



April 2010 Vol 1. No. 2

Coming Events

May 20

2010 SBA Small Business Awards, presented as part of the 17th Annual Enterprise Awards Luncheon. [Information HERE](#). See related story for list of AZSBDC Network winners.

AZSBDC Claims Four SBA Awards

Two AZSBDC-assisted businesses and two AZSBDC staff members will be honored for their achievements by receiving a **2010 SBA Small Business Award**.



Sitewire founders Margie Traylor and Bret Giles are the **SBA's Small Business Persons of the Year** for Arizona. The full service interactive advertising agency is based in Tempe, AZ. Traylor and Giles worked closely with Maricopa SBDC Business Analyst John Henry Smith.

AZSBDC Network Results:

In 2009:

Every dollar spent on the AZSBDC Network enabled an Arizona small business client to increase his or her sales by \$38.80;



Every dollar spent on the AZSBDC Network enabled an Arizona small business client to access \$39.52 in new capital;

An average of more than six jobs were created or retained EVERY DAY last year with the help of AZSBDC programs and services.

The AZSBDC Network is a successful program that uses funds wisely and has a positive, statewide impact that reaches throughout the community.

Tucson-based **Chicago Music Store** will receive the **Jeffrey Butland Family-Owned Business of the Year Award**. Owner Mark Levkowitz worked with MAC SBDC's Bob Flick.

Maricopa SBDC Diversity Coordinator/Business Analyst Lisha Garcia has been named the SBA's 2010 Small Business Minority Advocate in Arizona ... New **Maricopa SBDC Director Mark Engle** will be honored for his work at Northland Pioneer College SBDC with the SBDC Service Excellence and Innovation Award.

The SBA Small Business Awards will be held at the **Enterprise Awards Luncheon at the Arizona Biltmore on May 20**. National Small Business Week is May 23 - 29.



Front and Center

By State Director Janice C. Washington, CPA

Breaking News!

The AZSBDC Network has been awarded an **Energy Efficiency Clean Technology Grant (EECTG)** from the SBA. The AZSBDC will use the grant to help emerging clean energy companies in Arizona increase their Technology Readiness Level (TRL) to the degree that the new technology is both commercially viable and ready to present to investors. It is an excellent opportunity for us to highlight and grow our expertise in this area. The AZSBDC was one of only three EECTG recipients in the entire nation!



The AZSBDC Network's 2010 Success Awards was a huge success! Nearly 350 state legislators, partners and other honored guests

Featured Center

Coconino Community College SBDC

Optimism is in the air at the **Coconino Community College SBDC**, where new people, new partnerships and a new satellite office in Page are promising to make 2010 a very good year.

Center Director Annette Zinky has added two new business analysts to the team. **Mark McKendry** is fairly new to Flagstaff but joins the AZSBDC regional Center there with 'a great deal of financial experience and a real passion to help small business', said Zinky.



Jim Hunter staffs Coconino's new satellite office in Page, which was made possible through a partnership with the city. A long-time Page business owner and serial entrepreneur, Hunter is well known in the community and a 'natural for the role', said Zinky.



Research Specialist Alex Frawley rounds out the Flagstaff team, with Zinky.

Coconino Community College SBDC has also forged a number of new partnerships that look promising, including productive collaborations with the Flagstaff Chamber of Commerce, SCORE and the cities of Flagstaff and Page. The Center has also teamed up with the Northern Arizona Center for Emerging

businesses. Their ability to succeed in such a challenging economy proves what can be achieved when we all work together.

Network Centers are facing increasing demand across the state, as growing numbers of laid off workers, entrepreneurs and re-careering professionals decide to explore small business ownership. It's a trend that is being seen nationwide, but is especially strong in states like Arizona, where many industries have been hit hard.

I received great feedback on our success as a Network when I visited with Arizona's Congressional representatives and their staffs **during my visit to Washington DC** in early March. We are working hard to build strong, productive relationships with our legislative partners on the Hill and throughout Arizona.

The AZSBDC Network is fully accredited by the Association of Small Business Development Centers (ASBDC). We are committed to high quality service and continuous improvement.



Mark Engle is the new Center Director of the Maricopa SBDC. Mark has been with the Network for more than 15 years, spending much of that time as the Center Director for Northland Pioneer College SBDC in Show Low. While at Northland, Mark worked with small businesses, particularly in the forestry industry, to generate significant economic impact for the region. Under his leadership, several initiatives were also implemented for the benefit of Native American-owned businesses. Mark was also very involved in regional economic development efforts. A former bank vice president and successful small business owner, Mark brings a wealth of experience to his new leadership role.

Client Success Story...

Future Forest LLC

was founded in 2004 and is a partnership that is comprised of two components: **Forest Energy Corp.** based in Show Low and **WB Contracting, Inc.**, which is based in Eagar. Future Forest is a long-time client of the **Northland Pioneer SBDC** and a 2010 AZSBDC Success Awards winner.

Future Forest successfully bid on and was awarded a 10-year **White Mountain Stewardship Award** contract from the U.S. Forest Service to thin up to 150,000 acres of forest in the Apache-Sitgreaves National Forest in northern Arizona. The goal? To reduce the threat of wildfires and restore the health of the forest.

The economic impact is enormous. In addition to the income from thinning operations, Future Forest receives added value by providing small diameter woods to local manufacturers who use the raw product to produce pellets, shavings, compost, lumber and other products. Northland Pioneer SBDC has as many as 10 other clients that are expanding their operations as a result of this single contract.



Technologies regional business incubator to promote and provide training for community businesses.

"We have four really dedicated people working in a community that has a really good, 'can do' attitude," Zinky noted. "People in this area are just naturally optimistic. We can't help it when we're surrounded by such amazing scenery and natural beauty."

Zinky and her team can be reached at (928) 526-7653.

[Learn more about Coconino Community College SBDC HERE.](#)

A **University of Arizona** economic analysis of the contract's impact over the past three years shows that 246 direct jobs have been created in the region (which translates to more than 350 jobs with economic multipliers). Tax revenues for local companies and the County are expected to top \$6.7 million over 10 years. A new sawmill is potentially going to relocate to the region and there are plans to build a new OSB plant.

NPC SBDC Business Analyst Molly Pitts and former **Center Director Mark Engle** worked with principals **Rob Davis** and **Dwayne, Ricky and Dale Walker**.

Learn more about Future Forest LLC at <http://www.futureforest.info/>

Buy Pinal Creates Opportunities

The **2010 Buy Pinal event** hosted by **Central Arizona College SBDC** and held in March was a huge success. Represented that day: 27 small businesses, 9 large companies; 7 organizations; and more than 60 active participants who came together to promote women and minority-owned businesses in Pinal County.



Central Arizona College SBDC expects to officially open its **new San Tan Center** office in January 2011. The satellite counseling center will be located in the Copper Basin shopping plaza in Queen Creek and will be manned by **Jack Malpass**, who is an expert corporate trainer and executive coach, according to **CAC SBDC Center Director Jim Rhodes**. Expanded service to San Tan will begin immediately. Call (520) 494-6610 for more information.

Our Partners



The AZSBDC is an Accredited Member of the ASBDC

And Our Valued Host Institutions:

[Arizona Western College](#)

[Central Arizona College](#)

[Coconino Community College](#)

[Cochise College](#)

[Eastern Arizona College](#)

New Programs, Initiatives and Partners

The **U. S. Small Business Administration (SBA)** has partnered with InnerCity Entrepreneurs through its Emerging 200 Initiative to bring its Executive Training curriculum to 12 cities across the U.S., including Phoenix and Tucson. The SBA's Arizona District Office will host the six-month **Emerging200 Native America** training program for 15 candidates from each city. Candidates must be from a Native American or tribally-owned business that has been in business for three years or longer and have achieved revenues of \$300,000 to \$10 million (negotiable). Their CEO must commit to devote 100 hours for extensive executive training. All other program costs are covered by the SBA. Know someone who qualifies? Contact Shivani Dubey at (602) 745-7200 or at shivani.dubey@sba.gov.



JPMorgan Chase's new **'Going the Extra Mile for Small Business'** program is helping Arizona small business owners move forward by taking a second look at loan applications that have been recently declined. The program has provided \$50 million in additional credit to 200 small business applicants. Get more info at 1-888-788-3082.

AZSBDC Network Centers have teamed up with the SBA and Chase Bank to help a growing



- [Gila Community College](#)
- [Maricopa Community Colleges](#)
- [Microbusiness Advancement Center](#)
- [Mohave Community College](#)
- [Northland Pioneer College](#)
- [Yavapai Community College](#)

[Visit the AZSBDC Website Here](#)



number of small businesses successfully obtain **ARC loans** through the American Recovery and Reinvestment Act. The program provides an interest-free, deferred payment loan of up to \$35,000 that can be used to make up to six months of principal and interest payments on qualifying loans. Over the past eight months, business analysts at the **Maricopa SBDC** have helped more than 20 clients obtain ARC loans through Chase. Learn more about the program at www.sba.gov/recovery.



The 2010 **Governor's Regional and Rural Development Conference** will be held October 13-15 in Flagstaff. The annual event is hosted by the Arizona Dept. of Commerce (www.azcommerce.com)

Your Statewide Small Business Resource

We Have What It Takes To Succeed ... From A to Z!

We're Arizona's largest and most accessible source of assistance for small business, with 20 locations located throughout the state staffed by professional business counselors, analysts and technology specialists. Each is dedicated to providing education and support to new and expanding businesses.



Click Map to Find Your Nearest AZSBDC Location

The AZSBDC works with entrepreneurs in all industries and in all stages of business development. We work with the SBA and our host institutions and partners to promote entrepreneurship, economic sustainability and growth across Arizona. Make our team your team and let's work together to build a stronger Arizona economy!



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