BALANCED SCORECARD

Measure	Year Comparison			
	2009	2010	2011	2012
	Metric	*Metric*	*Metric*	*Metric*
Jobs Created	1,383.00	1,715.00	1,801.00	1,689.00
Jobs Retained	1,495.00	2,490.50	3,739.00	2,178.00
Business Starts	390	514	385	363
Capital Infusion	68,542,779.00	85,422,275.00	106,020,123.00	94,339,328.00
Target Demographics	1,277	1,377	1,552	1,692
Emerging Industries	235	436	666	474
Training Satisfaction	92.82	93.71	93.64	93.06
Counseling Satisfaction	94.33	96.75	95.92	96.02
Long Term Clients	921	1,192	1,268	1,429
Existing Business %	49.01	50.39	52.87	52.3
Increased Sales	14,150,607.00	54,347,289.00	47,277,640.00	39,945,387.00
Increased Contracts	11,652,686.00	37,606,967.00	82,776,608.00	71,026,470.00
Event Attendance	9,473	12,139	11,756	11,737
Training Count	663	908	837	885
Client Count	4,905	5,452	5,566	6,032
Professional Development			834	961.25
Technology Activities			88	96
Assessments			85	112
Brand Building			803	861
Stakeholder Activities			264	330

Network Total

Colorado SBDC NETWORK

Attachment B

State of Colorado

Manning - OEDIT, Kelly <kelly.manning@state.co.us>

Letter of support

Kathy Rowlen <rowlen@indevr.com> Fri, Jan 25, 2013 at 8:40 AM
To: Sharon King <sharon.king@bouldersbdc.com>, kelly.manning@state.co.us

Dear Members of the Colorado Legislature,

Please consider this my strong endorsement for House Bills 1002 and 1003, which increase the State's financial support to Small Business Development Centers, so that the SBDC's, in turn, may increase their support to Colorado businesses.

I am one of three co-founders of InDevR, a small, privately held biotechnology firm in Boulder, CO. Two of the cofounders, myself and Dr. John Birks, were Professors of Chemistry at CU-Boulder when we founded InDevR in 2003. Perhaps needless to say, we were not well versed in business. While successful at developing innovative new technologies using SBIR funds from the National Institutes of Health, we needed affordable help in building the commercial side of our business.

InDevR was introduced to the Boulder SBDC in 2009, when members of our small team first attended a series of workshops that the SBDC produced for high-growth ventures, including science & technology companies. The SBDC series was excellent; we met Michael Minard and other expert consultants and began to tap into consulting through the SBDC. Early in 2010 our first product, the Virus Counter, was nearing completion and we did not have a well defined plan for commercialization. Boulder SBDC consultants helped us develop a strategic plan to move forward, to grow our team and to build sales and distribution channels both in the US and other countries. The timing was perfect, the assistance was very high caliber and – importantly - there was no cost. At that point in our development, we could not have hired such a high level of assistance. By the end of 2010, with help from the SBDC, we grew by more than 10 employees.

When a need arises, we check in with SBDC to see if they have resources to match. In 2011, as we looked for opportunities to help us grow internationally, Boulder SBDC Executive Director, Sharon King, brought in the State of Colorado International

Trade Office to see if their programs would be a match. We were actually awarded two grants, which allowed us to expand into several countries, including China, Japan, and most of Europe. By the end of 2011, InDevR was employing ~30 people in high quality jobs. In 2012 we were able to raise Venture Capital and spin out a new Colorado company, ViroCyt, to sell and support the Virus Counter world-wide.

SBDC consulting assistance and programs have played a vital role in InDevR's success. For the sake of economic growth in Colorado and on behalf of small businesses in Colorado, we strongly urge you to support and expand these programs by passing the House bills.

Sincerely,

Kathy L. Rowlen, Ph.D.

Chief Executive Officer

& Chief Science Officer

www.indevr.com

p: 303.402.9100

f: 303.402.9300

InDevR, Inc.

2100 Central Avenue, Suite 106

Boulder, CO 80301

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State of Colorado

Manning - OEDIT, Kelly <kelly.manning@state.co.us>

FASTSIGNS Testimony

Laurie Sigillito <Laurie.Sigillito@fastsigns.com> Tue, Jan 22, 2013 at 6:26 PM
To: "Manning, Kelly" <kelly.manning@state.co.us>
Cc: "keck_J@fortlewis.edu" <keck_J@fortlewis.edu>

Kelly,

SBDC has helped my FASTSIGNS in many facets:

- I attended the Marketing for Dummies course which introduced me to SBDC in 2008
- I learned about the Next Level Entrepreneurial class via online email updates. The course proved invaluable, as I wrote a business plan that helped me successfully launch my FASTSIGNS business in 2009.
- During the Next Level course I was introduced to Region 9, the lending source that was able to help me get my business started in the 2009 time frame – not an easy task!
- The SBDC Advisory Network helped me win a $750,000 contract at our local airport by providing input to my overall presentation, including financial information. This contract allowed us to keep this business local which had been going directly to another state.

In addition Jon Sigillito, my husband, has a business in Durango. The SBDC has been very helpful in providing guidance to his business plan and efforts to open a second location in Farmington, NM – bringing more dollars to Colorado!

I hope this helps, please let me know if you have any other questions. Thank you! ...lgs

Laurie Sigillito

FASTSIGNS® of Durango | Owner | laurie.sigillito@fastsigns.com

1139 Main Ave, Durango, CO 81301

ECONOMIC DEVELOPMENT DISTRICT
OF SOUTHWEST COLORADO

January 28, 2013

To Kelly Manning, State Director, Colorado SBDC Network

I am Ed Morlan, Executive Director for the Region 9 Economic Development District of SW Colorado serving five counties, ten cities and towns and two Indian Tribes in SW Colorado. Region 9 has had a long and very close collaborative relationship with our Small Business Development Center (SBDC). I consider the work of the SBDC to be the "in the trenches" economic development. Small business is the major source of employment and wealth generation so assisting entrepreneurs and businesses to start up and expand their enterprises is very effective and efficient.

The SW Colorado SBDC at Fort Lewis College has grown its services to include a Business Advisor Network of over 35 Advisors and a wide array of essential tools to help business analyze data to grow their businesses to the next level. Growing Spaces in Pagosa Springs, a *Colorado Company to Watch* winner, is one example of many companies that have used the services of the SBDC to expand their business significantly.

The SW Colorado SBDC receives financial support from Region 9 as well as other economic development organizations and local governments because the results are obvious. Region 9 has a staff position, Business Development Specialist, that serves as a liaison with and part-time staff support for the SBDC. Our investment has paid off many times over with vitality of our businesses.

I have personally had many business owners tell me that working with the SBDC and Business Advisors saved their business. Investing in the SBDC is investing in our local businesses. Increased support for the SBDC could easily be one of the smartest and strategic legislative actions the General Assembly could pass this session.

If you need further information or testimony, please do not hesitate to contact me.

Respectfully,

Ed Morlan

Ed Morlan,
Executive Director

SERVING THE COUNTIES OF

ARCHULETA

DOLORES

LA PLATA

MONTEZUMA

SAN JUAN

SOUTHERN UTE
INDIAN TRIBE

UTE MOUNTAIN UTE
INDIAN TRIBE

ADMINISTRATIVE OFFICES:
295A Girard St.
Durango, CO 81303
(970) 247-9621 PHONE
(970) 247-9513 FAX
e-mail: ed@scan.org
web www.scan.org

State of Colorado

Manning - OEDIT, Kelly <kelly.manning@state.co.us>

Thank you!

Bob Churchwell <bob.churchwell@burlingtoncolo.com> Thu, Jan 24, 2013 at 2:01 PM
To: "Manning - OEDIT, Kelly" <kelly.manning@state.co.us>
Cc: Richard.Pickett@unco.edu

Kelly:

It was good chatting with you this morning. Thank-you for taking time from your busy schedule to educate me on HB-1 & 2.

As I said in our conversation, I get so excited when discussing SBDC.

In rural communities, sustaining business and advancing new business is a continual challenge. In the past SBDC's presence in the community was sparse to say the least, and very little knowledge of the support system it offers seemed to be non-existent, until, SBDC Northeast Region Richard (Dick) Pickett introduced himself and offered to give assistance to our community. It was then the City decided to begin a fiscal support for the program to aid in sustaining existing business. Not only has the SBDC exposure in this part of rural Colorado increased and knowledge of their support system to business increased but we have experienced two success stories that thrills me each time I have opportunity to share. A car dealership who has been an established business for years, desired to enlarge their sales and service facility to a "state of the art" business, to increase their ability to service the needs of the rural areas. Through the assistance of SBDC, our community now has a beautiful, well managed, "pillar" business and it would not have happened without the assistance of the SBDC and what it offers businesses. An established hotel owner of a national known chain, desired to build a competing national chain to offer the area a "high & middle" range accommodations choice. Through the assistance of SBDC, we now experience the benefits of a 66 room Best Western hotel, along with the established Comfort Inn.

I get so excited when I think that because the investment of the city to SBDC, that one investment; is bringing new jobs, new business, and better services to this rural area. In rural America/Colorado; if just one job can be sustained or one job created is a huge boost to the economics. We now experience more employment opportunities, but also enjoy an increase in revenues through sales, & lodging taxes, not to mention the property tax base increase.

Please consider creating a fiscal avenue from the State, along with the local investments to SBDC, for future success stories for Colorado!

Thank – you

Bob Churchwell City Administrator, City of Burlington CO

From: Manning - OEDIT, Kelly [mailto:kelly.manning@state.co.us]
Sent: Thursday, January 24, 2013 8:29 AM
To: Bob Churchwell
Subject: Thank you!

[Quoted text hidden]