

# RESOURCE PARTNER NEWSLETTER

February 2010

## Upcoming Events

March 15, Asheville  
April 14, Greensboro  
April 20-22, Southern Pines  
April 28, Cary  
See page 4 for details.

## Training

Are your clients looking for training, local events and workshops? Go to: [www.sba.gov/nc](http://www.sba.gov/nc) and click on events calendar.

## Taxes

Business owners can find up-to-date tax regulations and filing procedures at: [www.irs.gov](http://www.irs.gov).

## Entrepreneurship Bootcamp For Veterans

The Entrepreneurship Bootcamp for Veterans with Disabilities (EBV) offers cutting edge, experiential training in entrepreneurship and small business management to U.S. military members disabled as a result of their service supporting operations Enduring Freedom and Iraqi Freedom. The EBV open the door to entrepreneurial opportunity and small business ownership by developing competencies in the many steps and activities associated with creating and sustaining an entrepreneurial venture, and also by helping coordinate efforts with programs and services for veterans and others with disabilities. EBV applications will be accepted from veterans with a 'service-connected disability' as designated by the Veterans Administration, and who have served on active duty after September 2001.

This program is entirely free to the veteran. As a result of the generous support of the EBV Universities and the private giving of individuals and corporations, we are able to cover all costs (including travel, lodging, and meals) for delegates accepted to the EBV.

Applications are being accepted for the 2010 EBV programs. The application deadline is spring 2010. The six EBV programs will take place June – September 2010. Questions about the application process, dates, and program scheduling can be directed to:

Ellie O'Neill  
EBV Coordinator  
Falcone Center for Entrepreneurship  
Whitman School of Management  
721 University Ave, Suite 116  
Syracuse, NY 13244  
315-443-6007/8736  
[ebvinfo@syr.edu](mailto:ebvinfo@syr.edu)

## IRS Filing Season Central

Small Business Filing Season Central is a one stop assistance center for filing business returns. Topics include:

- What's Hot In Tax Forms, Publications, and Other Tax Products
- Highlights of Recent Tax Changes
- Where to File
- Tax Changes for Businesses

To learn more go to: <http://www.irs.gov/businesses/small/article/0,,id=134947,00.html>.

Helping small businesses  
**start, grow and succeed.**



Your Small Business Resource

## SBA

### Active Lender Rankings FY 2010 YTD: October 1, 2009 – January 30, 2010

Lender	7(a) Approvals	Gross 7(a) \$'s	504 Participation Loans	504 Participation \$'s
Superior Financial Group	68	\$ 737,500		
BB&T	61	\$ 14,439,100	5	\$ 5,581,304
Borrego Springs	23	\$ 795,000		
SunTrust Bank	22	\$ 1,627,600	2	\$ 1,338,900
Wells Fargo	18	\$ 6,563,800	1	\$ 325,000
Yadkin Valley B&T	11	\$ 1,451,400		
Capital Bank	8	\$ 1,165,500		
Innovative Bank	8	\$ 195,000		
Community South Bank	7	\$ 4,544,500		
Self Help Credit Union	7	\$ 260,000		
Sound Banking Company	7	\$ 800,000		

Certified Development Corps.		
Self-Help Ventures Fund	13	\$ 7,754,000
BEFCOR	10	\$ 4,689,000
Avista	4	\$ 1,822,000

## Capital Opportunities for Small Businesses

The SBTDC's Capital Opportunities publication is a guide for information on financial resources available to small businesses in North Carolina. The SBTDC publication is an effort to support the growth of North Carolina's economy and to educate and serve the small business community.

Capital Opportunities serves as a resource for individuals seeking start-up financing, businesses searching for expansion capital, and organizations that aid small businesses in obtaining financing. Each funding source is briefly identified and accompanied by a list of contacts. This 134-page report also describes recent developments that may affect the availability of funding or the eligibility of small businesses to access capital.

Information includes: Getting started - seed monies availability, asking family and friends. Growth - an overview of internal and external financing sources. Federal government finance sources – SBA guarantee loan programs, USDA loans and Department of Commerce loans. State government finance sources – NC Department of Commerce capital sources, renewable energy tax credits and NC Community College industry training services. In addition, there are individual investors, angel funds and networks, finding venture capital organizations and private not-for-profit sources and programs.

Go to: <http://www.sbtcd.org/pdf/CapOpps.pdf>.

## “Small Business Days”

The North Carolina District Office is offering “Small Business Days” at the following chambers. “Small Business Days” will offer chamber members and other small business owners the opportunity to discuss SBA loan programs with an SBA Marketing and Outreach Specialist. The Chamber will schedule the appointments for the business owners. Call your local chamber at the number below to schedule an appointment.

Location	Day	Hours	Phone Number
Cary	Third Wednesday	10 a.m.- 2 p.m.	919-467-1016
Charlotte	Fourth Tuesday	9 a.m. - 4 p.m.	704-344-6563
Gastonia	Third Tuesday	9 a.m. - 1 p.m.	704-864-2621
Greensboro	First Tuesday	10 a.m.- 2 p.m.	336-510-1234
Hendersonville	Second Tuesday	9 a.m. - 12 p.m.	828-692-1413
Hickory	Second Tuesday	10 a.m.- 2 p.m.	828-328-6000 x224
Mooresville	First Thursday	9 a.m. - 2 p.m.	704-664-3898
Salisbury	Fourth Wednesday	9:30 a.m. - 2 p.m.	704-633-4221

## Small Business Training Network

The Small Business Training Network (SBTN) offers online courses, training, publications, and technical assistance to the entrepreneur. Entrepreneurs can study at their own pace, at their convenience and most take only 30 minutes. After a brief registration a client can learn about finance and accounting, government contracting, business planning, franchising, marketing and advertising.

Clients are always in the dark as to where to go to get started and how to develop that much needed business plan. The SBTN offers in depth courses featuring:

1. Starting a Business
2. How to Prepare A Business Plan
3. Strategy Planning and Execution

In addition, there is an Automated Business Plan Template for your clients use. A business plan is the first step in developing a successful business.

For a complete listing of courses go to: <http://www.sba.gov/training>.

## Getting Organized: Secrets To Help You Get Started

**Get Motivated:** Dream about what you're going to do with all the extra time you're going to gain, simply by getting organized

**Set Goals:** Make a list of all the things you want to organize, when you're done with your list, choose ONE item on it. That is going to be your "major" goal. Take that "major" goal, and break it down into smaller, bite-sized pieces. Those will be your mini-goals.

**Establish Deadlines:** Set a specific deadline for each of your mini-goals.

**Designate Rewards:** In order to really get motivated, designate a reward for each mini-goal achieved by your deadline. Post your goals, deadlines and pending rewards in a prominent place, where you're sure to see them every day.

## Mark Your Calendar

**March 15, 2010** - Opportunities 2010 is coming to Asheville NC. If you are interested in selling to the federal government, this is the conference you need to attend. This regional biennial "reverse" trade show allows small businesses the opportunity to meet contracting officers from over 50 federal, state, and local government agencies and prime contractors. Go to [www.sbtcd.org/events/opportunities](http://www.sbtcd.org/events/opportunities).

**April 14, 2010** - Aging is Good Business: Opportunities for Entrepreneurs, Greensboro. UNC Greensboro and the NC Entrepreneurship Center is hosting this event at the Elliot Center at UNCG. Topics include: Reinventing Ourselves in the Second Half of Live and Later Life Entrepreneurship. To register: [www.uncg.edu/gro](http://www.uncg.edu/gro) or 336-256-1020.

**April 20 - 22, 2010** - CED's Venture Conference, Southern Pines, showcases the regions most promising companies to an audience of top tier entrepreneurs and investors. For details on this event go to: [www.cednc.org/content/venture+2010+conference/321](http://www.cednc.org/content/venture+2010+conference/321).

**April 28, 2010** - Cary Small Business Veterans Conference sponsored by SBA, SBTDC, North Carolina Military Business Center, Cary Chamber of Commerce. Details to be announced. Contact Ivan Hankins, 919-335-1004.

## Training Activities and Events

Let us help you promote your training activities and seminars. We can post them to our website calendar. Four weeks lead-time is required. E-mail updates to [april.gonzalez@sba.gov](mailto:april.gonzalez@sba.gov) or call (704) 344-6811.

## Quote Of The Month

Do more than is required. What is the distance between someone who achieves their goals consistently and those who spend their lives and careers merely following? The extra mile.

- Gary Ryan Blair