

ABOUT THIS SECTION

The following pages contain information on entrepreneurship education and training programs, organized by program alphabetically. For each program, you will find contact information and a brief description of the programs offered. To focus on programs serving your county, first refer to the county index (Index A) to find out which programs are offered in your county. To focus on programs providing education or training to a certain group (e.g., K-12 students, post-secondary students, or adults) or through a certain type of service delivery organization (SBC, SBTDC, or Non-profit/Partnership) see Index B. If you want more detailed information on entrepreneurship education or training programs offered by statewide organizations, see the general program and curriculum information in the introduction to the directory.

Since service providers change their program offerings frequently in response to the needs of small business owners and other entrepreneurs, you should check with your local service provider about programs that you think would meet your needs.

Alamance Community College Small Business Center

2324 E. Maple Avenue

Burlington, N.C. 27215

Phone: 336-506-4312 Fax: 336-506-4318

Website: http://www.alamance.cc.nc.us/newsite/business_industry_services/small_bus_center/

Contact Person: Milele Archibald, Director

Type of Organization: Community College

Program Description:

The Alamance Community College Small Business Center offers free and low-cost workshops and classes to help people start or expand a small business. It provides free confidential counseling services, an up-to-date resource library and a referral network of business professionals.

Examples of entrepreneurship education or training offerings:

- ❑ **REAL Entrepreneurship:** Alamance Community College's Small Business Center offers N.C. REAL's (Rural Entrepreneurship through Action Learning) Rapid Response Module combined with the FastTrac Program previously offered at the center. It is designed to help potential business owners test the power of their business idea. Course participants learn an effective framework for evaluating their business idea and determining whether it can become a viable business. Participants develop their business ideas in a safe and supportive environment and create the foundation for their business plan. Referrals to the program are received from the Women's Resource Center, the Employment Security Commission of North Carolina, banks, and attorneys.
- ❑ **Seminars:** Twelve seminars are offered every semester and focus on specific business topics. Contact the Small Business Center to find out more about the calendar of workshops and classes.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for minorities and individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- ❑ Alamance county

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Appalachian State University Small Business and Technology Development Center

2125 Raley Hall, Walker College of Business
Boone, N.C. 28608
Phone: 828-262-2492 Fax: 828-262-2027
Website: www.sbtdc.org

Contact Person: William Parrish, Director
Type of Organization: University

Program Description:

The Appalachian State University Small Business and Technology Development Center (SBTDC) helps small business owners and those interested in starting a business meet the challenges of today's business environment and plan for the future of their business. It does this by providing management counseling and educational services to small and mid-sized businesses. The Appalachian State University SBTDC office is one of 17 offices across the state. The mission of the North Carolina Small Business and Technology Development Center is to help North Carolina businesses grow and create new jobs within the state. Most services are free of charge, and all Small Business and Technology Development Center services are confidential.

Examples of entrepreneurship education or training offerings:

- ❑ *NxLevel* for *Entrepreneurs*: A 12-week training program, NxLevel is conducted by SBTDC counselors and prominent local business leaders, and enhances entrepreneurial skills by providing a practical, hands-on approach to developing a business action plan.
- ❑ *NxLevel* for *Business Start-ups*: The SBTDC also offers this 10-week course for people interested in starting a business.
- ❑ *Management Performance Series* workshops, which address a number of topics, including *Superior Team Building, Customer Service Performance, and Enhanced Supervisory Skills*.
- ❑ *Leadership Performance* workshops, which teaches about leadership approaches and one's own leadership style.
- ❑ *Change Management Performance* program, which teaches about strategic planning through simulation training.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women, minorities, and individuals who have lost their jobs due to plant closings and layoffs

Service Area:

- ❑ Alleghany, Ashe, Avery, Cleveland, Mitchell, Watauga, Wilkes, and Yancey counties

Fee:

- ❑ A fee is charged for some services, but many services are offered at no fee to participants.

Appalachian State University Undergraduate Program

4072 Raley Hall, Walker College of Business
Boone, N.C. 28608

Phone: 828-262-2163 Fax: 828-265-8685

Website: http://www.business.appstate.edu/departments/management/index_mgt.html

Contact Person: Bryan Toney, Adjunct Faculty
Type of Organization: University

Program Description:

Appalachian State University (ASU) offers courses and organizes programs that serve students interested in the study/formation of entrepreneurial ventures. Courses are offered through the Department of Management as part of a Management Degree Program.

Examples of entrepreneurship education or training offerings:

- ❑ **Management 4070- Entrepreneurship:** MGT 4070 is a study of the problems and opportunities associated with the initiation and management of innovative business organizations. The course focuses on the unique properties associated with planning, organizing, initiating, and managing an innovative venture. In addition to the functional areas normally associated with small business management, this course addresses entrepreneurship, innovation, and alternative sources of funding.
- ❑ **Management 4530-101- Entrepreneurship Practicum:** The purpose of this course is for students to put into practice what they have learned in MGT 4070 through consulting engagements with regional entrepreneurs. Students will gain new insights into entrepreneurship and develop their entrepreneurial skills through real world experiences with actual entrepreneurs. Working in the field, each team will be assigned to an entrepreneurial organization on a specific project.
- ❑ **Small and Medium Sized Enterprises and Entrepreneurship Education Consortium:** This collaboration between Arizona State University, Clemson University, University of North Florida, Université Catholique de Louvain (Belgium), Universidad de Alicante (Spain) and Otto-Friedrich-Universität Bamberg (Germany) is aimed at developing faculty and student exchanges in entrepreneurship related areas.
- ❑ **Entrepreneur Summit:** The annual Entrepreneur Summit is held in the fall and brings approximately 40 business owners from a wide variety of industries to campus for presentations and panel discussions.

Target Audience:

- ❑ Undergraduate students interested in the study/creation of entrepreneurial ventures

Service Area:

- ❑ United States

Fee:

- ❑ Yes

Asheville Small Business and Technology Development Center

68 Patton Avenue, Suite 1
Asheville, N.C. 28801
Phone: 828-251-6025
Fax: 828-232-5126
Website: www.sbtdc.org

Contact Person: Wendy Cagle, Director
Type of Organization: University

Program Description:

The Asheville Small Business and Technology Development Center (SBTDC) helps small business owners and those interested in starting a business meet the challenges of today's business environment and plan for the future of their business. It does this by providing management counseling and educational services to small and mid-sized businesses. The Asheville SBTDC office is one of 17 offices across the state. The mission of the North Carolina Small Business and Technology Development Center is to help North Carolina businesses grow and create new jobs within the state. Most services are free of charge, and all Small Business and Technology Development Center services are confidential.

Examples of entrepreneurship education or training offerings:

- ❑ *NxLevelL* for *Entrepreneurs*: A 12-week training program, NxLevelL is conducted by SBTDC counselors and prominent local business leaders, and enhances entrepreneurial skills by providing a practical, hands-on approach to developing a business action plan.
- ❑ *NxLevelL* for *Business Start-ups*: The SBTDC also offers this 10-week course for people interested in starting a business.
- ❑ *Management Performance Series* workshops, which address a number of topics, including *Superior Team Building*, *Customer Service Performance*, and *Enhanced Supervisory Skills*.
- ❑ *Leadership Performance* workshops, which teaches about leadership approaches and one's own leadership style.
- ❑ *Change Management Performance* program, which teaches about strategic planning through simulation training.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women, minorities, and individuals who have lost their jobs due to plant closings and layoffs

Service Area:

- ❑ Buncombe, Haywood, Henderson, Madison, McDowell, Polk, Rutherford, and Transylvania counties

Fee:

- ❑ A fee is charged for some services, but many services are offered at no fee to participants.

Asheville-Buncombe Technical Community College Small Business Center

1459 Sand Road
Enka, N.C. 28801
Phone: 828-254-1921, x5851
Fax: 828-232-5004
Website: <http://www.abtech.edu/sbc/default.asp>

Contact Person: Harry Ponder, Director
Type of Organization: Community College

Program Description:

The Asheville-Buncombe Small Business Center provides free one-to-one counseling for small business owners or prospective owners to assist them in getting started or with a specific area of concern. A resource library of Small Business Center materials along with a selection of audio and videotapes can be checked out. The center also serves as a link to the U.S. Department of Commerce, individual chambers of commerce, the Service Corps of Retired Executives (SCORE), the Small Business Advocacy Council, financial institutions, trade associations and other agencies that assist small business owners. In addition, it offers training and continuing education certification in such areas as insurance and real estate.

Examples of entrepreneurship education or training offerings:

- ❑ **Export Ready Program:** In this 2-day training program, trade shows and exhibition missions are carefully selected throughout the world where North Carolina businesses can participate in a variety of ways. The International Trade Division of the North Carolina Department of Commerce organizes a Road Show that travels across North Carolina to introduce companies to six North Carolina foreign office trade representatives.
- ❑ **Seminars:** Workshops and seminars are sponsored by the Small Business Center to assist the small business entrepreneur with continuing education in the areas of management/supervision, communications, taxes, and the "how-tos" of operating a business, as well as other topics.
- ❑ **Informal learning opportunities, such as Small Business Jump Start Day:** The center sponsors events for prospective small business owners to learn more about how to get their business started. The Small Business Jump Start Day allows prospective entrepreneurs to, in one place/on one day, meet knowledgeable people who want to help small businesses succeed. Participants can circulate from table to table, pick up brochures, ask questions and talk with experts about various small business issues.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- ❑ Buncombe and Madison counties

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Beaufort Community College Small Business Center

Building 8, Room 802
Washington, N.C. 27889
Phone: 252-940-6306 Fax: 252-946-5416
Website: <http://www.beaufortccc.edu/coned/bus&ind.htm>

Contact Person: Lentz Stowe, Director
Type of Organization: Community College

Program Description:

The goal of the Beaufort Community College Small Business Center is to assist small business start-ups and help small businesses become more effective through counseling, instruction and networking. The Small Business Center offers one-on-one business counseling and a Resource Center that contains periodicals, handouts, books and videos that are available on loan. Training addresses all five core program areas of SBC programming. Core services include business seminars and workshops, free confidential business counseling, and access to vital resources and information. The center can put you in touch with business and community leaders, as well as local, state and federal agencies that share the goal of making your business a success.

Examples of entrepreneurship education or training offerings:

- ❑ **Workshops and Seminars:**
 - *Tourism and How it Affects Your County and Business*
 - *Best Small Business To Start Right Now*
 - *Hospitality Training for Food Service*
 - OSHA Workshops
- ❑ **Small Business Courses**
 - *Guide To Starting a Small Business*
 - *Small Business Bookkeeping (Manual)*
 - *Computerized Bookkeeping*
- ❑ **Specialized Training:** Specialized training is offered to fit the needs of individual organizations. These customized classes have included Conversational Spanish in the Workplace and Principles of Supervision. They can be held at BCCC or at the business or industry location.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees, especially minorities

Service Area:

- ❑ Beaufort, Hyde, Tyrrell, and Washington counties

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Bladen Community College Small Business Center

7418 N.C. Highway 41 West

Dublin, N.C. 28332

Phone: 910-862-2164

Fax: 910-879-5564

Website: <http://www.bladen.cc.nc.us/ConEd/ConEd.html#BI>

Type of Organization: Community College

Program Description:

The Bladen Community College Small Business Center supports the growth of existing businesses and the development of new business by being a community-based provider of training, counseling and information. The Small Business Center assists small business owners and prospective owners in every area of their business needs by providing: seminars and workshops, direct one-to-one counseling and referrals to other services. The Small Business Center serves as a resource and information center with a variety of references and resource materials, video tapes, software packages, business magazines and publications.

Examples of entrepreneurship education or training offerings:

- Seminars:**
 - *How To Start a Business*
 - *How To Write a Business Plan*
 - *Financing a Business*
 - *Marketing for Success*
 - *Record Keeping and Taxes*

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- Bladen County

Fee:

- No

Blue Ridge Community College Small Business Center

Flat Rock Campus
180 West Campus Drive
Flat Rock, N.C. 28731-4728
Phone: 828-694-1766 Fax: 828-692-2441
<http://www.blueridge.cc.nc.us/ContinuingEducation/SBC/index.php>

Contact Person: John Boyd, Director
Type of Organization: Community College

Program Description:

Blue Ridge Community College Small Business Center's core services include business seminars and workshops, free confidential business counseling, and access to vital resources and information. The center can put you in touch with business and community leaders, as well as local, state and federal agencies who share the goal of making your business a success.

Example of entrepreneurship education or training offerings:

Seminars:

- *How To Start a Business*
- *How To Write a Business Plan*
- *Financing a Business*
- *Marketing for Success*
- *Record Keeping and Taxes*

- NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees
- Specific programs for individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- Henderson and Transylvania counties

Fee:

- Many seminars and services are offered at no cost to participants.

Brunswick Community College Small Business Center

P.O. Box 431
Winnabow, N.C. 28479
Phone: 910-755-7388
Fax: 910-253-3092

Website: <http://www.brunswick.cc.nc.us/coned/conedsbc.htm>

Contact Person: John Horton, Director
Type of Organization: Community College

Program Description:

Brunswick Community College's Small Business Center offers seminars and workshops covering vital small business topics, free one-on-one confidential business counseling, and small business resource materials. Training addresses all five core program areas of small business centers. Core services include business seminars and workshops, free confidential business counseling, and access to vital resources and information. The center can put you in touch with business and community leaders, as well as local, state and federal agencies who share the goal of making your business a success. Training is offered at Brunswick Community College's locations in Supply, Leland, or Winnabow.

Examples of entrepreneurship education or training offerings:

- Seminars:**
 - *Keys To Starting a Successful Business*
 - *You Can't Start a Business Without Money*
 - *Best Ways to Promote Your Product or Service*
 - *You Can Get There From Here: The Business Plan*
 - *Small Business Guide To Building a Website*
 - *Maintaining Good Business Records*

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- Brunswick County and nearby communities in surrounding counties

Fee:

- No

Caldwell Community College and Technical Institute Small Business Center

2855 Hickory Blvd.
Hudson, N.C. 28638
Phone: 828-726-2383
Fax: 828-726-2216

Website: http://www.caldwell.cc.nc.us/coned/small_business.htm

Contact Person: Donna Bean, Director
Type of Organization: Community College

Program Description:

The Caldwell Community College Small Business Center is designed to provide businesses with the training needed to manage a business more effectively. The center offers core services, including business seminars and workshops, free confidential business counseling, and access to vital resources and information. The center can put you in touch with business and community leaders, as well as local, state and federal agencies that share the goal of making your business a success.

Examples of entrepreneurship education or training offerings:

- ❑ **REAL Entrepreneurship:** A REAL (Rural Entrepreneurship through Action Learning) series offered at Caldwell Community College's Small Business Center is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory.
- ❑ **Seminars:** Free seminars are offered on topics important to small businesses such as: *Taxes, Employee-Related Issues, Marketing, Customer Service, and Computer and the Internet.*

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- ❑ Caldwell and Watauga counties

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Cape Fear Community College Small Business Center

419 N. Third Street
Wilmington, N.C. 28401
Phone: 910-362-7216
Fax: 910-362-7563
Website: <http://sbc.cfcc.edu/>

Contact Person: Matt Magne, Director
Type of Organization: Community College

Program Description:

The mission of the Cape Fear Small Business Center is to increase the success rate and number of profitable small businesses in New Hanover and Pender counties. It provides seminars to prospective and existing small business owners; a course in QuickBooks; free, confidential one-on-one business and technology counseling; and access to an extensive business resource area of videos, books and pamphlets.

Examples of entrepreneurship education or training offerings:

- ❑ **NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.
- ❑ **Export Ready Program:** In this 2-day training program, trade shows and exhibition missions are carefully selected throughout the world where North Carolina businesses can participate in a variety of ways. The International Trade Division of the North Carolina Department of Commerce organizes a Road Show that travels across North Carolina to introduce companies to six North Carolina foreign office trade representatives.
- ❑ **Seminars:** Twelve seminars are offered every semester and focus on specific business topics. Contact the Small Business Center to find out more about the calendar of workshops and classes.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for minorities, women, and individuals with low/moderate income

Service Area:

- ❑ New Hanover and Pender counties

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Cape Fear Small Business and Technology Development Center

P.O. Box 1334
Fayetteville State University,
Fayetteville, N.C. 28302
Phone: 910-672-1727 Fax: 910-672-1949
Website: www.sbtcdc.org

Contact Person: Greg Taylor, Director
Type of Organization: University

Program Description:

The Cape Fear Small Business and Technology Development Center (SBTDC) helps small business owners and those interested in starting a business meet the challenges of today's business environment and plan for the future of their business. It does this by providing management counseling and educational services to small and mid-sized businesses. The Cape Fear SBTDC office is one of 17 offices across the state. The mission of the North Carolina Small Business and Technology Development Center is to help North Carolina businesses grow and create new jobs within the state. Most services are free of charge, and all Small Business and Technology Development Center services are confidential.

Examples of entrepreneurship education or training offerings:

- ❑ *NxLevel* for Entrepreneurs: A 12-week training program, NxLevel is conducted by SBTDC counselors and prominent local business leaders, and enhances entrepreneurial skills by providing a practical, hands-on approach to developing a business action plan.
- ❑ *NxLevel* for Business Start-ups: The SBTDC also offers this 10-week course for people interested in starting a business.
- ❑ *Management Performance Series* workshops, which address a number of topics, including *Superior Team Building*, *Customer Service Performance*, and *Enhanced Supervisory Skills*.
- ❑ *Leadership Performance* workshops, which teaches about leadership approaches and one's own leadership style.
- ❑ *Change Management Performance* program, which teaches about strategic planning through simulation training.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women, minorities, and individuals who have lost their jobs due to plant closings and layoffs

Service Area:

- ❑ Cumberland, Harnett, Hoke, Moore, Richmond, Sampson, and Scotland counties

Fee:

- ❑ A fee is charged for some services, but many services are offered at no fee to participants.

Carteret Community College Small Business Center

3505 Arendell Street
Morehead City, N.C. 28557
Phone: 252-222-6127
Fax: 252-247-2514

Website: http://www.carteret.edu/cced/smallBusiness/sbc_main.asp

Contact Person: John Smith, Director
Type of Organization: Community College

Program Description:

The Small Business Center's mission is to increase the success rate of small businesses in North Carolina by assisting prospective and established small business owners to reach their full potential by utilizing all resources available on this campus and throughout the SBC Network. The Small Business Center's services include free counseling services to prospective and existing small business owners.

Examples of entrepreneurship education or training offerings:

- ❑ **REAL Entrepreneurship:** A REAL (Rural Entrepreneurship through Action Learning) series offered at Carteret Community College's Small Business Center is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory.❑
- ❑ **Seminars:** Carteret Community College's Small Business Center offers a wide variety of workshops and seminars designed to meet the immediate needs of area businesses. Topics include, but are not limited to, *Business Start-Up Planning; Record Keeping, Taxes, Personnel Issues, Wage and Hour Laws, "How To" series, Motivation, Tourism, Sales and Sales Careers, Budgeting, and Risk Management.*
- ❑ **FastTrac NewVenture:** The program helps aspiring entrepreneurs define and assess their business idea.❑ Taught by seasoned entrepreneurs, this program uses the participants' ideas as case studies and gives them the opportunity to test out their ideas in a safe and supportive environment.❑

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- ❑ Carteret County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Catawba Valley Community College Small Business Center

East Campus, 2550 Highway 70 Southeast
Hickory, N.C. 28602
Phone: 828-327-7000, x4117
Fax: 828-322-5455
Website: <http://cce.cvcc.edu/?a=abc>

Contact Person: Sallie Neville Merritt, Director
Type of Organization: Community College

Program Description:

The Catawba Valley Community College Small Business Center is committed to serving entrepreneurs by offering information through seminars, counseling, books and videos. Its aim is to help small businesses thrive in Catawba and Alexander counties.

Examples of entrepreneurship education or training offerings:

- ❑ **Seminars:**
 - *How To Start a Business:* The course covers business structures (sole proprietorships, partnerships and corporations), licensing and zoning, trademark, copyrights, patents, insurance, financing alternatives and record keeping. (This course is also offered once a year in Spanish.)
 - *How To Write a Business Plan*
 - *Financing a Business*
 - *Marketing for Success*
 - *Record Keeping and Taxes*

- ❑ **Ed2Go:** Ed2Go is an online course provider for continuing education for adults. Courses have included *Start and Operate Your Own Home-Based Business*, *Growing Plants for Fun and Profit*, *Start Your Own Consulting Practice* and *Basics To Building an Online Business*. Courses run for six weeks.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women, minorities and individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- ❑ Alexander and Catawba counties

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Central Carolina Small Business and Technology Development Center

608 Airport Road, Suite B
Chapel Hill, N.C. 27514
Phone: 919-962-0389 Fax: 919-962-3291
Website: www.sbtdc.org

Contact Person: Ron Ilinitich, Director
Type of Organization: University

Program Description:

The Central Carolina Small Business and Technology Development Center (SBTDC) helps small business owners and those interested in starting a business meet the challenges of today's business environment and plan for the future of their business. It does this by providing management counseling and educational services to small and mid-sized businesses. The Central Carolina SBTDC office is one of 17 offices across the state. The mission of the North Carolina Small Business and Technology Development Center is to help North Carolina businesses grow and create new jobs within the state. Most services are free of charge, and all Small Business and Technology Development Center services are confidential.

Examples of entrepreneurship education or training offerings:

- ❑ *NxLevel* for Entrepreneurs: A 12-week training program, NxLevel is conducted by SBTDC counselors and prominent local business leaders, and enhances entrepreneurial skills by providing a practical, hands-on approach to developing a business action plan.
- ❑ *NxLevel* for Business Start-ups: The SBTDC also offers this 10-week course for people interested in starting a business.
- ❑ *Management Performance Series* workshops, which address a number of topics, including *Superior Team Building, Customer Service Performance, and Enhanced Supervisory Skills*.
- ❑ *Leadership Performance* workshops, which teaches about leadership approaches and one's own leadership style.
- ❑ *Change Management Performance* program, which teaches about strategic planning through simulation training.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women, minorities, and individuals who have lost their jobs due to plant closings and layoffs

Service Area:

- ❑ Alamance, Chatham, Lee, and Orange counties

Fee:

- ❑ A fee is charged for some services, but many services are offered at no fee to participants.

Central Piedmont Community College Small Business Center

1201 Elizabeth Avenue
Charlotte, N.C. 28235
Phone: 704-330-4651
Fax: 704-330-4640

Website: http://www.cpcctraining.org/Small_Business/index.asp

Contact Person: Margaret Braun, Director
Type of Organization: Community College

Program Description:

The Central Piedmont Community College Small Business Center was established to offer support to those who want to start a small business or those who need help with an existing business. The center is open to the public and the experienced staff provide reliable information, solid advice, training, one-on-one counseling, and business contacts. The center also assists in helping entrepreneurs develop solid marketing and business plans to ensure their business' success in a competitive marketplace.

Examples of entrepreneurship education or training offerings:

- ❑ **Export Ready Program:** In this 2-day training program, trade shows and exhibition missions are carefully selected throughout the world where North Carolina businesses can participate in a variety of ways. The International Trade Division of the North Carolina Department of Commerce organizes a Road Show that travels across North Carolina to introduce companies to six North Carolina foreign office trade representatives.
- ❑ **FastTrac NewVenture:** The program helps aspiring entrepreneurs define and assess their business idea. □ Taught by seasoned entrepreneurs, this program uses the participants' ideas as case studies and gives them the opportunity to test out their ideas in a safe and supportive environment. □ At the end of the 27-hour course, attendees know whether their idea is feasible and if starting a business is right for them.
- ❑ **The Business and Entrepreneurial Skills Training Program:** BEST is designed to give business owners the skills necessary to grow their business. This nine-month program consists of unique individualized assessment and customized delivery of on-site consulting, workshops covering all aspects of business, mentoring with graduates of the program, practical information that can be applied immediately, and networking with small business owners.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- ❑ Mecklenburg County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Cleveland Community College Small Business Center

137 South Post Road
Shelby, N.C. 28152
Phone: 704-484-4146
Fax: 704-484-4036

Website: <http://www.cleveland.cc.nc.us/sbc.html>

Contact Person: Bee Strain, Director
Type of Organization: Community College

Program Description:

The Cleveland Community College Small Business Center, a branch of the Continuing Education Department, works in partnership with business and industry and community agencies, and strengthens the economic, civic, and cultural life in Cleveland county. The center does this by offering a variety of small business courses and programs.

Examples of entrepreneurship education or training offerings:

- ❑ **NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.
- ❑ **Seminars:**
 - *How To Write a Business Plan:* Business plans are a tool for financing and a roadmap for the business owner. This two-part seminar will teach the business owner how to write a complete plan.
 - *Record Keeping and Taxes for Small Businesses*
 - *Business Rights: What Are My Rights As an Employee and an Employer?*
 - *Advertising for Small Businesses*

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- ❑ Cleveland County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Coastal Carolina Community College Small Business Center

444 Western Blvd.
Jacksonville, N.C. 28546
Phone: 910-938-6319 Fax: 910-938-6318
Website: <http://www.coastal.cc.nc.us/smallbus.htm>

Contact Person: Ann Shaw, Director of Economic Development
Type of Organization: Community College

Program Description:

The Coastal Carolina Small Business Center (SBC) provides educational opportunities and support to prospective and existing small businesses. Confidential counseling is provided at no cost, on a one-to-one basis for any business related subject by SBC counselors and retired executive volunteer service. A resource library containing hundreds of books, periodicals, videos, and audiotapes about business development subjects is available at no cost. In addition, the SBC is a clearinghouse for demographic and statistical information for existing and prospective businesses. The center provides one-stop shopping for information, such as website locations and telephone numbers for governmental agencies and any agency that can assist small business owners.

Examples of entrepreneurship education or training offerings:

- ❑ **Seminars:**
 - *Bookkeeping for Your Small Business*
 - *Customer Service Excellence*
 - *Effective Business Writing Skills*
 - *How To Write a Business Plan*
 - *How To Start a Successful Business*
 - *OSHA Regulations*
 - *Ten Steps to Starting a Business*
 - *What Every Supervisor Should Know*

- ❑ **REAL Entrepreneurship:** A REAL (Rural Entrepreneurship through Action Learning) series offered at Central Carolina Community College's Small Business Center is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory.□

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- ❑ Onslow County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

College of the Albemarle Small Business Center

1028 North Road Street (17 North)
Elizabeth City, N.C. 27909
Phone: 252-335-0821, x2231
Fax: 252-337-6638
Website: <http://www.albemarle.cc.nc.us/colladv/sbc/index.html>

Contact Person: Linda Williams, Director
Type of Organization: Community College

Program Description:

The mission of the College of the Albermarle Small Business Center is to meet the needs of existing and potential businesses and industries in our seven county service area by offering one-on-one counseling, innovative and industry-specific training opportunities and professional development programs.

Examples of entrepreneurship education or training offerings:

- ❑ **NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.
- ❑ **REAL Entrepreneurship:** A REAL (Rural Entrepreneurship through Action Learning) series offered at College of the Albermarle's Small Business Center is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory. □
- ❑ **American Management Association Certificate in Management:** Offered both online and in a traditional classroom setting.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- ❑ Camden, Chowan, Currituck, Dare, Gates, Pasquotank and Perquimans counties

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Council for Entrepreneurial Development

P.O. Box 13353
Research Triangle Park, N.C. 27709
Phone: 919-549-7500
Website: www.cednc.org
Contact Person: Adam Smith, Director of Entrepreneurial Programs
Type of Organization: Non-Profit

Program Description:

The Council for Entrepreneurial Development (CED) is a private, non-profit organization founded in 1984 to stimulate the creation and growth of high-impact companies in the greater Research Triangle area. CED provides an interactive forum for entrepreneurs from a wide range of industries and at all stages of development—from high-tech product based organizations to professional service firms, from one-person start-ups to 1000-person businesses. More than 8,000 entrepreneurs, venture capitalists and service providers participate in its programs annually.

CED's *Capital Connection Programs*, designed for entrepreneurs, consist of a suite of hands-on mentoring and training programs that assist entrepreneurs at different stages of their company. The programs provide entrepreneurs with tools to evaluate their ideas, refine their business concepts, develop business plans, and raise capital. The Capital Connection Advisory Team, comprised of angel and venture capital investors, helps each company identify those elements of the program that will uniquely suit their business needs, reviews their business development and funding progress, and provides ongoing mentoring and direction. The program includes:

- The Innovator's Quarterly Workshop:** This is a half-day program designed to help prospective entrepreneurs and innovators evaluate the business feasibility of their ideas. Innovator's Workshops provide an understanding of the financial, management, and marketing dynamics involved in creating a new venture.
- FastTrac Tech:** This is a comprehensive entrepreneurial training program led by successful entrepreneurial coaches for entrepreneurs starting or growing innovation-based businesses. Entrepreneurs will create or refine their business plans to start and grow the venture that are also suitable for use in partnership and financing recruitment.
- Streak:** Streak enables entrepreneurs to be mentored by and showcased to investors from the angel and venture capital communities. A team consisting of an angel, a venture capitalist, an attorney, an accountant, and a venture-backed entrepreneur is formed to mentor the company. The company supplies the team with a business plan and meets with them at least twice, delivering a 10-minute investment pitch each time.

Target Audience:

- Aspiring entrepreneurs

Service Area:

- Durham, Orange, and Wake counties

Fee:

- Yes

Craven Community College Small Business Center

800 College Court, Building G
New Bern, N.C. 28562
Phone: 252-638-7353
Fax: 252-672-4699
Website: www.cravencc.edu

Contact Person: Robert Ericksen, Director
Type of Organization: Community College

Program Description:

The objective of the Craven Community College Small Business Center is to increase the success rate and the number of viable small businesses in Craven county by providing high quality, readily accessible assistance to prospective and existing small businesses. If you are interested in starting a small business or currently operate or work at a small business, the small business center has a number of resources. The center provides free, confidential counseling services for individuals wishing to start a business, or small business owners needing some type of assistance. In addition, the center provides free computer and Internet access and a variety of small business resources, including specialized software and multimedia tools, along with small business books, magazines, and government resources.

Examples of entrepreneurship education or training offerings:

- ❑ **Seminars:**
 - *How To Start a Business*
 - *How To Write a Business Plan*
 - *How To Market a Business*
 - *Website Design*
 - *Taxes and Record Keeping- Small Business*
 - *Spreadsheet Design*

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees, especially minorities

Service Area:

- ❑ Craven County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Davidson County Community College Small Business Center

Sinclair Bldg, 297 DCCC Road
Lexington, N.C. 27293
Phone: 336-249-8186 Fax: 336-249-1485
Website: <http://www.davidson.cc.nc.us/sbc/index.html>

Contact Person: Suzanne Wallace, Director
Type of Organization: Community College

Program Description:

Davidson county Community College's Small Business Center provides high quality services to businesses, prospective business owners, and their employees by offering education and training, resources and information, counseling and referral, and other technological/managerial assistance.

Examples of entrepreneurship education or training offerings:

- NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.
- REAL Entrepreneurship:** Davidson Community College's Small Business Center offers N.C. REAL's (Rural Entrepreneurship through Action Learning) Rapid Response Module. It is designed to help potential business owners test the power of their business idea. Course participants learn an effective framework for evaluating their business idea and determining whether it can become a viable business. Participants develop their business ideas in a safe and supportive environment and create the foundation for their business plan.
- Lunch and Learn Series:** Offers courses every Wednesday on business planning, including *Balancing Life's Expectations*, and *Professional Personality-Understanding Personalities at Work*.
- Technology Wednesdays:** A series on Internet marketing and effective newspaper and email campaigns.

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees
- Specific programs for women, individuals who have lost their jobs due to plant closings or layoffs, and individuals with low/moderate incomes.

Service Area:

- Davidson and Davie counties

Fee:

- Many seminars and services are offered at no cost to participants.

Durham Technical Community College Small Business Center

411 W. Chapel Hill Street
Durham, N.C. 27701
Phone: 919-686-3448 Fax: 919-686-3479
Website: <http://www.durhamtech.edu/smallbizcenter/index.htm>

Contact Person: Dub Gulley, Director
Type of Organization: Community College

Program Description:

The Durham Technical Community College Small Business Center provides small business owners with information they need for success, including advice on marketing, sales, bookkeeping, and management. The SBC offers, at little or no cost, confidential counseling to help you deal with your business needs; training and technical assistance in starting a business; resource and referral services; and a library with small business publication and literature.

Examples of entrepreneurship education or training offerings:

- ❑ **REAL Entrepreneurship:** A REAL (Rural Entrepreneurship through Action Learning) series offered at Durham Technology Community College's Small Business Center is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory.❑
- ❑ **Courses:**
 - *The Fast Entrepreneur: Getting Profitability in a Hurry*
 - *Building Your Managerial Team*
 - *Introduction to Quickbooks Pro*
- ❑ **Seminars:**
 - *Getting Your Business up and Running*
 - *Start a Business in Your Home*
 - *Putting the Right Face on Your Business*
- ❑ **Workshop:** Each month, the Small Business Center offers *Thinking of Starting a Business?* This two-hour workshop focuses on answering questions about business start-up and referrals and resources available to help.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees, especially minorities

Service Area:

- ❑ Durham and Orange counties

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

East Carolina University-Small Business Institute

3015 Bate Building-ECU

Greenville, N.C. 27858

Phone: 252-328-6063

Fax: 252-328-4094

Website: www.business.ecu.edu/depts/mgmt/Sbi.htm

Contact Person: Michael Harris, Director

Type of Organization: University

Program Description:

The East Carolina University Small Business Institute Program (ECU-SBI) is an outreach program sponsored by the ECU School of Business. The purpose of the program is to provide specialized, on-site management assistance to small business owners while providing senior level and graduate business students with valuable practical experience.

The ECU-SBI assists as many area small businesses as possible, working with well over 500 clients since its inception in 1974. The number of cases that the Institute handles is limited only by the enrollment of the consulting class. Selected cases are allocated to student teams consisting of two to four members. Each team, under the direct supervision of the director, analyzes the business and its industry for the purpose of identifying core problem area(s) that the student team and the business owner agree needs to be addressed. The student team researches the problem area(s) for the purpose of developing recommendations as to how these identified problems can best be solved. All suggestions for improving the business operation are included in a written report, which is given to the owner or business manager, along with an oral presentation of their findings at the end of the study.

The ECU-SBI recognizes the sensitivity of a small business's marketing and financial information. All information received and developed in the course of conducting casework by the ECU-SBI will be kept in strict confidence. All participants in the case, the director, graduate assistants, and students, are required to sign a statement of confidentiality agreeing that they will discuss the cases only in the classroom with authorized personnel. In addition, all sensitive materials regarding the business are kept secure in the Institute.

Target Audience:

- Eastern Carolina University students aspiring to become entrepreneurs
- Local area small business employers and employees

Service Area:

- Southeast United States

Fee:

- No

Eastern Region Small Business and Technology Development Center

300 E. 1st Street
Greenville, N.C. 27858
Phone: 252-328-6157 Fax: 252-328-6992
Website: www.sbt dc.org

Contact Person: Marty Hackney, Director
Type of Organization: University

Program Description:

The Eastern Region Small Business and Technology Development Center (SBTDC) helps small business owners and those interested in starting a business meet the challenges of today's business environment and plan for the future of their business. It does this by providing management counseling and educational services to small and mid-sized businesses. The Eastern Region SBTDC office is one of 17 offices across the state. The mission of the North Carolina Small Business and Technology Development Center is to help North Carolina businesses grow and create new jobs within the state. Most services are free of charge, and all Small Business and Technology Development Center services are confidential.

Examples of entrepreneurship education or training offerings:

- ❑ *NxLevel* for Entrepreneurs: A 12-week training program, NxLevel is conducted by SBTDC counselors and prominent local business leaders, and enhances entrepreneurial skills by providing a practical, hands-on approach to developing a business action plan.
- ❑ *NxLevel* for Business Start-ups: The SBTDC also offers this 10-week course for people interested in starting a business.
- ❑ *Management Performance Series* workshops, which address a number of topics, including *Superior Team Building, Customer Service Performance, and Enhanced Supervisory Skills*.
- ❑ *Leadership Performance* workshops, which teaches about leadership approaches and one's own leadership style.
- ❑ *Change Management Performance* program, which teaches about strategic planning through simulation training.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women, minorities, and individuals who have lost their jobs due to plant closings and layoffs

Service Area:

- ❑ Beaufort, Carteret, Edgecombe, Greene, Jones, Lenoir, Martin, Pamlico, Pitt, Wayne, and Wilson counties

Fee:

- ❑ A fee is charged for some services, but many services are offered at no fee to participants.

Edgecombe Community College Small Business Center

2009 W. Wilson Street
Tarboro, N.C. 27886
Phone: 252-823-5166, x220
Fax: 252-823-6817

Website: <http://www.edgecombe.cc.nc.us/busind/busframe.htm>

Contact Person: Trudy Lynn, Director
Type of Organization: Community College

Program Description:

Edgecombe Community College's Small Business Center works diligently to reduce business failure rates and to help boost the local economy with new thriving businesses. Core services include business seminars and workshops, free confidential business counseling, and access to vital resources and information. The center can put entrepreneurs in touch with business and community leaders, as well as local, state and federal agencies who share the goal of making new businesses a success.

Examples of entrepreneurship education or training offerings:

- REAL Entrepreneurship:** A REAL (Rural Entrepreneurship through Action Learning) series offered at Edgecombe Community College's Small Business Center is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory.
- Seminars:** Seminars are offered every semester and focus on specific business topics. Contact the Small Business Center to find out more about the calendar of classes.

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees
- Individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- Edgecombe County

Fee:

- Many seminars and services are offered at no cost to participants.

Fayetteville Technical Community College Small Business Center

P.O. Box 35236
Fayetteville, N.C. 28303
Phone: 910-678-8496
Fax: 910-678-8200

Website: <http://www.faytechcc.edu/edprog/coned/sbchomep.htm>

Contact Person: Larry Lancaster, Director
Type of Organization: Community College

Program Description:

Fayetteville Technical Community College Small Business Center aims to improve the success rate of small businesses throughout the service area. The Small Business Center can assist with consideration of a new business venture or expansion, development of a business plan, or development of new business skills involving cashflow, break-even analysis, finance, record keeping and taxes. The Small Business Center offers training and one-on-one counseling, and provides contacts and information.

Examples of entrepreneurship education or training offerings:

- ❑ **NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.
- ❑ **REAL Entrepreneurship:** A REAL (Rural Entrepreneurship through Action Learning) series offered at Fayetteville Technical Community College's Small Business Center is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory.❑
- ❑ **Seminars:** Each term specialized seminars are offered which are designed to improve management or technical skills from the basics of how to start your own business to the complexities of record keeping and taxes.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- ❑ Cumberland County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Forsyth Technical Community College Small Business Center

601 W. 4th Street
Winston-Salem, N.C. 27101
Phone: 336-631-1320 Fax: 336-631-1322
Website: <http://www.forsythtech.edu/smallbc/index.html>

Contact Person: Sue Marion, Director
Type of Organization: Community College

Program Description:

The Forsyth Technical Community College Small Business Center offers support to those who want to start a small business or those who need assistance with an existing business. Core services include business seminars and workshops, free confidential business counseling, and access to vital resources and information. The center can put you in touch with business and community leaders, as well as local, state and federal agencies that share the goal of making your business a success.

Examples of entrepreneurship education or training offerings:

- ❑ **REAL Entrepreneurship:** N.C. REAL's (Rural Entrepreneurship through Action Learning) Rapid Response Module was designed to help potential business owners test the power of their business idea. Course participants learn an effective framework for evaluating their business idea and determining whether it can become a viable business. Participants develop their business ideas in a safe and supportive environment and create the foundation for their business plan
- ❑ **Export Ready Program:** In this 2-day training program, trade shows and exhibition missions are carefully selected throughout the world where North Carolina businesses can participate in a variety of ways. The International Trade Division of the North Carolina Department of Commerce organizes a Road Show that travels across North Carolina to introduce companies to six North Carolina foreign office trade representatives.
- ❑ **Lunch and Learn:** This series of workshops teaches participants what they need to know to start up a successful business, market a business, identify profitable customers, and find inexpensive ways to market research ideas and to advertise.
- ❑ **Seminars:** Seminars offered include *Starting a Business from A-Z*, *Determining Your Business Name and Entity*, *Writing a Business Plan That Works*, and *Record Keeping for Small Business*.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- ❑ Forsyth and Stokes counties

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Gaston College Small Business Center

201 Highway 321S, Dalpalz Bldg. 221A
Dallas, N.C. 28034
Phone: 704-922-6353
Fax: 704-922-2339
Website: <http://startabiz.gaston.edu/default.htm>

Contact Person: Brad Rivers, Director
Type of Organization: Community College

Program Description:

Gaston College's Small Business Center offers seminars and workshops covering vital small business topics, one-on-one confidential business counseling, and small business resource materials. Core services include business seminars and workshops, free confidential business counseling, and access to vital resources and information. The center can put you in touch with business and community leaders, as well as local, state and federal agencies who share the goal of making your business a success.

Examples of entrepreneurship education or training offerings:

- ❑ **STEP Seminar Series:** An eight-week program that covers:
 - *Introduction to Taxes for the Small Business*
 - *Business Use of the Home*
 - *Employment and Excise Taxes*
 - *Starting a Business/Record Keeping*
 - *Self-Employment Retirement Planning*
 - *Small Business As Partnership*

- ❑ **Start-A-Biz Website (<http://startabiz.gaston.edu/>):** The purpose of this site is to encourage and assist people interested in starting their own business in Gaston and Lincoln county. The resources presented here will help you make that decision and will help you locate and obtain the assistance you may need to pursue your dream. Resources include information on:
 - *Business Seminar Series*
 - *Self-Assessment: Should You Start Your Own Small Business?*
 - *Licenses and Permits*
 - *Business Counseling*
 - *Business Planning/Budgeting*

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs are offered for minorities and individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- ❑ Gaston and Lincoln counties

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Good Work

115 Market St., Suite 470
Durham, N.C. 27701
Phone: 919-682-8473
Website: www.goodwork.org

Contact Person: John Parker, Executive Director
Type of Organization: Non-Profit

Program Description:

Good Work is a nonprofit corporation which realizes that entrepreneurship is a way that highly motivated individuals—regardless of economic or social background—can increase a family’s economic strength and create community jobs. Good Work helps increase family income and assets by helping people develop or strengthen their small business. Good Work’s goals are to foster entrepreneurial development, asset building, and financial education; promote economic justice and culturally appropriate community development; support people and communities marginalized by economic inequalities and exploitation; and build community that bridges community divisions and enhances opportunities for learning, collaboration, and leadership across divides.

Examples of entrepreneurship education or training offerings:

- ❑ **Business Skills and Entrepreneurship Training:** This is a six-week participatory and interactive business skills training for small business and nonprofit entrepreneurs, available in English and Spanish. The training includes understanding household budgeting, personal credit, networking, marketing, business structures, pricing, start-up budgeting, record keeping, customer service, and business financing.
- ❑ **Community Trainings and Gatherings:** Good Work convenes participatory community trainings and gatherings that provide the opportunity for people to network with each other, exchange knowledge and resources, and solve problems.
- ❑ **Other Training:**
 - Advanced business development and small business management issues
 - Organizational development issues such as strategic planning, board development
Program development, and collaboration
 - Asset building and community financial education
 - Sustainable personal leadership development
- ❑ **Community-based Trainings:** training in entrepreneurship, leadership, and community financial literacy is offered to people and groups not traditionally emphasized, such as youth, prisoners, and small community and faith-based organizations.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specialized programming for Latinos

Service Area:

- ❑ Statewide, with focus on Durham, Orange, and Wake counties

Fee:

- ❑ Yes

Guilford Technical Community College Small Business Center

2007 Yanceyville Street
Greensboro, N.C. 27405
Phone: 336-334-5211
Fax: 336-334-5218

Website: <http://technet.gtcc.cc.nc.us/coned/smbiz.html>

Contact Person: Mark Hagenbuch, Director
Type of Organization: Community College

Program Description:

The mission of the Guilford Technical Community College Small Business Center is to create and nurture economic development and an entrepreneurial environment within Guilford county. This is achieved by providing leadership and advocacy in the county in regard to small business development, identifying, offering, and developing small business training programs and classes, making referrals and providing counseling for small business and start-up issues, and offering information and resources to entrepreneurs and small businesses located in Guilford county.

Examples of entrepreneurship education or training offerings:

- ❑ **Courses:** Through Continuing Education, entrepreneurs can take two business courses, *Basic Record Keeping and Accounting* and *How To Start Your Own Business*. These eight-week courses provide a good introduction to the topics for entrepreneurs who are serious about starting their own business.
- ❑ **Fast Facts on Starting a Business:** This seminar is a prelude to the five-week course on starting a business for those who want an overview of the basics of starting a business. Other seminars on special topics such as "Financing Your Business" are also offered.
- ❑ **Technology Thursday:** These are weekly workshops designed to bring entrepreneurs together with local technology companies. These companies discuss specific aspects of technology that are useful to business.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- ❑ Guilford County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Halifax Community College Small Business Center

Hwy 158E
Weldon, N.C. 27890
Phone: 252-536-7274
Fax: 252-536-2241

Website: http://www.hcc.cc.nc.us/Cont_ED/SmallBus/small.htm

Contact Person: Willa Dickens, Director
Type of Organization: Community College

Program Description:

The Halifax Community College Small Business Center uses a threefold effort to help small businesses succeed. Non-traditional seminars and workshops can be presented on virtually any business-related topic that the small business community demands. Counseling services are provided for start-up businesses or problems of existing businesses. A resource center with periodicals, tapes, and books that may be used on the premises or checked out is located in the Continuing Education Center.

Examples of entrepreneurship education or training offerings:

- NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.
- REAL Entrepreneurship:** A REAL (Rural Entrepreneurship through Action Learning) series offered at Halifax Community College's Small Business Center is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory. If you want to take the full series, the courses should be taken in the order in which they are listed. Courses also may be taken individually.
- Seminars:**
 - *Debt-Free Living*
 - *Bookkeeping for Small Business*

Target Audience:

- Specific classes offered to minorities and workers who have lost their jobs due to plant closings or layoffs

Service Area:

- Halifax and Northampton counties

Fee:

- No

HandMade in America

P.O. Box 2089
Asheville, N.C. 28802
Phone: 828-252-0121
Fax: 828-252-0388

Website: www.handmadeinamerica.org

Contact Person: Betty Hurst, Director of Development
Type of Organization: Non-profit

Program Description:

HandMade in America fosters community and cultural development in western North Carolina while creating economic solutions for the region through a variety of projects, events, and tourism services. HandMade in America serves as a distinctive resource for arts/crafts education, craft-related industry promotion, and agritourism/sustainable development. The organization helped initiate the Blue Ridge National Heritage Area Act of 2003, which safeguarded the beauty of Western North Carolina. Handmade in America has produced two guidebooks to the region: Craft Heritage Trails, and Farms, Gardens, and Countryside Trails. Recently, the HandMade Institute was established to help spread the Handmade in America model for community development, tourism promotion, and craft/agriculture promotion.

An example of a current education or training offering is the **Artisans Business Boot Camp**. The three-day long workshop program provides business training for artisans, including topics such as trends in arts markets, how to use credit cards, and how to market using the Internet. The workshop includes concurrent seminars designed by the Rosen Group and delivered in a classroom setting.

Past endeavors include creation of a crafts and business skills training program with Penland School of Craft and Mayland Community College, and implementation of a loan fund with the Self Help Credit Union for expansion of craft businesses.

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees, especially artisans and small farmers

Service Area:

- Ashe, Allegheny, Avery, Burke, Buncombe, Cherokee, Clay, Cleveland, Graham, Haywood, Henderson, Jackson, Macon, Madison, McDowell, Mitchell, Polk, Rutherford, Swain, Transylvania, Watauga, and Yancey counties

Fee:

- Many seminars and services are offered at no cost to participants.

Haywood Community College Small Business Center

112 Industrial Park Dr.
Waynesville, N.C. 28786
Phone: 828-627-4512
Fax: 828-452-3353
Website: www.sbc.haywood.edu

Contact Person: Sharon Donnahoe, Director
Type of Organization: Community College

Program Description:

The Haywood Community College Small Business Center supports the development of new businesses and the growth of existing businesses by being a community-based provider of training, counseling, and resource information. Additionally, the Small Business Center provides free, confidential counseling services for new and existing businesses.

Examples of entrepreneurship education or training offerings:

- ❑ **REAL Entrepreneurship:** A REAL (Rural Entrepreneurship through Action Learning) series offered at Haywood Community College's Small Business Center is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory.❑

- ❑ **Seminars:**
 - *Selling on E-Bay*
 - *Starting a Business*
 - *Writing a Business Plan*
 - *Marketing for the Craftsperson*
 - *Developing your Business Image*
 - *Choosing the Legal Structure for Your Business*
 - *Record Keeping and Taxes*
 - *Inside Small Business*
 - *How To Get an SBA Loan*
 - *How To Hire (and Keep) the Right Employees*

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- ❑ Haywood County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

**Hickory Small Business and Technology
Development Center**

905 Hwy 321 NW, Suite 354
Hickory, N.C. 28601
Phone: 828-345-1110 Fax: 828-326-9117
Website: www.sbtcdc.org

Contact Person: Blair Abee, Assistant Director
Type of Organization: University

Program Description:

The Hickory Small Business and Technology Development Center (SBTDC) helps small business owners and those interested in starting a business meet the challenges of today's business environment and plan for the future of their business. It does this by providing management counseling and educational services to small and mid-sized businesses. The Hickory SBTDC office is one of 17 offices across the state. The mission of the North Carolina Small Business and Technology Development Center is to help North Carolina businesses grow and create new jobs within the state. Most services are free of charge, and all Small Business and Technology Development Center services are confidential.

Examples of entrepreneurship education or training offerings:

- ❑ *NxLevel* for *Entrepreneurs*: A 12-week training program, NxLevel is conducted by SBTDC counselors and prominent local business leaders, and enhances entrepreneurial skills by providing a practical, hands-on approach to developing a business action plan.
- ❑ *NxLevel* for *Business Start-ups*: The SBTDC also offers this 10-week course for people interested in starting a business.
- ❑ *Management Performance Series* workshops, which address a number of topics, including *Superior Team Building, Customer Service Performance, and Enhanced Supervisory Skills*.
- ❑ *Leadership Performance* workshops, which teaches about leadership approaches and one's own leadership style.
- ❑ *Change Management Performance* program, which teaches about strategic planning through simulation training.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women, minorities, and individuals who have lost their jobs due to plant closings and layoffs

Service Area:

- ❑ Alexander, Catawba, Burke, Caldwell, Gaston, and Lincoln counties

Fee:

- ❑ A fee is charged for some services, but many services are offered at no fee to participants.

Isothermal Community College Small Business Center

286 ICC Loop Road
Spindale, N.C. 28160
Phone: 828-286-3636, x390
Website: <http://www.isothermal.edu/sbc/sbc.htm>

Contact Person: Donna Hood, Director
Type of Organization: Community College

Program Description:

The mission of the Isothermal Community College Small Business Center is to increase the success rate and the number of viable small businesses in Rutherford and Polk counties. The Small Business Center provides readily accessible assistance to prospective and existing small business owners and their employees. Services include: online courses; workshops and seminars; free, confidential counseling for new and existing businesses; referrals to business resources; and a resource library which includes printed materials as well as a variety of tapes and videos available to be checked out.

Examples of entrepreneurship education or training offerings:

- ❑ **NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.
- ❑ **Workshops and Seminars:** Some topics include management/supervision, marketing, taxes, record keeping, and the "how-tos" of starting a business.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- ❑ Polk and Rutherford counties

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

James Sprunt Community College Small Business Center

133 Sprunt Circle, N.C. Hwy 11 South
Kenansville, N.C. 28349
Phone: 910-296-2431
Fax: 910-296-1548

Website: http://www.sprunt.com/test_sbc/index.htm

Contact Person: Cathleen Eldridge, Director
Type of Organization: Community College

Program Description:

The mission of the James Sprunt Community College Small Business Center is to increase the success rate of small businesses in Duplin county and surrounding communities by assisting prospective and established small business persons to reach their potential by utilizing all resources available. Some of these resources include, but are not limited to: confidential (one-on-one) business counseling; help with designing and implementing a business plan; free seminars on how to start up a new business and how to improve an existing business; and information about business license requirements.

Examples of entrepreneurship education or training offerings:

- ❑ **NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.

- ❑ **Seminars:**
 - *Accounting Made Simple*
 - *Steps To Start a Small Business*
 - *Motivating and Training Hourly Workers*
 - *How To Write a Business Plan*

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- ❑ Duplin County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Johnston Community College Small Business Center

245 College Road
Smithfield, N.C. 27577
Phone: 919-209-2015 Fax: 919-209-2189
Website: <http://www.johnstoncc.edu/ConEd/sbc/sbc.html>

Contact Person: Don Johnson, Director
Type of Organization: Community College

Program Description:

The Small Business Center at Johnston Community College supports the development of new businesses and the growth of existing businesses by being a community based provider of training, counseling, and resource information. Core services include business seminars and workshops, free confidential business counseling, and access to vital resources and information. The center can put entrepreneurs in touch with business and community leaders, as well as local, state and federal agencies that share the goal of making new businesses a success.

Examples of entrepreneurship education or training offerings:

- ❑ **NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.
- ❑ **Training:** Training is offered in the form of seminars, workshops, and short courses. Most of the offerings are at no charge. The center works in partnership with the chambers of commerce in Johnston county to bring seminars to all areas of the county on a regular basis. The popular "lunch and learn" series has afforded many small business persons the opportunity to hear about timely topics without spending a lot of money.
- ❑ **Ed2Go:** Ed2Go is an online course provider for continuing education for adults. Courses have included *Start and Operate Your Own Home-Based Business*, *Growing Plants for Fun and Profit*, *Start Your Own Consulting Practice* and *Basics To Building an Online Business*. Courses run for six weeks.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- ❑ Johnston County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Junior Achievement of Central North Carolina

3220 Northline Ave
Greensboro, NC 27408
Phone: 336-299-4339
Fax: 336-299-1196

Website: <http://centralnc.ja.org/>

Type of Organization: Non-Profit

Program Description:

Junior Achievement offers kindergarten through 12th grade students cost-effective, interactive classroom programs that improve comprehension scores and personal finance and economic skills needed for life. Since 1965, Junior Achievement of Central North Carolina has been providing educational programs for all students—city and suburban, elementary through high school, public and private—in the Greensboro, High Point and surrounding areas. Today, we offer in-school classroom instruction programs taught by business volunteers. The goal of the programs is to increase students' test scores.

Examples of entrepreneurship education or training offerings:

- ❑ **High School:**
 - *Enterprise in Action* and *JA Economics*: Currently run in area schools, these programs focus on economics of businesses and school-to-work community readiness. Activities are geared toward real world training that helps students develop the knowledge, skills, and attitudes to become productive citizens and workers.
- ❑ **Middle School:**
 - *Economics of Staying in School*: The course comprises several activities that help students discover the importance of an education to their decisions to enter the work force.
 - *JA Go Figure! Exploring Math in Business*: This course shows students how mathematics can be used in their future careers and personal business transactions, with a focus on free enterprise concepts and local employment opportunities. Activities presented here reinforce and expand upon the concepts and skills presented in a teacher's regular mathematics program.
- ❑ **Elementary School-** Junior Achievement's Elementary School Program has six themes for kindergartners through fifth-graders. The courses teach students that people assume roles as individuals, consumers, and workers in an expanding cultural environment that extends from the self and family to global relations.

Target Audience:

- ❑ K-12 students, teachers and school administrators; local businesses

Service Area:

- ❑ Alamance, Guilford, Randolph and Rockingham counties

Fee:

- ❑ No

Junior Achievement of Eastern North Carolina

402 E. Hargett Street

Raleigh, N.C. 27601

Phone: 919-821-2100

Fax: 919-821-1700

Website: <http://www.juniorachievement.net/>

Type of Organization: Non-Profit

Program Description:

Junior Achievement of Eastern North Carolina's philosophy is that students learn best by doing, and they have incorporated this belief into in-school programming for students in kindergarten through twelfth grade. These programs educate and inspire young people to value free enterprise, understand business and economics, and improve the quality of their lives with the use of hands-on activities with area business volunteers each week. In Eastern North Carolina, volunteers have worked with over 16,200 students per year. Junior Achievement provides its programs through contributions of time and money from area businesses, civic groups, foundations, PTA, and individuals.

Examples of entrepreneurship education or training offerings:

- High School Programs:** The older student is faced with many decisions, and Junior Achievements high-school programming shows students the choices they will need to make: pursuing higher education, entering the workforce, and becoming a parent. Junior Achievement helps students develop the skills needed to prosper in a more independent lifestyle.
- Middle Grade Programs:** JA's programs for the middle grades stress the importance of an education while introducing students to economic concepts and information about the world of work through fun activities that create enthusiasm for learning.
- Elementary School Programs:** A series of seven engaging themes help kindergarten through fifth grade students apply basic economic concepts to their life experiences. Each program builds on the previous, stressing the relationship between school and future success. Students begin to see their place in the world as individuals, workers, and consumers.

Target Audience:

- K-12 students, teachers and school administrators; local businesses

Service Area:

- Caswell, Chatham, Cumberland, Durham, Edgecombe, Franklin, Harnett, Johnston, Lee, Lenoir, Nash, Orange, Person, Pitt, Wake, and Wilson counties

Fee:

- None

Junior Achievement of the Central Carolinas

201 S. Tryon Street, Suite LL100
Charlotte, N.C. 28202
Phone: 704-563-4854 Fax: 704-536-4864
Website: www.jacarolinas.org

Philip A. Volponi, President
Type of Organization: Non-Profit

Program Description:

Junior Achievement brings business people into the classroom to show children that with education and hard work, they can turn their ideas into realities. Junior Achievement recruits people from the community to deliver programs. The participating students get a variety of perspectives from other students, volunteers, businesses, and school administrators on decisions regarding their education, career, and personal finance. In addition, the businesses are able to give to the community and heighten their public image, and teachers and school administrators learn how they can continually improve their curriculum.

Examples of entrepreneurship education or training offerings:

- High School:**
 - *Enterprise in Action* and *Applied Economics*: These programs focus on economics of businesses and school-to-work community readiness. Activities are geared toward real world training that helps students develop the knowledge, skills, and attitudes to become productive citizens and workers.
 - *The Economics of Staying in School* - explains the economic benefits of an education and how choices students make now affect the future.
- Middle School:**
 - *The International Marketplace* - The program examines how people and cultures throughout the world are connected through trade. Students study world maps and economic data, debate issues surrounding trade, and practice converting currencies.
 - *Personal Economics* - The program focuses on personal skills and interests, career options, and personal and family financial management while lesson plans reveal how students' decisions about education, careers, spending, and investing impact their economic role in society.
- Elementary School-** Junior Achievement's Elementary School Program has six themes for kindergartners through fifth-graders. They illustrate how people assume roles as individuals, workers, and consumers in an expanding environment.

Target Audience:

- K-12 students, teachers and school administrators, and local businesses

Service Area:

- Alexander, Anson, Buncombe, Brunswick, Burke, Cabarrus, Caldwell, Catawba, Cherokee, Cleveland, Columbus, Davidson, Davie, Forsyth, Gaston, Haywood, Henderson, Iredell, Lincoln, Madison, Montgomery, New Hanover, Richmond, Robeson, Rowan, Scotland, Stanly, Stokes, Surry, Transylvania, Union, Watauga, Wilkes and Yadkin counties

Fee:

- No

Kenan Institute University of North Carolina-Chapel Hill

Box 3440, Kenan Center
Chapel Hill, N.C. 25799
Phone: 919-843-5842
Fax: 919-962-8202
Website: www.kenan-flagler.unc.edu

Contact Person: Jeff Reid, Director, Entrepreneurship Programs
Type of Organization: University

Program Description:

Entrepreneurial career opportunities come in many forms, whether one is interested in starting a company, working for a start-up, finding an entrepreneurial opportunity within a larger company, or going into related areas such as venture capital or social entrepreneurship. The Center for Entrepreneurial Studies works with each student to develop an individualized plan for career success.

Examples of entrepreneurship education or training offerings:

- An MBA concentration in entrepreneurship including 35 courses covering a variety of entrepreneurial topics, including *Business Plan Analysis*, *Entrepreneurship and Minority Economic Development*, and *Entrepreneurship in the Biotech Industry*.
- An undergraduate business concentration in entrepreneurship with 15 courses, including *Entrepreneurship and New Venture Planning*, *New Product Development*, and *Leaders and Entrepreneurs: The Men and Women Who Built American Business*.
- A wide range of extracurricular student programs, such as the nationally celebrated Venture Capital Investment Competition (VCIC), UN.C. 's Stedman Business Plan competition, the Carolina Launch Program and numerous student organizations.
- Close affiliation with entrepreneurial organizations, such as the Council for Entrepreneurial Development (CED), the nation's largest entrepreneurial networking organization.
- Cross-campus entrepreneurial experiences and opportunities through the Carolina Entrepreneurial Initiative, a grant from the Kauffman Foundation supporting campus-wide entrepreneurship education.

Target Audience:

- Students interested in the study/creation of entrepreneurial ventures

Service Area:

- North Carolina

Fee:

- Yes

Lee County Small Business Center Central Carolina Community College

1801 Nash Street
Sanford, N.C. 27330
Phone: 919-774-6442 Fax: 919-776-8739
Website: <http://www.leesbc.com/>

Contact Person: Jim Felton, Director
Type of Organization: Community College

Program Description:

Central Carolina Community College Small Business Center serves three counties and has three very active Small Business Centers. □ Jim Felton, Nancy Blackman and Leon Tongret are the local directors serving Lee, Harnett and Chatham counties, respectively. □ Each center has a tailored program, enhanced assistance networks, and alliances developed for the counties they serve.

The Lee County Small Business Center offers seminars and workshops covering vital small business topics, free one-on-one confidential business counseling, and small business resource materials. The center offers core business seminars and workshops, including *How To Start a Business*, *How To Write a Business Plan*, *Financing a Business*, *Marketing for Success*, and *Record Keeping and Taxes*.

Examples of entrepreneurship education or training offerings:

- **REAL Entrepreneurship:** A REAL (Rural Entrepreneurship through Action Learning) series offered at Central Carolina Community College's Small Business Center is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory. □
- **Lee County Small Business Center Website (www.leesbc.com):** The comprehensive website offers free resources, including:
 - *Small Business Guide*
 - *Lee County Business Profile*
 - *Planning*
 - *Marketing Considerations*
 - *Business Financing*
 - *Record Keeping Requirements*
 - *Government Contacts*

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees
- Specific programs for individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- Lee County

Fee:

- Many seminars and services are offered at no cost to participants.

Lenoir Community College Small Business Center

327 N. Queen Street

Kinston, N.C.

Phone: 252-522-4676 Fax: 252-522-2118

Website: http://www.lenoir.cc.nc.us/contined/small_business.pdf

Contact Person: Alice Tingle, Economic Development Director

Type of Organization: Community College

Program Description:

Lenoir Community College's Small Business Center offers core services, including business seminars and workshops, free confidential business counseling, and access to vital resources and information. □ The center can put you in touch with business and community leaders, as well as local, state and federal agencies that share the goal of making your business a success.

Examples of entrepreneurship education or training offerings:

- **Microenterprise Loan Program:** The Small Business Center's offers the North Carolina Rural Economic Development Center's group-based lending program where entrepreneurs in groups of 4-10 people participate in an intensive training and certification process. Once they are certified, the group can make credit decisions for its members.
- **NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.
- **Export Ready Program:** In this 2-day training program, trade shows and exhibition missions are carefully selected throughout the world where North Carolina businesses can participate in a variety of ways. The International Trade Division of the North Carolina Department of Commerce organizes a Road Show that travels across North Carolina to introduce companies to six North Carolina foreign office trade representatives.
- **Seminars:**
 - *Learning To Change Without Going Up in Flames*
 - *Low Cost Marketing*
 - *Selling To the Government*
 - *Powerful Business Writing Skills*

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- Greene, Lenoir, Jones, and Wayne counties

Fee:

- Many seminars and services are at no cost to participants

Martin Community College Small Business Center

1161 Kehukee Park Road
Williamston, N.C. 27892
Phone: 252-792-1521, x202
Fax: 252-792-4425

Website: http://www.martin.cc.nc.us/cont_ed/Default.htm

Contact Person: Georgette Chilton, Director
Type of Organization: Community College

Program Description:

The Martin Community College Small Business Center is committed to serving entrepreneurs by offering information through seminars, counseling, books and videos. Its aim is to help small businesses thrive in Martin and Bertie counties.

- ❑ **REAL Entrepreneurship:** A REAL (Rural Entrepreneurship through Action Learning) series offered at Martin Community College's Small Business Center is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory.□
- ❑ **Seminars:** Martin Community College's Small Business Center offers core business seminars and workshops, including *How To Start a Business*, *How To Write a Business Plan*, *Financing a Business*, *Marketing for Success*, and *Record Keeping and Taxes*.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women, minorities and individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- ❑ Bertie and Martin counties

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Mayland Community College Small Business Center

200 Mayland Drive
Spruce Pine, N.C. 28777
Phone: 828-765-7351, x227
Fax: 828-765-0728

Website: <http://www.mayland.cc.nc.us/continuinged/sbc.html>

Contact Person: Robert Branch, Director
Type of Organization: Community College

Program Description:

The mission of the Small Business Center at Mayland Community College is to help increase the number of small businesses and their success rate in Avery, Mitchell, and Yancey counties. The Small Business Center provides small business owners and prospective owners with information, training, counseling, and/or referrals for other services, loans up to \$25,000 through the Rural Center's Microenterprise Loan Program, and other technical or managerial assistance.

Examples of entrepreneurship education or training offerings:

- ❑ **Ed2Go:** Ed2Go is an online course provider for continuing education for adults. Courses have included *Start and Operate Your Own Home-Based Business*, *Growing Plants for Fun and Profit*, *Start Your Own Consulting Practice* and *Basics To Building an Online Business*. Courses run for six weeks.
- ❑ **Starting A Business Seminar Series:** Individuals interested in starting their own business can take one class, two classes, or all five classes of the series, all at no charge, and learn how to start their own business. Classes are held at the Avery Campus in Newland, the Main Campus in Spruce Pine, and the Yancey Campus in Burnsville.
- ❑ **Cooperative Extension Partnership:** The Small Business Center is partnering with the Mitchell and Yancey county Cooperative Extension Service to offer new classes of interest to the hospitality industry and farming community. They are designed to enhance safety, improve income and profits, introduce alternative crops, and improve the business climate in our community.
- ❑ **E-commerce Seminars:** These classes are for entrepreneurs who want to expand their business to reach new markets. The seminars are free and cover such topics as *Introduction to E-Commerce Business*, *Accepting Payments Online*, *Marketing Your Website*, and *Legal Issues of E-Commerce*.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- ❑ Avery, Mitchell, and Yancey counties

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

McDowell Technical Community College Small Business Center

54 College Drive
Marion, N.C. 28752
Phone: 828-652-0634
Fax: 828-659-8038

Website: <http://www.mcdowelltech.cc.nc.us/>

Contact Person: Dean Kanipe, Director
Type of Organization: Community College

Program Description:

The McDowell Technical Community College Small Business Center's objective is to increase the success rate and number of profitable small businesses in McDowell county by providing high quality, readily accessible assistance to prospective and existing small business owners and their employees. Core services include business seminars and workshops, free confidential business counseling, and access to vital resources and information. The center can put you in touch with business and community leaders, as well as local, state and federal agencies that share the goal of making your business a success.

- ❑ **REAL Entrepreneurship:** A REAL (Rural Entrepreneurship through Action Learning) series offered at McDowell Community College's Small Business Center is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory.
- ❑ **Seminars:** Seminars on special business topics are offered as needed with the help of outside instructors.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- ❑ McDowell County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Metropolitan Business Development Center

327 N. Market Street
Washington, N.C. 27889
Phone: 252-946-8007
Fax: 252-946-7950

Website: http://www.metropolitancommunity.org/Biz_Dev

Contact Person: Ross Steckley, Site Director
Type of Organization: Non-Profit

Program Description:

The Metropolitan Business Development Center is designed to help rural people become self-sufficient by providing the opportunity for self-employment and small business growth. It provides loans for the start-up or expansion of small businesses by individuals who have sound ideas but do not qualify for bank credit. In addition to financial backing, the Business Development Center assists entrepreneurs by providing computer access and technical assistance, business training, credit restoration, and consulting. The center helps individuals engage their business in the world of commerce by networking with area businesses.

Examples of entrepreneurship education or training offerings:

- ❑ **Microenterprise Loan program:** The Metropolitan Business Development Center offers the North Carolina Rural Economic Development Center's group-based lending program, in which entrepreneurs in groups of four to 10 people participate in an intensive training and certification process. Once they are certified, the group can make credit decisions for its members.
- ❑ **Money Smart:** An eight-week class in partnership with Wachovia bank. Individuals learn to understand investment and create wealth. The program helps them to find out how derogatory credit can affect them until effort is taken to correct it.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees, with a strong focus on the minority population and low-income individuals
- ❑ To enroll in the business development program, you must:
 - Be a member of Metropolitan Community Credit Union
 - Have a low to moderate income
 - Live, work, or worship in Beaufort, Hyde, or Pamlico counties
 - Be willing to locate your business in one of the targeted counties (Beaufort, Hyde, or Pamlico) or create at least three jobs.

Service Area:

- ❑ Beaufort, Hyde, Pamlico, Tyrrell, and Washington counties

Fee:

- ❑ Most services are free of charge.

Mitchell Community College Small Business Center

701 W. Front Street
Statesville, N.C. 28677
Phone: 704-878-3227
Fax: 704-878-4265

Website: <http://www.mitchellcc.edu/>

Contact Person: Mike Tucker, Director
Type of Organization: Community College

Program Description:

The purpose of the Mitchell Community College Small Business Center is to attract, train, counsel, and provide educational services for existing and prospective small business owners and employees. The mission of the Small Business Center is to be active in the economic growth of Iredell county by providing assistance to small businesses in order to increase the number of start-ups, expand existing small businesses, and reduce the number of small business failures. In addition to educational programming, the center provides networking opportunities for clients with many other resources available to assist the small business owner, particularly the Small Business and Technology Development Center at Winston-Salem State University.

Examples of entrepreneurship education or training offerings:

- ❑ **Seminars and Workshops:** These are designed for small business owners and employees are offered each semester. Many of the seminars and workshops are provided at no cost to the participant or for a nominal fee. Expert presenters from all areas of North Carolina are brought to the campus to assist in meeting the training needs of small businesses
- ❑ **Computer Technology Courses:** A variety of short courses are available providing training on various software packages that include the following: word processing, spreadsheets, databases, desktop publishing, computerized accounting, and presentation programs.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- ❑ Iredell County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Montgomery Community College Small Business Center

1011 Page Street, Room 137

Troy, N.C. 27371

Phone: 910-576-6222, x216

Fax: 910-576-2176

Website: <http://www.montgomery.cc.nc.us/continuinged/sbc.html>

Contact Person: Richard Hinson, Coordinator

Type of Organization: Community College

Program Description:

Montgomery Community College's Small Business Center offers seminars and workshops covering vital small business topics, one-on-one confidential business counseling, and small business resource materials. Training addresses all five core program areas of small business centers, including *How To Start a Business*, *How To Write a Business Plan*, *Financing a Business*, *Marketing for Success*, and *Record Keeping and Taxes*

Examples of entrepreneurship education or training offerings:

- ❑ **How To Start and Succeed in Your Own Business:** A seven-week course series designed to provide the fundamentals needed to make a decision to start or expand a business, find customers and market to them, build a successful frame of mind, manage your money, work with potential lenders, know about small business taxes, and how to write a business plan. You can take the whole series or a single module.
- ❑ **Seminars:**
 - *Small Business Accounting and Financial Management*
 - *Managing Change Within Your Organization* (Lunch and Learn)
 - *The "Risky Business" of Operating a Church*
 - *Sharing the Growth of Heritage Tourism*
 - *Mediating Employee Conflict* (Lunch and Learn)
 - *Roadmap to Buying and Selling on E-Bay*
 - *How To Operate a Licensed Child Care Center in Your Own Home*
- ❑ **Ed2Go:** Ed2Go is an online course provider for continuing education for adults. Courses have included *Start and Operate Your Own Home-Based Business*, *Growing Plants for Fun and Profit*, *Start Your Own Consulting Practice* and *Basics To Building an Online Business*. Courses run for six weeks.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- ❑ Montgomery, Moore, Richmond, and Stanly counties

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Mountain MicroEnterprise Fund

29 1/2 Page Avenue
Asheville, N.C. 28801
Phone: 828-253-2834
Fax: 828-255-7953
Website: www.mtnmicro.org

Contact Person: Greg Walker-Wilson, Executive Director
Type of Organization: Non-Profit

Program Description:

For 15 years, Mountain Microenterprise Fund (MMF) has been committed to celebrating the spirit of small business adventurers. The Fund provides entrepreneurs with the skills they need to start or expand a small business. The Fund works toward the fulfillment of its mission through programs that form a comprehensive network of services and support for start-up and growing businesses.

Examples of entrepreneurship education or training offerings:

- Foundations-- the MMF Business Training Program:** In MMF's 10 week business planning course, create your own business plan in a comfortable learning environment. The plan turns your dreams, experiences and skills into practical, doable steps for starting or expanding a business and running it profitably. Courses are arranged around your schedule in locations that are convenient for you. You can learn about marketing, cash flow, break-even analysis, budgeting, and sales forecasting.
- MMF Membership Program:** Center meetings and advanced workshops explore topics such as bookkeeping, e-commerce, and marketing. Build on what you learned in the *Foundations* training program with group follow-up modules.
- Microenterprise Loan program:** The Mountain Microenterprise Fund offers the North Carolina Rural Economic Development Center's group-based lending program, in which entrepreneurs in groups of four to 10 people participate in an intensive training and certification process. Once they are certified, the group can make credit decisions for its members.

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- Buncombe, Cherokee, Clay, Graham, Henderson, Jackson, Macon, Madison, Haywood, Polk, Swain, and Transylvania counties

Fee:

- Yes

Nash Community College Small Business Center

522 N. Old Carriage Road
Rocky Mount, N.C. 27804
Phone: 252-443-4011, x233
Website: <http://www.nash.cc.nc.us/y2k/sbc.htm>

Contact Person: Peggy Daughtridge, Director
Type of Organization: Community College

Program Description:

The Nash Community College Small Business Center provides counseling, research, and information on business start-ups and expansions. Services available include seminars, direct one-on-one assistance, and a resource center with information on how to start and manage your business. There is no charge for counseling and resource center services. Small Business Center clients have access to a computer, up-to-date software, texts, and tapes.

Examples of entrepreneurship education or training offerings:

- ❑ **Business Start-Up Seminars:**
 - *10 Steps To Starting a Business*
 - *Obtaining a Loan for Your Small Business*
 - *Writing a Winning Business Plan*
 - *Basic Bookkeeping*

- ❑ **Professional Development Seminars:** covers such topics as *Effective Meetings*, *Workers Compensation Course*, and *Motivating Hourly Employees*

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- ❑ Nash County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

N.C. Arts Incubator

Siler City, NC
Phone: 919-663-1335
Website: www.ncartsinc.org

Contact Person: Leon Tongret, Director

Type of Organization: Non-Profit

Program Description:

NC Arts Incubator is a small business incubator designed by the Central Carolina Community College Small Business Centers (Chatham County SBC—where Leon Tongret serves as director, Harnett County SBC, and Lee County SBC) as an economic development tool supporting new and emerging arts and arts-related businesses to become viable, sustainable businesses. The incubator is designed to provide a creative, stimulating, exciting work environment. Located in Siler City in Chatham county, North Carolina, the program is administered by the Chatham Creative Arts Incubator, a non-profit corporation. The NC Arts Incubator will eventually be the home for over 200 artists, from novice to nationally known. It offers customized workshops and living space for virtually every type of art, provides classes and workshops to appeal to every skill level, and offers a range of services.

Offerings include:

Services:

- Blacksmithing and metal-working equipment
- Fully equipped pottery/ceramic studio
- Fully equipped woodworking shop
- Stage, sound and filming studio
- Fully equipped computer center with desktop publishing area

Access to:

- Low cost studio space
- Low commission rate galleries/retail
- Shared industrial equipment for many artists
- Work in community of arts
- Opportunity to teach classes for community college
- On site assistance with web design, brochures, and other marketing and sales issues
- Bulk supplies and mass purchasing which reduces cost of materials and supplies

Target Audience:

- Artisans

Service Area:

- Chatham County

Fee:

- No

N.C. Central University Small Business and Technology Development Center

N.C. Central University School of Business, 15 Alexander-Dunn Bldg.
Durham, N.C. 27707
Phone: 919-530-7386
Website: www.sbtcdc.org

Type of Organization: University

Program Description:

The N.C. Central University Small Business and Technology Development Center (SBTDC) helps small business owners and those interested in starting a business meet the challenges of today's business environment and plan for the future of their business. It does this by providing management counseling and educational services to small and mid-sized businesses. The N.C. Central University SBTDC office is one of 17 offices across the state. The mission of the North Carolina Small Business and Technology Development Center is to help North Carolina businesses grow and create new jobs within the state. Most services are free of charge, and all Small Business and Technology Development Center services are confidential.

Examples of entrepreneurship education or training offerings:

- ❑ *NxLevel* for Entrepreneurs: A 12-week training program, NxLevel is conducted by SBTDC counselors and prominent local business leaders, and enhances entrepreneurial skills by providing a practical, hands-on approach to developing a business action plan.
- ❑ *NxLevel* for Business Start-ups: The SBTDC also offers this 10-week course for people interested in starting a business.
- ❑ *Management Performance Series* workshops, which address a number of topics, including *Superior Team Building, Customer Service Performance, and Enhanced Supervisory Skills*.
- ❑ *Leadership Performance* workshops, which teaches about leadership approaches and one's own leadership style.
- ❑ *Change Management Performance* program, which teaches about strategic planning through simulation training.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women, minorities, and individuals who have lost their jobs due to plant closings and layoffs

Service Area:

- ❑ Durham County

Fee:

- ❑ A fee is charged for some services, but many services are offered at no fee to participants.

N.C. REAL Enterprises

115 Market St., Suite 320
Durham, N.C. 27701
Phone: 919-688-7325
Fax: 919-682-7621
Website: <http://www.ncreal.org/>

Contact Person: Eleanor Herndon, Executive Director
Type of Organization: Non-Profit

Program Description:

N.C. REAL stands for *North Carolina Rural Entrepreneurship through Action Learning*. Working in partnership with other organizations, including K-12 and postsecondary educational institutions and community-based organizations, N.C. REAL provides educational programs and support for adults or children interested in entrepreneurship. N.C. REAL contributes to the goals of the larger state and national school reform movement and community economic development by providing: preparation for the transition from school to work in small businesses; academically rigorous curricula with an integrated technology component; meaningful student interaction with the local community and the global economy; creation of employment and tax revenue throughout the state; partnerships with businesses and civic leaders (through Community Support Teams); and compatibility with School-to-Work, Tech Prep, and articulation efforts.

Examples of entrepreneurship education or training offerings:

- REAL Entrepreneurship:** The REAL Entrepreneurship course is designed to help participants (adults and high school students) develop skills, expand their knowledge, and create tangible products, including new enterprises. REAL Entrepreneurship gives participants opportunities to develop skills which increase their likelihood of success as entrepreneurs and which better equip them for life and the world of work, regardless of their ultimate career choices. These skills include:
 - Life Skills
 - Opportunity Identification
 - Opportunity Evaluation
 - Opportunity Realization: the skills required to seize opportunities, including opening an enterprise, managing time and resources, getting and keeping employees/customers, managing assets, and operating legally/ethically

Target Audience:

- Individuals in high school, post-secondary institutions, and community-based organizations aspiring to be entrepreneurs
- Specific programs for minorities, individuals with low/moderate income levels, and individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- Established programs in 86 counties, including 45 colleges, 35 high school, and 17 community-based organizations

Fee:

- Yes

Northeast Piedmont Small Business and Technology Development Center

2007 Yanceyville St, Suite 303
Greensboro, N.C. 27405
Phone: 336-334-7005 Fax: 336-334-7073
Website: www.sbtdc.org

Contact Person: Tim Janke, Director
Type of Organization: University

Program Description:

The Northeast Piedmont Small Business and Technology Development Center (SBTDC) helps small business owners and those interested in starting a business meet the challenges of today's business environment and plan for the future of their business. It does this by providing management counseling and educational services to small and mid-sized businesses. The Northeast Piedmont SBTDC office is one of 17 offices across the state. The mission of the North Carolina Small Business and Technology Development Center is to help North Carolina businesses grow and create new jobs within the state. Most services are free of charge, and all Small Business and Technology Development Center services are confidential.

Examples of entrepreneurship education or training offerings:

- ❑ *NxLevel* for *Entrepreneurs*: A 12-week training program, NxLevel is conducted by SBTDC counselors and prominent local business leaders, and enhances entrepreneurial skills by providing a practical, hands-on approach to developing a business action plan.
- ❑ *NxLevel* for *Business Start-ups*: The SBTDC also offers this 10-week course for people interested in starting a business.
- ❑ *Management Performance Series* workshops, which address a number of topics, including *Superior Team Building, Customer Service Performance, and Enhanced Supervisory Skills*.
- ❑ *Leadership Performance* workshops, which teaches about leadership approaches and one's own leadership style.
- ❑ *Change Management Performance* program, which teaches about strategic planning through simulation training.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women, minorities, and individuals who have lost their jobs due to plant closings and layoffs

Service Area:

- ❑ Caswell, Guilford, Person, Randolph, and Rockingham counties

Fee:

- ❑ A fee is charged for some services, but many services are offered at no fee to participants.

Northeastern Region Small Business and Technology Development Center

White Graduate Center/ECSU, Box 874
Elizabeth City, NC 27909
Phone: 252-335-3247 Fax: 252-335-3648
Website: www.sbtdc.org

Contact Person: Wauna Dooms, Director
Type of Organization: University

Program Description:

The Northeast Piedmont Small Business and Technology Development Center (SBTDC) helps small business owners and those interested in starting a business meet the challenges of today's business environment and plan for the future of their business. It does this by providing management counseling and educational services to small and mid-sized businesses. The Northeast Piedmont SBTDC office is one of 17 offices across the state. The mission of the North Carolina Small Business and Technology Development Center is to help North Carolina businesses grow and create new jobs within the state. Most services are free of charge, and all Small Business and Technology Development Center services are confidential.

Examples of entrepreneurship education or training offerings:

- ❑ *NxLevel* for *Entrepreneurs*: A 12-week training program, NxLevel is conducted by SBTDC counselors and prominent local business leaders, and enhances entrepreneurial skills by providing a practical, hands-on approach to developing a business action plan.
- ❑ *NxLevel* for *Business Start-ups*: The SBTDC also offers this 10-week course for people interested in starting a business.
- ❑ *Management Performance Series* workshops, which address a number of topics, including *Superior Team Building, Customer Service Performance, and Enhanced Supervisory Skills*.
- ❑ *Leadership Performance* workshops, which teaches about leadership approaches and one's own leadership style.
- ❑ *Change Management Performance* program, which teaches about strategic planning through simulation training.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women, minorities, and individuals who have lost their jobs due to plant closings and layoffs

Service Area:

- ❑ Caswell, Guilford, Person, Randolph, and Rockingham counties

Fee:

- ❑ A fee is charged for some services, but many services are offered at no fee to participants

Northern Piedmont Small Business and Technology Development Center

P.O. Box 19483/Winston-Salem State University
Winston-Salem, N.C. 27110
Phone: 336-750-2030 Fax: 336-750-3021
Website: www.sbt dc.org

Contact Person: Tony Johnson, Director
Type of Organization: University

Program Description:

The Northern Piedmont Small Business and Technology Development Center (SBTDC) helps small business owners and those interested in starting a business meet the challenges of today's business environment and plan for the future of their business. It does this by providing management counseling and educational services to small and mid-sized businesses. The Northern Piedmont SBTDC office is one of 17 offices across the state. The mission of the North Carolina Small Business and Technology Development Center is to help North Carolina businesses grow and create new jobs within the state. Most services are free of charge, and all Small Business and Technology Development Center services are confidential.

Examples of entrepreneurship education or training offerings:

- ❑ *NxLevel* for Entrepreneurs: A 12-week training program, NxLevel is conducted by SBTDC counselors and prominent local business leaders, and enhances entrepreneurial skills by providing a practical, hands-on approach to developing a business action plan.
- ❑ *NxLevel* for Business Start-ups: The SBTDC also offers this 10-week course for people interested in starting a business.
- ❑ *Management Performance Series* workshops, which address a number of topics, including *Superior Team Building, Customer Service Performance, and Enhanced Supervisory Skills*.
- ❑ *Leadership Performance* workshops, which teaches about leadership approaches and one's own leadership style.
- ❑ *Change Management Performance* program, which teaches about strategic planning through simulation training.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women, minorities, and individuals who have lost their jobs due to plant closings and layoffs

Service Area:

- ❑ Davidson, Davie, Forsyth, Iredell (north), Stokes, Surry, and Yadkin counties

Fee:

- ❑ A fee is charged for some services, but many services are offered at no fee to participants.

Pamlico Community College Small Business Center

701 Main Street
Bayboro, N.C. 28515
Phone: 252-745-7348
Fax: 252-745-7638

Website: http://www.pamlico.cc.nc.us/pcc_small_business_center.htm

Contact Person: Jerry Prescott, Director
Type of Organization: Community College

Program Description:

Pamlico Community College's Small Business Center's core services include business seminars and workshops, free confidential business counseling, and access to vital resources and information. □ The center can put you in touch with business and community leaders, as well as local, state and federal agencies who share the goal of making your business a success.

Examples of entrepreneurship education or training offerings:

- **REAL Entrepreneurship:** The REAL (Rural Entrepreneurship through Action Learning) series is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory. □
- **Seminars:**
 - *Customized, On-Site Training for Quickbooks Basic/Pro*
 - *How To Write a Business Plan*
 - *How To Spread the Word about Your Business*
 - *How To Really Get Out of Debt*

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- Pamlico County

Fee:

- Many seminars and services are offered at no cost to participants.

Piedmont Community College Small Business Center

1715 College Drive
Roxboro, N.C. 27573
Phone: 336-599-0032 Fax: 336-599-0189
Website: <http://www.piedmont.cc.nc.us/frames.html>

Contact Person: Randy Reynolds, Director
Type of Organization: Community College

Program Description:

Piedmont Community College's Small Business Center assists individuals who are considering a new business venture or expansion, need help making their existing business more profitable, or have a need for more training for themselves or their employees. Services include training, one-on-one counseling, and provision of contacts and information.

Examples of entrepreneurship education or training offerings:

- ❑ **Specialized Business Seminars:** Specialized seminars are offered which are designed to improve entrepreneurs' management or technical skills. Seminar topics range from the basics of how to start your own business to the complexities of record keeping, taxes and employee development. Contact the Small Business Center for more information.
- ❑ **Ed2Go:** Ed2Go is an online course provider for continuing education for adults. Courses have included *Start and Operate Your Own Home-Based Business*, *Growing Plants for Fun and Profit*, *Start Your Own Consulting Practice* and *Basics To Building an Online Business*. Courses run for six weeks.
- ❑ **Computer Training Classes:** Course offerings include *PowerPoint* and *Exploring Computers for Beginners*. Courses are available for novices as well as those building on a high level of skills.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- ❑ Caswell and Person counties

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Pitt Community College Small Business Center

Highway 11-South
Greenville, N.C. 27835
Phone: 252-321-4541
Fax: 252-321-4433

Website: http://www-coned.pittcc.edu/Small_Business.html

Contact Person: George Sappenfield, Director
Type of Organization: Community College

Program Description:

The Pitt Community College Small Business Center is designed to meet the training needs of the area's small business owners, managers, and other personnel, as well as entrepreneurs planning to start a small business. Training sessions are offered as seminars, workshops, and short-term courses. The Small Business Center also offers confidential business counseling at no charge and has a resource center with publications, audiotapes, computer software, and videos to help with small business research and problem solving.

Examples of entrepreneurship education or training offerings:

- ❑ **Seminars:**
 - *Keys To Starting a Successful Business*
 - *Small Business Basics*
 - *Small Business Bookkeeping*
 - *How To Spread the Word about Your Business*
 - *Where's the Money for My Business?*
 - *Developing Websites*

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- ❑ Pitt County

Fee:

- ❑ Many of its services are at no cost to participants.

Randolph Community College Small Business Center

629 Industrial Park Avenue
Asheboro, N.C. 27204-1009
Phone: 336-633-0275 Fax: 336-629-4695
Website: <http://www.randolph.edu/busind/sbc.html>

Contact Person: Victor Dau, Director
Type of Organization: Community College

Program Description:

Through its Small Business Center, Randolph Community College provides assistance in establishing a new small business and successfully operating or expanding an existing small business. The Small Business Center offers seminars, workshops, Continuing Education courses, one-on-one consultation, referral, and resources.

Examples of entrepreneurship education or training offerings:

- ❑ **REAL Entrepreneurship:** A REAL (Rural Entrepreneurship through Action Learning) series offered at Randolph Community College's Small Business Center will take you through the process of starting a small business. If you want to take the full series, the courses should be taken in the order in which they are listed. Courses also may be taken individually. For more information or to pre-register for a REAL class-- which Randolph Community College has offered in Spanish in the past-- contact the Randolph Community College location nearest you:

Asheboro campus: (336) 633-0267
Archdale campus: (336) 862-7980

- ❑ **Seminars:**
 - *Starting a Business from A to Z*
 - *The Art of Promoting Your Business*
 - *Building a Home-Based Business*
 - *Selling Goods and Services on the Internet*
 - *Small Business Records and Taxes*
 - *Writing a Business Plan*

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women, minorities and dislocated workers

Service Area:

- ❑ Randolph County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Richmond Community College Small Business Center

1042 W. Hamlet Avenue
Hamlet, N.C. 28345
Phone: 910-582-7153
Fax: 910-582-7109

Website: <http://www.richmond.cc.nc.us/Pages/students.html>

Contact Person: Lowery Ballard, Director
Type of Organization: Community College

Program Description:

Richmond Community College's Small Business Center offers seminars and workshops covering vital small business topics, one-on-one confidential business counseling, and small business resource materials. The center offers core business seminars and workshops, including *How To Start a Business*, *How To Write a Business Plan*, *Financing a Business*, *Marketing for Success*, and *Record Keeping and Taxes*.

- ❑ **Ed2Go:** Ed2Go is an online course provider for continuing education for adults. Courses have included *Start and Operate Your Own Home-Based Business*, *Growing Plants for Fun and Profit*, *Start Your Own Consulting Practice* and *Basics To Building an Online Business*. Courses run for six weeks.
- ❑ **REAL Entrepreneurship:** A REAL (Rural Entrepreneurship through Action Learning) series offered at Richmond Community College's Small Business Center is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory.❑
- ❑ **FastTrac NewVenture:** The program helps aspiring entrepreneurs define and assess their business idea.❑ Taught by seasoned entrepreneurs, this program uses the participants' ideas as case studies and gives them the opportunity to test out their ideas in a safe and supportive environment.❑

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- ❑ Richmond and Scotland counties

Fee:

- ❑ Many services are provided at no cost to participants.

River City Community Development Corporation

500 East Main Street
Elizabeth City, N.C. 27909
Phone: 252-331-2925

Contact Person: Lenora Jarvis-Mackey, Director
Type of Organization: Non-Profit

Program Description:

The mission of the River City Community Development Corporation is to strengthen communities and improve the quality of life for community residents through home ownership, job creation, business development and cultural awareness.

- Entrepreneur Institute-** The institute offers a 10-module, 2-week course on introduction to business.
- Business Incubator:** The program provides space and services to small business startups and expansions.
- Industrial Incubator:** The program provides space, technical assistance, and entrepreneurial classes to small and minority contractors.
- REAL Entrepreneurship:** The REAL (Rural Entrepreneurship through Action Learning) series is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory. □

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- Camden, Currituck, Gates, Pasquotank, and Perquimans counties

Fee:

- Yes

Roanoke-Chowan Community College Small Business Center

109 Community College Road
Ahoskie, N.C. 27910-9522
Phone: 252-862-1279 Fax: 252-862-1357
Website: <http://www.roanoke.cc.nc.us/conted/sbc.htm>

Contact Person: David Merrick, Director
Type of Organization: Community College

Program Description:

Located within Roanoke-Chowan Community College, the Small Business Center serves the educational and training needs of the small business community, as well as those individuals interested in starting a business. The center works with area chambers of commerce and the U.S. Small Business Administration, and offers a variety of courses, seminars, and workshops throughout the year. One-on-one consultative assistance also is provided, as well as referrals and resource materials relating to small business occupations.

Examples of entrepreneurship education or training offerings:

- REAL Entrepreneurship:** Roanoke-Chowan Small Business Center offers the N.C. REAL Rapid Response Modules targeting anyone who wants to start a business, including workers who have lost their jobs due to plant closings and layoffs. There are six interactive workshops offered, which are 3 hours each, and are delivered in a classroom setting. REAL training offers all of the core services required of a small business center: business seminars and workshops, free confidential business counseling, and access to vital resources and information. The center can put you in touch with business and community leaders, as well as local, state and federal agencies that share the goal of making your business a success.
- Ed2Go:** Ed2Go is an online course provider for continuing education for adults. Courses have included *Start and Operate Your Own Home-Based Business*, *Growing Plants for Fun and Profit*, *Start Your Own Consulting Practice* and *Basics To Building an Online Business*. Courses run for 6 weeks.
- Seminars or workshops** related to starting or running a business, such as *How To Use Internet Marketing to Grow Your Business*, *Selling to Tough Customers*, and *Show Me the Money, Honey*.

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- Hertford, Bertie, and Northampton counties

Fee:

- Yes

Robeson Community College Small Business Center

5160 Fayetteville Road

Lumberton, N.C. 28359

Phone: 910-618-5680

Fax: 910-618-5698

Website: <http://www.robeson.cc.nc.us/>

Contact Person: Jimmy Lewis, Director
Type of Organization: Community College

Program Description:

Richmond Community College's Small Business Center offers seminars and workshops covering vital small business topics, one-on-one confidential business counseling, and small business resource materials. Core services include business seminars and workshops, free confidential business counseling, and access to vital resources and information. The center can put you in touch with business and community leaders, as well as local, state and federal agencies who share the goal of making your business a success.

Examples of entrepreneurship education or training offerings:

- ❑ **NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.
- ❑ **REAL Entrepreneurship:** The REAL (Rural Entrepreneurship through Action Learning) series is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory.
- ❑ **Ed2Go:** Ed2Go is an online course provider for continuing education for adults. Courses have included *Start and Operate Your Own Home-Based Business*, *Growing Plants for Fun and Profit*, *Start Your Own Consulting Practice* and *Basics To Building an Online Business*. Courses run for six weeks.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- ❑ Robeson County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Rockingham Community College Small Business Center

Administration Building, P.O. Box 38
Wentworth, N.C. 27375
Phone: 336-342-4261 x2316
Fax: 336-349-9986
Website: <http://www.rcc.cc.nc.us/cwed/page10.html>

Contact Person: Cathy Wheeler, Director
Type of Organization: Community College

Program Description:

The objective of the Rockingham Community College Small Business Center is to provide seminars and short courses for business owners and employees, direct one-to-one assistance to small business owners and prospective owners, network of linkages, a resource and information bank, partnerships with state agencies and other groups, and training and upgrading for the employees of small businesses. The Small Business Center delivers technical and managerial assistance to businesses and prospective owners through more accessible and better information, education and training, and counseling and referral.

Examples of entrepreneurship education or training offerings:

- ❑ **NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.
- ❑ **How To Start or Stay Successful in Business:** Modeled after the N.C. Real Entrepreneurship program, the ten-week course is designed to provide an individual with the fundamentals for creating a business plan and making the right decision about starting a business. Topics include:
 - *Finding Customers and Marketing to Them*
 - *Managing Money*
 - *Working with Potential Lenders*
 - *Building a Successful Frame of Mind To Be Successful*
- ❑ **Seminars:** Free seminars cover specific business topics including *The Entrepreneur Myth: What It Means* and *Women Working with Women*.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women and individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- ❑ Rockingham County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Rocky Mount Small Business and Technology Development Center

100 Coastline St, Suite 309
Rocky Mount, N.C. 27804
Phone: 252-467-0338 Fax: 252-467-0341
Website: www.sbtdc.org

Contact Person: Theresa Morris, Director
Type of Organization: University

Program Description:

The Rocky Mount Small Business and Technology Development Center (SBTDC) helps small business owners and those interested in starting a business meet the challenges of today's business environment and plan for the future of their business. It does this by providing management counseling and educational services to small and mid-sized businesses. The Rocky Mount SBTDC office is one of 17 offices across the state. The mission of the North Carolina Small Business and Technology Development Center is to help North Carolina businesses grow and create new jobs within the state. Most services are free of charge, and all Small Business and Technology Development Center services are confidential.

Examples of entrepreneurship education or training offerings:

- ❑ *NxLevel* for Entrepreneurs: A 12-week training program, NxLevel is conducted by SBTDC counselors and prominent local business leaders, and enhances entrepreneurial skills by providing a practical, hands-on approach to developing a business action plan.
- ❑ *NxLevel* for Business Start-ups: The SBTDC also offers this 10-week course for people interested in starting a business.
- ❑ *Management Performance Series* workshops, which address a number of topics, including *Superior Team Building*, *Customer Service Performance*, and *Enhanced Supervisory Skills*.
- ❑ *Leadership Performance* workshops, which teaches about leadership approaches and one's own leadership style.
- ❑ *Change Management Performance* program, which teaches about strategic planning through simulation training.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women, minorities, and individuals who have lost their jobs due to plant closings and layoffs

Service Area:

- ❑ Halifax and Nash counties

Fee:

- ❑ A fee is charged for some services, but many services are offered at no fee to participants.

Rowan-Cabarrus Community College Small Business Center

1333 Jake Alexander Blvd.
Salisbury, N.C. 28144
Phone: 704-637-0760, x383 Fax: 704-639-0735
Website: http://www.rowancabarrus.edu/continuing_ed/sbc.html
Contact Person: Heidi Whitesell, Director
Type of Organization: Community College

Program Description:

The objective of the Rowan-Cabarrus Community College Small Business Center is to be a community-based provider of education and training, counseling, and information and referral. The small business center provides free, confidential counseling services for new and existing businesses.

Examples of entrepreneurship education or training offerings:

- ❑ **NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.
- ❑ **Seminars:**
 - *How To Start a Business*
 - *How To Write a Business Plan*
 - *Financing a Business*
 - *Marketing for Success*
- ❑ **REAL Entrepreneurship:** A REAL (Rural Entrepreneurship through Action Learning) series offered at Rowan-Cabarrus Community College's Small Business Center is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory.□
- ❑ **Ed2Go:** Ed2Go is an online course provider for continuing education for adults. Courses have included *Start and Operate Your Own Home-Based Business*, *Growing Plants for Fun and Profit*, *Start Your Own Consulting Practice* and *Basics To Building an Online Business*. Courses run for 6 weeks.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women and individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- ❑ Cabarrus and Rowan counties

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Sampson Community College Small Business Center

Sampson Community College
P.O. Box 318
Clinton, N.C. 28329
Phone: 910-592-7176
Fax: 910-592-8048

Website: <http://www.sampson.cc.nc.us/Curriculum/ced/sbc.asp>

Contact Person: Gabriel Gurley, Director
Type of Organization: Community College

Program Description:

The Sampson Community College Small Business Center provides educational and informative seminars throughout the year. The Small Business Center is the source for information on starting a business and marketing. The Small Business Center reviews marketing and business plans, provides guidance and advice for strategic decisions, and provides an objective viewpoint. The Small Business Center can help businesses by providing access to the Internet and software and to a growing library of books, tapes and other materials. The center also makes prospective entrepreneurs aware of other community and statewide resources that are available.

Examples of entrepreneurship education or training offerings:

- ❑ **Seminars:** The Center holds seminars not only on the Sampson Community College campus but also in outlying areas, such as Harrells, Midway, Turkey, and Roseboro. For additional information, contact the Small Business Center.
- ❑ **FACT:** FACT (Farmers Adopting Computer Training) helps limited-resource farmers use computers to keep track of records and to market products. While not strictly entrepreneurship education, this program may help farmers become more entrepreneurial.
- ❑ **Courses:**
 - Computer courses: Offered to employers of small businesses, the course is available through the college's regular computer classes.
 - Auto re-certification: This course is offered 6 times a year, with notary public present.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees, or individuals interested in starting a business.
- ❑ Specific programs for women, minorities, and low/middle income limited-resource farmers

Service Area:

- ❑ Sampson County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Sandhills Community College Small Business Center

Van Dusen Hall, Room 101
Pinehurst, N.C. 28374
Phone: 910-695-3938 Fax: 910-692-6998
Website: <http://www.sandhills.cc.nc.us/sbc>

Contact Person: Marilyn Neely, Director
Type of Organization: Community College

Program Description:

The Sandhills Community College Small Business Center is part of a statewide network of centers designed to support existing and prospective owners and employees of small businesses with training, references, and consultations. The small business center offers one-on-one assistance, a resource and information center, seminars, and professional networking with chambers of commerce, economic developers, volunteer consultants, and other business groups and professionals.

Examples of entrepreneurship education or training offerings:

- ❑ **NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.
- ❑ **Seminars:** Seminars are offered every semester, and introduce such topics as *Doing Business with the Government*, *Grant Writing for the Non Profit*, and *Motivating Hourly Employees*.
- ❑ **Lunch and Learn: Women Working With Women:** Teaches women what they need to know about working with other women in the business world.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women, individuals who have lost their jobs due to plant closings or layoffs, and individuals with low/moderate incomes.

Service Area:

- ❑ Moore and Hoke counties

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Small Business and Entrepreneurship Course

DECA Advisor, Career Development Coordinator, or Guidance Counselor
Your Local High School

Website: http://www.ncpublicschools.org/workforce_development/business/course-descriptions.html#6235

Type of Organization: K-12

Program Description:

Designed by the North Carolina Department of Public Instruction, the Small Business and Entrepreneurship course is designed for 11th and 12th graders. The course provides a comprehensive approach to starting a business.

The curriculum was developed by educators in collaboration with entrepreneurs. Even for those who do not wish to start a business, the course has value in making them better employees. The course introduces students to the rewards and risks of owning or operating a business enterprise:

- Emphasis is placed on the mastery of skills needed to plan, organize, manage, and finance a small business.
- Skills in communication, technical writing, math, research, and problem-solving are reinforced as each student prepares his/her own business plan.
- Work-based learning strategies appropriate for this course include cooperative education and paid/unpaid internships. Simulations, projects, teamwork
- Future Business Leaders of America (FBLA) leadership activities, meetings, conferences, and competitions provide opportunities for application of instructional competencies

Target Audience:

- North Carolina high school students

Service Area:

- North Carolina

Fee:

- No

Small Business and Technology Development Center

5 W. Hargett Street, Suite 212
Raleigh, N.C. 27601
Phone: 919-715-7272
Website: www.sbtcdc.org

Contact Person: Scott Daugherty, State Director
Type of Organization: University

Program Description:

The Raleigh office of the Small Business and Technology Development Center (SBTDC) functions as both the state SBTDC office and a regional office providing direct services. It helps small business owners and those interested in starting a business meet the challenges of today's business environment and plan for the future of their business. It does this by providing management counseling and educational services to small and mid-sized businesses. The Central Carolina SBTDC office is one of 17 offices across the state. The mission of the North Carolina Small Business and Technology Development Center is to help North Carolina businesses grow and create new jobs within the state. Most services are free of charge, and all Small Business and Technology Development Center services are confidential.

Examples of entrepreneurship education or training offerings:

- ❑ *NxLevel* for Entrepreneurs: A 12-week training program, NxLevel is conducted by SBTDC counselors and prominent local business leaders, and enhances entrepreneurial skills by providing a practical, hands-on approach to developing a business action plan.
- ❑ *NxLevel* for Business Start-ups: The SBTDC also offers this 10-week course for people interested in starting a business.
- ❑ *Management Performance Series* workshops, which address a number of topics, including *Superior Team Building, Customer Service Performance, and Enhanced Supervisory Skills*.
- ❑ *Leadership Performance* workshops, which teaches about leadership approaches and one's own leadership style.
- ❑ *Change Management Performance* program, which teaches about strategic planning through simulation training.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women, minorities, and individuals who have lost their jobs due to plant closings and layoffs

Service Area:

- ❑ Franklin, Granville, Johnston, Vance, Wake, and Warren counties

Fee:

- ❑ A fee is charged for some services, but many services are offered at no fee to participants

South Piedmont Community College Small Business Center

4209 Old Charlotte Highway
Monroe, N.C. 28110
Phone: 704-289-8588
Fax: 704-292-2967
Website: <http://www.spcc.edu/sbcn/>

Contact Person: Vince Holloman, Director
Type of Organization: Community College

Program Description:

The South Piedmont Community College Small Business Center provides confidential consultations, counseling and referrals. The center offers training and maintains current reference and resource materials on all phases of small business. These include video and audio tapes, software, programs for business planning, books, magazines, and Internet access. The resource center also has computers available for clients' use. The Small Business Center receives help from chambers of commerce, volunteer consultants, business associations, economic development agencies, banks, accountants, lawyers, educational consultants and instructors, and others. The Small Business Center is also linked to several business networks on the Internet.

- Seminars and workshops:** The Center provides information targeted to an individual's business situation through customized business seminars and workshops.
- NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.
- REAL Entrepreneurship:** The REAL (Rural Entrepreneurship through Action Learning) series is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory.□

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees
- Specific programs for individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- Anson and Union counties

Fee:

- Seminars and services are at no cost to participants

Southeastern Region Small Business and Technology Development Center

5051 New Centre Drive
Wilmington, N.C. 28403
Phone: 910-962-3744 Fax: 910-962-3014
Website: www.sbtcdc.org

Contact Person: Leslie Langer, Director
Type of Organization: University

Program Description:

The Southeastern Region Small Business and Technology Development Center (SBTDC) helps small business owners and those interested in starting a business meet the challenges of today's business environment and plan for the future of their business. It does this by providing management counseling and educational services to small and mid-sized businesses. The Southeastern Region SBTDC office is one of 17 offices across the state. The mission of the North Carolina Small Business and Technology Development Center is to help North Carolina businesses grow and create new jobs within the state. Most services are free of charge, and all Small Business and Technology Development Center services are confidential.

Examples of entrepreneurship education or training offerings:

- ❑ *NxLevel* for *Entrepreneurs*: A 12-week training program, NxLevel is conducted by SBTDC counselors and prominent local business leaders, and enhances entrepreneurial skills by providing a practical, hands-on approach to developing a business action plan.
- ❑ *NxLevel* for *Business Start-ups*: The SBTDC also offers this 10-week course for people interested in starting a business.
- ❑ *Management Performance Series* workshops, which address a number of topics, including *Superior Team Building, Customer Service Performance, and Enhanced Supervisory Skills*.
- ❑ *Leadership Performance* workshops, which teaches about leadership approaches and one's own leadership style.
- ❑ *Change Management Performance* program, which teaches about strategic planning through simulation training.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women, minorities, and individuals who have lost their jobs due to plant closings and layoffs

Service Area:

- ❑ Brunswick, Columbus, Duplin, New Hanover, Onslow, Pender, and Bladen counties

Fee:

- ❑ A fee is charged for some services, but many services are offered at no fee to participants.

Southeastern Community College Small Business Center

P.O. Box 151
Whiteville, N.C. 28472
Phone: 910-642-7141, x419
Fax: 910-642-4409
Website: <http://www.southeastern.cc.nc.us/sbc.htm>

Contact Person: Mark Council, Director
Type of Organization: Community College

Program Description:

The mission of the Southeastern Community College Small Business Center is to help local area small business employees and employers through training and educational programs, professional counseling and referral services, and information dissemination. The Center works cooperatively with business and civic leaders and organizations, state and local governments, universities and other colleges in promoting assistance to small business firms. The Small Business Center has a resource library that contains books, pamphlets, videos, business magazines, and IRS and Small Business Administration materials, all available on a checkout basis.

Examples of entrepreneurship education or training offerings:

- REAL Entrepreneurship:** The REAL (Rural Entrepreneurship through Action Learning) series is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory.

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees
- Specific programs for individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- Columbus County

Fee:

- Many seminars and services are offered at no cost to participants.

Southern Piedmont Small Business and Technology Development Center

8701 Mallard Creek Rd.
Charlotte, N.C. 28262
Phone: 704-548-1090 Fax: 704-548-9050
Website: www.sbtdc.org

Contact Person: George McAllister, Director
Type of Organization: University

Program Description:

The Southern Piedmont Small Business and Technology Development Center (SBTDC) helps small business owners and those interested in starting a business meet the challenges of today's business environment and plan for the future of their business. It does this by providing management counseling and educational services to small and mid-sized businesses. The Southern Piedmont SBTDC office is one of 17 offices across the state. The mission of the North Carolina Small Business and Technology Development Center is to help North Carolina businesses grow and create new jobs within the state. Most services are free of charge, and all Small Business and Technology Development Center services are confidential.

Examples of entrepreneurship education or training offerings:

- ❑ *NxLevel* for Entrepreneurs: A 12-week training program, NxLevel is conducted by SBTDC counselors and prominent local business leaders, and enhances entrepreneurial skills by providing a practical, hands-on approach to developing a business action plan.
- ❑ *NxLevel* for Business Start-ups: The SBTDC also offers this 10-week course for people interested in starting a business.
- ❑ *Management Performance Series* workshops, which address a number of topics, including *Superior Team Building, Customer Service Performance, and Enhanced Supervisory Skills*.
- ❑ *Leadership Performance* workshops, which teaches about leadership approaches and one's own leadership style.
- ❑ *Change Management Performance* program, which teaches about strategic planning through simulation training.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women, minorities, and individuals who have lost their jobs due to plant closings and layoffs

Service Area:

- ❑ Anson, Cabarrus, Iredell (South), Mecklenburg, Montgomery, Rowan, Stanly, and Union counties

Fee:

- ❑ A fee is charged for some services, but many services are offered at no fee to participants.

Southwestern Community College Small Business Center

23 Macon Avenue
Franklin, N.C. 28734
Phone: 828-349-1278

Website: <http://www.southwest.cc.nc.us/macon/small-bus-ctr/index.htm>

Contact Person: Russ Seagle, Director
Type of Organization: Community College

Program Description:

Southwestern Community College's Small Business Center's core services include business seminars and workshops, free confidential business counseling, and access to vital resources and information. □ The center can put you in touch with business and community leaders, as well as local, state and federal agencies that share the goal of making your business a success.

Examples of entrepreneurship education or training offerings:

- **REAL Entrepreneurship:** A REAL (Rural Entrepreneurship through Action Learning) series offered at Southwestern Community College's Small Business Center is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory. □
- **Small Business Seminars:** The Small Business Center offers a series of courses designed to prepare entrepreneurs to start and operate a successful small business. Courses also address the needs of entrepreneurs already in business. Entrepreneurs can register for the whole series or take only the courses they want.
- **Courses:** Courses offered through the Center for Business and Industry include topics both on construction trades and on general industry.
- **Ed2Go:** Ed2Go is an online course provider for continuing education for adults. Courses have included *Start and Operate Your Own Home-Based Business*, *Growing Plants for Fun and Profit*, *Start Your Own Consulting Practice* and *Basics To Building an Online Business*. Courses run for six weeks.

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees
- Specific programs for individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- Jackson, Macon, and Swain counties

Fee:

- Many services are offered at no cost to participants.

Stanly Community College Small Business Center

14 College Drive
Albemarle, N.C. 28001
Phone: 704-991-0319 Fax: 704-791-0412
Website: <http://www.stanly.cc.nc.us/CPE/homepage.htm>

Contact Person: Kim West, Director
Type of Organization: Community College

Program Description:

The Small Business Center at Stanly Community College helps the local community by providing one-on-one counseling, monitoring the needs of area small businesses, offering classes and seminars to meet those needs, and by working with other agencies which provide assistance.

Examples of entrepreneurship education or training offerings:

- ❑ **NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.
- ❑ **REAL Entrepreneurship:** The REAL (Rural Entrepreneurship through Action Learning) series is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory.
- ❑ **Seminars:**
 - *North Carolina Latinos*
 - *When "Age" Creeps Up on Us at Work What Do We Do?*
 - *So What Does Retirement Really Mean in the 21st Century*
 - *Change...Works!*
 - *Ways To Build Memory Skills*
 - *Getting and Staying Organized*
 - *Credit Boosters and Busters*

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees,
- ❑ Specific programs for Latinos
- ❑ Specific programs for minorities and individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- ❑ Stanly County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Surry Community College Small Business Center

630 S. Main Street
Dobson, N.C. 27017
Phone: 336-386-3309
Fax: 336-386-3691

Website: http://204.211.175.16/cont_edu/sbc/sbctr.htm

Contact Person: Dennis Lowe, Director
Type of Organization: Community College

Program Description:

The Surry Community College Small Business Center provides free or low-cost services to both potential and existing businesses. Consultation with the Small Business Center Director on business-related issues is available Monday through Friday by phone or in the Small Business Center office. Literature is also available regarding business concerns such as: business plans, cash flow/record keeping, marketing, and sources of funding. Referrals can be made to cooperating agencies such as the North Carolina Small Business and Technology Development Center, the North Carolina Microenterprise Loan Program, and the Surry JobLink Center.

Examples of entrepreneurship education or training offerings:

- ❑ **How To Start a Successful Business:** A free five-week seminar series offered at least twice a year. This series covers market research, the business plan, and taxes, licensing, and finance. Core services include business seminars and workshops, free confidential business counseling, and access to vital resources and information. The center can put you in touch with business and community leaders, as well as local, state and federal agencies that share the goal of making your business a success.
- ❑ **Seminars:** Surry Community College's Small Business Center offers seminars on specific business topics such as *Excellence in Customer Service*, *Secrets to Successful Selling*, and *Achieving Peak Performance*.
- ❑ **Ed2Go:** Ed2Go is an online course provider for continuing education for adults. Courses have included *Start and Operate Your Own Home-Based Business*, *Growing Plants for Fun and Profit*, *Start Your Own Consulting Practice* and *Basics To Building an Online Business*. Courses run for six weeks.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women, minorities and individuals who have lost their jobs due to plant closings or layoffs

Service Area:

- ❑ Surry and Yadkin counties

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Triangle South Enterprise Center

600 S. Magnolia Ave.

Dunn, N.C. 28334

Phone: 910-892-2884

Fax: 910-892-8775

Website: www.trianglesouth.com

Contact Person: Nancy Blackman, Director

Type of Organization: Non-Profit

Program Description:

Triangle South Enterprise Center is a small business incubator committed to the success of its tenant companies as well as to the creation of business opportunities and jobs. The Central Carolina Community College and its Small Business Center assist the Center. The Small Business Center provides on-site services to the businesses in the Center, Harnett county and the surrounding areas. The center provides managerial and technical assistance; counseling on business matters such as planning, location, bookkeeping, loans, along with referral to other agencies; seminars, workshops and short courses taught by business consultants and professionals on critical business topics; and free, one-on-one confidential counseling services.

Examples of entrepreneurship education or training offerings:

- REAL Entrepreneurship:** A REAL (Rural Entrepreneurship through Action Learning) series offered at Lee County Small Business Center at Central Carolina Community College is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory.□
- Courses:**
 - *Intermediate/Advanced/Conversational Spanish for You and Your Business*
 - *How To Obtain Capital for Your Business*
 - *Doing Business with the State and Federal Government*
 - *How To Start a Small Business (offered in Spanish)*
 - *Learning To Change Without Going Up in Flames*
 - *Think Outside the Box*

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees
- Special programs for Latinos

Service Area:

- Harnett, Cumberland, Sampson, and Johnston counties

Fee:

- Yes

Tri-County Community College Small Business Center

4600 E. US 64
Murphy, N.C. 28906
Phone: 828-837-6810
Fax: 828-837-3266
Website: www.tccc.cc.nc.us

Contact Person: Joe Hogg, Director
Type of Organization: Community College

Program Description:

Central Carolina Community College Small Business Center serves three counties and has three very active Small Business Centers. □ Jim Felton, Nancy Blackman and Leon Tongret are the local directors serving Lee, Harnett and Chatham counties, respectively. □ Each center has a tailored program, enhanced assistance networks, and alliances developed for the counties they serve.

Tri-County Community College's Small Business Center offers core services, including business seminars and workshops, free confidential business counseling, and access to vital resources and information. □ The center can put you in touch with business and community leaders, as well as local, state and federal agencies that share the goal of making your business a success. Additionally, the center offers Continuing Education and Curriculum Business Classes through the Small Business Center.

Examples of entrepreneurship education or training offerings:

- **NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.
- **Seminars:**
 - *Effective Business Writing Skills*
 - *How To Mind Read Your Customers*
 - *Professionalism in the Workplace*
 - *Internet Marketing*

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- Cherokee, Graham, and Clay counties

Fee:

- Many seminars and services are offered at no cost to participants.

Tyrrell County Community Development Corporation

604 Main Street--P.O. Box 58
Columbia, N.C. 27925
Phone: 252-796-1991
Fax: 252-796-0669

Contact Person: Mavis Hill, Director
Type of Organization: Non-Profit

Program Description:

- REAL Entrepreneurship:** The REAL (Rural Entrepreneurship through Action Learning) series is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory.□
- FastTrac NewVenture:** The program helps aspiring entrepreneurs define and assess their business idea.□ Taught by seasoned entrepreneurs, this program uses the participants' ideas as case studies and gives them the opportunity to test out their ideas in a safe and supportive environment.□

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- Chowan, Hyde, Perquimans, Tyrrell, and Washington counties

Fee:

- Yes

UNC-Pembroke Small Business and Technology Development Center

UNC-Pembroke
Box 1510, 1 University Dr.
Pembroke, N.C. 28372
Website: www.sbtdc.org

Type of Organization: University

Program Description:

The Pembroke Small Business and Technology Development Center (SBTDC) helps small business owners and those interested in starting a business meet the challenges of today's business environment and plan for the future of their business. It does this by providing management counseling and educational services to small and mid-sized businesses. The Pembroke SBTDC office is one of 17 offices across the state. The mission of the North Carolina Small Business and Technology Development Center is to help North Carolina businesses grow and create new jobs within the state. Most services are free of charge, and all Small Business and Technology Development Center services are confidential.

Examples of entrepreneurship education or training offerings:

- ❑ *NxLevel* for Entrepreneurs: A 12-week training program, NxLevel is conducted by SBTDC counselors and prominent local business leaders, and enhances entrepreneurial skills by providing a practical, hands-on approach to developing a business action plan.
- ❑ *NxLevel* for Business Start-ups: The SBTDC also offers this 10-week course for people interested in starting a business.
- ❑ *Management Performance Series* workshops, which address a number of topics, including *Superior Team Building*, *Customer Service Performance*, and *Enhanced Supervisory Skills*.
- ❑ *Leadership Performance* workshops, which teaches about leadership approaches and one's own leadership style.
- ❑ *Change Management Performance* program, which teaches about strategic planning through simulation training.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for women, minorities, and individuals who have lost their jobs due to plant closings and layoffs

Service Area:

- ❑ Robeson County

Fee:

- ❑ A fee is charged for some services, but many services are offered at no fee to participants.

Vance-Granville Community College Small Business Center

Main Campus, Building 7, Room 7126
Henderson, N.C. 27536
Phone: 252-738-3240 Fax: 252-738-3238
Website: <http://www.vgcc.edu/sbc.htm>

Contact Person: Diane Finch, Director
Type of Organization: Community College

Program Description:

The Vance-Granville Community College Small Business Center was created to provide the small businesses of the community with a focal point for training, education, counseling, and referral. The Small Business Center will address the continuing need for updated information, refinement of management skills and the improvement of profit advantage in risk-taking. Special attention is given to the critical areas of capital formation and prevention of business failures. Services include seminars and short courses, counseling services, referrals, networking, and a resource and information center.

Examples of entrepreneurship education or training offerings:

- ❑ **NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.
- ❑ **REAL Entrepreneurship:** A REAL (Rural Entrepreneurship through Action Learning) series offered at Vance-Granville Community College's Small Business Center is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory.❑
- ❑ **Seminars:**
 - *10 Steps To Starting a Business*
 - *How To Get Money for Your Small Business*
 - *Customer Service/Money Math*
 - *Cash Flow*

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees, especially minorities

Service Area:

- ❑ Franklin, Granville, Vance, and Warren counties

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Wake Technical Community College Small Business Center

600 New Waverly Place, Suite 200
Cary, N.C. 27511
Phone: 919-851-5193 Fax: 919-851-9505
Website: <http://www.waketech.edu/conted/schedules/sbc.html>

Contact Person: Ken Dillo, Director
Type of Organization: Community College

Program Description:

Designed for individuals who are starting a new business or those who want to take their business to a higher level, Wake Technical Community College Small Business Center services include assistance with the business plan, marketing efforts and financial reviews. Core services include business seminars and workshops, free confidential business counseling, and access to vital resources and information. The center can put you in touch with business and community leaders, as well as local, state and federal agencies that share the goal of making your business a success.

Examples of entrepreneurship education or training offerings:

- ❑ **Export Ready Program:** In this 2-day training program, trade shows and exhibition missions are carefully selected throughout the world where North Carolina businesses can participate in a variety of ways. The International Trade Division of the North Carolina Department of Commerce organizes a Road Show that travels across North Carolina to introduce companies to six N.C. foreign office trade representatives.
- ❑ **REAL Entrepreneurship:** A REAL (Rural Entrepreneurship through Action Learning) series offered at Wake Technical Community College's Small Business Center is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory. □
- ❑ **Seminars:**
 - *Lunch and Learn:* This series of workshops teaches participants what they need to know to start up a successful business, market a business, identify profitable customers, and find inexpensive ways to market research ideas and to advertise.
 - Free Seminars offered by the Business and Industry Center
 - SCORE (Service Corps of Retired Executives) Seminar: *How To Start and Stay in a Small Business*
 - State/Federal Government Seminars and Classes

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- ❑ Wake County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Wayne Community College Business and Industry Center

3000 Wayne Memorial Drive
Goldsboro, N.C. 27534
Phone: 919-735-5151 Fax: 919-736-9425
Website: http://www.waynecc.edu/con_ed/sbc.htm

Contact Person: Joe McMichael, Director
Type of Organization: Community College

Program Description:

Wayne Community College recognizes the vital role small business plays in our economy.▣ Helping small business owners with training and education programs, consulting services and other types of assistance is a long-term commitment for the college.▣ The overall mission of the Business and Industry Center is to increase the success rate and number of small businesses in Wayne county by providing the expertise and resources to enable prospective and established businesses to reach their potential.▣ The scope of programs and services provided by the Business and Industry Center has expanded greatly over the years to include larger industries as well. Services of interest to small business entrepreneurs include training, free counseling services, and a resource center with books, audio and video, and business-related publications.

Examples of entrepreneurship education or training offerings:

- ❑ **Core Courses:**
 - *How To Start a Business*
 - *How To Write a Business Plan*
 - *Financing the Small Business*
 - *Taxes and Record Keeping*
 - *Advertising and Marketing the Small Business*
- ❑ **Seminars/Workshops: (offered at least twice a year)**
 - *Marketing for Artists and Crafters*
 - *Stress Management*
 - *OSHA 10-Hour Safety Awareness for Industry*
 - *Don't Get Mad: Get Even More Cooperation*
 - *Develop a Business Plan Works for You*
 - *Start and Grow Your Business with a Loan*

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees
- ❑ Specific programs for minorities and individuals who have lost their jobs due to plant closings or layoffs
- ❑ Some services address the needs of larger businesses

Service Area:

- ❑ Wayne County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Western Carolina University

Master of Entrepreneurship Degree Program

Cullowhee, N.C. 28723

Phone: 828-227-3386

Website: <http://online.wcu.edu/entrepreneurship/>

Contact Person: JoAnn and James Carland, Co-Directors

Type of Organization: University

Program Description:

Western Carolina University's Master of Entrepreneurship Degree Program is a part-time, fast-track, 30-hour master's degree program in entrepreneurship designed for working people. This is not a program in general business; it has a concentration in the principles of entrepreneurship. From developing an idea, to refining the vision, to determining viability, to establishing the venture, to proving the concept, to mezzanine financing, to growing the venture, to harvesting the business, each course in the series introduces students to the entrepreneurial act.

- Courses:** Formats include a blended program (material delivered through DVD, text, and web media) and a completely online program. Classes are taken in "mini-semesters" (eight weeks long). The entire program is completed in four "regular" fall and spring semesters, plus hands-on projects during the summer between the first and second year of the program.

Examples of courses include:

- *Creativity and Innovation*
- *Entrepreneurial Planning*
- *Intellectual Capital*
- *Venture Development*
- *Entrepreneurial Growth*
- *Entrepreneurial Funding*
- *Entrepreneurial Leadership*

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees
- Individuals interested in starting a business

Prerequisites include a baccalaureate (any major) from an accredited University and a 400 on the GMAT, or an equivalent score on the GRE.

Service Area:

- United States

Fee:

- Yes

Western Piedmont Community College Small Business Center

200 E. College Drive
Morganton, N.C. 28655
Phone: 828-438-6100 Fax: 828-438-6084
Website: http://www.wpcc.edu/coned/ce_smbsscn.htm

Contact Person: Diane Bartle, Director
Type of Organization: Community College

Program Description:

Whether you are beginning a new business venture, expanding your existing business, or finding help with a business plan, the Western Piedmont Community College Small Business Center can guide you in the right direction. The Small Business Center is designed to help businesses succeed through training, one-on-one counseling, or providing clients with contacts and information. The Small Business Center is staffed with individuals who understand the problems small businesses face. The Small Business Center works in partnership with a network of business leaders and agencies that provide timely advice on operating a business or offer referrals for local, state, and federal agencies.

Examples of entrepreneurship education or training offerings:

- ❑ **NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.
- ❑ **REAL Entrepreneurship:** A REAL (Rural Entrepreneurship through Action Learning) series offered at Western Piedmont Community College's Small Business Center is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory.❑
- ❑ **Seminars:**
 - *Entrepreneurship Series*
 - *Leadership and Basic Management*
 - *QuickBooks Pro 2003*
 - *Write an Effective Business Plan*

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- ❑ Burke County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Western Region Small Business and Technology Development Center

Western Carolina University, 204 Forsyth Bldg.
Cullowhee, N.C. 28723
Phone: 828-227-2504 Fax: 828-227-7414
Website: www.sbtdc.org

Contact Person: Allan Steinberg, Director
Type of Organization: University

Program Description:

The Western Region Small Business and Technology Development Center (SBTDC) helps small business owners and those interested in starting a business meet the challenges of today's business environment and plan for the future of their business. It does this by providing management counseling and educational services to small and mid-sized businesses. The Western Region SBTDC office is one of 17 offices across the state. The mission of the North Carolina Small Business and Technology Development Center is to help North Carolina businesses grow and create new jobs within the state. Most services are free of charge, and all Small Business and Technology Development Center services are confidential.

Examples of entrepreneurship education or training offerings:

- NxLevel* for *Entrepreneurs*: A 12-week training program, NxLevel is conducted by SBTDC counselors and prominent local business leaders, and enhances entrepreneurial skills by providing a practical, hands-on approach to developing a business action plan.
- NxLevel* for *Business Start-ups*: The SBTDC also offers this 10-week course for people interested in starting a business.
- Management Performance Series* workshops, which address a number of topics, including *Superior Team Building*, *Customer Service Performance*, and *Enhanced Supervisory Skills*.
- Leadership Performance* workshops, which teaches about leadership approaches and one's own leadership style.
- Change Management Performance* program, which teaches about strategic planning through simulation training.

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees
- Specific programs for women, minorities, and individuals who have lost their jobs due to plant closings and layoffs

Service Area:

- Cherokee, Clay, Graham, Jackson, Macon, and Swain counties

Fee:

- A fee is charged for some services, but many services are offered at no fee to participants.

Wilkes Community College Small Business Center

1328 Collegiate Drive

Wilkesboro, N.C. 28697

Phone: 336-838-6113 Fax: 336-838-6276

Website: http://204.84.96.72/WCC/academic/continuing_education/SmallBusinessCenter/

Contact Person: Robin Phillips, Director

Type of Organization: Community College

Program Description:

The Small Business Center is committed to serving small businesses in Alleghany, Ashe, and Wilkes counties through training and educational programs, counseling services and a variety of other assistance. The Small Business Center is in the business of helping businesses succeed whether it's through additional training, one-to-one counseling, or providing needed contacts and information. □ Contact the Small Business Center to learn how to tap into one of the specialized seminars designed to improve management or technical skills, or upgrade the current skills of employees. □ Counselors, working in partnership with a network of business leaders and agencies, can provide advice on starting and operating a business or can provide referral to a number of local, state and federal agencies that can readily answer any questions.

Examples of entrepreneurship education or training offerings:

- **NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.
- **Business Seminars and Workshops:**
 - *How To Start a Business*
 - *How To Write a Business Plan*
 - *Financing a Business*
 - *Marketing for Success*
 - *Record Keeping and Taxes*

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- Alleghany, Ashe and Wilkes counties

Fee:

- Many seminars and services are offered at no cost to participants.

Wilson Technical Community College Small Business Center

902 Herring Avenue
Wilson, N.C. 27893
Phone: 252-246-1232 Fax: 252-243-7148
Website: <http://www.wilsontech.edu/coned/index.html>

Contact Person: Mark Corbett, Director
Type of Organization: Community College

Program Description:

The Wilson Technical Community College Small Business Center offers seminars, workshops, and certification courses related to small business topics. There is a resource center including videos, books, cassettes, and other reference materials. For potential and current business owners, free one-on-one confidential counseling is available by appointment only.

Examples of entrepreneurship education or training offerings:

- ❑ **NOW program:** NOW (New Opportunities for Workers) is a program to help laid-off workers who are interested in starting up or expanding a business, possibly building on a part-time business, a hobby, or skills learned in a past job. The program covers the costs for an aspiring entrepreneur to get the training he or she needs to develop a business plan and make a well-informed decision about whether to implement the plan. Those who complete training and have a workable business plan can apply for a special business loan from the Rural Center's North Carolina Microenterprise Loan Program.
- ❑ **REAL Entrepreneurship:** A REAL (Rural Entrepreneurship through Action Learning) series offered at Wilson Technical Community College's Small Business Center is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory.
- ❑ **Courses and Seminars:**
 - *Seminars for Success:* offered at the Wilson Chamber of Commerce, courses covering budgeting, networking, and doing business with the government
 - *Certificate in Management Program:* The American Management Association Certificate in Management program provides career advancement and professional development opportunities for managers, supervisors and business owners.

Target Audience:

- ❑ Aspiring entrepreneurs and local area small business employers and employees

Service Area:

- ❑ Wilson County

Fee:

- ❑ Many seminars and services are offered at no cost to participants.

Women's Business Center

114 W. Parrish Street
Durham, N.C. 27702
Phone: 919-956-8889

Website: <http://ncimed.com/wbc/home.cfm>

Contact Person: Verona Edmond, Director
Type of Organization: Non-Profit

Program Description:

Established in 2000, The Women's Business Center of North Carolina (WBC) is a partnership program between the North Carolina Institute of Minority Economic Development (NCIMED) and the U. S. Small Business Administration (SBA). The center's mission is to promote economic self-sufficiency for all women of North Carolina through entrepreneurship. The Women's Business Center is specifically designed to provide tools and opportunities to help women entrepreneurs achieve their goals. The WBC provides one-on-one counseling, workshops and seminars, business plan development assistance, networking opportunities, and financing assistance.

Examples of entrepreneurship education or training offerings:

- REAL Entrepreneurship:** The REAL (Rural Entrepreneurship through Action Learning) series is designed to assist and empower a person with entrepreneurial interests and abilities to plan and start a business of his or her own. Participants learn to be entrepreneurs by planning, owning, and operating their own business, rather than studying entrepreneurship theory. □
- Seminars/Workshops:**
 - *Command Spanish for Business Professionals*
 - *Financing Your Small Business*
 - *Taxes for the Small Business*
 - *Understanding Your Credit*
 - *Record Keeping for the Small Business*
 - *Contracting Opportunities for the Woman Owned Business*

Target Audience:

- Aspiring entrepreneurs
- Specific programs for women and minorities

Service Area:

- North Carolina

Fee:

- Yes

Women's Center of Fayetteville

230 Hay Street
Fayetteville, N.C. 28301
Phone: 910-323-3377
Website: www.wcof.org

Contact Person: Judi Superak, Director-Business Center
Type of Organization: Non-Profit

Program Description:

The Women's Center of Fayetteville is a non-profit organization that serves as a multi-service resource and advocacy center, dedicated to helping women and men help themselves through our programs and services. The mission is to promote growth, productivity and well-being through peer counseling, education, information, and advocacy programs. The Women's Center works with other community agencies to achieve this goal, and has a solid history of helping women, men and families.

Business and training classes include, but are not limited to:

- Small Office/Home Office*
- Marketing Your Small Business*
- Getting Started in Business (also offered in Spanish)*
- High Impact Business Plan*
- Know Your Credit*
- QuickBooks*
- Business Tax Info*
- 8(a) Certification-Government Contracting*
- Financial Requirements*

Target Audience:

- Aspiring entrepreneurs and local area small business employers and employees
- Specific programs for women and minorities

Service Area:

- Cumberland County

Fee:

- Many seminars and services are offered at no cost to participants.