



East Colorado Small Business Development Center Network

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Arapahoe County Commissioners
Arapahoe County

Dear Arapahoe County Commissioners,

First, I want to express my appreciation to Arapahoe County for the past support and commitment to the East Colorado Small Business Development Center (SBDC). Arapahoe County has been very supportive and a great partner. Your sponsorship along with others has allowed us to provide a substantial impact to businesses in your community.

Over the last 4½ years, East CO SBDC has worked in our region with 2,384 distinct existing and startup businesses to support 1,616 jobs, and had economic impact including loans obtained and sales increases of \$109 M. During this period, we have conducted 13,790 sessions with clients for a total of 22,376 hours of consulting and 96 new businesses have started.

Without our sponsors, these numbers would be substantially lower. We depend upon our communities and private sector to allow us to provide local consulting. As has been mentioned in the past your investment in us is an investment in your community.

Thank you for your past sponsorship, I very much appreciate it. For the upcoming year 2021, we would ask that you consider increasing your annual contribution to \$15,000. During this year, 2020, we have had drastic increase in demand to support our small businesses with COVID-19 pivot strategies and survival. Financial contributions and professional business assistance provided to the East Colorado SBDC have generated significant results in the communities it serves, and with your help, we will see more profitable small businesses, fewer bankruptcies or failures, new economic growth and a more dynamic community.

The East Colorado SBDC is dedicated to assisting small business owners and entrepreneurs in establishing and growing small businesses. The Monfort College of Business hosts the East CO SBDC at the University of Northern Colorado. The University of Northern Colorado Foundation is a 501(c)(3) organization and is entrusted to provide support and steward donations for the University of Northern Colorado including the East CO SBDC. Again, thank you for your past support and we look forward to the ongoing relationship in the future. If you have any questions, please contact me via email.

Best Regards,

Lisa Hudson

Director of the East Colorado SBDC