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March 20, 2023

Ralph Velez,
1090 E. Union St
San Luis, AZ 85349

Dear City Manager,

Arizona Western College (AWC) Small Business Development Center (SBDC) services Yuma County to help launch, grown and sustain small businesses. AWC SBDC's main offering to the community is No-Cost one-on-one confidential evaluation and guidance by business counselors. In addition, our center provides other types of no-cost assistance to include training/workshops, business plan assistance, market feasibility and research, marketing strategy development, cash flow analysis, identifying sources of capital, and SBA loan assistance, to name a few. AWC SBDC's goal is to preserve and create small business jobs and revenue, and facilitate capital formation within our community.

AWC SBDC has been working closely with the City of San Luis Economic Development to support entrepreneurs within the community. AWC SBDC has supported local entrepreneurs with San Luis, AZ which in turn has provided an economic impact to the City of San Luis as follows;

	Oct 2021 - Sept 2022	Oct 2022 - Present
Clients	25	14
Total Capital Formation	\$ 160,500	\$ 203,136
Jobs Created	2	17
Jobs Retained	2	12
Sales Growth	\$ 1,337,960	\$ 591,341

With only six months into the Federal Fiscal Year (October 1, 2022 – present), the economic impact will be surpassing the impact made in the previous year. We look forward to this success.

In addition, AWC SBDC will be providing no-cost workshops to San Luis entrepreneurs on March 30, 2023 Business Planning and Government Contracting, July 12, 2023, and October 11, 2023 topics to be determined based on community need.

I am humbly requesting your support, on behalf of AWC SBDC, as we are very limited on funding, which in turn limits our ability to fund or hire experienced personal. Our team is comprised of a full-time bilingual Director, a full-time Administrative Assistant, and a full-time bilingual Business Analyst/Counselor. Our community has a vast need for our services, although due to funding and being understaffed, we are currently not able to meet the needs of the community. I am hereby, requesting support of funding through an Intergovernmental Agreement from all the municipalities served. As seen

