

February 2009

# Greeley/Weld SBDC News!

The Monfort Institute, The Monfort Executive Professor Program at the  
Monfort College of Business, and the Greeley/Weld Small Business  
Development Center

PRESENT...

**Terry May, CEO and Owner of MESA Products, Inc.**

**Malcolm Baldrige National Quality Award Recipient – Small Business 2006**

**“Excellence in Execution – Transforming a Small Business”**

*Read more information on page 2...*



## Business Start-Up Orientation

On behalf of the  
staff at the  
Greeley/Weld  
SBDC, we would  
like to wish you a  
Happy Valentine's  
Day!



Do you know what it takes to start your business? In this overview seminar, you will learn the proper steps to take in order to launch your business venture including: legal structures, required licenses and forms, tax requirements and financing considerations. Bring all of your questions about launching your business and meet others who are doing the same.

This workshop is also a great review for those already in business. Many existing business owners wonder if

they developed their business correctly. You may also bring your questions to this workshop as well.

**We hope to see you there!**

**February 9, 2009**

**Location:**

Aims Community College  
Downtown Center  
815 8th Avenue  
Greeley, CO 80634

**Cost:**

This workshop is **FREE** of charge but be sure to RSVP soon!

You may contact Audrey Nelson at **(970) 352-3661** or you may send us an email with your contact information to:

[greeleyweld@coloradosbdc.org](mailto:greeleyweld@coloradosbdc.org)

\*If less than five attendees RSVP, then the class will be rescheduled to a future date.

## Contd., Terry May, CEO and Owner of MESA Products, Presentation

Learn how Terry May grew MESA Products from a one-man operation to a manufacturing and service company with more than 100 employees. He will explain how he transformed MESA Products from a “good” small business in Tulsa, Oklahoma, to a business that is nationally recognized for its “world class excellence.” His presentation will inspire entrepreneurs and give small business owners access to proven approaches for enhancing performance.

**Date:**

February 19, 2009

**Time:**

7:30 a.m. – 9:00 a.m.

**Location:**

Columbine Room A and B

University Center

University of Northern  
Colorado

**Parking:**

Free parking in Lot A,  
adjacent to the University  
Center

**Cost:**

\$20 per person, including  
breakfast

**RSVP:**

Greeley/Weld Small  
Business Development  
Center

(970) 352-3661

or

[greeleyweld@coloradosbdc.org](mailto:greeleyweld@coloradosbdc.org)

\*Space is limited. Please  
make sure your reservation  
by February 12<sup>th</sup>.

## Latino Small Business Mentorship Program

The Latino Small Business Mentor Program is a special program that brings first and second generation Latino Businesses together with second and third generation Latino business. The purpose of this program is an attempt to build and improve services amongst first and second generation businesses, especially during these difficult economic times.

***The goals of the program are to:***

- Build more positive relationships with first and second generation Latino small business owners**
- Build opportunities for first and second generation Latino small business owners**
- Establish cross cultural opportunities for Latino small businesses**
- Business to business opportunities for Latino small business owners**

**-Increase economic development to the City of Greeley and Weld County**

**-Improved relations amongst the different cultural groups within Greeley and Weld County**

We anticipate that each business that is involved in this program will gain additional business skills and ultimately bring an increase in economic development for the Greeley/Weld area. Latino small businesses interested in joining the mentor program may contact Jesse Esparza at (970) 352-3661.

## Surviving Tough Times Workshop

A Free Event Worth Attending! Governor Ritter will be attending!

### Free one-on-one business counseling

8:00 a.m. – 12:30 p.m.  
\*30 min. sessions

Receive one-on-one counseling tailored to your business from an experienced counselor

#### Items to Bring:

Business Plan  
Financial Statements  
Marketing Strategies

### Surviving Tough Times Workshop

8:00 a.m. – 12:00 p.m.  
\*every hour on the hour

Seminar for managing your business in tough times

#### Resources

8:00 a.m. – 1:00 p.m.

Booths and resources will be available

When: February 17, 2009

8:00 a.m. – 1:00 p.m.

Where: The Ranch

First National Bank Exhibition Building

East Exhibit Hall  
5280 Arena Circle  
Loveland, CO 80538

Cost: **FREE**

Pre-registration for event at:  
[www.scoredenver.org](http://www.scoredenver.org)

## New! SBDC to be on KFKA 1310 a.m. Radio!

Get the small business advice you need in the comfort of your own home!

Starting this month, the Greeley/Weld SBDC will be airing small business advice on KFKA 1310 a.m. radio from 6-7 p.m. every Saturday.

The hosts of the show include Richard "Dick" Pickett, director of the

Greeley/Weld SBDC and Larry Burkhardt, President & CEO of Upstate Colorado.

#### Upcoming Topics!

**February 7<sup>th</sup>** – Learn about the Greeley/Weld SBDC and Upstate Colorado. Also learn about the upcoming events that the SBDC has in store for the 2009 year.

**February 14<sup>th</sup>**- Guest speaker and business counselor of the Greeley/Weld SBDC will be advising listeners about business plan basics. What is a business plan? How do I create one?

**We hope you enjoy the show!**



Tune in every Saturday from 6-7 p.m. for small business advice!

## SBDC holding one-on-one counsel sessions in Frederick and Windsor

Do you need business counseling but the drive to Greeley is just too far? Don't worry, we will come to you! Director, Richard "Dick" Pickett will be holding office hours at the Carbon Valley Chamber of

Commerce in Frederick and at the Windsor Chamber of Commerce in Windsor, once a month.

Take a look at our monthly calendar below to check when the next office hours will be held.

Please call Audrey Nelson at (970) 352-3661 to set-up an appointment for your business counseling needs, but without the drive!

The Greeley/Weld SBDC is PROUD of their sponsors!

**GREELEY/WELD SMALL  
BUSINESS DEVELOPMENT  
CENTER**

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We're also on the Web!

**See us at:**

[www.greeleyweldsbdc.org](http://www.greeleyweldsbdc.org)



Check out our upcoming events!

FEBRUARY 2009

M	T	W	T	F	S	S
1	2 Groundhog Day	3	4	5 Carbon Valley Business Day	6	7 Radio Show on KFKA 1310 a.m. 6 p.m. – 7 p.m.
8	9 Business Start-Up Orientation 6 p.m.- 8 p.m.	10 Windsor Business Day	11	12	13	14 Radio Show on KFKA 1310 a.m. 6 p.m. – 7 p.m.
15	16 President's Day	17 Surviving Tough Times Workshop 8 a.m. – 1 p.m.	18	19 Terry May Seminar 7:30 a.m. – 9 a.m.	20	21 Radio Show on KFKA 1310 a.m. 6 p.m. – 7 p.m.
22	23	24	25	26	27	28 Radio Show on KFKA 1310 a.m. 6 p.m. – 7 p.m.