



November 2010

Vol 1. No. 7

Coming Events

Nov. 7 - 10

97th Arizona Town Hall Kick Off, Topic: 'Arizona's Government: The Next 100 Year', Grand Canyon. [Details HERE](#)

Nov. 9

AZSBDC Clean Technology Lunch, part of **Arizona Tech Council's Lunch and Learn Series**. 11:30 a.m. - 1 p.m. Held at ASU's Venture Catalyst (Skysong Room 249). FREE. **Seating is limited**. Call (480) 784-0591 for information and reservations.

Nov. 19

2010 Procurement Opportunities Conference. Held at Phoenix College, from 8:30 am to 5 p.m. Learn about local, state and federal contracting opportunities at this AZSBDC Network statewide event. Free. [Details and Register HERE](#).

Government, Private Contracts Impact Small Business Growth

AZSBDC Clients are taking

Front and Center

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

AZSBDC Network To Expand Programs, Services, Reach

The recently enacted **Small Business Jobs Act of 2010** includes tax incentives for small businesses, capital for community banks, improvements to SBA loan programs and many other benefits for small businesses. We are excited to be able to say that it also includes \$50 million in supplemental funding over the next two years for Small Business Development Centers across the U.S. The AZSBDC Network's share of those funds is expected to be more than \$830,000. This is a tremendous opportunity for our Network to increase our impact on Arizona small business job creation by significantly increasing our counseling capacity and by expanding SBDC program and service delivery throughout Arizona. This is extraordinarily good news for Arizona small businesses!



2010 has been a year of real progress for our Technology program and for our **Clean Tech Initiative**. The **AZSBDC Network** was one of only three SBDC networks in the U.S. to be awarded a clean technology grant by the **SBA**. Since then, we have formed partnerships that are accelerating the program's progress. One example: The AZSBDC Network has teamed up with **Arizona State University** and the **Arizona Tech Council** to help Arizona small businesses meet the increasing demand for 'green' business initiatives. In addition to increasing employment, revenues and capital investment in this sector, 'clean tech' businesses that this partnership helps develop will help reduce greenhouse emissions in our state, which benefits all Arizonans. We hosted a joint workshop in August and will host a lunch event on Nov. 9 (*see related story below*).

Our Network is also working the **Arizona Commerce Authority**, statewide leaders in procurement and research. Arizona's three universities and a host of public-private partners to help clean tech businesses pave the way for economic recovery. Another example: We have partnered with **Innovations**, the **City of Chandler's** technology incubator, to host a series of '*Coffee & Conversation*' events that will provide networking opportunities for clean tech clients with other

advantage of procurement opportunities in increasing numbers. Over the past 12 months, AZSBDC clients have generated:

Commercial/Private Contracts Awarded: 16
With a Value of: \$7 million
Federal Prime Contracts: \$8.145 million

Federal Sub Contracts: \$18.48 million

State Contracts: \$64,320

Local Prime and Sub Contracts: \$5.872 million

Jobs Created: 1,121
Jobs Retained: 414
Business Starts: 200
SBA Loans Obtained: 49

Total Capital Formation: \$50.86 million



SBDC locations across Arizona are working hard to keep up with a growing demand for services and to increase the

small business survival rate. The results of their efforts are shown in job growth and capital investment throughout our state.

Eastern Arizona College SBDC Mines Small Business Potential

Founded in 1988, the Eastern Arizona College (EAC) SBDC is one of the oldest Centers in the AZSBDC Network. It also has a new Center

entrepreneurs, service providers and government resource agencies. Stay tuned for news on other Clean Tech program developments ...

Here's another good example of partnership: The **AZSBDC** is working with **Glendale Community College (GCC)** and the **City of Glendale** on a number of exciting potential projects. GCC is a co-sponsor of our pending **PTAC** (Procurement and Technical Assistance Center) network grant application and the potential host of the headquarters location in Arizona, should our application prove successful. We are also working with the City of Glendale toward the creation of a potential entrepreneurship center ... and to promote the findings of a forthcoming business development and entrepreneurship study. The prognosis for this productive partnership? Win-win's all the way around, and especially for small business owners in the West Valley and beyond ...

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](#).



Dr. Maria Harper-Marinick

The **AZSBDC Network** is fortunate to be hosted by one of the most progressive and innovative community colleges in the country. The AZSBDC is guided by the leadership of **Dr. Maria Harper-Marinick** of the **Maricopa County Community Colleges, Division of Academic and Student Affairs**. Dr. Harper-Marinick recently received a promotion as **Executive Vice Chancellor and Provost**. With this promotion she will have an even greater impact in growing the stature and visibility of the District on a local, national, and international level. We are excited about the implications that this has for the AZSBDC Network, its Centers and clients, and for the entire Maricopa County Community College system. Please join me in congratulating Dr. Harper-Marinick on this great achievement.

Please join us in congratulating **Arizona Western College SBDC Center Director Randall Nelson** for being named the Arizona SBDC Network's **State Star for 2010**. Randy was recognized at the **ASBDC** (Association of Small Business Development Centers) national conference in San Antonio last month.

Director: Kevin Peck.

Kevin brings more than a dozen years of experience as a Graham County small business owner to his new role. He holds an MBA and a B.A. in Business from Western New Mexico University (WNMU) and an Associate's Degree from EAC. Peck also brings front-line SBDC experience to his new position as a former Business Analyst at the WNMU-SBDC.



EAC Campus



Kevin Peck

Close to the top of Peck's 'to do' list is raising the visibility of the **EAC SBDC** and its service offering amongst potential clients and partners.

"The EAC SBDC has a wealth of resources and tools that work for existing businesses as well as new ventures," he noted. "They include programs and services that can help long-established businesses get and stay up to date with changes in their markets and technology." One example? Social media workshops held in nearby Safford have been well-attended by local companies.

The EAC SBDC team is rounded out by **Business Analyst Charmaine Chidester** and **Administrative Assistant Julie Davis**, who work with Peck to facilitate small business growth throughout the community.



Charmaine Chidester

Chidester joined the



Left to right: Charles "Tee" Rowe, President/CEO, ASBDC; Jerry Cartwright, ASBDC Board of Directors Chairman; Janice Washington, State Director, Arizona SBDC Network; Arizona State Star Winner Randall Nelson; Antonio Doss, Office of Small Business Development Centers, U.S. Small Business Administration; Jim Mullery, Vice President, ACT! Sales, Sage North America

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.

Network to Host Statewide Procurement Conference Nov. 19



The **AZSBDC Network** will host Arizona's first **Procurement Opportunities Conference** on November 19 in the Bullpitt Auditorium at Phoenix College (1200 Thomas Rd., Phoenix 85013). The event, which is scheduled to run from 8:30 a.m. to 5 p.m., will provide information on government contracting opportunities for women and minority-owned businesses that have annual sales in the \$150,000 to \$350,000 range. The FREE conference is sponsored by **USBank** and co-sponsored by the **Associated Minority Contractors of America, Phoenix College, the U.S. Small Business Administration (SBA)** and the **City of Phoenix Dept. of Community and Economic Development**.

Topics will include Government Contracting Opportunities, Preparing a Government Bid, Getting Certified and Financing for Bidding and Cash Flow. Speakers on contracting opportunities are expected to include presentations by **ProcureAZ, PTAC, Bidsource, City of Phoenix** and **AMBEC**. Representatives from the **AZSBDC, City of Phoenix, the Arizona Dept. of Transportation** and the **SBA** will provide guidelines for getting certified. A roundtable and Q & A with all of the presenters will wrap up the day.

[Online registration and more information HERE.](#)



EAC SBDC earlier this year, after working in the construction industry. She holds a B.A. in Business Management from Southern Utah University. **Davis** has managed the SBDC office since 2008.

Mining is a big part of the local economy and many of the businesses in the area are reliant on the health of those operations, according to Peck.

"Right now, whatever affects the mines affects a lot of other businesses," he noted. "We're working to help diversify the local economy, one step -- and one small business -- at a time."

"Graham County is pretty isolated and EAC is the community in a lot of ways," he added. "The SBDC is an extension of the college and we share its commitment to the community."

"We live here, we work here and we're helping business owners to be successful here," said Peck. "It's easier to see your impact in a small community. Every step forward means a lot."

Contact Peck and the EAC SBDC team at (928) 428-8590

[Learn more about the Eastern Arizona College SBDC HERE.](#)



AZSBDC Veterans Small Business Conference A Success!

The **AZSBDC Network's** first Veterans **Small Business Conference** was held October 7-8 in Tucson. An impressive 130 Veterans participated in both days of the event, including sessions on government contracting, small business development and specialized workshops in marketing, legal issues and more. Attendees gave the event high marks for relevance and for providing actionable information. A quote from one of the participants: "I attended the business startup track and for me this was invaluable in getting to know the regs, the how-to's and the risks and benefits involved in starting my own business. I've read many books on the subject, but none came close to this experience."



Organizers from the **AZSBDC Network**, the **Microbusiness Advancement Center SBDC** and the event's presenters created and delivered an outstanding program packed with important information that attendees could put to work immediately. **AZSBDC Network** team members were also on hand to provide business assistance services to Veterans who attended the event.

The conference was offered as part of a multi-state Veterans entrepreneurship partnership between the **AZSBDC** and SBDC state networks in **Colorado, Montana and Kansas**. The multi-network program is funded by a \$100,000 grant from the **SBA** to provide information and high quality, cost-effective assistance to Veteran small business owners in the participating regions. The ongoing program will include Internet-based consulting, training, social networking and a database resource registry.

Learn more about Veterans Assistance Resources [HERE](#)

Learn how to sign up for the new Veterans Business Registry [HERE](#).

Our Partners



AZSBDC Teams Up With ASU and AZ Tech Council to Host Clean Technology Lunch

The **AZSBDC Network** will host a **Clean Technology Lunch** for individuals and businesses interested in developing emission-





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](#)

[Microbusiness Advancement Center](#)

[Mohave Community College](#)

[Northland Pioneer College](#)

[Yavapai Community College](#)

reducing ventures. It will take place from 11:30 a.m. to 1 p.m. on **November 9**. The FREE event will be held at **ASU's Scottsdale**



Venture Catalyst, Room 249 (Imagination), which is located in Room 249 in **Skysong** at Scottsdale and McDowell Roads. It is part of the *Lunch and Learn* series offered by the **Arizona Technology Council**.

Damon De La Pena, owner of BDM Consulting, will discuss changing trends and opportunities for Clean Technology businesses involved in reducing greenhouse emissions. **Dr. Stephen Goodnick**, who is **Associate Vice President of Research at ASU**, will present a talk on 'The Renewable Energy Landscape in AZ', including information on current and upcoming projects that focus on entrepreneurs and small businesses. One of ASU's most successful researchers, Dr. Goodnick also serves as Director of the **Arizona Institute for Nano-Electronics**.

Registration is limited to the first 40 people.

Call (480) 784-0591 or email sanjay.dhole@maricopasbdc.com to register for this event.

Learn more about the Clean Tech program [HERE](#).

Learn about Arizona's Research Income Tax Credit [HERE](#).

Programs and Initiatives

The AZSBDC Partnered with Arizona Town Hall to Spread the Word Across Our State ...

The **AZSBDC Network** partnered with **Arizona Town Hall** to promote and participate in the Community Outreach Programs that were hosted across Arizona, including the recent Community Outreach event that was held in Flagstaff on October 13. That event was attended by the entire AZSBDC State Office staff and nine of the Network's 11 Center Directors, who were in Flagstaff for a state meeting. **AZSBDC State Director Janice Washington** presented at the Flagstaff event. **Arizona Western College SBDC Center Director Randy Nelson** presented at the series' final event in Kingman the following day.



Now it's time to look forward, toward the **97th Arizona Town Hall** event, which will be held November 7-10 at the Grand Canyon. The topic up for discussion throughout the coming year? '**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 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](#)

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