



June 2010 Vol 1. No. 4

Coming Events

June 29

**Friends of Small Business
Advisory Board Meeting, 7:30
a.m. District Office.**

August 26

**2010 Athena Award
Luncheon, JW Marriott Star Pass
Resort. Hosted by ASBA. [Details
HERE.](#)**

October 14-15

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

Trends Looking Better as Mid-Year Nears

**Network
Statistics, 2010
To Date:**

**New Clients
Seen: 916**

**Total Clients
Seen: 1,867**

Events Held: 115

Event Attendance: 1,173

New Capital Raised:



Front and Center

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

Helping Our Veterans Succeed

The **Arizona Small Business Development Center Network (AZSBDC)** has partnered with the Colorado, Montana and Kansas state SBDC networks to provide information and high quality, cost-effective assistance to Veteran Small Business Owners. Elements of the initiative are expected to include Internet-based consulting, counseling and training; social networking; and a Veteran's business registry. A gateway website is being developed to host the multi-network effort.

The collaborative project is a program of the **Small Business Administration's Veterans Business Outreach Program (VBOC)**

and is funded by a shared \$100,000 grant from the SBA. The grant will also enable the AZSBDC Network to offer a statewide Veteran's conference targeted at aspiring and existing Veteran business owners.

Learn more about the SBA's VBOC program [HERE.](#)



To date, AZSBDC Centers have approved 157 ARC loans totalling more than \$5 million. Funding for the SBA program could remain available through as late as August, as some loans which were initially approved become de-obligated due to a lack of applicant documentation or some other reason. Processing times are short and small business owners who are looking for temporary debt relief are encouraged to contact their local SBDC Center to find out if they are eligible for an an interest-free, deferred payment SBA ARC loan of up to \$35,000. [Learn more about the program HERE.](#)



Small business owners in Navajo and Apache counties have a new champion! Tracy Mancuso has joined the AZSBDC Network as the new **Center Director of the Northland Pioneer College (NPC) SBDC**, where she will oversee the operations of our Center in Show Low and its satellite locations in Holbrook and Eagar-Springerville.

Tracy brings more than a dozen years of local banking and management experience to her new role. She holds a Bachelor of Science degree in Business Administration from the University of Phoenix and is an active member of the Show Low and Pinetop-Lakeside Chambers of Commerce.

\$23.097 million

Jobs Created: 362

Jobs Retained: 130

Measurable Sales Increase:

\$15.174 million

Here's one trend we really

like: The number of business closures appears to be trending downward, as the economy slowly improves and small business owners make use of every available resource to help stay afloat.

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.

Tracy has a great staff to back her up. **Business Analyst Suzy Baldwin** works with SBDC clients from Winslow, Holbrook and the Navajo and Hopi nations at our Holbrook office. **Business Analyst Molly Pitts** works with Apache County and forestry industry clients from our new Eagar office. It's a hard-working team providing important services to a large area!

The role of community colleges is expected to become even more important in the years ahead, as the number of jobs which require an Associate's Degree is expected to grow at least twice as fast as jobs that don't. Community colleges will be expected to step up and fulfill that need, according to **Dr. Maria Harper-Marinick, Vice Chancellor for Academic Affairs for the Maricopa Community Colleges District (MCCCD)**. "The key to the future success of today's students is to make connections and community colleges provide an ideal environment to do that," she noted at the Spring meeting of the Academic and Student Affairs Division (which includes the AZSBDC Network). AZSBDC team members make connections with small business owners, partners and supporters every day, in markets across Arizona. Our Centers, like the community colleges and other partners who host them, are what Harper-Marinick would call 'part of the pathway to success'.

 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.

Featured Center

Maricopa Community Colleges SBDC

The AZSBDC Network's largest Center is a powerful force in business creation and support in the greater Phoenix area.

A team of 13 professionals led by **Center Director Mark Engle** staff the Maricopa SBDC Center, which serves the Phoenix metro area from its primary location on Central Avenue in Phoenix and from satellite offices in Mesa, Surprise and Scottsdale. Together, their efforts account for the majority of the AZSBDC Network's client volume and economic impact throughout the state.

Success Stories



AZSBDC State Director Janice Washington and AAAME Director Rena Huber enjoy the event.

The 17th Annual Enterprise Business Awards luncheon celebrated 'The Best in Business'. Among the award winners: Maricopa SBDC Director Mark Engle, who was recognized for his work as the former Center Director at the Northland Pioneer College SBDC Tucson business owner Mark Levkowitz of Chicago Music Store, who worked with the Microbusiness Advancement Center SBDC team in Tucson ... and Maricopa SBDC Diversity Programs Coordinator Lisha Garcia. Margie Traylor and C. Bret Giles, the founders of Tempe-based Sitewire, were named the 2010 Arizona State Small Business Persons of the Year. Sitewire credited Maricopa SBDC Business Analyst John Henry Smith for his role in their success. Congratulations to all!

**Bilingual
Business
Analyst
Luis
Reynoso**
works with
clients at the
Mesa
location.
**Business
Analyst
Michael**



**Central Avenue
Office
Location**



Left Photo (shown left to right):

ASBA CEO Donna Davis, Maricopa SBDC Diversity Programs Coordinator Lisha Garcia and SBA District Director Robert Blaney.

Right Photo (shown left to right):

Maricopa SBDC Center Director Mark Engle and SBA District Director Robert Blaney

New Programs, Initiatives and Partners

It's full speed ahead for the AZSBDC Network's Clean Technology Initiative



The AZSBDC is preparing to launch a new program that will encourage the development of small business ventures which provide products, goods, services and/or processes that use renewable energy sources. The goal of this Federally-funded project? To dramatically reduce the use of natural resources and to cut or eliminate greenhouse gas emissions.

The AZSBDC will help Arizona clean technology businesses using a six-phase process that is driven by the development of a technology assessment and action plan. That important 'road map' document will guide entrepreneurs through the research, development, investment, testing, marketing and production phases that are essential to a successful startup and launch.

The grant-funded initiative includes the creation of a Clean Technology Statewide Advisory Committee, which will be led by **AZSBDC State Director Janice Washington**. **Maricopa SBDC Center Director Mark Engle** heads the Clean Technology task force that is overseeing the development and implementation of the AZSBDC's statewide program.

The AZSBDC plans to officially launch the program in July, with the enrollment of the initial client base. Eligible clients must have a venture which will either help reduce CO2 emissions and/or increase the utilization of renewable energy sources. The program promises to be an intensive six to nine-month process for participating clients that will help assure their post-launch success ... and which will ultimately lead to the creation of new jobs, revenues and a stronger tax base throughout Arizona.

The program is funded by a \$140,000 **Energy Efficiency Clean Technology Assistance Program** grant from the SBA. The AZSBDC Network was one of only three SBDC networks in the nation to receive a





D'Hoostelaere covers one of the largest districts in the AZSBDC Network from Maricopa's Surprise office: a broad area that reaches from Avondale and Goodyear to Glendale, Sun City and as far west as Wickenburg. **Business Analysts Tom Fulcher and Ilene Ringler** staff the Maricopa SBDC's newest location, in central Scottsdale.

Maricopa SBDC is working to deliver an even higher level of service in the future. Online counseling is close to becoming a reality and opportunities to open new satellite offices at Paradise Valley and Estrella Community Colleges are being explored.

"We are connected to ten community colleges through MCCCDC," noted Engle. "That gives us a lot of potential to grow and to provide better access to clients throughout the Valley."

Also: The City of Glendale and Glendale Community College



have approached the Center to conduct a feasibility study for a 3,000 square foot Entrepreneur's Center in downtown Glendale that would be staffed by SBDC team members. That study is now in development. "It would be a great fit for what we do, which is to help small businesses succeed" Engle said.

Having SBDC business analysts located throughout the area builds stronger relationships with clients and the community, he noted. "Our team members are out there, meeting and working with Chambers, lenders and local businesses. A lot of partnership is created that way."

"Small businesses need access to a lot of different resources to succeed and the Maricopa SBDC

grant award in this competitive program.

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.

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](#)



Click Map to Find Your Nearest AZSBDC Location

[Visit the AZSBDC Website Here](#)



and the AZSBDC Network have a lot of good resources to share," said Engle. "We're working to put those resources within reach of the greatest number of businesses possible."

The Maricopa SBDC team can be reached at (480) 784-0590.

[Learn more about the Maricopa Community Colleges SBDC HERE.](#)

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](#)

[Gila Community College](#)

[Maricopa Community Colleges](#)

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[Mohave Community College](#)

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