



Introduction to the Pikes Peak SBDC

Pikes Peak Small Business Development Center

FREE CONSULTING | PRACTICAL TRAINING | BUSINESS RESOURCES



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

Overview

1. Who We Are
2. Economic Impact
3. Program Overview
4. Disaster Relief – COVID-19 Program
5. Event Recap



Pike Ride

Who We Are

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Our Mission

To Help Existing and
New Business Grow
and Prosper



AirOSport

Who We Are

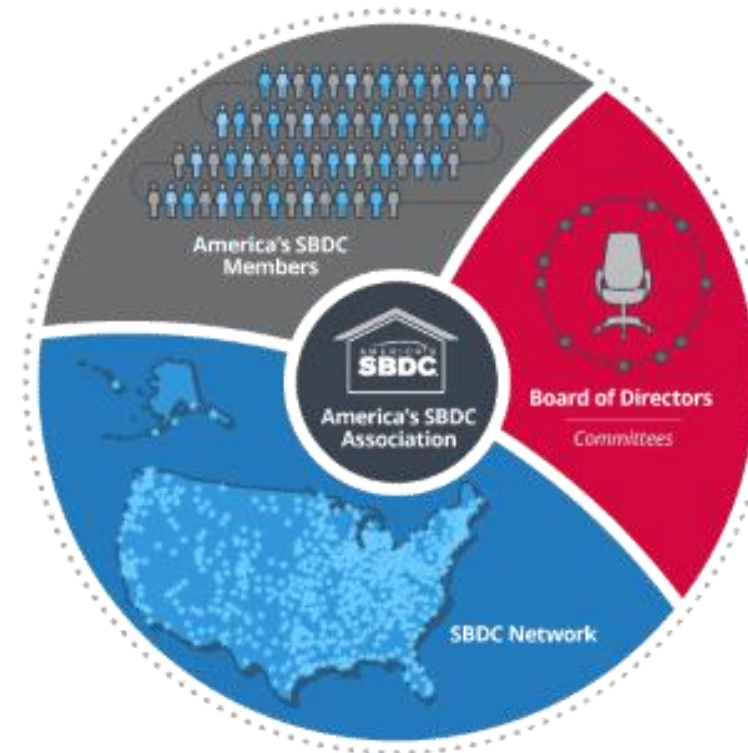
SBA 2014 & 2020 Innovation
& Excellence Award Winner

2020: Pikes Peak SBDC Top 10
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

National Organization

1,000 + Offices Nationwide / 15 in Colorado

Largest Small Business Support Network in the Nation



What We Do

About Us

The SBDC combines information and resources from federal, state and local governments with those of the education system and private sector to meet the specialized and complex needs of the small business community. Consulting experts work in partnership to provide entrepreneurs with crucial information that can mean the difference between success and failure.



SBDC Staff

Aikta Marcoulier
Executive Director



Rita Maynes
Program Manager



Becky Hager
Administrative Assistant



Shaula Denton
Customer Service

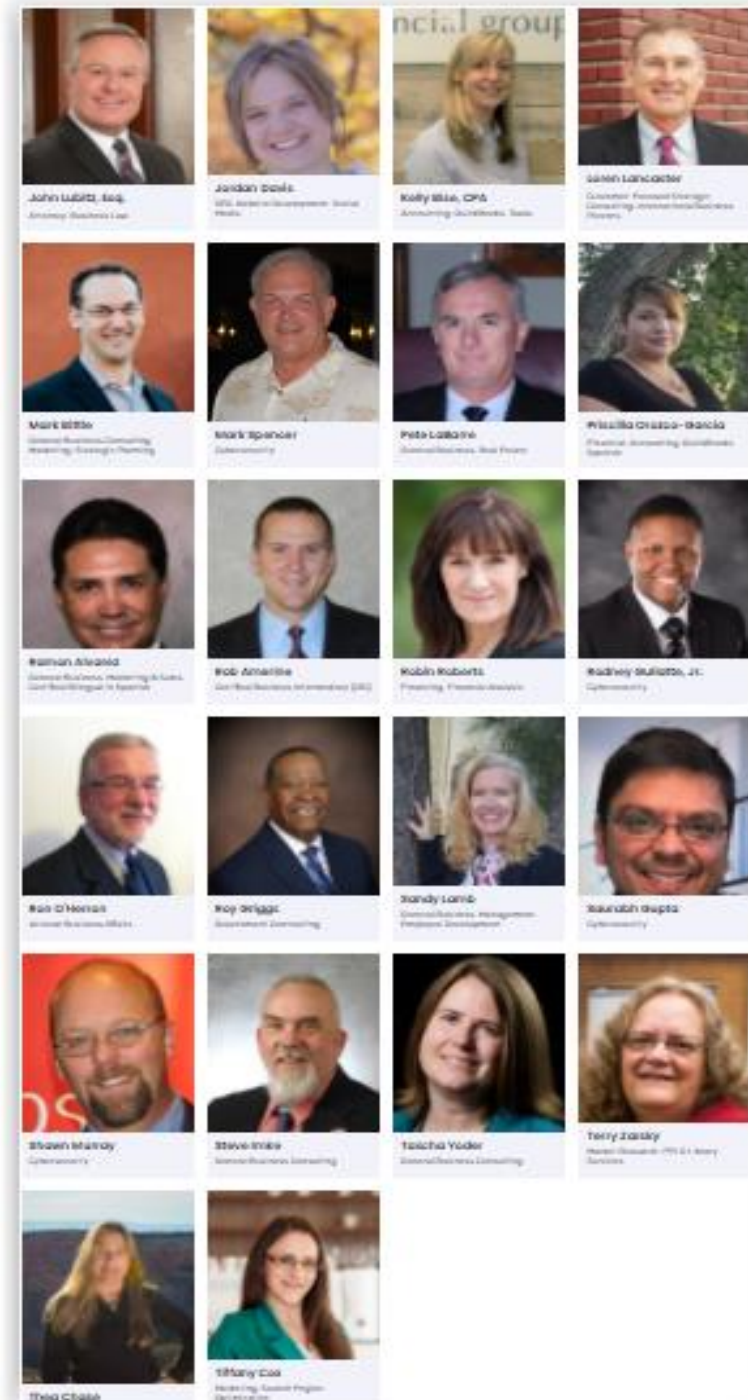
Civic Engagement

We are actively involved on several community boards and committees on local, state, and national levels.

- ✓ Colorado Business Development Foundation Board
- ✓ Better Business Bureau Board of Directors (Executive Committee)
- ✓ Pikes Peak Workforce Center Development Board (Executive Committee)
- ✓ PPCC Business Advisory Board
- ✓ UCCS ROAR Committee
- ✓ CSBJ Women Of Influence Committee
- ✓ Former Census 2020 Business Committee Co-Chair
- ✓ COSSBA Member (Community Agencies Supporting Small Business Advancement)
- ✓ Colorado SBDC Technology Committee
- ✓ Colorado SBDC Marketing Committee
- ✓ Southern Colorado Business Partnership
- ✓ Colorado Springs Chamber & EDC Government Affairs Council (Ex-Officio)
- ✓ America's SBDC Cybersecurity Special Interest Group – Executive Board
- ✓ Go Code Colorado - Judge



Consultants & Facilitators



Locations

Headquarters

Catalyst Campus



Satellite

Tri Lakes Chamber



Satellite

Fort Carson



Satellite

Woodland Park

Economic Impact

2

Small Business Economic Impact
2020-2021

1,111

ACTIVE CLIENTS

2,418

ONE-ON-ONE
FREE
CONSULTING
SESSIONS

3,294

HOURS OF
CONSULTING

189

WORKSHOPS &
EVENTS

9,327

ATTENDEES

16,714

JOBS SUPPORTED
(FEDERAL FY 2020 & 2021)

\$5.04B

ANNUAL SALES
(FEDERAL FY 2020 & 2021)

\$16.28M

GOVERNMENT
CONTRACTS

\$12.36M

CAPITAL
FORMATION

Covid-19 Disaster Relief Program:

606 Active Clients

1,187 Consulting Sessions

580 Consulting Hours

\$2.85M Grants & Loans



PRACTICAL
TRAINING



ONE-ON-ONE
CONSULTING



BUSINESS
RESOURCES



VIRTUAL & ON
DEMAND

PIKESPEAKSBDC.ORG



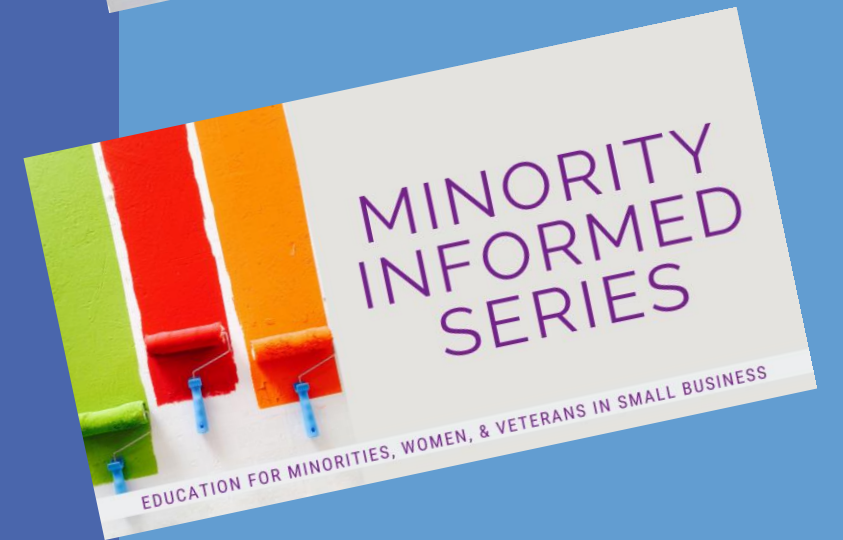
Program Overview

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2020 Programs

- Connect2Dot
- Courses for Creatives
- Disaster Relief – COVID 19
- Leading Edge™
- Minority Business Office
- SBDC TechSource & Cyber: CYA
- Small Manufacturer’s AdvantEDGE
- Southeast COS
- Veterans Small Business
- #SMALLBIZREALTALK
- Office of Early Childhood – Child Care Providers
- UCCS ROAR Program
- Rural Efforts



Disaster Relief – COVID 19 Program

Local: www.pikespeaksbdc.org/prepare
Statewide: www.coloradosbdc.org/covid



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Providing a path to recovery and sustainability

Services

Virtual Consulting & Workshops

Business Assessments

SBA Loans & Grant Programs

Local, State, National Grant Programs

Thermometer & Mask Distribution

Virtual Events


Lead Generation Funnels for Service-Based Businesses
Become the Expert

Thursday, March 4
12:00-1:00 pm

brought to you by

PREPAREDNESS & CONTINUITY

REGISTER
pikespeaksbdc.org




PIKES PEAK Small Business Development Center

REFRESH
Mental Health And The Workplace

Break the Stigma of Mental Health in the Workplace

PART ONE
MAY 26TH
2-3PM

Presenting Sponsor


Instruction Lead By




Delivery & Takeout Services for Restaurants
Pros and Cons

Wednesday, March 10
3:00-4:00 pm

Guides & Resources



COVID-19 Small Business Response Resources

Helping businesses
in Colorado respond
to the current
health crisis

Committee Participation

The SBDC has been an active participant on several committees throughout the region.

- ✓ Joint Information Center (JIC)
- ✓ SBA/SBDC/OEDIT Weekly Meetings
- ✓ CERT (Cmr. VanderWerf's Team)
- ✓ Community Partners & Business Support (CS Chamber)
- ✓ Manitou Business Recovery Committee (Leslie Lewis)
- ✓ Pikes Peak Recovery OEM (Mike Schaub)
- ✓ Pikes Peak Enterprise Zone Grant Fund (Crystal LaTier)
- ✓ Business Recovery Team (CS Chamber & EPC Economic Dev.)

COVID-19 Core TEAM

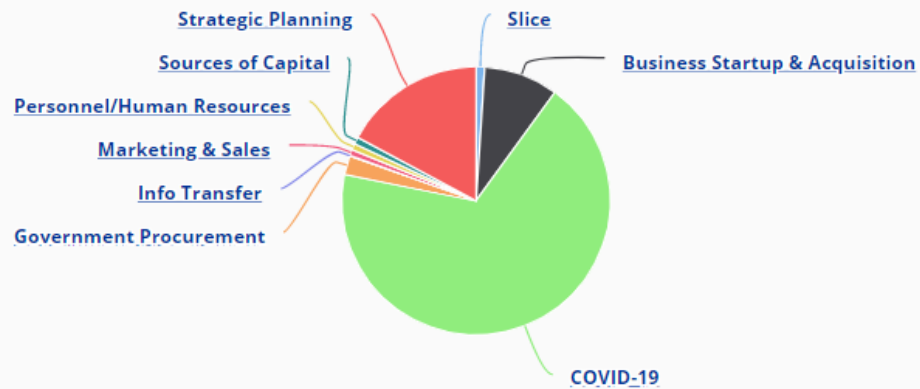
The SBDC has assembled a team of individuals to rapidly assist our business community

- ✓ Navigators
- ✓ Financial/Lending
- ✓ Generalists
- ✓ Insurance
- ✓ Legal
- ✓ HR
- ✓ Cyber
- ✓ Workforce Development
- ✓ PIO
- ✓ County & City Representation

COVID-19 Program Activity

Consulting Hours by AOC

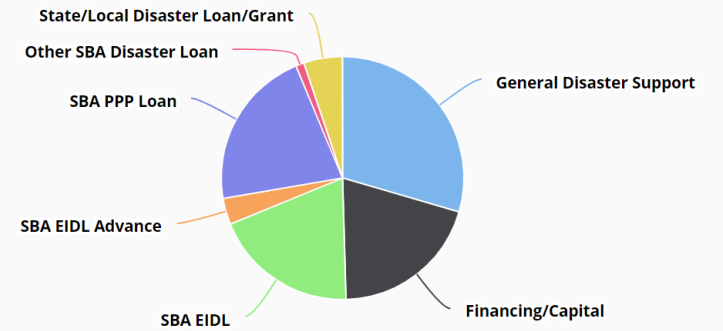
Drill to Area of Counseling



2020:

Consulting Hours by AOC

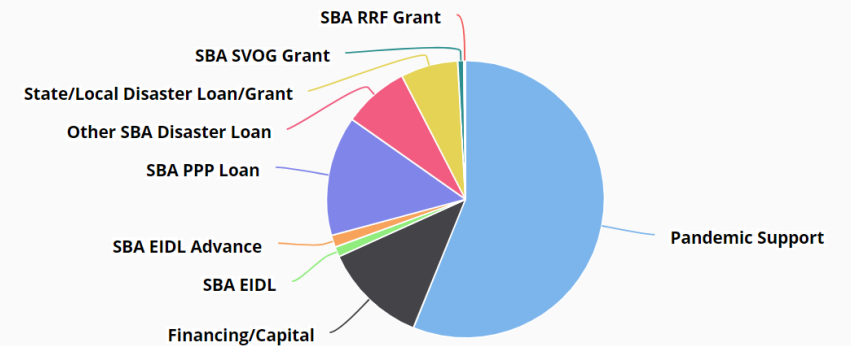
COVID-19 / by Area of Counseling



2021:

Consulting Hours by AOC

COVID-19 / by Area of Counseling



Stories

Red Leg Brewing Company



ArtbyRizzo



Sparkles & Lace



Bundle Up & Spring Into Small Business & Toolkit

A Community Collaboration

Small Business Campaigns which are a direct result of the Business & Entrepreneurship Recovery Team

- ✓ Downloadable Logos and Marketing Material
- ✓ Business Toolkit
- ✓ Videos and Stories





Small Business SWAG!

Distributed by Chambers of Commerce



Small Business Saturdays

A Virtual Celebration

The Pikes Peak SBDC, Better Business Bureau and Colorado Springs Business Journal continue to hold LIVE Small Business Saturday events, showcasing small business throughout the region.

So far, since November 28th, we have had over 6,000 views!

PIKES PEAK REGION MEDIA TOUR

NOVEMBER 21, 8:00 AM-12:00 PM

Everyone's Invited!
customers + media + businesses



Jen Casceller

Mackenzie Maltby Tamayo

Alisa Marzadin - SBDC

Jonathan Albert

Stories

Red Leg Brewing Company



ArtbyRizzo



Sparkles & Lace



Events

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2021 Small Business Week Pikes Peak Region



EPIC Workshops

EPIC Awards Banquet

EPIC Small Business Celebration!

2021 Cybersecurity for Small Business Summit

A Statewide Colorado SBDC TechSource Event



Attend virtually • Attend in person at The Pinery at the Hill

- Colorado SBDC TechSource statewide event
- In-person & virtual summit in 2021
- Tracks for all levels, key notes

2021 Veterans Small Business Summit

A Statewide Colorado SBDC Event



- Colorado SBDC Statewide Event
- In Person & Virtual summit
- Tracks for all levels

Spark Mindset



Ascension



4 Level

Tint Technologies



Lytle Electric



Jewell PR



Heritage Arsenal

Venture Surplus



In Closing...

www.pikespeaksbdc.org





QUESTIONS?

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