Aurora-South MetroSBDC Annual Update: Arapahoe County Board of Commissioners

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)





SBDC Center Recognition

POWERED BY



 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)

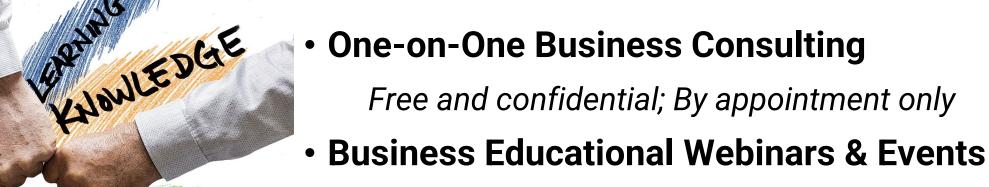


 2023 Small Business of the Year – Aurora Chamber of Commerce



SBDC Services

EXPERIENCE



ABILITY

Business Resource Referrals

All services offered in English and Spanish



Three Locations



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

Services By Appointment





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



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Service Volume Metrics: Arapahoe County

	Organizational		Thru	% Change
	Metrics	2023	6/2024	
	Clients	630	399	tbd
	Sessions	1611	1064	tbd
	Consulting Hours	1887	1037	tbd
2033	Workshop/Events	104	49	tbd
	Attendees	2080	955	tbd
	Resource/Referrals	5000+	3000+	tbd
	Existing Business Clients	61%	68%	+

AURORA-SOUTH METRO Small Business Development Center

SERVING ARAPAHOE & DOUGLAS COUNTIES

Economic Impact Metrics: Arapahoe County

	Organizational Metrics	2023	Thru June 2024	% Change
	Jobs Created	94	183	+
	Jobs Retained	92	194	+
	Business Starts	19	24	+
2022	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 \$\$\$



ERVING ARAPAHOE & DOUGLAS COUNTIES

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



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