



## North Metro Small Business Development Center

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# North Metro Small Business Development Center

## Program Overview

The North Metro SBDC offers small business assistance through information, one-on-one consulting services, as well as training and business resources. SBDC services are available to anyone who is interested in improving and/or expanding their business or in starting a small business. To access SBDC services, contact us at 303-460-1032 or visit us online at [www.frontrange.edu/smallbusiness](http://www.frontrange.edu/smallbusiness)

## About Us

The cornerstone of the North Metro SBDC program is high-quality, cost effective small business assistance. We do this through consulting, training, and networking with other resources.

Our passion is to help small businesses succeed.

We pride ourselves in the innovative and customized approaches we take to make it easier for small businesses to plan and learn. We offer customized start-up programs, consulting and Internet forums to make our services more accessible to business owners.

We serve a wide geographic area covering most of North Metro Denver including Aurora, Brighton, Broomfield, Commerce City, Federal Heights, Henderson, Northglenn, Thornton, and Westminster. We are hosted at Front Range Community College in Westminster.

## One-on-One Counseling

We provide unlimited and FREE one-on-one consulting to potential and existing businesses. For answers to your business questions, schedule an appointment with our program consultants. Confidentiality is guaranteed. Our consultants are business professionals who have diverse educational and business experience. Many hold advanced degrees and/or have owned or operated their own businesses.

After your initial session, you and the SBDC program consultant will determine your next course of action for future assistance.

Consultants can provide guidance and help relating to:

- ◆ Business start-up/acquisition
- ◆ Business plan development and updates
- ◆ Identifying sources of capital
- ◆ Loan Packaging
- ◆ Financial and business analysis
- ◆ Cash flow analysis
- ◆ Accounting and recordkeeping
- ◆ Market research
- ◆ Marketing plan development and updates
- ◆ Marketing and sales
- ◆ Operations, personnel management
- ◆ Government procurement
- ◆ International trade
- ◆ Business liquidation/sales

## Benefits of Consulting

Working with a program consultant offers many of the following benefits for you and your business:

- ◆ Serve as sounding boards and reality checks for your business ideas
- ◆ Provide a gateway to many local and national business resources
- ◆ Assist with development of clear action plans and focus
- ◆ Access to a national network of expertise, advisers and information
- ◆ Brainstorm ideas for new products, services, promotions, campaigns, etc.
- ◆ Evaluate the feasibility of business ideas
- ◆ Improve your business skills and knowledge
- ◆ Provide guidance for access to capital
- ◆ Facilitate business coaching, networking, mentoring and training

## Training Seminars

The North Metro SBDC offers various workshops and seminars for any business:

- ◆ **Business Start-Up Workshops:**
  - ◆ Covering: business planning, business start-up basics, legal issues, recordkeeping, employer responsibilities & government regulations, building strategic alliances, sales and marketing, web site development, marketing, marketing research, taxes, franchising, and financial analysis.
- ◆ **Existing Business Workshops**
  - ◆ The Westminster SBDC is currently developing a series of workshops and seminars are geared towards issues faced by existing business including: Taxes, financial analysis & benchmarking, market research, employee hiring and retention, and business planning.

## Multi-Week Series

The North Metro SBDC offers several series geared towards individuals wanting intensive training and structure:

- ◆ **Nx Level:** 15-week Intensive business planning class offered twice a year. Participants develop their business plan and gain insight through regular guest speakers and in-depth discussion.
- ◆ **Restaurant Planning:** A 5-week planning course geared towards new restaurateurs addressing funding requirements, menu planning, design, and marketing
- ◆ **Tilling the Soil of Opportunity:** 15-week intensive agribusiness class focusing on business planning for farmers and ranchers as well as food processors and other producing value-added products.
- ◆ **Craft Table Entrepreneur:** 6 week course focusing on artisans and crafters and the steps necessary to create a sustainable business.

The North Metro Small Business Development Center (NMSBDC) is partially funded by the US Small Business Administration. The support given by the US Small Business Administration through such funding does not constitute an express or implied endorsement of any of the co-sponsors' or participants' opinions products or services. The NMSBDC is a partnership between the Colorado Office of Economic Development, the US Small Business Administration, and Front Range Community College. Appropriate accommodations will be made for individuals with disabilities, if requested in advance by contacting the WSBDC at 303-460-1032.