99.61%	18.28%	22.99%	22.99%

THANK YOU



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