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While every effort has been made to ensure the reliability of the information presented in this publication, the Arizona Commerce Authority cannot guarantee the accuracy of this information due to the fact that much of the information is created by external sources. Changes/updates brought to the attention of the Arizona Commerce Authority and verified will be corrected in future editions.

The Governor's Statewide Development conference is a gathering of Arizona's business and economic development leaders to discuss best practices and the advancement of Arizona in the global marketplace.



BUSINESS ASSISTANCE AND COUNSELING



ARIZONA COMMERCE AUTHORITY (ACA)

The ACA is your first stop for developing a successful business. Armed with a growing toolbox of resources, the business development team provides assistance to help you start, operate and grow your company.

ARE YOU GETTING READY TO START YOUR BUSINESS?

The ACA is your centralized resource for information on business licensing and statewide resources to start and become operational.

ARE YOU SEEKING SKILLED NEW HIRES OR EXISTING WORKER TRAINING RESOURCES?

The ACA offers a network of one-stop centers and value-added online services to help you increase your staff's skills through job training grants or create a custom-designed apprenticeship program.

ARE YOU READY TO EXPAND TO INTERNATIONAL MARKETS?

The ACA will introduce you to quality contacts at a variety of trade events around the globe and provide you with individualized counseling, trade missions and the most recent statistics on trade and current market research information.

ARE YOU MANUFACTURING A PRODUCT?

The ACA can connect you to helpful resources and assist you in expanding your market.

ARE YOU INTERESTED IN BRINGING YOUR TECHNOLOGY TO MARKET?

The ACA supports technology-oriented businesses and provides links to resources and ideas from innovative leaders throughout Arizona.

ARIZONA'S INCENTIVES, PROGRAMS AND GRANTS ADMINISTERED BY ACA

The Arizona Commerce Authority (ACA) is a business-savvy organization focused on producing results that benefit businesses and the Arizona economy. For information on Arizona's incentives, programs and grants administered by ACA, visit www.azcommerce.com select "Incentives."

RELOCATING TO ARIZONA

Working closely with economic partners around the state, the Arizona Commerce Authority's Business Attraction division serves as a single statewide point of contact to provide the information and support services needed to properly evaluate the business opportunities and operating environment anywhere in Arizona. Visit the ACA website at www.azcommerce.com, under "Services" select "Relocating to Arizona" for more information.



333 N. Central Avenue
Suite 1900
Phoenix, AZ 85004
602-845-1200; 800-542-5684
www.azcommerce.com

U.S. SMALL BUSINESS ADMINISTRATION (SBA)

The SBA and its nationwide network of partners help millions of potential and current small business owners start, grow and succeed.



SBA offers resources and programs targeted for small businesses to provide the advantage necessary to help them effectively compete in the marketplace and strengthen the overall U.S. economy.

STARTING YOUR BUSINESS

SBA representatives provide assistance to help you:

- Develop a business plan
- Make contacts
- Access resources
- Complete loan application(s)

Special-emphasis programs offered to assist:

- Native Americans
- Socially and economically disadvantaged citizens
- Veterans
- Women

FINANCING YOUR BUSINESS

Financing resources:

- Loan guarantees enable financial institutions to provide loans to small businesses that would not otherwise qualify for financing.
- Major fixed-asset loans provide for the purchase of land and buildings.
- Surety bond guarantees aid to small and minority construction contractors.
- Equity investing matches venture capitalists with small businesses.
- Export assistance to be part of the global economy.

GROWING YOUR BUSINESS

Consult with the experts to identify growth opportunities:

- Funding small business expansion with loan guarantees
- Improving product diversifications
- Exploring export options
- Improving marketing and sales
- Making capital investments
- Increasing competitiveness

SBA WORKSHOPS

- SBA Loan Clinic
- Selling to the Federal Government

For schedules, visit the SBA website at www.sba.gov/az or call 602-745-7200.

SBA RESOURCES

SBA Direct

www.sba.gov/sba-direct

SBA Small Business Resource Guide

www.sbaguides.com, click on "Arizona"

SBA Answer Desk

800-U-ASK-SBA (800-827-5722)

Office of Advocacy

www.sba.gov/advocacy

Office of Native American Affairs

www.sba.gov/about-offices-content/1/2960

Office of Veterans Business Development

www.sba.gov/about-offices-content/1/2985

Office of Women's Business Ownership (OWBO)

www.sba.gov/content/about-owbo



SBA ARIZONA
DISTRICT OFFICES
www.sba.gov/az

2828 N. Central Avenue, Suite 800
Phoenix, AZ 85004-1093
602-745-7200

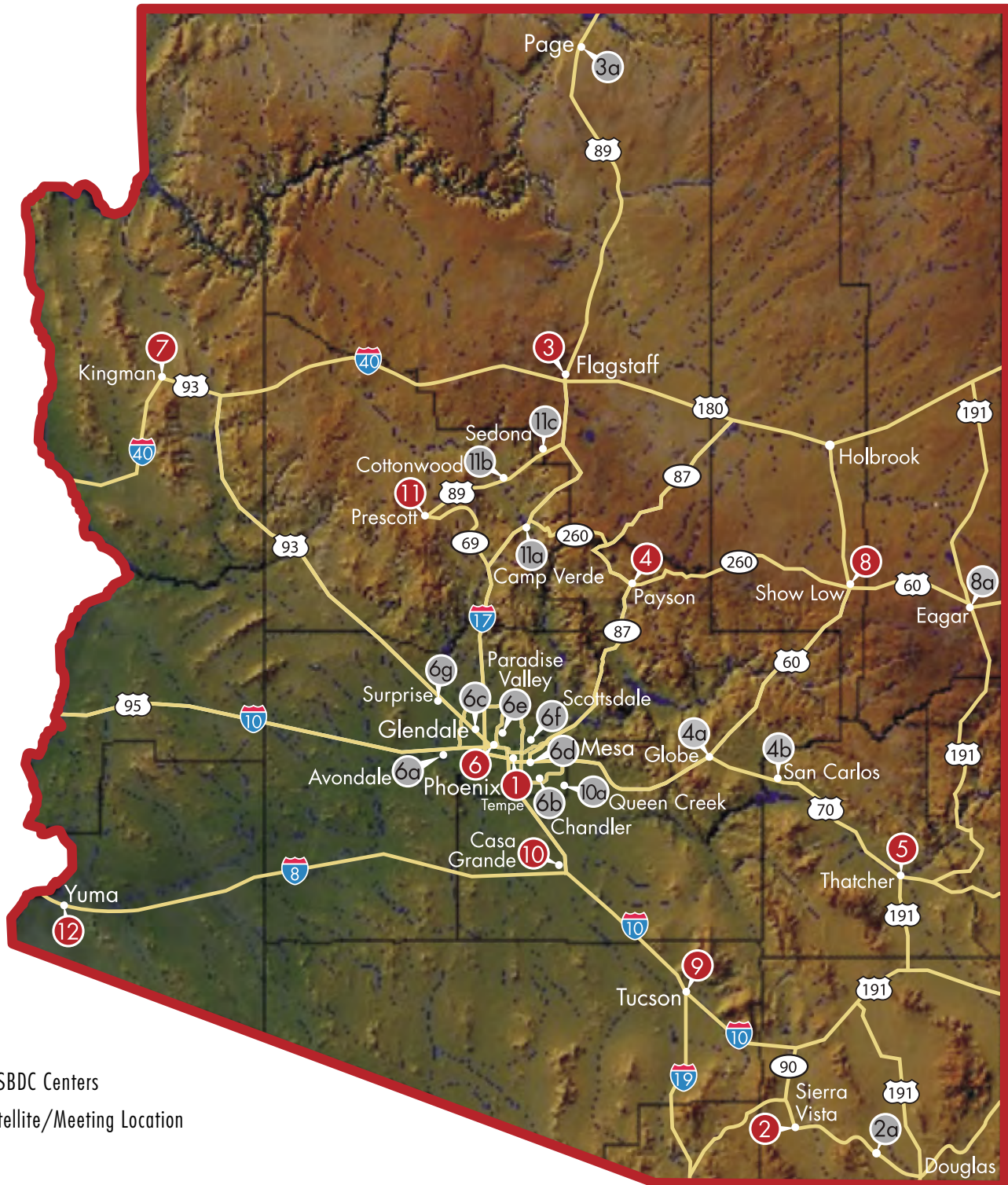
405 W. Congress Street, Suite 1807
Tucson, AZ 85701
520-620-7042

1201 E. Cooley Avenue, Suite E
Show Low, AZ 85901
928-532-0034

ARIZONA SMALL BUSINESS DEVELOPMENT CENTER NETWORK (AZSBDC)

AZSBDC is Arizona's largest and most accessible statewide source of assistance for small businesses at every stage of development. Services include free, one-on-one business counseling, planning assistance, technology development and identifying sources of capital are only some of the services that they provide. They also have special initiatives in veteran assistance, clean technology and government contracting.

The AZSBDC Network's service centers, satellites and/or meeting locations provide access to professional business counselors, analysts and technology specialists. It's partnership with the SBA and the Association of Small Business Development Centers puts nationwide resources within your reach. For locations and contact information, visit the AZSBDC website at www.azsbdc.net.



LOCATIONS

1. AZSBDC Network State Office

Arizona - District Office
2411 W. 14th Street
Room 114
Tempe, AZ 85281
480-731-8720

Administrative Services Only

2. Cochise College SBDC

901 N. Colombo
Room 717
Sierra Vista, AZ 85635
520-515-5478

2a. Cochise College/Satellite

4190 W. AZ Highway 80
Bldg 100, Room 106
Douglas, AZ 85607
520-515-5478

By Appointment Only

3. Coconino Community College SBDC

3000 N. 4th Street
Flagstaff, AZ 86004
928-526-7653

3a. Coconino Community College, Page Campus

475 S. Lake Powell Boulevard
Page, AZ 86040
928-645-6687

4. Gila Community College SBDC

201 Mudsprings Road
Payson, AZ 85547-0359
928-468-8039

4a. Gila Pueblo Campus

8274 Six Shooter Canyon
Globe, AZ 85502
928-425-8481

4b. San Carlos Campus

Tonto and Mesa Drive
San Carlos, AZ 85550
877-224-7232

5. Eastern Arizona College SBDC

615 N. Stadium Avenue
Thatcher, AZ 85552-0769
928-428-8590

6. Maricopa Community Colleges SBDC

108 N. 40th Street
Phoenix, AZ 85034
480-784-0590

6a. Estrella Mountain Skill Center/Satellite

Estrella Mountain Campus
3000 N. Dysart Road
Avondale, AZ 85392
480-784-0590

6b. City of Chandler/ Satellite

Innovations Incubator
145 S. 79th Avenue
Chandler, AZ 85226
480-784-0590

6c. Center for Entrepreneurial Innovation, GateWay Community College/ Satellite

275 N. Gateway Drive
Phoenix, AZ 85034
602-286-8954

6d. Mesa Community College/Satellite

165 Centennial Way
Room 209
Mesa, AZ 85201
480-784-0590

6e. Paradise Valley Community College/ Satellite

18401 N. 32nd Street
Bldg J, Room 131
Phoenix, AZ 85032
480-784-0590

6f. Rio Salado Community College/Satellite

Lifelong Learning Center
12535 Smokey Drive
Room 1037
Surprise, AZ 85378
480-784-0590

7. Mohave Community College SBDC

1971 Jagerson Avenue
Kingman, AZ 86409
928-757-0894

8. Northland Pioneer College SBDC

1001 Deuce of Clubs,
Rooms 107- 109
Show Low, AZ 85901
928-532-6170

9. Microbusiness Advancement Center SBDC

330 N. Commerce Park Loop
Suite 160
Tucson, AZ 85745
520-620-1241

10. Central Arizona College SBDC

540 N. Camino Mercado
Casa Grande, AZ 85222
520-494-6610

10a. Central Arizona College, San Tan Center

2474 E. Hunt Highway
Suite 100
San Tan Valley, AZ 85143-
5210
520-494-6727

10b. Superstition Mountain Campus

273 Old West Highway
Apache Junction, AZ 85119
520-494-6610

11. Yavapai College SBDC

240 S. Montezuma Street
Suite 105
Prescott, AZ 86303
928-776-2008

11a. City of Cottonwood Economic Development Office/Satellite

821 N. Main Street
Cottonwood, AZ 86324
928-776-2008

11b. Sedona Chamber of Commerce/Satellite

45 Sunset Drive
Sedona, AZ 86336
928-776-2008

12. Arizona Western College SBDC

1351 South Redondo
Center Drive, Suite 101
Yuma, AZ 85365
928-317-6151

SCORE ARIZONA – FOR THE LIFE OF YOUR BUSINESS

SCORE is a non-profit association dedicated to educating entrepreneurs and helping small businesses start, grow and succeed. It is a resource partner with the SBA that has been mentoring small business owners for more than 40 years.

As an organization, SCORE is dedicated to the further enhancement and development of the economic base of the community and to the creation of jobs.

- SCORE mentors, comprised of active and retired business men and women, provide clients with free and confidential business counseling. Counseling can be conducted either at the client's place of business, at the SCORE office, by telephone or via email.
- SCORE representatives from the local business community conduct a variety of regularly scheduled, low-cost educational programs that provide valuable information and techniques necessary for establishing and managing a successful business.

Visit the SCORE website at www.score.org.

Microbusiness Advancement Center (MAC)

330 N. Commerce Park Loop, Suite 160
Tucson, AZ 85745

520-620-1241

<http://mac-sa.org>

The Microbusiness Advancement Center (MAC) is a non-profit organization that helps individuals start, fund and grow their businesses by providing quality business education and access to capital. MAC drives the development of small businesses in Southern Arizona by providing clients with training programs, microloans and other resources.

In addition, MAC serves as SBA's Women's Business Center (WBC). The WBC program offers entrepreneurs, especially women, comprehensive training and counseling on a vast array of business-related topics to help them start and grow local businesses. MAC also hosts the local Small Business Development Center.

MAC receives partial funding from the SBA, the City of Tucson, United Way, foundations, corporate and individual donors. To learn more, attend one of their free weekly orientation sessions. Orientations in English are offered every Wednesday at 9:30 a.m. and 5:30 p.m. Orientations in Spanish are held every Thursday at 5:00 p.m.

ARIZONA SCORE LOCATIONS

Greater Phoenix SCORE

Phoenix Office

2828 N. Central Avenue, Suite 800, Phoenix, AZ 85004
602-745-7250

EVIT Mesa Office

1601 W. Main Street, Mesa, AZ 85201

www.greaterphoenix.score.org

Serves Phoenix, Scottsdale, Paradise Valley, Buckeye, Glendale, Avondale, El Mirage, Goodyear, Laveen, Litchfield Park, Peoria, Sun City, Sun City West, Tolleson, Youngtown, Surprise, Payson, Mesa, Tempe, Chandler, Gilbert, Apache Junction, Queen Creek and vicinities.

Northern Arizona SCORE

1228 Willow Creek Road, Suite 2, Prescott, AZ 86301
928-778-7438

www.northernarizona.score.org

Serves Prescott, Prescott Valley, Chino Valley, Cottonwood, Sedona, Flagstaff, Kingman, Lake Havasu City and surrounding communities.

Southern Arizona SCORE

330 N. Commerce Park Loop Drive, Suite 160
Tucson, AZ 85745
520-762-9415

www.southernarizona.score.org

Serves Tucson, Green Valley, Sierra Vista, Eloy, and vicinities.

FEDERAL RESOURCE

USA.Gov

www.usa.gov/directory/federal/index.shtml

A-Z Index of U.S. Government Departments and Agencies

VETERAN SERVICES

Arizona Department of Veterans' Services

www.azdvs.gov

SBA, Office of Veterans Business Development

www.sba.gov/about-offices-content/1/2985

SBA, Veterans Business Outreach Center (VBOC)

www.sba.gov/content/veterans-business-outreach-centers

SCORE, Veteran Fast Launch Initiative

<http://vetsfastlaunch.org>

U.S. Department of Veterans Affairs

www.vetbiz.gov

MICROLENDERS PROVIDING TECHNICAL SUPPORT

PPEP Microbusiness and Housing Development Corporation, Inc.
806 E. 46th Street, Tucson, AZ 85713
520-889-4203; 800-293-2974
www.pmhdc.net/loans.html

Serves Cochise, Santa Cruz, Pinal, Yuma and rural Maricopa counties and the Navajo Nation.

Prestamos CDFI Small Business Lending
(A Subsidiary of Chicanos Por La Causa, Inc.)
1122 E. Buckeye Road, Suite B-4, Phoenix, AZ 85034
602-258-9911
www.prestamosloanfund.org

ARIZONA SERVICE PROVIDERS NETWORK

ACA Small Business Services (SBS) forges collaborations with statewide organizations under the Arizona Service Providers Network umbrella to increase the scope of services, resources and expertise available in the Arizona small business community.

Most Network members facilitate effective outreach programs and services targeted for starting, operating and growing a business. For a listing of members and links to their websites, visit the ACA website at www.azcommerce.com, under "About Us" select "Events."

Better Business Bureau (BBB)

4428 N. 12th Street, Phoenix, AZ 85014
602-264-1721; 877-291-6222
www.arizonabb.org

Serving Central, Northern and Western Arizona

BBB of Southern Arizona

5151 E. Broadway Boulevard, Suite 100
Tucson, AZ 85711
520-888-5353

www.tucson.bbb.org

Serving Tucson and Southeastern Arizona

The Better Business Bureau's services include reliability reports on particular companies, mediation and arbitration for business-oriented disputes, consumer "tips on" brochures on many subjects, reports on national charities, and news alerts on scams, frauds and schemes.

Phoenix MBDA Business Center

255 E. Osborn Road, Suite 202, Phoenix, AZ 85012
602-248-0007; 800-428-7299
<http://phoenixmbdacenter.com>

The Phoenix MBDA Business Center is federally funded by the Minority Business Development Agency, U.S. Department of Commerce and is locally operated by the Arizona Hispanic Chamber of Commerce. The Center is focused on securing large public and private contracts and financing transactions, stimulating job creation and retention, and facilitating entry to global markets for eligible minority-owned businesses. The Center serves eligible MBEs with annual revenues of more than \$1,000,000, or participants in a high-growth industry (e.g. *green technology, clean energy, health care, infrastructure and broadband technology, among others*).

U.S. Commercial Service, Export Assistance Centers

2828 N. Central Avenue, Suite 800, Phoenix, AZ 85004
602-640-2513

1475 N. Scottsdale Road, Suite 200
Scottsdale, AZ 85257
602-640-2513

33 N. Stone Avenue, Suite 830, Tucson, AZ 85701
520-670-5540

<http://export.gov/arizona>

With three Export Assistance Centers in Arizona, the U.S. Commercial Service of the U.S. Department of Commerce is a federal government agency dedicated to helping small and medium-sized Arizona companies develop international markets. Whether you're looking to make your first export sale or expand to additional international markets, they offer the trade counseling, market intelligence, business matchmaking, and commercial diplomacy you need to connect with lucrative business opportunities. In addition, they will help you to develop trade finance and insurance strategies that align with your particular business objectives and help you complete your export transaction.

The Northern Arizona Council of Government's Business Assistance Center (BAC), www.nacog.org, provides support for new and expanding small businesses in Yavapai County. They also assist businesses with labor development options offered through NACOG-EWD.

TRIBAL RESOURCES

CENTER FOR AMERICAN INDIAN ECONOMIC DEVELOPMENT (CAIED)

928-523-7320

<http://franke.nau.edu/caied>

Located at the W. A. Franke College of Business, Northern Arizona University, CAIED is a resource center for Arizona's twenty-two tribal nations and communities. Services include technical assistance, business consulting and training, and educational workshops. CAIED provides a website with a database library offering current information on Arizona tribes, Indian economic development, and general development issues.

NATIVE NATIONS INSTITUTE (NNI)

520-626-0664

www.nni.arizona.edu

NNI at the University of Arizona provides Native nations with comprehensive, professional training and development programs specifically designed to meet the needs of indigenous leadership and management.

NATIVE PEOPLES TECHNICAL ASSISTANCE OFFICE

520-626-9181

www.nptao.arizona.edu

The University of Arizona Native Peoples Technical Assistance Office, in partnership with Native communities throughout Arizona, provides a comprehensive program of university-based technical assistance, technology transfer and research, and educational opportunities for Native peoples across Arizona and beyond.

TRIBAL RESOURCES

Arizona Association for Economic Development (AAED)
Tribal Economic Development Committee
www.aaed.com, under "Committees" select "Tribal" for "Tribal Economic Development"

Arizona Commission of Indian Affairs
www.azcia.gov

Arizona Tribal Library Resources
www.azlibrary.gov/extension/tribal.aspx

Governor's Office of Equal Opportunity
www.azgovernor.gov/eop

National Center for American Indian Enterprise Development (NCAIED)
www.ncaied.org

National Center for Teaming Alliances (NCTA)
www.ncaied.org/ncta/about-ncta

Nineteen Tribal Nations Workforce Investment Area/Board
<https://ina.workforce3one.org>

State of Arizona - Tribal Liaison
http://azcia.gov/tribal_liaison_group.asp

UIDA Business Services/AIPTAC
www.ncaied.org/mcs/uida-consulting-group

U.S. Department of the Interior
Bureau of Indian Affairs (BIA)
www.bia.gov

U.S. Small Business Administration (SBA)
Office of Native American Affairs
www.sba.gov/about-offices-content/1/2960

The Inter Tribal Council of Arizona is a non-profit corporation established by Tribal Governments to provide member tribes a unified voice to promote sovereignty. For a listing of member tribes and their contact information, please visit their website at <http://itcaonline.com>, select "member tribes."



INTER TRIBAL COUNCIL OF ARIZONA

ENTREPRENEURSHIP PROGRAMS AND BUSINESS INCUBATORS



ARIZONA STATE UNIVERSITY, W. P. Carey School of Business The Spirit of Enterprise Center

480-965-0474

www.spiritofenterprise.org

The Spirit of Enterprise Center - Where Campus Meets Community™ - is part of the W. P. Carey School of Business on the Tempe campus of Arizona State University. The center offers innovative programs that benefit students and the business community. The center is home to the prestigious Spirit of Enterprise Awards, presented each year to outstanding entrepreneurial companies.



NORTHERN ARIZONA UNIVERSITY, The W. A. Franke College of Business

928-523-3657

www.franke.nau.edu

The W. A. Franke College of Business at Northern Arizona University provides high-quality business-related training, education, consulting and information resources to businesses, non-profit organizations, tribes and government agencies throughout Arizona's rural and northern communities.

AZ EE



UNIVERSITY OF ARIZONA, Eller College of Management, McGuire Center for Entrepreneurship

520-621-2576

www.entrepreneurship.eller.arizona.edu

The McGuire Center for Entrepreneurship at University of Arizona, Eller College of Management, is committed to enabling and advancing entrepreneurial goals of all university populations. The Center prepares business students to develop their own ventures or bring innovation to the marketplace in a corporate environment. Through it's host of partnerships, the Center is committed to entrepreneurship, business development and technology transfer.

BUSINESS INCUBATORS

Business incubators are designed to provide a structured program to developing technology companies which includes access to first-class facilities, coaching, networking and other services. A list of Arizona's incubators, accelerators, and shared work space facilities can be found at <http://new.innovationaz.com> select "Resources."

UNIVERSITY INCUBATORS

ASU Venture Catalyst

480-884-1860

<http://asuventurecatalyst.org>

Northern Arizona Center for Entrepreneurship and Technology (NACET)

928-213-9234

www.nacet.org

Arizona Center for Innovation (AZCI)

520-382-3260

www.azinnovation.com