





Office of Economic Development's Accounting & Business Consulting Program

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Accounting & Business Consultants (ABC)

Provider Name:	<a href="#">Ventures</a> 	<a href="#">Business Impact NW</a> 	<a href="#">King's Dream Business Consulting</a>  King's Dream Business Consulting	<a href="#">Accounting for Taste (Ellen Brown)</a> 
<b>Provider Comparison</b>				
Provider Specialties:	Entrepreneurs & Micro-businesses (fewer than 9 employees) & Entrepreneurs, Community Development Financial Institution (CDFI)	Small Business Owners in economically marginalized communities, Community Development Financial Institution (CDFI)	Marketing, Design & Operational Strategy for Small Businesses, Entrepreneurs & Nonprofits	Restaurant & Retail Accounting, Business Consulting Services
Outcomes:	-Increased small business financial acumen & better understanding of operational setup -Introduction to user-friendly accounting solutions on the market & overview -Increased awareness of accounting best practices & tax considerations -Personal and business credit awareness & improvement	-Increased small business financial acumen & better understanding of operational setup -Personalized advice & recommendations for business growth & operations	-Increased small business mobility & financial acumen -Promote Digital Equity within BIPOC Communities -Increased Community Engagement w/ personalized growth plans & recommendations on strategic media placements	-Increased small business financial acumen & better understanding of operational setup -Personalized advice & recommendations for business growth & operations
Languages Spoken:	English & Spanish	English	English	English
Location:	In-Person & Virtual	In-Person & Virtual	Virtual	In-Person & Virtual
Pre-reqs:	None	-Active business license in the City of Seattle -Have earned business revenue	None	None
Cost:	<b>Free</b>	<b>Free</b>	<b>Free</b>	<b>Free</b>
Targeted Audience:	-BIPOC -Women -Immigrants & Refugees -Members of the LGBTQIA+ community -Low/moderate income earners	-BIPOC -Women -Immigrants & Refugees -Members of the LGBTQIA+ community -Low/moderate income earners	-Small businesses facing digital barriers & need to build an online presence -Non-industry specific, small businesses	-Any! But has specialized experience assisting restaurants & retail businesses
Gross Annual Revenue:	Up to \$500k	Up to \$800k	Up to \$1M	Up to \$5M
# of Full-time Employees:	Up to 10	Up to 20	Up to 50	Up to 50

**ABC: Consulting Services**

<b>Program Name:</b>	Community Micro-Business TA Clinics	Consultant Access Program	Consulting Sessions	Consulting Sessions
<b>Program Overview:</b>	Two Business Consultants will provide: -One-on-one business and financial coaching -Connections to available resources	Services would include but are not limited to: -Cash Flow Management -Bookkeeping; Accounting/Tax -Legal -Digital Marketing -Branding -Marketing/Market Research -Website Design -Print/Digital Design	Services provided would include but are not limited to: -Business' financial needs such as recommendations for credit improvement & accounting solutions -Pinpoint cash flow management strategies -Create a personalized plan to reach financial goals & receive recommendations for business growth	Services provided would include but are not limited to: -Consulting around General Business or Accounting Practices -Assistance or guidance on Financial Accounting Systems -Assistance or guidance on cleaning up or migrating Financial Accounting Systems
<b>Frequency:</b>	Sessions are tentatively scheduled for: <ul style="list-style-type: none"> <li>• October 2022</li> <li>• November 2022</li> <li>• January 2023</li> <li>• February 2023</li> <li>• March 2023</li> </ul>	Ongoing	Ongoing	Ongoing
<b>Length of each TA Session:</b>	25-mins	45 to 60-mins	30-mins	1-hr (10-hour cap per business)
<b>Delivery Format:</b>	In-person (@ Ventures' office or @ one of community partners) & Virtual via Zoom	In-person, Phone and/or Virtual	Virtual via Zoom	Mostly virtual but willing to meet in-person
<b>Scheduling Logistics:</b>	<b>Both Drop-in &amp; Appointments (recommended) to be scheduled via <a href="#">email</a> w/ Amy Hollander</b>	Online registration for the Consultant Access Program required; <b>Complete online application <a href="#">here</a></b>	Online registration for Consulting sessions occurs on a first come, first served basis; <b>Register online <a href="#">here</a></b>	<b>Clients can call Ellen Brown @ (206)251-5878 or <a href="#">email</a></b>
<b># of Sessions per client:</b>	Minimum 2, Maximum 5	3-5 (till awarded service credit of \$500 is exhausted)	2	Up to 10

**ABC: Workshops**

<b>Program Name:</b>	Community Group Financial Workshops	N/A	Cash Flow Management Workshops	N/A
<b>Program Overview:</b>	Offers broad training on business financial topics such as: -Business Taxes (i.e., Federal "Schedule C" Tax Workshop) -Cash Flow Projection (i.e., Risk Management) -Bookkeeping Systems (i.e., Basic Principles of Cash Management)	N/A	<u>Cash Management Fundamentals:</u> -How to read and act on key financial reports (e.g., Profit & Loss Statements, Balance Sheets and Cash Flow) -Leading cash management best practices to ensure profitability <u>Business Credit Improvement:</u>	N/A

	-Impact of Credit Scores (i.e., Personal Credit Basics for Entrepreneurs)		-Introduction to Credit Repair Consulting -The importance of healthy credit in a small business environment -How to leverage your credit to your entrepreneurial advantage <u>Bookkeeping &amp; Accounting:</u> -Learning the difference between Bookkeeping and Accounting and the importance of each -Which accounting solution is right for your business, cloud based, local and national accounting solutions -Small business tax preparation	
Frequency:	Sessions are tentatively scheduled for: <ul style="list-style-type: none"> <li>• October 2022</li> <li>• November 2022</li> <li>• January 2023</li> <li>• February 2023</li> <li>• March 2023</li> </ul>	N/A	Sessions are scheduled for: -Saturday, 1/7/2023 from 10am-12pm -Saturday, 6/3/2023 from 10am-12pm -Saturday, 1/6/2024 from 10am-12pm	N/A
Delivery Format:	In-person & Virtual via Zoom	N/A	Virtual via Zoom, Sessions will be recorded	N/A
Scheduling Logistics:	Online registration for up to 50 participants. <b>To register, please <a href="#">email Amy Hollander</a></b>	N/A	Online registration for up to 150 participants; <b>Register <a href="#">online here</a></b>	N/A