

**August 2010 Vol 1. No. 5**

**Coming Events**

**August 4-6**

**NAIED Procurement Conference**, Gila River Wild Horse Pass Hotel. [Details HERE.](#)

**August 24-27**

**Arizona League of Cities & Towns 2010 Annual Conference**, Renaissance Glendale Hotel. [Details HERE.](#)

**Aug. 24 - Oct. 14**

**96th Arizona Town Hall Community Outreach Events**, locations statewide, various dates. [Details HERE.](#)

**September 23**

**Arizona Town Hall Day of Action**, 'It's Up to Me AZ'. [Details HERE.](#)

**October 14-15**

**2010 Governor's Rural and Regional Development Conference**, *Economic Gardening: Cultivating a More Competitive Arizona*. Held at Flagstaff's High Country Conference Center. [Details HERE.](#)

**Mid-Year Stats Show Need Is Clear**

**2010 Network Statistics Thru July:**



**Front and Center**

**By AZSBDC State Director**  
Janice C. Washington, CPA



**Statewide Map Debuts**

The **Arizona Small Business Development Center Network (AZSBDC)** has developed a **Network Map** that includes information on our **23 locations**, including 11 SBDC Centers and 12 satellite locations. It shows impressive statewide coverage that reaches small business owners across Arizona.



We will be distributing the map to partners and referral sources and have added it to our website as a reference. You can download a copy [HERE](#) to share with your networks and to pass on to potential SBDC clients. Interactive links to each of our Centers can also be found at the AZSBDC [website](#). Thank you for helping us get the word out!

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**Small Business Development Centers in every state** are seeing more clients and providing additional hours of counseling to their existing clients as a result of the challenging economy. The AZSBDC Network has also seen an increase in our volume of clients and in the number of hours that we spend with each client. Every SBDC is faced with a similar challenge of maintaining service quality with a growing client base but no new resources.

The **AZSBDC** is a front-line, immediate response, high impact program for facilitating small business growth, job creation, capital creation and economic recovery throughout Arizona. The value of these benefits far exceeds the direct cost of providing services, which makes SBDC programs -- in both Arizona and around the country -- cost efficient and effective. Learn more about the impressive national impact of SBDC programs [HERE](#).

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The **SBA** is offering **Disaster Assistance Loans** to Arizona businesses of any size that were affected by the severe winter storms that occurred January 18-22.



Low-interest loans of up to \$2 million are available to eligible business owners in Coconino, Gila, Graham, La Paz, Maricopa, Mohave, Navajo, Pinal and Yavapai counties. Residents in the same counties may qualify



**Loans  
Obtained:** 68

**SBA Loans  
Obtained:** 29

**New Capital Raised, YTD:**  
\$33.518 million

**New Business Starts:** 121  
**Jobs Created:** 432  
**Jobs Retained:** 269

**Measurable Sales Increase:**  
\$16.897 million

**AZSBDC Centers across Arizona are working hard to keep up with increasing demand and to increase the small business survival rate. The results of their efforts are shown in job growth and capital investment throughout Arizona.**

### Friends of Small Business Advisory Board Fuels AZSBDC Efforts

The **Arizona Friends of Small Business Advisory Board** (Friends) is a statewide group which provides input and advice to the **AZSBDC Network** that helps it evaluate its service offering and expand the effectiveness of its work.

Friends board members include small business owners, senior executives at large companies, association leaders and government and education leaders who are widely considered to be 'champions of small business'. Members volunteer for two-year appointments and take on areas



for loans up to \$200,000. Disaster Loan Outreach Centers have been opened in Gila and Yavapai counties. The filing deadline for loan applications is September 27. Get full details by visiting the SBA website [HERE](#) or by calling 800-659-2955.



2010 Success Award Winners Matt and Sarah Pace of Pace Gardens with Michael Fox

The AZSBDC Network extends its thanks to **Michael Fox**, who has served as the Center Director at the **Eastern Arizona College SBDC** since 2004. Michael has played an active role on our Professional Development Committee and in developing the Network's counselor certification process. He will be leaving the Network at the end of the summer to take a faculty position at EAC. A search for a new Center Director is underway.

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 in everything that we do.

### Awards & Recognitions

The AZSBDC honored these top performers in small business development service delivery and economic impact at a Network-wide gathering last week:

**Center of Excellence: Arizona Western College SBDC**, for meeting and exceeding key goals during the past year. The AWC team includes **Center Director Randy Nelson** and **Business Analysts Sandra Hernandez** and **Alan Pruitt**.

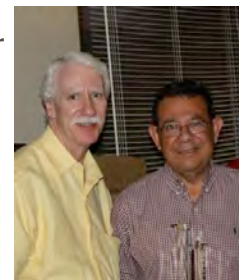
**State Star: Arizona Western College SBDC Center Director Randy Nelson**, for attaining the highest achievement in the combined areas of economic impact and client satisfaction in the state. The AZSBDC measures economic impact in areas including job creation and retention, business starts, sales increases and capital formation.

The award for **Highest Economic Impact** went to **Business Analyst Alex Cooper** of the **Microbusiness Advancement Center SBDC** in Tucson for overall client economic impact.

The **Highest Client Satisfaction Award** went to **Central Arizona College SBDC Center Director Jim Rhodes** for earning high marks from his SBDC client base.



AZSBDC State Director Janice Washington, AWC SBDC Center Director Randy Nelson and SBA District Director Bob Blaney



Bob Blaney and MAC SBDC

or projects of special interest.

Friends is led by **Chairman Joe Dean** (Owner, Dean Enterprises) and meets quarterly at rotating locations. Other current members include these business and community leaders: **Betsey Bayless** (CEO, Maricopa Integrated Health Systems), **Mary Lou Bessette** (Principal, Bessette & Co.), **Donna Davis** (CEO, Arizona Small Business Association), **Clara Engel** (Community Representative), **Yolanda Kizer** (Owner, Casa Fenix Enterprises), **John Adam Kowalski** (President, Pivot Productions, Inc.), **Tracy Markie** (President & Owner, Engenuity Systems), **Sally Odette** (Sr. Consultant, APS), **Richard Quiroz** (Co-Owner, Perma-Finish, Inc.), **Robert Stash** (Armstrong McCall) and **Joy Staveley** (VP and COO, Canyoneers).

Friends advocates include: SBA District Director **Robert Blaney**, Maricopa County Community Colleges District Vice Chancellor for Academic and Student Affairs **Dr. Maria Harper-Marinick** and AZSBDC State Director **Janice Washington**.

Individual members of Friends will be profiled in upcoming editions of this newsletter.

Friends has earned a lot of national recognition. Founded in 1996, the group was honored by the **U. S. Small Business Administration** as a 'model of excellence' at the 1998 National Vision 2000 Conference at the U.S. Chamber of Commerce. The AZSBDC has also presented the Friends concept at national ASBDC conferences.

[Learn more about the Friends of Small Business Advisory Board HERE.](#)



Randy Nelson, AWC Business Analysts  
Sandra Hernandez and Alan Pruitt, Janice Washington

The AZSBDC also recognized individual team members who achieved certification or recertification as Business Analysts, or certification to facilitate Profit Mastery business resource training.



Janice Washington, Central AZ College SBDC Director Jim Rhodes, Bob Blaney

## Success Stories

The **U. S. Department of Agriculture** has awarded **FPL Biomass Utilization Grants** totalling \$700,000 to two companies that are clients of the **Northland Pioneer College SBDC**.



**AZSBDC Business Analyst Molly Pitts** (NPC SBDC Eagar office) worked separately with **Randy Nicoll of Arizona Log and Timberworks** and **Mike Cooley of Cooley Forest Products** to prepare them for the application process. Pitts also serves as the Executive Director of the **Northern Arizona Wood Products Association**.

The Northland Pioneer College SBDC also worked with **2010 Success Award Winner Future Forest LLC** in Show Low, which was awarded the 10-year **White Mountain Stewardship Contract** by the USDA Forest Service in 2004. Under the contract, Future Forest will manage the annual treatment of 5,000 to 25,000 acres of the Apache-Sitgreaves National Forest. The contract, which is the first and is still the largest of its kind in the nation, is credited with spawning a number of new businesses in the region that are developing new markets for wood product residue.

The success of the project has also led to increased interest in a **Four Forests Preservation Initiative**. Senior representatives from the USDA visited Navajo County in June to discuss the potential for the project, which would create more small business opportunities in the region and as many as 600 new jobs. Learn more about future forest initiatives in Arizona [HERE](#).



## Programs and Initiatives

## Our Partners



**The AZSBDC is an Accredited Member of the ASBDC**

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And Our Valued Host Institutions:

[Arizona Western College](#)

[Central Arizona College](#)

[Coconino Community College](#)

[Cochise College](#)

[Eastern Arizona College](#)

[Gila Community College](#)

[Maricopa Community Colleges](#)

[Microbusiness Advancement Center](#)

[Mohave Community College](#)

[Northland Pioneer College](#)

[Yavapai Community College](#)

## The AZSBDC is partnering with the Arizona Town Hall Initiative



The **AZSBDC Network** is an active participant in the **96th Arizona Town Hall** initiative, which is working to identify critical issues facing Arizona, create a forum for education on important topics and foster leadership development. A key issue being addressed by this year's Town Hall is economic development. Small business development has always been a driving force in the Arizona economy. Our Network has a lot to contribute to this topic.

The AZSBDC Network will partner with Arizona Town Hall as part of its statewide **Community Outreach Program** that will present Town Hall recommendations in towns and cities across Arizona. Eleven 'mini town halls' will be held between now and October 14. It is important for the AZSBDC and its partners to participate in these events to voice the need for small business assistance and support in Arizona. See the full schedule of events [HERE](#). We hope to see you at one or more of these gatherings.

The 97th Arizona Town Hall will be held November 7-10 at the Grand Canyon. The topic will be *'Arizona's Government: The Next 100 Years'*.

## 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 23 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.

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!

[Request an AZSBDC Network Brochure HERE](#)



**Call 480.371.8870 to obtain the AZSBDC Network Brochure**

[Visit the AZSBDC Website Here](#)



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