















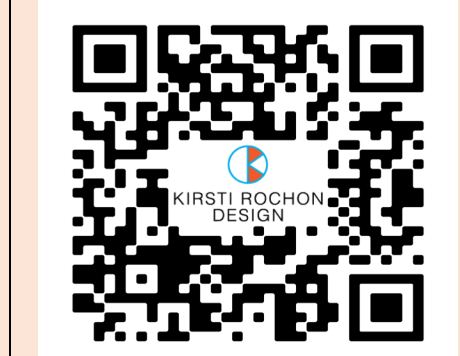






Accounting & Business Consulting (ABC) Program											 Seattle Office of Economic Development
Provider Name & Website Link:	Accounting & Bookkeeping			Marketing & Branding			Business Development				
	Accounting for Taste 	Medzam Consulting 	Salinas Tax & Accounting 	Vision 7 Advertising 	ANEWBrand 	Kirsti Rochon Design 	Gilkey Restaurant Consulting Group 	Launch Industries 	MBI Consulting 	Ventures 	
QR Code:											
Specializes in Serving Businesses who are:	<ul style="list-style-type: none">•Restaurant & Retail Businesses•BIPOC, LGBTQIA+ & Women-owned businesses•Existing Small Businesses, Nonprofits, Entrepreneurs & Startups	<ul style="list-style-type: none">•Spanish-speaking Businesses•BIPOC, LGBTQIA+ & Women-owned businesses•Existing Small Businesses, Nonprofits, Entrepreneurs & Startups	<ul style="list-style-type: none">•Spanish-speaking Businesses•BIPOC, LGBTQIA+ & Women-owned businesses•Existing Small Businesses, Nonprofits, Entrepreneurs & Startups	<ul style="list-style-type: none">•Spanish-speaking Businesses•Artists and Creatives•BIPOC, LGBTQIA+ & Women-owned businesses•Existing Small Businesses, Nonprofits, Entrepreneurs & Startups	<ul style="list-style-type: none">•Existing Small Businesses, Nonprofits, Entrepreneurs & Startups•Consumer Packaged Goods (CPG)•Tech•Food-based (F&B), Hospitality & Tourism•LGBTQIA+ Community	<ul style="list-style-type: none">•BIPOC, LGBTQIA+ & Women-owned businesses•Existing Small Businesses, Nonprofits, Entrepreneurs & Startups	<ul style="list-style-type: none">•Any restaurant owner needing assistance opening, developing and/or operating their restaurant business	<ul style="list-style-type: none">•Food-based (F&B) or Wellness emphasis•Commissary kitchens•B2B companies•Recreational marijuana•Food security organizations•BIPOC, LGBTQIA+ & Women-owned businesses	<ul style="list-style-type: none">•All businesses with an emphasis on service-related industries (creative, design, e-commerce, retail, etc.)•BIPOC, LGBTQIA+ & Women-owned businesses	<ul style="list-style-type: none">•Entrepreneurs & Micro-businesses (fewer than 9 employees)•BIPOC, LGBTQIA+ & Women-owned businesses•ITIN-holders	
Provider Specialties:	<ul style="list-style-type: none">•Accounting & Bookkeeping Support•Business Growth & Operational Strategy	<ul style="list-style-type: none">•Accounting, Tax & Bookkeeping•Payroll & Benefits•Startup & Business Licensing Support•Business Development Planning & Advising•Operational Strategy	<ul style="list-style-type: none">•Accounting & Bookkeeping•Payroll & Benefits•Tax Advisory, Representation & Preparation•Business Development Planning & Advising	<ul style="list-style-type: none">•Product Development•Wholesale Implementation•Pricing Strategy•Social Media Implementation, Strategy & Best Practices•Website Support for Shopify & Square	<ul style="list-style-type: none">•Brand Design, Strategy & Best Practices•Rebranding•Digital Marketing Strategy & Best Practices•Search Engine Optimization (SEO) & Website Optimization (CRO)	<ul style="list-style-type: none">•Graphic Design•Marketing Design•Brand Development•Brand Guidelines	<ul style="list-style-type: none">•Restaurant Brand Identity Development•Restaurant Design•Team Performance Management Training & Recruitment•Operations Assessment & Development•Financial Assessment & Strategy	<ul style="list-style-type: none">•Startup & Business Licensing Support•Software & I.T. projects•Human Resources•Payroll & Benefits•Standard Operating Procedures (SOP), Operations Assessment & Development•Financial Assessment & Strategy	<ul style="list-style-type: none">•Business Development Planning•Business Management Consulting•Customer Engagement & Operational Strategy•Business Development Planning & Advising•Customer Resource Management (CRM) Implementation	<ul style="list-style-type: none">•Community Development Financial Institution (CDFI)•Startup & Business Licensing Support•Business Growth & Operational Strategy•Capital Readiness (Loan Readiness)	
Languages Spoken:	English	Spanish	English & Spanish	English & Spanish	English & Italian	English & Conversational Spanish	English	English	English	English & Spanish	
Delivery Format:	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	
Length of each Session:	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	
Scheduling Links:	Clients can call Ellen Brown @ (206)251-5878 or email to schedule	Clients can schedule appointments on our website: www.medzamconsulting.com	Clients can schedule online HERE	Clients can schedule online HERE	Clients can inquire HERE	Clients can schedule appointments via email	Clients can schedule appointments via email	Clients can schedule appointments via email	Clients can schedule online HERE	Clients can schedule online HERE	Clients can schedule appointments via email
Gross Annual Revenue:	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	
# of Full-time Employees (FTE):	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	
# of Consulting Hours per Client:	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	
Updated through December 31st, 2023											ABC Program Contact: Robyn Duckett robyn.duckett@seattle.gov