



### **Mission**

The mission of the Small Business Center Network (SBCN) is to increase the success rate and the number of viable small businesses in North Carolina by providing high quality, readily accessible assistance to prospective and existing small business owners, which will lead to job creation and retention.

### **Our Services**

Located at each community college, the 58 Small Business Centers (SBCs) are community-based providers of entrepreneurship training, confidential one-on-one business counseling, referral and information. This past year, the SBCN served clients in all 100 counties and our aim is to continue to provide direct economic impact throughout North Carolina and act as a force multiplier with our partners.

### **Funding**

The SBCN received \$6,107,300 in state funds in FY 2013-2014, which resulted in an investment of \$2,117 per job created/retained by the network.

### **FY 2013- 2014 Impact at a Glance**

**3,921 Entrepreneurship Training Events**

**46,678 Event Attendees**

**5,796 Counseling Clients**

**15,836 Counseling Hours**

**1,769 Jobs Created**

**1,116 Jobs Saved**

**\$2,116 Per Job Created/Retained**

**616 Business Startups**

### **Target Market**

The Small Business Center Network is positioned to focus on entrepreneurship and economic development with an emphasis on assisting startups, early stage and troubled businesses. Our uniquely flat and broad structure allows ease of access and unparalleled knowledge of and linkages to local communities.

The SBCN has a significant education/training component, offering more than 3,900 training events per year, targeted to and attended by more than 46,000 current and prospective small business owners. Our focus on startups, early stage and troubled micro enterprises matches our organizational structure and blends well with our sister agency, the Small Business and Technology Development Center (SBTDC), to whom we regularly refer high growth oriented businesses.

The SBCN helps start and grow businesses that give our communities the personality visitors and large businesses seek in North Carolina. The SBCN is the lead agency for helping individuals explore business ownership and is the go-to technical assistance provider for helping downtown and main street business throughout the state.

The SBCN takes pride in knowing that our clients and seminar attendees reflect North Carolina. In fact, both the number of women and minorities served by the SBCN counseling and entrepreneurship training exceeds that of the state average and the percentage of urban/rural businesses served by the SBCN matches that of the state.

Our partnership with the Department of Health and Human Services Division of Vocational Rehabilitation reflects our commitment to assist even the most challenged individual realize the dream of business ownership and become as self-sufficient as possible. Other efforts include providing counseling support for the Growing America Through Entrepreneurship (GATE) and New Generations Venture (NGV) programs.

The SBCN also serves a large military and veteran population with nearly 9 percent of our clients being veterans and nearly 2 percent being service-connected disabled veterans. Additionally, the Small Business Administration selected the SBCN as the lead agency in North Carolina to provide “Boots 2 Business” training to all transitioning military members throughout our State thus providing a pathway to business ownership for our returning heroes.