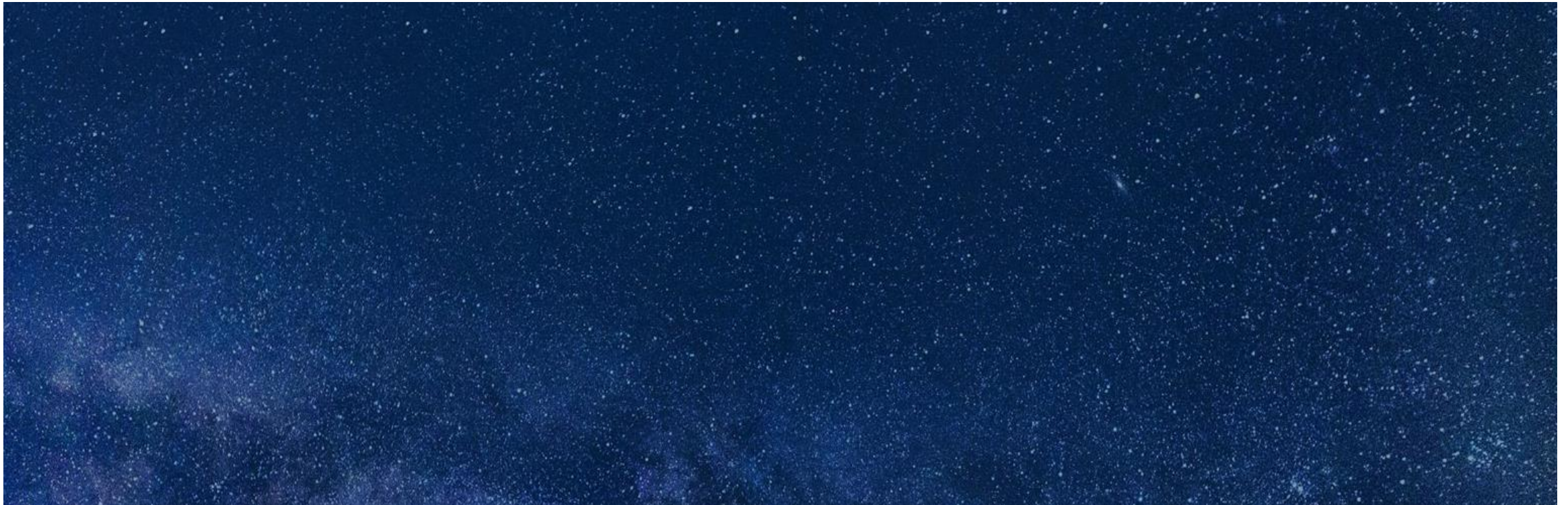




Small Business Development Center Services

ACA SMALL BUSINESS Boot Camp

Tuesday, June 4, 2024





Nancy Sanders

Program Director

Nancy.Sanders@domail.maricopa.edu

- 10 years - SBDC Leadership
- 20 years – Small Business Owner
- Certified Arizona Economic Development Professional (AZED Pro)
- Certified Small Business Counselor (AZSBDC)
- Certified Entrepreneurial Mindset Profile (EMP) Practitioner

SBDC SERVICES



Arizona's largest and most accessible statewide source of assistance for small businesses in every stage of development.



Counseling
(No Fee)



Training



Resources

10 SBDC Service Centers in Arizona

www.AZSBDC.net

ECONOMIC IMPACT AND RECENT STATS



Arizona SBDC's Statewide Impact

2023 Federal Fiscal Year (October 1, 2022 - September 30, 2023)

Total Advising Clients	4970
New Business Starts	501
Jobs Created	1679
Total Capital Infusion	\$137953976
Sales Increase	\$136317709

HOW WE SERVE



Counseling
(No Fee)

Funding for Growth and Expansion
Business Planning - Growth Strategies

Financial Skills Development

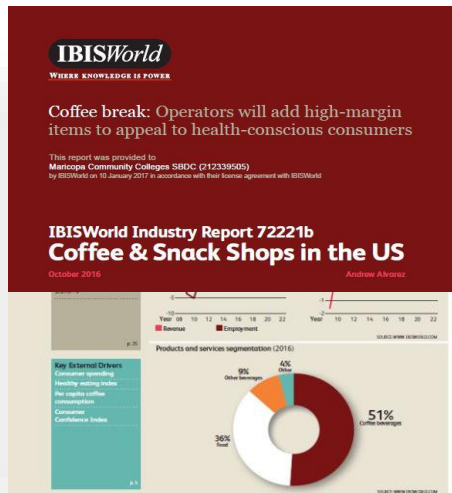
Sales - Marketing – Operations

International Trade – Manufacturing - Technology

TOOLS FOR FUNDING



- ✓ Guidance in loan request and loan package preparation
- ✓ Tools to develop business plans and financial projections



sageworks Industry Data

Industry: 722211 - Full-Service Restaurants
Sales Range: Yearly sales \$1 Million to \$10 Million
Location: US - Arizona
Prepared On: 1/29/2020

INDUSTRY FINANCIAL DATA AND RATIOS

Average by Year (Number of Financial Statements)

Financial Metric	Last 12 Months (1)	2019 (3)	2018 (5)	Last 5 Years (49)	All Years (250)
Current Ratio	--	2.86	2.85	2.85	2.22
Quick Ratio	--	1.55	1.52	1.52	1.28
Gross Profit Margin	--	70.47%	63.18%	60.46%	60.46%
Net Profit Margin	--	7.45%	1.70%	3.27%	3.27%
Inventory Days	--	12.87	12.19	14.89	14.89
Accounts Receivable Days	--	0.15	0.63	1.16	1.16
Accounts Payable Days	--	7.47	13.23	17.09	17.09
Interest Coverage Ratio	--	10.58	21.23	12.94	12.94
Debt-to-Equity Ratio	--	0.93	1.20	2.21	2.21
Debt-Service Coverage Ratio	--	8.43	10.18	6.06	6.06
Return on Equity	--	63.92%	62.96%	39.11%	39.11%
Return on Assets	--	41.62%	25.16%	20.83%	20.83%
Gross Fixed Asset Turnover	--	5.05	3.66	3.56	3.56
Sales per Employee	--	--	--	\$46,973	\$46,973
Profit per Employee	--	--	--	(\$159)	(\$159)

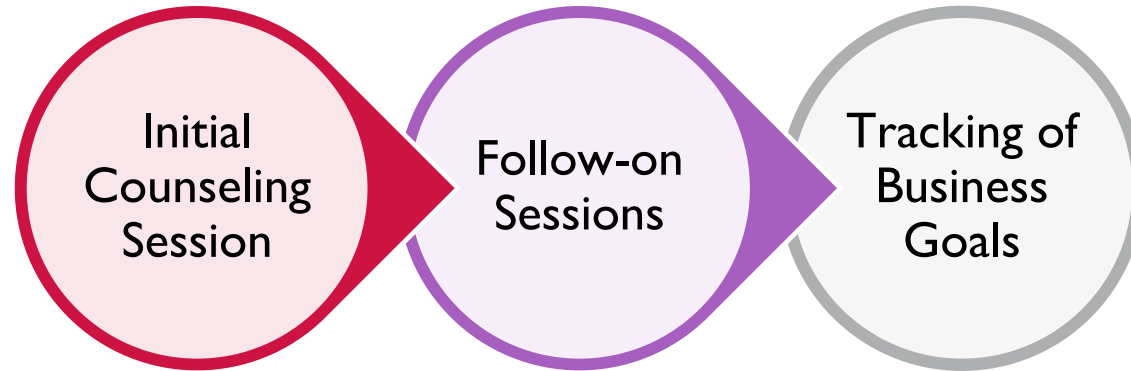
Growth Metric	Last 12 Months (1)	2019 (3)	2018 (5)	Last 5 Years (49)	All Years (117)
Sales Growth	--	0.47%	2.45%	4.65%	4.65%
Profit Growth	--	99.61%	18.28%	22.99%	22.99%

- ✓ Knowledge of commercial loans, types of capital, SBA loan programs
- ✓ Lender referrals
- ✓ Funding strategies

SBDC COUNSELING EXPERIENCE



Complete a Request for Counseling form. <https://www.azsbdc.net>



Identify business goals and areas of assistance needed.

Meet with counselor for regular guidance.

Track and report metrics.

Counseling is by appointment only.

THANK YOU



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