

HAWAII SMALL BUSINESS
DEVELOPMENT CENTER

SBDC

www.hisbdc.org



Today's Topics

Who are you guys?

How We Help Our Clients

How We Help You

Questions





Who are you guys?

63 Programs Nationwide, 1000 offices

Funding Sources:

- US Small Business Administration
- University/Partner – State
Legislature





Purpose of the SBDC

The SBDC Program is designed to provide free, high quality business and economic development assistance to small businesses and pre-venture entrepreneurs in order to promote growth, expansion, innovation, increased productivity and management improvement.

A bar chart with six blue bars of increasing height from left to right, overlaid with a large red arrow pointing upwards and to the right, symbolizing growth and progress.



KAUAI - Lihue

OAHU – Waikiki, Pearl City & MIC

MAUI - Kihei

HAWAII - Hilo and Kailua Kona



How We Help Our Clients

- **Financial Performance Management and Improvement**

The review and analysis of your financial controls, pricing and accounting practices

- **Strategy & Business Planning**

Making sure you have a sound business plan and competitive position in the marketplace

- **Strategy Execution**

Expand your customer base using cost-effective tactics

- **Capital Formation & Funding**

The evaluation of your capital needs , sources of capital and how to prepare your request



How We Help Our Clients

- **Growth Strategies**

The evaluation of alternatives to grow your business– new products/services, new locations or new businesses

- **Acquisitions**

Approaches to finding, evaluating and structuring a business or product line

- **Transition to new ownership**

How to maximize the value of your business and exit

- **Commercialization of New Technologies**

From the lab to the marketing plan, organize and fund your new enterprise





How We Help Our Clients

For example:

Feasibility Studies

SKAI, KAS, Diagenetix

Bio-fuel, Bio-Plastics, PV

Squid on a Stick





How We Help You

Turning EE Projects into Reality

Access to Capital

Senior Staff and SMEs

But wait, there's more:

Free to Qualified Clients





Brief Case Study

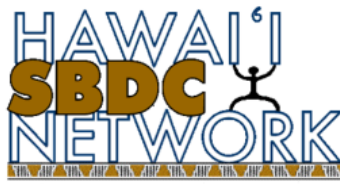
Profit Center Analysis

Corp P&L		% Rev	Profit Ctr 1	% Rev	Profit Ctr 2	% Rev
Av Unit	\$25		\$30		\$20	
Unit	120,000		60,000		60,000	
Rev	3,000,000	100%	1,800,000	100%	1,200,000	100%
Direct	1,800,000	60%	1,350,000	75%	450,000	37.5%
G Margin	1,200,000	40%	450,000	25%	750,000	62.5%
Overhead	600,000	20%	300,000	16.7%	300,000	25%
Op Profit	600,000	20%	150,000	8.3%	450,000	37.5%

“The greatest problem with communication is the illusion that it has been accomplished.”

—George Bernard Shaw





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