



75<sup>TH</sup> ANNIVERSARY

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**ARIZONA HISPANIC**  
CHAMBER *of* COMMERCE

EST • 1948



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*Economic and Workforce Development Workshop*

*Resources available to start and grow your business, access funding, how the funding is already functioning in Arizona, and how we can work together to grow a sustainable economy*

**Presented Tahda Ahtone, J.D.**

**January 13, 2024**

# Presentation Highlights

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- **Presenter Information**
- **Resources to Support Your Business**
  - **Access to Funding**
  - **Access to Business Consulting**
- **Q & A**



@nabedcofficial  
@usmbda  
@azhcc



@nabedc  
@theAZHCC  
@USMBDA



@nabedc  
@azhcc  
@USMBDA

# With You Today....Tahda Ahtone

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## **Personal Background**

- **Legal Educator for the Arizona Hispanic Chamber of Commerce - Capital Readiness Program**
- &**
- **Business Consultant & Outreach Specialist (Contractor) – NABEDC for Rural Communities**



## *Resources to Support Your Business....*

We offer 75 years of success serving Arizona's business communities. Our mission "...promoting the success of Hispanic and minority owned businesses by facilitating business relationships, economic development, and sharing of knowledge for the benefit of the State of Arizona and the growth and success of the members of our Chamber" – is further enhanced through our pillars of excellence.

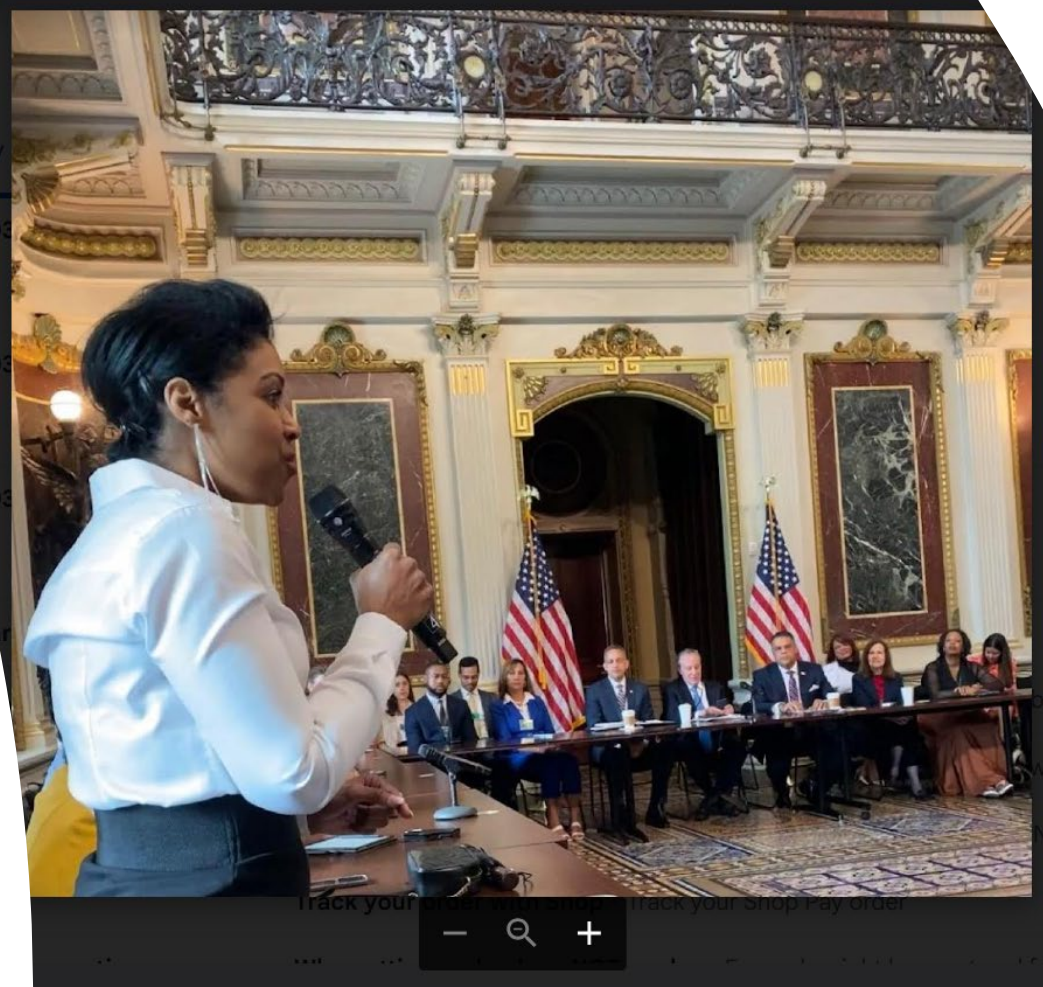


### **Pillars of Excellence**

- Economic Development
- Market Intelligence
- Thought Leadership
- Professional Development
- Advocacy
- Education Services

# Highlight – AZHCC Capital Readiness Program

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Pictured:  
Kaaren-Lyn Graves, Executive Director  
Capital Readiness Program at the Official Kick Off

# History Was Made -

## United States Department of Commerce, Minority Business Development Agency (MBDA)

The United States Department of Commerce - Minority Business Development Agency (MBDA) was originally established as the Office of Minority Business Enterprise by President Richard M. Nixon on March 5, 1969. By establishing a federal agency dedicated exclusively to minority business enterprise, President Nixon recognized the impact of minority businesses on the nation's economy and on the general welfare of the country.

## Overview of the Capital Readiness Program: The Issue

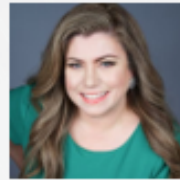
**Capital:** SEDI businesses start with half as much capital as non-SEDI firms and rely heavily on expensive personal debt. This disparity hinders equity fundraising and growth.

**Networks:** Business networks are often built informally among investors, and SEDI have not been able to easily tap into these networks of mentors, subject matter experts, vendors, peers and investors.

**Capacity:** SEDI often have fewer tools and resources necessary to grow a start-up from pre-seed to exit.



# ARIZONA HISPANIC CHAMBER of COMMERCE



President &  
CEO

Mónica Villalobos

## Arizona Hispanic Chamber of Commerce Foundation's (AZHCCF) - Proposed MBDA Capital Readiness Program Organizational Chart

### Program & Support Team



Director of  
Programs &  
Operations

Elizabeth Flores\*



VP Finance &  
Administration

Carlos Valdivia\*



Executive  
Services  
Coordinator

Sarai Borja Nevarez\*



Creative  
Director

Carmen Martinez



Executive VP –  
Strategic  
Investments  
(Contractor)

David Clower\* –

Raza Development Fund



AZHCC  
Grants  
Manager

Open\*



Manager,  
Operations &  
Marketing

Adrienne Perez\*

### Accelerator/Incubator Team



Executive  
Director



Business  
Development  
Lead



Business  
Development  
Lead



Project  
Manager  
(Contractor)

Cerila Gailliard, PMP CMS



Business  
Development  
Specialist

Open



Business  
Development  
Specialist

Open



Financial  
Class  
Facilitators  
(Contractor)

Star Reyes-Gonzalez & Francisca Montoya  
Raza Development Fund



Financial  
Manager  
(Contractor)

Open  
Raza Development Fund



Corporation  
Commission Filings  
Facilitator  
(Contractor)

Tahda Ahtone, Esq  
JackRabbit Development, LLC



Business Insurance  
Provider  
(Resource)

Robert Branscomb  
Branscomb & Associates

### SEDI-Serving Institutions



**RAZA  
DEVELOPMENT  
FUND**  
SERVING AMERICA  
A Support Corporation of UnidosUS

**eService**  
INCORPORATED

Diversified Financial Services

**OYS Orchestrating**  
Your Success LLC™

**SoCal  
Corporate  
Growth  
Partners**  
a METRO21 nonprofit organization



**BRANSCOMB**  
& ASSOCIATES, LLC

Auto - Home - Life - Health - Commercial

### AZHCC Programs



**ARIZONA HISPANIC  
CHAMBER of COMMERCE**

**AscendPhoenix**

**NABEDC**  
AN MBDA PROJECT SERVING AIANNHS

**DATOS**  
THE STATE OF ARIZONA'S  
HISPANIC MARKET

**DreamBuilder**

**MINORITY BUSINESS  
DEVELOPMENT AGENCY**  
U.S. DEPARTMENT OF COMMERCE  
Arizona

\*Staff will provide direct program support services to the proposed Capital Readiness Program team.





**NABEDC**



**NABEDC**

for Rural Communities

**Funded by the United States Department of Commerce – Minority Business Development Agency (MBDA)**


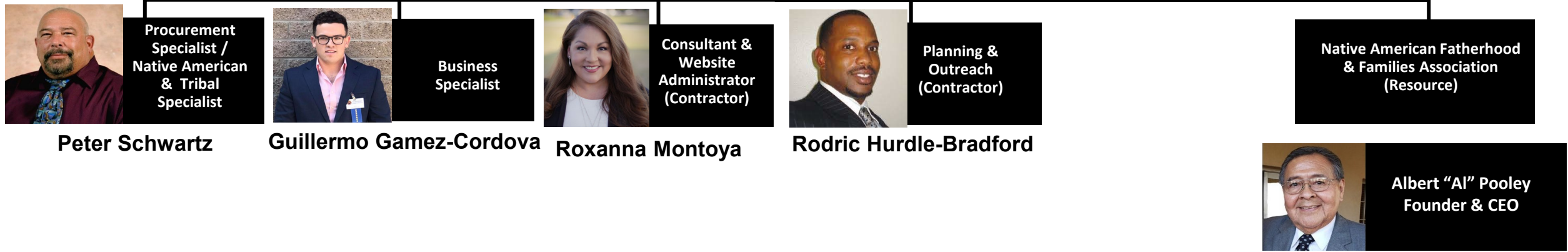


**Executive Director**  
Open



**President & CEO**

Mónica S. Villalobos



**Business Specialist**

Guillermo Gamez-Cordova




**Business Consultant & Outreach Specialist (Contractor)**

Tahda Ahtone

# Scorecard: September 2019 to August 2023

Category	Definitions	Actuals
<b>AIANNH &amp; MBE Clients Assisted</b>	The number of clients receiving technical assistance, training, introductions & resources	1,162
<b>Economic Growth / Contracts Awarded</b>	\$ Contracts (and invoices) received include all forms of government contracts, corporate/private entities, & B2C.	\$265,667,338.60
<b>Economic Growth/Capital</b>	Payment bonds, performance bonds, bid bonds, traditional loans, lines of credit, paycheck protection program (PPP), trusts, small business grants (ex. from local cities & municipalities), capital raised through angel investors	\$41,307,000
<b>Jobs Created/Jobs Retained</b>	Number of jobs created and/or retained	1,032



**NABEDC** (pronounced "Nah Bed See"), is one of the United States Department of Commerce, Minority Business Development Agency (MBDA) – Headquarters & Operated by the Arizona Hispanic Chamber of Commerce Foundation (AZHCC).

We provide **no cost** business development services and one-on-one technical assistance to AIANNHs and all minority businesses. We include the following:

- One-on-One Consulting
- How to Start & Grow Business
- Marketing & Branding Assistance
- Small Workshops
- Business Matchmaking
- Funding Resources
- Exporting Resources

**The NABEDC Team would also like to thank our local Community Partners:**

- United States Department of Commerce, MBDA – Headquartered in Washington, DC – Funding Partner
- Arizona Hispanic Chamber of Commerce Foundation – Operation & Program Administrator
- Native American Fatherhood & Families Association – Official Collaborating Partner
- University of Phoenix – Education Partner
- Raza Development Fund – Education Partner
- CPLC Women's Business Center – Community Partner

All meetings are by **appointment only**, please email us at [Info@NABEDC.com](mailto:Info@NABEDC.com)

**OPERATED BY** **AZHCC FOUNDATION** **PARTNERED WITH** **UNIVERSITY OF PHOENIX**

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Phoenix, Arizona 85014

**Mesa:**  
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Mesa, Arizona 85210

[www.NABEDC.com](http://www.NABEDC.com)



**BRANSCOMB**

& ASSOCIATES, LLC

Auto - Home - Life - Health - Commercial

Insurances Partner

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Email: [robert@branscombassociates.com](mailto:robert@branscombassociates.com)

Web: [www.branscombassociates.com](http://www.branscombassociates.com)



*Diversified Financial Services*

Personal & Business Credit Services & Educator Partner

Direct: (480) 982-5124 / (602) 689-1082

Website: [www.eserviceinc.com/contact](http://www.eserviceinc.com/contact)



Content Provider & Community Partner

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Project Management & Process Tracking Partner

Direct: (480) 463-0904 / (480) 527-0205

Email: [www.oysllc.com](http://www.oysllc.com)



**ARIZONA HISPANIC**  
**CHAMBER of COMMERCE**

**Lead Organization**

*Arizona, Southern California, Nevada*

Kaaren-Lyn Graves, Executive Director  
AZHCC's Capital Readiness Program

Direct: (480) 343-2799 |

[KaarenG@azhcc.com](mailto:KaarenG@azhcc.com)



Financial Lending & Coaching Partner

Please send all initial emails to Kaaren @

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Southern California Business Development Partner

Direct: (909) 315-3339

Email: [tana@sccgp.org](mailto:tana@sccgp.org)

# Thank You

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**Tahda Ahtone, J.D.**

**Legal Educator for the Capital Readiness Program**

**&**

**Business Consultant & Outreach Specialist (Contractor) –  
NABEDC for Rural Communities**