Your Success is Colorado’s Success
OEDIT Direction

- Talent
- Areas of Concentration
- Needs based and Community Support
Drivers towards a diverse and resilient economy:

Economic Development Mission:

Advance a thriving and vibrant Colorado
Drivers towards a diverse and resilient economy

- Talented People
- Strong Leadership
- Infrastructure
- Lifestyle
- Density of Companies
- Colorado Brand
- Ties and Loyalty to Community
- Shared Vision/Partnership
- Global Perspective
- Diversity and Inclusive Population
- Access to Capital
Top 3 Drivers for OEDIT Impact

1. Shared Vision/Partnership
2. Talented People
3. Density of Companies
Strategic Policy Initiative 1

- Assisting rural Colorado communities to develop strong leadership pipelines. (Leadership Driver)

  • **Outcome Measure:**

  • Increase regional leadership succession planning from 0 regions to 14 regions by June 2017.
Strategic Policy Initiative

➢ Strengthening Colorado’s unique attributes and empowering access for Coloradans. *(Shared Vision/Partnership Driver)*

• **Outcome Measure:**

  • Increasing perception of B2B network opportunities by 1 point in business survey by June 2017.
Strategic Policy Initiative

➢ Attract, retain, grow business.

(Density of Companies Driver)

• **Outcome Measure:**

• Increase goods and services satisfied within regions (vs. importing) to above 50% in identified industries by June 20XX.
## Blueprint 2.0 Implementation

### Blueprint 2.0 Initiatives

- Grow Your Own Outdoor Recreation Industry
- Strengthen Local Business Brand
- Industry Attraction Initiative
- Compete Advantage
- Tourism Promotion and Development
- Incubator/Accelerator Best Practices
- Tiny Homes Community Master Plan
- Call Yourself Creative
- Adaptive Reuse Workshop
- Community Led Initiative

### Timeline

- Application launch: March 15th
- Apps Due: June 1st
- Awards announced: July 30th
- Implementation of Blueprint 2.0 Initiatives across the state: August - December 2016

Visit AdvanceColorado.com for more information
OEDIT New Programs

- Rural Jumpstart
- Creative Art Districts
- Space to Create
- MBO Certifications
- Colorado Blueprint and Execution
Disaster Assistance-New Programs

- One-on-One Consulting
- Resiliency Summits
- CDBG-DR
- Materials for Preparedness
State Rankings

• 1st Fastest Growing Economy
• 2nd Best State to Start a Business
• 2nd Most Educated State
• 2nd Best State for Entrepreneurship and Innovation
• 1st small business lending
• 4th Happiest state in the nation
• 1st for mid-large metros in high tech startup density (Colorado Springs)
Partnership Emphasis
“Colorado Collaborates”

Colorado SBDC
public and private partnership

“Determine that the thing can be done, and then we shall find the way.”
- Abraham Lincoln
Network Locations

SBDC Centers & Service Areas
## 2015 Impact (to present)

<table>
<thead>
<tr>
<th>Category</th>
<th>Impact</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clients Consulted</td>
<td>8,082</td>
</tr>
<tr>
<td>Training Attendees</td>
<td>16,587</td>
</tr>
<tr>
<td>Jobs Created</td>
<td>2,158</td>
</tr>
<tr>
<td>Jobs Retained</td>
<td>3,330</td>
</tr>
<tr>
<td>Business Starts</td>
<td>375</td>
</tr>
<tr>
<td>Increase Sales</td>
<td>$102,364,160</td>
</tr>
<tr>
<td>Contracts Obtained</td>
<td>$78,009,522</td>
</tr>
<tr>
<td>Capital Formation</td>
<td>$240,050,462</td>
</tr>
</tbody>
</table>

*All impact is collected and verified directly from our clients*
SBDC Grant/Programs

- SBDC
- Veterans - no grant
- Connect2DOT
- Leading Edge
- Disaster
- Economic Gardening
Consulting Expertise

✓ CPAs
✓ Attorneys
✓ Government Contracting
✓ Dispute Resolution
✓ Grant Writing
✓ Technology and Funding
✓ VC/Angel/Equity Specialist
✓ Natural Resources/Ag
✓ Manufacturing
✓ Lean Specialist
✓ SBIR/Commercialization

✓ Exporting/International Trade
✓ Energy Specialists
✓ Aerospace
✓ Intellectual Property
✓ E-Business, Social Media
✓ Patents
✓ Medical Devices
✓ Business Specialists/Coaches
✓ Natural Food Product
✓ Retail Specialists
✓ Human Resources
✓ Marketing/Strategy
Why is Colorado So Successful?

• Strong Networks
• Local Atmosphere

“There are no secrets to success....It is the result of preparation, hard work and learning from failure”
Colin Powell
<table>
<thead>
<tr>
<th>County</th>
<th>Partnerships</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adams County</td>
<td>SBDC Director member of WF/WIB, Cross promote events</td>
</tr>
<tr>
<td>Larimer County</td>
<td>MOU for combined services (no duplication), Shared booth space, Director is Chair Elect 2017, Jacob Castillo on SBDC board, partner in comprehensive Emergency Response Plan,</td>
</tr>
<tr>
<td>El Paso County</td>
<td>Shared space, Joint business relations group, Director sits on board, shared reception desk, shared booth space at events, Shared logos on flyers and marketing pieces</td>
</tr>
<tr>
<td>Aurora/South Metro</td>
<td>10+- workshops annually, 2 startup/business planning series for youth at risk programs, Start up, marketing, SEO, and website design-development, seminars/workshops for ADWorks Early Child Care Provider businesses, both start-up and existing, over the years.</td>
</tr>
</tbody>
</table>
Questions?