

Aurora-South MetroSBDC Annual Update: Arapahoe County Board of Commissioners 7/22/24

From: Marcia McGilley and Laurie Womer

2024 Client Awards & Achievements

SBA National Small Business Week Awards:

- Achieve Sports (Colorado)
- Jacobs Construction Company (National)
- Senior Ric's Mexican Restaurant (District – Wall of Fame recognition)

Banh & Butter Bakery Café
(2023 Runner up HGTV Baking Show)



ARAPAHOE COUNTY
COLORADO'S FIRST



SBDC Center Recognition



- 2024 National Award Winner: U.S. SBA Small Business Development Center (SBDC) of the Year – Center for Excellence and Innovation
- 2024 Nationally Accredited by America's SBDC's (Association)
- 2023 Small Business of the Year – Aurora Chamber of Commerce



SBDC Services



- **One-on-One Business Consulting**
Free and confidential; By appointment only
- **Business Educational Webinars & Events**
- **Business Resource Referrals**

All services offered in English and Spanish

Three Locations

Services By Appointment



City of Aurora (Host)
Aurora Municipal Center
15151 E. Alameda Pkwy., #2300
Aurora, CO 80012



Sturm Collaboration
Campus, Castle Rock
4500 Limelight Ave #CR-105
Castle Rock, CO 80109



City of Englewood
Englewood Civic Center
1000 Englewood Parkway
Englewood, CO 80110

Visit all our Sponsors:

www.Aurora-SouthMetroSBDC.com/who-we-are/about/our-sponsors/



Service Volume Metrics: Arapahoe County



| Organizational Metrics | 2023 | Thru 6/2024 | % Change |
|---------------------------|-------|-------------|----------|
| Clients | 630 | 399 | tbd |
| Sessions | 1611 | 1064 | tbd |
| Consulting Hours | 1887 | 1037 | tbd |
| Workshop/Events | 104 | 49 | tbd |
| Attendees | 2080 | 955 | tbd |
| Resource/Referrals | 5000+ | 3000+ | tbd |
| Existing Business Clients | 61% | 68% | + |

Economic Impact Metrics: Arapahoe County



| Organizational Metrics | 2023 | Thru June 2024 | % Change |
|------------------------|--------|----------------|----------|
| Jobs Created | 94 | 183 | + |
| Jobs Retained | 92 | 194 | + |
| Business Starts | 19 | 24 | + |
| Capital Formation | \$5.5M | \$6.2M | + |
| Increased Sales | \$22.5 | \$10.3M | tbd |
| Comm/Govt Contracts | \$1.1M | \$17.4M | + |

Client Satisfaction Metric

Client reported per survey
following each service:

One-on-One Consulting: 97%

Training: 96%

(SBA Goal: 90%)

Arapahoe County Collaborations



- **SBA Administrator Isabel Guzman visit -**
 - Small Business Tour to Stanley Marketplace (visited 4 clients)
- **Arapahoe Library District**
 - Workshops & market research for entrepreneurs
- **New America Fair** – Eloise May Library (100 ppl)
- **Arapahoe/Douglas Works!** - Business Boost & Business Events
- **City of Englewood** – Succession Program Launch Event
- **City of Englewood** – SBA Lenders Panel
- **City of Littleton** – Eco Devo Think Tank (2 days)
- **Aerospace Sector Partnership** – Meetings/Events
- **Littleton Business Chamber** - Outreach & meetings
- **SPARK Centennial** – expert panelist

Upcoming: Events



- **SBDC Network Director's Conference**
 - Nov 2024 - Held at Achieve Sports
- **City of Aurora Crime Forums** (4 events)
- **Manufacturing Day Event**
 - Oct 4th at Warming Trends
- **SBA Appreciation Event**
 - Sept TBD at Senor Ric's

Upcoming: Programs/Workshops



- **Exit/Succession Planning Program**
 - Education, Consulting, Valuation Tools/Reports
 - Retain businesses in your community
- **Growth Planning** (Live Plan software) – Fall 2024
- **Leasing vs. Buying** – Fall 2024
- **Funding Fridays** (quarterly lenders panel/Bilingual)
- **ShopBIPOC** – website & events
- **Feeding Anchors** (catering procurement)
- **Bus Rapid Transit Committee** (biz support)

Statewide Programs for Arapahoe County Business (State/OEDIT)

- Colorado Employee Ownership Program
- Colorado Legal Relief Program
- Advanced Industries Grants
- Colorado SBDC Network
 - Capital Access, Social Media, Market Research, Govt Contracts. Colo Sales Tax, Childcare
- Minority Business Office
- TechSource and CyberSecurity
- Colorado Creative Industries
- Early Childhood Development



2024 Growth: Arapahoe County Funding

- **Increased client services** to increase sales tax, business starts, business growth and exit planning (business retention)
- **Hired FTE** focused 50% on Arapahoe County
 - Outreach efforts doubled
- **Engaged three new Consultants** (Independent Contractors)
 - Generalist, accounting/bookkeeping, taxes, management, HR
 - Generalist, retail, food service and catering
 - Generalist, start-up, retail, buy/sell, exit planning

Challenges

Volume increased 2-3x during COVID and continues to increase

One-on-one Consulting Sessions & Workshop attendance

Funding Ending:

Accelerated Growth Grant of \$310,000 (ended Dec 2023)

Connect2DOT Grant of \$24,365 (ended Sept 2023)

Childcare Grant of \$19,500 (ended June 2024)

ARPA/SLFRF Arapahoe County (A/D Works!) \$95,000 (ends Dec 2024)

ARPA/SLFRF/OEDIT Funds of \$460,000 (ends Dec 2026)

Loss of Over \$900K

Programming and volume of services will need to decrease in 2025

May be unable to retain FT Assoc Director and/or Contractors

for 1:1 consulting sessions, workshops and outreach

New SBA Goal

Increase Services with no increase in \$\$\$

Financial Structure & Impact

Structure:

Grants

Program Income

Host Organization (City of Aurora)

Fundraising: Cities, Counties and Private

Impact:

Services will decrease in 2025 (consulting & programs)

Unable to retain FT Assoc Director and/or Contractors

Thank You for your Continued Support of the SBDC!

To refer citizens for consulting and training:

Consulting



Training



Website



Contact Us:

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Se habla Espanol 303.326.8808

