



# SMALL BUSINESS DEVELOPMENT CENTER FY 2023 Economic Impact Accomplishments & Ask

**Speaker: Crystal Mendoza**

MBA - Emphasis in Public Management

**Director of the Small Business  
Development Center at AWC**





## Who we are

The AZSBDC Network works to help launch, grow and sustain small businesses in Arizona. We are Arizona's largest most comprehensive and accessible statewide source of assistance for small businesses in every stage of development.



# SBDC-AWC OPEN COUNSELING SESSIONS @ LOCAL LIBRARIES

SCAN THE QR CODE TO  
REQUEST AN  
APPOINTMENT



- Yuma Main Library: 2 times a month - Tuesdays 1 PM-3 PM
- Somerton City Hall: Second Wednesday of every Month 1 PM-4 PM
- Wellton Library: Third Wednesday of every month 1 PM-3 PM
- San Luis Library: 2 times a month - Thursdays 1 PM-3 PM
- AWC Main Campus Library - First Wednesday of the month 9 am-11 am (School in session)
- AWC Parker Campus - May 25, Aug 24, Nov 9 from 1-3PM
- Quechan Indian Tribe - 2<sup>nd</sup> Thursday of every month 1PM - 3PM



# FY 2023 Workshops Provided

- ▶ Marketing: Take Your Business To the Next Level
- ▶ LoanReady
- ▶ Mi Negocio en Google Incluye lo Basico de Paginas Web y Redes Sociales
- ▶ QuickBooks – Overview
- ▶ Small Business Start-up Licensing
- ▶ San Luis Business Incubator Entrepreneurship program and Presentations from Tenants and Students from Equal Opportunity

# FY 2024 Upcoming Topics

- ▶ Bookkeeping/ Admin
- ▶ Small Business Development Fair
- ▶ Sharing Resources from AZ@Work
- ▶ Prepare for Retirement, SS, and Medicare Contributions
- ▶ Mi Negocio en Google
- ▶ Buy Local Campaign



**\*Not allowed to provide legal or tax assistance**



VISITING LOCAL SAN LUIS BUSINESSES

WELCOME TO SMALL BUSINESS START-UP STEPS!

AMERICA'S **SBDC** ARIZONA  
Arizona Western College

START UP 





CITY OF SAN LUIS, AZ  
ECONOMIC DEVELOPMENT  
CITY OF SAN LUIS, ARIZONA

ARIZONA  SBA





The Small Business Development Center & the City of San Luis are pleased to present:

# Marketing

**MI Negocio en Google**  
**Básicos de Páginas Web y Redes Sociales**

**May 18th**  
 3:30- 4:30 p.m.

SCAN THE QR CODE TO REGISTER AT NO COST!

**San Luis Library**  
 Room A  
 1075 6th Avenue, San Luis, AZ 85349

For businesses that can't attend Zoom Link is available upon registration.

<https://AZSBDC.NET>

The Small Business Development Center & The City of San Luis are pleased to present:

# QuickBooks

**Overview for Small Businesses**  
*Descripción General Para Pequeñas Empresas*

**Thursday July 6th**  
 From 4:00- 5:00 PM  
 SCAN THE QR CODE TO REGISTER AT NO COST!

**LOCATION:**  
 Arizona Western College  
 San Luis Learning Center,  
 Room 105  
 1340 8th Ave  
 San Luis, AZ 85349

Zoom Link is available upon registration.

JESUS SERVIN  
Branch Manager

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THE SMALL BUSINESS DEVELOPMENT CENTER, PPEP MICROBUSINESS AND HOUSING DEVELOPMENT CORPORATION (PMHDC) & THE CITY OF SAN LUIS ARE PLEASED TO PRESENT:

# LoanReady

WORKSHOP

LOCATION  
 AWC SAN LUIS LEARNING CENTER ROOM #101  
 1340 8TH AVE, SAN LUIS, AZ 85349

DATE  
 THURSDAY, OCTOBER 26, 2023.

TIME  
 3:30 PM TO 4:30 PM

LINK ZOOM UPON REGISTRATION  
NO COST WORKSHOP

SCAN THE QR TO REGISTER OR VISIT  
[WWW.AWC.AZSBDC.NET](http://WWW.AWC.AZSBDC.NET)

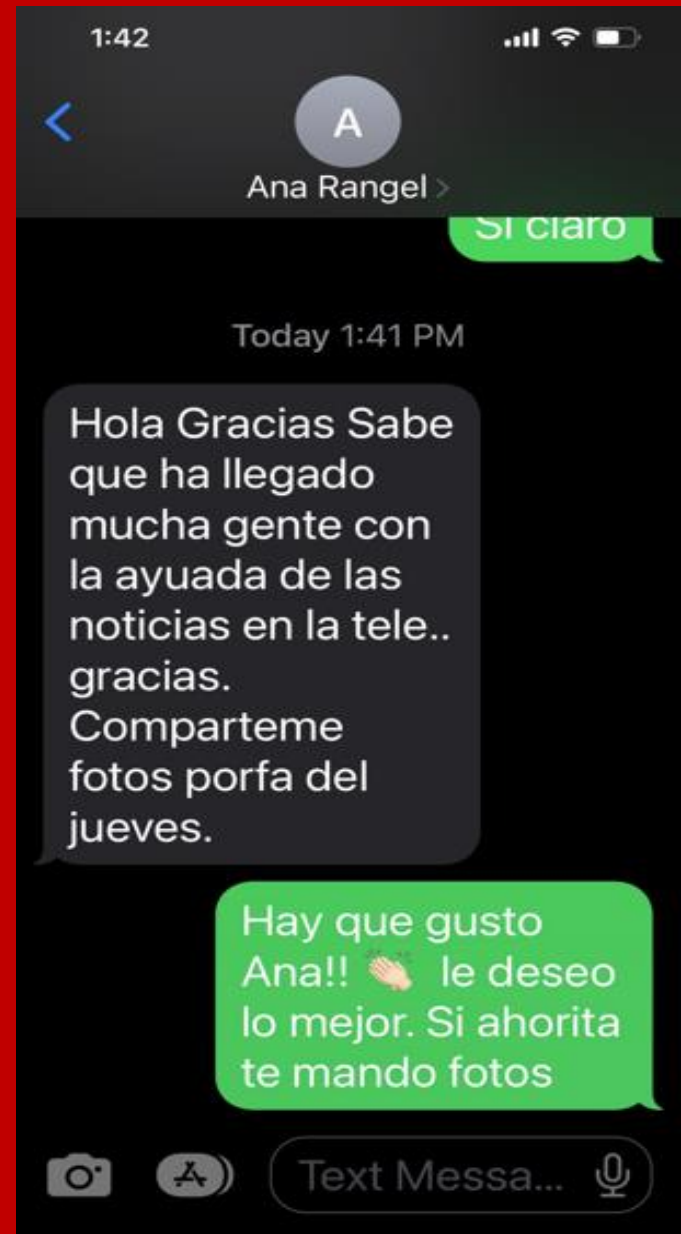




CRV ROASTERS



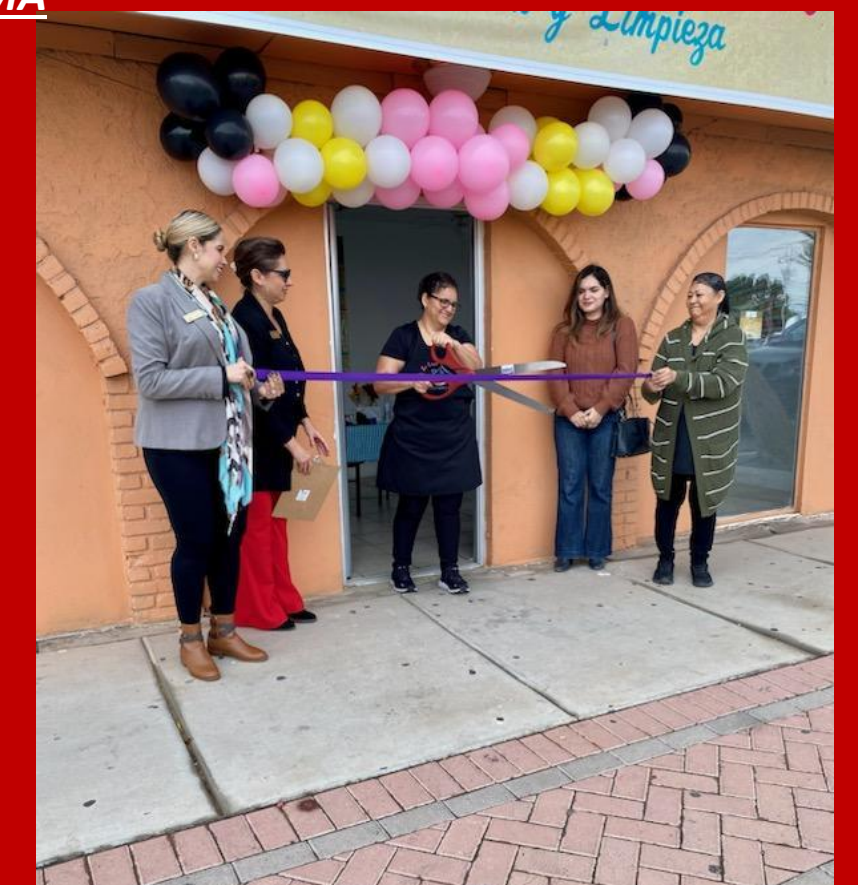
CITY OF SAN LUIS CITY HALL



Local business holds ribbon-cutting ceremony - KYMA

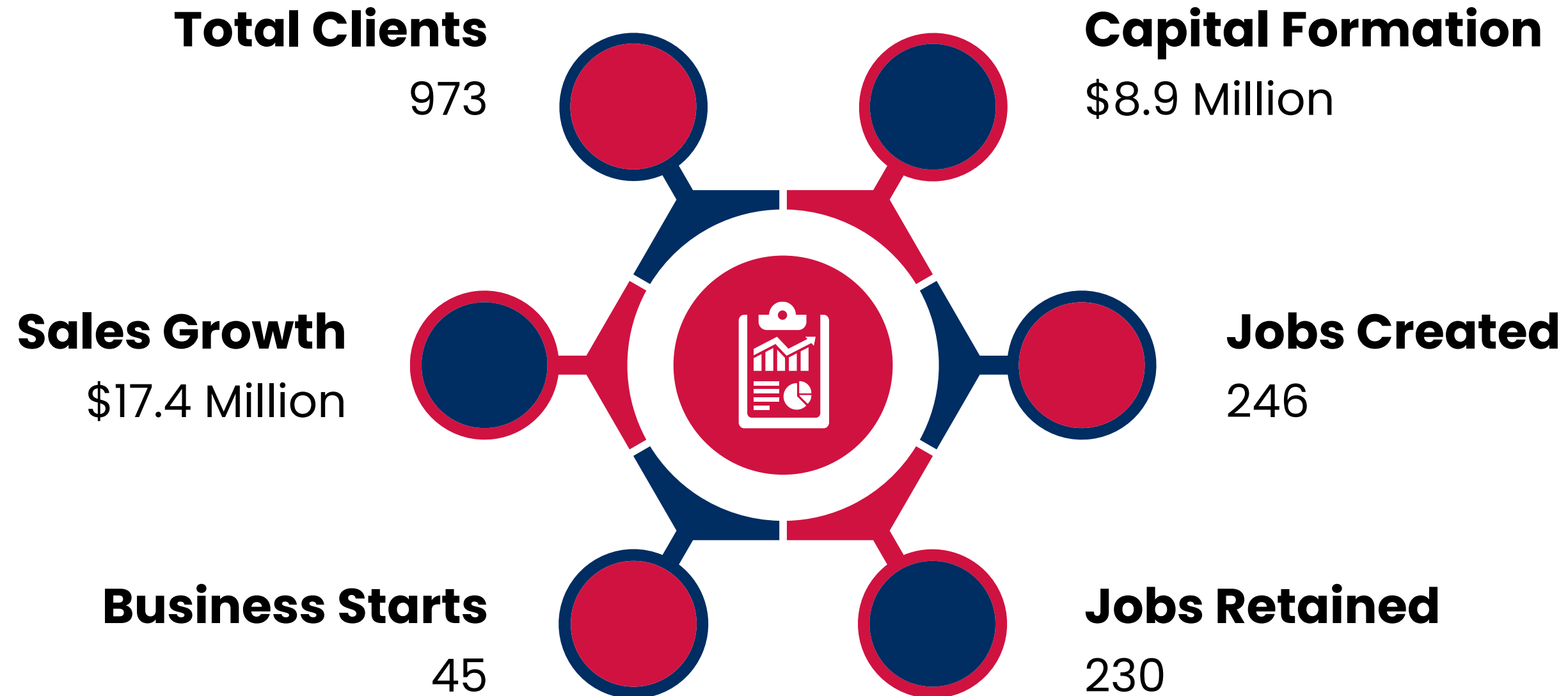


New tamale shop opens in Somerton - KYMA





# AWC SBDC Economic Impact October 2022–September 2023



# AWC SBDC Economic Impact JULY 2023–JUNE 2024

GOALS	ACCOMPLISHMENTS
Business Starts: 3	Business Created: 1
Capital Formation: \$433,682	Capital Formation: \$135,597
Jobs Created: 18	Jobs Created: 11
Jobs Retained: 13	Jobs Retained: 11
Sales Growth: \$600,000	Sales Growth: \$335,200
Customer Count: 60	Customer Count: 27



# SUPPORT SBDC!

## WITH A TAX-DEDUCTIBLE GIFT OF SUPPORT

On average, each dollar spent on Arizona Small Business Development Centers like ours and businesses that receive support, increases sales by \$18, access to \$14 in new capital and creates or retains 6 jobs on every working day!

*The AWC Foundation is a 501 (c)3 nonprofit organization. Federal Tax ID# 86-6051919*

Location	Population	2023-2024 Ask	2023-2024 Approved	2024 – 2025 Ask
San Luis	36074	\$ 13,630.00	\$ 13,630.00	\$ 18,037.00
Somerton	14651	\$ 5,860.40	\$ -	\$ 7,325.50
Wellton	2549	\$ 1,020.00	\$ 1,020.00	\$ 1,274.50
Yuma	99600	\$ 39,840.00	\$ -	\$ 49,800.00
Yuma County	57046	\$ 22,818.40	\$ 22,818.40	\$ 28,523.00
<b>Total</b>	<b>209920</b>	<b>\$ 83,168.80</b>	<b>\$37,468.40</b>	<b>\$ 104,960.00</b>

Salaries & Fringe Benefits	<b>\$ 291,819.10</b>
Small Business Administration	\$ 110,000.00
Host Cash Match - AWC	\$ 110,000.00
Arizona Commerce Authority	\$ 32,000.00
AHEAD Grant	\$ 50,000.00
	<b>\$ 302,000.00</b>

Population per July 1, 2022 Estimates (Per AZ Office of Economic Opportunity)



# Questions?



**Arizona Western College - Small Business Development Center**



**@SBDCAWC**



**@SBDCAWC**



**ARIZONA**  
COMMERCE AUTHORITY