

TUCSON, ARIZONA
 Best Practices in Small Business Development



Microbusiness Advancement Center
 Debbie Chandler – Executive Director



Tucson, Arizona

- Situated in the beautiful Sonoran desert, surrounded by 5 mountain ranges
- Part of the Sun Corridor - 360 days of sunshine annually
- Tucson metro population over 550,000, supporting a county population just under a million; growth of 2000 new residents per month.
- Ranked one of the best biking towns in America with 800 miles of paths
- Tagged as the "mini mecca" for the arts by the WSJ- One of the few cities its size with four professional performing arts: ballet, symphony, theater, and opera.
- Home of the University of Arizona, Davis Monthan Air Force Base, Raytheon Missile Systems, and the Astronomy Capital of the US.
- Celebrates a rich cultural blended heritage of Native American, Mexican, and Anglo American influences
- **Over 95% of all the jobs in Tucson are created by small businesses.**



Microbusiness Advancement Center (MAC)

- a nonprofit organization providing business training, entrepreneurial counseling, and credit technical assistance; celebrating 22 years of developing entrepreneurs
- Serving over 1500 entrepreneurs annually; Staff of 5 FT and 6 PT
- Annual budget of \$850,000;
 - 50% from government funding sources
 - 21% from financial institutions
- Host of 4 SBA grants focused on small business development:
 - Women's Business Center
 - PRIME
 - SBA Microlending
 - Small Business Development Center
- Over 50% of clients served in majority of programs are LMI



MAC's Economic Impact

2010

New Company Starts	127
New Jobs Created	449
Retained Jobs	12
Sales Increases	\$20,647,140
New Capital	\$10,244,196



The Coming Jobs War

Excerpts from The Coming Jobs War, by Jim Clifton

Six years into Gallup's global study of seven billion people around the world has produced one searing, clarifying, helpful, and world altering fact:

What the whole world wants is a good job!

During the past two decades in the US, small and medium sized enterprises have accounted for virtually all new jobs!

The only real solution is to expand the size of the GDP- and that means job growth. Growing GDP is only possible when small businesses start and grow faster!

"It amazes me how few of my smart colleagues and friends don't realize that when businesses fail, a country fails. When businesses fail, job fail. When jobs fail, GDP fails. When GDP fails, institutions and infrastructure and governments fail. GDP and job growth are the chicken and the egg!" *Jim Clifton*



Creating Meaningful Financial Partnerships

- CRA funding can create jobs through business development agencies who use it for technical assistance for struggling or growing entrepreneurs
- Agencies can leverage CRA support with other programs and create significant impacts to the business economy - but keep it operational funding without programmatic strings attached.
- Business Development agencies can provide specific training to bank clients to strengthen companies, find out what your bank clients need from you and find ways to deliver it. It could be very different from bank to bank and client to client.





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Thank you!


