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Provider Name & Website Link:	Accounting & Bookkeeping			Marketing & Branding			Business Development					
	Accounting for Taste	Medzam Consulting	Salinas Tax & Accounting	Vision 7 Advertising	ANEWBrand	Kirsti Rochon Design	Gilkey Restaurant Consulting Group	Donald Gregory Bye Hospitality Consulting	Growing Contigo	Launch Industries	MBI Consulting	
												
QR Code to Website:								N/A				
Specializes in Serving Businesses who are:	<ul style="list-style-type: none"> •Restaurant & Retail Businesses •BIPOC, LGBTQIA+ & Women-owned businesses •Existing Small Businesses, Nonprofits, Entrepreneurs & Startups 	<ul style="list-style-type: none"> •Spanish-speaking Businesses •BIPOC, LGBTQIA+ & Women-owned businesses •Existing Small Businesses, Nonprofits, Entrepreneurs & Startups 	<ul style="list-style-type: none"> •Spanish-speaking Businesses •BIPOC, LGBTQIA+ & Women-owned businesses •Existing Small Businesses, Nonprofits, Entrepreneurs & Startups 	<ul style="list-style-type: none"> •Spanish-speaking Businesses •Artists and Creatives •BIPOC, LGBTQIA+ & Women-owned businesses •Existing Small Businesses, Nonprofits, Entrepreneurs & Startups 	<ul style="list-style-type: none"> •Existing Small Businesses, Nonprofits, Entrepreneurs & Startups •Consumer Packaged Goods (CPG) •Tech •Food-based (F&B), Hospitality & Tourism •LGBTQIA+ Community 	<ul style="list-style-type: none"> •BIPOC, LGBTQIA+ & Women-owned businesses •Existing Small Businesses, Nonprofits, Entrepreneurs & Startups 	<ul style="list-style-type: none"> •Any restaurant owner needing assistance opening, developing and/or operating their restaurant business 	<ul style="list-style-type: none"> •Food & Beverage Startups •Food Carts & Food Trucks •Pop-Ups, Catering, & Farmer's Markets •BIPOC, LGBTQIA+ & Women-owned businesses 	<ul style="list-style-type: none"> •Entrepreneurs & Micro-businesses (fewer than 9 employees) •BIPOC, LGBTQIA+ & Women-owned businesses •ITIN-holders & Independent Contractors 	<ul style="list-style-type: none"> •Food-based (F&B) or Wellness emphasis •Commissary kitchens •B2B companies •Recreational marijuana •Food security organizations •BIPOC, LGBTQIA+ & Women-owned businesses 	<ul style="list-style-type: none"> •All businesses with an emphasis on service-related industries (creative, design, e-commerce, retail, etc.) •BIPOC, LGBTQIA+ & Women-owned businesses 	
Provider Specialties:	<ul style="list-style-type: none"> •Accounting & Bookkeeping Support •Business Growth & Operational Strategy 	<ul style="list-style-type: none"> •Accounting, Tax & Bookkeeping •Payroll & Benefits •Startup & Business Licensing Support •Business Development Planning & Advising •Operational Strategy 	<ul style="list-style-type: none"> •Accounting & Bookkeeping •Payroll & Benefits •Tax Advisory, Representation & Preparation •Business Development Planning & Advising 	<ul style="list-style-type: none"> •Product Development •Wholesale Implementation •Pricing Strategy •Social Media Implementation, Strategy & Best Practices •Website Support for Shopify & Square 	<ul style="list-style-type: none"> •Brand Design, Strategy & Best Practices •Rebranding •Digital Marketing Strategy & Best Practices •Search Engine Optimization (SEO) & Website Optimization (CRO) 	<ul style="list-style-type: none"> •Graphic Design •Marketing Design •Brand Development •Brand Guidelines 	<ul style="list-style-type: none"> •Restaurant Brand Identity Development •Restaurant Design •Team Performance Management Training & Recruitment •Operations Assessment & Financial Assessment & Strategy 	<ul style="list-style-type: none"> •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 	<ul style="list-style-type: none"> •Startup & Business Licensing Support •Software & I.T. Projects •ITIN-holder & Independent Contractor Support •Business Plan Development, Planning, & Advising •Creating Financial Projections, Goals, & Strategy 	<ul style="list-style-type: none"> •Startup & Business Licensing Support •Software & I.T. Projects •Human Resources •Payroll & Benefits •Standard Operating Procedures (SOP), Operations Assessment & Development •Financial Assessment & Strategy 	<ul style="list-style-type: none"> •Business Development Planning •Business Management Consulting •Customer Engagement & Operational Strategy •Business Development Planning & Advising •Customer Resource Management (CRM) Implementation 	
Languages Spoken:	English	Spanish	English & Spanish	English & Spanish	English & Italian	English & Conversational Spanish	English	English	English & Spanish	English & Spanish	English	
Delivery Format:	In-Person & Virtual	In-Person & Virtual	Virtual	In-Person & Virtual	In-Person & Virtual	In-Person & Virtual	In-Person & Virtual	In-Person, On-Site & Virtual	In-Person & Virtual	Primarily Virtual but can also meet In-Person	In-Person & Virtual	
Length of each Session:	1-hr	1-hr	1-hr	1-hr	55-mins each session	1-hr	Flexible depending on need	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 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	Clients can schedule online HERE	Clients can inquire HERE	Clients can schedule online HERE	Clients can schedule appointments via email	Clients can schedule appointments via email	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 \$5M	Up to \$5M	Up to \$5M	Up to \$5M	Up to \$5M	Up to \$5M	Up to \$5M	Up to \$500k	Up to \$5M	Up to \$5M	
# of Full-time Employees (FTE):	Up to 50 FTEs	Up to 50 FTEs	Up to 50 FTEs	Up to 50 FTEs	Up to 50 FTEs	Up to 50 FTEs	Up to 50 FTEs	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	Up to 10 hours	Up to 10 hours	Up to 10 hours	Up to 10 hours	Up to 10 hours	Up to 10 hours	Up to 10 hours	

ABC Program Contact: robyn.duckett@seattle.gov

<https://www.seattle.gov/office-of-economic-development/commercial-affordability/accounting-and-business-consulting-program>



	Contabilidad y Auxiliar de Contaduría (<i>Bookkeeping</i>)		Mercadotecnia (<i>Marketing</i>) e Identidad de Marca (<i>Branding</i>)		Desarrollo de Negocios
Nombre del proveedor y enlace al sitio web:	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:	<ul style="list-style-type: none"> •BIPOC, LGBTQIA+ y empresas propiedad de Mujeres •Pequeñas empresas, organizaciones sin fines de lucro, emprendedores y negocios nuevos 	<ul style="list-style-type: none"> •BIPOC, LGBTQIA+ y empresas propiedad de Mujeres •Pequeñas empresas, organizaciones sin fines de lucro, emprendedores y negocios nuevos 	<ul style="list-style-type: none"> •Artistas y creativos •BIPOC, LGBTQIA+ y empresas propiedad de Mujeres •Pequeñas empresas, organizaciones sin fines de lucro, emprendedores y negocios nuevos 	<ul style="list-style-type: none"> •BIPOC, LGBTQIA+ y empresas propiedad de Mujeres •Pequeñas empresas, organizaciones sin fines de lucro, emprendedores y negocios nuevos 	<ul style="list-style-type: none"> •Emprendedores y microempresas (menos de 10 empleados) •BIPOC, LGBTQIA+ y empresas propiedad de Mujeres •Titulares de ITIN y Contratistas Independientes
Especialidades del proveedor:	<ul style="list-style-type: none"> •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 	<ul style="list-style-type: none"> •Contabilidad y teneduría de libros (bookkeeping) •Nómina y beneficios •Asesoría, representación y preparación impuestos •Planificación y asesoramiento para el desarrollo empresarial 	<ul style="list-style-type: none"> •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 	<ul style="list-style-type: none"> •Diseño gráfico •Diseño de Marketing •Desarrollo de marca •Directrices de marca 	<ul style="list-style-type: none"> •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	Los clientes pueden programar citas por correo electrónico	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