

Utah Business Resource Centers



Connecting Utah Businesses to Resources

Agenda

- Board Members
- Need
- Solution
- Benefits



BRC Board



Cece Mitchell

**Vice President and
Director of Zions
Business Resource
Center – BRC
Organizational Board
Chair**



Steve Clark

**Legislator and Regional
Director of the Small
Business Development
Center, UVSC**



Brad Bertoch

**President and CEO of
the Wayne Brown
Institute**



Brian Cummings

**Director of the University
of Utah Technology
Transfer Office**

BRC Board



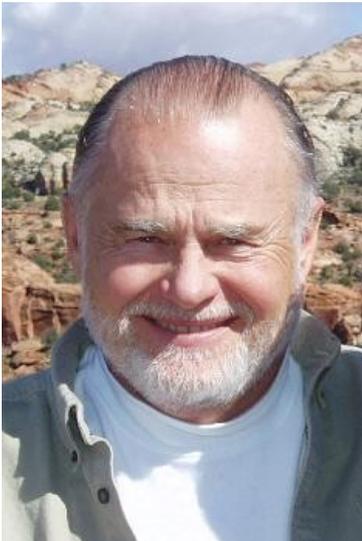
Craig Bott

**President and CEO
of Grow Utah
Ventures**



Irene Hansen

**Executive Director of the
Duchesne County
Economic Development
Office**



Fred Jaeger

**Serial
Entrepreneur**



Tim Hunt

**Founder and CEO of
LingoTech**

Newly Appointed Board Members



Karen Gunn

**Dean, Outreach Education Services
Salt Lake Community College**



Wes Curtis

**Director of Regional Services and Business
Resource Center, Southern Utah University**

Business in Utah

“Entrepreneurs, innovators, and small businesses are key players in the economy of Utah. They make up most of the employer firms in the state, and their contribution is **indispensable**.”

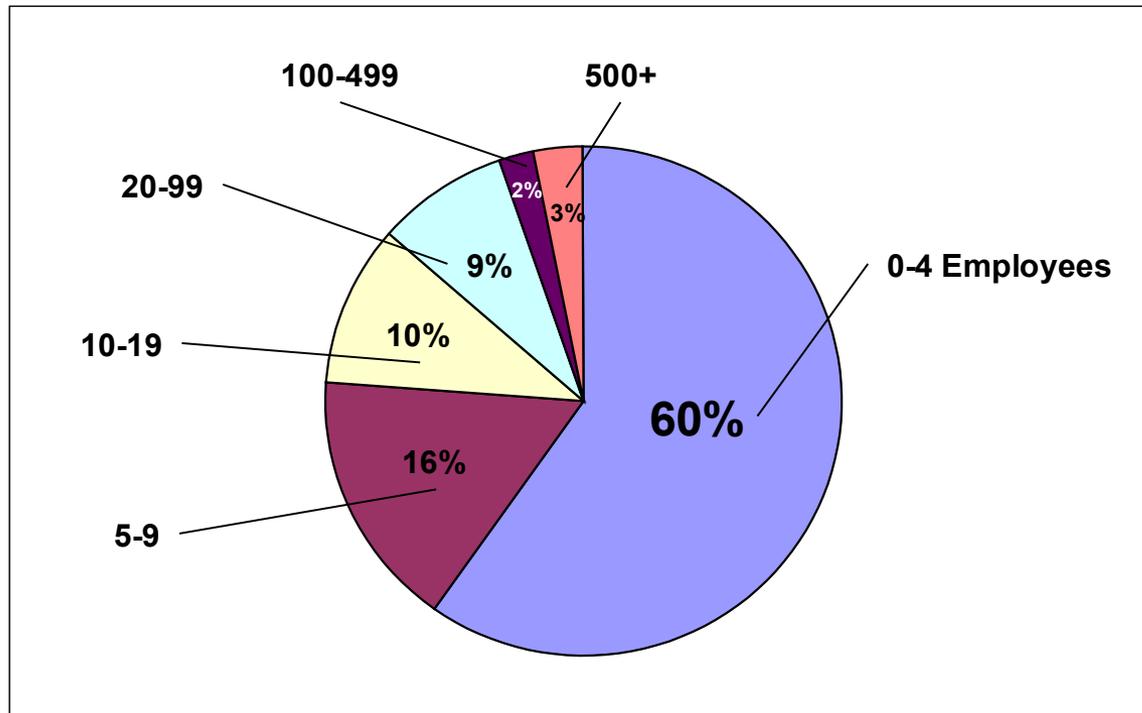
SBA Office of Advocacy, 2006 Report

The Need for BRC's

- Increase the sustainability of new & existing businesses
- Reduce the State's number of business failures
- Increase awareness of resources available throughout the State
- Increase the access to those resources in all areas of the State

Small Businesses in Utah

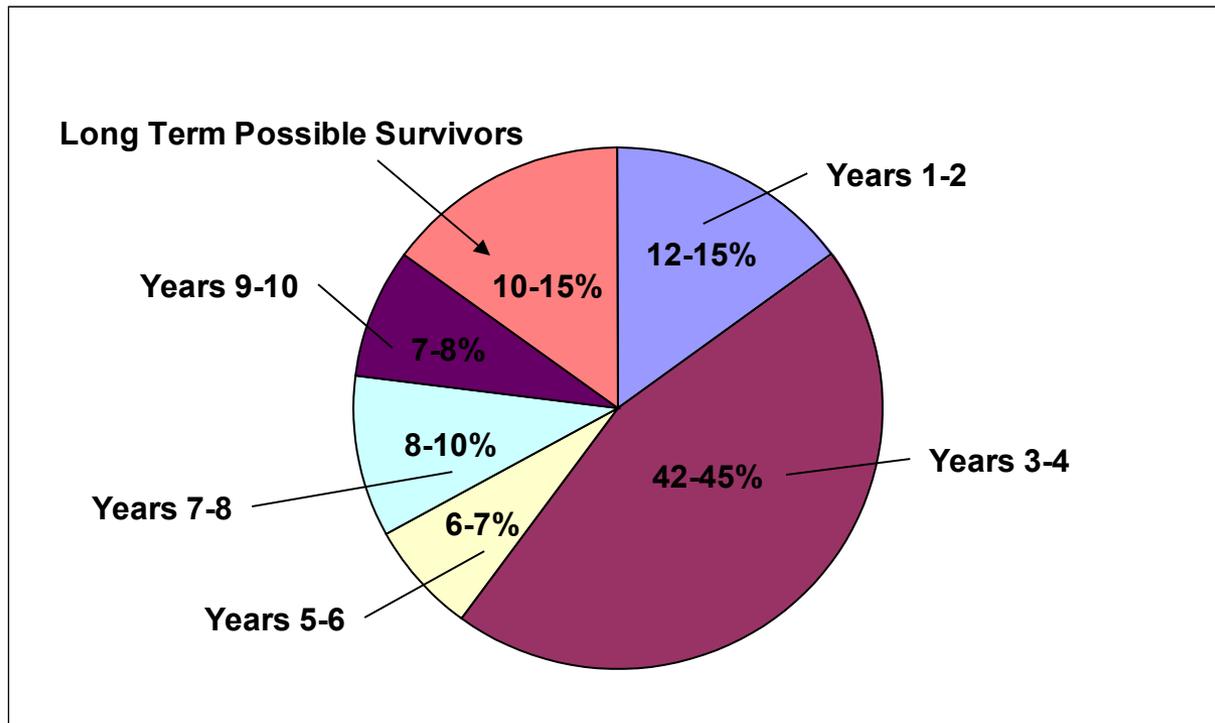
**60% of Utah Businesses Have 4 or Fewer Employees
and 97% are Considered “Small Businesses”**



Source: U.S. Small Business Administration, Office of Advocacy, based on data provided by the U.S. Census Bureau – 2004 Data

Utah's Business Failure Rate

About 65-70% of Utah Businesses Fail in the First 5 Years

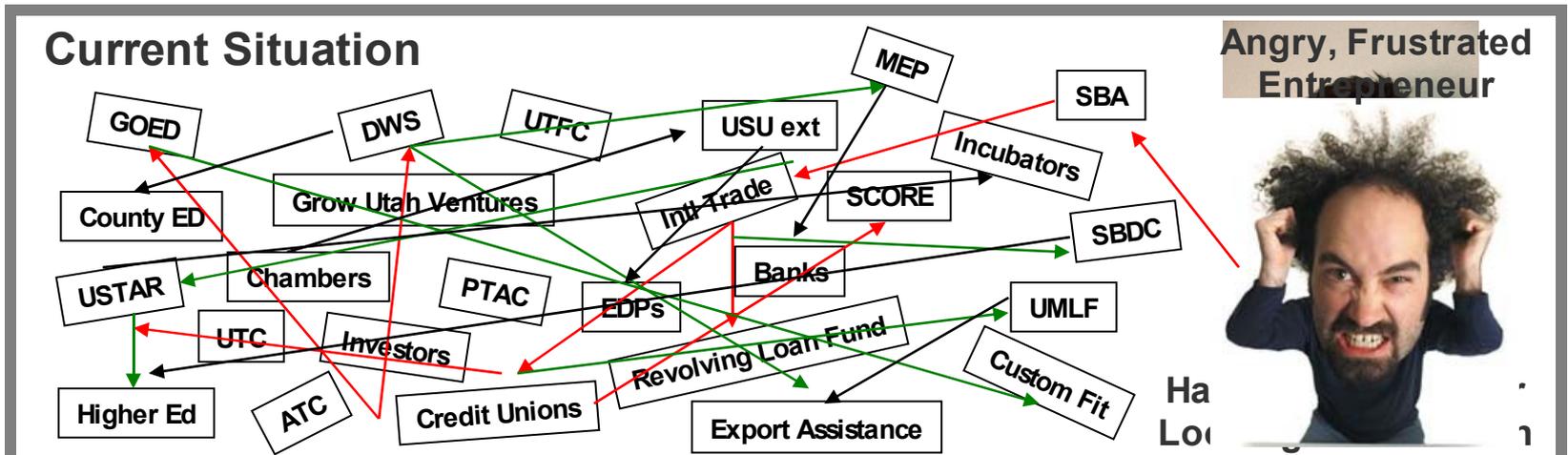


Source: Utah's Department of Commerce – 2006 data

The BRC Solution...

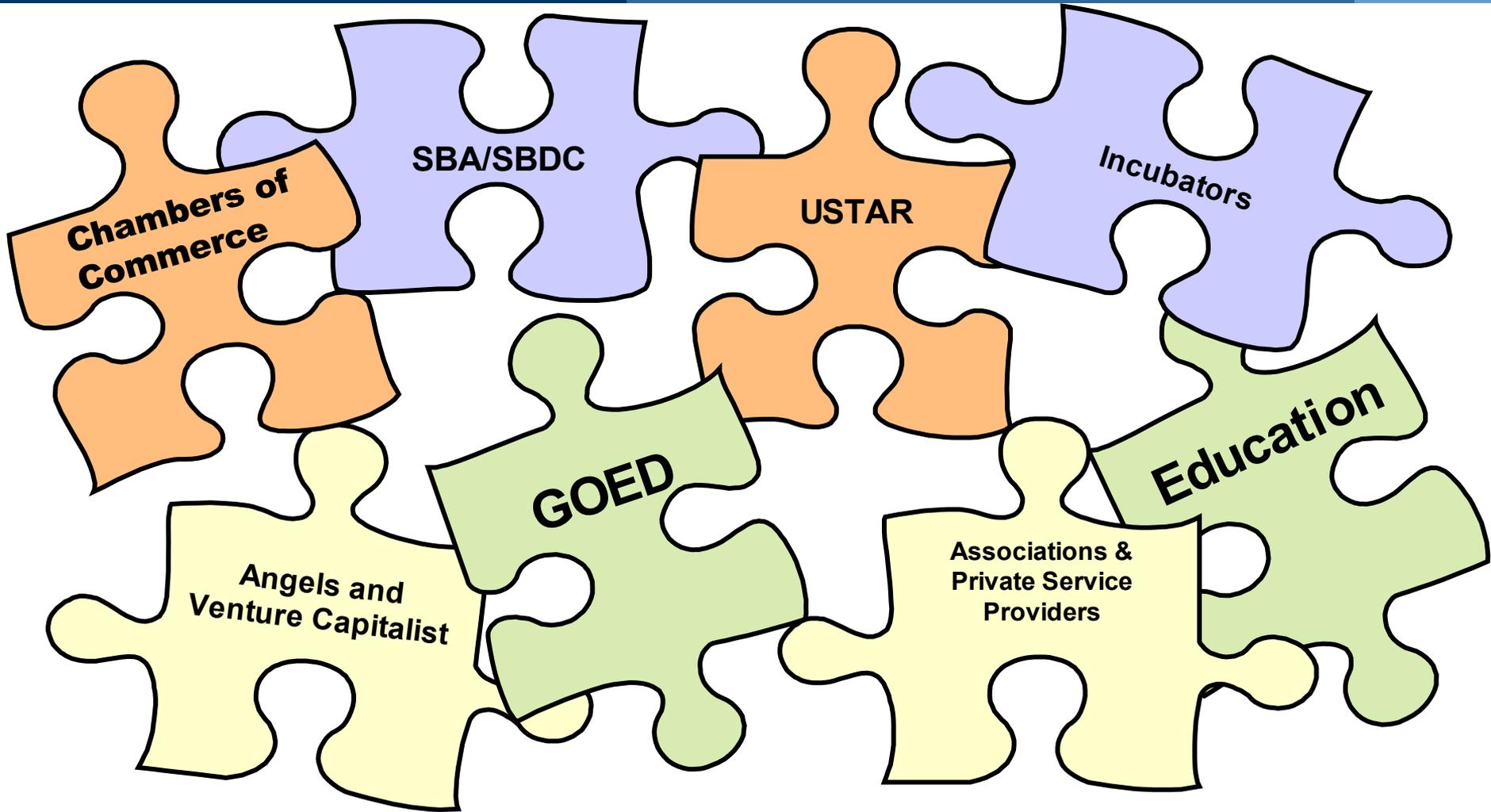
- Encourage local flexibility and customization
- Coordinate local service providers
- Create a one-stop shop approach as a certified BRC/service center
- Tap into broad statewide network of support
- Establish a statewide brand and marketing program

Business Resources in Utah



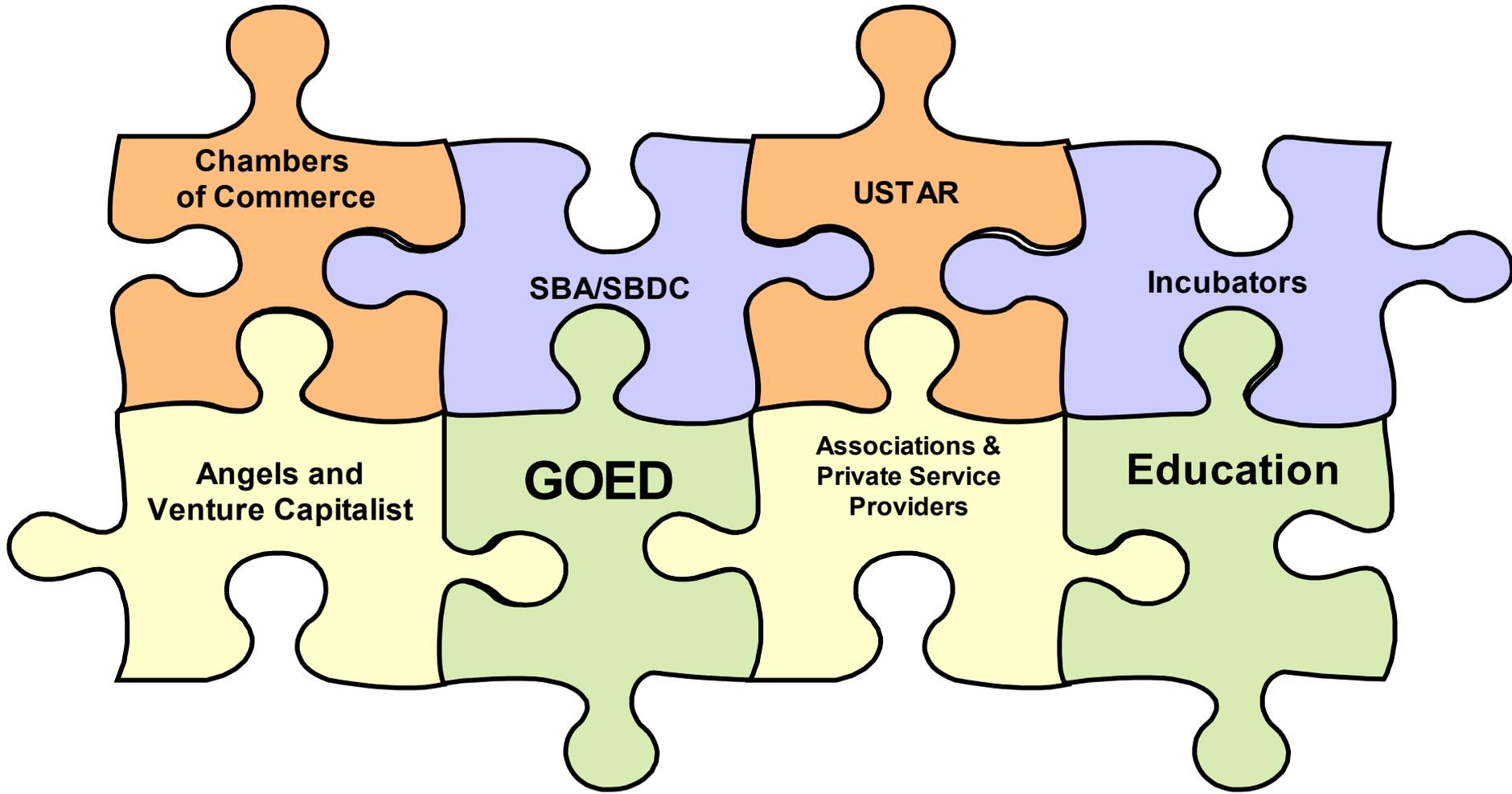
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Current Business Development Activities



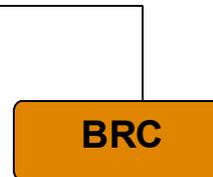
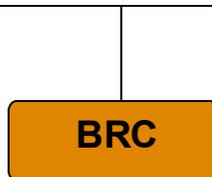
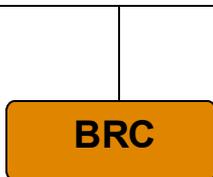
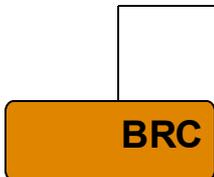
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United Business Development Approach



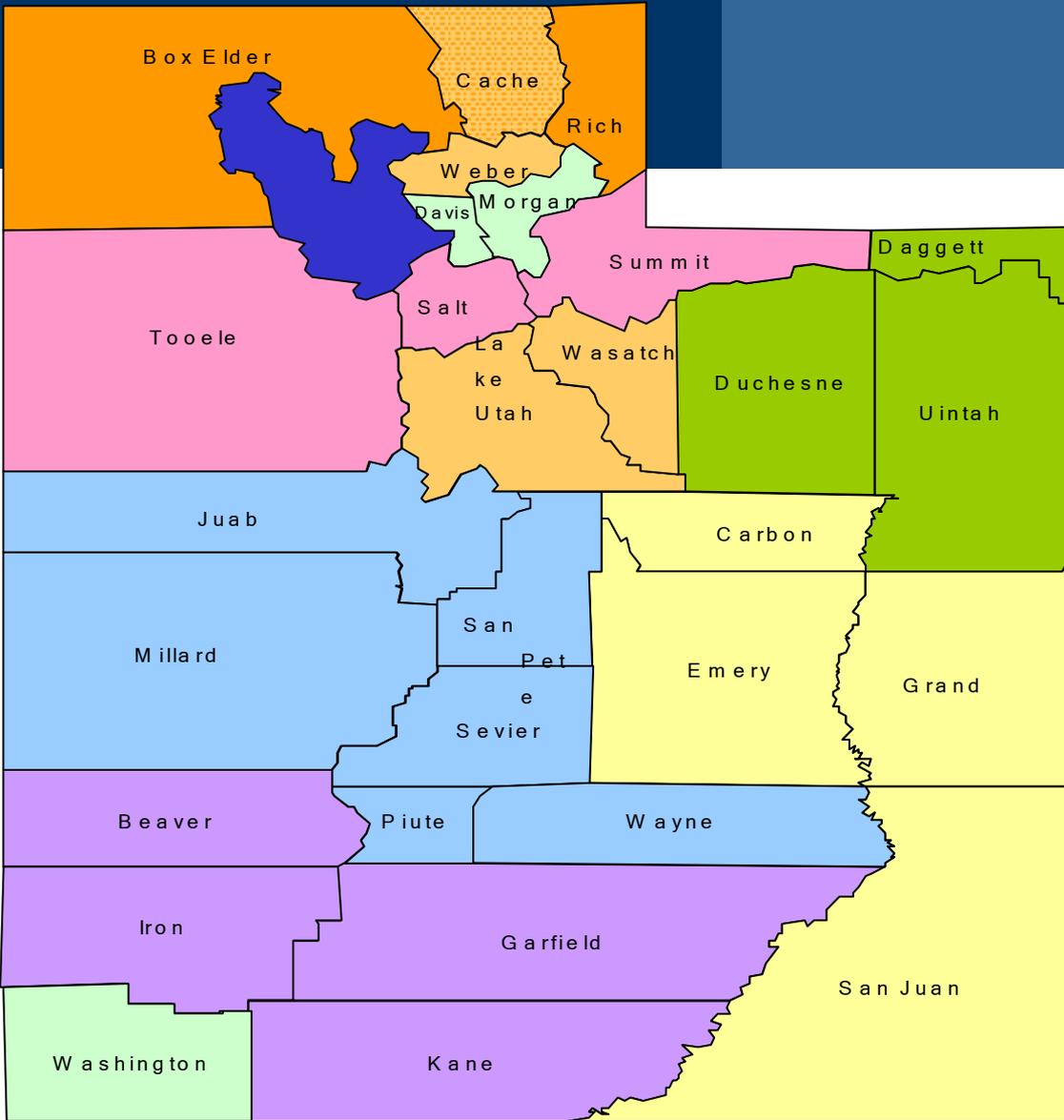
Proposed BRC Organizational Structure

- **Decision Authority**
- **Programmatic Monitoring**
- **Certification**
- **Budget Approval**
- **Virtual Deployment**
- **Program Evaluation**



- **Operational oversight**
- **Policy & procedure development**
- **Certification criteria**
- **Budget recommendations**
- **Application criteria & approval**
- **Marketing**

- **Coordination**
- **Programmatic Recommendations**
- **Issue Identification**
- **Performance Evaluation**
- **Virtual Employment**



BRC's proposed by local communities would cover all areas of the State

BRC Benefits...

- Eliminate any perceived geographical boundaries to access business services
- Maximize available services, resources and access to practical industry expertise
- Improve success rates for new business
- Improve success rates for business sustainability

Q & A

