



Small Business & Technology Development Center (SBTDC)

The SBTDC, an integral resource of The Enterprise Group of Jackson, Inc., provides assistance to entrepreneurs and existing business owners to help them prosper in the business world. Services are focused into two areas:

Business Start-Up Assistance: A start-up entrepreneur who becomes a client of the SBTDC receives free, one-on-one business consulting from certified staff. This can range from a simple question like "How Do I Get a Tax ID Number?" to months of ongoing consulting through the start-up and growth stages. This audience is also provided a quarterly (FREE) class called 'Fundamentals of Starting a Business.' Additionally, in partnership with South Central Michigan Works! (SCMW!), a Business Resource Center is provided within the SCMW! Service Centers in Jackson, Lenawee and Hillsdale Counties.

Market Research: An integral part of SBTDC services, for both new businesses and existing companies, is market research and assistance to prepare the narrative of a business plan. As part of national and statewide networks, access to research is provided through cooperative agreements with Grand Valley State University and the University of Texas at San Antonio. The statewide network increases the capability to provide consulting for technology-based companies, whether advanced manufacturing, IT development or the biosciences. The SBTDC also provides access to statewide consultants to assist technology companies with marketing strategies, Venture Capital (VC) presentations, and SBIR/STTR grant application activity.

The Latest News for the SBTDC

The SBTDC network now offers FastTrac® New Venture Entrepreneurial Training throughout the State of Michigan. This intensive 10-week program helps you evaluate business opportunities and develop an action plan for owning your own business. The program includes small group activities and hands-on coaching during each session, along with successful entrepreneurs as guest speakers. For a limited time, the Michigan Economic Development Corporation (MEDC) is underwriting \$600 of the \$700 cost for eligible participants. Please contact www.misbtcd.org/training or call 734-547-9170.

Officials with the U.S. Small Business Administration announced recently that enhancements to SBA loan programs under the American Recovery and Reinvestment Act, better known as the federal stimulus, have sparked an increase in Michigan SBA lending. SBA Michigan District Office statistics for the first six months of this fiscal year show a tremendous increase in both dollar amounts and the number of loans compared to last year at this time.

Through March 31, SBA guaranteed 726 7(a) loans in Michigan for \$234.3 million compared to 391 loans for \$76.6 million one year ago when the credit crunch was in full force. This is an 86 percent increase in the number of loans and a 206 percent increase in dollars.

“Small businesses across Michigan have been able to secure critical financing as a result of the Recovery Act loan provisions and the continued interim funding we’ve received for the program,” said Michigan District Director Richard Temkin. “These programs have been successful in helping to deal with the problems many small businesses have had in getting access to capital.

SBA Offers Tools to Help Exporters Succeed as Part of World Trade Week...

The U. S. Small Business Administration is offering new, free tools for new and established small business exporters to help them grow and succeed in international trade. Small businesses will now have access to a six-part podcast series, an introduction to exporting YouTube video and an online training course. SBA is making these new tools available as part of the World Trade Week celebrations, which took place May 17-21, 2010 nationwide to raise awareness of the increasing importance of international trade to the nation’s economy.

A new interesting employer resource called “elaws” for Employment Laws Assistance for Workers and Small Businesses Advisors has been developed by the U.S. Department of Labor. For a complete list, visit www.dol.gov/elaws. Attached you will find a sampling of info provided.

For more information about the Small Business & Technology Development Center and its various programs, please contact Veronica (Roni) Weaver at 517-787-0442 or rweaver@enterprisegroup.org.