



## **BUSINESS RESOURCE WEBSITES**

### **Small Business Plan Guide**

<http://www.smallbusinessplanguide.com>

*Information on the why's and how's of writing a business plan. Has great links to sites that will help you with all components of your business plan such as accounting, financial planning, demographics, market research, etc.*

### **Colorado Business Resource Guide**

<http://www.state.co.us/oed/business-resource-guide/index.cfm>

*Excellent resource for people that are just looking at starting a business. Gives info specific to state of Colorado for legal structure, income/property tax, sales tax, Employer responsibilities, Bookkeeping, Sources for assistance, Business plan writing and more!*

### **Archuleta Economic Development Association**

<http://www.archuletaeconomicdevelopment.org>

*Great site for local business information, business mentoring, local business incentives, etc.*

### **Region 9 Economic Development District**

<http://www.scan.org>

*Great site for local information, alternative loans, etc.*

### **CDOT Traffic Volume Studies**

[http://www.dot.state.co.us/App\\_DTD\\_DataAccess/Traffic/index.cfm?function=TrafficMain&MenuType=Traffic](http://www.dot.state.co.us/App_DTD_DataAccess/Traffic/index.cfm?function=TrafficMain&MenuType=Traffic)

*Gives traffic volume in Pagosa Springs along Hwy 160. Select "Traffic Count", then type in "160" for Routes, and in the To and From boxes, type in 141 to 144, which indicate the mile markers for Pagosa Springs city limits.*

**Colorado SBDC (Small Business Development Center) @ Fort Lewis College**

<http://soba.fortlewis.edu/sbdc>

**Four Corners Business Journal**

<http://www.businessjournals.com>

**National SBDC Research Network**

<http://sbdcnet.utsa.edu>

**U.S. Patent and Trademark Office**

<http://www.uspto.gov>

**U.S. Small Business Administration**

<http://www.sbaonline.sba.gov>

**Minority Business Office – State of Colorado**

<http://www.state.co.us/oed/mbo/>

**Standard Industrial Classification Search**

<http://www.osha.gov/oshstats/sicser.html>

*Allows you to search the 1987 version by keyword, to access descriptive information for a specified 2, 4, 4-digit SIC and to examine the manual.*

**NAICS 2002**

<http://www.census.gov/epcd/naics02/>

*Allows you to look up codes in the North American Industry Classification System.*

**SIC to NAICS Conversion Website**

<http://www.loglink.com/sic.asp>

*Use to convert between SIC and NAICS codes.*

**Hoover's**

<http://www.hoovers.com>

*Business Information — look up companies, industries etc. Also business headlines.*

### **EdgarScan**

<http://edgarscan.pwcglobal.com/servlets/edgarscan>

*EdgarScan is an interface to the United States Securities and Exchange Commission Electronic Data Gathering, Analysis and Retrieval (SEC EDGAR) Filings. EdgarScan pulls filings from the SEC's servers and parses them automatically to find key financial tables and normalize financials to a common format that is comparable across companies.*

### **MANA – Manufacturers' Agents National Association**

<http://www.manaonline.org/>

*MANA serves agents, manufacturers and service providers by promoting and improving the agency/principal method of marketing. Great resource for learning how to outsource your marketing efforts if you are a manufacturer, as well as finding a manufacturer's rep.*

### **Kauffman Business EKG**

<http://www.businessekg.com/>

*A free financial benchmarking service provided by the Ewing Marion Kauffman Foundation. The Kauffman Business EKG provides a comprehensive assessment of your company's financial vital signs. You will discover insights about your company's financial well being and how you compare to the "best of the class" in your industry. The assessment requires only a few minutes and will give you ideas and strategies for improving your company's long-term financial health.*

### **Guide to Understanding Financials**

<http://www.ibm.com/annualreport/2004/annual/guide.shtml>

*This basic guide is for people with little experience reading financial statements or annual reports. This guide is broken up into the following sections: Getting Started, Statement Basics, Investor's Tips, and Resources*

### **CCH Business Owner's Toolkit**

<http://www.toolkit.cch.com/tools/tools.asp>

*Small Business Tools: here you'll find ready-to-use business tools to help you get the job done faster and easier, including: Sample Business Documents (letters, contracts, forms, etc.), Financial Spreadsheet Templates, Checklists (information you need at a glance), Official Government Forms (a selection of the forms and, publications most commonly used by small business owners).*

### **Nielsen Net Ratings**

<http://www.nielsen-netratings.com/>

*A global leader in internet marketing and research. Great resource for getting data on internet sales, marketing, research.*

### **St. Louis SBDC: Financial Projections**

<http://www.mo-sbdc.org/>

*Great small business resource website.*

### **U.S. Department of Labor**

<http://www.bls.gov>

*Consumer expenditures survey, economic news releases, tables created by BLS, detailed CE statistics, products, survey forms, publications and other documentation.*

### **Internal Revenue Service – Taxes on Legal Structures**

<http://www.irs.gov/businesses/small/article/0,,id=98359,00.html>

*Gives different taxes owed and forms used based on the type of legal structure you have for your business. Also provides information on your business by structure type. (Use tabs at top of screen)*

### **Colorado Department of Revenue**

[http://www.revenue.state.co.us/TPS\\_Dir/wrap.asp?incl=businesses](http://www.revenue.state.co.us/TPS_Dir/wrap.asp?incl=businesses)

*Information on Colorado taxes for your business.*

### **General Business Info & Business Law**

<http://www.business.gov>

*Legal and regulatory information for America's small businesses, how to Launch, Manage, Grow, and sell your business.*

### **Selecting the Legal Structure for Your Business**

<http://www.sba.gov/library/pubs/mp-25.pdf>

*Great pdf file from the SBA on differences in legal structures.*

### **Selecting the Legal Structure for Your Business**

[http://www.toolkit.cch.com/text/P01\\_4710.asp](http://www.toolkit.cch.com/text/P01_4710.asp)

*Great website for helping you select the right legal structure for your business.*

### **Colorado Consumer Protection Division**

<http://www.cdphs.state.co.us/op/regs/Consumerprotectionregs.asp>

*Information on Colorado consumer protection laws by type of industry/business.*

### **Federal Reserve Board: Beige Book**

<http://www.federalreserve.gov/FOMC/BeigeBook/2005/>

*Commonly known as the Beige Book, this report is published eight times per year. Each Federal Reserve Bank gathers anecdotal information on current economic conditions in its District through reports from Bank and Branch directors and interviews with key business contacts, economists, market experts, and other sources. The Beige Book summarizes this information by District and sector.*

### **bizjournals.com**

<http://www.bizjournals.com>

*Business news and information.*

### **InfoSpace**

<http://www.infospace.com>

*Internet business directory (yellow & white pages)*

### **Zapdata**

<http://www.zapdata.com>

*Business to Business resource for sales leads, mailing lists and business information. Site owned by Dun & Bradstreet.*

### **ReferenceUSA:**

<http://www.referenceusa.com/>

Website accessed only through libraries that are licensed to use the website. Go to the Durango Public Library for access. They also have a copy of the ReferenceUSA book!

- Includes addresses and sales information for over 12 million U.S. companies.
- Ideal for identifying small businesses
- Provides business and residential data

### **American FactFinder**

<http://factfinder.census.gov/servlet/BasicFactsServlet>

*U.S. Census Bureau site. Look up population, housing, economic and geographic information.*

### **FFIEC Geocoding System**

<http://www.ffiec.gov/geocode/default.htm>

*Look up geocodes by address.*

### **Business Information Solutions**

<http://www.esribis.com/>

*Get information on market segments, demographics and consumer spending.*

### **WHOIS**

<http://www.networksolutions.com/>

*Information on setting up your own website.*

### **MarketLeap**

<http://www.marketleap.com/publinkpop/>

*Check how many people are visiting your website and where does it appear in the order of search engine results.*

### **WayBack Machine**

<http://www.archive.org/web/web.php>

*Browse through 30 billion web pages archived from 1996 to a few months ago.*

### **SBDCNET**

<http://sbdcnet.utsa.edu/>

*Small Business Development Center National Information Clearinghouse*

### **SBA Government Contracting and Business Development**

<http://www.sba.gov/gcbd/>

*Welcome to the Office of Government Contracting and Business Development (GC&BD) web site! Our job at SBA is to help small, disadvantaged, and women-owned businesses build their potential to compete more successfully in our global economy. We strive to be the premier source of information and procurement assistance for our customers.*

### **SBA Research and Statistics**

[www.sba.gov/advo/research/](http://www.sba.gov/advo/research/)

*Great site for general researching and statistics for your business.*

### **Free Management Library**

<http://www.managementhelp.org>

### **Industry Trade Associations**

<http://www.vcanet.org/vca/assns.htm>

*Searchable database to find trade associations in your industry.*

**MAMTC – Mid-America Manufacturing Technology Center**

<http://www.mamtc.com>

**CAMT – Colorado Association of Manufacturing and Technology**

<http://www.camt.com>

Contact Info: Aleta Sherman, director of sales and business development  
303-554-0396

**Constant Contact**

<http://www.constantcontact.com>

*A web-based email marketing service used by over 50,000 small businesses and associations. With Constant Contact, you can create email newsletters and announcements that get immediate and measurable results.*

**BizStats.com**

<http://www.bizstats.com/>

*Want to quickly know what the average small business owner keeps from each dollar of revenue? Then, see our summary of [industry profitability - sole proprietorships](#). Get great Retail benchmarks at [Sales per Foot & Sales per Store - Retailers](#) and see how national retailers compare. Curious about which businesses have the best - and worst - chances of success? Then see our table on [Safest & Riskiest Small Businesses](#). Get quick answers to the [total number of US businesses](#) the [Total Size of US markets by Industry](#), and see our 1st bite at [restaurant industry benchmarks](#) and find out how much dough a typical Krispy Kreme store makes.*

**You Are Where You Live**

<http://www.clusterbigip1.claritas.com/MyBestSegments/Default.jsp?ID=20>

*Customer segments defined and described.*

**USDA Rural Development Loans & Grants**

[http://www.rurdev.usda.gov/co/rural-bus.htm#BUSINESS\\_and\\_INDUSTRY\\_GUARANTEED\\_LOAN\\_0](http://www.rurdev.usda.gov/co/rural-bus.htm#BUSINESS_and_INDUSTRY_GUARANTEED_LOAN_0)

*Information on loans/grants provided by USDA Rural Development*

**Colorado Secretary of State Trade Name Registration**

<http://www.sos.state.co.us/pubs/business/main.htm>

*Use for searching trade names for all forms of legal structure and register your trade name with the State of Colorado.*

**Colorado Workers' Compensation**

<http://www.coworkforce.com/dwc/FAQs/EmployerFAQs.asp>

*Information on Colorado Workers' compensation*

**Colorado Unemployment Insurance**

<http://www.coworkforce.com/UIT/>

*Information on Colorado Unemployment Insurance, how to setup a UI account, etc.*

**Federal Unemployment Insurance**

<http://workforcesecurity.doleta.gov/unemploy/uitaxtopic.asp>

*Federal Unemployment Insurance (FUTA) information.*

**Colorado Bar Association**

<http://www.cobar.org/index.cfm>

*Information on legal advice for your business. Help with finding a business lawyer.*

**CO Office of Economic Development and International Trade  
Small Business Section**

<http://www.state.co.us/oed/small-business/index.cfm>

**CO Occupational/Industry License Database**

<http://www.state.co.us/oed/industry-license/index.cfm>

*Determine if a specific state license is required to run your business in the state of Colorado.*