

Tennessee Small Business Development Centers



for Business!

www.tsbdc.org



TSBDC AT ETSU

Introduction

FUNDING PARTNERS



EAST TENNESSEE STATE
UNIVERSITY

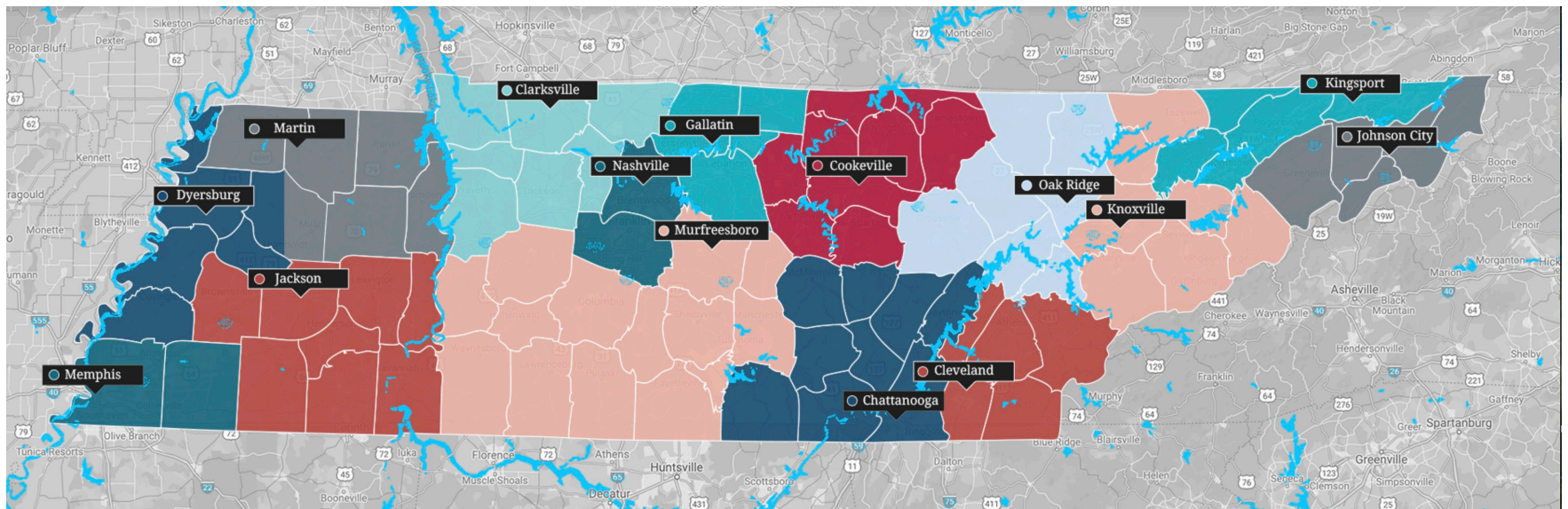


SMALL BUSINESS
DEVELOPMENT CENTERS



U.S. Small Business
Administration

LOCATIONS



ETSU Main Office - Carter, Greene, Unicoi, Washington and Johnson
Kingsport Affiliate Office - Grainger, Hancock, Hawkins, Sullivan and Hamblen

TSBDC PURPOSE



SBDC programs deliver professional, high quality, individualized business advising and technical assistance to existing small businesses and pre-venture entrepreneurs.

TSBDC ASSISTANCE



We provide technical assistance including but not limited to:

- forming a business
- how to write business plans
- business plan reviews
- obtaining capital for start-up or expansion
- pursuing government contracts
- analyzing financial and management performance
- proving business case
- developing existing/new business
- planning for succession
- marketing
- social media strategy
- technology planning

TSBDC SERVICES



- Workshops
- Individual counseling
- Business information center
- Access to other services

IMPACTS

TSBDC's Impact in 2022

\$105,460,647

CAPITAL INFUSION AND
FORMATION

11,400

HOURS WORKING FOR AND
WITH CLIENTS

12,159

HOURS OF TRAINING
RECEIVED BY CLIENTS

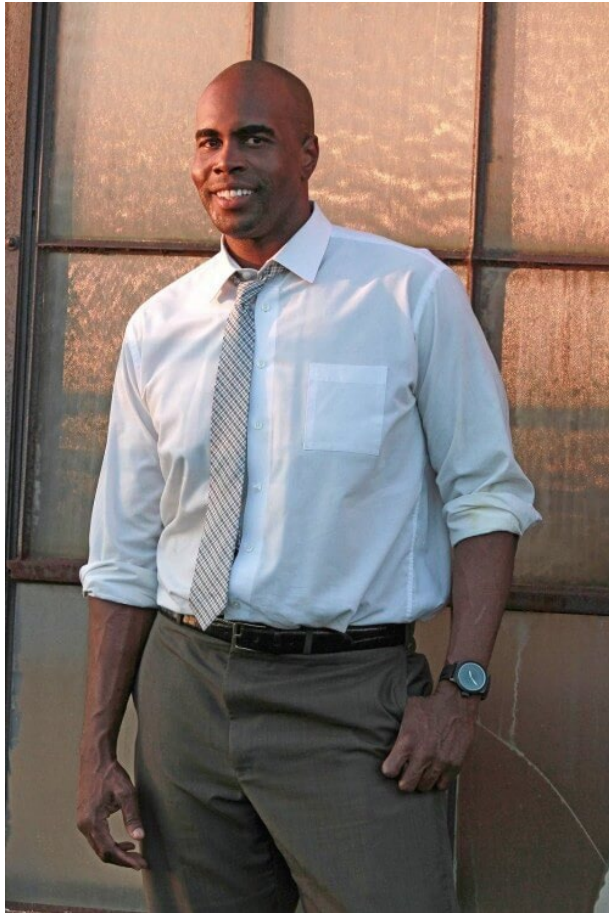
15,277

JOBS SUPPORTED

93.2%

CLIENT SATISFACTION

SUCCESS STORIES



Craig Charles with Crown Cutz Academy - Barber College

Assistance Provided

- Start-up Assistance
- Business Plan Development
- Financial Projections
- Obtaining Financing

SUCCESS STORIES



Eduardo “Eddy” Zayas-Bazan, Jr. of Greg’s Pizza Restaurants

Assistance Provided:

- Social Media
- Marketing Training

SUCCESS STORIES

Debbie Smith, Owner of U.S. Respiratory, LLC

Assistance Provided:

- Start-up Assistance
- Human Resource Issues
- Research and Information on Third-Party Billing and Licensing.



STRIVE



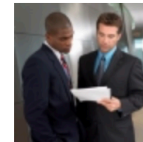
- The STRIVE program is a **FREE** entrepreneurship training program for Veterans, Reserve and National Guard members.
- Over the course of the program, participants will learn the skills needed to launch a successful business as well as gain post-program support from both the local and national IVMF network.
- www.etsu.edu/strive - More Information and Apply

SBDCNET

RESEARCH PACKAGES



[Standard Research Package \(click to select\)](#)



[Custom Research Package \(click to select\)](#)

TO START YOUR ORDER, select either a Custom Business Research Package or a Build Your Own Custom Research Package.

Custom Business Research Package [\(CLICK to Select\)](#)


Click the Custom Business Research Package link to continue to a page where you can order one of the following nine packages (most commonly requested by SBDC Advisors):

- New Business Research Package** (For SBDC Clients in the pre-venture/new business phase)
- Established Business Research Package** (For SBDC Clients wanting to expand or improve their existing business)
- Business Valuation Research Package** (For SBDC Clients looking to buy or sell a business)
- GIS Ring Study Research Package** (In-depth ring-based market analysis/site selection study with mapping)
- GIS Drive Time Research Package** (In-depth drive time-based market analysis/site selection study with mapping)
- GIS Geography Comparison Research Package** (In-depth market geographies comparison with maps)
- Franchise Business Research Package** (For SBDC clients looking to start an existing franchise business.)
- Marketing & Advertising Research Package** (For SBDC clients seeking in-depth information to inform marketing and advertising strategies for their product or service)
- Inventor Research Research Package** (For SBDC Clients that have created a new invention)

Build Your Own Custom Research Package [\(CLICK to Select\)](#)

Click the Build Your Own Custom Research Package link to continue to a page where you can build your own research package by selecting up to 5 units from SBDCNet's 29 research reports.

REFERENCE USA

Business Demographics				Collapse 		
Location Employees	20	Location Sales Volume	\$257,000			
Corporate Employees	<i>Not Available</i>	Corporate Sales Volume	<i>Not Available</i>			
Type of Business	Private	Location Type	Single Loc			
Affiliated Records	<i>Not Available</i>	Affiliated Locations	<i>Not Available</i>			
Parent Company	<i>Not Available</i>	Foreign Parent	<i>Not Available</i>			
EIN 1	<i>Not Available</i>	Fortune 1000 Ranking	<i>Not Available</i>			
Credit Cards Accepted	<i>Not Available</i>	Last Updated On	August, 2022			
Years in Database	2	Year Established	<i>Not Available</i>			
Square Footage	<i>Not Available</i>	IUSA Number	75-830-4775			
Home Business	No	Credit Rating	Very Good			
Latitude / Longitude	36.324480 / -82.360620	Location Centerpoint	Parcel			
Fleet Size	<i>Not Available</i>	Federal Contractor	No			

Hours of Operation

Mon	Tue	Wed	Thu	Fri	Sat	Sun
7:00 AM - 5:00 PM	7:00 AM - 5:00 PM	7:00 AM - 5:00 PM	7:00 AM - 5:00 PM	7:00 AM - 5:00 PM	8:00 AM - 5:00 PM	8:00 AM - 5:00 PM

PROFITCENTS

sageworks[®] Industry Data

Industry: 722515 - Snack and Nonalcoholic Beverage Bars
 Sales Range: All Sales Ranges
 Location: US - Tennessee [What's my region?](#)
 Prepared On: 9/8/2022

INDUSTRY FINANCIAL DATA AND RATIOS

[View Formula Key](#)

Average by Year (Number of Financial Statements)

Financial Metric	Last 12 Months (2)	2021 (3)	2020 (5)	Last 5 Years (18)	All Years (31)
Current Ratio	--	1.05	3.08	3.13	2.28
Quick Ratio	--	0.97	2.00	3.36	2.07
Gross Profit Margin	--	64.14%	69.20%	66.64%	64.93%
Net Profit Margin	--	21.57%	-1.06%	-0.97%	0.86%
Inventory Days	--	34.17	48.29	65.77	49.60
Accounts Receivable Days	--	0.48	0.10	0.17	0.42
Accounts Payable Days	--	0.00	0.00	1.02	3.55
Interest Coverage Ratio	--	19.79	-5.30	-1.06	0.72
Debt-to-Equity Ratio	--	2.15	3.10	0.93	1.58
Debt Service Coverage Ratio	--	--	-0.78	-4.49	-4.49
Return on Equity	--	262.79%	235.14%	126.30%	81.02%
Return on Assets	--	84.50%	-35.84%	3.20%	21.02%
Gross Fixed Asset Turnover	--	4.64	3.58	3.18	2.85
Sales per Employee	--	--	--	--	--
Profit per Employee	--	--	--	--	--
Growth Metric	Last 12 Months (0)	2021 (0)	2020 (0)	Last 5 Years (3)	All Years (9)
Sales Growth	--	--	--	32.28%	8.62%
Profit Growth	--	--	--	-14.37%	27.38%

*This benchmark has been set according to where a healthy business within the industry would perform.

IBIS WORLD

US INDUSTRY (NAICS) REPORT 72221B / ACCOMMODATION AND FOOD SERVICES

Coffee & Snack Shops in the US

Report by: Thi Le | August 2022

Industry at a Glance

Key Statistics

\$51.3BN
REVENUE

Annual Growth 2017–2022: 2.8%
Annual Growth 2022–2027: 0.7%

Annual Growth 2017–2027

\$1.9BN
PROFIT

Annual Growth 2017–2022: -10.7%

Annual Growth 2017–2022

3.8%
PROFIT MARGIN

Annual Growth 2017–2022: -3.9pp

Annual Growth 2017–2022

71,693
BUSINESSES

Annual Growth 2017–2022: 4.0%
Annual Growth 2022–2027: 2.3%

Annual Growth 2017–2022

921K
EMPLOYMENT

Annual Growth 2017–2022: 4.5%
Annual Growth 2022–2027: 1.7%

Annual Growth 2017–2022

\$15.3BN
WAGES

Annual Growth 2017–2022: 3.1%
Annual Growth 2022–2027: 1.5%

Annual Growth 2017–2022

Key External Drivers

-0.9% Consumer confidence index
2.4% Consumer spending
0.0pp Healthy eating index

0.4%

Per capita coffee consumption

% = 2017–22 Annual Growth

Industry Structure

POSITIVE IMPACT
Capital Intensity Low
Concentration Low
Industry Globalization Low / Increasing

MIXED IMPACT
Life Cycle Mature
Revenue Volatility Medium
Regulation & Policy Medium / Increasing
Technology Change Medium

NEGATIVE IMPACT
Industry Assistance None / Steady
Barriers to Entry Low / Increasing
Competition High / Increasing

SWOT in the Industry

STRENGTHS
Low Imports
Low Customer Class Concentration
Low Product/Service Concentration
Low Capital Requirements

WEAKNESSES
Low & Increasing Barriers to Entry
None & Steady Level of Assistance
High Competition
Low Profit vs. Sector Average
Low Revenue per Employee

OPPORTUNITIES
High Revenue Growth (2017-2022)
High Revenue Growth (2022-2027)
High Performance Drivers
Per capita coffee consumption

THREATS
Low Revenue Growth (2005-2022)
Low Outlier Growth
Consumer confidence index

Products & Services Segmentation

TSBDC TRAINING PORTAL

KNOWLEDGE & TRAINING CHAPTERS

