

## Accounting & Business Consulting (ABC) Program

	Accounting & Bookkeeping			Marketing & Branding			Business Development			
<b>Provider Name &amp; Website Link:</b>	<a href="#">Accounting for Taste</a>	<a href="#">Medzam Consulting</a>	<a href="#">Salinas Tax &amp; Accounting</a>	<a href="#">Vision 7 Advertising</a>	<a href="#">ANEWBrand</a>	<a href="#">Kirsti Rochon Design</a>	<a href="#">Gilkey Restaurant Consulting Group</a>	<a href="#">Launch Industries</a>	<a href="#">MBI Consulting</a>	<a href="#">Ventures</a>
										
<b>QR Code:</b>										
<b>Specializes in Serving Businesses who are:</b>	<ul style="list-style-type: none"> <li>•Restaurant &amp; Retail Businesses</li> <li>•BIPOC, LGBTQIA+ &amp; Women-owned businesses</li> <li>•Existing Small Businesses, Nonprofits, Entrepreneurs &amp; Startups</li> </ul>	<ul style="list-style-type: none"> <li>•Spanish-speaking Businesses</li> <li>•BIPOC, LGBTQIA+ &amp; Women-owned businesses</li> <li>•Existing Small Businesses, Nonprofits, Entrepreneurs &amp; Startups</li> </ul>	<ul style="list-style-type: none"> <li>•Spanish-speaking Businesses</li> <li>•BIPOC, LGBTQIA+ &amp; Women-owned businesses</li> <li>•Existing Small Businesses, Nonprofits, Entrepreneurs &amp; Startups</li> </ul>	<ul style="list-style-type: none"> <li>•Spanish-speaking Businesses</li> <li>•Artists and Creatives</li> <li>•BIPOC, LGBTQIA+ &amp; Women-owned businesses</li> <li>•Existing Small Businesses, Nonprofits, Entrepreneurs &amp; Startups</li> </ul>	<ul style="list-style-type: none"> <li>•Existing Small Businesses, Nonprofits, Entrepreneurs &amp; Startups</li> <li>•Consumer Packaged Goods (CPG)</li> <li>•Tech</li> <li>•Food-based (F&amp;B), Hospitality &amp; Tourism</li> <li>•LGBTQIA+ Community</li> </ul>	<ul style="list-style-type: none"> <li>•BIPOC, LGBTQIA+ &amp; Women-owned businesses</li> <li>•Existing Small Businesses, Nonprofits, Entrepreneurs &amp; Startups</li> </ul>	<ul style="list-style-type: none"> <li>•Any restaurant owner needing assistance opening, developing and/or operating their restaurant business</li> </ul>	<ul style="list-style-type: none"> <li>•Food-based (F&amp;B) or Wellness emphasis</li> <li>•Commissary kitchens</li> <li>•B2B companies</li> <li>•Recreational marijuana</li> <li>•Food security organizations</li> <li>•BIPOC, LGBTQIA+ &amp; Women-owned businesses</li> </ul>	<ul style="list-style-type: none"> <li>•All businesses with an emphasis on service-related industries (creative, design, e-commerce, retail, etc.)</li> <li>•BIPOC, LGBTQIA+ &amp; Women-owned businesses</li> </ul>	<ul style="list-style-type: none"> <li>•Entrepreneurs &amp; Micro-businesses (fewer than 9 employees)</li> <li>•BIPOC, LGBTQIA+ &amp; Women-owned businesses</li> <li>•ITIN-holders</li> </ul>
<b>Provider Specialties:</b>	<ul style="list-style-type: none"> <li>•Accounting &amp; Bookkeeping Support</li> <li>•Business Growth &amp; Operational Strategy</li> </ul>	<ul style="list-style-type: none"> <li>•Accounting, Tax &amp; Bookkeeping</li> <li>•Payroll &amp; Benefits</li> <li>•Startup &amp; Business Licensing Support</li> <li>•Business Development Planning &amp; Advising</li> <li>•Operational Strategy</li> </ul>	<ul style="list-style-type: none"> <li>•Accounting &amp; Bookkeeping</li> <li>•Payroll &amp; Benefits</li> <li>•Tax Advisory, Representation &amp; Preparation</li> <li>•Business Development Planning &amp; Advising</li> </ul>	<ul style="list-style-type: none"> <li>•Product Development</li> <li>•Wholesale Implementation</li> <li>•Pricing Strategy</li> <li>•Social Media Implementation, Strategy &amp; Best Practices</li> <li>•Website Support for Shopify &amp; Square</li> </ul>	<ul style="list-style-type: none"> <li>•Brand Design, Strategy &amp; Best Practices</li> <li>•Rebranding</li> <li>•Digital Marketing Strategy &amp; Best Practices</li> <li>•Search Engine Optimization (SEO) &amp; Website Optimization (CRO)</li> </ul>	<ul style="list-style-type: none"> <li>•Graphic Design</li> <li>•Marketing Design</li> <li>•Brand Development</li> <li>•Brand Guidelines</li> </ul>	<ul style="list-style-type: none"> <li>•Restaurant Brand Identity Development</li> <li>•Restaurant Design</li> <li>•Team Performance Management Training &amp; Recruitment</li> <li>•Operations Assessment &amp; Development</li> <li>•Financial Assessment &amp; Strategy</li> </ul>	<ul style="list-style-type: none"> <li>•Startup &amp; Business Licensing Support</li> <li>•Software &amp; I.T. projects</li> <li>•Human Resources</li> <li>•Payroll &amp; Benefits</li> <li>•Standard Operating Procedures (SOP), Operations Assessment &amp; Development</li> <li>•Financial Assessment &amp; Strategy</li> </ul>	<ul style="list-style-type: none"> <li>•Business Development Planning</li> <li>•Business Management Consulting</li> <li>•Customer Engagement &amp; Operational Strategy</li> <li>•Business Development Planning &amp; Advising</li> <li>•Customer Resource Management (CRM) Implementation</li> </ul>	<ul style="list-style-type: none"> <li>•Community Development Financial Institution (CDFI)</li> <li>•Startup &amp; Business Licensing Support</li> <li>•Business Growth &amp; Operational Strategy</li> <li>•Capital Readiness (Loan Readiness)</li> </ul>
<b>Languages Spoken:</b>	English	Spanish	English & Spanish	English & Spanish	English & Italian	English & Conversational Spanish	English	English	English	English & Spanish
<b>Delivery Format:</b>	In-Person & Virtual	In-Person & Virtual	Virtual	In-Person & Virtual	In-Person & Virtual	In-Person & Virtual	In-Person & Virtual	Primarily Virtual but can also meet In-Person	In-Person & Virtual	In-Person & Virtual
<b>Length of each Session:</b>	1-hr	1-hr	1-hr	1-hr	55-mins each session	1-hr	Flexible depending on need	25 to 50-mins each session	Flexible depending on need	50-mins each session
<b>Scheduling Links:</b>	<a href="#">Clients can call Ellen Brown @ (206)251-5878 or email to schedule</a>	<a href="#">Clients can schedule appointments on our website: <a href="http://www.medzamconsulting.com">www.medzamconsulting.com</a></a>	<a href="#">Clients can schedule online <a href="#">HERE</a></a>	<a href="#">Clients can schedule online <a href="#">HERE</a></a>	<a href="#">Clients can inquire <a href="#">HERE</a></a>	<a href="#">Clients can schedule appointments via <a href="#">email</a></a>	<a href="#">Clients can schedule appointments via <a href="#">email</a></a>	<a href="#">Clients can schedule online <a href="#">HERE</a></a>	<a href="#">Clients can schedule online <a href="#">HERE</a></a>	<a href="#">Clients can schedule appointments via <a href="#">email</a></a>
<b>Gross Annual Revenue:</b>	Up to \$5M	Up to \$5M	Up to \$5M	Up to \$1M	Up to \$5M	Up to \$1M	Up to \$1M	Up to \$5M	Up to \$5M	Up to \$500k
<b># of Full-time Employees (FTE):</b>	Up to 50 FTEs	Up to 50 FTEs	Up to 10 FTEs	Up to 50 FTEs	Up to 50 FTEs	Up to 50 FTEs	Up to 50 FTEs	Up to 50 FTEs	Up to 50 FTEs	Up to 10 FTEs
<b># of Consulting Hours per Client:</b>	Up to 10 hours	Up to 10 hours	Up to 10 hours	Up to 10 hours	Up to 10 hours	Up to 10 hours	Up to 10 hours	Up to 10 hours	Up to 10 hours	Up to 10 hours