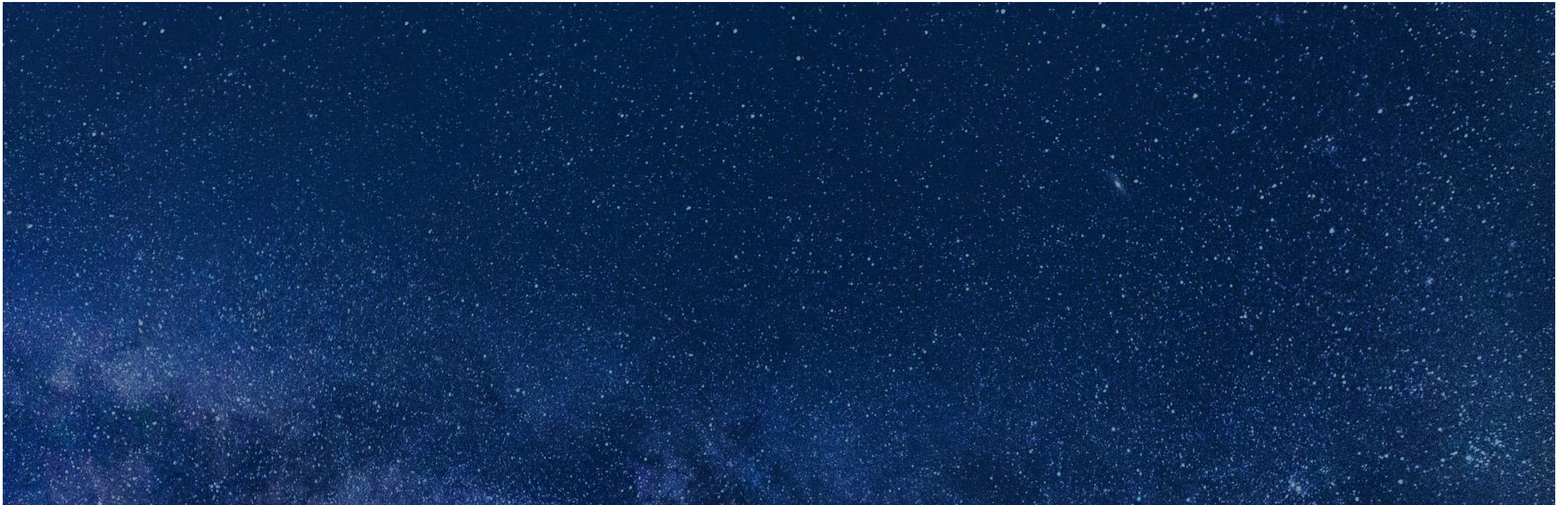




GROW YOUR BUSINESS

ACA SMALL BUSINESS BOOTCAMP WORKSHOP

FRIDAY, MAY 6, 2022





Nancy Sanders, MBA

Interim Associate State Director

Program Outreach and Strategic Partnerships

Nancy.Sanders@domail.maricopa.edu

- 8 years - SBDC Center Director
- 20 years – Small Business Owner
- Certified Arizona Economic Development Professional (AZED Pro)
- Certified Small Business Counselor (AZSBDC)

SBDC SERVICES



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



Counseling
(FREE)



Training



Resources

10 SBDC Service Centers in Arizona

www.AZSBDC.net

ECONOMIC IMPACT AND RECENT STATS



Facts at a Glance

Arizona Network

5,939 clients counseled and/or trained

3,786 jobs created/retained

320 business starts

over **\$71 million**
in sales increases

over **\$141 million**
in capital formation

ONE BUSINESS AT A TIME

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

Business Planning

Growth Strategies

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

AERO: Advancing Entrepreneurs Ready For Opportunities



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. Scan the QR Code to begin your journey as a **service provider** or **service seeker!**



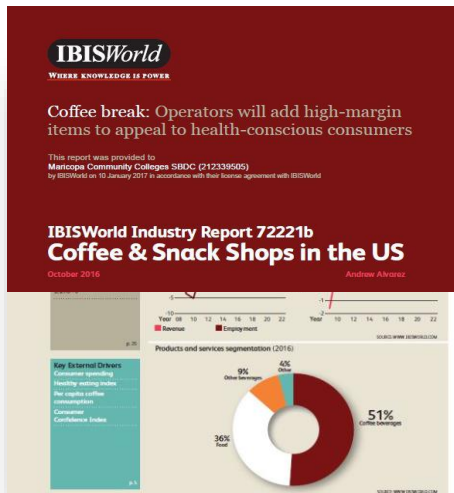
arizonaaero.com



TOOLS FOR GROWTH



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



sageworks Industry Data

Industry: 722111 - 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		Last 5 Years		All Years
	(1)	(3)	(5)	(8)	(19)
Current Ratio	--	2.85	2.85	2.85	2.22
Quick Ratio	--	1.55	1.52	1.52	1.29
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	3.56	3.56
Sales per Employee	--	--	--	\$46,973	\$46,973
Profit per Employee	--	--	--	(\$159)	(\$159)

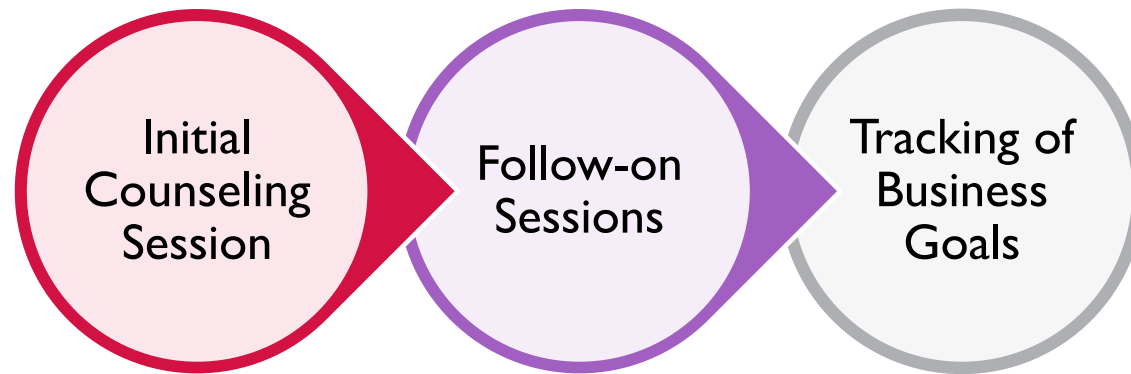
Growth Metric	Last 12 Months		Last 5 Years		All Years
	(0)	(0)	(5)	(8)	(17)
Sales Growth	--	0.47%	2.45%	4.65%	4.65%
Profit Growth	--	99.61%	18.28%	22.99%	22.99%

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

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.

THANK YOU



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