



PUBLIC INFORMATION

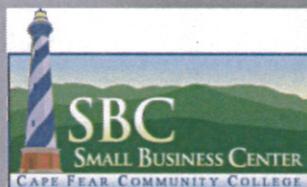
ITEM NO. 1

DATE OF MEETING: September 28, 2015

REQUESTED BY: Douglas Tarble, CFCC Small Business Center

SHORT TITLE: Discussion of the Cape Fear Community College Small Business Center.

BACKGROUND: Mr. Douglas Tarble of Cape Fear Community College's Small Business Center will be attending to present to the Board an overview of the program. Focus of the presentation and discussion will be on their Mission; Continuing Education; the Small Business Center Network statewide; Seminars; and Counseling.



CFCC SMALL BUSINESS CENTER

Douglas Tarble, Dir. 910-362-7469
Amy Pouliot, Sec. 910-362-7216
BIG Center-T Bldg. 402 N. Front St.
www.cfcc.edu/sbc sbc@mail.cfcc.edu

September 2015

CFCC SMALL BUSINESS CENTER

Who Are We ?

- ❑ State-level: Part of the Small Business Center Network (SBCN), located within each of the 58 community colleges – Southeast Region. State funded through annual SBCN budget. Unique to NC?
- ❑ Locally: Part of the Continuing Education Division.

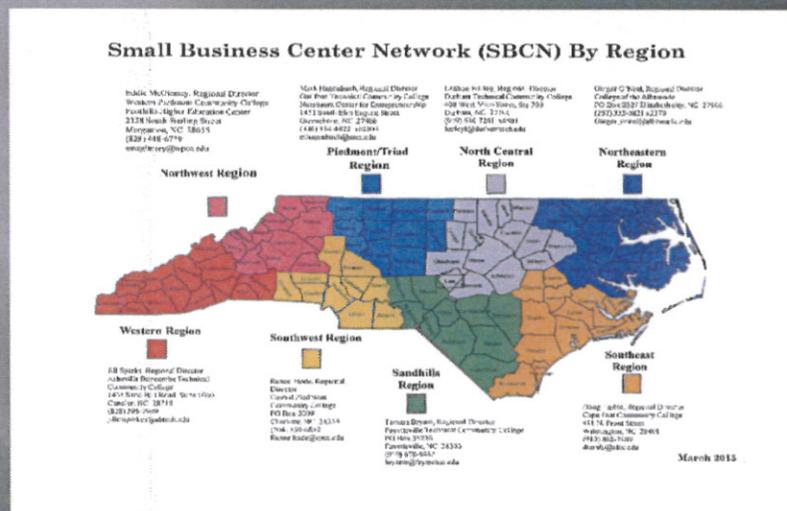
CFCC SMALL BUSINESS CENTER

CFCC Continuing Education – ‘The Best Bargain in Town’.

- Small Business Center
- Skilled Trades
- Computer Training
- HRD/AHS/GED/CRC Programs
- Customized Industry Training, Workforce Development
- Public Health & Safety
- ED2Go – on line courses.....and more...
- www.cfcc.edu/ce

STATE SMALL BUSINESS CENTER NETWORK

Small Business Center Network (SBCN) By Region



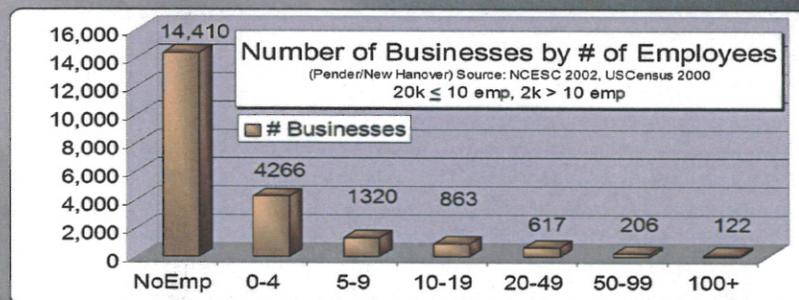
CFCC SMALL BUSINESS CENTER

CFCC SBC Mission:

- ❑ To increase the success rate and number of small businesses in New Hanover and Pender Counties.
- ❑ Provide business related education, training, counseling and referral services within our service communities.
- ❑ Assist both prospective and existing businesses.

CFCC SMALL BUSINESS CENTER

Why Small Business Center?



85% of all area businesses have 4 or less employees.

CFCC SMALL BUSINESS CENTER

What We Do

- ▣ True community service provider - majority of contacts with the general public but serve CFCC students/staff as well.
- ▣ Provide free business related seminars/workshops.
- ▣ Offer free, confidential, one on one business counseling.
- ▣ Maintain business reference and resource center.
- ▣ Occasional CFCC class presentations.

CFCC SMALL BUSINESS CENTER

What We Do (cont'd)

- ▣ Partner with state/national organizations for local activities – NCMBC, NCDOR, NC DOC, SBA, US Export Council, IRS.
- ▣ One of 4 SBCN Export Assistance Centers.
- ▣ Represent CFCC on World Trade Association

CFCC SMALL BUSINESS CENTER

Seminars (65-75/year)

- ▣ How To Start A Business
- ▣ Business Plans
- ▣ How To Finance Your Business
- ▣ Non Profit Start Ups
- ▣ Grant Writing
- ▣ HR, Insurance, Sales, Marketing, Patents
- ▣ IRS/NC DOR Tax Implications
- ▣ Etc.....
- ▣ Local, regional, national experts lead seminars.

CFCC SMALL BUSINESS CENTER

Counseling

- ▣ Initially 1-2 hours – no number or time limit
- ▣ Free & Confidential
- ▣ Start Up Procedures
- ▣ Business idea discussion & sounding board
- ▣ Referrals when applicable
- ▣ Business Plan help & advice
- ▣ NC DOR Program Counseling

CFCC SMALL BUSINESS CENTER

Main Street vs Wall Street

- ▣ SBC – We do not turn anyone away. Clients range from CFCC students to senior citizens. From homeless, unemployed to affluent retirees. *Main Street.*
- ▣ UNCW – SBTDC & CIE – Higher end clients, pre-venture guidelines, target larger, existing businesses. Want potential high growth, high tech start-ups. *Wall Street.*

CFCC SMALL BUSINESS CENTER

And last, but not least.....

CFCC SMALL BUSINESS CENTER

We Tell It Like It Is!

- ▣ Sometimes statistics don't tell the whole story.
- ▣ More often than not, we save people from making a huge mistake by guiding them out of a business start up and losing their money. About 6-7% of our clients actually start a business.

CFCC SMALL BUSINESS CENTER

▣ Questions/Comments

▣ Thank you