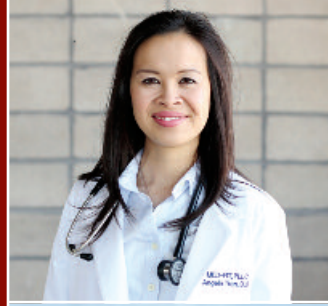


# ANNUAL REPORT

## 2022

### COLORADO SMALL BUSINESS DEVELOPMENT CENTER NETWORK (SBDC)

Colorado Office of Economic  
Development and International Trade





# Colorado

Office of Economic  
Development and  
International  
Trade

## Letter from the OEDIT Executive Director

On behalf of the State of Colorado and the Colorado Office of Economic Development and International Trade, I would like to introduce you to our Colorado Small Business Development Centers (SBDC).

Colorado is home to over 550,000 entrepreneurs and small businesses. From coffee shops to industrial manufacturing, small businesses are at the heart of the Colorado economy. The network of SBDCs ensures that every Coloradan who owns a business—or who is considering going into business—has access to free consulting and free or low-cost training in order to succeed.

Our SBDCs can help with writing a business plan, creating financials, cash flow management and marketing assistance. The SBDC network is part of the Colorado Office of Economic Development and International Trade, an agency that has made the retention and creation of jobs throughout the state its first and only priority.

As a part of our Colorado Blueprint strategic plan, we are committed to building a business-friendly environment, increasing access to capital and growing our Colorado companies. I congratulate the Colorado Small Business Development Center Network for its service to Colorado's small businesses to help us achieve this mission.

Sincerely,

A handwritten signature in blue ink that reads "Kenneth W. Lund". The signature is written in a cursive, flowing style.

Ken Lund

Executive Director, Colorado Office of Economic Development and International Trade



## Letter from the State Director

The Colorado SBDC Network is a vibrant network of fourteen centers strategically positioned throughout the state to ensure that residents of every county have access to small business assistance. We offer free, confidential consulting and free or low-cost training to both existing businesses and aspiring entrepreneurs.

Our directors and consultants assist clients everyday with the preparation or fine-tuning of business plans, financial management, operations assistance, loan applications and marketing initiatives. SBDC training seminars cover timeless small business issues like cash flow management, as well as new and emerging trends such as the use of social networking sites to market small business.

We appreciate the support of our host organizations, which include higher education institutions, chambers of commerce, and economic development organizations; these funding partners and community contributors help to ensure the Colorado SBDC Network's continued success. We are grateful to the volunteers and consultants who work with the SBDC to maintain the highest level of quality of our programs for the entrepreneurs of Colorado.

We are proud to publish this update on our productivity and economic impact in 2012. Please enjoy the success stories contained within—your success is Colorado's success.

Sincerely,

A handwritten signature in blue ink, appearing to read "Kelly Manning". The signature is fluid and cursive, with a large initial "K" and a long, sweeping tail.

Kelly Manning  
State Director, Colorado SBDC Network



## PURPOSE

To offer business consulting and training that maximizes the economic potential of Colorado entrepreneurs.

## MISSION

To help businesses start, grow and prosper in Colorado.

## VISION

To be the #1 statewide business resource for entrepreneurs in Colorado.

## SBDC SERVICES

- Free and confidential, one-on-one consulting
- New business feasibility analysis
- Assistance with access to capital
- Intensive management training seminars for existing businesses
- Business resource libraries with access to current business data, demographics, economic gardening, ring studies, and statistics
- Small business advocacy
- Government procurement, international trade, and marketing assistance

**The SBDCs are dedicated to helping small businesses throughout Colorado achieve their goals of growth, expansion, innovation, increased productivity, management improvement and success. The SBDC network combines the resources of federal, state and local organizations with those of the educational system and private sector to meet the specialized and complex needs of the small business community. Management, financial and marketing experts work in partnership to provide entrepreneurs with crucial information that can mean the difference between success or failure.**



## *How to use this Report*

This report highlights the cooperation between community organizations that support small business. Academic institutions, economic development organizations, local government and corporate partners all play a part in the success of the SBDC Network. The participation of these entities is crucial to the support given to the businesses in your area.

This report contains success stories of SBDC clients as well as financial impact numbers, organized by center and congressional district. The SBDC Network helps businesses across the state start, grow and prosper through free, confidential consulting, and low-cost training programs.

Through the one-on-one consulting and low cost trainings, the Colorado SBDC was able to assist in the generation of \$55.57 in capital formation for every federal grant dollar obtained by the state. In addition, \$64.58 in capital formation was obtained for every dollar our local host organizations and communities contributed.

**If you have or know of a business that needs assistance**, contact your local SBDC center to make an appointment. Contact information can be found on pages 48 and 49 of this report. Clients can also find their local center or register online for consulting at **[www.coloradosbdc.org](http://www.coloradosbdc.org)**.

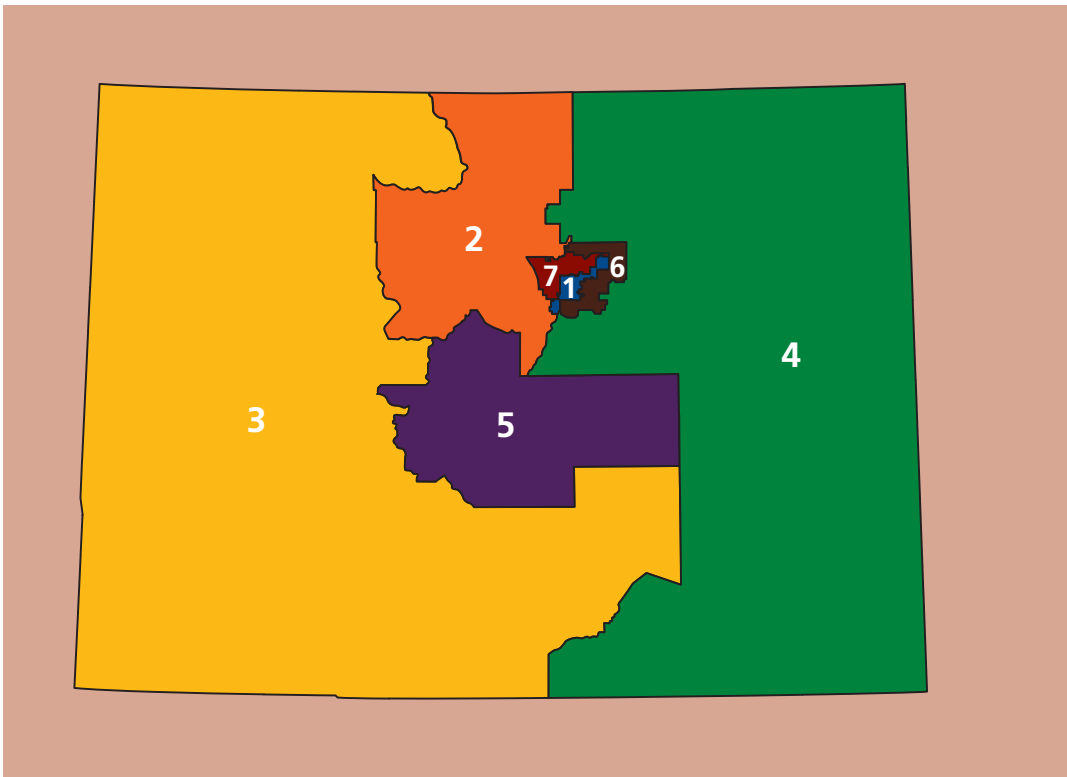
**If you are a public or private community organization** that is looking to partner with the SBDC Network, please contact the Lead Center Office at 303-892-3840.

*The materials in this Annual Report are based upon work partially supported by the U.S. Small Business Administration under Cooperative Agreement Number 0-7620-0012-11. Any opinions, findings, and conclusions or recommendations expressed in this Annual Report are those of the editor and do not necessarily reflect the views of the U.S. Small Business Administration. The support given by the U.S. Business Administration to this activity does not constitute an expressed or implied endorsement of any opinions, products and/or services mentioned in this Annual Report.*

# 2012 District Totals

District	1	2	3
Counseled Clients	1,056	1,505	1,699
Training Attendees	2,518	3,473	2,790
Jobs Created	293	443	428
Jobs Retained	555	406	390
Business Starts	37	73	139
Increased Sales	\$14,905,188	\$10,730,598	\$4,729,073
Contracts	\$51,309,180	\$13,039,575	\$3,380,615
Capital Formation	\$12,304,480	\$21,723,577	\$29,543,462

# Colorado District Map



4	5	6	7	TOTALS
1,244	576	1,044	410	6,080
2,317	729	2,758	1,075	11,827
396	146	202	51	1,706
665	186	571	40	2,202
108	12	78	20	369
\$8,352,998	\$2,432,730	\$7,506,337	\$2,075,712	\$41,150,587
\$3,245,550	\$45,000	\$6,879,550	\$3,634,000	\$71,019,920
\$29,639,409	\$402,400	\$10,841,336	\$2,503,900	\$93,613,328

\*Although North Metro Denver and South Metro Denver are found in multiple districts, they have only been accounted for once in the Network Totals

District	SBDC Center	Federal US Representatives
1	Denver Metro	The Honorable Diana DeGette
2	Boulder	The Honorable Jared Polis
	Larimer County	
	North Metro Denver	
	Northwest Colorado	
3	Southwest Colorado	The Honorable Scott Tipton
	Grand Junction	
	Southern Colorado	
	San Luis Valley	
4	West Central	The Honorable Cory Gardner
	La Junta	
	Northeast–East Central Colorado	
5	South Metro Denver	The Honorable Doug Lamborn
	Colorado Springs	
6	North Metro Denver	The Honorable Mike Coffman
	South Metro Denver	
7	North Metro Denver	The Honorable Ed Perlmutter
<b>Colorado U.S. Senators</b>		
The Honorable Michael Bennet & The Honorable Mark Udall		

# Colorado General Assembly (2012)

Colorado Senators	District
The Honorable Irene Aguilar	32
The Honorable Bob Bacon	14
The Honorable Betty Boyd	21
The Honorable Greg Brophy	1
The Honorable Bill Cadman	10
The Honorable Morgan Carroll	29
The Honorable Joyce Foster	35
The Honorable Angela Giron	3
The Honorable Kevin Grantham	2
The Honorable Lucia Guzman	34
The Honorable Ted Harvey	30
The Honorable Rollie Heath	18
The Honorable Mary Hodge	25
The Honorable Evie Hudak	19
The Honorable Cheri Jahn	20
The Honorable Michael Johnston	33
The Honorable Keith King	12
The Honorable Steve King	7

Colorado Senators	District
The Honorable Mike Kopp	22
The Honorable Kent Lambert	9
The Honorable Kevin Lundberg	15
The Honorable Shawn Mitchell	23
The Honorable John Morse	11
The Honorable Linda Newell	26
The Honorable Jeanne Nicholson	16
The Honorable Scott Renfroe	13
The Honorable Ellen Roberts	6
The Honorable Mark Scheffel	4
The Honorable Gail Schwartz	5
The Honorable Brandon Shaffer	17
The Honorable Nancy Spence	27
The Honorable Pat Steadman	31
The Honorable Lois Tochtrop	24
The Honorable Jean White	8
The Honorable Suzanne Williams	28

Colorado Representatives	District
The Honorable Cindy Acree	40
The Honorable David Balmer	39
The Honorable Mark Barker	17
The Honorable Randy Baumgardner	57
The Honorable John Becker	63
The Honorable Don Beezley	33
The Honorable Laura Bradford	55
The Honorable J. Paul Brown	59
The Honorable Edward Casso	32
The Honorable Kathleen Conti	38
The Honorable Don Coram	58
The Honorable Lois Court	6
The Honorable Brian DelGrosso	51
The Honorable Crisanta Duran	5
The Honorable Mark Ferrandino	2
The Honorable Rhonda Fields	42
The Honorable Randy Fischer	53
The Honorable Bob Gardner	21
The Honorable Deb Gardner	11
The Honorable Cheri Gerou	25
The Honorable Millie Hamner	56
The Honorable Chris Holbert	44
The Honorable Dickey Hullinghorst	10
The Honorable Matt Jones	12
The Honorable Janak Joshi	14
The Honorable Daniel Kagan	3
The Honorable John Kefalas	52
The Honorable Andy Kerr	26
The Honorable Jim Kerr	28
The Honorable Jeanne Labuda	1
The Honorable Sanford Lee	18
The Honorable Claire Levy	13
The Honorable Larry Liston	16

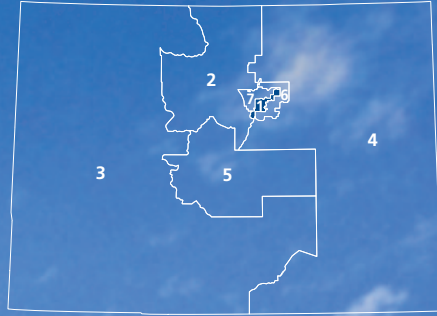
Colorado Representatives	District
The Honorable Marsha Looper	19
The Honorable Tom Massey	60
The Honorable Elizabeth McCann	8
The Honorable Wes McKinley	64
The Honorable Frank McNulty	43
The Honorable Joel Miklosi	9
The Honorable Carole Murray	45
The Honorable B.J. Nikkel	49
The Honorable Dan Pabon	4
The Honorable Sal Pace	46
The Honorable Cherylin Peniston	35
The Honorable Kevin Priola	30
The Honorable Robert Ramirez	29
The Honorable James Riesberg	50
The Honorable Su Ryden	36
The Honorable Sue Schafer	24
The Honorable Ray Scott	54
The Honorable Judy Solano	31
The Honorable Jerry Sonnenberg	65
The Honorable John Soper	34
The Honorable Amy Stephens	20
The Honorable Ken Summers	22
The Honorable Spencer Swalm	37
The Honorable Keith Swerdfeger	47
The Honorable Libby Szabo	27
The Honorable Nancy Todd	41
The Honorable Max Tyler	23
The Honorable Glenn Vaad	48
The Honorable Edward Vigil	62
The Honorable Mark Waller	15
The Honorable Angela Williams	7
The Honorable Roger Wilson	61



# District One

Dating back to the 1800s during the times of the Colorado gold rush, Denver has acted as a gateway for individuals who have come to Colorado and the Rocky Mountain Region to prosper. Similarly, today, the Denver Metro SBDC acts as a portal for entrepreneurs to begin down the road to success. Hosted by the Denver Metro Chamber of Commerce, this center leads the way in providing new and innovative services for small business by helping entrepreneurs start, grow and prosper. The Denver Metro center acts as a catalyst for new programming that is often replicated across the network. This center was awarded the 2012 U.S. Small Business Administration Small Business Development Center of the Year for Excellence and Innovation.

District 1	Denver Metro	Totals
Counseled Clients	1,056	<b>1,056</b>
Training Attendees	2,518	<b>2,518</b>
Jobs Created	293	<b>293</b>
Jobs Retained	555	<b>555</b>
Business Starts	37	<b>37</b>
Increased Sales	\$14,905,188	<b>\$14,905,188</b>
Contracts	\$51,309,180	<b>\$51,309,180</b>
Capital Formation	\$12,304,480	<b>\$12,304,480</b>



## **MEDFIT** Med-Fit MEDICAL WEIGHT LOSS

Med-Fit, PLLC provides physician-supervised individualized weight management systems designed to help overweight and obese clients lose and maintain a healthy weight.

Owner Dr. Angela Tran is Board-Certified in Internal Medicine and Obesity Medicine and has practiced in primary care since 2007. Despite Angela's extensive education and experience, she admits she knew very little about how to start a business when she decided to seek assistance from the Denver Metro SBDC in January of 2012.

Angela met with an SBDC consultant for business plan development and review, as she was in the process of applying for a \$400,000 SBA loan. Soon after, Wells Fargo awarded Angela a \$230,000 SBA practice finance loan. The Denver Metro SBDC also referred an attorney, accountant and banker, all of whom currently sit on Angela's professional advisory board. Angela also sought marketing assistance from an SBDC consultant, who helped her orchestrate and execute her marketing plan; including website development, advertising, public relations, search engine optimization, outreach and networking.

"The assistance I received from the Denver Metro SBDC is the root of my success," says Angela. "They really helped to create structure and provided me with the resources and tools to make sure my business was on the road to success."

Angela dealt with many obstacles before opening her doors in September of 2012. "Believing in my product, who I am and how I add value has helped me to move forward despite my obstacles. The SBDC gave me the confidence to overcome all the challenges I faced when starting my business."

Just three months after starting her business, Angela built a client base of over 40 patients, with gross revenue of about \$108,000. She has two full time employees, including a personal trainer and a medical assistant.

Angela is a true example of business success in the Denver community. A leader in the health and wellness industry, one of the fastest-growing industries in Colorado, Angela advises other business startups to be adaptable. "You have all of your plans in your mind and how you want things to occur, but the reality is that it could change. If you go with the flow you can achieve success."

CONSULTED BY

**DENVER METRO SBDC**

SPONSORED BY

**DENVER METRO CHAMBER OF COMMERCE**



**“Believing in my product, who I am and how I add value has helped me to move forward despite my obstacles. The SBDC gave me the confidence to overcome all the challenges I faced when starting my business.”**



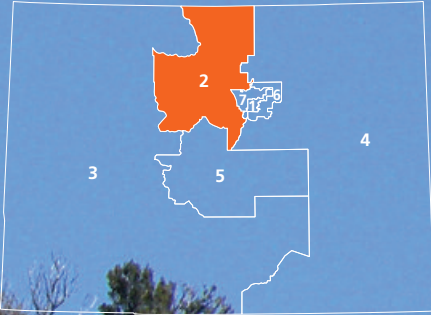


District 2	Boulder	Larimer County	North Metro Denver	Northwest Colorado	Totals
Counseled Clients	600	326	410	169	<b>1,505</b>
Training Attendees	1,408	879	1,075	111	<b>3,473</b>
Jobs Created	182	160	51	50	<b>443</b>
Jobs Retained	228	129	40	9	<b>406</b>
Business Starts	25	24	20	4	<b>73</b>
Increased Sales	\$5,307,192	\$3,309,034	\$2,075,712	\$38,660	<b>\$10,730,598</b>
Contracts	\$9,276,075	\$109,500	\$3,634,000	\$20,000	<b>\$13,039,575</b>
Capital Formation	\$10,306,650	\$7,845,699	\$2,503,900	\$1,067,328	<b>\$21,723,577</b>

Rick Ciminelli/IDS

# District Two

District Two is home to Boulder, Fort Collins, North Denver and the I-70 mountain corridor. Each of these areas boast unique entrepreneurial communities surrounded by universities and the great natural beauty for which Colorado is famous. Located at the base of the Rocky Mountains, the Boulder and Larimer County SBDCs provide a variety of services to its constituents, including entrepreneurial classes and specialty programs targeting emerging



industries, including bioscience and aerospace. The Northwest Colorado SBDC provides consulting and training to the mountain towns of the I-70 corridor. Most importantly, all four centers show their clients that being in business *for* yourself does not mean being in business *by* yourself. Through continuous support, these centers enable the ever-expanding range of clients in their relative communities to grow and flourish.





**“The class facilitated our connection to a great group and together we helped each other build our businesses.”**



## ERC Insulation

As a majority woman-owned and operated business, based in Boulder, ERC Insulation was launched in answer to an unmet need in the marketplace. Three years after launching, ERC already has 18 employees and is still growing rapidly.

The story surrounding the formation of ERC Insulation began in 2006, when Elton and Christine Randall formed Elton Construction and Design. Elton had difficulty finding a spray foam contractor for his jobs, so he sought a solution to this problem. Elton purchased a trailer with a spray foam reactor, which he could use to do his own spray foam jobs. "Elton used it a few times, and then, this massive piece of equipment sat in our driveway. We started getting more calls for spray foam subcontracting work and what I saw sitting in my driveway was an opportunity," recalls Christine. Thus, ERC Insulation was born in 2010, and Christine became CEO. Together, ERC and Elton Construction and Design offers residents and small commercial businesses a one-stop-shop for energy evaluation and energy solutions implementation.

Early in the company formation process, Christine attended the Leading Edge Entrepreneurship Series produced by the Boulder SBDC with sponsorship from the Colorado Green Building Guild. Christine was able to build a network of "like-minded" business people through the series, which became invaluable to her and the business: "The class facilitated our

connection to a great group and together we helped each other build our businesses." Since that series, Christine has continued to attend Boulder SBDC workshops and events such as the annual *Contract Opportunities Fair*, and she currently participates in the Colorado Emerging Ventures program. Christine takes advantage of the no cost, one-on-one consulting program where she has found the Boulder SBDC to be "supportive, knowledgeable, and inspirational." Christine shares that "Some people offer consulting from a place of never having done: the Boulder SBDC comes from a place of personal experience and knows how to help."

From its Boulder base, ERC Insulation serves Boulder, Denver, Jefferson, Eagle, Garfield and Pitkin Counties—and continues to grow. In addition to great timing, mentors and partners like the Boulder SBDC, Christine attributes their success to a strong focus on quality products, installations and personal customer care. Christine cares deeply about her community, and is a mother, business leader and environmental advocate. She is already thinking about their next company venture.

CONSULTED BY  
**BOULDER SBDC**  
SPONSORED BY  
**BOULDER CHAMBER OF COMMERCE**

## Earth2Man

Need a quick boost of healthy energy? Java Raiz can save your day. Made with organic flame raisins grown in California and 100 percent Kona coffee from Hawaii, Java Raiz is a healthy treat you can take anywhere. The ingredients are simple, but extremely good for you. Organic flame raisins are made from red grapes, which include more antioxidants than a typical (Thompson) raisin. Kona coffee beans are grown in volcanic soil, which provides many more minerals and nutrients than other coffees. The newest Java Raiz product includes natural unsweetened cocoa with the coffee for a mocha flavor.

"I never liked raisins," admits Linda Griego, "but I knew I should be eating them for my health." Her creation of coffee-infused raisins was originally an accident. "But it made the raisins taste so much better!"

Linda's business, Earth2Man, was created with the hope to promote environmental education for children throughout the world. Java Raiz, which she started selling in May of 2011, is a subset of that goal. A percent of profits goes to environmental programs that educate youth and provide hands-on opportunities that teach children how to protect our planet. Her beliefs are echoed on all Java Raiz packaging: Earth2Man = Conserve.

Linda was a field service engineer before starting Earth2Man, and knew nothing about starting a business or the process of getting a food product to market. "The classes and people at the Larimer County Small Business Development Center were, without a doubt, the foundation for my business. They were so committed to my needs and questions—without them, I'd still be doing research. They even helped me push my old truck to get it started one day!" said Griego.

"The SBDC provided knowledge, resources and business contacts." One contact Linda made through the SBDC was especially helpful: Amy and Gregg Lasley, owners of the commercial kitchen where Linda now makes Java Raiz.

CONSULTED BY  
**LARIMER COUNTY SBDC**  
SPONSORED BY  
**FRONT RANGE COMMUNITY COLLEGE**

*Photos and article by Heidi Muller*





**“The classes and people at the Larimer County Small Business Development Center were, without a doubt, the foundation for my business.”**





**“We’re very grateful for the support from the SBDC and Business Resource Center. We couldn’t have opened in time for summer without their help.”**



## Big Daddy's Sports Bar

Laura Warren and Butch Lontine have a long history with operating and managing dining establishments. So when the opportunity arose for the couple to secure a location in west Glenwood, they were eager to bring a new sports bar to the area.

"The community really needed a place for locals and tourists alike to kick back, relax and watch their favorite sporting events with an affordable, quality meal."

The concept for Big Daddy's Sports Bar was born. Like many small business owners, they needed a little support and guidance in getting their business up and running. This is where the Northwest Colorado SBDC and Roaring Fork Business Resource Center came into play.

Laura heard about the services offered and began meeting on a regular basis with the Northwest Colorado SBDC. Together they worked through a business plan and cash flow projections that Laura could share with area lenders to secure additional funding. The Center introduced Laura to a number of lenders, and she was successful in obtaining the financing she needed.

"We're very grateful for the support from the SBDC and Business Resource Center," said Laura. "We couldn't have opened in time for summer without their help!" Featuring 20 HD TVs, including a 92-inch big screen, Big Daddy's is now open for business.

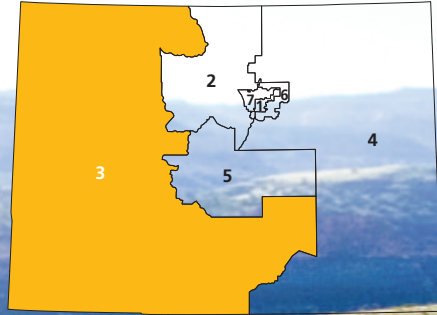
CONSULTED BY  
**NORTHWEST COLORADO SBDC**  
SPONSORED BY  
**COLORADO MOUNTAIN COLLEGE,  
SUMMIT CAMPUS**

District 3	Southwest Colorado	Grand Junction	Southern Colorado	San Luis Valley	West Central	Totals
Counseled Clients	459	439	173	240	388	1,699
Training Attendees	1,345	293	609	469	74	2,790
Jobs Created	146	107	64	29	82	428
Jobs Retained	126	154	20	6	84	390
Business Starts	26	38	22	20	33	139
Increased Sales	\$1,585,530	\$1,345,035	\$126,132	\$191,780	\$1,480,596	\$4,729,073
Contracts	\$0	\$0	\$922,400	\$2,436,745	\$21,470	\$3,380,615
Capital Formation	\$6,984,613	\$17,142,849	\$2,007,950	\$862,600	\$2,545,450	\$29,543,462



# District Three

The peaks and valleys of District Three cover the largest geographical territory in Colorado. Like this diverse territory, the five centers in this district cover a host of specialties that represent the diverse population of business in the area. Experts reflect the needs of the clientele in oil and gas, manufacturing, tourism, and the arts, as well as the traditional service industries of small businesses. The SBDC centers from Grand Junction to Southern Colorado are able to help companies gauge and respond to arising issues to ensure a consistent level of success in the future.





**“The process of working with the SBDC and Incubator staff has been invaluable, not only in providing reasonable rent that has been essential to the success of my company, but also in providing me the free business guidance and skills needed to succeed.”**



## TempOrthotics LLC

In 2003, Cinde Waller was injured and overlooked in the ER. After three years of being undiagnosed, she ended up having a bi-lateral disectomy, but after surgery, she had no support for her jaw. Being the creative person that she is, she used a ribbon and tied it in a position to elevate her jaw away from the pain. After a few alterations, her first brace was completed and she used it every day during her recovery. Her doctors observed its use and requested braces for other patients. Cinde pursued and received a patent in 2010. Thus, TempOrthotics was born.

TempOrthotics LLC is a company providing an instrument of relief, used by Temporomandibular Joint Disorder patients for the support and stability they need for post-surgical healing and assisted relief of TMJD tension-related pain. Cinde has created products that are extremely compatible with nighttime dental sleep appliances that require the jaw to remain in a secure, stable, closed position.

Cinde is used to making tough decisions and she believes that one of the most important decisions she has made to date has been to make sure TempOrthotics LLC remains a Colorado company. The SBDC program has assisted her along the way by helping her find local sewers, evaluating her marketing strategy and website, and working with her to help ensure her readiness to take on investors. “The personal interest the staff takes in my company and its success is priceless,” states Cinde. “The process of working with the SBDC and Incubator staff has been invaluable, not only in providing reasonable rent that has been essential to the success of my company, but also in providing me the free business guidance and skills needed to succeed.”

CONSULTED BY  
**GRAND JUNCTION SBDC**  
SPONSORED BY  
**WESTERN COLORADO BUSINESS  
DEVELOPMENT CORPORATION**

## Kirby House Agro, LLC

“No occupation is so delightful to me as the culture of the earth, and no culture comparable to that of the garden ... But though an old man, I am but a young gardener.”<sup>1</sup> This quote by our third U.S. president, Thomas Jefferson, sums up how Paul Niebel feels about his love of gardening after a varied and interesting career. Paul has been living in the San Luis Valley for about 18 years and in his retirement, decided to turn his hobby into a small business. He officially opened Kirby House Agro, LLC, and just completed the Leading Edge business training series. “What I liked most about the classes was that they stimulated my movement forward and provided tools and ideas to better organize and run my business.” His greenhouse is behind the historic Kirby House, a well-known Sanford icon. In fact, his brother-in-law’s grandparents were the Kirbys and many folks around the area remember them fondly.

At Kirby House Agro, you can purchase drip irrigation systems, flowers (both annual and perennial), vegetable seeds, and starters. He grows everything from seed and only sells what will grow in the dry, alpine climate. He is not out to compete with other greenhouses, but to work in collaboration. His philosophy is two-fold—have fun and educate others.

Paul is a Vietnam veteran who has worked professionally as a nurse, EMT, potato inspector, and wilderness youth instructor. He is married to Delores, who will be retiring from 28 years of teaching and is a native to the area. They met at a dance in New Mexico. Paul loves to waltz and was impressed with Delores’s dancing. His bachelor’s degree is in history and archeology from the University of New Mexico, so if you have time, he will also tell you about some of the heritage plants and the story of what makes them special, rare, beautiful and interesting. He sells the dry bean called the “Manassa Martin,” which was brought to the Valley by the early Mormon Pioneers.

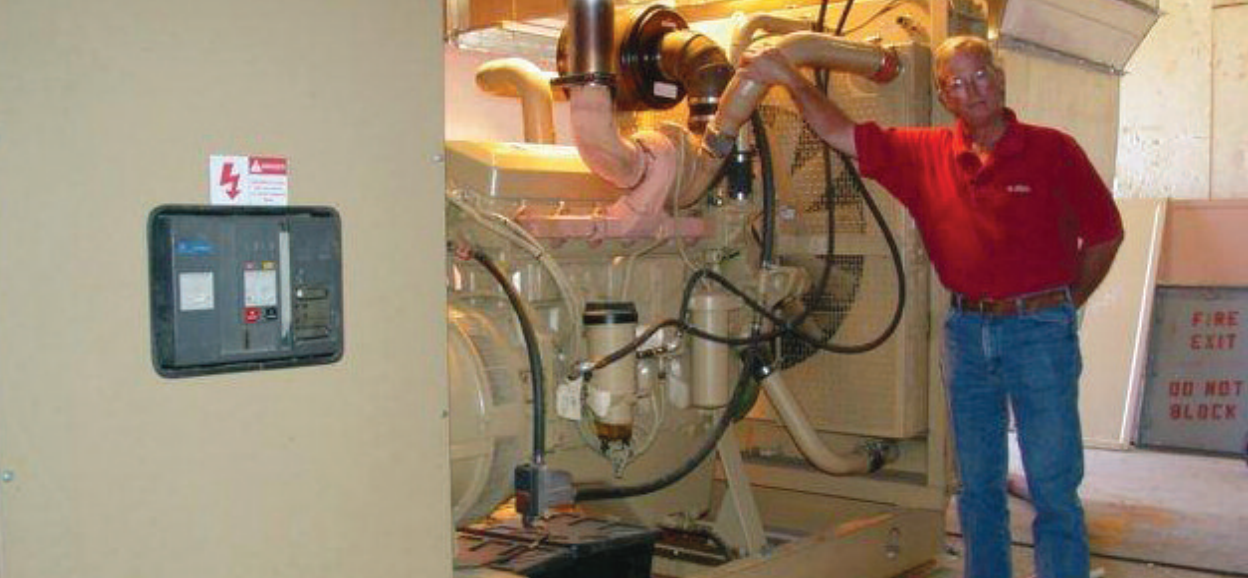
<sup>1</sup> (Jefferson to Charles W. Peale, August 20, 1811. Lipscomb, Andrew A. and Albert Ellery Bergh, ed. *The Writings of Thomas Jefferson*, Volume 13. Washington D.C., 1903–04, p. 79.)

CONSULTED BY  
**SAN LUIS VALLEY SBDC**  
SPONSORED BY  
**ALAMOSA COUNTY ECONOMIC  
DEVELOPMENT CORPORATION**





**“What I liked most about the classes was that they stimulated my movement forward and provided tools and ideas to better organize and run my business.”**



**“The SBDC not only gave us the tools to form a successful business plan, but they continue to provide relevant classes and topics to keep us one step ahead of the competition.”**



## Western Power Group, Inc.

Western Power Group is in the business of generators and related equipment. They offer generator installations and services such as periodic maintenance, diagnostic and repair to generators and transfer switches from the cell phone tower on the mountain top to the generator providing backup power to the office building downtown.

Janet is President of Western Power Group Inc. and was introduced to the SBDC when she attended the Leading Edge Program, a twelve-week program that allowed her to prepare a successful business plan and obtain a line of credit for the business. Over the years, Janet has continued to attend business workshops sponsored by the SBDC on topics that cover marketing, business policy and healthcare. "The SBDC not only gave us the tools to form a successful business plan," says Janet, "but they continue to provide relevant classes and topics to keep us one step ahead of the competition."

In 2002, the economy was experiencing a downturn and the company that John was working for in Denver decided to close its generator sales division. When John lost his job, he immediately contacted the generator manufacturer that he had been selling for and asked if he could continue to sell their products. John and Janet already had a shop building and office near Walsenburg from their previous business, so it didn't take long to set up shop.

Most of their competition is located in the Denver area, so Western Power Group is able to offer more competitive pricing and less travel time to fix and service generator equipment in southern Colorado. Their generator technicians are factory trained and have an Electrical Generating Systems Association Certification. Because of their knowledge of generators and their great customer service, the business is able to attract customers across the entire state of Colorado.

There is no doubt the power generation business will continue to provide innovative power solutions to our world as our world's hunger for reliable and cost efficient energy continues to grow.

CONSULTED BY  
**SOUTHERN COLORADO SBDC**  
SPONSORED BY  
**PUEBLO COMMUNITY COLLEGE**

## The Pet Haus

Pet Haus specializes in everything you need for your dogs and cats. They carry food, collars, leashes, tools, treats, supplements and grooming equipment. President and CEO Louis Galinson says, “If we don’t have it—we know where to get it.”

He opened his store on the busiest corner in La Plata County in November of 2009. As the proverb goes, he saw a need for a supplier in the pet industry and decided to fill it.

Louis took the Starting Your Business and Leading Edge for Entrepreneurs workshops offered by the SBDC. He explains, “The Leading Edge course showed me how serious yet attainable a business can be if you’re realistic about it. The business certainly wouldn’t have come to fruition without the classes and they certainly made it a lot easier. I worked on my business plan for four months before I approached a bank for a loan. I did tons of research and when the numbers showed it was a viable business, I decided to get the capital to make it happen.”

Louis worked with a business advisor on the financials and the nuances of the lease agreement on the building. Again, Louis put lots of time into researching similar stores in other mountain towns with similar populations to gauge the viability of the business.

“Running the numbers and showing the possibilities and potential of the business was really important and made me feel comfortable in moving forward.”

Louis also got advice from family members, friends and other business owners in town. “I ask my clients what they want, adjust inventory and modify things as needed over time. Creating relationships in the community is important.” Pet Haus contributes to local charities and works with the Humane Society, local trainers, day cares and kennels to continue growing the business.

Galinson has two cats and two dogs who also love the store.

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**SOUTHWEST COLORADO SBDC**  
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**“The Leading Edge course showed me how serious yet attainable business can be if you’re realistic about it. The business certainly wouldn’t have come to fruition without the classes.”**



**“Thanks to the consulting and opportunities presented through the SBDC, I am now able to have a store front on Main Street with Debbie as my collaborator.”**





## Match-Maker

When D'Medici Footwear opened this spring, the West Central SBDC saw the need to introduce Debbie Tenaglia to Jim Sigle. The West Central Small Business Development Center (SBDC) works with a variety of businesses and non-profits throughout the Montrose area helping them prosper. Why introduce these two people? Debbie owns D'Medici Footwear in Montrose and Jim Sigle is a custom boot maker from Delta. The SBDC saw the opportunity for these two businesses to work together and help each other grow, so they encouraged them to meet.

At the initial meeting with Jim and Debbie, the synergy created with the collaboration of these two businesses was obvious. Jim now not only creates custom boots and moccasins for D'Medici clients, but also custom orthotics. Debbie also invited Jim to demonstrate his craftsmanship at Main in Motion each

week in front of her store. This allows people to come and see how a custom boot or moccasin is made. Jim encourages everyone to stop by and observe this art form as very few people know how boots are made. "Thanks to the consulting and opportunities presented through the SBDC, I am now able to have a store front on Main Street with Debbie as my collaborator," says Jim. When Jim completes a pair of boots, they are truly a unique work of art that the owner can enjoy wearing for years. One day soon, both Jim and Debbie hope to see their footwear walking all over the Montrose area.

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**WESTERN STATE COLORADO UNIVERSITY**

District 4	La Junta	Northeast-East Central Colorado	South Metro Denver	Totals
Counseled Clients	129	481	634	1,244
Training Attendees	72	562	1,683	2,317
Jobs Created	76	169	151	396
Jobs Retained	37	97	531	665
Business Starts	30	20	58	108
Increased Sales	\$528,500	\$2,393,873	\$5,430,625	\$8,352,998
Contracts	\$0	\$0	\$3,245,550	\$3,245,550
Capital Formation	\$3,719,133	\$17,582,840	\$8,337,436	\$29,639,409

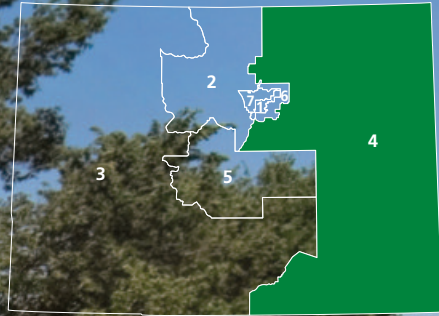


Matt Inder/Miles/Colorado Tourism Office



# District Four

District Four spans the eastern plains of Colorado and offers a diverse range of economic activities and opportunities. From universities to agriculture, this district offers a thriving economy full of small towns and distinct farming communities. District Four maintains several SBDC programs hosted by academic institutions from Greeley and Fort Morgan all the way down to La Junta and Lamar. Based mainly in agricultural areas, these centers concentrate on working with local community organizations to foster growth in Colorado's rural communities.



## Reid Aviation & Aerial Spraying, LLC

Born and raised on a farm and ranch in northeastern Colorado, Josh Reid operated all sorts of farm equipment that functioned by the use of steering wheels, levers, and pedals. Now living in Springfield, Colorado (Baca County) in the far southeastern part of the state, Josh still operates equipment that, yes, functions by the use of steering wheels, levers, and pedals. The levers and pedals are now attached to his own airplane, and soon to come, another plane and a helicopter.

Early in 2012, Josh started Reid Aviation & Aerial Spraying, LLC in Springfield. Josh's new business allows him to integrate the farm and ranch life he still loves with his passion for flying. Josh is certified by the Colorado Department of Agriculture to apply chemical sprays to farm fields for weed and pest eradication as well as industrial rights of way and general public health.

With the help of the Small Business Development Center at Otero Junior College in La Junta, Josh wrote a three-phase business plan to present to potential investors. Southeast Colorado Enterprise Development (SECED) in Lamar approved initial funding for phase one of Josh's plan. Josh used the funds to purchase a small two-person plane as the first plane in his new business. As Josh's business grows and he implements the other two phases of his business plan, he will purchase a larger plane and a helicopter for chemical spraying as well as the hangar and assets of a current aerial spraying business in his community.

Josh plans to market his aerial spraying business to farmers from Arizona to Iowa to south Texas to the Canadian border. Josh says, "Farmers rely on a quality and reliable spraying service for the very best crops. My success will be measured by customer creation and retention. I owe a lot to my family and friends, the SBDC, and SECED in helping make this dream no longer a dream, but a reality."

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**LA JUNTA SBDC**  
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**“Farmers rely on quality and reliable spraying service for the very best crops. My success will be measured by customer creation and retention. I owe a lot to my family and friends, the SBDC, and SECED in helping make this dream no longer a dream, but a reality.”**





**“The SBDC was very helpful in assisting us with budgeting, forecasting, and contacting financial companies. We were fortunate to work with the SBDC, which was very instrumental in assisting us in securing funding and getting us through the building process.”**



## Vince's GM Center

Vince and Jana Schreivogel purchased their first GM franchise in July of 1983. Vince's Chevrolet-Olds-Cadillac, Inc. was located at 1332 Senter Avenue in Burlington, Colorado, for 18 years.

In February of 2000, Vince and Jana purchased Bull Rush Motor Co., which was a Buick-Pontiac-GMC dealership. The two stores were consolidated and named Vince's GM Center. The business was moved to 1697 Rose Avenue in Burlington.

General Motors discontinued the Oldsmobile franchise in 2001 and Pontiac in 2009, making Vince's GM Center the four franchise dealer it is today. Schreivogel stated, "Over the years, we have acquired new customers and friends by being passionate about customer service."

In December 2009, General Motors announced a program for its dealers called "Facility Image." Vince's GM Center had outgrown its facility in all departments, and if they wanted to progress and continue to grow their business, they needed to consider building a new dealership. Not knowing where to begin,

the Schreivogels contacted the Northeast East-Central Colorado SBDC for some guidance. "The SBDC was very helpful in assisting us with budgeting, forecasting, and contacting financial companies. We were fortunate to work with the SBDC, which was very instrumental in assisting us in securing funding and getting us through the building process."

On May 27, 2011, they broke ground on their brand-new facility located one block west of their old location, at 1847 Rose Avenue. One year later, they moved into their new dealership. "I began selling cars in 1972 at this very location, which at that time was a Ford dealership. Forty years later, this is truly a dream come true," stated Vince. "Since moving into our new facility, our sales have increased by more than 30 percent."

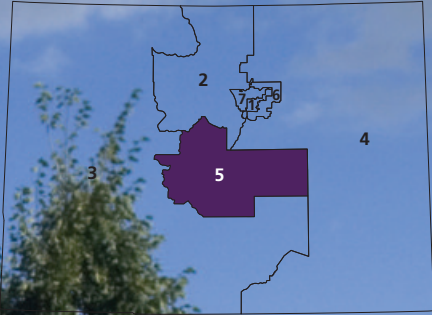
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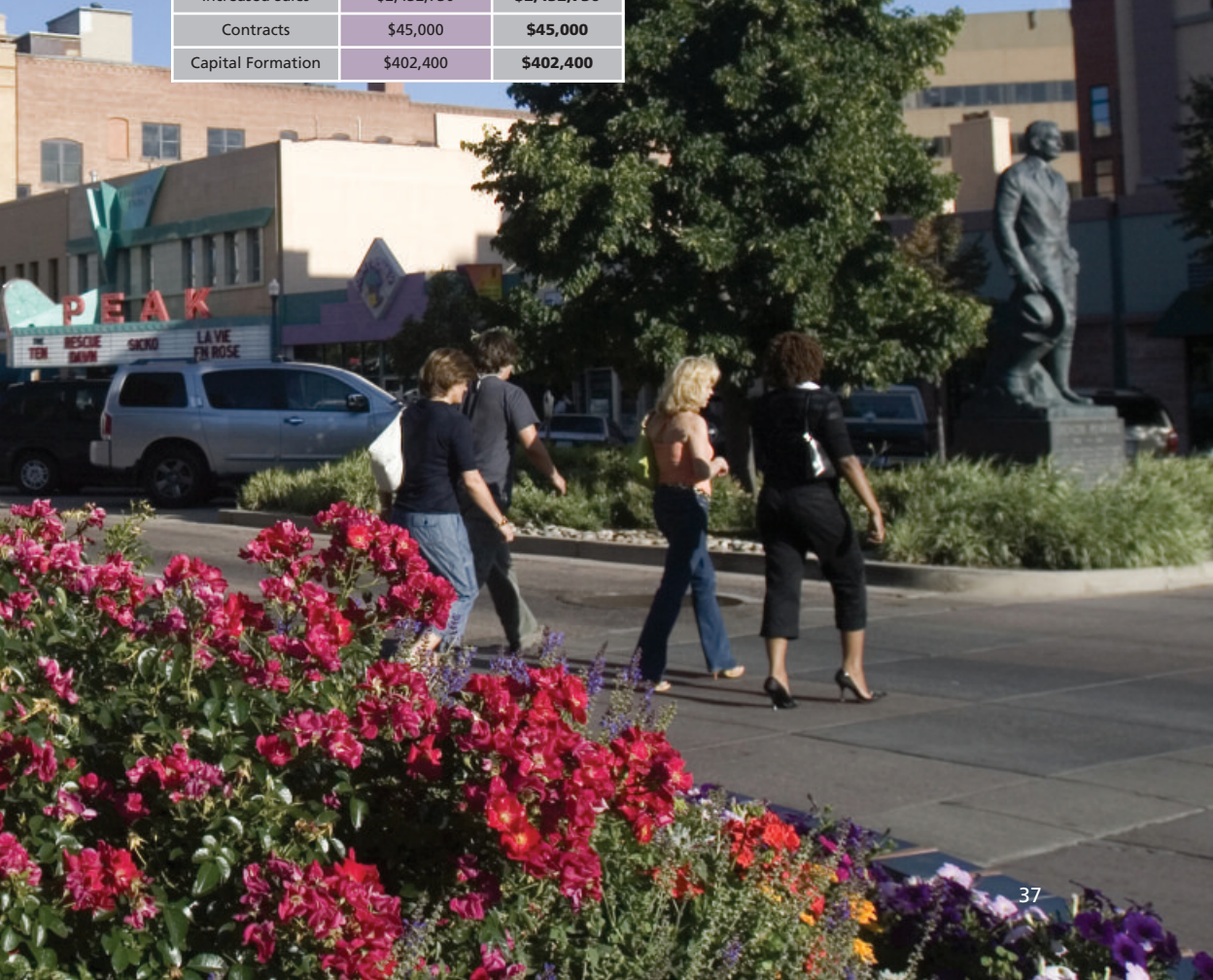
Matt Incden/Miles/Colorado Tourism Office

# District Five

Colorado Springs is the state's second most populated city. With successful high tech and tourism industries, Colorado Springs is always home to exciting new business ventures. The SBDC is hosted by the University of Colorado Colorado Springs. In addition to assisting start-up ventures, the Colorado Springs SBDC also focuses on mature and growth stage businesses and hosts specialty programs for veteran-owned companies.



District 5	Colorado Springs	Totals
Counseled Clients	576	<b>576</b>
Training Attendees	729	<b>729</b>
Jobs Created	146	<b>146</b>
Jobs Retained	186	<b>186</b>
Business Starts	12	<b>12</b>
Increased Sales	\$2,432,730	<b>\$2,432,730</b>
Contracts	\$45,000	<b>\$45,000</b>
Capital Formation	\$402,400	<b>\$402,400</b>





**“The Colorado Springs SBDC helped us realize that we had a legitimate dream. They guided us and provided us with tools to make the best decision for us at the time.”**





## YoYogurt YoYogurt

IT'S ALL GOOD

“We have to open a yogurt shop; it’s the craze in California. Now is the time to bring it to Colorado.” This is how the story started for now successful business owners Nic Grzecka and sisters Liz Johnson and Amanda Ralston. Realistically, the dreams of an entrepreneur aren’t fulfilled overnight. This is a story of a dream that was.

Within one day, the three entrepreneurs had an idea, researched their plan and looked for a location for their first store. Shortly thereafter, they purchased their first location. Nic knew they needed more money. He had heard of the SBDC and made an appointment to meet with an SBDC consultant who was also president of a local bank. The great benefit of seeking advice from an expert is that you’ll get the truth. Nic left the SBDC consulting session feeling somewhat discouraged about traditional funding yet energized about alternative options that may be available. “The Colorado Springs SBDC helped us realize that we had a legitimate dream. They guided us and provided us with tools to make the best decision for us at the time.” After some further research, Nic was able to obtain a line of credit from a local bank to cover the cost of equipment. With hard work, determination, and the support of friends, YoYogurt opened their doors on March 21, 2011.

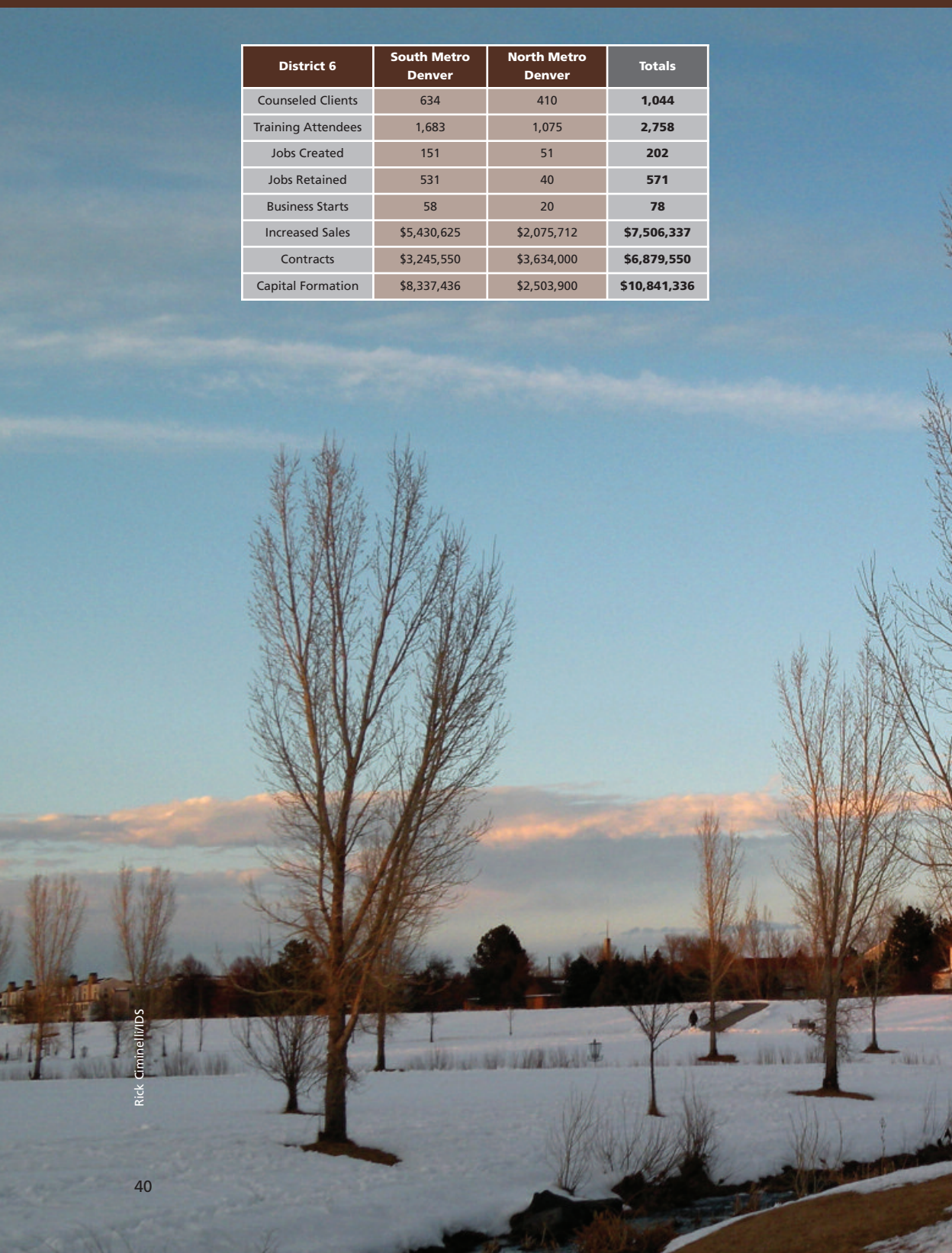
With four successful locations and three more opening soon, they attribute their success to strategy and support, innovative and consistent promotions, a simple but perfect logo, and a family atmosphere. “Stand true to what you are and you will thrive.”

YoYogurt is now able to share their success by helping to build the local community. Each Wednesday, all store locations support a community organization and give 5 percent of all revenue to the supported group. Past groups include the Relay for Life, sponsorship of D-11 school aerospace projects, and Urban Peak.

Each grand opening has been on a family birthday, including their second event which their father was able to attend in June of 2011. The family plans to have many more grand openings with birthday celebrations in the years to come.

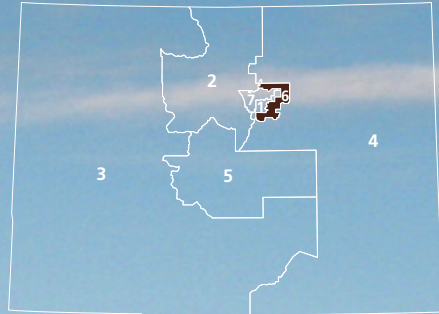
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COLORADO SPRINGS**

District 6	South Metro Denver	North Metro Denver	Totals
Counseled Clients	634	410	<b>1,044</b>
Training Attendees	1,683	1,075	<b>2,758</b>
Jobs Created	151	51	<b>202</b>
Jobs Retained	531	40	<b>571</b>
Business Starts	58	20	<b>78</b>
Increased Sales	\$5,430,625	\$2,075,712	<b>\$7,506,337</b>
Contracts	\$3,245,550	\$3,634,000	<b>\$6,879,550</b>
Capital Formation	\$8,337,436	\$2,503,900	<b>\$10,841,336</b>



# District Six

The south metro area is highly populated by a variety of businesses located in Littleton, Highlands Ranch, Parker, Aurora and Castle Rock. From Denver's Tech Center to Aurora's expanding renewable energy hub, the area is consistently flourishing and presenting business opportunities, particularly in the emerging industries of clean tech, information technology and aerospace. The South Metro Denver SBDC is hosted by the innovative South Metro Denver Chamber of Commerce. Known for their marketing prowess, the center exhibits a tremendous amount of marketing programs that support area businesses with a focus on growing the new energy economy.





## Sushimee

In March of 2007, six-year-old Miles Louison started a small business, The Dessert Company LLC, with the help of his mother, Lynnea. It was just a few weeks before he started his new venture that Miles stumbled upon the idea that his company would be formed around a design—a candy concoction that was made to look like a piece of sushi.

“I actually found [candy sushi] in a kids cookbook ... I had never heard of it before and I thought it was a really cool recipe that would be fun to make because I love sushi and I love candy,” says Miles. “I asked my mom to help me make it, and I really liked it, so I asked if we could start making it to sell to people.”

Miles and Lynnea began selling to family and friends, and the word quickly spread. After being named the 2009 Colorado Minority Enterprise Youth Entrepreneur, Miles was featured on 9News and in the *Aurora Sentinel*, which were both picked up by national news outlets.

The accolades led to huge growth within the company. With the business moving full steam ahead, Lynnea started looking to help Miles plan for the future. She enrolled in the Leading Edge course through the South Metro Denver SBDC.

Lynnea’s work in the class allowed her to structure the business so Miles could continue to own and operate it while going to school and participating in activities like any other kid. “The SBDC courses helped me form a business plan, find potential risks, and devise strategies to mitigate them,” said Lynnea. After just 10 weeks in the class, Miles and Lynnea signed a contract with a commissary kitchen, found people to make the products, and set up the candy shelf which facilitates online orders to vendors and customers.

Miles also participated in and won the 2011 Denver Start-Up Weekend. Working with his team, Miles changed the name of the company to Sushimee, launched a new website, developed a new spicy candy sushi called “Dragon Roll,” and was introduced to executives from national food chains who are interested in selling his products at their locations.

Coming off his Start-Up Weekend experience and looking forward to a bright future, Miles had this wisdom to offer to all entrepreneurs: “Any business can change in two days.”

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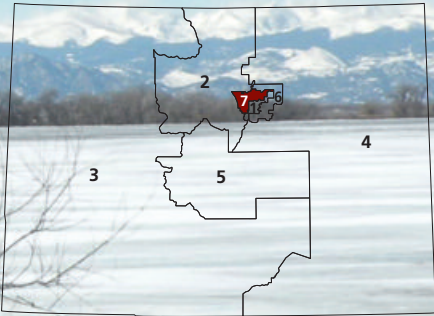
**“The SBDC courses helped me form a business plan, find potential risks, and devise strategies to mitigate them.”**





# District Seven

Colorado's newest congressional district wraps around the city of Denver and covers large parts of Adams County. The North Metro Denver SBDC covers this successful suburban business area and offers advice and consulting to its small business community. The center also collaborates with its neighbors to address the needs of the district's diverse population, taking advantage of its proximity to the Denver Metro and Boulder SBDCs.



District 7	North Metro Denver	Totals
Counseled Clients	410	410
Training Attendees	1,075	1,075
Jobs Created	51	51
Jobs Retained	40	40
Business Starts	20	20
Increased Sales	\$2,075,712	\$2,075,712
Contracts	\$3,634,000	\$3,634,000
Capital Formation	\$2,503,900	\$2,503,900



**“It has been an ongoing process, but the SBDC has helped us along the way. Employee issues, day-to-day operations, and daily business concerns have all been addressed through the SBDC. For us, it will continue to be a resource through the free consultations and training classes that are offered.”**







## Zoe's Coffee

In May of 2008, Vaughn and Judy Pepper started a small coffee kiosk business. For many years, they dreamed of turning this kiosk into a full coffee shop. In 2012, they were able to turn this dream into a reality and they expanded into a full coffee shop—Zoe's Coffee. They explained that location played an extremely important role in the new venture. "Judy and I established the shop based on demographics of the area." The coffee shop has a sense of style that offers a "Tuscan" Italian flair and a friendly atmosphere. "Our atmosphere appeals to our customers and the community as a whole," says Vaughn. Quality product and customer service makes Zoe's the perfect neighborhood coffee shop.

Before jumping into their new adventure, the Peppers contacted the North Metro Denver SBDC. The rest is history. "The SBDC offered us demographic information as well as

assistance with leasing space and marketing our business. It has been an ongoing process, but the SBDC has helped us along the way. Employee issues, day-to-day operations, and daily business concerns have all been addressed through the SBDC. For us, it will continue to be a resource through the free consultations and training classes that are offered."

The coffee shop is named after the Pepper's granddaughter, Zoe. "We strive to have a family atmosphere and honor our family through the name of our shop." Zoe now has a younger brother, so the shop will soon be serving Clay's cupcakes—both vanilla and chocolate with a buttercream frosting.

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# Colorado SBDC Centers & Host Organizations



Boulder Small Business Development Center  
**Boulder Chamber of Commerce**  
(303) 422-1475

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Colorado Springs Small Business Development Center  
**University of Colorado Colorado Springs**  
(719) 255-3844

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Denver Metro Small Business Development Center  
**Denver Metro Chamber of Commerce**  
(303) 620-8076

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Grand Junction Small Business Development Center  
**Western Colorado Business Development Corporation**  
(970) 243-5242

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La Junta Small Business Development Center  
**Otero Junior College**  
(719) 384-6959

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Larimer County Small Business Development Center  
**Front Range Community College**  
(970) 498-9295

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North Metro Denver Small Business Development Center  
**Front Range Community College**  
(303) 460-1032



Northeast–East Central Colorado Small Business Development Center  
**Monfort College of Business at the University of Northern Colorado**  
(970) 352-3661

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Northwest Colorado Small Business Development Center  
**Colorado Mountain College, Summit Campus**  
(970) 468-5989

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San Luis Valley Small Business Development Center  
**Alamosa County Economic Development Corporation**  
(719) 589-3682

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South Metro Denver Small Business Development Center  
**South Metro Denver Chamber of Commerce**  
(303) 795-0142

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Southern Colorado Small Business Development Center  
**Pueblo Community College**  
(719) 549-3224

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Southwest Colorado Small Business Development Center  
**Fort Lewis College**  
(970) 247-7009

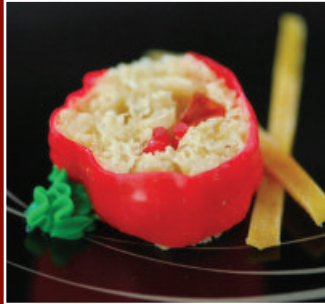
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West Central Small Business Development Center  
**Western State Colorado University**  
(970) 943-3157



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