



INTRODUCTION TO SBDC



The Colorado SBDC Network is a Nationally Accredited Technology Development Program | Enterprise Zone Project | Colorado Business Foundation

Pikes Peak Small Business Development Center

FREE CONSULTING | PRACTICAL TRAINING | BUSINESS RESOURCES

www.pikespeaksbdc.org





Aikta Marcoulier

Executive Director, Pikes Peak SBDC

Aikta Marcoulier joined the SBDC team as the director of the Pikes Peak center in May 2012. Prior to the SBDC, she was the director of partnership marketing with the Professional Bull Riders (PBR).

Aikta is involved in the El Pomar Emerging Leaders Program. She is an active board member of the Pikes Peak Workforce Development Board, Pikes Peak Community College Business Advisory Board, Better Business Bureau Board of Directors, BRCA Girl, and the Colorado Business Development Foundation. She serves on numerous committees for the Colorado Springs Business Journal (Women of Influence, Southeast Business Plan Competition), is a mentor for Leadership Pikes Peak, serves as Co-Chair for the Census 2020 Business Committee is on the Technology and Funding Committees for the Colorado SBDC Network and is an acting a board member for the Colorado Business Development Foundation. Additionally she is a member of the Employer Advisory Committee for the UCCS College of Business Career Development Center and ROAR (Relationships, Opportunities, Acumen, and Readiness Committee).

Consulting Expertise Includes:

Business Development Strategies

Corporate Sponsorships

Glorified Program Manager

<https://www.linkedin.com/in/aiktamarcoulier/>

TESTIMONIALS



OUR
MISSION

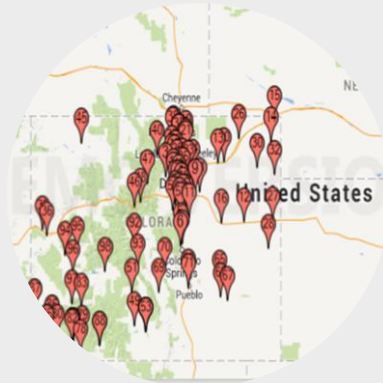
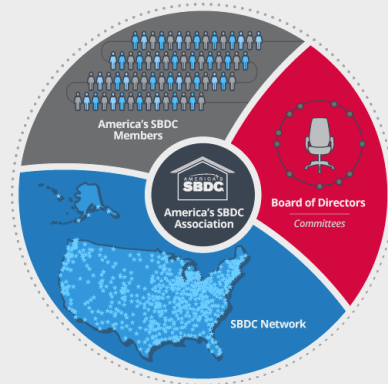
To Help Existing and New Business Grow and Prosper

Why We Exist

Number of Small Businesses	630,113
Percent of CO	99.5%
Employees	48.2% of all businesses
Net New Jobs	46,224
Minority Owned	111,864
Exporters	4,857
Largest Share of Employment	Firms of 100 or less

2019 SBA Colorado Profile

Who We Are



National
Presence/Largest
Network

1,000 + Offices

Colorado Network

15 Offices

80+ with satellites

Award Winning

2019: East Colorado (Greeley) Top 10

2018: Boulder #1

2017: North Metro Denver Top 10

2016: Southern Colorado Top 10

2014: Pike Peak SBDC Top 10

2012: Denver Metro #1

What We Do



STRATEGIC PARTNERS



CORPORATE PARTNERS

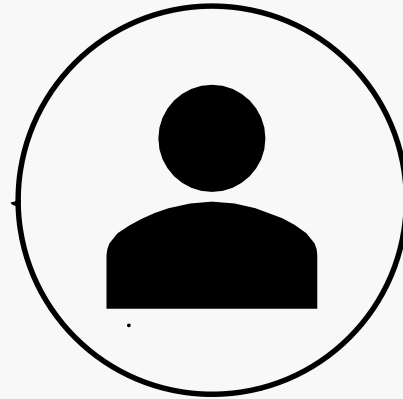


Funded in part through a cooperative agreement with the U.S. Small Business Administration

Our Staff



Aikta Marcoulier
Executive Director



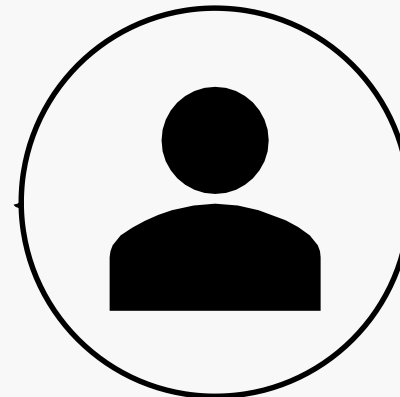
Rita Maynes
Program Manager



Becky Hager
Program & Admin
Assistant



Brady Flynn
Program Assistant
Internship



Shaula Denton
Customer Service
Assistant


Consultants & Facilitators

Volunteers & Contractors

CONSULTING TOPICS INDEX:


Accounting:..... Kelly Sie, Lora McMullen, Chris Sano, Brad Wilcox
Bookkeeping:..... Chris Sano, Brad Wilcox, Kelly Sie, Lora McMullen
Budgeting:..... Tim Pasparick, Mark Miller, Jennifer Bridges, Jacqueline Staples
Business Growth/Expansion:..... Daniel Fleck, Becky Fuller, Jacqueline Staples
Business Litigation:..... Janet, Sandy, Cora C, Mark S.
Business Planning:..... Gene Thomas, Jackie Schmitt
Business Valuation & Appraisal:..... General Business Consulting Team
Buying a Business:..... Rob Aronow, Daniel Fleck, Sewa Inda
CD/CO:..... Rob Aronow, Daniel Fleck, Sewa Inda
Case Studies:..... Cory Aronow, Andro Progonov, Sewa Inda, Gene Thomas
Community/Integration:..... Tasha Yoder, Jennifer Bridges
Crowdfunding:..... Sewa Inda
Customer Service:..... General Business Consulting Team
Cybersecurity/Business Plans:..... General Business Consulting Team
Cybersecurity for Small Business:..... Cyber Team
E-commerce:..... Sewa Inda, Jacqueline Staples
Employee Development:..... Jason M, Janet, Sandy, Bob K, Jennifer E.
Employee Issues:..... Gene Thomas, Janet Brigger, Janet Brigger
Employee vs. Independent Contractor:..... Janet Brigger, Gene Thomas
Employment Law:..... Gene Thomas
Event/Fundraiser:..... General Business Consulting Team
Franchising/Business Ideas:..... General Business Consulting Team
Go Strategy:..... Daniel Fleck, Rob Aronow, Jacqueline Staples, John Labitz
Financial Analysis:..... Jody Fuller, Daniel Fleck, Jackie Gonzalez
Financial Plan:..... Daniel Fleck, Jacqueline Staples, Becky Fuller, Robin Roberts
Food & Beverage:..... Jackie Gonzalez, Lora Laczarow, Becky Fuller, Robin Roberts
Food & Beverage, Restaurant Management:..... Lew Lubitz, Daniel Fleck
Franchising:..... Daniel Fleck, Jackie Schmitt, Sewa Inda
Marketing:..... Lora Laczarow, Robin Roberts, Jackie Gonzalez, Becky Fuller
Government Contracting:..... Sandy Lamb, Roy Griggs, Andro Progonov
Health & Wellness:..... Jennifer Bridges, Tasha Yoder, Jody Lamb
Healthcare:..... Cory Aronow
Hiring an Employee:..... Gene Thomas, Janet Brigger, Jennifer Bridges
Human Resources:..... Janet Brigger, Jennifer Bridges

Insurance (for businesses):..... Tim Pasparick
Intellectual Property:..... John Labitz, Tom Dougherty, Lora Laczarow
International Business, Import/Export:..... Rich Hill, Lora Laczarow
Operations:..... Rodney Zubare
Leadership/Personal Development:..... Cora C, Janet, Bob K, Sandy I.
Legal Counsel:..... John Labitz, Gene Thomas
Legal Issues:..... Gene Thomas, John Labitz, John Schmitt, Cora C
Management Issues:..... Janet, Andro P, Sandy I, Cory A.
Manufacturing:..... Rich Hill, Lora Laczarow, Jennifer Bridges
Market Research:..... Terry Zandy, Mark Miller, Cory Aronow
Marketing for the Government:..... Andro Progonov, Roy Griggs
Marketing Plan:..... Tim Pasparick, Mark Miller, Jacqueline Staples, Rich Hill
Mergers & Acquisitions:..... Daniel Fleck, Rob Aronow, Sewa Inda, Lora Laczarow, John Labitz
Non-Profit:..... Daniel Fleck, John Labitz, Janet Brigger, John Schmitt
Operations:..... General Business Consulting Team
Organization, Goal Setting:..... Cora C, Tasha Y, Bob K, Sandy I.
Partners:..... Tom Dougherty, Lora Laczarow
Payroll:..... Jennifer Bridges, Janet Brigger
Product Development:..... Lora Laczarow
QuickBooks & GoogleDocs Online:..... Chris Sano, Lora McMullen, Daniel Fleck, Kelly Sie
Real Estate/Commercial:..... Lew Lubitz, Brandon Drob, John Labitz
Real Estate:..... Daniel Fleck, Jennifer Bridges
Sales:..... Mark Miller, Bob K, Tasha Yoder
SEA Lending:..... Jackie Gonzalez, Robin Roberts, Becky Fuller
Search Engine Optimization (SEO):..... Tim Pasparick, Jacqueline Staples
Selling a Business:..... Rob Aronow, Sewa Inda, Lora Laczarow, John Labitz
Social Media:..... Jennifer Bridges, Tim Pasparick, Jacqueline Staples, Tasha Yoder
Spicing a Business:..... General Business Consulting Team
Startup Issues:..... General Business Consulting Team
Strategy, Marketing:..... General Business Consulting Team
Succession Planning:..... Bob K, Tasha Y, Rob Aronow, John Labitz
Taxes:..... Brad Wilcox, Kelly Sie, Lora McMullen
Trademarks and Copyright:..... Tom Dougherty, John Labitz
Website Design & Development:..... Tim Pasparick, Jacqueline Staples

GUIDE TO CONSULTING

The Pikes Peak Small Business Development Center offers **free** consulting services to help you lay the foundation for starting and growing a successful and rewarding business.



CONSULTING LOCATIONS INDEX:

Southwest Colorado Springs:..... Janet Brigger, Cory Aronow
Mountain Vista Area:..... Rich Hill, Jackie Schmitt
Woodland Park/Teller & Park Counties:..... Jackie Gonzalez, Lew Lubitz
Colorado Springs:..... All Consultants







CONSULTING DEMOGRAPHICS INDEX:

Women:..... Jan O'Hara, John Labitz, Roy Griggs
Minority or Hispanic-Owned:..... Cory Aronow, Janet Brigger
Family-Owned:..... Janet Brigger, Jackie Schmitt
Severely/Alcohol:..... Jay Christensen, Jennifer Christensen
Food & Beverage/Beverage:..... Lew Lubitz, Daniel Fleck
Side Hobbies/Spa:..... Sewa Inda

www.pikespeaksbdc.org/consulting

719.667.3883

sbdc@elpasoo.com

The Colorado Small Business Development Center Network is supported by numerous state and federal agencies. The Office of Economic Development and International Trade, North American Trade Office, Colorado SBDCs and other agencies, local economic development organizations and local chambers of commerce. Pikes Peak is part through a cooperative agreement with the U.S. Small Business Administration (SBA).

Locations



Headquarters
Catalyst Campus



Satellite
Tri Lakes Chamber



Satellite
Fort Carson



Satellite – COMING SOON
Woodland Park

ECONOMIC IMPACT

2019 Pikes Peak SBDC Impact

BUSINESS STARTS	31
JOBS CREATED	228
JOBS RETAINED	280
CAPITAL INFUSION	\$15,889,794
INCREASED SALES	\$15,487,676
INCREASED CONTRACTS	\$9,912,167
CLIENT COUNT	669
HOURS CONSULTED	2,392.3
TRAINING COUNT	146
TOTAL WORKSHOP ATTENDEES	2,497

Program Overview

Connect2Dot

Courses for Creatives

Disaster Relief

Leading Edge

Minority Business Office

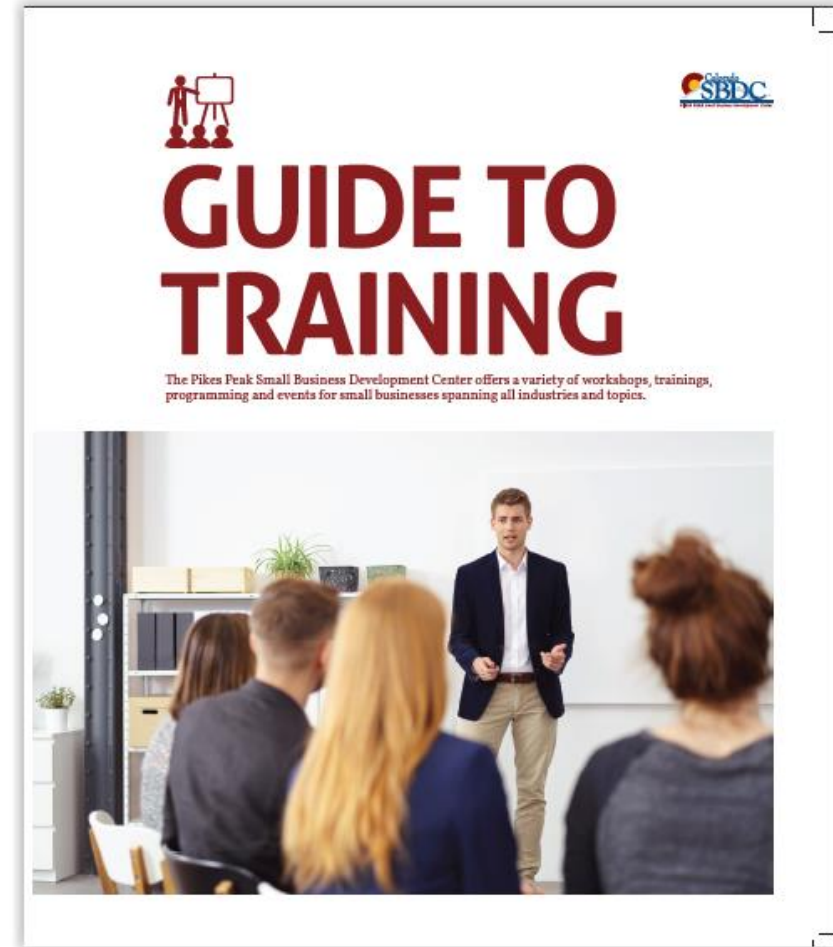
SBDC Techsource & Cyber:CYA

Small Manufacturer's AdvantEDGE

Southeast COS/Fresh Start

Veterans Small Business

#SMALLBIZREALTALK



Work with CDOT



- Connecting Small Business to CDOT Opportunities
- Get certified as an Emerging or Disadvantaged Small Business and open doors to new opportunities in the transportation industry.
- Consulting with transportation experts.
- Workshops, webinars, networking on construction projects and highway design.
- Leading Edge for Transportation

Creatives!



2020 Workshops

Legal Aspects for Creatives

Artist's Portfolio Workshop & Panel

Performing Arts

Funding Options for Creatives

Disaster Relief

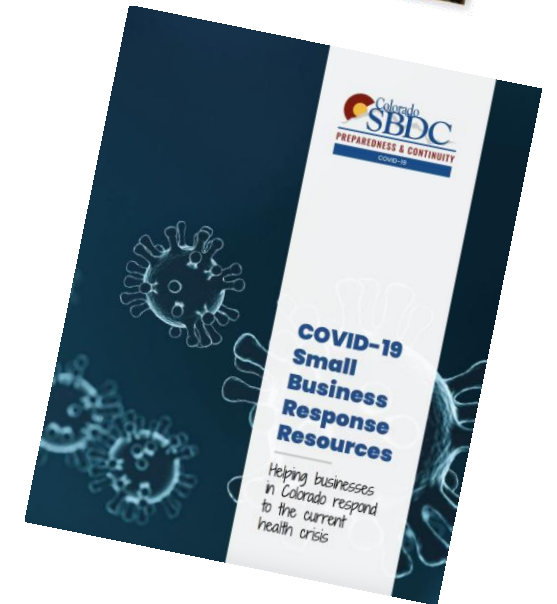
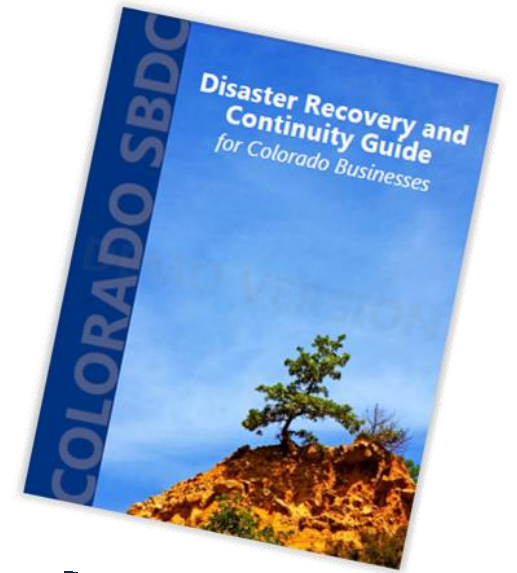
Relief | Recovery | Preparedness



- Award winning program
- Business Assessment
- Debt/Loan Restructuring
- SBA Loans, Fund, Grant Navigation
- Legal, Insurance, Marketing Assistance

Local: www.pikespeaksbdc.org/prepare

Statewide: www.coloradosbdc.org/covid



Strategic Planning Series



LEADING EDGE™
Strategic Planning Series
a program of the Colorado SBDC Network

- Eight 2.5-hour sessions, including **interactive group work, guest speakers, & roundtables** with Subject Matter Experts
- A minimum of five hours of **one-on-one consulting** with certified SBDC consultants
- **Direct connections** with local and statewide lenders, key business leaders, and industry experts
- Continuous **feedback** on your business plan and strategy during the course
- **Free registration to workshops** (excluding QuickBooks) at the Pikes Peak SBDC while enrolled
- **Free industry reports** from IBIS World and financial benchmarking with ProfitCents
- Entry into an annual **statewide business plan competition** with cash prizes
- Annual statewide graduation ceremony at the Governor's Mansion in Denver
- Leading Edge for Entrepreneurs
 - *Spring: March 19 – May 14*
 - *Summer: July 16 – Sept. 10*

Minority Focused



COLO RADO

**Office of Economic Development
& International Trade**

Minority Business Office

- For veterans, minorities, and women-owned businesses
- Assistance with city, state, federal and private certifications
- Help determine which certifications to participate in for certain types of government contracts
- Tools and resources
- Consulting & Workshops
- Diversity & Implementation Work Session (TBD)
- Minority Informed Series



Pikes Peak Diversity Council's "Daring to Dream" Award

SOUTHEAST COLORADO SPRINGS

SATELLITE HOURS

COLLABORATION WITH SOLID ROCK CDC &
DEPARTMENT OF CORRECTIONS

2019: FRESH START INVESTMENT PROGRAM

La Vista Prison, Fremont Prison, CAE,
Cheyenne Mountain Re-Entry

GRADUATED: 122

2020: Solid Rock CDC Support – Focus on 5
Businesses & Create Partnership with DOC for
additional work



COLORADO
Office of Economic Development
& International Trade
Minority Business Office

Colorado Invests In Inmates To Become Business Leaders

By Jeff Todd September 27, 2019 at 10:17 pm Filed Under: Colorado Springs News



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Manufacturing



Small Manufacturer's Advantage (SMA) and the Pikes Peak SBDC leverages state and federal funds to bring industry experts to provide coaching, consultation, and/or training based on the challenges each manufacturer is facing.

This expertise could be in: business finance, marketing & research, operational excellence, growth services and export assistance, ISO consulting and training, lean manufacturing, organization & layout, and more.

VETERANS PROGRAM

- VETERAN LEAD
- BOOTS 2 BUSINESS/REBOOT
- FORT CARSON SATELLITE HOURS
- VETERANS SMALL BUSINESS CONFERENCE
 - *July 22, Pinery at the Hill*





TECH PROGRAMS



TECH COMMERCIALIZATION

- SBIR/STTR/TECH COMMERCIALIZATION EXPERTS
- ACCELERATOR PROGRAMS
- INNOVATION AND OPPORTUNITY CONFERENCE (NASA)
- SBIR SBA ROAD TOUR
- IN PERSON/LIVE STREAM/ON DEMAND WORKSHOPS
- FOCUS ON RURAL & MBO'S





Founder

Number of workshops: 45
Attendees: 926
Seat Hours: 3,850
State-Wide Events: 5
Consulting Hours: 557.2
ASBDC Special Interest Team

Local leadership group that has been formed by a team of local cybersecurity industry organizations to create a collaborative forum to better collaborate, support, and/or deconflict our events and activities and share local industry information.

Fox 21
KOAA 5
CSBJ
Gazette
Colorado Business Roundtable

Cybersecurity Implementation & Awareness Series



8-week cyber business planning series



Full business risk assessments



One-on-One Consulting



Implementation of processes, infrastructure



BBB Badge of Cyber Awareness



NEXT EVENT

OCTOBER 15

PINERY AT THE HILL

SOLD OUT



2nd Annual

CYBERSECURITY SUMMIT

for small business

October 25

DoubleTree, Colorado Springs

PIKESPEAKSBDC.ORG/CYBERSUMMIT

Accessible Education



On Demand Webinar Library



Live Stream



Videos



On Site Workshops & Consulting



Satellite Offices

Business Education Tracks



2020 Events!

April 16	Southern Colorado Construction Networking Forum
July 22	Veterans Small Business Conference
July 26 - 30	Small Business Week (Hosted with BBB) July 26: Food Truck Cook-Off July 27-29: Workshop Days July 30: Awards Banquet
August 27 or 28 (TBA)	State of Small Business
October 15	Cybersecurity for Small Business Summit
November 28	Small Business Saturday

CIVIC ENGAGEMENT

- Colorado Business Development Foundation Board
- Better Business Bureau (Colorado Institute for Social Impact) and Board
- Pikes Peak Workforce Center Development Board
- PPCC Business Advisory Board
- UCCS Employer Advisory Committee/ROAR
- CSBJ Committees: Women of Influence, SE Business Plan Competition
- Census 2020 Co-Chair Business Committee
- CASSBA Member (Community Agencies Supporting Small Business)
- Colorado SBDC Technology Committee
- Southern Colorado Business Partnership Board
- Colorado Springs Chamber & EDC Government Affairs Council



COSOPENFORBIZ.COM

COSOpenforBiz.com is a “step-by-step” business guide to help turn your great idea to a successful grand opening in Colorado Springs.

This tool serves the brick and mortar small business development process.

A Step-by-Step Guide

Find Your Key Points of Contact

Helpful Resources

Why we are successful

- We provide programs, advice and recommendations that work
- We help keep mistakes small if not eliminate them
- We provide **free** consulting and **low cost** workshops from experts that usually cost hundreds
- If we can't help, we know who can!

How to Navigate Our Services

www.pikespeaksbdc.org/consulting

REQUEST YOUR FIRST APPOINTMENT

Register for your FIRST consulting appointment with SBDC here. (You only need to fill this out ONE TIME. Request a Follow-Up Appointment if you've already done this).

Not yet in business? You'll need to start with our [Startup Track](#) first!

REQUEST ASSISTANCE

REQUEST A FOLLOW-UP APPOINTMENT

If you've already met with an SBDC consultant (or previously registered for SBDC consulting), request your follow-up appointment(s) here.

(This applies even if you've met with a *different* consultant in the past.)

REQUEST FOLLOW-UP APPOINTMENT

SIGN INTO YOUR CLIENT DASHBOARD

Sign into your client dashboard on the Colorado SBDC website to view upcoming appointments, register for workshops, view your past events, and more:

EXISTING CLIENT SIGN-IN

Meet Our Consultants



How to Navigate Our Services

www.pikespeaksbdc.org/workshops

[CONSULTING](#) [WORKSHOPS](#) [SERIES](#) [EVENTS](#) [PROGRAMS](#)

Workshops



Upcoming Workshops

The Pikes Peak SBDC offers workshops on a wide variety of topics ranging from starting a business to building a website to QuickBooks.

[BROWSE WORKSHOPS](#)



Workshop Tracks

Register for a curated selection of workshops focused on marketing, start-up, financial, management and more.

[MORE INFO](#)



On Demand Webinar Library

Take our online workshops at your own pace, on your own time.

[MORE INFO](#)



Free Online Training

The Pikes Peak SBDC offers free online resources to help you start and grow your business.

[MORE INFO](#)

CENSUS 2020 IS IMPORTANT!

- The 2020 Census will inform tax policies, planning and funding for roads, schools and hospitals, and the redrawing of boundaries.
- Full Census 2020 participation in Colorado will direct more than \$13 billion in federal funding into the state.
- Full Census 2020 participation may result in another Congressional seat in Washington!

PikesPeakCensus.org



Pikes Peak Complete Count Committees for El Paso and Teller Counties

- Business
- Education
- Military
- Media
- Health
- Government
- Minority Groups
- Arts and Cultural Groups
- Nonprofit Groups
- Faith Groups
- Data Committee
- Neighborhood Groups

Testimonial





Find us on:





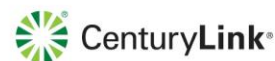
Questions?



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