

'15



ANNUAL REPORT

\$184.9
MILLION
IN CAPITAL FORMATION

\$91.7
MILLION
IN SALES

\$

\$47.1
MILLION
IN CONTRACTS

2015

13,703
TRAINING
ATTENDEES

5,822
CLIENTS
CONNECTED



291
NEW BUSINESSES

1,548
JOBS
CREATED



2,627
JOBS
RETAINED

COLORADO SBDC TOTALS

WHAT IS THE COLORADO SBDC?

The Colorado Small Business Development Center (SBDC) Network is dedicated to helping existing and new businesses grow and prosper in Colorado by providing free, confidential consulting and no- or low-cost training programs and workshops. The SBDC strives to be the premier, trusted choice of Colorado businesses for consulting, training and resources.

**THE SBDC IS DEDICATED TO HELPING SMALL AND MID-SIZED
BUSINESSES THROUGHOUT THE STATE ACHIEVE THEIR GOALS.**

The SBDC is dedicated to helping small and mid-sized businesses throughout the state achieve their goals of growth, expansion, innovation, increased productivity, management improvement and overall success. The 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. A team of more than 250 SBDC staff and certified business consultants work in partnership to provide entrepreneurs with crucial information that can mean the difference between success and failure. Those experts assist small businesses in every county throughout Colorado to create and retain jobs, increase sales, secure contracts and infuse capital into the economy.



“WE ARE
EXCITED
ABOUT THE
GREAT WORK
THE COLORADO
SBDC NETWORK
CONTINUES
TO DO...”

- **FIONA ARNOLD**

EXECUTIVE DIRECTOR, COLORADO OFFICE OF ECONOMIC DEVELOPMENT AND INTERNATIONAL TRADE

“THROUGH
THE SBDC,
WE HELPED TO
INFUSE
MILLIONS OF
DOLLARS INTO
OUR STATE’S
ECONOMY”

- **KELLY MANNING**

STATE DIRECTOR, COLORADO SBDC NETWORK
DEPUTY DIRECTOR, COLORADO OFFICE OF ECONOMIC DEVELOPMENT AND INTERNATIONAL TRADE

LETTER FROM FIONA ARNOLD

On behalf of the State of Colorado and the Colorado Office of Economic Development and International Trade, I am once again pleased to introduce you to our Colorado Small Business Development Center Network.

I cannot emphasize enough the vital role that the SBDC plays for small businesses. Our small businesses are the backbone of our economy, with more than 98 percent of all businesses in Colorado having fewer than 100 employees and 86 percent having fewer than 20. More than 560,000 small businesses in Colorado employ over one million people. That impact cannot be understated.

Thanks to the SBDC, small business owners are receiving crucial information on how to create and retain jobs, secure government contracts and go after financing for their business ventures. That equates to capital being infused into our economy and lowering our state's unemployment rate. The single goal of the SBDC is to ensure that small business owners and entrepreneurs are successful.

Our state continues to garner national attention for its high level of entrepreneurship activity and business starts each year. Whether it be a new brewery, boutique, manufacturing firm or consulting agency, Coloradans thrive off of starting new ventures and becoming self-employed.

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—both in rural and urban areas—its first and only priority. We are committed to finding a business-friendly environment, increasing access to capital and growing our Colorado companies. We are excited about the great work the Colorado SBDC Network continues to do for our small business community.

Sincerely,



Fiona Arnold

Executive Director, Colorado Office of Economic Development and International Trade

LETTER FROM KELLY MANNING

I am honored to once again be writing this letter on behalf of the Colorado Small Business Development Center Network. Each year, we take pride in compiling this report for you—our clients, stakeholders and supporters from around the state.

I am proud to say that, in 2015, our network once again assisted thousands of entrepreneurs in starting and growing their business ventures. Our team of business experts tirelessly assisted clients with business planning, loan packaging, certifications, government contracting and more. Through the work of the SBDC, we helped to infuse millions of dollars into our state's economy, create and retain thousands of jobs and start hundreds of new businesses.

On behalf of our network, I want to say thank you to our host organizations and partners—institutions of higher education, chambers of commerce, economic development organizations, local government agencies, non-profits and private sector companies—for their continued funding support. We are also grateful for the hundreds of consultants and volunteers who work in tandem with our organization to ensure that business owners are receiving the highest quality of assistance and training possible.

I hope you enjoy reading about the successes of our clients, which are highlighted throughout this report. This is only a small sampling of the thousands of successes that the SBDC gets to be a part of every year. And we couldn't be more honored to continue this work in 2016.

Sincerely,



Kelly Manning

State Director, Colorado SBDC Network

Deputy Director, Colorado Office of Economic Development and International Trade

SBDC PROGRAMS & SERVICES

FREE AND CONFIDENTIAL ONE-ON-ONE CONSULTING FOR EXISTING AND NEW BUSINESSES ON VIRTUALLY ANY BUSINESS TOPIC

FREE OR LOW-COST BUSINESS PLANNING WORKSHOPS

LEADING EDGE: INTENSIVE STRATEGIC BUSINESS PLANNING PROGRAMS FOR EXISTING AND NEW BUSINESSES

INTERNATIONAL TRADE ASSISTANCE

ASSISTANCE WITH LOAN PACKAGING AND ACCESS TO CAPITAL

SBDC ADVANCED: ECONOMIC GARDENING PROGRAM FOCUSED ON HELPING COMPANIES GROW BY PROVIDING CUSTOM-FIT MARKET RESEARCH AND CORPORATE-LEVEL TOOLS

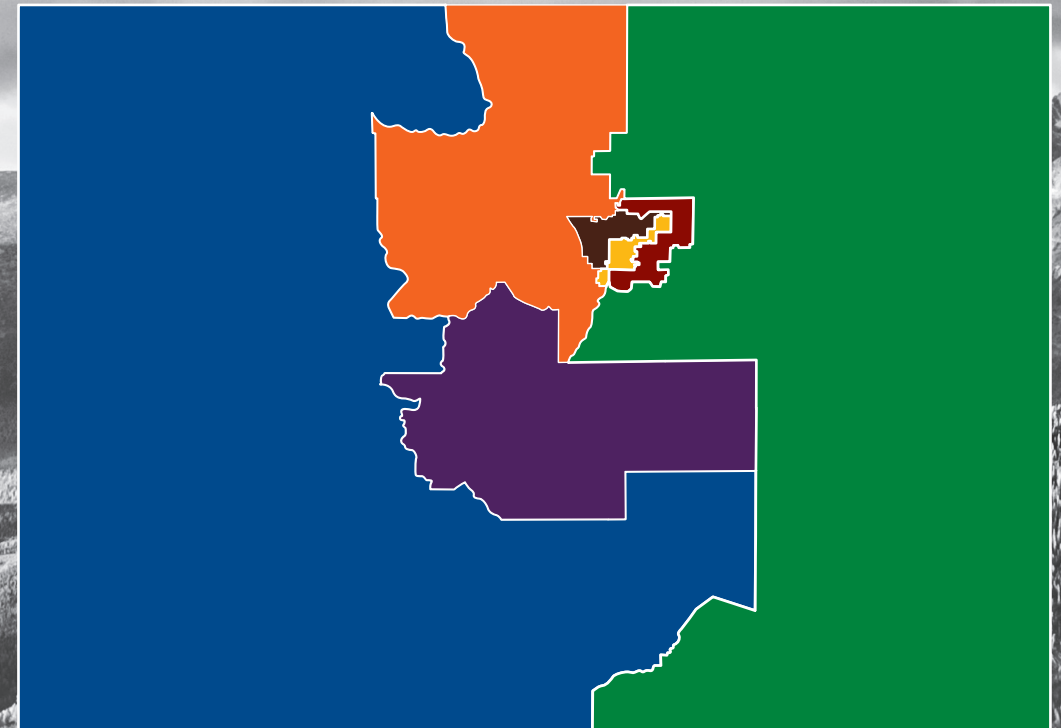
GOVERNMENT PROCUREMENT AND CERTIFICATION ASSISTANCE

NEW BUSINESS FEASIBILITY ANALYSIS

CONNECT2DOT: CDOT AND THE SBDC'S PROGRAM THAT HELPS BUSINESSES BECOME MORE COMPETITIVE AND SUCCESSFUL IN BIDDING AND CONTRACTING WITH TRANSPORTATION AGENCIES

SMALL BUSINESS ADVOCACY

ACCESS TO BUSINESS RESOURCE LIBRARIES WITH CURRENT BUSINESS DATA, DEMOGRAPHICS, AND MARKET ANALYSIS



U.S. SENATORS FOR
COLORADO

The Honorable Michael Bennet

The Honorable Cory Gardner

THE HONORABLE DIANA DeGETTE

1

DENVER METRO SBDC

**BOULDER SBDC
LARIMER SBDC
NORTHWEST COLORADO SBDC
NORTH METRO DENVER SBDC**

2

THE HONORABLE JARED POLIS

THE HONORABLE SCOTT TIPTON

3

**SOUTHWEST COLORADO SBDC
GRAND JUNCTION SBDC
SOUTHERN COLORADO SBDC
SAN LUIS VALLEY SBDC
WEST CENTRAL SBDC**

**SOUTHEAST COLORADO SBDC
EAST COLORADO SBDC
AURORA-SOUTH METRO SBDC**

4

THE HONORABLE KEN BUCK

THE HONORABLE DOUG LAMBORN

5

PIKES PEAK SBDC

**AURORA-SOUTH METRO SBDC
NORTH METRO DENVER SBDC**

6

THE HONORABLE MIKE COFFMAN

THE HONORABLE ED PERLMUTTER

7

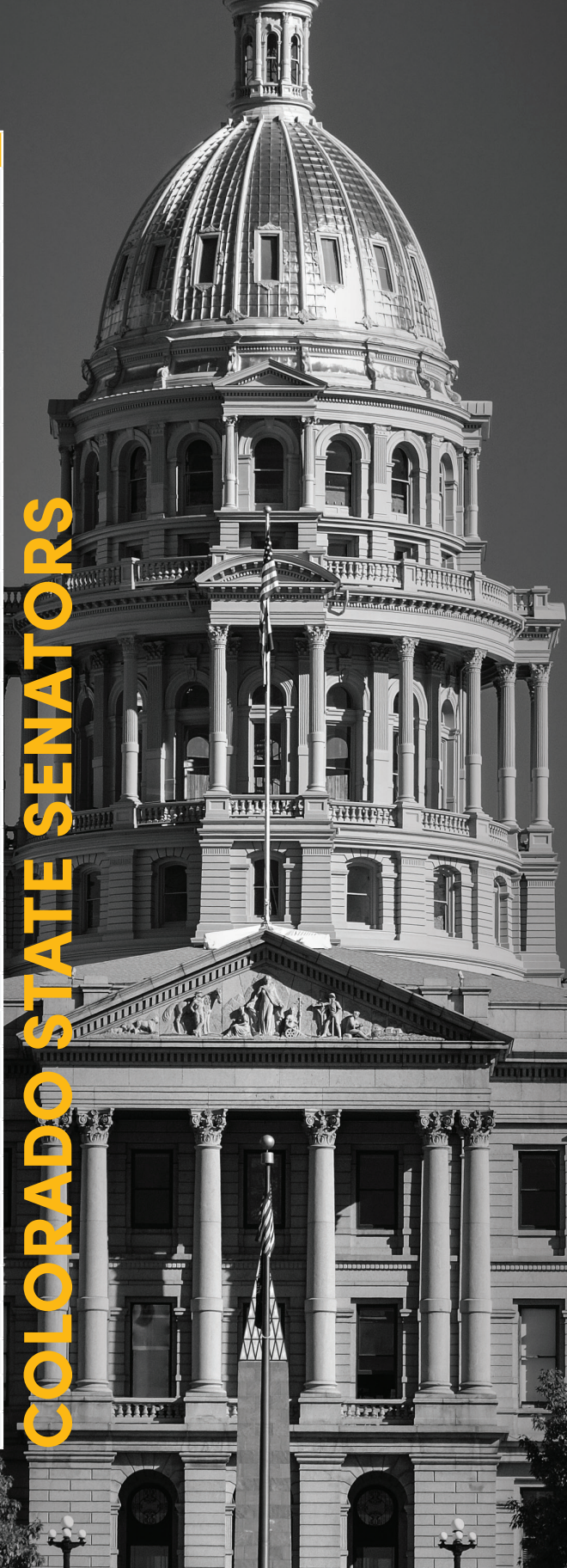
NORTH METRO DENVER SBDC

Totals					Districts	
Clients Consulted	Training Attendees	Jobs Created	Jobs Retained	Businesses Started		
1,057	5,000	276	628	49	1	DENVER METRO
1,864	3,053	500	848	98	2	BOULDER
						LARIMER
						NORTHWEST COLORADO
						NORTH METRO DENVER
1,383	1,745	343	792	59	3	SOUTHWEST COLORADO
						GRAND JUNCTION
						SOUTHERN COLORADO
						SAN LUIS VALLEY
						WEST CENTRAL
1,118	2,493	341	254	53	4	SOUTHEAST COLORADO
						EAST COLORADO
						AURORA-SOUTH METRO
400	1,412	88	105	32	5	PIKES PEAK
876	2,049	162	179	31	6	AURORA-SOUTH METRO
						NORTH METRO DENVER
462	561	112	78	28	7	NORTH METRO DENVER

Districts		Totals			
		Increased Sales	Contracts Obtained	Capital Formation	
DENVER METRO	1	\$15,919,487	\$6,622,592	\$24,259,593	
BOULDER	2	\$27,504,642	\$29,136,050	\$32,813,761	
					LARIMER
					NORTHWEST COLORADO
					NORTH METRO DENVER
SOUTHWEST COLORADO	3	\$31,480,346	\$5,097,800	\$92,726,399	
					GRAND JUNCTION
					SOUTHERN COLORADO
					SAN LUIS VALLEY
					WEST CENTRAL
SOUTHEAST COLORADO	4	\$9,483,104	\$1,368,063	\$19,666,475	
					EAST COLORADO
					AURORA-SOUTH METRO
PIKES PEAK	5	\$7,288,081	\$4,846,668	\$15,350,187	
AURORA-SOUTH METRO	6	\$9,620,959	\$884,613	\$4,323,141	
					NORTH METRO DENVER
NORTH METRO DENVER	7	\$8,699,904	\$431,000	\$3,121,500	

SENATOR	DIST
The Honorable Jerry Sonnenberg	1
The Honorable Kevin Grantham	2
The Honorable Leroy Garcia	3
The Honorable Mark Scheffel	4
The Honorable Kerry Donovan	5
The Honorable Ellen Roberts	6
The Honorable Ray Scott	7
The Honorable Randy Baumgardner	8
The Honorable Kent Lambert	9
The Honorable Owen Hill	10
The Honorable Michael Merrifield	11
The Honorable Bill Cadman	12
The Honorable John Cooke	13
The Honorable John Kefalas	14
The Honorable Kevin Lundberg	15
The Honorable Tim Neville	16
The Honorable Matt Jones	17
The Honorable Rollie Heath	18
The Honorable Laura Woods	19
The Honorable Cheri Jahn	20
The Honorable Jessie Ulibarri	21
The Honorable Andy Kerr	22
The Honorable Vicki Marble	23
The Honorable Beth Martinez Humenik	24
The Honorable Mary Hodge	25
The Honorable Linda Newell	26
The Honorable Jack Tate	27
The Honorable Nancy Todd	28
The Honorable Morgan Carroll	29
The Honorable Chris Holbert	30
The Honorable Pat Steadman	31
The Honorable Irene Aguilar	32
The Honorable Michael Johnston	33
The Honorable Lucia Guzman	34
The Honorable Larry Crowder	35

COLORADO STATE SENATORS



COLORADO STATE REPRESENTATIVES

REPRESENTATIVE	DIST
The Honorable Susan Lontine	1
The Honorable Alec Garnett	2
The Honorable Daniel Kagan	3
The Honorable Dan Pabon	4
The Honorable Crisanta Duran	5
The Honorable Lois Court	6
The Honorable Angela Williams	7
The Honorable Elizabeth McCann	8
The Honorable Paul Rosenthal	9
The Honorable Dickey Hulinghorst	10
The Honorable Jonathan Singer	11
The Honorable Mike Foote	12
The Honorable KC Becker	13
The Honorable Dan Nordberg	14
The Honorable Gordon Klingenschmitt	15
The Honorable Janak Joshi	16
The Honorable Catherine Roupe	17
The Honorable Sanford E Lee	18
The Honorable Paul Lundeen	19
The Honorable Terri Carver	20
The Honorable Lois Landgraf	21
The Honorable Justin Everett	22
The Honorable Max Tyler	23
The Honorable Jessie Danielson	24
The Honorable Timothy Leonard	25
The Honorable Diane Mitsch Bush	26
The Honorable Lang Sias	27
The Honorable Brittany Petterson	28
The Honorable Tracy Kraft-Tharp	29
The Honorable JoAnn Windholz	30
The Honorable Joseph Salazar	31
The Honorable Dominick Moreno	32
The Honorable Dianne Primavera	33
The Honorable Steve Lebsock	34
The Honorable Faith Winter	35

REPRESENTATIVE	DIST
The Honorable Su Ryden	36
The Honorable Cole Wist	37
The Honorable Kathleen Conti	38
The Honorable Polly Lawrence	39
The Honorable John Buckner	40
The Honorable Jovan Melton	41
The Honorable Rhonda Fields	42
The Honorable Kevin Van Winkle	43
The Honorable Kim Ransom	44
The Honorable Patrick Neville	45
The Honorable Daneya Esgar	46
The Honorable Clarice Navarro	47
The Honorable Stephen Humphrey	48
The Honorable Perry Buck	49
The Honorable Dave Young	50
The Honorable Brian DelGrosso	51
The Honorable Joann Ginal	52
The Honorable Jeni James Arndt	53
The Honorable Yeulin Willett	54
The Honorable Dan Thurlow	55
The Honorable Kevin Priola	56
The Honorable Bob Rankin	57
The Honorable Don Coram	58
The Honorable Paul Brown	59
The Honorable James D Wilson	60
The Honorable Millie Hamner	61
The Honorable Edward Vigil	62
The Honorable Lori Saine	63
The Honorable Timothy Dore	64
The Honorable Jon Becker	65

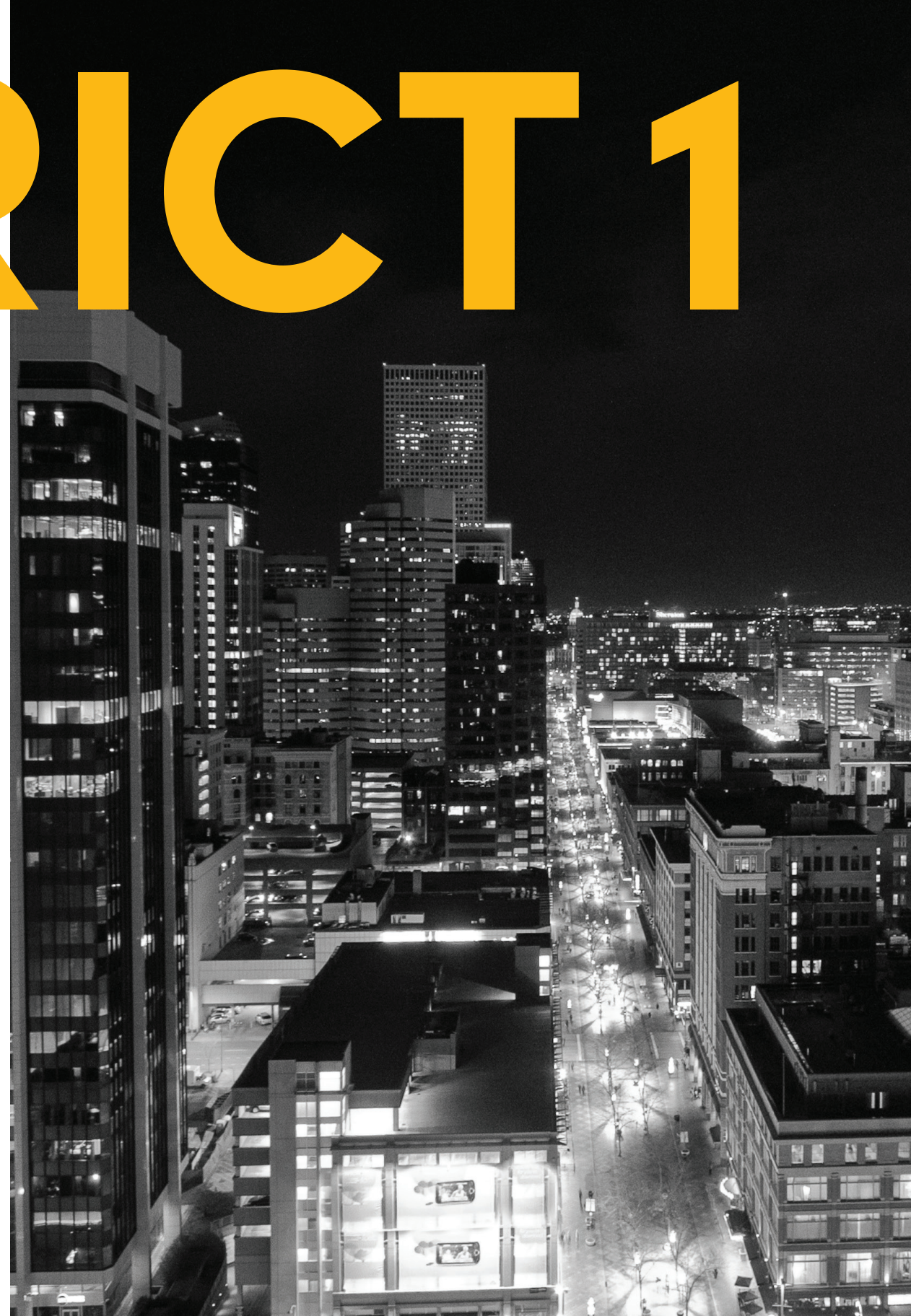
DISTRICT 1

District One is home to the Denver Metro region.

Dating back to the 1800s, during the times of the Colorado gold rush, Denver has been a gateway for individuals to prosper in Colorado and the Rocky Mountains.

Similarly, today, the Denver Metro SBDC acts as a portal for entrepreneurs to begin or continue down the path to success. Hosted by the Denver Metro Chamber of Commerce, this center leads the way in providing new and innovative services and programs for business owners. It acts as a catalyst for new procedures and initiatives that are often replicated across the network. At the same time, the Denver Metro SBDC continues to increase the success of its current program offerings, boasting the highest number of participants in its LEADING EDGE program, which is the SBDC's premier business planning course.

DISTRICT 1	Clients Consulted	Training Attendees	Jobs Created	Jobs Retained	Businesses Started	Increased Sales	Contracts	Capital Formation
Denver Metro	1,057	5,000	276	628	49	\$15,919,487	\$6,622,592	\$24,259,593



DENVER

METRO



SAFE RIDE 4 KIDS

Firefighter. Paramedic. Emergency responder. Over an 18-year career, Greg Durocher spent his days and nights responding to some of the most devastating collisions and catastrophes.

Safe Ride 4 Kids offers car seat safety education and innovative product solutions. From conception to birth, Safe Ride 4 Kids protects a mom and her developing baby with the crash-tested Tummy Shield, which redirects the lap portion of the seat belt to the upper thigh/lower pelvis. For children ages three and older, Safe Ride 4 Kids offers the RideSafer Travel Vest, a convenient and legal alternative to the booster and car seat.

Although Greg had 10 years of experience as a child passenger safety technician and instructor, he knew that he and his business partners would need a little guidance when it came to the business side of things. That's when he turned to the Denver Metro SBDC. The business had already been operating for a year, and Greg had yet to write a business plan. He met with a consultant at the SBDC and decided to enroll in the LEADING EDGE Business Planning Course.

"What a great experience that was," Greg remarked. "After 11 weeks, I finally had a written business plan but most importantly, I was able to share what I learned and take my business partners through the extremely valuable process of creating—not just writing—a business plan."

THE MOST VALUABLE PART OF THE ENTIRE PROCESS IS THE JOURNEY YOU TAKE TO GET YOURSELF PREPARED.

Since working with the SBDC, Safe Ride 4 Kids has grown revenue by more than 200 percent. "Working with the SBDC has had a significant impact on my business because, as an entrepreneur, I often feel isolated and overwhelmed with all there is to learn and know about starting and growing a business," Greg said. "Safe Ride 4 Kids is at a very exciting point in its business growth journey. We have achieved some pretty amazing success so far and have done that applying what we knew and had learned along the way."



DISTRICT 2

District Two is home to Boulder, Fort Collins and the I-70 corridor.

Each of these areas boasts unique entrepreneurial communities surrounded by universities and the incredible natural beauty for which Colorado is famous. Located at the base of the Rocky Mountains, the Boulder SBDC, hosted by the City of Boulder and the Boulder Chamber of Commerce, provides a variety of services to its constituents, including workshops and programs specifically targeting emerging industries such as bioscience and aerospace.

The Larimer SBDC, hosted by Front Range Community College, supports key industries for its surrounding communities, including a focus on restaurants, food products, retail, health and wellness—all of which contribute to the unique Front Range lifestyle.

The Northwest Colorado SBDC, hosted by the Northwest Colorado Council of Governments, provides services in the mountain towns of the I-70 corridor. It provides consulting and training for small businesses, many of which thrive on the region's active tourism industry.

All three centers show their clients that being in business for yourself doesn't have to mean being in business by yourself. Through their continuous support, these centers enable the ever-increasing number of small businesses in their communities to grow and flourish.

DISTRICT 2	Clients Consulted	Training Attendees	Jobs Created	Jobs Retained	Businesses Started	Increased Sales	Contracts	Capital Formation
Boulder	621	1,154	236	327	38	\$9,548,880	\$23,992,000	\$20,511,637
Larimer	606	736	128	419	23	\$9,079,945	\$150,000	\$6,586,354
Northwest Colorado	175	602	24	23	9	\$175,913	\$4,563,050	\$2,594,270
North Metro Denver	462	561	112	78	28	\$8,699,904	\$431,000	\$3,121,500



BOULDER



WHAT WE LOVE – THE WINERY

Just as how the farm-to-table movement and the craft-brewing explosion changed the way we see food and beer, the relatively new urban-winery trend is expected to change the way we think about “wine country”—a term that evokes images of rolling-hill vineyards dotted with idyllic rural wineries.

What We Love winery is riding the urban-winery trend, yet blazing a trail of its own. The small establishment, located in north Boulder, was born from the passion to create niche wine-based products with supreme originality and superb taste. These 20.5 percent craft originals were made to be diluted. Crafted from real fruit only, they stay fresh up to six months after opening. “We craft some of the most exciting beverages to be released in the U.S. market today,” said Michael Hasler, winemaker, owner and founder of What We Love.

Michael contacted the Boulder SBDC in July 2013, citing that he needed assistance in all aspects of starting a business and knowing that the experienced business consultants at the SBDC could walk him through the steps. That fall, he signed up for the LEADING EDGE Entrepreneurship Program, a 10-session business planning course held in Longmont. Throughout the course, Michael created and fine-tuned his business plan. In 2014, Michael and his wife, Carolee, officially established What We Love.

THE BOULDER SBDC HAS BEEN INSTRUMENTAL IN GUIDING OUR BUSINESS FROM THE VERY BEGINNING.

“The SBDC offered us the opportunity to fine-tune our business plan throughout the LEADING EDGE program,” continued Michael. “During the program, we met with consultant after consultant, each of whom took a very personal interest in our success, just as would a friend. And now, we still meet with those consultants on a regular basis.”

What We Love is poised for tremendous growth. The winery has quickly grown to employ 13 people. It has a strong social following online and fully uses several social media platforms to engage with its customers.



LARIMER



THE FOX & THE CROW

THE FOX & THE CROW

What do cheese and art have in common? Both excite the palate and have rich stories, according to The Fox & The Crow owner Tina Mooney, a cheese monger and art history major.

The Fox & The Crow brings artisan cheeses and meats to mid-town Fort Collins. Tina understands that the world of artisan cheese can be intimidating and has crafted her shop to welcome people who may stumble in serendipitously. Little signs with sayings such as, "We cut the cheese," and "Please refrain from tapping on the glass. It scares the meats," let customers know that, while the establishment takes cheese seriously, it's fun, too. The Fox & The Crow regularly hosts wine- and beer-pairing classes to bring knowledge, fun and taste together.

A first-time entrepreneur, Tina began developing her business idea at the Larimer SBDC. She explained, "I looked online for business classes, and the local chamber referred me to the SBDC. I kept getting the last open spot in all the trainings I sought, so the timing lined up perfectly. It must have been fate!"

AFTER JUST 11 MONTHS, TINA OFFICIALLY OPENED THE FOX & THE CROW'S DOORS IN NOVEMBER 2014.

At the SBDC, Tina worked with several consultants, took business courses and learned how to listen to customers. She enrolled in The Crash Course: Business Builder Intensive, an 18-hour business planning course held over a total of six sessions. SBDC consultants helped her with projecting financials, marketing, financing options and setting up a commercial kitchen. She went to San Francisco for cheese school to learn how cheeses are made, as well as how to properly cut and package cheese.

When looking to the future, Tina said she is excited to be "drowning in cheese money." Reaching financial success will allow Tina to provide her employees with long-term benefits. As much as Tina loves cheese, she looks forward to the day when she can step back and let the cheese wheels turn on their own.



NORTHWEST COLORADO



DYNAMIC ROOTS HERBALS

Dynamic Roots Herbals was founded in January 2014 by Dawne Vrabel and Stephanie Syson. These two ladies “laid down their roots” with the Northwest Colorado SBDC back in 2013, when they were seeking assistance in starting their venture—a business growing and selling herbal, botanical and health-related products.

Dawne and Stephanie’s inspiration for opening Dynamic Roots Herbals was truly their love of herbs and herbal healing. The goal of the company is to grow, teach and share handcrafted herbal remedies that truly work. Dynamic Roots cultivates vibrant herbal remedies that support the body’s seasonal rhythms. The company is working towards becoming a leading producer of handcrafted herbal remedies based upon high-altitude grown medicinal herbs. The company offers special remedies that are made fresh for its clients in small batches. The GMO-, preservative- and synthetic-free products are handcrafted using organic herbs that are often grown or wild-crafted by local farmers in the Roaring Fork Valley.

**WE HAVE BENEFITED TREMENDOUSLY FROM THE
SBDC IN KEY AREAS OF OUR DEVELOPMENT...**

Since starting the business, Dawne and Stephanie have seen a 600 percent increase in sales, sent dozens of product formulations to market and have happily watched the business grow by leaps and bounds. Dynamic Roots Herbals now has more than 40 products ready for market, a healthy membership and a waiting list for distributors. The website is now set up for e-commerce, and customers can purchase herbal-infused creams and oils, tea blends, healing salves and more online.

Said Dawne, “The Northwest Colorado SBDC helped facilitate taking our creative excitement and manifesting it into a business to be very excited about! We now know that it takes experience, fortitude, patience and dedication. And that is what has helped us to grow. We are so grateful to the SBDC and look forward to continuously returning to it for continued guidance!”



DISTRICT 3

The five SBDC centers located in the peaks and valleys of District Three cover the largest geographical territory in Colorado.

Those centers include the Grand Junction SBDC, hosted by the Western Colorado Business Development Corporation; the Southwest Colorado SBDC, hosted by Fort Lewis College; the Southern Colorado SBDC, hosted by Pueblo Community College; the San Luis Valley SBDC, hosted by the Alamosa County Economic Development Corporation; and the West Central SBDC, hosted by Western State Colorado University.

These centers offer a host of specialties that represent the diverse population of businesses in the region. The expertise within each center reflects the needs of the clientele, including oil and gas, manufacturing, tourism and the arts, in addition to the multiple service industries occupied by small businesses. From Grand Junction to Pueblo and everywhere in between, the SBDCs in this district help businesses gauge and respond to arising issues, ensuring them an increasing level of success in the future.

DISTRICT 3	Clients Consulted	Training Attendees	Jobs Created	Jobs Retained	Businesses Started	Increased Sales	Contracts	Capital Formation
Southwest Colorado	293	630	20	37	6	\$450,000	\$-	\$633,000
Grand Junction	488	505	144.5	531.5	12	\$25,760,547	\$7,200	\$84,059,254
Southern Colorado	221	548	118	84	30	\$2,306,299	\$1,175,050	\$3,892,463
San Luis Valley	105	38	16	0	2	\$650,000	\$1,910,550	\$1,523,982
West Central	276	24	44.5	139.5	9	\$2,313,500	\$2,005,000	\$2,617,700



SOUTHWEST COLORADO



DOGGY DAY CARE

Doggy Day Care is a premier dog day care and boarding facility located in Pagosa Springs. It provides care for dogs during the day, as well as overnight boarding. Doggy Day Care stands out from the competition in several ways, including providing socialization for dogs under its care, which includes reinforcing proper social manners such as not barking, fighting or jumping. This integration with other dogs is important to maintaining a calm pack, thus protecting dogs and handlers. When it's play time, dogs are separated into small/medium breed and medium/large breed in order to romp around in the facility's custom-designed dog runs, ensuring extended fun and maximum safety.

Jeff Edens originally found out about the business through friends who were employed there. He had a strong background in business as a result of previous experience as a home builder and realtor. He was instantly interested in purchasing the establishment and decided to call on the help of the experienced business consultants at the Southwest Colorado SBDC.

SBDC consultants helped Jeff calculate the financial projects needed for the plan in order to approach the SBA for a loan. Together, they analyzed the company's strengths and weaknesses to ensure that they had the strongest loan application possible. "The consultants were remarkable," commented Jeff. "They really opened my eyes to a lot of things."

THEY REALLY TAUGHT ME TO GET TO KNOW THE HARD COSTS OF DOING BUSINESS AND TO RUN A TIGHT SHIP.

The five-year projections they compiled enabled Jeff to secure an SBA loan in June 2015. He was then able to acquire the entire 5,000-square-foot building and expand the current 3,200-square-foot space he had been leasing. This allowed Doggy Day Care to essentially double its daily boarding capacity. "Having the SBDC's assistance with my business plan and loan packaging really solidified my relationship with the bank to get the loan. My credibility went sky high."



GRAND JUNCTION



PRESS COLORADO JUICE CO.

Press Colorado Juice Company produces all-organic, cold-press juices, juice cleanses and nut milk. The raw, unpasteurized juices contain two pounds of organic produce per bottle, much of it locally sourced. The cold-press process keeps the ingredients cold, preserving the live enzymes but removing the fiber. This results in a high-quality product that is beneficial to individuals with food allergies, poor digestion, global inflammation, damaged gut and chronic joint or digestive inflammation. The juices detoxify and, while not promoted for weight loss, may help with weight management.

Stephanie Witwer's dream of creating high-quality, all-organic cold-press juices to help individuals live healthier came to life at an event in early 2015. She met the executive director of the Grand Junction Business Incubator Center, who encouraged her to attend the Grand Junction SBDC's LEADING EDGE course in order to create a business plan for her idea. Stephanie enrolled in the program and was inspired to launch her business, Press Colorado Juice Company, using the Business Incubator Center's commercial kitchen, a few months later.

After moving into the Business Incubator Center, Stephanie purchased a juice press to keep up with her growing business. She continued to meet with SBDC consultants and get further training from workshops and classes. SBDC consultants helped her learn about ways to build websites, the importance of social media platforms, cash flow management, search engine optimization and more. Stephanie learned how to hire an employee and absorb the skills necessary to grow her business. Stephanie commented, "I built up my confidence and was able to keep after it and never give up."

**I WAS SO MOTIVATED AND WANTED TO MAKE THE
COMMUNITY HEALTHIER, ONE PERSON AT A TIME.**

After a busy summer season and the downtown farmer's market under her belt, it was clear she needed to expand into a location with high foot traffic. In August 2015, Press Colorado Juice Company moved into a location on Main Street in Grand Junction. The business continues to grow, and she would like to eventually expand to the Telluride area.



SOUTHERN COLORADO



3DMEDSCAN, LLC DBA AMPHIBIANSKIN

After winning the Pueblo Entrepreneurship Competition in April 2014, Diana Hall received grant funding to start her business venture, 3DMedScan, dba AmphibianSkin, in October 2014. Before starting her business, she worked in software and telecom for Fortune 500 companies across the country. That experience gave her the knowledge needed to develop a model for bringing 3D printed exoskeletons to the medical consumer marketplace, all done by establishing a proprietary combination of materials, hardware, software and workflows that creates custom-fit 3D printed exoskeleton devices to provide lightweight and hygienic wrist, hand or arm immobilization splints.

Challenges Diana faced when starting her business were understanding the regulatory, legal and insurance requirements as well as managing the cost of running a small business. She also dealt with securing financing for staffing and intellectual property prior to profitability, while at the same time minimizing personal financial risk to her family. With this in mind, Diana reached out to a variety of business support resources, including the Southern Colorado SBDC, where she attended business training programs and received consulting assistance on a variety of business issues.

DIANA REACHED OUT TO A VARIETY OF BUSINESS SUPPORT RESOURCES, INCLUDING THE SOUTHERN COLORADO SBDC.

Diana strategically partnered with experienced professionals in the critical areas of medicine, finance, intellectual property and manufacturing to take AmphibianSkin from a concept to a proven product with case studies reporting positive outcomes from both patients and doctors. In fact, the devices have been accepted by major insurance carriers including Medicaid and Medicare. AmphibianSkin devices are currently being sold in four major clinics across the Front Range, and the company is positioned to double that number in the first quarter of 2016.

When talking about her plans for the future, Diana says, "I hope to continue to impact the community in a positive way by having all our high-tech CAD design and staffing based here in Pueblo. We are looking to expand and bring AmphibianSkin products into clinics across the country and the world."



BLUE EARTH DESIGN

SAN LUIS
VALLEY

BLUE EARTH DESIGN

Blue Earth Design opened its doors on August 15, 2014, and has been flourishing ever since, even doubling its sales its first year! Co-founded by husband and wife team Adam and Cristina Kinney, Blue Earth Design handcrafts and manufactures custom product display cases for retail businesses and product manufacturers interested in increasing sales through unique and beautiful retail presentation.

Adam attended the LEADING EDGE program at the San Luis Valley SBDC to make the team's vision into a reality. He knew he would need to learn the necessary steps to create a dynamic and thriving business for not only themselves, but for the entire community. The Kinneys attended several consulting appointments at the SBDC throughout the course to fine-tune their business plan. That business plan landed the Kinneys a loan from the San Luis Valley Development Resources Group, which they used to purchase the business.

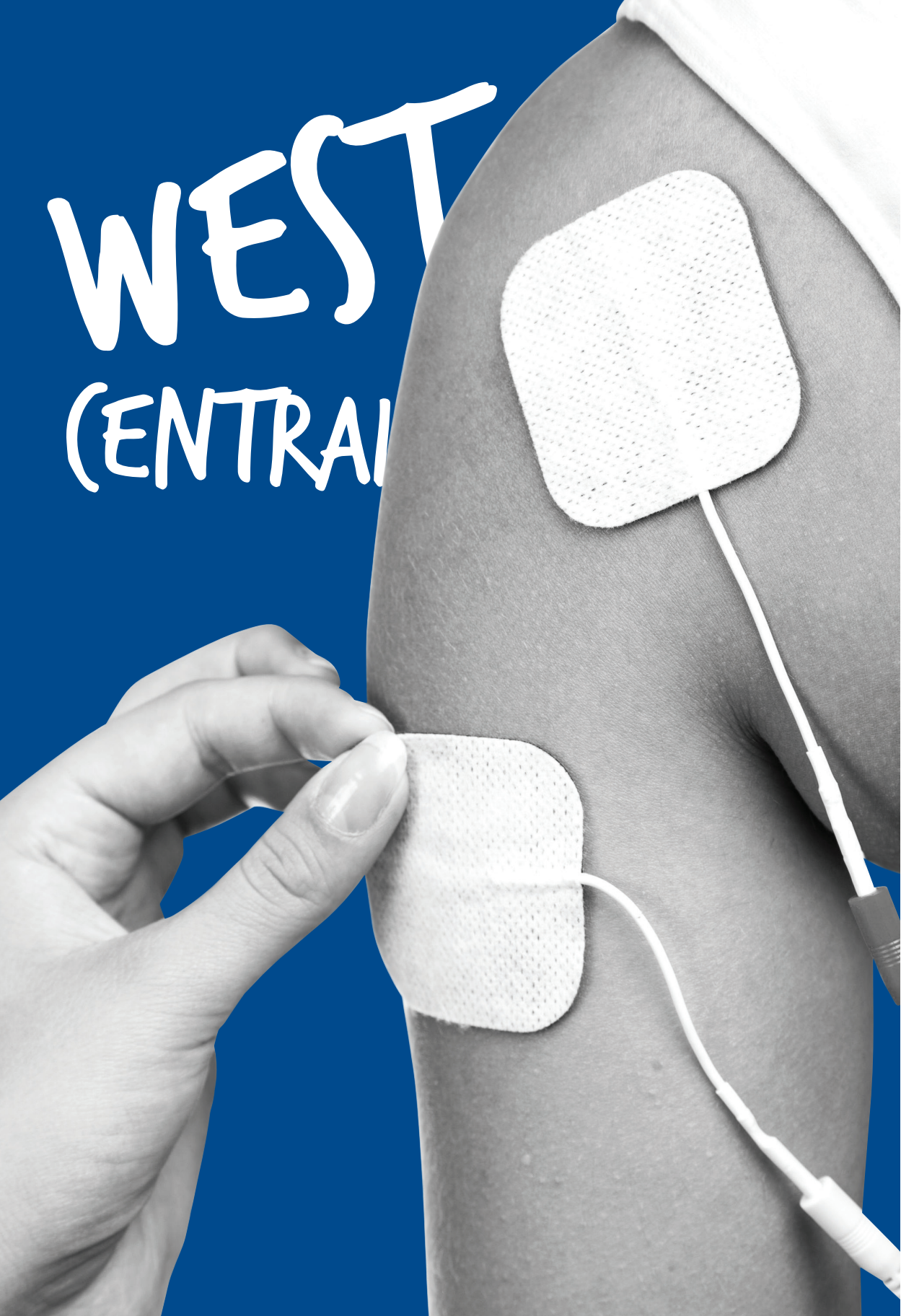
**THE SBDC'S CONSTANT SUPPORT HAS BEEN INVALUABLE.
THE CONSULTING WE RECEIVED HAS PROVEN ESSENTIAL
TO OUR GROWTH AND CONFIDENCE.**

Adam and Cristina's goals for the business include streamlining the manufacturing processes, continuing to localize their material sourcing, creating more jobs and building a new shop. They have building plans for a 3,200-square-foot shop to include room for shipping, storage space, offices, a breakroom and silk-screening. The plans include renewable-energy sources and closed-loop waste streams to maximize their efficiency and minimize their environmental impact. They have secured a local commercial location and will be the first to start a new Industrial Eco Park in Crestone, Colorado.

Learning how to step out of their comfort zones and follow their instincts was a real changemaker for Adam and Cristina. By accepting what they didn't know and seeking to understand and learn new things, they found they could pursue anything to which they set their minds and hearts. Realizing the ebb and flow of business and navigating those waters with patience and perseverance has enabled them to see a long-term future of creativity and innovative business ownership.



WEST
(CENTRAL



VITAL FLOW

Traci Chivington and Delaney Keating decided to bring their healing technology to Gunnison after they each experienced what some might describe as miraculous healing in their own lives. This ignited their passion for biofeedback technology and ultimately led them to establish Vital Flow. Traci and Delaney believe that the status of a person's health is spiritually and vibrationally induced, electrically and chemically driven and biologically carried out. At Vital Flow, they work within all three to balance the body, maximize the body's innate healing response and assist in the independent pursuit of greater health and vitality.

Delaney had extreme life stress and was diagnosed with a rare auto-immune disease. Traci, on the other hand, woke up one morning in January of 2014 with no sight in one eye. It was suggested that she get an MRI, which concluded that she had multiple sclerosis. "Along the way, I discovered I did not have MS, but that I was misdiagnosed and actually had Lyme disease," Traci explained. This revelation put both her and Delaney on the path that introduced them to biofeedback.

These experiences inspired Delaney and Traci to start Vital Flow. Before doing so, the entrepreneurs contacted the West Central SBDC for assistance in properly setting up the practice. "Receiving consulting services through the SBDC was such a shortcut for me," Traci commented. "I would have wasted so much time trying to figure it all out on my own."

I APPRECIATE WHAT THE WEST CENTRAL SBDC WAS ABLE TO DO FOR US AS WE STARTED OUR BUSINESS VENTURE.

Delaney added, "I especially appreciated the breakeven calculations and financial projections that the consultants provided. They even gave us the templates for the spreadsheets. Their expertise was invaluable."

Traci and Delaney now provide biofeedback, blood imaging, therapeutic massage and light therapy at Vital Flow in Gunnison. They are also traveling to Grand Junction and Denver to provide services as their client base rapidly expands across the state. They want to ensure that every Coloradan understands that they are vital to the world, every day.



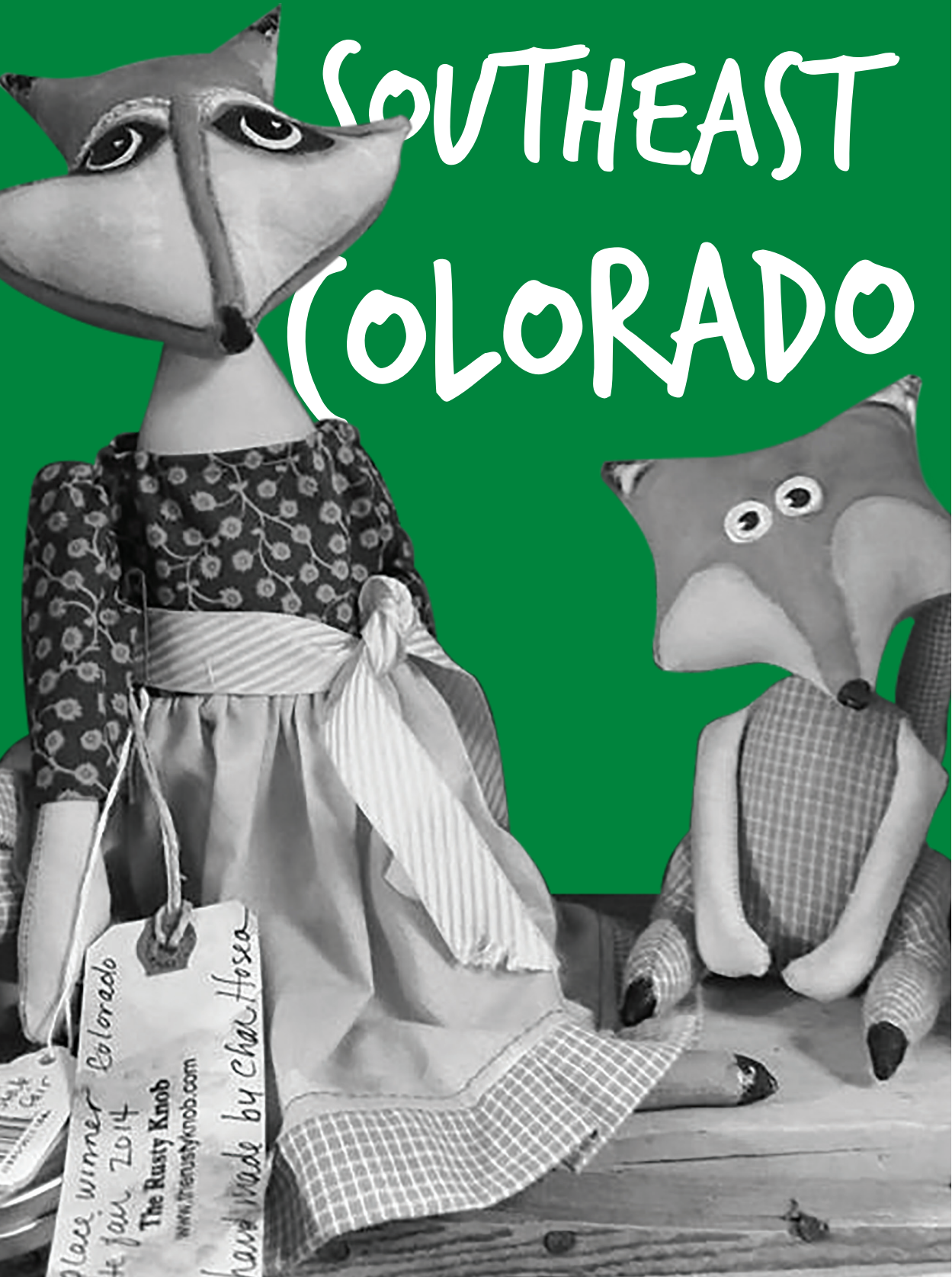
DISTRICT 4

District Four expands the eastern plains of Colorado, offering a diverse range of economic activities and opportunities for its small businesses.

This district offers a thriving economy full of small towns and farming communities. Because of the agricultural nature of this region, the East Colorado SBDC, hosted by the Monfort College of Business at the University of Northern Colorado, and the Southeast Colorado SBDC, hosted by Otero Junior College, concentrate on working with local community organizations to foster growth in Colorado's rural communities.

DISTRICT 4	Clients Consulted	Training Attendees	Jobs Created	Jobs Retained	Businesses Started	Increased Sales	Contracts	Capital Formation
Southeast Colorado	92	96	30.5	66	10	\$1,718,635	\$-	\$1,483,400
East Colorado	612	909	260.5	87	40	\$6,843,414	\$914,450	\$16,981,434
Aurora-South Metro	414	1,488	50	101	3	\$921,055	\$453,613	\$1,201,641





SOUTHEAST COLORADO

RUSTY KNOB PRIMS

It all started when Char Hosea was looking through a country magazine with her sister-in-law. Char was battling an illness and unable to speak, so she was pointing at things while her sister-in-law was guessing what she was trying to tell her. They both wanted a primitive doll, so Char ordered her very first doll pattern.

That became the inspiration of Rusty Knob Primms. Char officially started Rusty Knob Primms in 2014, creating handmade, unique art dolls and selling them at 1st Street Emporium in La Junta. She has a creative passion for handmade art. Customers from across the country purchase Char's beautiful creations. Char's quality, handmade primitive dolls are created as a display of fine art and conversation pieces. The dolls are each hand-stitched, painted, sealed, signed and dated.

After nine-and-a-half years of silence, Char found herself able to speak again in the fall of 2014, as the result of a new diagnosis and treatment. Shortly after, she began visiting the Southeast Colorado SBDC for assistance with her web presence, e-commerce and social media marketing. The consultants also worked with Char to improve her website for readability, search engine optimization, and ultimately, increased sales. Simple solutions such as increasing the exposure of her pictures so they could be more easily seen by potential buyers and renaming the image files to improve search engine optimization helped to increase online traffic.

*MY CONSULTING APPOINTMENTS WITH THE SBDC
REALLY CHALLENGED ME - IN THE BEST WAY.*

Unfortunately, Char still has lasting effects she continues to battle after her illness. However, her passion for Rusty Knob Primms and the joy of creating her dolls help keep Char active and creative. Char is thankful for her husband, her family and the consultants at the SBDC for all of their support and assistance in starting and growing her business. She is an inspiration to entrepreneurs, and the dolls she creates with such heart and passion are truly an artistic gift.



SOUTHEAST COLORADO Small Business Development Center

EAST COLORADO



POWER TO PLAY SPORTS

Established in 2008, Power to Play Sports (PTPS) quickly grew to be the premier youth organization in the Rocky Mountain region, with an established clientele base of more than 2,500 teams from across the nation. It quickly raised the quality of youth basketball leagues, tournaments and developmental instruction in the area.

The company is now expanding its reach, creating the newest and biggest event center for youth basketball in Colorado, expected to be completed in the spring/summer of 2016. The 52,000-square-foot event center will feature six indoor courts, concessions, a team store, an indoor lounge and cafeteria and a beautiful outdoor patio with lake and cascade mountain views. The year-round programs of Power to Play Sports have already become the premier offering in the Rocky Mountain region; with the additional training academy and practice rental venue, PTPS will offer an exclusive brand of excellence for basketball/sports enthusiasts of all ages.

I KNEW THAT THE EAST COLORADO SBDC CONSULTANTS HAD THE BEST EXPERTISE TO HELP US PLAN THE BUSINESS EXPANSION AND SECURE FINANCING FOR THE PROJECT.

The East Colorado SBDC has assisted Michael Peterson, Eric Greene and Cevin Hopp with the project since the idea of the new event center was first presented. According to Michael, "The SBDC has offered insight and advice on target market research, as well as obtaining financing—all of which has allowed us to continue our creative vision for the region. We are so thankful for the work of all the business consultants at the East Colorado SBDC and look forward to continuing to meet with them as we work to ensure that the new event center is of the highest quality in the state."

"Cutting corners isn't an option," he continued. "We don't settle for just being 'good.' We demand a level of commitment that sometimes takes people out of their comfort zone. Every decision is based on what's best for kids, families, officials and the people walking through the doors at our events. That will never change, and ultimately, our ownership and staff believe people want quality and a safe environment for their children."

DISTRICT 5

District Five encompasses the Pikes Peak region of the state, including Colorado Springs—the state’s second most populated city.

With an emphasis on its exceedingly successful high-tech, tourism and creative industries, this region is always home to exciting new business ventures. The Pikes Peak SBDC is hosted by El Paso County and concentrates on helping small businesses take advantage of a wide variety of resources, from the creative industry to government contracting opportunities in the state.

The Pikes Peak SBDC also acts as a catalyst for veteran-owned business consulting and programming, much of it being replicated by other SBDC centers across Colorado.



DISTRICT 5	Clients Consulted	Training Attendees	Jobs Created	Jobs Retained	Businesses Started	Increased Sales	Contracts	Capital Formation
Pikes Peak	400	1,412	88	105	32	\$7,288,081	\$4,846,668	\$15,350,187

PIKES PEAK

VERICLEAN SPRINGS

Dee Anna Thompson is the president of VeriClean Springs, which she opened in 2000. At the time, Dee Anna was struggling to make ends meet in her personal life. Since cleaning was the only work experience she had, finding a job was tough. Dee Anna decided becoming an entrepreneur and starting her own cleaning business made the most sense. VeriClean Springs provides residential and commercial cleaning services. Since its opening, Dee Anna has visited the Pikes Peak SBDC for multiple consulting sessions to receive assistance with the growth of her business.

“When I first moved to Colorado Springs from Denver, I was not able to gain a single client for months. I was completely running out of money and worried how I was going to support my seven-year-old son. Someone told me that the SBDC provided free business consulting—free was all that I could afford at the time. The consultants helped me understand how to grow my company, if I should or should not franchise, how to create systems for my business, and they guided me on my accounting and marketing efforts,” said Dee Anna.

**THE SBDC WAS ABLE TO GUIDE ME AS I GREW
MY BUSINESS INTO THE SUCCESS IT IS TODAY.**

Dee Anna explained, “The SBDC taught me how to grow my business in Colorado Springs in particular because of its unique community. Businesses grow differently here! By following the business consultants’ advice, I went from unemployed to a successful business owner in a matter of months. I then went back to the SBDC to figure out how to handle my new growth.”

Not only has VeriClean Springs been awarded several “Best Of” awards, it also has several published articles about the company’s growth in *The Colorado Springs Business Journal* as well as other local newspapers. Dee Anna attributes much of her success to the Pikes Peak SBDC. “I am so thankful for the Pikes Peak SBDC and its consultants. Without it, the economy of Colorado Springs would not be what it is today,” said Dee Anna.



DISTRICT 6

District Six houses Aurora and the South Metro region, which encompasses Centennial, Greenwood Village, Littleton, Highlands Ranch, Englewood, Lone Tree, Parker and Castle Rock.

These cities are highly populated by a wide variety of small businesses.

From Aurora's expanding veteran and creative segments, to the Denver Tech Center's renewable-energy focus, the district is constantly flourishing and presenting new business opportunities, particularly in the emerging industries of clean-tech, bioscience and aerospace.

The Aurora-South Metro SBDC, hosted by the City of Aurora, and its satellite office in Lone Tree, hosted by the City of Lone Tree, provides services across this district. Known for its marketing prowess, this center exhibits a tremendous amount of innovative programming that supports a wide variety of entrepreneurs, while at the same time focusing on growing existing businesses.

DISTRICT 6	Clients Consulted	Training Attendees	Jobs Created	Jobs Retained	Businesses Started	Increased Sales	Contracts	Capital Formation
Aurora-South Metro	414	1,488	50	101	3	\$921,055	\$453,613	\$1,201,641
North Metro Denver	462	561	112	78	28	\$8,699,904	\$431,000	\$3,121,500



AURORA-SOUTH METRO



DRY DOCK BREWING CO.

The award-winning Dry Dock Brewing Company is Aurora's first microbrewery. Established in October 2005, Dry Dock is co-owned and operated by Kevin DeLange and Michelle Reding. The brewery began with just two employees in a 900-square-foot space with less than 20 seats in the back of Kevin and Michelle's homebrew supply shop, The Brew Hut. However, Dry Dock has enjoyed tremendous success and growth in a very short time.

As of 2015, the brewery was producing almost 20,000 barrels of beer each year. It is the largest Colorado brewery that only distributes in state. At the "South Dock," there's a cozy bar with casual seating, a jovial atmosphere and a staff eager to serve. Patrons flock to the bar to taste new and frequently changing brews. Behind a glass wall is the brewery's small production facility. The premises also include The Brew Hut, a supply house for homebrewers and wine makers.

With the assistance of the Aurora-South Metro SBDC, Dry Dock secured a \$4.5 million dollar SBA 504 loan in 2012. These funds allowed Dry Dock to produce a larger volume of beer to distribute much more widely.

IT HAS BEEN GREAT TO HAVE A PARTNER TO HELP US THROUGH REGULATIONS AND TRAINING, AND JUST TO POINT US IN THE RIGHT DIRECTION.

In 2015, Dry Dock hosted the Colorado Chapter of the American Planning Association to discuss how they could work with the City of Aurora and the Aurora-South Metro SBDC to overcome the obstacles of starting a small brewery.

Since Dry Dock opened in 2005, the brewery has won 22 Great American Beer Festival medals, making it the most medaled Colorado craft brewery at the competition in the last decade. "We have grown tremendously over the past 10 years, and the Aurora-South Metro SBDC has been with us every step of the way," commented Kevin.



DISTRICT 7

District Seven wraps around Denver and covers large parts of Adams County.

The North Metro Denver SBDC, hosted by Front Range Community College, provides services to the small businesses located in this suburban area.

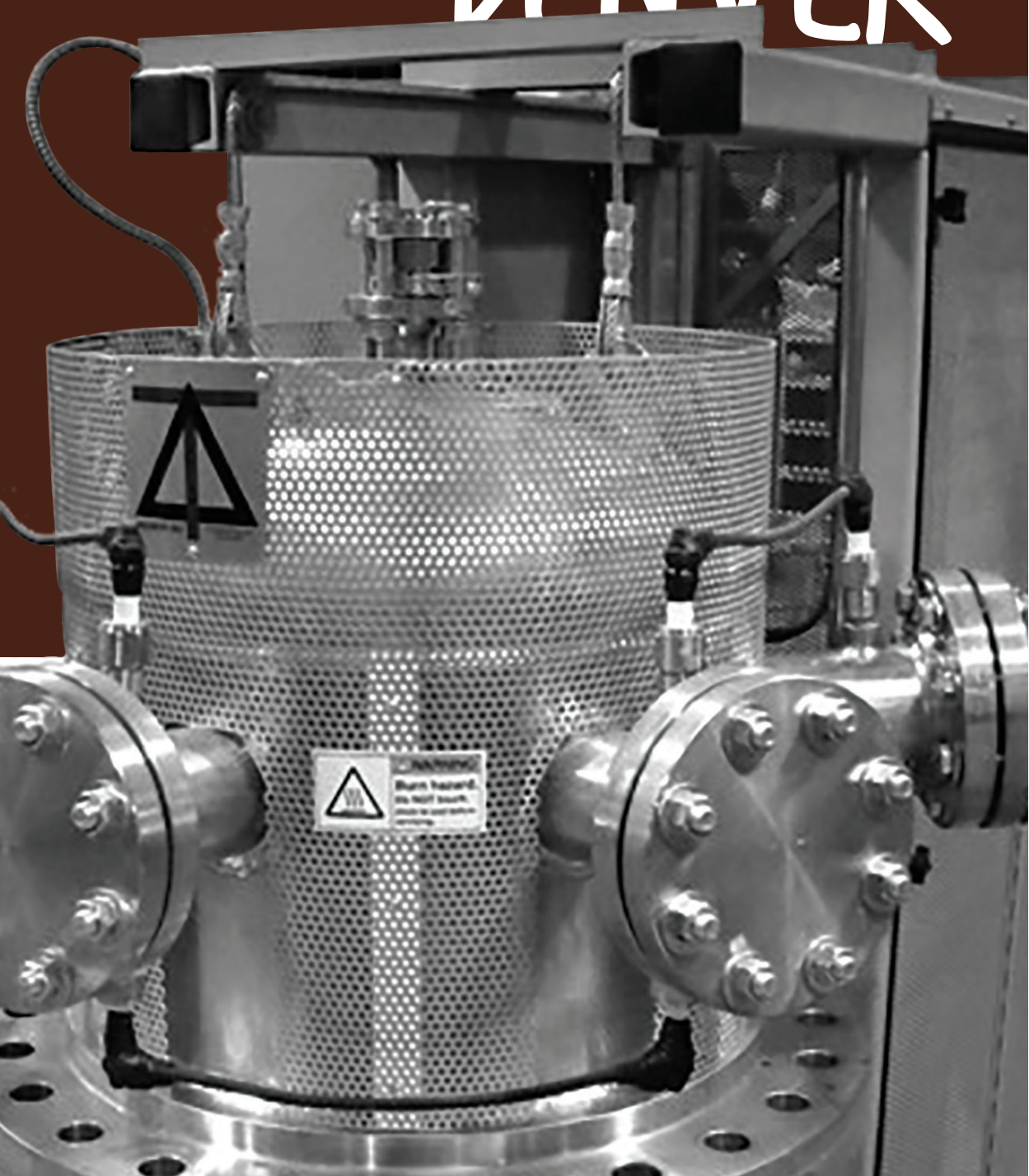
The manufacturing industry is one of its primary concentrations, partnering with other organizations in the region to ensure that it hosts consulting and training programs focused on providing industry expertise at the highest level possible.

The center also collaborates with its neighboring communities to address the needs of the district's diverse population, taking advantage of its close proximity to both the Denver Metro and Boulder SBDCs.

DISTRICT 7	Clients Consulted	Training Attendees	Jobs Created	Jobs Retained	Businesses Started	Increased Sales	Contracts	Capital Formation
North Metro Denver	462	561	112	78	28	\$8,699,904	\$431,000	\$3,121,500



NORTH METRO DENVER



DELTECH

Denver-based Deltech Inc. is a small, family-owned corporation founded in 1968. The business manufactures standard and custom lab and production-scale resistance furnaces at the lowest possible price for its customers. Co-founders Calvin Stevenson and Donald Drinkwater were mining engineers when Deltech began as an engineering services company for the mining industry,

In 2000, the company built its largest furnace for use in the manufacture of a composite mirror for one of the Jet Propulsion Laboratory's projects. Today, Deltech furnaces can be found at universities and laboratories worldwide. Calvin's wife, Mary, the current president of Deltech, explained, "Our best advertisement has always been the referrals we receive from our customers."

Now celebrating its 47th anniversary, Deltech proudly showcases an exciting track record for leading industrial scientific manufacturing. However, to get to that point, Mary and her family had to learn how to translate that expertise into business success. That's where the North Metro Denver SBDC came in.

**THE SBDC WILL BE THERE TO HELP THE
NEXT GENERATION ALONG THE WAY.**

The SBDC matched Mary with a manufacturing consultant who began working with her immediately, providing specific ideas for a business plan to merge both engineering and accounting. The consultant was able to translate his years of experience working in manufacturing into innovative solutions for Deltech's financial stability. After fully using this consultant's production expertise, Mary was referred to a marketing consultant. That consultant joined the effort to provide her with insight on effective advertising, competition research and market analysis.

Today, the high point of the company's progress is providing the next generation with the ability to take over the business in terms of engineering education and experience, combined with a solid grasp of business finances and marketing.



ABOUT THIS REPORT

The Colorado Small Business Development Center Network's 2015 annual report highlights the cooperation among community organizations that support small businesses. Academic institutions, economic development organizations and local governments, as well as corporate partners, all play a part in the success of the SBDC. The participation of these entities is crucial to the support given to businesses around the state.

PARTICIPATION OF THESE ENTITIES IS CRUCIAL TO THE SUPPORT GIVEN TO BUSINESSES AROUND THE STATE.

This report contains success stories of SBDC clients from across the state, as well as financial impact numbers, all organized by center and congressional district.

As a result of its one-on-one consulting and free or low-cost training programs, the Colorado SBDC was able to assist in the generation of \$19.58 in capital formation for every federal grant dollar obtained by the state. In addition, \$25.95 in capital formation was obtained for every dollar local host organizations and communities contributed.

If you have, or know of, a business that needs assistance, contact your local SBDC to make a free consulting appointment. Contact information can be found at www.coloradosbdc.org or at the back of this report.

If you are a public or private community organization that is looking to impact the success of small businesses in Colorado, please contact the Colorado SBDC at 303-892-3840 or info@coloradosbdc.org.



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