



INTRODUCTION TO SBDC



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



Pikes Peak Small Business Development Center

FREE CONSULTING | PRACTICAL TRAINING | BUSINESS RESOURCES

www.pikespeaksbdc.org



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



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

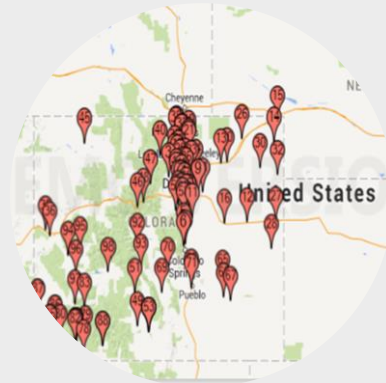
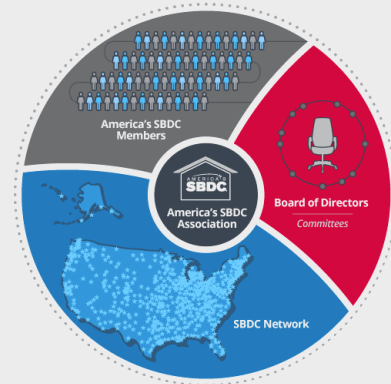
To Help Existing and New Business Grow and Prosper

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



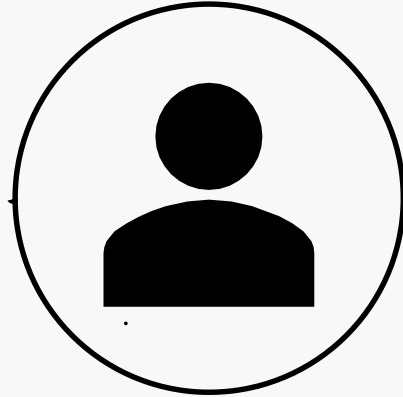
CORPORATE PARTNERS



Our Staff



Aikta Marcoulier
Executive Director



Rita Maynes
Program Manager



Becky Hager
Program & Admin
Assistant



Shaula Denton
Customer Service
Assistant

Consultants & Facilitators

Volunteers & Contractors

CONSULTING TOPICS INDEX:

Accounting/Bookkeeping.....	Kelly Sie, Lora McMillan, Chris Sarno, Brad Wilcox	Insurance (for businesses).....	Tom Fitzgerald
Bookkeeping.....	Chris Sarno, Brad Wilcox, Kelly Sie, Lora McMillan	Intellectual Property.....	John Labatz, Tom Dougherty, Loren Larocca
Budgeting.....	Tim Fitzgerald, Mark Ellis, Jennifer Bridges, Jacqueline Staples	International Business/Export.....	Rich Hill, Loren Larocca
Business Growth/Expansion.....	Daniel Fleck, Becky Fuller, Jacqueline Staples	Leadership/Personal Development.....	Conse C, Jonest, Bob K, Sandy L
Business Litigation.....	Gene Thomas, Jackie Schmers	Legal Counsel.....	John Labatz, Gene Thomas
Business Planning.....	General Business Consulting Team	Management Issues.....	Gene Thomas, John Labatz, John Duggan, Gene Clarke
Business Valuation & Appraisal.....	Rob Aronow, Robin Roberts, Loren Larocca, Brad Wilcox	Manufacturing.....	Rich Hill, Loren Larocca, Jennifer Bridges
Buying a Business.....	Rob Aronow, Daniel Fleck, Sewa India	Market Research.....	Very Zandy, Mark Ellis, Cory Aronow
CDOT.....	Andro Hugone	Marketing for the Government.....	Andro Hugone, Ray Gregg
Client Relations.....	Cory Aronow, Andro Hugone, Sewa India, Gene Thomas	Modeling/Plan.....	Tim Fitzgerald, Mark Ellis, Jacqueline Staples, Rich Hill
Community/Integration.....	Tasha Yoder, Jennifer Bridges	Mergers & Acquisitions.....	Daniel Fleck, Rob Aronow, Sewa India, Loren Larocca, John Labatz
Crowdfunding.....	Sewa India	Non-Profit.....	Daniel Fleck, John Labatz, Jason Brigger, John Schmers
Customer Service.....	General Business Consulting Team	Operations.....	General Business Consulting Team
Cybersecurity/Business Assets.....	Cyber Team	Organization, Goal Setting.....	Gene C, Tasha Y, Bob K, Sandy L
Cybersecurity for Small Business.....	Cyber Team	Partners.....	Tom Dougherty, Loren Larocca
E-Commerce.....	Sewa India, Jacqueline Staples	Payroll.....	Jennifer Bridges, Jason Brigger
Employee Development.....	Janet M, Janet K, Sandy L, Bob K, Jennifer K	Product Development.....	Loren Larocca
Employee Issues.....	Gene Thomas, Jason Brigger, Jason Schmers	QuickBooks & QuickBooks Online.....	Chris Sarno, Lora McMillan, Daniel Fleck, Kelly Sie
Employee vs. Independent Contractor.....	Jason Brigger, Gene Thomas	Real Estate/Commercial.....	Paul Larson, Brandon Drob, John Labatz
Employment Law.....	Gene Thomas	Real Estate.....	Daniel Fleck, Jennifer Bridges
Event/Fundraiser.....	General Business Consulting Team	Sales.....	Mark Ellis, Bob K, Tasha Yoder
Facilitating Business Ideas.....	General Business Consulting Team	SEA Lending.....	Jessie Gonzalez, Robin Roberts, Becky Fuller
Fin Strategy.....	Daniel Fleck, Rob Aronow, Jacqueline Staples, John Labatz	Search Engine Optimization (SEO).....	Tim Fitzgerald, Jacqueline Staples
Financial Analysis.....	Becky Fuller, Daniel Fleck, Jessie Gonzalez	Selling a Business.....	Rob Aronow, Sewa India, Loren Larocca, John Labatz
Financial Plan.....	Daniel Fleck, Jacqueline Staples, Becky Fuller, Robin Roberts	Social Media.....	Jennifer Bridges, Tim Fitzgerald, Jacqueline Staples, Tasha Yoder
Financing.....	Jessie Gonzalez, Loren Larocca, Becky Fuller, Robin Roberts	Scoring a Business.....	General Business Consulting Team
Food & Beverage, Restaurant Management.....	Paul Larson, Daniel Fleck	Start-up Issues.....	General Business Consulting Team
Franchising.....	Daniel Fleck, Jackie Schmers, Sewa India	Strategy, Marketing.....	General Business Consulting Team
Granting.....	Loren Larocca, Robin Roberts, Jessie Gonzalez, Becky Fuller	Succession Planning.....	Bob K, Tasha Y, Rob Aronow, John Labatz
Government Contracts, Royalties.....	John Duggan, Ray Gregg, Andro Hugone	Taxes.....	Brad Wilcox, Kelly Sie, Lora McMillan
Health & Wellness.....	Jennifer Bridges, Tasha Yoder, Sandy Lamb	Trademarks and Copyright.....	Tom Dougherty, John Labatz
Healthcare.....	Cory Aronow	Website Design & Development.....	Tim Fitzgerald, Jacqueline Staples
Hiring an Employee.....	Gene Thomas, Jason Brigger, Jennifer Bridges		
Human Resources.....	Jason Brigger, Jennifer Bridges		

CONSULTING LOCATIONS INDEX:

Southwest Colorado Springs.....	Jason Brigger, Cory Aronow	Woodland Park/Teller & Park Counties.....	Jessie Gonzalez, Paul Larson
Warranty/Tristate Area.....	Rich Hill, Jackie Schmers	Colorado Springs.....	All Consultants


CONSULTING DEMOGRAPHICS INDEX:

Women.....	Jan O'Hara, John Labatz, Ray Gregg	Sewage/Abol.....	Ray Christensen, Jennifer Christensen
Minority or Hispanic-Owned.....	Cory Aronow, Jason Brigger	Food & Beverage/Restaurant.....	Paul Larson, Daniel Fleck
Family-Owned.....	Jason Brigger, Tasha Yoder	Side Hobbies/Hobbies.....	Sewa India



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.





www.pikespeaksbdc.org/consulting


719.667.3883


sbdc@elpasoco.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 and South Dakota, and the U.S. Small Business Administration (SBA) are the primary funders. The Colorado Small Business Development Center Network is a 501(c)(3) non-profit organization and is not affiliated with any government agency. Pikes Peak is a participating agency with the U.S. Small Business Administration (SBA).

Locations



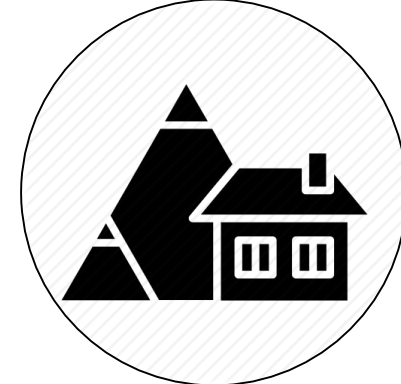
Headquarters
Catalyst Campus



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

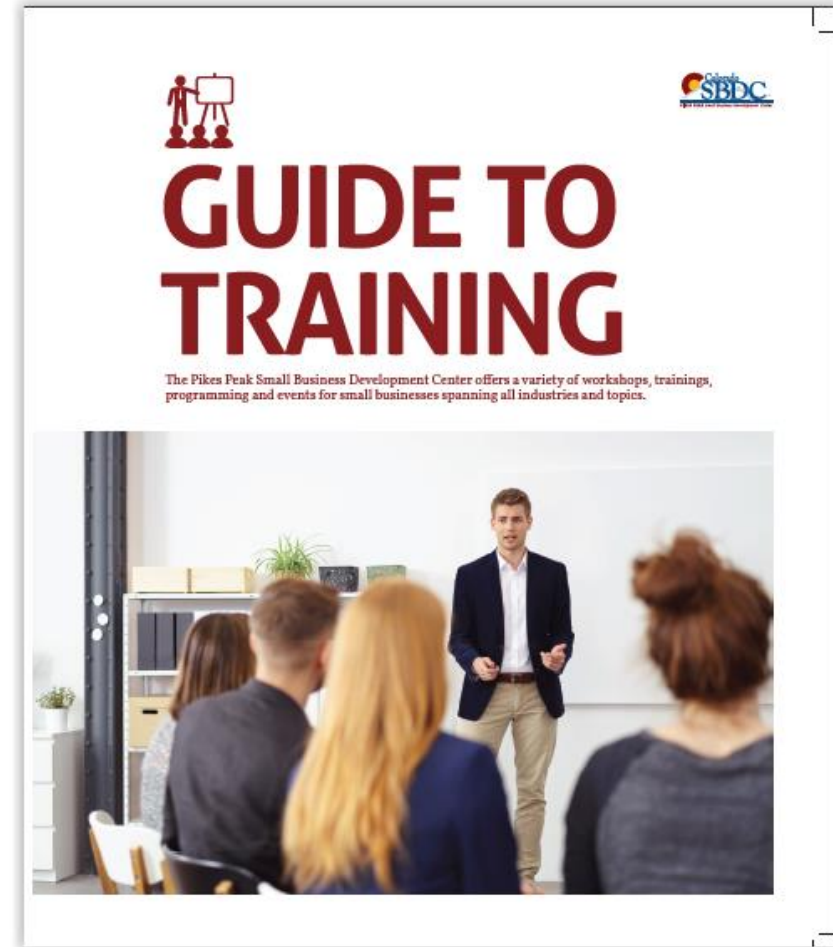
SBDC Techsource & Cyber:CYA

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

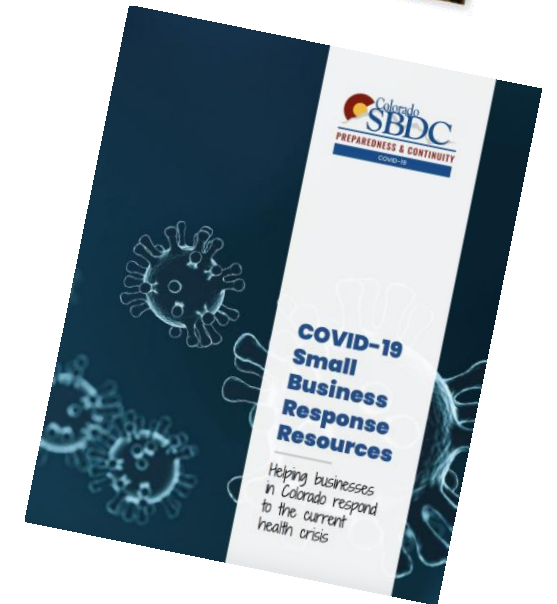
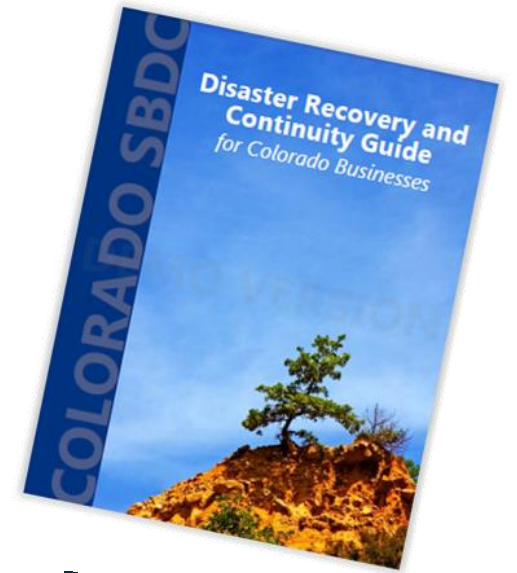
Relief | Recovery | Preparedness



- 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



- 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



CO L O R A D O

**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



Stacy Gery

Pianist & Mountain Elk

Hi, I'm Stacy.



Find us on:





Questions?

Pikes Peak Small Business Development Center

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