

Accounting & Business Consulting (ABC) Program			
Accounting & Bookkeeping			
Provider Name & Website Link:	Accounting for Taste 	Medzam Consulting 	Salinas Tax & Accounting 
QR Code to Website:			
Specializes in Serving Businesses who are:	•Restaurant & Retail Businesses •BIPOC, LGBTQIA+ & Women-owned businesses •Existing Small Businesses, Nonprofits, Entrepreneurs & Startups	•Spanish-speaking Businesses •BIPOC, LGBTQIA+ & Women-owned businesses •Existing Small Businesses, Nonprofits, Entrepreneurs & Startups	•Spanish-speaking Businesses •BIPOC, LGBTQIA+ & Women-owned businesses •Existing Small Businesses, Nonprofits, Entrepreneurs & Startups
Provider Specialties:	•Accounting & Bookkeeping Support •Business Growth & Operational Strategy	•Accounting, Tax & Bookkeeping •Payroll & Benefits •Startup & Business Licensing Support •Business Development Planning & Advising •Operational Strategy	•Accounting & Bookkeeping •Payroll & Benefits •Tax Advisory, Representation & Preparation •Business Development Planning & Advising
Languages Spoken:	English	Spanish	English & Spanish
Delivery Format:	In-Person & Virtual	In-Person & Virtual	Virtual
Session Length:	1-hr	1-hr	1-hr
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
Gross Annual Revenue:	Up to \$5M	Up to \$5M	Up to \$5M
# of Full-time Employees (FTE):	Up to 50 FTEs	Up to 50 FTEs	Up to 50 FTEs
# of Consulting Hours per Client:	Up to 10 hours	Up to 10 hours	Up to 10 hours
Contact: robyn.duckett@seattle.gov			 Seattle Office of Economic Development

Accounting & Business Consulting (ABC) Program

Marketing & Branding			
Provider Name & Website Link:	Vision 7 Advertising 	ANEWBrand 	Kirsti Rochon Design  KIRSTI ROCHON DESIGN Branding • Creative • Marketing
QR Code to Website:			
Specializes in Serving Businesses who are:	•Spanish-speaking Businesses •Artists and Creatives •BIPOC, LGBTQIA+ & Women-owned businesses •Existing Small Businesses, Nonprofits, Entrepreneurs & Startups	•Existing Small Businesses, Nonprofits, Entrepreneurs & Startups •Consumer Packaged Goods (CPG) •Tech •Food-based (F&B), Hospitality & Tourism •LGBTQIA+ Community	•BIPOC, LGBTQIA+ & Women-owned businesses •Existing Small Businesses, Nonprofits, Entrepreneurs & Startups
Provider Specialties:	•Product Development •Wholesale Implementation •Pricing Strategy •Social Media Implementation, Strategy & Best Practices •Website Support for Shopify & Square	•Brand Strategy •Marketing Strategy •Design & Creative Services •Fractional Chief Branding Officer (CBO) & Chief Marketing Officer (CMO) Services	•Logo Design •Packaging & Menu Design •Marketing & Advertising Design •Brand Development & Design •Environmental Graphics (Wayfinding, Storefront Signs, Sandwich Boards, etc.) •Social Media Template Design
Languages Spoken:	English & Spanish	English & Italian	English & Conversational Spanish
Delivery Format:	In-Person & Virtual	In-Person & Virtual	In-Person & Virtual
Session Length:	1-hr	55-mins each session	1-hr
Scheduling Links:	Clients can schedule online HERE	Clients can inquire HERE	Clients can schedule online HERE
Gross Annual Revenue:	Up to \$5M	Up to \$5M	Up to \$5M
# of Full-time Employees (FTE):	Up to 50 FTEs	Up to 50 FTEs	Up to 50 FTEs
# of Consulting Hours per Client:	Up to 10 hours	Up to 10 hours	Up to 10 hours
Contact: robyn.duckett@seattle.gov			 Seattle Office of Economic Development

Accounting & Business Consulting (ABC) Program				
Business Development				
Provider Name & Website Link:	Donald Gregory Bye Hospitality Consulting 	Growing Contigo 	Launch Industries 	MB Consulting 
QR Code to Website:				
Specializes in Serving Businesses who are:	•Food & Beverage Startups •Food Carts & Food Trucks •Pop-Ups, Catering, & Farmer's Markets •BIPOC, LGBTQIA+ & Women-owned businesses	•Entrepreneurs & Micro-businesses (fewer than 9 employees) •BIPOC, LGBTQIA+ & Women-owned businesses •ITIN-holders & Independent	•Food-based (F&B) or Wellness emphasis •Commissary kitchens •B2B companies •Recreational marijuana •Food security organizations •BIPOC, LGBTQIA+ & Women-owned businesses	•All businesses with an emphasis on service-related industries (creative, design, e-commerce, retail, etc.) •BIPOC, LGBTQIA+ & Women-owned businesses
Provider Specialties:	•Establish best practices & procedures to attain measurable financial & operational goals •Develop strategic business methods to increase productivity & profitability •Evaluate operational set-up to maximize business flow, customer service, adherence to safety & sanitation regulations	•Startup & Business Licensing Support •Software & I.T. Projects •ITIN-holder & Independent Contractor Support •Business Plan Development, Planning, & Advising •Creating Financial Projections, Goals, & Strategy	•Startup & Business Licensing Support •Software & I.T. Projects •Human Resources •Payroll & Benefits •Standard Operating Procedures (SOP), Operations Assessment & Development •Financial Assessment & Strategy	•Business Development Planning •Business Management Consulting •Customer Engagement & Operational Strategy •Business Development Planning & Advising •Customer Resource Management (CRM) Implementation
Languages Spoken:	English	English & Spanish	English & Spanish	English
Delivery Format:	In-Person & Virtual	In-Person & Virtual	Primarily Virtual but can also meet In-Person	In-Person & Virtual
Session Length:	1-hr or flexible depending on need	50 -mins each session	25 to 50-mins each session	Flexible depending on need
Scheduling Links:	Clients can inquire HERE or email donaIdgregorybye@gmail.com	Clients can call (206)774-8596 or schedule online HERE	Clients can schedule online HERE	Clients can schedule online HERE
Gross Annual Revenue:	Up to \$5M	Up to \$500k	Up to \$5M	Up to \$5M
# of Full-time Employees (FTE):	Up to 50 FTEs	Up to 10 FTEs	Up to 50 FTEs	Up to 50 FTEs
# of Consulting Hours per Client:	Up to 10 hours	Up to 10 hours	Up to 10 hours	Up to 10 hours
Contact: robyn.duckett@seattle.gov  Seattle Office of Economic Development				

Programa de Consultoría de Contabilidad y Negocios (ABC)

Nombre del proveedor y enlace al sitio web:	Contabilidad y Auxiliar de Contaduría (Bookkeeping)		Mercadotecnia (Marketing) e Identidad de Marca (Branding)		Desarrollo de Negocios
	Medzam Consulting	Salinas Tax & Accounting	Vision 7 Advertising	Kirsti Rochon Design	Growing Contigo
					
Código QR al sitio web:					
Se especializa en servir a empresas que son:	• BIPOC, LGBTQIA+ y empresas propiedad de Mujeres • Pequeñas empresas, organizaciones sin fines de lucro, emprendedores y negocios nuevos	• BIPOC, LGBTQIA+ y empresas propiedad de Mujeres • Pequeñas empresas, organizaciones sin fines de lucro, emprendedores y negocios nuevos	• Artistas y creativos • BIPOC, LGBTQIA+ y empresas propiedad de Mujeres • Pequeñas empresas, organizaciones sin fines de lucro, emprendedores y negocios nuevos	• BIPOC, LGBTQIA+ y empresas propiedad de Mujeres • Pequeñas empresas, organizaciones sin fines de lucro, emprendedores y negocios nuevos	• Emprendedores y microempresas (menos de 10 empleados) • BIPOC, LGBTQIA+ y empresas propiedad de Mujeres • Titulares de ITIN y Contratistas Independientes
Especialidades del proveedor:	• Contabilidad, impuestos y teneduría de libros (bookkeeping) • Nómina y beneficios • Soporte de licencias para negocios nuevos • Planificación y asesoramiento para el desarrollo empresarial • Estrategia Operativa	• Contabilidad y teneduría de libros (bookkeeping) • Nómina y beneficios • Asesoría, representación y preparación impuestos • Planificación y asesoramiento para el desarrollo empresarial	• Desarrollo de productos • Implementación al por mayor • Estrategia de precios • Implementación de redes sociales, estrategia y mejores prácticas • Soporte de sitios web para Shopify y Square	• Diseño de Logo • Diseño de Envases y Menú • Diseño de Marketing y Publicidad • Desarrollo de Marca y Directrices • Gráficos Ambientales (como señalización, carteles de escaparates, paneles sandwich, etc.) • Diseño de Plantillas de Redes Sociales	• Apoyo para iniciar empresas y registrar licencias, desarrollo de planes de negocios, creación de proyecciones financieras, asistencia en el desarrollo de objetivos de planificación financiera y otros servicios relacionados • Apoyo a titulares de ITIN y contratistas independientes • Planificación y asesoramiento para el desarrollo de negocios • Proyectos de software e informática
Idiomas hablados:	Español	Inglés y Español	Inglés y Español	Inglés y Español conversacional	Inglés y Español
Formato de entrega:	Presencial y virtual	Virtual	Presencial y virtual	Presencial y virtual	Presencial y virtual
Duración de cada sesión:	1 hora	1 hora	1 hora	1 hora	50 minutos cada sesión
Programación de enlaces:	Los clientes pueden programar citas en nuestro sitio web: www.medzamconsulting.com	Los clientes pueden programar en línea AQUÍ	Los clientes pueden programar en línea AQUÍ	Clients can schedule online HERE	Los clientes pueden programar citas a través de AQUÍ o llamar al (206) 774-8596
Ingresos brutos anuales:	Hasta \$5M	Hasta \$5M	Hasta \$5M	Hasta \$5M	Hasta \$500k
# de empleados a tiempo completo:	Hasta 50 empleados a tiempo completo	Hasta 50 empleados a tiempo completo	Hasta 50 empleados a tiempo completo	Hasta 50 empleados a tiempo completo	Hasta 10 empleados a tiempo completo
# de Horas de Consultoría por Cliente:	Hasta 10 horas	Hasta 10 horas	Hasta 10 horas	Hasta 10 horas	Hasta 10 horas