

The Business Incubator Center

The Business Incubator Center (BIC) supports the launch, growth, stabilization, and long-term success of business enterprises in Mesa County and the surrounding region. We measure success by our ability to guide entrepreneurs through sound business decisions and our positive influence on economic growth in the region.

The Incubator Program

Client companies at BIC have access to management guidance, technical assistance, and consulting tailored to young, growing companies, along with affordable space, shared office services and equipment. One of the most valuable rewards from participation in a BIC Program is the community of peer entrepreneurs and staff who will surround you every day. With more than 20 years of proven success, the Incubator boasts an 80% business success rate for client companies.

The Kitchen Incubator Center

The BIC Kitchen is a licensed 2,500 square foot commercial kitchen available for businesses in the food industry including caterers, food trucks, and food product producers. Colorado law requires most commercial food products be produced in a licensed production facility. The cost of commercial equipment alone is enough to stop most culinary businesses before they start. Our shared use facility allows food producers to legally prepare, process, cook, and store perishables.

The Business Loan Fund

The Business Loan Fund (BLF) provides loans to Mesa County businesses. The BLF is an economic development tool that provides financing when traditional sources of capital are unavailable. Loan proceeds may be used to fund a wide range of business needs including working capital, the purchase of real estate, equipment, and inventory. Since its inception in 1985, the Business Loan Fund of Mesa County has loaned more than \$25 million to 475 businesses, helping to create and retain more than 2,075 jobs.

The Small Business Development Center

The Colorado Small Business Development Center (SBDC) provides business consulting, technical assistance, and workshops to Mesa County's small business community. The SBDC can provide information on licensing, issues choosing legal entity, finance, marketing, intellectual property, and much more. If you're considering a business start-up, are already underway, or you operate a business in Mesa County, get the assistance and expertise you need to solve those tough business problems. Free, one-on-one consulting is available by appointment.

Through this program, you can...

- Gain access to management, technical, and other professionals who can apply their expertise to assist you
- Focus on your business' progress with the aid of your own "Business Coach"
- Discover new ways to improve your marketing, accounting, manufacturing, customer service, and administrative business functions
- Receive free loan counseling to help you with your overall business financing plan

FWorks Coworking Space

Whether you're a location-neutral worker who wants company, an entrepreneur or small business owner in need of a professional location for a meeting, or a visitor getting a little work done between mountain bike rides, FWorks is for you! Located at the Fruita Civic Center in the heart of downtown Fruita, the space is available by the day or month, or rent a dedicated desk. Space includes open seating, lounge area, conference room, high-speed internet, office equipment, and more.



2591 Legacy Way • Grand Junction, CO 81503 • 970.243.5242 • gjinubator.org

The Mesa County Enterprise Zone

The Mesa County's Enterprise Zone provides tax credits and incentives to encourage expansion, location, or private enterprise and quality jobs in targeted areas. The Enterprise Zone program promotes a business friendly environment by offering state income tax credits that incentivize businesses to locate and develop in these communities.

Business tax credits may be available for:

- Equipment Purchased
- Jobs Created
- Qualified Job Training
- Employee Health Insurance
- Rehabilitation of Vacant Buildings
- Research and Development

Donor tax credits for donations made to approved Enterprise Zone contribution projects:

- 25% Credit for Cash Donations
- 12.5% Credit for In-kind Donations

The Makerspace at BIC

BIC hosts the GJmakerspace, a collaborative space where members and entrepreneurs convene to learn and create. Makers, designers, artists of all mediums, tinkerers, and those with a curiosity in making something, can share ideas and creations with a group. They are committed to sharing knowledge, providing access to technology, and helping entrepreneurs develop their marketable ideas.

3D Printers
Laser Cutter
Classes

To find out more, visit gmakerspace.org

The **Business Loan Fund (BLF)** of Mesa County is a lending program operated by The Business Incubator Center. The BLF was created to enable businesses to grow, create jobs, and improve the local economy.

Generally, BLF loans are made to businesses unable to get full financing needs met by traditional lenders (gap financing). New, expanding or start-up businesses may be left without traditional lending sources because of insufficient collateral, less-than-ideal credit history or insufficient equity contribution. This is where the BLF can step in.

The BLF helps entrepreneurs by serving as a secondary lender, or, in some cases, the only lender in a project.

For example,

Bank Loan = 70%

Owner Equity = 10%

Business Loan Fund = 20% loan to fill leftover need

For well-qualified projects, the BLF is ideally suited to provide a loan for the financial gap between what the bank and owner can provide. In specific circumstances, and with a loan denial from a traditional local lender, the BLF may be able to fully fund the project on its own.

The BLF recycles dollars, lending them back to other businesses in the community for the benefit of all. BLF capital is replenished by repayment of principal and interest from past loans, as well as government grants and private funding.

In addition to financing, our program helps business owners develop management tools and improve the chances for success in their business venture. The staff at BIC is here to help through the application process, so please feel free to ask for assistance as you need it. Simply call our Business Loan Specialist at **970.243.5242**



Business Loan Fund (BLF) terms range from one year to 10 years.

- Loan amounts can vary from \$1,500 up to \$5,000 and from \$8,000 up to \$500,000
- Interest rates can fluctuate from prime to prime+4%
- Funds can be used for equipment purchases, building improvements, inventory, working capital, staff expansion, real estate, and as a line of credit.

The benefits of BLF to potential clients are...

- The availability of funds when other sources are unavailable
- Fixed interest rates and flexible terms
- Lack of collateral and less-than-ideal credit history is not a sole reason for denial
- No prepayment penalty for early payoff
- Competitive loan fees and interest rates
- Access to other support services

The benefits of BLF to other lending institutions are...

- Ability to fund a project that otherwise may be denied
- Reduced financial risk
- Providing an alternative for a denied applicant
- Building a history to create a future “bankable” client
- Supporting a local, community-based non-profit organization.

What our clients have to say...

“The BLF was exactly the resource JGMS needed early in our company lifecycle. They provided us the working capital needed to grow 100% over a very short timeframe. We at JGMS are grateful to the BLF for supporting and believing in our success.”

JEROME GONZALES, JGMS



“Getting the BLF loan enabled me to buy the necessary equipment to advance my company. Applying for the loan sharpened my skills at building and presenting the business plan, which was required.”

LAURA BRADFORD, PROSAFE PRODUCTS



“The BLF played an integral part in getting Action Publishing, Inc. off the ground. The staff went the extra mile and we secured the affordable financing we needed. Don’t overlook this incredible resource.”

GRADY BUSSE, ACTION PUBLISHING, INC.



“Networks Unlimited has grown fast over the last 8 years, and funding that growth can be a very difficult task. BLF made it much easier; I appreciated the fact that they asked different questions than the banks, and really seemed to care about the vision and direction of the business.”

MARK A. SWAIN, NETWORKS UNLIMITED



More businesses that have benefitted from the BLF



Overhead Door of Grand Junction

Grand Junction Steel



How to Start a Business in Western Colorado

This class covers the most commonly asked questions including how to do a trade name search, choosing the right legal structure, registering with the state, local licensing requirements, the business planning process, and options for financing your business.

\$55

Class Fee

Upcoming Class Dates

Wednesday 6/19 • 1-4pm

Wednesday 7/10 • 9am-12pm

Wednesday 7/31 • 6-9pm

Tuesday 8/20 • 1-4pm

Fast Trac Business Basics

MUST PRE-REGISTER CALL (970) 243-5242

Classes are offered from 12-1pm

Must take above Starting a Business Class first

Market Research

Learn to use market research tools to generate more business

7/3/19

8/8/19

Business Planning

Write a plan to help ensure the success of your business

6/27/19

8/1/19

Internet Strategies

Learn how to be accessible through the internet

7/25/19

8/29/19

Licensing

License your business online

7/11/19

8/15/19

Cash Flows

Learn how to do a cash flow budget using Excel

6/20/19

7/18/19



SETTING EXPECTATIONS IN THE MARKETPLACE

Wednesday, July 17 • 12-1PM

Cost: FREE

Learn how to manage people and get stuff done! You offer the same instructions to everyone, while some people need almost no supervision, others have trouble accomplishing tasks, argue, and waste your time. Learn how to motivate people based upon their dispositions so work gets done. Learn how to schedule your workflow so people are more independent and projects finish on time.

Speaker Rebecca Mullen is a Master Certified Life Coach, TEDx Speaker, author, and teacher. She helps struggling entrepreneurs understand the unique product/offering they bring to the marketplace so they can promote themselves and earn money.



Expert Help • Targeted Resources • Tangible Results

To register for a class, visit www.gjincubator.org or call (970) 243-5242

All Date & Events Are Subject to Change

Events in Fruita will be held at FWorks Coworking
325 East Aspen Avenue Fruita, CO
www.fruitaworks.org

The SBDC is partially funded by the U.S. Small Business Administration. SBA's funding is not an endorsement of any products, opinions or services. SBA funded programs are extended to the public on a non-discriminatory basis.

BUSINESS INSURANCE BASICS

WHAT INSURANCE DO YOU NEED?

Thursday, July 25 • 2-3:30PM

Cost: FREE

Whether you are a new business owner or a seasoned entrepreneur, insurance is elemental to your operations process. So, what is this thing called insurance?

This presentation will help you understand:

- What types of insurance are needed for different businesses?
- What is the difference between professional liability and general liability?
- What is the difference between being insured and being bonded?

In this general information presentation, Charles Wallis will describe the different types of coverage and give scenarios where each would apply. The presentation will be followed by a question and answer session.

BOOKKEEPING BOOTCAMP

UNDERSTANDING FINANCIAL STATEMENTS

Wednesday, Aug. 21 • 9AM-2PM

Cost: \$75 (includes lunch)

Learn how to set up and track business accounting records and what types of expenses are deductible. Gain better control of your business by learning how balance sheets, income statements, and cash flow projections are prepared and what they can tell you about your business.

Instructor Helen Roe works with the Loan Fund of Mesa County and has been recognized as an Outstanding Woman Accountant by the American Society of Women Accountants.

If you are considering a business start-up, are already underway, or you operate a business in Mesa County, get the assistance and expertise you need to solve those tough business problems through the Colorado Small Business Development Center (SBDC).

Free, one-on-one consulting is available by appointment.

THROUGH THIS PROGRAM, YOU CAN:

- Gain access to management, technical, and other professionals who can apply their expertise to assist you.
- Focus on your business' progress with the aid of your own "Business Coach."
- Learn how to avoid common pitfalls in starting, growing, buying, or selling your business.
- Discover new ways to improve your marketing, accounting, manufacturing, customer service, or administrative business functions.
- Establish your own realistic business goals and get assistance in achieving your objectives through SBDC's one-on-one consulting.
- Receive free loan counseling to help you with your overall business financing plan, including loan packaging assistance, SBA, and other government loan considerations, along with expert advice on how to approach a lender.

COLORADO SBDC



**GRAND JUNCTION
SMALL BUSINESS
DEVELOPMENT CENTER
NETWORK**

We are dedicated to helping existing and new businesses grow and prosper in Colorado by providing free and confidential consulting and no-or low-cost training programs.



LOCATED AT

The Business Incubator Center
2591 Legacy Way
Grand Junction, CO 81503
(970) 243-5242
www.gjincubator.org

WE ARE A COMMUNITY OF...

- Makers
- Designers
- Artists of all mediums
- Tinkerers

We're an open-source loving group committed to sharing knowledge, providing access to technology and helping entrepreneurs develop.

WHO WE ARE

We are membership based community, non-profit, workshop/laboratory providing tools, knowledge, and learning resources for our members.

- The resources available to our members are there for them to learn, experiment, or develop products/projects.
- Everyone in our community is encouraged to share their knowledge to help others learn something new. The GJmakerspace also holds unique educational events and showcases member's projects to further the educational needs of our members.
- At the GJmakerspace, we believe that collaboration and sharing is an effective form of education breaking from the norm in our current culture.

The public is welcome to visit and find out what we are all about

You might even be able to walk out with a small 3D print!

WE NEED YOUR HELP

Become a member or just help out so we can expand the equipment offered to makers, inventors, locals, and more.

Your help will also go toward bringing more projects and other needed resources to keep building the maker community in Grand Junction, Colorado!

CAPABILITIES - EQUIPMENT

3D Printing

6 FDM(Fused Deposition Modeling) style printers. These style printers use a filament that is extruded through a heated nozzle in a series of layers.

- Mendel - RepRap style printer 200mm(X) x 200mm(Y) x 140mm(Z)
- LulzBot TAZ 3.1 298mm x 275mm x 250mm
- PrintrBot(Black color) 150mm x 150mm x 150mm
- PrintrBot(White color) 150mm x 150mm x 150mm
- Awesome X 275mm x 265mm x 241mm Formerly proprietary controls and materials, now it is Awesome-X, not a 3D Cube-X
- MakerBot Replicator 285mm x 153mm x 155mm

Laser Etching/Cutting

2 Laser Systems

- Epilog Fusion 60W CO2 Laser System - 28"x40" cutting area. Cut/Etch on wood, plastic, cardboard, paper, cloth, stone(etch), glass(etch). Does not cut metal or etch on metal.
- Spectrum 20"x12"

Electronic Design

- Oscilloscope 100MHz 2-Channel
- Function Generator
- LCR Meter
- Power Supplies
- Soldering tools
- Arduino (micro-controller) and Raspberry Pi (embedded Linux micro-computer) experiment stations

General Tools

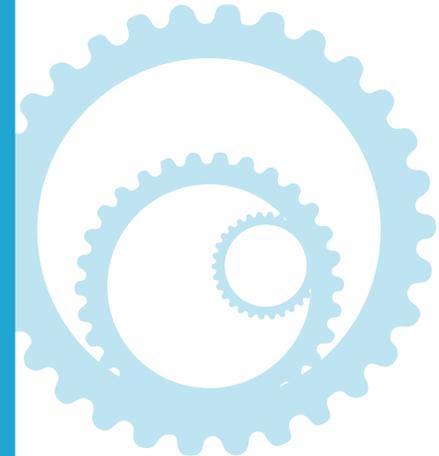
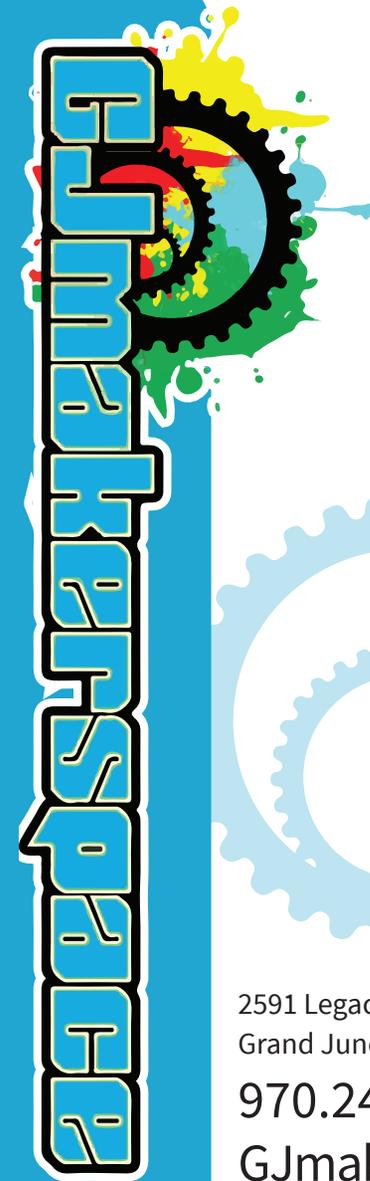
PCs

- CAD AutoDesk Inventor, AutoDesk Fusion 360, Blender, 123D Applications
- Programming Arduino
- Various 3D Printing tools

REGULAR HOURS:

Tuesday, Wednesday and Thursday- 5pm-9pm
Saturday - 12pm-5pm

Super Users have 24/7 access!



2591 Legacy Way
Grand Junction, CO 81503

970.243.5242

GJmakerspace.org



BUSINESS
INCUBATOR CENTER

Expert Help • Targeted Resources • Tangible Results



WORKS

WORKS

COWORKING THE FRUITA WAY

/kō'wərkiŋ/ noun

the use of an office or other working environment by people who are self-employed or working for different employers, typically so as to share equipment, ideas, and knowledge

FRUITA
#GoFruita



325 E. ASPEN AVENUE FRUITA, CO 81521 • FRUITAWORKS.ORG

Whether you're a location-neutral worker who wants company, an entrepreneur or small business owner who needs a professional location for a meeting, or a visitor who needs a place to get a little work done on the side, FWorks is for you!

Space includes desks, seating, lounge area, conference room, high-speed internet, office equipment, and more. Membership can include access to other coworking spaces operated by Proximity Space, including Grand Junction's Factory.

325 E. ASPEN AVENUE
FRUITA CIVIC CENTER
FRUITA, CO 81521
FRUITAWORKS.ORG



FWorks is a program of the Business Incubator Center • gjincubator.org



SIGN UP

www.fruitaworks.org

CHOOSE YOUR MEMBERSHIP

Daily User (accessible M-F 8am-5pm)

Monthly Member (24/7 access)

Dedicated Desk (24/7 access)

START WORKING!