



BUSINESS RESOURCES

Business assistance available throughout North Carolina

DI RECTORY

Welcome to the North Carolina Business Resources Directory

The *Business Resources Directory* is designed to help North Carolina's small business owners, business and economic development professionals, community leaders and citizens to locate the help they need to support business start-ups and expansions in their communities.

This is an update to the first North Carolina Business Resources Directory, released by the N.C. Rural Economic Development Center at the launch of the Institute for Rural Entrepreneurship in October 2003. This edition includes revised descriptions of the organizations listed in the original version as well as new business resources. Most of the resources in the directory are public or nonprofit organizations, but some private sector resources are also included.

We welcome new organizations in the future that have an interest in promoting entrepreneurship statewide. The last page of the directory is for additions and corrections for a future version.

The directory is intended to work as a stand-alone document, searchable by region and type of business service (see Index), as well as by alphabetical order by organization. It is also sometimes distributed with the brief guide entitled "*Navigating Business Services in North Carolina: Where to Go for What*," which was published in 2007 and developed by Good Work and Entrenworks Consulting. Both of these documents are available on the N.C. Rural Center's website under publications.

What you'll find in the directory. The profiles include basic descriptive information, with particular emphasis on geographic service areas and type of service. From each profile, the reader can identify, among other things, organizations providing business counseling and assistance, entrepreneurial education programs and business financing.

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Advantage West Region

Alleghany, Ashe, Avery, Buncombe, Burke, Caldwell, Cherokee, Clay, Graham, Haywood, Henderson, Jackson, Macon, Madison, McDowell, Mitchell, Polk, Rutherford, Swain, Transylvania, Watauga, Wilkes, and Yancey counties

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Charlotte Region

Alexander, Anson, Cabarrus, Catawba, Cleveland, Gaston, Iredell, Lincoln, Mecklenburg, Rowan, Stanly, and Union counties

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Piedmont Triad Region

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Research Triangle Region

Chatham, Durham, Franklin, Granville, Harnett, Johnston, Lee, Moore, Orange,
Person, Vance, Wake, and Warren counties

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Northeast Region

Beaufort, Bertie, Camden, Chowan, Currituck, Dare, Gates, Halifax, Hertford, Hyde, Martin, Northampton, Pasquotank, Perquimans, Tyrrell, and Washington counties

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Eastern Region

Carteret, Craven, Duplin, Edgecombe, Greene, Jones, Lenoir, Nash, Onslow, Pamlico, Pitt, Wayne, and Wilson counties

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Southeastern Region

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- ⇒ **Community Support**

Education and Training

Looking for an entrepreneurial training program? A seminar or high-impact conference? A college course? A hands-on peer group? Check out these resources.

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Technical Assistance

Looking for help or coaching with your business plan, market research, using technology, finding specialized information resources? Try one of these sources of assistance. If you need TA to help you in accessing money, please look under financing.

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Financial Assistance

Looking for a loan? An equity investment? Credit counseling? Someone to explain the options? A tax credit for creating jobs? Here are a few excellent resources.

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Business-to-Business Networking

Trying to meet the other entrepreneurial people in your area to learn from them, bounce around ideas, and help each other grow your businesses? Check out these resources.

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Community Support:

Are you a community leader looking for ideas and resources to assist your community in creating an entrepreneurial climate and supporting your local small businesses? These organizations can help you.

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African American Entrepreneurial Network (AAEN)

c/o Tyrrell County Community Development Corporation
P.O. Box 58
Columbia, NC 27925
Phone: (252) 796-1991

Organization/Program Description: AAEN-East is a group of dedicated technical assistance providers located in Eastern North Carolina providing encouragement, education and contacts to aspiring and existing African-American entrepreneurs while building the network's capacity through various sustainable ventures to ensure the network's healthy well being.

Service Area: Eastern and Northeastern North Carolina

Target Clientele: Aspiring and existing African American entrepreneurs

Services:

Education and Training:

- NC REAL training
- Business Development Training

Technical Assistance:

- Business Incubation Services. Access to equipment, space and conference facilities.
- One-on-one business counseling
- Mentoring

Financial Assistance:

- Micro Loan Program
- SBA Loan

Business-to-Business Networking:

- Community College Small Business Centers
- SBTDC

Informational Resources:

Reports/Publications:

- Monthly meetings among service providers in the network.
- Plans for a newsletter.

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Appalachian Regional Commission

1666 Connecticut Avenue, NW, Suite 700
Washington, DC 20009-1068
Phone: (202) 884-7799
www.arc.gov

Organization Description: The Appalachian Regional Commission works to support a network of multi-county planning and development organizations, or local development districts (LLDs). LLDs identify the needs of local communities and work with local citizens to develop plans for their communities' economic development and build community unity and leadership. North Carolina's LLDs are Southwestern North Carolina Planning and Economic Development, Land-of-Sky Regional Council, Isothermal Planning and Development Commission, Region D Council of Governments, Western Piedmont Council of Governments and Northwest Piedmont Council of Governments.

Service Area: The ARC serves the following counties in North Carolina: Alexander, Alleghany, Ashe, Avery, Buncombe, Burke, Caldwell, Cherokee, Clay, Davie, Forsyth, Graham, Haywood, Henderson, Jackson, McDowell, Macon, Madison, Mitchell, Polk, Rutherford, Stokes, Surry, Swain, Transylvania, Watauga, Wilkes, Yadkin, and Yancey.

Target Clientele: People of Appalachia to create opportunities for self-sustaining economic development and improved quality of life.

Services:

Education and Training:

- Telecommunications Program. Designed to stimulate economic growth and improve the overall standard of living in the region through information technology. The program focuses on access and infrastructure, education and training, e-commerce, and technology job sector creation.
- Transportation Program. Includes the Appalachian Development Highway System (ADHS) and provides access to jobs, markets, healthcare, and education.
- Online Resource Center. Houses research on key economic, demographic, and quality of life factors that affect the current and future development prospects of the Appalachian Region. Information is available on the following topics: income, employment, population, infant mortality and poverty.

Technical Assistance:

- Research and Technical Assistance Program. Tracks economic trends and emerging issues, undertakes program evaluation, and funds research.

Financial Assistance:

- Economic and Human Development Activities. Funded each year for projects throughout the Appalachian region. The projects directly address ARC's five goal areas: education and workforce training, physical infrastructure, civic capacity and leadership, business development, and health care.

- Distressed Counties Program. Provides funds for the region's poorest counties to provide badly-needed public facilities, especially systems to furnish clean drinking water and sanitary waste disposal and human resource projects such as literacy training. Counties qualify for distressed county status on the basis of low per capita income and high rates for poverty and unemployment.
- Entrepreneurship Initiative. Is a four-year, \$17.6 million effort that seeks to provide communities with tools to assist entrepreneurs in starting and expanding local businesses. Key activities include giving entrepreneurs greater access to capital, educating and training entrepreneurs, encouraging sector-based strategies to maximize the economic strengths of local communities, and providing strategic support for business incubators.
- Business Development Revolving Loan Funds. Provide access to pools of money intended for use by grantees for the purpose of making loans to create and retain jobs. As loans are repaid, money is returned to the fund and made available for additional loans.

Informational Resources:

Reports/Publications:

- *Appalachia*. Published three times a year, highlights human-interest stories and successful commission projects.
- *Building New Economies in Rural America: Tools for Entrepreneurship* Conference Proceedings. Summarizes the proceedings of the ARC's Tool for Entrepreneurship in September of 2000. The conference focused on how to create more and better jobs in rural America, examining the key issues such as what tools do communities need to help develop homegrown business, what roles can community leaders play and what are the investment opportunities for private, public, and philanthropic partners.
- *Entrepreneurship Everywhere*. A resource guide for entrepreneurship education programs.
- *Analysis of Business Formation, Survival, and Attrition Rates of New and Existing Firms and Related Job Flows in Appalachia*. An economic analysis of business formation, survival and attrition rates for new and existing firms. Detailed information is provided by industry and employment size, Local Development Districts and major metropolitan areas.
- *Regional Technology Assets and Opportunities: The Geographic Clustering of High-Tech Industry, Science and Innovation in Appalachia*. Constitutes a systematic location analysis of the technology assets of Appalachia. Specifically, the report identifies and documents sub-regional concentrations of technology-related employment, R&D, and applied innovation within and immediately adjacent to the 406-county service area of the Appalachian Regional Commission.
- *An Assessment of Labor Force Participation Rates and Underemployment in Appalachia*. Provides a more complete picture of local labor markets in Appalachia. The Appalachian Regional Commission (ARC) Region commissioned this study to generate county-level measures of labor force participation and underemployment rates.
- *An Analysis of the Economic Development Role of Business Associations and Other Intermediary Organizations Service Appalachian Industries*. Examines how collaboration among firms through business associations and other entities might increase the participating firms' competitiveness.

- *Exports, Competitiveness, and Synergy in Appalachian Industry Clusters.* Analyzes seven industry sectors pre-selected by the Appalachian Regional Commission on the basis of their importance to the region's economy and export potential.
- *Drinking Water and Wastewater Infrastructure: An Analysis of Capital Funding and Funding Gaps.* Assesses the needs and the gaps in funding for water and wastewater infrastructure in Appalachia. The overall goal of the study was to help ARC, as well as other policy makers at local, state, and federal levels who are concerned about the adequacy of water and wastewater services in the Appalachia, understand how these services now are provided and funded and what might be done to meet the needs of the region more effectively.
- *Creating Regional Advantages in Appalachia: Towards a Strategic Response to Global Economic Restructuring.* Documents the findings of field research in seven Appalachian states on responses to worker displacement and economic restructuring. (The seven states are: New York, Pennsylvania, Ohio, West Virginia, Kentucky, North Carolina, and Georgia). This field research complements quantitative analysis of worker displacement in Appalachia from 1993-2003. The case studies found that Appalachia has experienced significant economic distress especially beginning in 2001 (earlier in some places), and that worse may be yet to come, especially in Southern Appalachia. Most case study regions had developed systems of responding to layoffs and connecting dislocated workers to services. In many regions, however, the overall response to restructuring has been reactive, with more energy and activity focused on coping with the direct impact of displacement than on developing a comprehensive and strategic long-term response.
- *Educational Attainment in Appalachia.* Focuses on what Census 2000 data reveal about the persistence of regional difference in high school completion and tertiary education, essential predictors of how populations will fare in a global knowledge-based economy in the new century.
- *Housing and Commuting Patterns in Appalachia.* Analyzes trends in housing characteristics and commuting patterns in Appalachia from 1990 to 2000. Data for Appalachia are compared with those for the United States as a whole, with special attention to racial/ethnic, rural/urban, and regional variations. The study focuses on trends in homeownership, housing quality, travel time to work, vehicle ownership, and the spatial mismatch between the locations of new jobs and the residences of poor and low-income families.
- *The Aging of Appalachia.* Uses data from Census 2000 to show how and why the age structure of the Appalachian population differs from the national average and varies within the Region. The report examines implications for the region and argues that they are not all negative. The changing age structure will be an important fact of life for decision-makers in both the public and private sectors in Appalachia in coming year, but the Appalachian Region will hardly be alone in dealing with the challenges.

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Appalachian Regional Development Institute

Appalachian Enterprise Center

P.O. Box 32131
Appalachian State University
Boone, NC 28608-2131
Phone: (828) 262-2907
Fax: (828) 262-6553
www.ardi.appstate.edu

Organization Description: The Appalachian Regional Development Institute is an applied research and public service program of Appalachian State University. Through ARDI, the University makes its resources, faculty and professional staff available to address economic business, government and social issues and problems related to community and economic development.

Service Area: Although its primary geographic area of operation is western North Carolina, ARDI also tackles national and global issues relevant to regional development and extending the university's contribution to the economic transformation of the state.

Target Clientele: Business, government and community

Services:

Technical Assistance:

- Telecommunications and Electronic Commerce. Consults and provides assistance with the development of web sites and database-driven marketing and service programs.
- Workforce Development. Conduct labor market studies and carry out research on various work force development issues.
- Offer hands-on seminars and workshops. Covering many computer technology applications.

Business-to-Business Networks:

- High Country Business Network. Is a regional support system for small business and entrepreneur development, committed to promoting a culture of entrepreneurship by providing networking and educational opportunities to the region's emerging and established business communities.
- High Country Business Resource Alliance. Modeled after the Institute for Rural Entrepreneurship's statewide business resource alliance, this effort brings the business resource providers in the region together to maximize efficiencies and promote partnerships in order to better serve their constituents.

Informational Resources:

Meetings/Conferences:

- Annual Future Forward Leadership Summit. Focuses on regional cooperation for economic development, leveraging resources and investments, collaborating on advocacy for the region, and potential roles and action items for Future Forward Economic Alliance.

***Member of NC Business Resource Alliance**

Association for Enterprise Opportunity

1601 N. Kent Street, Suite 1101
Arlington, VA 22209
Phone: (703) 841-7760
Fax: (703) 841-7748
E-mail: aeo@assoceo.org
www.microenterpriseworks.org

Organization Description: AEO is the national association of community-based organizations that provide entrepreneurial education, access to capital and support to aspiring and active low-income entrepreneurs. AEO provides its members with a forum, information and a voice to promote enterprise opportunity for people and communities with limited resources.

Service Area: National

Target Clientele: Community organizations

Services:

Education/Training:

- Microenterprise Training Institute. Provides a comprehensive overview of the microenterprise industry. Specific information is given about the four key elements that comprise microenterprise development programming: (1) providing training and technical assistance on how to start or expand a business; (2) how to access and get credit; (3) providing access to markets; and (4) providing economic literacy training and encouraging asset development.
- Webinars. Check website for upcoming events

Informational Resources:

Meetings/Conferences:

- Annual Conference and Membership Meeting. Microenterprise training conference held in a different region of the country each May. This conference provides comprehensive training and extensive networking opportunities. The 2007 meeting will be held in Kansas City Missouri May 15-18, 2007.

Reports/Publications:

- *AEO Exchange*. Quarterly newsletter of the Association available to AEO members.
- *AEO E-News*. Monthly electronic newsletter for members.

North Carolina Member Organizations:

Carteret Community College

3505 Arendell Street
Morehead City, NC 28557
Phone: (252) 222-6116
Fax: (252) 222-6124
Website: **www.carteret.cc.nc.us**

North Carolina Member Organizations, cont:

Good Work, Inc.

115 Market Street

Suite 470

Durham, NC 27701

Phone: (919) 682-8473

Fax: (919) 687-7033

Website: **www.goodwork.org**

Mountain BizWorks

29-½ Page Avenue

Asheville, NC 28801

Phone: (828) 253-2834

Fax: (828) 255-7953

Website: **<http://mtnbizworks.org>**

North Carolina Rural Economic Development Center Microenterprise Loan Program

4021 Carya Drive

Raleigh, NC 27610

Phone: (919) 250-4314

Fax: (919) 250-4325

Website: **www.ncruralcenter.org**

Self-Help Ventures Fund

301 W. Main Street

Durham, NC 27701

Phone: (919) 956-4400

Fax: (919) 956-4600

Website: **www.self-help.org**

Blue Ridge Business Development Center (BRBDC)



115-B Atwood Street
Sparta, NC 28675
Phone: (336) 372-1525
Fax: (336) 372-8135
E-mail: info@blueridgebdc.org
www.blueridgebdc.org

Organization Description: The Blue Ridge Business Development Center is dedicated to the creation of technology jobs and skills for the people of Alleghany County, North Carolina. The Blue Ridge BDC offers free Internet access and computer training for all citizens and provides a rich environment for entrepreneurs and current business owners to establish a niche, increase their market share and grow their businesses.

Service Area: Alleghany County

Target Clientele: Local businesses

Services:

Education and Training:

- NC REAL and Entrepplan. In partnership with Wilkes Community College.
- How-to seminars. In partnership with Wilkes Community College.

Technical Assistance and Information:

- Small Business Center Interactive CD along w/ counseling.
- Information technology group provides onsite network and computer support along with support contracts. Provides in-house computer repair and service. Provides web and email hosting.
- Small business counseling to include business plan assistance, locating financing alternatives, assistance locating mentors and a resource library.
- Resource for local fees and licensing requirements.
- Hosts local and regional business seminars.
- Lease office space w/ high-speed internet connections.
- Hosts local community organization meetings.
- Hosts local Joblink office.

Business-to-Business Networking:

- Sparta Merchants Association
- Sparta Chamber of Commerce
- NWNCA Advanced Materials Cluster
- High Country Council of Business
- New River Community Partners

Informational Resources:

Meetings/Conferences:

- Alleghany Leadership Challenge Alumni
- Business Connections training

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Blue Ridge Entrepreneurial Council



134 Wright Brothers Way
Asheville Regional Airport
Fletcher, NC 28732
Phone: (828) 687-7234
Fax: (828) 687-7552
www.brecnc.com

Organization Description: The Blue Ridge Entrepreneurial Council (BREC), a program of Advantage West Economic Development Group, is a public regional institution designed to be an enriching organization for entrepreneurs in western North Carolina that focuses on education, networking and mentoring, communications and capital formation.

Service Area: Western North Carolina

Target Clientele: Entrepreneurs in the idea, start-up, growth, or operations phases

Services:

Education and Training:

- Provides focused content that enables entrepreneurs to begin thinking differently about their business.

Business-to-Business Networking:

- Is the premier portal and network that connects entrepreneurs to each other, to customers, to strategic partners, to capital and to relevant service providers.

Informational Resources:

Meetings/Conferences:

- Hosted by BREC, Carolina Connect is western North Carolina's first venture capital conference. This fall event is held in Asheville, NC and 2007 will mark its fifth year. Further information is available at www.brecnc.com.
- Holds monthly entrepreneur forums in the Cullowhee, Boone and greater Asheville areas.
- In partnership with the Blue Ridge Angel Investors Network (BRAIN), provides the premier capital formation and preparation conference in the five-state mountain region.

***Member of N.C. Business Resource Alliance**

Business Incubators

Incubators provide business support services and resources tailored for young companies, usually for free or at subsidized prices. This may include physical space and access to necessary equipment. The goal is to nurture entrepreneurial firms through the difficult start-up phase, to give them a better chance to survive and grow. Some incubators target particular types of business – technology start-ups, for example—while others support a varied clientele.

Below is a listing of business incubators across North Carolina. The Rural Center staff used different resources to compile the list and hope that it is comprehensive. However, if you know of an incubator that is not included in the list, please complete the information sheet in the back of the directory and send to the NC Rural Center so it can be included in the next directory update.

Incubators that are marked with an * are members of North Carolina Business Incubation Association (NCBIA).

Incubators in N.C., by Region:

Advantage West region:

***A-B Tech Small Business Incubator**

1459-C Sand Hill Road

Enka, NC 28715

(828)254-1921 ext. 5851

- For biotechnology or light manufacturing companies with a significant capital investment, there is the possibility to complete the two-year incubation program and obtain Partner Status, which allows the company to remain in the incubator for an additional three years in order to complete commercialization or achieve positive cash flow and return on investment.

Appalachian Enterprise Center

Open April 2007

2007 Poplar Grove Road Connector

Boone, NC 28607

(828) 265-8043

Blue Ridge Food Ventures

1459-C Sand Hill Road
Enka, NC 28715
(828) 665-9464

- Kitchen incubator for farmers and food entrepreneurs.
- Full-scale commercial kitchen operation for value-added food production in western North Carolina.
- Available to area growers, caterers and food entrepreneurs for a modest hourly rate, so that family farms and startup food entrepreneurs can make a better living without making cost-prohibitive investments in large-scale facilities and production equipment.

Creative Foods Ventures

Ashe County Partnership for children
626 Ashe Central School Road
Jefferson, NC 28640
(336) 982-5127
Shared-use kitchen

Energy Xchange, Inc.

66 Energy Xchange Drive
Burnsville, NC 28714
(828) 675-5541

- Supports entrepreneurs in starting, managing and operating new businesses in the crafts of glass blowing and pottery.
- Potters and glassblowers are offered the opportunity to share fully equipped studios. Furnaces and kilns are powered primarily with landfill gas at no cost to the resident artists. The residency period is renewable yearly for a maximum of three years.

***McDowell Small Business and Industry Development Center**

54 College Drive
Marion, NC 28752
(828) 652-0634

Yancey Arts

P.O. Box 395
Burnsville, NC 28714
(828) 682-9654

- Artists can rent studio space for painting, sculpting, sewing, etc.
- A large space on the ground level is reserved for a multi-use recording studio for musicians and storytellers.
- Retail space for the public

***Smoky Mountain Development Corporation**

144 Industrial Park Drive
Center for Regional Development
Waynesville, NC 28786
(828) 452-1967

- Resident small business clients have access to small business counseling and other university and community college-based technical assistance.

- Businesses may rent space in the facility for up to two years, (three if moving from research to commercialization), and then are expected to graduate from the incubator and move to a permanent location.

Charlotte Region:

***The Ben Craig Center**

8701 Mallard Creek Road
Charlotte, NC 28262
(704) 548-9113

- The purpose of the Incubator is to provide state-of-the-art office space to the region's most promising companies in order to accelerate their growth by offering them advisory services, mentoring relationships, sales and marketing expertise and access to capital.
- Our Incubator clients represent a broad range of business sectors, 44% technology, 39% service oriented, and 17% product sales.

Piedmont Triad Region:

***Babcock Demon Incubator**

P.O. Box 7659
Reynolda Station
Winston Salem, NC 27109
(336) 655-4010

- Provide personalized services and relationships to growth-oriented, early stage ventures.
- Offers office space, Internet access, and business resources for five start-up businesses, with tenants admitted on a rolling basis throughout the year. Each business that enters the incubator has approximately 12 months to grow and find a permanent location.
- Seeks to launch companies that have the potential to create significant economic impact in the Triad through jobs and business investment.

***Nussbaum Center for Entrepreneurship**

2007 Yanceyville Street
Greensboro, NC 27405
(336) 379-5001

- The incubator is designed to support non-retail, new or emerging businesses in the Greensboro area.
- The Center provides modestly priced office and light manufacturing space along with shared support services such as business counseling, a receptionist, copier, fax, mail boxes, and data entry.

STARworks Creative Enterprises

P.O. Box 159
100 Russell Street
Star, NC 27356
(910) 428-7356

- Target small businesses that combine studio arts and design with small manufacturing businesses.
- House studios designed for metal and hot glass, fiber, textiles and jewelry.
- House handmade furniture studios and specialty ceramics

Research Triangle Region:

BD BioVenture Center

21 Davis Dr.
P.O. Box 12016
RTP, NC 27709
(919) 597-6128

- BD BioVenture Centers provide early-stage biotech companies access to a world-class bioresearch infrastructure that includes state-of-the-art laboratories equipment, and business services, as well as the opportunity to connect with BD scientists from around the world.
- High-potential biotech companies have from six months to two years to "incubate" and evolve into full-fledged businesses.

First Flight Venture Center

2 Davis Drive
P.O. Box 13169
RTP, NC 27709
(919) 765-0033

- The First Flight Venture Center (FFVC) is a technology incubator located in the heart of Research Triangle Park to serve the initial needs of entrepreneurs and early stage companies in the Research Triangle area.
- FFVC offers 16,000 square feet of leasable office and laboratory space for up to 25 emerging technology companies.

Midway Business Center

109 North Graham Street, Suite 200
Chapel Hill, NC 27516
(919) 967-8779

- Serve low and moderate-income persons, especially minority and women-owned businesses that are start-up, home-based, and fledgling businesses.
- Businesses can sign an initial lease for 12-months that is renewable up to a total of three years tenancy.

N.C. Arts Incubator

P.O. Box 643
Siler City, NC 27344
(919) 663-1335

- The incubator provides inexpensive space, technical support and business development services to emerging artists, arts groups and arts-related businesses.

***N.C. State Technology Incubator**

920 Main Campus Drive, Suite 101
P.O. Box 7902
Raleigh, NC 27695

- Dynamic R & D neighborhood focusing on cutting-edge research in: information and communication technologies, biosciences and biotechnology, advanced materials, education.
- Access to business planning, marketing strategies, and advice on funding opportunities.

Raleigh Business and Technology Center

900 South Wilmington Street
Raleigh, NC 27601
(919) 836-8616

- Virtual Business Incubator – known as the Pacesetters program – expands the community of dedicated and financially viable entrepreneurs by helping them become more adept in business management, strategic planning, financial forecasting, and business leadership.
- This year-long program was created for highly-motivated business owners with active business operations that will support future expansion and jobs.

***Roxboro Person County Business Development Center**

105 N. Main Street
Roxboro, NC 27573
(336) 599-0032

- Provide reasonable rents, business counseling, and shared services for businesses in the early stages of development.

***Triangle South Enterprise Center**

600 South Magnolia Avenue
Dunn, NC 28334
(910) 892-2884

- Triangle South Enterprise Center: has up to 18,500 square feet of office space available for lease to service, manufacturing, and research and development firms.
- The Small Business Center provides on-site services in the following areas to the businesses in the Center, Harnett County and the surrounding area: Managerial and technical assistance, counseling on business matters such as planning, location, bookkeeping, loans, along with referral to other agencies.
- Confidential counseling services are free of charge.

UDI Business and Resource Center

800 North Mangum Street, Suite 100
Durham, NC 27701
(919) 530-8780

- Small business incubator that houses 10-14 small light industrial companies.

Northeast Region:

Hyde Davis Business Enterprise Center

P.O. Box 205
Swan Quarter, NC 27885
(252) 925-1515

Perquimans Business Center

P.O. Box 632
Hertford, NC 27944
(252) 426-2020

- Provide small-business infrastructure for emerging manufacturing and technology businesses.
- Serves the counties of Perquimans, Chowan, Pasquotank and Gates for start-up and expansion of small industries.

Regional Small Business Incubator

109 Community College Road
Ahoskie, NC 27910
(252) 862-1279

- Serves manufacturing, service, and retail firms and provides continuing contact with other business owners and an opportunity to receive assistance on a daily basis. In addition, initial start-up costs are reduced for the new business.
- Serves the following counties: Hertford, Bertie, Gates, and Northampton Counties.

River City CDC

501 East Main Street
Elizabeth City, NC 27909
(252) 331-2925

Tyrrell County Community Development Corporation

P.O. Box 58
Columbia, NC 27925
(252) 796-1991

Eastern Region:

***Carteret Community College**

3505 Arendell Street
Morehead City, NC 28557
(252) 222-6205

***Duplin County**

PO Box 929
Kenansville, NC 28349
(910) 296-2180

Farmville Small Business Incubator

P.O. Box 150
Farmville, NC 27828
(252) 753-4670

- The Farmville Small Business Incubator (SBI) is a state-of-the-art facility designed to help entrepreneurial companies reach their full potential. The facility is designed for emerging light industry.

***Kinston Enterprise Center**

327 North Queen Street
Kinston, NC 28501
(252) 522-4676

- The Center has a comprehensive support system designed to assist tenants in writing viable business plans, developing effective marketing strategies, obtaining professional technical assistance, preparing successful funding proposals, and more.
- Each office is equipped with basic telephone service, high-speed Internet access, intranet service, and building security. Resident staff receptionist services, mailbox, basic telephone, voice mail, basic Internet access, and utilities are included in the rent.

N.C. Aquaculture Incubator

4500 Old Cherry Point Road
New Bern, NC 28560
(252) 638-4407

- A 60-acre Aquaculture Development Park is an incubator for new businesses that are testing concepts and developing pilot-scale facilities.

RMECDC Industrial and Retail Incubator

P.O. Box 1477
Rocky Mount, NC 27802
(252) 442-8364

- Mixed-use business incubator with incentives and supportive services.

Tech Enterprise Center of Eastern Carolina

1800 North Green Street
Greenville, NC 27834
(252) 758-1989

- Technology Enterprise Center offers office, laboratory, and light manufacturing space to technology-based companies on a short-term lease basis.

Southeast Region:

Cape Fear Regional Community Development Corporation

509 Cornelius Hartnett Drive
Wilmington, NC 28401
(910) 815-0065

- The Business Center assists entrepreneurs and business owners in low-income and distressed communities by working with them on business plans, management controls, financing, budgeting, break-even analysis, payroll, financial statements, labor, petty cash, and inventory.

County Wide CDC

P.O. Box 28451
Leland, NC 28451
(910) 383-1724

***Fayetteville Business Center**

2520 Murchison Road
Fayetteville, NC 28301
(910) 222-8900

Tabor City Business Development Center

1004 Tabor Industrial Park Road
Tabor City, NC 28463
(910) 642-7141

- Office space for professional or administrative businesses.
- Two 5,000 sq ft manufacturing spaces suited for manufacturing or light assembly.

Whiteville Business Development Center

Southeastern Community College

163 Brunswick Electric Road
Whiteville, NC 28472
(910) 642-7141

***Winnabow Business Development Center**

P.O. Box 431
Winnabow, NC 28479
(910) 253-3088

- The rental fees include high-speed Internet hook-ups, access to light office equipment (including fax machines and copiers), secretarial support, conference rooms and training facilities.
- Accommodates professional offices, service businesses and even light manufacturing.

Business ServiCenter

North Carolina Department of Commerce

Business & Industry Development Division
301 N. Wilmington Street, 4344 Mail Service Center
Raleigh, NC 27699-4344
Phone: (919) 715-2864 or (800) 228-8443
www.nccommerce.com/servicenter

Organization Description: The Business ServiCenter serves as a centralized portal that provides information to entrepreneurs and existing business owners on services, programs, resources, licenses and/or regulatory requirements relating to start-up and business operations in the state of North Carolina.

Service Area: Statewide.

Target Clientele: For entrepreneurs and existing business owners.

Services:

Technical Assistance:

- One-on-one client telephone consultations to help navigate through the start-up process.
- Customized licensing information, employer and business structure forms.
- Referrals to state agencies and state occupational licensing boards, local & federal agencies.
- Identification of local, regional, state and federal business resources and assistance with "where to go for what" for new and existing businesses.
- Small business ombudsman to resolve issues with state government agencies

Informational Resources:

Directories:

- *The Directory of North Carolina Business Licenses and Permits.* Provides online searchable capabilities for all state licenses, permits and/or other approvals required for business activities in North Carolina.

Reports/Publications:

- *Business Notes.* Provides general information on licensing requirements, business structures, business name registration, registering trademarks and service marks, taxes, employer requirements, and contacts for other service providers.
- *State and Local Taxes.* Is a brief sketch of all the state and local taxes payable by most corporations and individuals.
- *Legal Aspect.* Is an overview of the legal requirements of doing business in North Carolina.

***Member of N.C. Business Resource Alliance**

Center for Entrepreneurial Studies University of North Carolina at Chapel Hill

Campus Box 3440
The Kenan Center
Chapel Hill, NC 27599-3440
Phone: (919) 843-5482
Fax: (919) 962-8202
E-mail: eship@unc.edu
www.eship.unc.edu

Organization Description: The Center for Entrepreneurial Studies at UNC-Chapel Hill's Kenan-Flagler Business School trains the leaders of tomorrow's entrepreneurial companies. The Center develops the knowledge of and spirit for entrepreneurship in its students, fosters significant academic research in the field of entrepreneurship and promotes entrepreneurship and economic development through outreach programs, both locally in the Research Triangle Region of North Carolina and globally in emerging markets. The Center is part of the Frank Hawkins Kenan Institute of Private Enterprise.

Service Area: University of North Carolina at Chapel Hill

Target Clientele:

The Center's programs and activities are offered primarily to UNC students, faculty and staff.

Services:

Education and Training:

- Entrepreneurial Curriculum. The Center for Entrepreneurship works with the various Kenan-Flagler degree programs to offer courses on a variety of entrepreneurial topics. Much of the curriculum is taught by practicing entrepreneurs, venture capitalists, venture lawyers and others who have the most current and relevant perspective on the entrepreneurial experience.

Technical Assistance:

- Venture Capital Investment Competition. The center hosts the competition each spring. The Venture Capital Investment Competition is the premier national event for MBA students interested in venture capital.
- Launching the Venture. Nationally recognized enterprise development and business formation class open to any UNC student, staff or faculty.

Entrepreneurial Leadership and Policy:

- Carolina Entrepreneurship Research. The Center for Entrepreneurship supports research in entrepreneurship at UNC Kenan-Flagler by providing entrepreneurial communities for data collection, sponsoring access to data sets, supporting conference participation, and offering research symposia.

Chambers of Commerce

The services and publications of North Carolina's chambers of commerce vary greatly according to availability of resources. General economic and geographic data about a given area usually can be obtained from a local chamber, and many of them offer business networking opportunities.

Advantage West Region:

Alleghany County

58 S. Main Street
P.O. Box 1237
Sparta, NC 28675
Ph: (336) 372-5473
Fax: (336) 372-8251

www.sparta-nc.com/chamber

Andrews

345 Locust Street
P.O. Box 800
Andrews, NC 28901
Ph: (828) 321-3584
Fax: (828) 321-1356

Ashe County

303 East Second St.
P.O. Box 31
West Jefferson, NC 28694
Ph: (336) 846-9550
www.ashechamber.com

Asheville

151 Haywood Street
Asheville, NC 28801
Ph: (828) 258-6101
Fax: (828) 251-0926
www.ashevillechamber.org

Banner Elk

P.O. Box 335
Banner Elk, NC 28604
Ph: (800) 972-2183

Beech Mountain

403A Beech Mountain Pkwy
Beech Mountain, NC 28604
Ph: (828) 387-9283
Fax: (828) 387-3572

Black Mountain

201 E. State Street
Black Mountain, NC 28711
Ph: (828) 669-2300
Fax: (828) 669-1407
www.blackmountain.org

Blowing Rock

1038 Main Street
P.O. Box 406
Blowing Rock, NC 28605
Ph: (828) 295-7851
Fax: (828) 295-3198
www.blowingrock.com

Boone

208 Howard Street
Boone, NC 28607
Ph: (828) 264-2225
Fax: (828) 852-9506
www.boonechamber.com

Brevard

35 W. Main Street
P.O. Box 589
Brevard, NC 28712
Ph: (828) 883-3700
Fax: (828) 883-8550
www.brevardncchamber.org

Advantage West, cont.:

Bryson City

16 Everett Street
P.O. Box 509-W
Bryson City, NC 28713
Ph: (828) 488-3681
www.greatsmokies.com

Burnsville

106 West Main Street
Burnsville, NC 28714
Ph: (828) 682-7413
Fax: (828) 682-6599
www.yanceychamber.com

Burke County

110 East Meeting Street
Morganton, NC 28655
Ph: (828) 437-3021
Fax: (828) 437-1613
www.burkecounty.org

Cashiers

P.O. Box 238
Cashiers, NC 28717
Ph: (828) 743-5941
Fax: (828) 743-9446
www.cashiers-nc.com

Chimney Rock

P.O. Box 32
Chimney Rock, NC 28720
Ph: (828) 625-2725
www.thehickorynutgorge.com

Franklin

425 Porter Street
Franklin, NC 28734
Ph: (828) 524-3161
Fax: (828) 369-7516

Hayesville

388 Bus. Hwy 64
P.O. Box 88
Hayesville, NC 28904
Ph: (828) 389-3704
Fax: (828) 389-1033
<http://claycounty-nc-chamber.com>

Haywood County

591 N. Main Street
P.O. Box 600
Waynesville, NC 28786
Ph: (828) 456-3021
Fax: (828) 452-7265
www.haywood-nc.com

Hendersonville

330 N. King Street
Hendersonville, NC 28792
Ph: (828) 692-1413
Fax: (828) 693-8802
www.hendersonvillechamber.org

Highlands

396 Oak Street
P.O. Box 404
Highlands, NC 28741
Ph: (828) 526-2112
Fax: (828) 526-0268
www.highlandschamber.org

Jackson County

773 W. Main Street
Sylva, NC 28779
Ph: (828) 568-2155
www.mountainlovers.com

Lenoir

1909 Hickory Blvd. SE
Lenoir, NC 28645
Ph: (828) 726-0616
Fax: (828) 726-0385
www.caldwellcochamber.org

Maggie Valley

2487 Soco Rd.
P.O. Box 87
Maggie Valley, NC 28751
Ph: (828) 926-1686
Fax: (828) 926-9398
www.maggievalley.org

Marion

117 W. Tate Street
Marion, NC 28752
Ph: (828) 652-4240
Fax: (828) 659-9620
E-mail: **chamber@wnclink.com**

Piedmont Triad Region:

Archdale

213 Balfour Dr.
P.O. Box 4634
Archdale, NC 27263
Ph: (336) 434-2073
Fax: (336) 431-5845

Arlington

116 E. Market Street
P.O. Box 496
Elkin, NC 28621
Ph: (336) 526-1111
Fax: (336) 526-1879

Asheboro

E. Dixie Street
Asheboro, NC 27203
Ph: (336) 626-2626
Fax: (336) 626-7077
www.chamber.asheboro.com

Burlington

610 S. Lexington Avenue
P.O. Box 450
Burlington, NC 27215
Ph: (336) 228-1338
Fax: (336) 228-1330
www.alamancechamber.com

Eden

678 S. Van Buren Rd.
Eden, NC 27288
Ph: (366) 623-8800
Fax: (366) 623-3336

Elkin

116 East Market Street
P.O. Box 496
Elkin, NC 28621
Ph: (336) 526-1111
Fax: (336) 526-1879

Greensboro

342 N. Elm Street
P.O. Box 3246
Greensboro, NC 27402
Ph: (336) 275-8675
Fax: (336) 275-9299
www.greensboro.org

High Point

1101 N. Main Street
P.O. Box 5025
High Point, NC 27262
Ph: (336) 889-8151
Fax: (336) 889-9499
www.highpointchamber.org

Kernersville

136 E. Mountain Street
Kernersville, NC 27284
Ph: (336) 993-4521
Fax: (336) 993-3756
www.kernersvillenc.com

King

124 S. Main Street
P.O. Box 863
King, NC 27021
Ph: (336) 983-9308
Fax: (336) 983-9526
www.kingnc.com

Lexington

16 E. Center Street
P.O. Box C
Lexington, NC 27293
Ph: (336) 248-5929
Fax: (336) 248-2161

Liberty

112 S. Greensboro
P.O. Box 986
Liberty, NC 27298
Ph: (910) 622-4937

Madison

112 West Murphy Street
Madison, NC 27025
Ph: (336) 548-6248
Fax: (336) 548-4466

Piedmont Triad Region, cont.:

Mocksville

135 S. Salisbury St.
Mocksville, NC 27028
Ph: (336) 751-3304
Fax: (336) 751-5697

Mount Airy

200 N. Main Street
P.O. Box 913
Mount Airy, NC 27030
Ph: (336) 786-6116
Fax: (336) 786-1488

Randleman

102 W. Naomi Street
P.O. Box 207
Randleman, NC 27317
Ph: (336) 495-1100
Fax: (336) 495-1133

Reidsville

321 S.E. Market Street
P.O. Box 2847
Reidsville, NC 27323
Ph: (336) 349-8481
Fax: (336) 349-8495

Thomasville

6 West Main Street
P.O. Box 1400
Thomasville, NC 27361
Ph: (336) 475-6134
Fax: (336) 475-4802

Troy

120 N. Main Street
P.O. Box 637
Troy, NC 27371
Ph: (910) 572-4300
Fax: (910) 572-5193
www.montgomery-county.com

Winston Salem

601 W. Fourth Street
P.O. Box 1408
Winston Salem, NC 27102
Ph: (336) 728-9200
Fax: (336) 721-2209
www.winstonsalem.com

Yadkin Valley

116 E. Market Street
P.O. Box 496
Elkin, NC 28621
Ph: (336) 526-1111
Fax: (336) 526-1879
www.yadkinvalley.org

Yadkinville

205 S. Jackson Street
P.O. Box 1840
Yadkinville, NC 27055
Ph: (336) 679-2200
Fax: (336) 679-3034

Yanceyville

P.O. Box 29
Yanceyville, NC 27379
Ph: (336) 694-6106
Fax: (336) 694-5448

Research Triangle Region:

Angier

19 West Depot Street
P.O. Box 47
Angier, NC 27501
Ph: (919) 639-2500
Fax: (919) 919-639-8826
www.angierchamber.org

Apex

220 N. Salem Street
Apex, NC 27502
Ph: (919) 362-6456
Fax: (919) 362-9050
<http://apexchamber.com>

Research Triangle Region, cont.:

Benson

303 E. Church Street
P.O. Box 246
Benson, NC 27504
Ph: (919) 894-3825
Fax: (919) 894-1052

Cary

307 N. Academy Street
P.O. Box 4361
Cary, NC 27519
Ph: (919) 467-1016
Fax: (919) 469-2375
www.carychamber.com

Chapel Hill

104 South Estes Dr.
P.O. Box 2897
Chapel Hill, NC 27515
Ph: (919) 967-7075
Fax: (919) 968-6874
www.chapelhillcarrboro.org

Clayton

301 East Main Street
P.O. Box 246
Clayton, NC 27520
Ph: (919) 553-6352
Fax: (919) 553-1758

Dunn

209 W. Divine Street
P.O. Box 548
Dunn, NC 28335
Ph: (910) 892-4113
Fax: (910) 892-4071
www.dunnchamber.com

Durham

300 W. Morgan Street #1400
P.O. Box 3829
Durham, NC 27702
Ph: (919) 682-2133
Fax: (919) 688-8351
www.durhamchamber.org

Erwin

P.O. Box 655
Erwin, NC 28339
Ph: (910) 897-7300
Fax: (910) 897-5543

Franklin County

112 East Nash Street
P.O. Box 62
Louisburg, NC 27549
Ph: (919) 496-3056
Fax: (919) 496-0422
www.franklin-chamber.org

Fuquay-Varina

121 N. Main Street
P.O. Box 156
Fuquay Varina, NC 27526
Ph: (919) 552-4947
Fax: (919) 552-1029
www.fuquay-varina.com

Garner

401 Circle Drive
Garner, NC 27529
Ph: (919) 772-6440
Fax: (919) 772-6443
www.garnerchamber.com

Henderson

414 S. Garnett Street
P.O. Box 1302
Henderson, NC 27536
Ph: (252) 438-8414
Fax: (252) 492-8989
www.hendersonvance.org

Hillsborough

121 W. Margaret Lane
Hillsborough, NC 27278
Ph: (919) 732-8156
Fax: (919) 732-4566
www.hillsboroughchamber.com

Research Triangle, cont.:

Holly Springs

104 S. Main Street
P.O. Box 695
Holly Springs, NC 27540
Ph: (919) 567-1796
Fax: (919) 567-1380
www.hollyspringschamber.org

Kenly

101 W. Second Street
P.O. Box 190
Kenly, NC 27542
(919) 284-5510
www.kenlynorthcarolina.com

Knightdale

207 Main Street
P.O. Box 601
Knightdale, NC 27545
Ph: (919) 266-4603
Fax: (919) 266-8010
www.knightdalechamber.com

Lillington

827 ½ 8th Street
P.O. Box 967
Lillington, NC 27546
Ph: (910) 893-3751
www.lillington.org

Louisburg

P.O. Box 62
Louisburg, NC 27549
Ph: (919) 496-3056
Fax: (919) 496-0422

Morrisville

260 Town Hall Dr., Ste.A
P.O. Box 548
Morrisville, NC 27560
Ph: (919) 380-9026
Fax: (919) 380-9021
www.morrisvillenc.com

Oxford

P.O. Box 820
Oxford, NC 27565
Ph: (919) 693-6125
Fax: (919) 693-2691
<http://granvillecountyonline.com>

Raleigh

800 S. Salisbury Street
P.O. Box 2978
Raleigh, NC 27602
Ph: (919) 664-7000
Fax: (919) 664-7099
www.raleighchamber.org

Roxboro

211 N. Main Street
P.O. Box 209
Roxboro, NC 27573
Ph: (336) 599-8333
Fax: (336) 599-8335
www.personcounty.com

Saint Pauls

P.O. Box 243
Saint Pauls, NC 28384
Ph: (910) 865-3890

Sanford

143 Charlotte Avenue
P.O. Box 519
Sanford, NC 27331
Ph: (919) 775-7341
Fax: (919) 776-6244

Siler City

1609 E. Eleventh Street
Siler City, NC 27344
Ph: (919) 742-3333
Fax: (919) 742-1333

Smithfield

1115 Industrial Park Dr.
P.O. Box 467
Smithfield, NC 27577
Ph: (919) 934-9166
Fax: (919) 934-1337
www.smithfieldselma.com

Research Triangle, cont.:

Southern Pines

10677 Hwy 15-501 N.
P.O. Box 458
Southern Pines, NC 28387
Ph: (910) 692-3926
Fax: (910) 692-0619

Wake Forest

350 S. White Street
Wake Forest, NC 27587
Ph: (919) 556-1519
www.wakeforestnc.com/chamber

Wendell

115 N. Pine Street
P.O. Box 562
Wendell, NC 27591
Ph: (919) 365-6318
Fax: (919) 366-2010

Zebulon

P.O. Box 546
Zebulon, NC 27597
Ph: (919) 269-6320

Northeast Region:

Ahoskie

310 S. Catherine Creek Rd.
P.O. Box 7
Ahoskie, NC 27910
Ph: (252) 332-2042
Fax: (252) 332-8617

Edenton

116 E. King Street
P.O. Box 245
Edenton, NC 27932
Ph: (252) 482-3400
Fax: (252) 482-7093

Elizabeth City

502 E. Ehringhaus Street
P.O. Box 426
Elizabeth City, NC 27907
Ph: (252) 335-4365
Fax: (252) 335-5732

Northeast, cont.:

Hertford

118 West Market Street
P.O. Box 27
Hertford, NC 27944
Ph: (252) 426-5657
Fax: (252) 426-7542
www.perquimans.com

Kill Devil Hills

101 Town Hall Drive.
P.O. Box 1757
Kill Devil Hills, NC 27948
Ph: (252) 441-8144
Fax: (252) 441-0338
www.outerbankschamber.com

Littleton

2475 Eaton Ferry Rd.
Littleton, NC 27850
Ph: (252) 586-5711

Martin County

P.O. Box 311
419 East Blvd.
Williamston, NC 27892
Ph: (252) 792-4131
www.martincountync.com

Murfreesboro

116 E. Main Street
P.O. Box 393
Murfreesboro, NC 27855
Ph: (252) 398-4886

Roanoke Rapids

1640 Julian Allsbrook Hwy
P.O. Box 519
Roanoke Rapids, NC 27870
Ph: (252) 537-3513
Fax: (252) 535-5767
www.rvchamber.com

Scotland Neck

1615 Woodlawn Dr.
Scotland Neck, NC 27874
Ph: (919) 826-3917

Northeast, cont.

Swan Quarter

119 Main Street
P.O. Box 178
Swan Quarter, NC 27885
Ph: (888) 493-3826
Fax: (252) 926-1639

Williamston

419 E. Blvd.
P.O. Box 311
Williamston, NC 27892
Ph: (252) 792-4131
Fax: (252) 792-1013

Windsor

102 N. York Street
P.O. Box 572
Windsor, NC 27983
Ph: (252) 794-4277
Fax: (252) 794-5070
www.albemarle-nc.com

Eastern Region

Ayden

P.O. Box 31
Ayden, NC 28513
Ph: (252) 746-2266
Fax: (252) 746-7001

Belhaven

125 Main Street
P.O. Box 147
Belhaven, NC 27810
Ph: (252) 943-3770
Fax: (252) 943-3769

Currituck County

6328-E Caratoke Hwy
P.O. Box 1160
Grandy, NC 27939
Ph: (252) 453-9497
Fax: (252) 453-2349
www.currituckchamber.org

Farmville

109 N. Main Street
P.O. Box 150
Farmville, NC 27828
Ph: (252) 753-4670
Fax: (252) 753-7313

Goldsboro

308 North William St.
P.O. Box 1107
Goldsboro, NC 27530
Ph: (919) 734-2241
Fax: (919) 734-2247

Grandy

6328-E Carotoke Hwy
P.O. Box 1160
Grandy, NC 27939
Ph: (252) 453-9497

Greene County

P.O. Box 364
Snow Hill, NC 28580
Ph: (252-747-8090
www.greenechamber.com

Greenville

302 S. Greene Street
Greenville, NC 27834
Ph: (252) 752-4101
Fax: (252) 752-5934
www.greenvillenc.org

Havelock

P.O. Box 21
Havelock, NC 28532
Ph: (252) 447-1101
Fax: (252) 447-0241

Jacksonville

1099 Gum Branch Rd.
P.O. Box 765
Jacksonville, NC 28541
Ph: (910) 347-3141
Fax: (910) 347-4705
www.jacksonvilleonline.org

Eastern Region, cont.:

Kenansville

P.O. Box 596
Kenansville, NC 28349
Ph: (910) 296-2512

Kinston

301 N. Queen Street
P.O. Box 157
Kinston, NC 28502
Ph: (252) 527-1131
Fax: (252) 527-1914

Morehead City

801 Arendall Street
P.O. Box 3605
Morehead City, NC 28557
Ph: (252) 726-6350
Fax: (252) 726-3505
www.nccoastchamber.com

Mount Olive

124 N. Center Street
Mount Olive, NC 28365
Ph: (919) 658-3113
Fax: (919) 658-3125

New Bern

316 N. Front Street
P.O. Drawer C
New Bern, NC 28560
Ph: (252) 637-3111
Fax: (252) 637-7541
www.newbernchamber.com

Plymouth

701 Washington Street
Plymouth, NC 27962
Ph: (252) 792-4804
Fax: (252) 793-2143

Rocky Mount

P.O. Box 392
Rocky Mount, NC 27802
Ph: (252) 446-0323
Fax: (252) 446-5103
www.rockymountchamber.org

Tarboro

500 N. Main Street
P.O. Box F
Tarboro, NC 27886
Ph: (252) 823-7241
Fax: (252) 823-1499

Wallace

P.O. Box 427
Wallace, NC 28466
Ph: (910) 285-4044

Warsaw

P.O. Box 585
Warsaw, NC 28398
Ph: (910) 293-7804
Fax: (910) 293-6773

Washington

102 E. Stewart Pkwy
P.O. Box 665
Washington, NC 27889
Ph: (252) 946-9168
Fax: (252) 946-9169
www.pamlico.com/washington/

Wilson

220 Broad Street
P.O. Box 1146
Wilson, NC 27894
Ph: (252) 237-0165
Fax: (252) 243-7931

Southeast Region

Brunswick County

4948 Main Street
P.O. Box 1185
Shallotte, NC 28459
Ph: (910) 754-6644
www.sbichamber.com

Burgaw

707 Enterprise Dr.
P.O. Box 1096
Burgaw, NC 28425
Ph: (910) 259-9817
Fax: (910) 259-9112

Southeast Region, cont:

Carolina Beach

1121 North Lake Blvd.
Carolina Beach, NC 28428
Ph: (910) 458-8434
Fax: (910) 458-7969

Chadbourn

115 N. Brown Street
P.O. Box 200
Chadbourn, NC 28431
Ph: (910) 654-2445

Clinton

414 Warsaw Road
P.O. Box 467
Clinton, NC 28329
Ph: (910) 592-6177
Fax: (910) 592-5770

Columbus County

2764 Old Pine Log Rd.
Whiteville, NC 28472
Ph: (910) 642-8084
Fax: (910) 653-6811
www.columbuschamber.net

Elizabethtown

107 E. Broad Street
P.O. Box 306
Elizabethtown, NC 28337
Ph: (910) 862-4368
www.elizabethtownwhitelake.com

Fair Bluff

170 Bardin Street
P.O. Box 454
Fair Bluff, NC 28439
Ph: (910) 649-7202
www.fairbluff.com

Fayetteville

519 Ramsey Street
P.O. Box 9
Fayetteville, NC 28302
Ph: (910) 483-8133
Fax: (910) 483-0263
www.fayettevillenc.com/chamber

Hampstead

P.O. Box 211
Hampstead, NC 28443
Ph: (910) 270-9642

Laurinburg

606 Atkinson Street
P.O. Box 1025
Laurinburg, NC 28353
Ph: (910) 276-7420
Fax: (910) 277-8785
www.laurinburgchamber.org

Lumberton

800 N. Chestnut Street
P.O. Box 1008
Lumberton, NC 28358
Ph: (910) 739-4750
Fax: (910) 671-9722

Raeford

101 N. Main Street
Raeford, NC 28376
Ph: (910) 875-5929

Richmond County

505 Rockingham Rd.
P.O. Box 86
Rockingham, NC 28380
Ph: (910) 895-9058
Fax: (910) 895-9056
www.richmondcountychamber.com

Rockingham

505 Rockingham Rd.
P.O. Box 86
Rockingham, NC 28380
Ph: (910) 895-9058
Fax: (910) 895-9056
www.micropublishing.com/richmondcountychamber/index.html

Scotland County

606 S. Atkinson St.
P.O. Box 1025
Laurinburg, NC 28353
Ph: (910) 276-7420
Fax: (910) 277-8785
www.laurinburgchamber.com

Southeast Region:

Shallotte

4948 Main Street
P.O. Box 1185
Shallotte, NC 28459
Ph: (910) 754-6644
Fax: (910) 754-6539
www.sbichamber.com

Southport

4841 Long Beach Rd. SE
South Port, NC 28461
Ph: (910) 457-6964
Fax: (910) 457-0598
www.southport-oakisland.com

Spring Lake

P.O. Box 333
Spring Lake, NC 28390
Ph: (910) 497-8821
Fax: (910) 436-0241

Surf City

13775 Treasure Coast Landing, Ste. 101
P.O. Box 2486
Surf City, NC 28445
Ph: (910) 329-4446
www.topsailcoc.com

Tabor City

733 West Main Street
P.O. Box 446
Tabor City, NC 28463
Ph: (910) 653-2031

Whiteville

601 S. Madison Street
Whiteville, NC 28472
Ph: (910) 642-3171
Fax: (910) 642-6047
www.whitevillechamber.org

Wrightsville Beach

321 Causeway Dr.
P.O. Box 626
Wrightsville, NC 28480
Ph: (910) 256-7900
www.townofwrightsvillebeach.com

Commerce Finance Center

North Carolina Department of Commerce

4318 Mail Service Center

Raleigh, NC 27699

Phone: (919) 733-5297

Fax: (919) 715-5297

www.nccommerce.com/finance

Organization/Program Description: The Commerce Finance Center provides a “one-step” financial center to which relocating companies and existing employers come for the articulation of the financing alternatives available in North Carolina. It is CFC’s responsibility to encourage and precipitate decisions to save and create new jobs, and to entice better paying jobs for North Carolina citizens by prospective employers.

Service Area: Statewide

Target Clientele: Business and industry

Services:

Financial Assistance:

- Incentives to qualifying businesses.
- Tax credits are available through the Article 3J and Article 3F. Tax credits may be taken against state income, franchise, or gross premiums tax burdens for job creation, investment, and research and development. Available in all 100 counties and based upon a county’s level of economic distress.
- Industrial Revenue Bonds (IRBs) or Industrial Development Bonds are for companies engaged in some type of manufacturing for the acquisition of real estate, facility construction, and/or equipment purchase. Regulations governing bond issuance are a combination of federal regulations and North Carolina statutes. The amount each state may issue annually is designated by population.
- NC Small Cities Community Development Block Grant Program is given to local governments to be used for projects involving a specific business that will create new jobs. Assisted project activities must benefit persons (60% or more) who are previously (most recent 12 months) in a low or moderate family income status.
- Industrial Development Fund (IDF) assists municipal or county governments with financing for industries eligible through the Article 3J Tax Credit Act in the 65 most distressed counties. The amount funded depends on the number of new, full-time jobs created and may be used by local units of government for infrastructure improvement (in the form of grants), or for building renovation and equipment (in the form of loans). The fund may not be used for acquiring land or buildings or for constructing new facilities.

***Member of N.C. Business Resource Alliance**

Community Development Corporations North Carolina Rural Center



4021 Carya Drive
Raleigh, NC 27610
Phone: (919) 250-4314
Fax (919) 250-4325
www.ncruralcenter.org

Organization Description: North Carolina's Community Development Corporations have grown out of the national 30-year old self-help movement aimed at neighborhood revitalization. Generally, CDC's are nonprofit organizations offering resources and assistance in the areas of housing, housing counseling, small business development, child care, and skills training. The financing sources for CDC's vary with each corporation, but most receive funds from private foundations and state and federal governments.

Service Area: All Regions of NC

Target Clientele: Low-income communities and small business owners/entrepreneurs to increase ownership and support people and organizations that transform local economies through revitalization of blighted neighborhoods into places of economic stability and social prosperity.

Community Development Corporations in North Carolina

Advantage West Region

Appalachian Housing Initiative

1710 Parkwood Drive
Wilkesboro, NC 28697
(336)667-1590

Blue Ridge Community Action

800 N. Green Street
Morganton, NC 28655
(828) 438-6255
www.brainc.org

Community Empowerment Project CDC

PO Box 1623
Forest City, NC 28403
(828) 297-4142

Advantage West Region, cont:

Eagle Market Streets Development Project

P.O. Box 3015
Asheville, NC 28802
(828) 281-1277

Mountain Housing Opportunities

P.O. Box 2278
Asheville, NC 28802
(828) 254-4030
www.mtnhousing.org

Olive Hill CDC

P.O. Box 4008
Morganton, NC 28655
(828) 439-8893

Advantage West Region, cont:

One Dozen Who Care, Inc.

P.O. Box 1766
Andrews, NC 28901
(828) 321-2273

www.odwc.org

- Free Business Consultation
- SBC Training Center
- Entrepreneurial Incubator

Freedman CDC

P.O. Box 2258
Lenoir, NC 28645

Charlotte Region

Cabarrus County CDC

P.O. Box 1095
Concord, NC 28026
(704) 933-7405

www.cccdc.org

Cleveland County CDC

P.O. Box 2808
Shelby, NC 28151
(704) 480-7701

Community Housing Development Corp. of Mooresville/South Iredell

201 N. Church Street
Mooresville, NC 28115
(704) 799-7641

FACED

P.O. Box 2931
Hickory, NC 28603

Grier Heights Economic Foundation

P.O. Box 220594
Charlotte, NC 28222

Monroe/Union County CDC

P.O. Box 887
Monroe, NC 28111
(704) 283-8804

Charlotte Region, cont:

NW Corridor CDC

Johnson C. Smith University
Box 28
Charlotte, NC 28216
(704) 378-1269

Reid Park Associates

2415 Lester Street
Charlotte, NC 28208

Piedmont Triad Region

Carolina Housing Partnership

P.O. Box 1391
High Point, NC 27261

East Winston CDC

1225 E. 5th Street
Winston-Salem, NC 27101

Gate City CDC

414 Martin Luther King Drive
Greensboro, NC 27406

Goler CDC

600 North Chestnut Street
Winston-Salem, NC 27106
(336) 761-0595

Project Homestead

P.O. Box 507
Greensboro, NC 27402

Rural Initiative Project, Inc.

301 N. Main Street, Ste. 2216
Winston-Salem, NC 27101
(336) 722-5275

Triad Economic Development

P.O. Box 302
Jamestown, NC 27282

West End Revitalization

P.O. Box 655
Mebane, NC 27302
(919) 563-8857

Research Triangle Region

Brick Capital CDC

P.O. Box 568
403 W. Makepeace Street
Sanford, NC 27330
(919) 775-2300
www.brickcapitalcdc.org

DHIC, Inc.

113 S. Wilmington Street
Raleigh, NC 27601
(919) 832-4345
www.dhic.org

Durham Community Land Trustees

1208 West Chapel Hill Street
Durham, NC 27701
(919) 490-0063
www.dclt.org

EmPOWERment, Inc.

109 N. Graham Street, Suite 200
Carrboro, NC 27516
(919) 967-0710
www.empowerment-inc.org

Gateway CDC

P.O. Box 755
Henderson, NC 27536
(252) 492-6298

Hayti Development Corp.

201 N. Roxboro Street
Durham, NC 27701

N.C. Senior Citizens Federation

P.O. Drawer 1455
Henderson, NC 27536
(252) 492-6031

New Life CDC, Inc.

P.O. Box 130
103 East Water Street
Roper, NC 27970
(252) 791-0095

Operation Spring Plant

P.O. Box 1759
Oxford, NC 27565
(252) 492-7301

Research Triangle Region, cont:

Passage Home CDC

P.O. Box 17588
Raleigh, NC 27619

Restoration CDC, Inc.

605 E. Young Street
Rolesville, NC
Financial Literacy for youth and adults

UDI CDC

P.O. Box 1349
Durham, NC 27702
(919) 544-4597
www.udicdc.org

Northeast Region

CADA

P.O. Box 530
Rich Square, NC 27869
(252) 539-4155
www.nc-cada.org

CDC of Beaufort-Hyde

P.O. Box 115
Belhaven, NC 27810
(252) 943-3058

Haliwa-Saponi Tribe, Inc.

P.O. Box 99
Hollister, NC 27844

Metropolitan Housing & CDC

P.O. Box 1706
Washington, NC 27889
(252) 940-0174
www.metropolitancommunity.org

- Start-up Loan Seed Pool
- Business Training & Consulting
- Credit Restoration

Northeastern CDC

150 Hwy. 158 East
Camden, NC 27921
(252) 338-5466

Pantego Area Community Development

P.O. Box 220
Pantego, NC 27860
(252) 943-3933

Northeast Region, cont:

River City CDC

501 E. Main Street
Elizabeth City, NC 27909
(252) 331-2925

- Business Counseling
- Technical Assistance
- Financing & Micro-lending

Tyrrell County CDC

P.O. Box 581604
East Main Street
Columbia, NC 27925
(252) 796-1991

- Micro-lending
- Business Incubator
- Business Counseling

UHURU CDC, Inc.

P.O. Box 221
147 Main Street
Rich Square, NC 27869

Warren Family Institute

P.O. Box 150
Warrenton, NC 27589

Eastern Region

Bayboro Development Center

P.O. Box 73
Bayboro, NC 28515
(252) 745-9868

Coastal CDC

P.O. Box 674
New Bern, NC 28560

Dillard Building

P.O. Box 1188
Goldsboro, NC 27533

Greater Kinston CDC

901 Queen Street
Kinston, NC 28501

Northeast CDC

411 Western Blvd., Ste. 23
Jacksonville, NC 28546
(910) 989-0801

Eastern Region, cont:

Quality of Life Association Hertford County

922-B W. Main Street
Murfreesboro, NC 27855
(252) 398-3596

Southside Alliance

693 N. 7th Street
Aurora, NC 27806
(252) 322-3902

Rocky Mount/Edgecombe CDC

P.O. Box 1477
Rocky Mount, NC 27801

Wilson Community Improvement Assoc.

514 E. Green Street
Wilson, NC 27893
(252) 243-4855
www.ruralise.org

West Greenville CDC

P.O. Drawer 1065
Greenville, NC 27835

Southeast Region

Blue Springs CDC

P.O. Box 157
Raeford, NC 28376
(910) 904-0312
www.bluespringscdc.com

Columbus County DREAM

P.O. Box 1757
Whiteville, NC 28472
(910) 642-0633

Countywide CDC

1183 Old Mill Road
Navassa, NC 28451
(910) 383-1724

Cumberland Regional CDC

P.O. Box 1567
Fayetteville, NC 28301
(910) 483-6939

Southeast Region, cont:

Hispanic CDC

1501 Dock Street

Wilmington, NC 28401

Sampson County CDC

9936 Hobbton Hwy

Clinton, NC 28328

(910) 594-0692

Wilmington/New Hanover CDC

511 Cornelius Harnett Drive

Wilmington, NC 28401

Community Success Initiative (CSI)

P.O. Box 61114
Raleigh, NC 27661
Phone: (919) 682-8473 ext.14
Fax: (919) 687-7033
commsuccess@bellsouth.net

Organization Description: CSI strives to make the world a better place through programs that help individuals and communities be aware of personal growth and “success” principals, inspire others to reach their potential, and help to build vibrant and healthy communities. CSI’s areas of focus include: personal growth and development training, leadership skills training, youth development and enrichment, incarcerated, ex-offenders and others in transition: life skills, personal growth trainings, family support, and related advocacy.

Service Area: Research Triangle, Eastern and Southeast regions

Target Clientele: Ex-offenders, incarcerated and youth

Services:

Education and Training:

- Community Success Initiative’s (Community Success). Inspiring people to discover their potential, set worthy goals for their lives, and take action in a positive way. A program consisting of 15 Principles That Get You From Where You Are to Where You Want to Be is utilized as a core part of these trainings and serves as a common thread to all of our work. Trainings are conducted one-on-one or in groups.
- “Resource Center Without Walls.” Provide individual mentorship and small group training in general life skills, entrepreneurship, leadership, financial literacy, and areas related to transitioning back into family and community life for men and women in prison, former prisoners, people in transition, and their families through a network of community partners. We also convene gatherings that provide the opportunity for people with life experience with the criminal justice and prison systems to network with each other, exchange knowledge and resources, solve problems, and organize advocacy efforts around related issues.
- Y.E.S. Academy (Youth Empowerment School). Seek to empower and educate young people in the areas of: (1) personal growth and development (2) leadership skills (3) creativity (4) entrepreneurial skills/financial literacy (5) civic education (6) youth and the criminal justice system (this includes youth who may be currently involved or ‘on the bubble’ of being involved in the criminal justice system) (7) charity, community building, and volunteerism. Using an innovative approach, we offer success lectures for grade school, high school, technical college, college, and post graduate students.
- A variety of community partnerships. Offer business skills training for small businesses, home-based businesses, and non-profit entrepreneurs.
- “How To Get From Where You Are to Where You Want to Be.” A generic course in network marketing; designed to teach fundamental concepts surrounding a very powerful distribution model, and one that is helping to shape how many products and services are currently being distributed.
- Ongoing individual and community training. Provides personal growth and leadership development through various forms of empowerment, leadership training and outreach.

- Success Institute- “Think Tank.” Designed to study and implement success concepts; to include success lectures and various forms of empowerment and leadership training.

Technical Assistance:

- One-on-one coaching and group training. Designed to inspire individuals to peak performance by helping them to tap the “acres of diamonds” that lies within them. These sessions will help one to become a success in any chosen field of endeavor, regardless of the adversities that one has gone through, or regardless of socio-economic status.
- Success coaching and consulting. Designed to make the workplace a more positive and profitable arena; designed to help find the hidden “profit centers” that are waiting to be tapped and discovered at the job site; concentrates on using the power of “attitude” of the employees/staff (or sales force), goal setting, as well as simple marketing strategies to help take any company, large or small, to a new level.

Business-to-Business Networking:

- Community Success. Convenes participatory community training and gatherings and roundtables that provide the opportunity for people to network with each other, exchange knowledge and resources and solve problems.
- Success Circle-Sessions. Include various speakers, as well as networking to help build community relationships, and to study personal development books, tapes and articles.

Entrepreneurial Leadership and Policy:

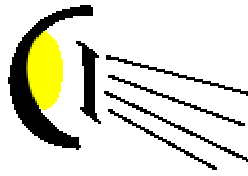
- We promote social and economic justice by advocating for policies and laws that benefit everyday people. Through relationships with local governments, non-profit organizations and community groups, we help shape and influence social and economic policies.

Informational Resources:

Reports/Publications:

- Success Productions/Resource Library. Designed as a way to take success concepts to the masses. “Success Radio” and “Success Notes” is envisioned as a way to bring together interviews, recorded messages, books and articles of recognized success teachers and leaders, as well as everyday folk to “let us in” on how others have succeeded and what obstacles were overcome. Audio, video, CD, books and other programs are recommended—in accordance with the overall mission.

Convey Ink, Inc.



P.O. Box 601
Willow Spring, NC 27592
Phone: (919) 264-9868
www.conveyink.com

Organization/Program Description: Convey Ink offers three vital services for new entrepreneurs: Branding/Marketing, Personal Development and Mentoring/Coaching.

Service Area: Located in Wake County, we serve the central portions of North Carolina.

Target Clientele: Our clientele includes small to mid-sized businesses that bring unique products or services to the marketplace.

Services:

Education and Training:

- Business literacy courses. Provide training session including Business Plans for the Entrepreneur, PR: Dealing with the Press, How to Write a Stirring Press Release, Sharpening Your Business Writing Skills, Basic Marketing for the Entrepreneur, Basic Customer Service, and Data Security and Encryption.

Technical Assistance:

- Personal development. Offerings include The Purpose-Powered Professional™ and the Purpose-Powered Person™ (3P) workshops.
- One-on-one mentoring. Work with incubator businesses in a one-on-one mentoring role through the NC State University Technology Incubator. Our coach on staff offers executive coaching and coaching for the consultant/entrepreneur.

Business-to-Business Networking:

- Work with the Triangle Solutions Alliance.
- Members of the Apex Chamber of Commerce.

Informational Resources:

Meetings/Conferences:

- Will sponsor the Leonardo Awards in 2007 to honor unique businesses, along with a series of classes and lectures on various aspects of entrepreneurship and business.

Reports/Publications: *The Seven Yes' of Authenticity Marketing*

Council for Entrepreneurial Development (CED)

Research Triangle Office:

P.O. Box 13353

RTP, NC 27709

Phone: (919) 549-7500

Fax: (919) 549-7405

Wilmington Office

404 N. Third Street

Wilmington, NC 28406

Phone: (910) 232-2471

www.cednc.org

Organization/Program Description: The Council for Entrepreneurial Development (CED) was founded in 1984 to identify, enable and promote high-growth, high-impact companies and accelerate the entrepreneurial culture of the Research Triangle area and North Carolina. CED provides education, mentoring and capital formation resources to new and existing high-growth entrepreneurs through annual conferences, seminars, workshops and programs on entrepreneurial management and finance. CED has helped entrepreneurs in a myriad of industries and at all stages of development – from high-tech, production-based organizations to service companies, from one-person start-ups to 1000-person businesses. With more than 4,000 active members representing over 1,100 companies, CED is the largest entrepreneurial support organization of its kind in the United States. CED is headquartered in the Research Triangle with a divisional office in Wilmington, NC.

Service Area: Research Triangle and Southeast regions

Target Clientele: Idea, start-up, and growth entrepreneurs

Services:

Education and Training: CED offers a suite of hands-on mentoring and training programs that assist entrepreneurs at different stages of their company, from the idea stage through early stages of funding. These programs provide entrepreneurs with tools to evaluate their ideas, refine their business concepts, develop business plans and raise capital. The variety of program offerings includes:

- **FastTrac Tech.** A comprehensive entrepreneurial training program that develops critical skills and networks for innovators whose ideas and market opportunities will demand significant external financing from investors, strategic partners and/or other external sources.

Technical Assistance:

- **Innovators Workshops.** Designed to help prospective entrepreneurs and innovators evaluate the business feasibility of their ideas through an understanding of the financial, management and marketing dynamics involved in creating a new venture.
- **Streak.** A program that enables entrepreneurs to be mentored by and showcased to investors from the angel and venture capital communities through a mentoring team consisting of an angel, a venture capitalist, an attorney, an accountant and a venture-backed entrepreneur.

- **Entrepreneurs Only Workshops.** Offers bi-weekly lunchtime meetings that provide current practical and applicable “know-how” about the start-up process. Workshops focus on particular sessions devoted to financing, marketing, human capital and general business model needs.

Business-to-Business Networking:

- **Peer-Based Roundtables.** Offers a roundtable program for CFOs, which provides peer interaction, focused networking opportunities and participant-generated discussion topics.
- **Watering Holes.** A strictly networking evening for entrepreneurs and investors. Held several times each year, recent Watering Holes have resulted in numerous deals and established high-performance business connections.

Informational Resources:

Meetings/Conferences:

- **Industry Forums.** Offers industry-based forums that explore the changing innovation marketplace and strengthen networks between entrepreneurs and their various business partners. CED’s Biotech Forum is held regularly in the Research Triangle. CED also partners with the N.C. Medical Device Organization to host MedTech Forums. Both of these industry forums provide face-to-face, interactive venues for entrepreneurs to address common concerns, share solutions and network with peers.
- **Opportunity Conference.** Offers programming for entrepreneurs of all stages and industries, including how-to panel discussions, case studies, and one-on-one consulting.
- **Venture Conference.** Has been nationally recognized as the Southeast’s most well-established venture financing conference since 1984.
- **Biotech Conference.** Presented by CED, with support from the N.C. Biotechnology Center and sciences industry in North Carolina.
- **Tech Conference.** Attracts entrepreneurs, innovators, executives, investors to explore the latest trends and preview the Southeast and Mid-Atlantic regions’ hottest new technologies.

Directories:

- Online CED Membership Directory.

Reports/Publications:

- CED’s Web site (www.cednc.org) offers access to many entrepreneurial resources, as well as the most up-to-date information on CED activities. An interactive calendar offers the latest information on all CED programs, roundtables and activities, and links to registration forms.
- Weekly updates on website through “Venture News” and “Other Regional News” sections that highlight important developments and milestones in the Triangle entrepreneurial community and beyond.

- Online resources section on CED's website with archived CED guest columns, publications, podcasts and reports from other popular Web sites.
- *Annual Venture Capital Report*, a survey charting equity investment in area companies.

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Dogwood Equity

316 West Edenton Street, Suite 110
Raleigh, NC 27603
Phone: (919) 256-5000
Fax: (919) 256-5015
E-mail: info@dogwoodequity.com
www.dogwoodequity.com

Organization Description: Founded in 2001, with offices located in Raleigh and Charlotte, Dogwood Equity serves as the general partner and manager of the North Carolina Economic Opportunities Fund. Through the Fund, Dogwood Equity seeks investment opportunities in high-growth companies. Core goals of Dogwood Equity include generating jobs and wealth in rural North Carolina while preserving capital and achieving a competitive, risk-adjusted return on investment. The principals in Dogwood Equity bring combined experience of over 50 years in banking, investment, venture capital, and related fields. The investment focus is high-growth companies located outside the state's major urban areas.

Service Area: Rural North Carolina

Target Clientele: High-growth companies

Services:

Financial Assistance:

- **Equity Capital.** Available for acquisitions, growth, expansion and/or capitalization. The North Carolina Economic Opportunities Fund is a licensed Small Business Investment Company (SBIC). The total available capital under management is approximately \$74 million, including leverage, with the ability to increase that to over \$110 million with additional leverage from the SBIC program of the U.S. Small Business Administration. Preference for the Fund is to make initial investments from \$1 million to \$3 million, with total investment not exceeding \$7 million. The Fund can invest in both equity securities and subordinated debt securities with equity features.

Reports/Publications:

- *General Business.* Provides links that contain information on numerous aspects of starting, growing and managing businesses.
- *North Carolina Specific.* Provides links that include information and access to technical assistance that are applicable to companies based in North Carolina.

***Member of N.C. Business Resource Alliance**

East Carolina University Regional Development Services

Willis Building, 300 East First Street
Greenville, NC 27858-4353
Phone: (252) 737-1340
Fax: (252) 737-1381

Organization Description: ECU's Regional Development Services (RDS) is one of the university's gateways through which it's considerable outreach and applied research resources are made available. Serving business, industry, local/state/federal government, individuals, and non-profit organizations, RDS links the expertise of its own staff with those of the university's faculty and students to address problems in eastern North Carolina.

Service Area: Eastern Region

Target Clientele: Business, industry, government & communities

Services:

Education and Training:

- Small Business Training Programs. Focus on pre-retirement, procurement, and technology-related topics such as patents, trademarks and copyrights.
- Innov8r Series. Provides educational opportunities on product launch. The series is a monthly class discussing information on market analysis, intellectual property, building and testing prototypes, financial analysis, and the launch - licensing, selling, or building a new company. The series also provides networking opportunities with professionals who are experienced in each area.
- On-going business classes. Including Introduction to business, Marketing, and Cash flow classes.

Technical Assistance:

- Small Business and Technology Development Center (SBTDC). Provides free, confidential counseling and technical assistance to small businesses and entrepreneurs throughout eastern North Carolina. One of twelve centers in the state, it offers assistance in areas such as preparing a business plan, finding capital sources, and developing marketing strategies. Specialized services also are offered in government procurement, international business development, and new product development. Services are free.
- Regional Development Institute (RDI). Provides assistance to government agencies and nonprofit organizations, including: community planning and development projects; identification of financial resources and application development; research data and statistics; and site design for downtown revitalization, industrial parks, waterfront development, parking, recreational facilities, etc. Modest fees are charged to recover costs.
- Center for Survey Research (CSR). Provides assistance to government agencies, private businesses, and nonprofits in all phases of survey research, from initial

investigation and assessment of needs through analysis of data and presentation of a finished product. The Center has the facilities and expertise to conduct many types of surveys and interviews. Individual costs vary depending on the unique needs and specifications of each project.

- ECU's Entrepreneurial Initiative's (EI). Developed with the mission to foster entrepreneurship within the university community and eastern North Carolina. The EI has three primary objectives: To create regional partnerships with public and private organizations to help the university develop companies and take products to market, to create partnerships with public and private organizations to stimulate innovation throughout the business community in eastern North Carolina, and to foster practical experience for ECU students in an entrepreneurial environment.
- ECU Outreach Network (ECU-ON). A division of East Carolina University's Community Engagement, is a team of ECU faculty, staff, and students who work with community organizations to find resources for programs that promote sustainable growth and development in eastern North Carolina, while providing a meaningful educational experience for ECU students. ECU-ON was organized as a pilot project in January 2000 to help communities that needed funding after the flood of September 1999. Since then, the focus has expanded to include economic and community development projects for other communities in the region.
- Capstone Studio. Matches talented students with eligible community organizations, the Capstone Studio allows students a unique and exciting bridge between the classroom and real life work while helping local communities find innovative ways of utilizing landmark buildings that have fallen into disrepair. The Capstone Studio was created in 1999 after a major flood in areas surrounding East Carolina University. The studio has helped local civic organizations in Bath, Washington, Plymouth, Tarboro, and Greenville restores interiors and exteriors of buildings.
- The Regional Development Institute. Furnishes, on request, demographic and economic data, as well as copies of its reports when available.
- Performs market research for clients.

Informational Resources:

Directories:

- *Capital Opportunities for Small Business*. Lists of all sources of funding for small businesses in North Carolina. Call SBTDC headquarters at 1-800-258-0862.

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East Carolina University Small Business Institute ECU College of Business

Small Business Institute
329 Slay Building
East Carolina University
Greenville, NC 27858-4353
Phone: (252) 737-1057

Organization Description: The East Carolina University Small Business Institute Program is an outreach program sponsored by the College 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.

Service Area: Eastern North Carolina

Target Clientele: The Small Business Institute is aimed at serving established small businesses in all industry sectors.

Services:

Education and Training:

- Selected business cases. 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 be best 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.

***Member of N.C. Business Resource Alliance**

Edward Lowe Foundation

58220 Decatur Road, P.O. Box 8
Cassopolis, MI 49031-0008
Phone: (800) 232-5693
www.edwardlowe.org

Organization Description: Established in 1985, the Edward Lowe Foundation champions the entrepreneurial spirit by focusing on second-stage entrepreneurs (companies that have moved beyond the startup phase) and the vital role they play in a robust U.S. economy. The foundation also embraces the concept of “economic gardening,” an economic-development strategy in which communities drive the creation and growth of local businesses by providing a supportive environment.

Service Area: National

Services:

Technical Assistance:

- Entrepreneurs’ Resource Center (www.edwardlowe.org/?page=ssec). Offers hundreds of articles on diverse topics such as building and inspiring an organization, human resources, legal issues, finances, operations and technology.
- www.edwardlowe.org. Offers a wealth of information.

The e-NC Authority



4021 Carya Drive
Raleigh, NC 27610
Phone: (919) 250-4314
Fax: (919) 250-4325
www.e-nc.org

Organization/Program Description: The e-NC Authority is a state authority housed and staffed by the N.C. Rural Economic Development Center. Established in 2000, the e-NC Authority has steadfastly worked to engage North Carolina citizens in technology-led economic and community development. Formerly known as the Rural Internet Access Authority, with a focus on increasing connectivity in the state's 85 rural counties, the organization has added distressed urban areas to its target.

A unique collaboration between public and private sectors, the e-NC Authority brings together nonprofits; national, state and local governments; telecommunications companies; small Internet service providers; software and equipment companies; foundations; universities and think-tanks in an effort to improve North Carolina's connectivity.

Service Area: 85 rural counties of North Carolina

Target Clientele: Communities, businesses and entrepreneurs

Services:

Technical Assistance: The e-NC Authority has many resources about North Carolina technology and connectivity, available through staff members and the organization's Web site. These resources include:

- GIS-mapped database of telecommunications infrastructure.
- Database of public internet access sites.
- Database of digital literacy training programs.
- Links to data, reports and publications generated by the e-NC Authority.
- Information about upcoming training seminars and conferences.
- Information about grant opportunities for community partners.
- Links to the seven Business & Technology Telecenters, located in rural counties across the State.

***Member of N.C. Business Resource Alliance**

Foothills Connect Business & Technology Center



146 N. Main St.
P.O. Box 631
Rutherfordton, NC 28139
Phone: (828) 288-1650
Fax: (828) 288-1651
www.foothillsconnect.com

Organization Description: Foothills Connect Business and Technology Center is a partnership that promotes job formation and entrepreneurship through the use of technology, primarily the broadband internet connectivity to global community. Free Public Access and wireless Internet connectivity is offered on-site.

Service Area: Primarily serving all of Rutherford County and some regional aspects in the planning of Regional Broadband Access.

Target Clientele: Business start-ups and existing small businesses

Services:

Education and Training:

- NC REAL Classes.
- Mini computer classes.
- Technology Education.

Technical Assistance and Information:

- Business solutions to meet business needs for startup and existing small businesses.
- Technology Evaluation and Planning.
- Referrals to local and regional technical service providers.
- Meet weekly with community groups to educate them on the future necessity of high speed broadband.
- Rutherford County Co-Op program trains and place high school students in high tech jobs.

Access to Capital:

- SBA Express Loan Intake Seminar.
- SBA Small Business Loan Seminar.
- Providing access to private bank expertise through banking members of the Board of Directors.

Business-to-Business Networking:

- Forum where broadband providers can share infrastructure, personnel and technology.

Informational Resources:**Meetings/Conferences:**

- Small Business Expo
- Technology Show
- Symposium on Technology
- Artisan Business Educational Seminar March 2007
- Countywide Small Farmer/Chef Symposium May 2007

Directories:

- Maintain website/directory, www.rutherfordinfo.com, a listing of over 500 county businesses.

Reports/Publications:

- *Rutherford County GIS mapping/growth management plan*
- *County wide Strategic Technology Plan*

***Member of N.C. Business Resource Alliance**

Frank Hawkins Kenan Institute of Private Enterprise University of North Carolina at Chapel Hill



Campus Box 3440, The Kenan Center
Chapel Hill, NC 27599-3440 USA
Phone: (919) 962-8201
Fax: (919) 962-8202
E-mail: kenan_institute@unc.edu
www.kenaninstitute.unc.edu

Organization Description: The Kenan Institute of Private Enterprise offers educational programs, research, public policy analysis and recommendations, and competitiveness strategies for companies and communities in the areas of economic development, entrepreneurship and global strategy. The Institute is the nonprofit outreach arm of the Kenan-Flagler Business School at the University of North Carolina at Chapel Hill.

The Institute's centers and affiliates provide expertise and networks in key areas of economic competitiveness:

- Carolina Center for Competitive Economies
- Carolina Entrepreneurial Initiative
- Center for Air Commerce
- Center for Entrepreneurial Studies
- Center for International Business Education and Research
- Center for Logistics and Digital Strategy
- Center for Real Estate Development
- Center for Sustainable Enterprise
- Gazelle Institute
- Kenan Institute Asia
- Urban Investment Strategies Center

Service Area: The Kenan Institute supports companies and communities worldwide, but focuses particularly on North Carolina, helping UNC-Chapel Hill fulfill its service mission to the state.

Target Clientele: The Kenan Institute works extensively with:

- Governmental and community agencies seeking innovative, sustainable approaches to economic prosperity
- Foundations interested in creating new models, public policies, educational programs and research in critical areas of economic and community competitiveness
- Private companies who seek new tools and strategies for competing effectively in the global economy

Services:

Education and Training:

- Educational programs and training. Designs and delivers custom educational programs and training in the full spectrum of economic competitiveness.

Technical Assistance:

- The Institute helps business and community leaders identify their economic assets and competitive advantages and devise strategies to leverage them to create jobs, opportunity and sustainable economies and companies.
- The Kenan Institute develops and tests innovative new approaches to the challenges facing companies and communities in the global economy.

Entrepreneurial Leadership and Policy:

- Institute scholars conduct research into key areas of economic and business competitiveness and policy.

Information Resources:

Reports/Publications:

- *The Economic Impact of the Hispanic Population on the State of North Carolina.* January 2006.
- *Assessment of the William S. Lee Tax Act.* July 2003.
- *Improving North Carolina's Economic Development Delivery System.* March 2003.
- *The Feasibility of Mini-Hub Development in the Research Triangle Region.* February 2003.
- *Identifying Technology Infrastructure Needs in America's Distressed Communities.* July 2002.
- *The Economic Impact of Proposed Reductions in Medicaid Spending in North Carolina.* April 2002.
- *The Economic Impact of the UNC System on the State of North Carolina,* July 2001.
- *Best Practices in Science and Technology-Based Economic Development Policy: US and Global.* September 1999.

***Member of N.C. Business Resource Alliance**



115 Market Street, Suite 470
Durham, NC 27701
Phone: (919) 682-8473
www.goodwork.org

Organization Description: Good Work helps people strengthen themselves, their families and communities by training and coaching motivated individuals who want to start, strengthen, or expand a business, enterprise, or organization. Good Work equips people with the knowledge skills, and networks to be more entrepreneurial, creative, relational, and adaptable in achieving their economic goals. Good Work provides in-depth training, coaching, consulting and referrals.

Service Area: The Triangle, Central and Eastern North Carolina.

Target Clientele: Low to moderate income people, people of color, women, immigrants, refugees, and aspiring entrepreneurs, and start-up businesses, businesses in transition, social entrepreneurs, and creative class. Good Work does not turn anyone away.

Services:

Education and Training:

- Entrepreneurship trainings. Offered in various formats including the following content: household budgeting, personal credit, networking, market research, marketing, business structures, pricing, direct and indirect costs, start-up budgeting, record keeping, financial statements, cash flow projections, customer service, and business financing.
- Trainings and consulting. Available for peers and other non-governmental organizations including the following content: entrepreneurship training, program development, strategic planning, grassroots outreach, financial management, evaluation, and board development.
- Trainings. Including content related to asset building, economic empowerment, leadership development, community building, stewardship, meaningful work, local economies, economic fairness, and sustainable communities. Available in English and Spanish.

Technical Assistance:

- Consulting and coaching. Available for individuals and small teams by telephone and in person, in English and Spanish.

Business-to-Business Networking:

- Good Work helps bring local entrepreneurs, civic leaders, service providers and community advocates together to organize inclusive and accessible networks that promote economic empowerment, enterprise development, and community building. These learning and support groups encourage people to share their time, talent, and concerns with each other, and together, achieve greater self-reliance and build empowering relationships.

Informational Resources:**Reports/Publications:**

- *E-newsletter*. Published almost monthly, this e-newsletter highlights program updates and news at Good Work and partner organizations and provides educational articles and resources.

***Member of N.C. Business Resource Alliance**

HandMade In America

P.O. Box 2089
Asheville, NC 28802
Phone: (828) 252-0121
Fax: (828) 252-0388

www.handmadeinamerica.org

Organization Description: To celebrate the hand and the handmade, to nurture the creation of traditional and contemporary craft, to revere and protect our resources and to preserve and enrich the spiritual, cultural, and community life of our region. Strategies focus on creating sustainable, economic development by providing business training and support for craftspeople, nurturing our region's craft culture through public relations and education and maintaining our rural quality of life.

Service Area: Western NC

Target Clientele: Craftspeople and communities

Services:

Education and Training:

- HandMade in America Foundation, Inc. Works to establish an academic base to promote crafts throughout all levels of education as object, subject and process; and to develop community strategies that will collectively enhance Western North Carolina's role nationally and internationally within the handmade field.

Entrepreneurial Leadership & Policy:

- HandMade in America Community Development Corporation. Develops and implements place-based community and economic development strategies that will enhance Western North Carolina's role nationally and internationally within the handmade field as well as other sustainable entrepreneurial activities, including agricultural and cultural and heritage tourism.

Informational Resources:

Reports/Publications:

- *HandMade in America's Sourcebook of Handcrafted Architectural Elements*
- *The Craft Heritage Trails of Western North Carolina*
- *Farms, Gardens, and Countryside Trails of Western North Carolina*
- *Economic Impact of Craft in Western North Carolina*
- *Small Voices, Big Songs: A Story of American Renewal*
- *Explorations in Community, 1994-1999*, This five-year report gives an overview of our community building efforts in Western North Carolina.

***Member of N.C. Business Resource Alliance**

High Country Business Network

P.O. Box 32131
Boone, NC 28607
Phone: (828) 262-6662
www.ardi.appstate.edu

Organization Description: The High Country Business Network (HCBN) is a regional support system for small business and entrepreneur development in the High Country. HCBN is committed to promoting a culture of entrepreneurship by providing networking and educational opportunities to the region's business community. As a regional organization encompassing eight counties (Wilkes, Alleghany, Ashe, Watauga, Avery, Mitchell, Yancey and Caldwell), HCBN creates the critical mass necessary for the High Country business communities to participate in networking activities and business development seminars to encourage entrepreneurs and new business formation. Its intent is to bring business creators together with public and private service providers; professionals, such as lawyers, accountants, insurance brokers; and already successful business people to share ideas, expertise and encouragement.

Service Area: Wilkes, Alleghany, Ashe, Watauga, Avery, Mitchell, Yancey and Caldwell counties

Target Clientele: Everyone connected to business, including those currently in business or wishing to start their own business; professionals such as lawyers, accountants and insurance agents; public and private service providers; county and town officials; economic developers; and community and non-profit leaders. Aspiring entrepreneurs are especially encouraged to attend.

Services:

Business-to-Business Networking:

- Bi-monthly networking events. Hosted by the HCBN and free of charge to the public. Event location is rotated throughout the eight-county region. Each event begins with a networking session where individuals can meet new people in the business community. Refreshments and heavy hors d'oeuvres are available. During this time, participants can make beneficial business contacts and gain insight into how to facilitate the development of their ideas. Following the networking portion is a presentation by a local business leader on a topic dealing with business in the High Country.

IDA and Asset Building Collaborative of North Carolina Inc

P.O. Box 27386
Raleigh, NC 27611-7386
Phone: (919) 341-6418
www.ncidacollaborative.org

Organization/Program Description: The IDA & Asset Building Collaborative of North Carolina is a statewide nonprofit organization serving as the central coordinating agency for asset-based development in North Carolina.

The IDA & Asset Building Collaborative performs vital tasks that advocate and support the efforts of the local IDA program providers. These tasks include: resource leveraging; policy development; information sharing; increasing public awareness; and providing technical support, evaluation, and accountability. In addition, the IDA and Asset Building Collaborative conducts trainings for new and existing IDA programs; fosters partnerships and networks among program sites, state policy makers, and funders; and researches innovative asset-building strategies that will build wealth among North Carolina families. Since 1996, the IDA and Asset Building Collaborative has grown to support 38 IDA programs in 55 counties, making it one of the largest IDA initiatives in the nation. Over 1,000 North Carolinians have participated in an IDA program with estimates of over \$170 million dollars in assets purchased, primarily in the form of new homes.

Service Area: While located in Raleigh, the IDA and Asset Building Collaborative provides services in all geographic regions and areas of North Carolina.

Target Clientele: The IDA and Asset Building Collaborative primary constituency is working families in North Carolina whose incomes fall at or below 200% of the Federal poverty level, which in 2005 was \$32,180 for a family of three.

Services:

Education and Training:

- Classes on budgeting and financial management. Offered by organizations with IDA programs throughout the state and provide specific training related to asset acquisition (e.g., how to start a small business or purchase a home) based on their participants' goals.

Technical Assistance:

- IDA and Asset Building Collaborative. Helps coordinate seminars and workshops for IDA sites throughout the state. Although the IDA and Asset Building Collaborative does not typically provide one-on-one business counseling and mentoring, referrals to organizations within the IDA network are provided. Clients at various IDA sites also have the support of financial coaches.

Entrepreneurial Leadership and Policy:

- The IDA and Asset Building Collaborative have worked in conjunction with EITC Carolinas to create the North Carolina Asset Building Initiative which will assist low-and moderate-income individuals and families to build wealth through:
- Research on both public policies and best practices in the field that support asset building.
- The creation of a North Carolina Asset Building Task Force that will develop and then work to put into place new policy initiatives (including entrepreneurial-friendly policies).
- Demonstration projects that will test best practices in the field.

Informational Resources:**Meetings/Conferences:**

- The IDA and Asset building Collaborative works together with several partners to host North Carolina's statewide Financial Literacy and Asset Building Conference.

Directories:

- A list of the IDA sites located in North Carolina, and their contact information is available on the IDA and Asset Building Collaborative website:
www.ncidacollaborative.org

***Member of N.C. Business Resource Alliance**

Industrial Extension Service

North Carolina State University

909 Capability Drive, Suite 1600
Research IV
Raleigh, NC 27606
Phone: 919-515-2358 or 1-800-227-0264
E-mail: IES_Services@ncsu.edu
www.ies.ncsu.edu/aboutus.cfm?CP=13

Organization Description: The Industrial Extension Service of N.C. State University provides education and technical assistance to businesses and industries across the state. IES works one-on-one with small and medium sized manufacturers to help them stay competitive and in the process save jobs and increase profits. The IES staff helps those companies with improvements, the use of modern practices, and new technology.

Services:

Education and Training:

- High-quality education and training programs. Working with civil engineering and construction organizations, IES identifies, develops and delivers high-quality education and training programs by means of effective on-site and distance learning methods. IES has the ability to provide our construction education and training programs both in Spanish and English to benefit the increasing number of Spanish-speaking workers involved in engineering and construction.
- On-site and distance education. Offers a variety of courses designed to help you enhance the quality, durability, and economy of constructed facilities while preserving the safety of workers and the public. These courses are available both on-site and through distance education as well as being available in both English and Spanish.

Technical Assistance:

- Lean Enterprise Advancement Program (LEAP). Geared to improve the competitiveness of North Carolina manufacturing firms through understanding and implementing lean enterprise business systems. LEAP emphasizes implementation of lean enterprise principles and practices based on the Toyota Production System
- Technical Support. Responds to technical and managerial requests by integrating the experience of NC State University faculty and/or private experts to provide sound technical support in a wide variety of civil and construction engineering and management areas.
- Civil and construction engineering problem solving. Facilitates the utilization of N.C. State University's state of the art research facilities and the cooperation of experienced researchers and innovative students to provide practical answers to unique civil engineering and construction engineering problems.

Entrepreneurial Leadership and Policy:

- **Technology Transfer.** Maintains active involvement with leading sources of research, technology, policy and specifications affecting civil and construction engineering. IES facilitates the transfer of this technology and knowledge to our constituents.

Informational Resources:**Business Meetings/Conferences:**

- *North Carolina Quality Conference.* The NC Quality Conference engages speakers and participants in concurrent sessions, pre-conference workshops, tabletop exhibits, and networking events. Typically attracting hundreds of participants, this conference is aligned with local North Carolina quality associations and the state quality awards program, North Carolina Awards for Excellence.
- *Forum for Competitive Advantage 2003/2004.* The Forum for Competitive Advantage Series is a statewide benchmarking program. The series focuses on exploring, evolving and producing ideas that work for North Carolina Business and Industry.

Institute for Emerging Issues

North Carolina State University

NCSU Centennial CB 7406
Raleigh, NC 27695-7406
Phone: (919) 515-7741
Fax: (919) 515-7535
E-mail: institute@ncsu.edu
www.emergingissues.org

Organization Description: The Institute for Emerging Issues (IEI) is a public policy, think-and-do tank that turns ideas into action. We help new combinations of leaders adopt innovative public policies to prepare North Carolina for the future. IEI identifies emerging trends in North Carolina, sharpens public debate on their impact, proposes strategic responses, and stimulates action by the public and private sectors.

Service Area: Statewide

Target Clientele: Business, government, higher education

Services:

Entrepreneurial Leadership and Policy:

- Emerging Trends. Identify emerging trends to position North Carolina for success in today's competitive markets, the Institute convenes the best minds in business, government and higher education. These working groups forecast which trends will have the greatest impact on North Carolina and anticipate how those trends will shape public and private sector policy.
- Strategic responses. Propose strategic responses to transform ideas into action, the Institute synthesizes the best ideas generated by its working groups and public forums. We publish reports, policy briefs, and trends analyses that highlight guiding principles and propose innovative approaches to economic and social issues.
- Ideas into action. Engage the public and private sector to move ideas into action, the Institute creates ad hoc independent advisory groups of public and private leaders who candidly explore competing strategies. In addition, we organize informal events that provide access and build trust among stakeholders, while regularly communicating with opinion leaders to draw out their ideas and to share and test ours.

Informational Resources:

Meetings/Conferences:

- Emerging Issues Annual Forum

Publications:

- *Innovation Online e-newsletter*

***Member of N.C. Business Resource Alliance**

Institute for Rural Entrepreneurship North Carolina Rural Center



4021 Carya Drive
Raleigh, NC 27610
Phone: (919) 250-4314

www.ncruralcenter.org/entrepreneurship

Organization/Program Description: The purpose of the Institute for Rural Entrepreneurship is to stimulate and support the development of micro, small and medium-size enterprises in North Carolina's 85 rural counties. The four goals of the Institute for Rural Entrepreneurship were developed in collaboration with state business leaders and public officials. These are to:

1. Support rural communities as they incorporate entrepreneurship into their economic development programs.
2. Support overall improvement in the health and vitality of the small business community in rural areas.
3. Support the development of entrepreneurial companies – new and existing – that can grow and generate jobs and wealth in rural communities.
4. Support self-employment as an important source of jobs and income in rural North Carolina.

Service Area: Community leaders from all 85 rural counties in North Carolina are welcome to participate in the Institute's and other Rural Center programs; for map see http://www.ncruralcenter.org/databank/rural_county_map.asp

Target Clientele: The Institute supports diverse teams of organizations and leaders from rural communities as they incorporate entrepreneurship into their economic and community development programs.

Services:

Education and Training

- Entrepreneur and dislocated worker training. Partner with the N.C. Community College System and NC REAL Enterprises in the delivery of entrepreneurial training and assistance to dislocated workers through the New Opportunities for Workers (NOW) program
- Entrepreneurship Education. Active with the UNC, community colleges, private colleges and K-12 systems in the development of the North Carolina Consortium for Entrepreneurship Education

Technical Assistance:

- No wrong door. Assist groups of business service providers to develop seamless support and referral networks with no wrong door for any type, sector or stage of entrepreneur in their rural regions
- Market research. Conduct market research on the information needs of rural entrepreneurs and develop recommendations for web-based tools, mentoring programs, and the like

Financial Assistance:

- The Rural Center's business financing programs are the Microenterprise Loan Program, the Capital Access Program, and the Rural Ventures Fund. The Institute staff helps rural community leaders access information about these programs.

Business-to-Business Networking:

- The Institute is the initial convener of the North Carolina Business Resource Alliance, supporting North Carolina's economic future through entrepreneurship. The Alliance includes business service providers all over the state, has a free email listserv, meets quarterly in the Triangle, and includes regional chapters forming in the northwest, upper coastal plain, and elsewhere. A 2007 list of Alliance members is included at the end of this directory.
- The Institute supports and assists the development of informal networks by and for entrepreneurs in rural regions throughout North Carolina.

Entrepreneurial Leadership and Policy:

- *Energizing Entrepreneurship for Rural America*: Team training for rural community leaders to develop a game plan for supporting their local entrepreneurs; offered at least annually.
- Periodic educational workshops within rural regions, sometimes in conjunction with UNC School of Government.
- Active in developing and advocating for entrepreneur-friendly policy at the state and local levels, including for discussion at annual Entrepreneurship Summit
- The Institute partners with the N.C. Department of Commerce and others in offering competitive grant programs to rural communities when funding is available to support entrepreneurial demonstrations or incubation projects.

Informational Resources:**Meetings/Conferences:**

- Active partner with the Business Resource Alliance in the development of the annual North Carolina Entrepreneurship Summit.
- Participant in the annual Rural Partners Forum.

Directories:

- North Carolina Business Resources Directory, 2003 and 2007.

Reports/Publications: Available at <http://www.ncruralcenter.org/pubs>

- *Creating Entrepreneurial Communities: Lessons from Ten Rural Demonstrations in North Carolina*, April 2006.

- *Creating Entrepreneurial Communities: Facts about High-Growth Entrepreneurs in Rural North Carolina*, October 2006.
- *Creating Entrepreneurial Communities: Profiles of Four High-Growth Entrepreneurs in Rural North Carolina*, February 2007.

***Member of N.C. Business Resource Alliance**

International Trade Division

North Carolina Department of Commerce

301 N. Wilmington Street, 4320 Mail Service Center
Raleigh, NC 26799-4320
Phone: (919) 733-7193
www.exportnc.com

Organization Description: International Trade Division assists North Carolina companies in taking advantage of worldwide opportunities by providing value-added services through quality export assistance to ensure the success of our clients in the global marketplace. Through two domestic and six foreign office locations, the International Trade Division provides expert assistance to North Carolina Businesses seeking to take advantage of overseas market opportunities. Our experienced and multilingual staff of Business Development Managers offers quality export assistance. Multilingual Business development managers specializing in industry sectors can recommend how to build the best infrastructure for supporting international business growth and make help businesses get in touch with both the public and private resources.

Service Area: Statewide

Target Clientele: Business and industry

Services:

Education and Training:

- Export Ready Programs offer a two-day course that prepares companies to market their products and services in the international market place. These classes are taught at regional Small Business Centers across North Carolina.

Technical Assistance:

- Trade regulation assistance. Provide assistance with foreign government restrictions, difficult trade regulations, policies or standards.
- Agent/Distributor/Buyer searches. Match products and services with qualified leads to gain market share.
- Fast Track. Provide quick entry into foreign markets by sending NC firms to the department's foreign trade offices to accelerate access into these markets.
- Marketing and distribution research. Help identify distribution channels for products and the best way to approach the new market.
- International economic data. Provide information on the international market climate including economic, social and political data.
- Product-to-market research. Recommend potential markets for products and services.
- Pricing Evaluations. Set the appropriate pricing to make product profitable.
- Product standards. Examine the product standards required for entering into the foreign market and look at local and international competitors in the region.

- International trade shows and marketing events. Keep businesses informed of industry specific events that can help enter new foreign markets. The International Trade Division participates in key trade shows across the world that NC companies can attend.

Ewing Marion Kauffman Foundation

4801 Rockhill Road
Kansas City, MO 64110-2046
Phone: (816) 932-1000
www.kauffman.org

Organization Description: The Ewing Marion Kauffman Foundation is working to further understand the phenomenon of entrepreneurship, to advance entrepreneurship education and training efforts, to promote entrepreneurship-friendly policies, and to better facilitate the commercialization of new technologies by entrepreneurs and others, which have great promise for improving the economic welfare of our nation.

Service Area: Cultivating entrepreneurship throughout campus across the U.S. is at the heart of the Kauffman Foundation's efforts to encourage this country's entrepreneurial economy.

Target Clientele: Currently, minorities do not keep pace with the general entrepreneurial population, especially when it comes to growing companies to scale. The Kauffman Foundation is developing programs to increase the chances of success for minority enterprises.

Services:

Education and Training:

- Business growth training. Supports training that is essential for taking a business to the next level. Support networks and direct entrepreneurs to the right local resource at the right time.
- Advance Innovation. Works with several universities and other partners to better understand the complexities of moving innovations "from the lab" into the marketplace.
- Youth Entrepreneurship Awareness. Nurtures entrepreneurial interest among young people by supporting programs that expose them to the risks, rewards, and critical thinking skills they need to succeed.

Technical Assistance:

- Angel investment research and education. The Kauffman Foundation provides education and research about the field of angel investing and has studied the history of investments in the minority-owned enterprises.

Entrepreneurial Leadership and Policy:

- The Kauffman Foundation promotes research, policy, and analysis that contend that entrepreneurs may prove to be among the most important forces for global stability in the decades ahead.
- Historically, entrepreneurship and research on entrepreneurial process have been missing from academic scholarship. The Kauffman foundation seeks to move them to the forefront.

Informational Resources:

Reports/Publications:

- *Women and Angel Investing: An Untapped Pool of Equity for Entrepreneurs*, despite increase financial power and wealth, high net worth women represent a largely untapped source of capital for start-up entrepreneurs, according to this report.
- *Here or There? A Survey of Factors in Multinational R&D Location*, This study of more than 200 multinational companies across 15 industries finds that emerging countries such as China and India will continue to be major beneficiaries of R&D expansion over the next three years as companies seek new market opportunities, access to top scientists and engineers, and collaborative research relationships with leading universities.
- *The Entrepreneurial Imperative: How America's Economic Miracle Will Reshape the World and Change Your Life*, This book shows how America can lead itself on a secure path for long-term expansion, primary by supporting its number one, but underutilized resource: entrepreneurial capitalism.
- *Kauffman Index of Entrepreneurial Activity National Report 1996-2005*, This study measures business start-up activity for the entire U.S. adult population at the individual owner level. Using survey data from the U.S. Bureau of the Census and the Bureau of Labor Statistics, researches estimate rates of entrepreneurial activity by race, education, region, age, and immigrant status.

Kenan Institute for Engineering, Technology & Science North Carolina State University

1017 Main Campus Drive, Partners Building I, Suite 3200

Raleigh, NC 27606

Phone: (919) 515-5118

Fax: (919) 515-5831

www.kenaninstitute.org

Organization Description: To develop partnerships in basic research, education, commercialization and public outreach with individuals and organizations dedicated to the advancement of science, engineering and technology as a force in improving the economic and social well-being of the nation and the world.

Programmatic activities of the Kenan Institute for Engineering, Technology & Science center depend upon the development of partnerships between industry, government, and universities. In the area of biotechnology, these partnerships, orchestrated and administered jointly by the Kenan Institute and the North Carolina Biotechnology Center, through the Collaborative Funding Grants Program promise the development of new products and processes to drive economic growth based upon technology transfer from the universities to the private sector.

Service Area: Statewide

Target Clientele: Teachers, technology companies, and researchers

Services:

Education and Training:

- Kenan Fellows Program for Curriculum and Leadership Development. Is a model for enhancing teacher professionalism and leadership by engaging elementary, middle and high school teachers in the creation of novel curricular resources that engage and excite students in science, mathematics, and technology. The curriculum development occurs in collaboration with distinguished scientists and university faculty through a comprehensive two-year fellowship model.
- Bioseparations/Bioprocessing Development Center. Pursuing the establishment of a Bioseparations/Bioprocessing Development Center (BBDC) to complement the educational role being played by the Bioprocessing Training and Education Center (BTEC) on Centennial Campus. The BBDC will take the form of an industrial consortium that will provide resources and infrastructure for bioseparations research and will also allow for individual research contracts with universities.
- Technology, Entrepreneurship and Commercialization (TEC). Based in the College of Management at the NC State University and provides the curriculum for the technology entrepreneurship and commercialization concentration in the college's MBA program. TEC was established in the 1994 with funding from the National Science Foundation and the Kenan Institute for Engineering, Technology and Science. The program has modeled commercialization through start-ups and licensing and has developed methods to increase the success rates of these activities. TEC works with universities, corporations and governments to increase the impact of their innovation.

Entrepreneurial Leadership and Policy:

- The North Carolina Space Initiative (NCSI). Has a program of the Kenan Institute for Engineering, Technology & Science, which facilitates coordinated efforts among various educational, governmental and commercial organizations to develop and promote space-related activities with strong research, educational and commercial value.

Informational Resources:**Reports/Publications:**

- *The Kenan Institute 2005-2006 Annual Report*. Outlines the Kenan Institute's activities for the 2005-2006 Fiscal Year.
- *The Kenan Institute Compact*. Outlines the Kenan Institute's strategies and priorities regarding its core initiatives. Institute strategy and program selection are guided by the advice of the Chancellor, its Board of Trustees, and the Chairman and President of the William R. Kenan Fund for Engineering, Technology and Science.

Lead Regional Organizations

Organization Description: The 18 lead regional organizations are multi-county planning and development agencies serving different areas of the state, united by similar economic, physical, and social characteristics. Regional councils function primarily to aid, assist, and improve the capabilities of local governments in administration, planning, fiscal management, and development. Although the scope of the councils' work varies, certain programs are common to all. These include administration of aging and emergency medical assistance programs, data centers, technical assistance, and administration of state, community and economic funds.

REGION A: Southwestern Commission

125 Bonnie Lane, Sylva, NC 28779

(828) 586-1962 FAX (828) 586-1968

Internet: www.regiona.org

Counties served: Cherokee, Clay, Graham, Haywood, Jackson, Macon, Swain

- Revolving loan fund

REGION B: Land of the Sky Regional Council

25 Heritage Dr., Asheville, NC 28806

(828) 251-6622 FAX (828) 251-6353

E-mail: info@landofsky.org

Internet: www.landofsky.org

Counties served: Buncombe, Henderson, Madison, Transylvania

REGION C: Isothermal Planning & Development Commission

111 West Court Street , P.O. Box 841, Rutherfordton, NC 28139

(828) 287-2281 FAX (828) 287-2735

E-mail: jcdc@regionc.org

Internet: www.regionc.org

Counties served: Cleveland, McDowell, Polk, Rutherford

- IPDC houses the Region C Development Corporation, a not-for-profit corporation designated by the Small Business Administration (SBA) to package and service small business loans to small business owners.

REGION D: Region D Council of Governments

719A Greenway Road, P.O. Box 1820, Boone, NC 28607

(828) 265-5434 FAX (828) 265-5439

E-mail: regiondcog@regiond.org

Internet: www.regiond.org

Counties served: Alleghany, Ashe, Avery, Mitchell, Watauga, Wilkes, Yancey

REGION E: Western Piedmont Council of Governments

736 4th Street, SW, P.O. Box 9026, Hickory, NC 28602

(828) 322-9191 FAX (828) 322-5991

E-mail: director@wpcog.dst.nc.us

Internet: www.wpcog.org

Counties served: Alexander, Burke, Caldwell, Catawba

REGION F: Centralina Council of Governments

1300 Baxter St., Suite 450, P.O. Box 35008, Charlotte, NC 28235

(704) 372-2416 FAX (704) 347-4710

E-mail: admin@centralina.org

Internet: www.centralina.org

Counties served: Anson, Cabarrus, Gaston, Iredell, Lincoln, Mecklenburg, Rowan, Stanly, Union

REGION G: Piedmont Triad Council of Governments

2216 West Meadowview Rd., Suite 201 Greensboro, NC 27407-3480

(336) 294-4950 FAX (336) 632-0457

E-mail: info@ptcog.org

Internet: www.ptcog.org

Counties served: Alamance, Caswell, Davidson, Guilford, Montgomery, Randolph, Rockingham

REGION I: Northwest Piedmont Council of Governments

400 West Fourth St, Suite 400, Winston-Salem, NC 27101

(336) 761-2111 FAX (336) 761-2112

E-mail: regioni@nwpcog.org

Internet: www.nwpcog.org

Counties served: Davie, Forsyth, Stokes, Surry, Yadkin

- Northwest Piedmont Development Corporation (NWPDC) has administered the U.S. Small Business Administration (SBA) 503/504 Program which creates or retains permanent jobs by providing fixed asset financing to help small businesses purchase, construct or expand their facilities. The major benefits of this program are: (1) low fixed-rate financing; (2) a long repayment term; (3) typically, a lower down payment; and (4) most soft costs are eligible project expenses. The program may also assist eligible start-up businesses

REGION J: Triangle J Council of Governments

4307 Emperor Blvd., Suite 110, P.O. Box 12276, Research Triangle Park, NC 27709

(919) 549-0551 FAX (919) 549-9390

E-mail: tjcog@tjcog.org

Internet: www.tjcog.org

Counties served: Chatham, Durham, Johnston, Lee, Moore, Orange, Wake

REGION K: Kerr-Tar Regional Council of Governments

1724 Graham Ave., P.O. Box 709, Henderson, NC 27536

(252) 436-2040 FAX (252) 436-2055

E-mail: info@kerrtarcog.org

Internet: www.kerrtarcog.org

Counties served: Franklin, Granville, Person, Vance, Warren

- Revolving Loan Fund and Microenterprise Loans

REGION L: Upper Coastal Plain Council of Governments

1309 S Wesleyan Blvd., P.O. Drawer 2748, Rocky Mount, NC 27802

(252) 446-0411 FAX (252) 446-5651

E-mail: support@ucpcog.org

Internet: www.ucpcog.org

Counties served: Edgecombe, Halifax, Nash, Northampton, Wilson

- Small Business Loans
- Business Development Center Incubator
- Member of NC business resource alliance

REGION M: Mid-Carolina Council of Governments

130 Gillespie St., 3rd floor, P.O. Drawer 1510, Fayetteville, NC 28302

(910) 323-4191 FAX (910) 323-9330

Internet: www.mccog.org

Counties served: Cumberland, Harnett, Sampson

REGION N: Lumber River Council of Governments

4721 Fayetteville Rd., Lumberton, NC 28358

(910) 618-5533 FAX (910) 618-5576

E-mail: lrcog@lumberrivercog.org

Internet: www.lrcog.dst.nc.us

Counties served: Bladen, Hoke, Richmond, Robeson, Scotland

REGION O: Cape Fear Council of Governments

1480 Harbour Dr., Wilmington, North Carolina 28401

(910) 395-4553 Ext. 214 FAX (910) 395-2684

E-mail: cmay@capefearcog.org

Internet: www.capefearcog.org

Counties served: Brunswick, Columbus, New Hanover, Pender

REGION P: Eastern Carolina Council of Governments

233 Middle St., 3rd floor, O'Marks Bldg., P.O. Box 1717, New Bern, NC 28563-1717

(252) 638-3185 FAX (252) 638-3187

E-mail: eccog@eccog.org

Internet: www.eccog.org

Counties served: Carteret, Craven, Duplin, Greene, Jones, Lenoir, Onslow, Pamlico, Wayne

- Revolving Loan Fund
- Member of the NC business resource alliance

REGION Q: Mid-East Commission

1385 John Small Ave., P.O. Box 1787, Washington, NC 27889

(252) 946-8043 Ext. 228 FAX (252) 946-5489

Internet: www.mideastcom.org

Counties served: Beaufort, Bertie, Hertford, Martin, Pitt

REGION R: The Albemarle Commission

P.O. Box 646, Hertford, NC 27944

(252) 426-5753 FAX (252) 426-8482

Counties served: Camden, Chowan, Currituck, Dare, Gates, Hyde, Pasquotank, Perquimans, Tyrrell, Washington

MAY Coalition

167 Locust Street
Spruce Pine, NC 28777
Phone: (828) 765-8880
Fax: (828) 765-9655
www.maycoalition.org

Organization Description: To help create high-quality employment opportunities for unemployed and underemployed residents of Mitchell, Avery and Yancey counties.

Service Area: Mitchell, Avery and Yancey counties

Target Clientele: Start-up businesses and business owners that are low to moderate income

Services:

Financial Assistance:

- Loans for creating employment opportunities. Available to any qualifying business that agrees to create new employment opportunities for residents of the three counties. These loans can range up to \$250,000. The jobs created must be full-time and non-seasonal and must pay at least \$6.00 per hour. This program has averaged a \$20,000 investment for one job created.
- Loans for low to moderate income business owners. Available to qualifying business owners that are low to moderate income. These loans do not require job creation. The loans are limited to amounts up to \$25,000.

Technical Assistance:

- Free Assistance with QuickBooks business software

Microenterprise Loan Program (MLP) North Carolina Rural Center



4021 Carya Drive
Raleigh, NC 27610
Phone: (919) 250-4314
Fax: (919) 250-4325
www.ncruralcenter.org

Organization Description: The Microenterprise Loan Program (MLP) helps rural people become self-sufficient by providing opportunity for self-employment and small business growth.

Service Area: 85 rural counties of North Carolina.

Target Clientele: The MLP target market is women, people of color and low-income communities.

Services:

Education and Training:

- Professional development. Offered to its network of 58 partners with 3 educational trainings per year.

Technical Assistance:

- Technical assistance workshops. Offers technical assistance workshops for entrepreneurs entitled "Getting to 'Yes.'" The session talks in depth about credit, collateral, capacity, cash flow and character, also known as the 'five C's of lending' and how and why these factors influence loan decisions.

Financial Assistance:

- Individual and group lending. Operates one of the largest micro-enterprise loan funds in the nation offering both individual and group lending programs.

Informational Resources:

Reports/Publications:

- *Small Business 101: Why Financial Literacy is Critical to Small Business Success.*

Microenterprise Lending Sites are listed on the following pages.

Advantage West Region

Individual Lending Sites:

Mountain BizWorks (formerly Mountain Microenterprise Fund)
Counties Served: Buncombe, Cherokee, Clay, Graham, Haywood, Henderson, Jackson, Macon, Madison, Polk, Swain and Transylvania
29 1/2 Page Avenue
Asheville, NC 28801
(828) 253-2834 or (888) 389-3089
FAX (828) 255-7953

Blue Ridge Community College
Flat Rock, NC
(828) 694-1766

Marion Downtown Business Association
P.O. Box 200
Depot Street
Marion, NC 27852

Mayland Community College
Spruce Pine, NC
(828) 765-7351

McDowell Technical Community College
Marion, NC
(828) 652-0634

Mitchell Community College
Statesville, NC
(704) 878-3227

Olive Hill CDC
P.O. Box 4008
Morganton, NC 28680
(828) 439-8893
Fax (828) 439-8894

Western Piedmont Community College
Morganton, NC
(828) 438-6100

Wilkes Community College
Wilkesboro, NC
(336) 838-6113

Charlotte Region

Cleveland Community College
Shelby, NC
(704) 484-4146

South Piedmont Community College
Wadesboro, NC
(794) 289-8588

Stanly Community College
Albemarle, NC
(704) 991-0319

Piedmont Triad

Davidson Community College
Thomasville, NC
(336) 224-4557

Montgomery Community College
Troy, NC
(910) 576-6222 (ext. 244)

Randolph Community College
Asheboro, NC
(336) 633-0275

Rockingham Community College
Wentworth, NC
(336) 342-4261 (ext. 2316)

Yadkin Valley Economic Development District Inc.
Counties Served: Davie, Surry, Stokes and Yadkin
PO Box 1840
205 South Jackson Street
Yadkinville, NC 27055
(336) 679-2200
FAX (336) 679-3034

Research Triangle Region:

Central Carolina Community College

Sanford, NC
(919) 774-6442

CCCC Pittsboro Campus

Pittsboro, NC
(919) 663-1335

Johnston Community College

Smithfield, NC
(919) 209-2015

NC Institute of Minority Economic Development

Counties Served: All 100
114 W. Parrish Street
Durham, NC 27701
(877) 500-6232
FAX: (919) 688-8478

NC REAL Enterprises

115 Market St. Ste. 320
Durham, NC 27701
(919) 688-7325

Piedmont Community College

Roxboro, NC
(336) 599-0032

Sandhills Community College

Pinehurst, NC
(910) 695-3938

Northeast Region:

Beaufort Community College

Washington, NC
(252) 940-6306

Bertie, Martin, Washington CDC

P.O. Box 59
Jamesville, NC 27846

CDBH, Inc., (Community Developers of Beaufort/Hyde, Inc.)

PO Box 115
Belhaven, NC 27810
(252) 943-3058

College of the Albemarle

Elizabeth City, NC
(252) 335-0821 (ext. 2223)

Northeast Region, cont:

Halifax Community College

Weldon, NC
(252) 536-7274

Martin Community College

Williamston, NC
(252) 792-1521 (ext. 202)

Martin County EAP

415 East Blvd.
Williamson, NC 27892
(252) 789-4947

Northeastern CDC

PO Box 367
Camden, NC 27921
(252) 338-5466
FAX: (252) 338-5639

River City CDC

Counties Served: Camden, Chowan,
Martin, Pasquotank, Perquimans, and
Tyrell
303 W. Ehringhaus Street
Elizabeth City, NC 27909
(252) 331-2925
FAX (252) 335-0835

Roanoke Electric Co-op

PO Box 440
Rich Square, NC 27869
(252) 539-2236
FAX: (252) 539-2677

Southside Alliance For Neighborhoods (SANE)

P.O. Box 24
Edward, NC 27821
(252) 322-3902

Tyrrell County CDC

PO Box 58
Columbia, NC 27925
(252) 796-1991
FAX: (252) 796-0319

Uhuru Community Development Corporation

147 Main Street
Rich Square, NC 27889

Eastern Region:

Group Lending Sites:

Carteret Microenterprise Loan Program

Counties Served: Carteret
Carteret Community College
327 Turner Street
Beaufort, NC 28516
(252) 222-6016

**Microenterprise Loan Partnership,
Lenoir Community College**

Counties Served: Greene, Jones, Lenoir,
and Wayne
327 North Queen Street
Kinston, NC 28501
(252) 522-2118
FAX (252) 527-2109
PO Box 8002
Goldsboro, NC 27533-8002
(919) 735-5152 Ext. 245
FAX (919) 726-9425

Individual Lending Sites:

Carteret Community College

Morehead City, NC
(252) 222-6116

Coastal Carolina Community College

Jacksonville, NC
(910) 938-6322

Craven Community College

New Bern, NC
(252) 638-7353

Edgecombe Community College

Rocky Mount, NC
(252) 823-5166, (ext. 220)

Exceed, Inc.

715 Albemarle Ave.
Greenville, NC 27834
(252) 830-2222 or (252) 321-0614

Pamlico Community College

Grantsboro, NC
(252) 745-7348

Eastern Region, cont:

**Success Dynamic Community
Development Corporation**

P.O. Box 214
Farmville, NC 27828
(252) 753-7815

Upper Coastal Plain

Counties Served: Edgecombe and Nash
1309 South Wesleyan Blvd.
PO Drawer 2748
Rocky Mount, NC 27803
(252) 446-0411
FAX (252) 446-5651

Wilson Technical Community College

Wilson, NC
(252) 246-1232

Southeast Region:

Bladen Community College

Dublin, NC
(910) 862-2164

Brunswick Community College

Supply, NC
(910) 253-3088

Countywide CDC

2045 Enterprise Blvd. Rm. 222
Leland, NC 28451
(910) 383-1724

James Sprunt Community College

Kenansville, NC
(910) 296-2430

Migrant Benevolent Association

P.O. Box 185
Newton Grove, NC 27336
(910) 525-3655

Southeast Region, cont:

Richmond Community College

Hamlet, NC

(910) 582-7153

Robeson Community College

Lumberton, NC

(910) 618-5680

Sampson Community College

Clinton, NC

(910) 592-7176

**Sampson County Community
Development Corporation**

9936 Hobbton Highway

Clinton, NC 28328

(910) 594-0692

Southeastern Community College

Whiteville, NC

(910) 642-7141 (ext. 209)

***Member of N.C. Business Resource Alliance**

Mountain BizWorks Inc.

29 ½ Page Avenue
Asheville, NC 28801
Phone: (828) 253-2834
Fax: (828) 255-7953
E-mail: info@mountainbizworks.org
www.mountainbizworks.org

Organization Description: Mountain BizWorks' vision is that every entrepreneur has access to business training, support and capital for creating and sustaining successful businesses.

Service Area: Western North Carolina

Target Clientele: Mountain BizWorks welcomes anyone interested in learning more about becoming an entrepreneur and current business owners who want to learn how to grow their company

Services:

Education and Training:

- Business planning course. Offers an eight-week business planning course which teaches new entrepreneurs about developing a mission statement, cost estimation, profit goal setting, cash flow, marketing, licensing, and record keeping.
- Business-related courses. Offers a variety of classes on topics related to growing a successful business such as bookkeeping and marketing.

Financial Assistance:

- Offers small business loans up to \$35,000.

Business-to-Business Networking:

- SBA and the Women's Business Center
- Asheville Artist Alliance
- Asheville Business Alliance
- Black Business Alliance.

Informational Resources:

Meetings/Conferences:

- Mountain BizWorks has countless classes, meetings and conferences each year. The complete list can be found at www.mountainbizworks.org.

Directories:

- Mountain BizWorks proudly promotes its members and alumni businesses on an online directory at www.mountainbizworks.org.

Reports/Publications:

- Mountain BizWorks produces an annual report and a quarterly newsletter.

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National Association for the Self-Employed

P.O. Box 612067
DFW Airport
Dallas, TX 75261-2067
Phone: (800) 232-6273
www.nase.org

Organization Description: NASE represents hundreds of thousands of entrepreneurs and micro-businesses, and is the largest nonprofit, nonpartisan association of its kind in the United States.

Since its start-up, the NASE has been an important partner in the explosion of micro-businesses in the United States, supporting the interests of the self-employed with benefits and advocacy initiatives aimed at leveling the playing field between these businesses and larger corporations. Specifically, the aim of the association is to help the self-employed successfully meet the challenges of managing and growing their businesses by: 1) Securing focused tools and resources that help the self-employed manage and compete more effectively; 2) Representing the interests of the self-employed among legislators in Washington D.C. on key issues that affect their business and that give these businesses more equal footing with larger corporations; 3) Providing access to benefits that promote the health and financial security of micro-business owners.

Target Clientele: Entrepreneurs and micro-businesses

Service Area: United States

Services:

Technical Assistance:

- "How-to" information resources. Provides micro-businesses the types of support found in larger businesses. Through the online resource for entrepreneurs, www.entrepreneurialconnection.com, micro-business owners can receive tools, tips and training to help them compete more effectively, as well as education to help them develop broad success skills.
- TaxTalk. Provides online, knowledgeable answers to your tax questions from the CPAs at NASE TaxTalk. Get information about incorporation, home office deductions, new tax laws and more from Certified Public Accountants (CPAs) who focus on assisting the self-employed and small-business owners.
- ShopTalk. Enables members to secure help on issues ranging from how to purchase a computer to understanding government regulations through an 800 advise line.
- Professional services. Provides a full menu of high-value benefits, including professional services - such as legal services, retirement and investment planning and payroll services - at discounted fees and rates.
- Entrepreneurial Connection. Provides an online seminar at Entrepreneurial Connection, entitled "Business Resources To The Rescue". This seminar uncovers the wealth of resources available to every up and coming small-business owner looking for a little advice.

Entrepreneurial Leadership and Policy:

- Legislative Advocacy. Provides support with legislative advocacy and gives the self-employed a powerful voice on federal legislation affecting small business, through this outreach initiative. Key legislative priorities include: tax equality for small business; independent contractor definition; equality in insurance plans; and Federal small business programs.

Informational Resources:

Publications/Newsletters:

- *Self-Employed America*. NASE's bi-monthly magazine.
- *Get Connected E-letter*. A biweekly E-letter that provides tips, tools and techniques to stay a step ahead of competition.
- *TaxTalk E-mail Newsletter*. The CPAs at NASE's TaxTalk specialize in providing advice on tax issues faced by small businesses and the self-employed. TaxTalk provides monthly Q&A updates on issues like incorporation, home office deductions and self-employment taxes.

National Association of Seed and Venture Funds

301 N.W. 63rd Street, Suite 500
Oklahoma City, OK 73116
Phone: (405) 843-6550 or (405) 842-3299
E-mail: admin@nasvf.org
www.nasvf.org

Organization Description: The National Association of Seed and Venture Funds (NASVF) is an organization of private, public and nonprofit organizations committed to building their local economies by investing and facilitating investment in local entrepreneurs.

Service Area: National/Statewide

Target Clientele: Growth-orientated or technology companies

Services:

Education/Training: The Association offers training events to help members build their local networks and improve their productivity.

- Seed Investing as a Team Sport. Introduces prospective seed investors to the ins and outs of technology business investing and provides effective methods for working together as a team. Participants learn practical tools for identifying, analyzing, pricing, structuring and negotiating seed investments. The curriculum utilizes intensive workshops and video taped lectures from national experts, while providing plenty of time for Q&A and networking among participants, local professionals and the sponsoring members.
- Swing for the Fences - Seed Investing for Entrepreneurs. Helps entrepreneurs gain a deep understanding of seed and venture investing, of the thought process of seed investors, and the steps to take in forming a careful plan that will attract investment dollars. The seminar, a network building event, also provides entrepreneurs with contacts among experienced seed investors and like-minded entrepreneurs in their region.

Technical Assistance:

- Individual consultations. Provides consultation on an individual basis regarding matters of program structure, investment policy and systems of management when requested by members.

Entrepreneurial Leadership and Policy:

- Best practices research projects. Provide members with an analysis of best practices for both state-supported and private venture capital programs. These resources help communicate to public and private stakeholders, and the public at large, the importance of entrepreneurs in creating wealth and jobs, the role of seed and venture capital in serving entrepreneurs, and how states can facilitate the investment process.

Informational Resources:

Meetings/Conferences:

- The Annual Conference is our most important networking event. Participants share their knowledge of the seed and venture capital industry and discuss the best strategies and tools for building and managing strategic investment programs and institutions. Newly formed organizations receive the benefit of different viewpoints, while established organizations track new approaches and resources. Participants meet with professionals from outside their local networks, making one-on-one contact with specialized practitioners and discussing new methods of facilitating capital formation. To register for the Annual Conference, or get more information please visit **www.nasvf.org/conference**.

Directories:

- *State Venture Capital Program Directory*

Publications:

- *2006 Report on State Capital Programs*

National Association of Small Business Investment Companies

666 11th Street N.W., Suite 750
Washington, DC 20001
Phone: (202) 628-5080
E-mail: nasbic@nasbic.org
www.nasbic.org

Organization/Program Description: The National Association of Small Business Investment Companies (NASBIC) is the professional association for the SBIC industry and the oldest organization of venture capitalists in the world. For nearly 50 years NASBIC has played a pivotal role in building, maintaining, and promoting a strong and profitable SBIC industry to better serve the growth-capital needs of America's small businesses.

Services:

Education and Training:

- Venture Capital Institute. Offers what has become a "required course" for newcomers to the industry. The NASBIC Venture Capital Institute provides a forum for learning about the venture investment business. It gives those new to the venture capital industry a chance to meet and learn from experienced venture investors.
- SBIC Regulations Class. Holds SBIC Regulations Training Classes in Washington, DC, and occasionally in other locations. The Investment Division of the Small Business Administration (SBA), in partnership with NASBIC, are responsible for these events.

Entrepreneurial Leadership and Policy:

- Legislative Representation. The NASBIC staff devotes substantial time and energy to ensure a rational operating environment for SBICs and SSBICs, in terms of regulation, legislation, and adequate leverage. To that end, the staff works regularly with members of Congress and the Administration on issues affecting the industry.

Informational Resources:

Directories:

- *NASBIC Membership Directory* - now being converted from print to an interactive online-only resource, the directory lists all member firms, providing individual manager names; addresses, and phone numbers, and information relating to preferred investment types, sizes, and industry and/or geographical focus.

Publications:

- *Venture Capital: Where to Find It*.
- *Layman's Guide to the Legal Aspects of Venture Investments*. This 300+ page 8 1/2x11 paperback is an important part of any SBIC reference library. It summarizes various types of legal documents used in closing SBIC and venture capital financing. Members=1 copy free, \$100 each additional copy. Non-Members=\$250 each copy
- *Guide to the SBIC Regulations*. NASBIC publishes a comprehensive, readable

compilation of SBIC regulations in a fully indexed, loose-leaf notebook. The *Guide* includes: the text of the SBIC Act; relevant excerpts from the Internal Revenue Code; SBA's Policy and Procedural releases; and other essential information clarifying regulations. Members=Free. Non-Members=\$950 each copy plus \$250/year for updates.

- *SBICs: Program Guide*. Members Free. Non-Members Free upon request
- *Today's SBICs: Investing in America's Future*. A 12-page brochure with information on the new SBIC program and examples. Members Free. Non-Members Free upon request.
- *NASBIC News*. An online newsletter that keeps members informed about current aspects of the SBIC industry and significant small business issues. Topical and concise, the newsletter delivers important information about developing issues in a minimal amount of reading time.

National Women's Business Council

409 Third Street, SW, Suite 210

Washington, DC 20024

Phone: (202) 205-6830

Fax: (202) 205-6825

E-mail: info@nwbc.gov

www.nwbc.gov

Organization Description: The National Women's Business Council is a bi-partisan federal advisory council created to serve as an independent source of advice and policy recommendations to the President, Congress, and the U.S. Small Business Administration on economic issues of importance to women business owners. The Council's mission is to promote bold initiatives, policies and programs designed to support women's business enterprises at all stages of development in the public and private sector marketplaces—from start-up to success to significance.

Target Clientele: Women-owned businesses

Service Area: National/Statewide

Services:

Technical Assistance and Information: Refer to **www.nwbc.gov** (includes listing of resources outside this organization)

Entrepreneurial Leadership and Policy:

The National Women's Business Council is committed to conducting groundbreaking research on issues of importance to women business owners. In fact, federal mandate dictates that 55 percent of the Council's annual budget should be spent on research activities. The Council's research is action-oriented, including recommendations on initiatives and programs and descriptions of best practices.

The Council's leading edge research reports – internationally respected for their integrity and validity – enlighten, inform and provide policy guidance to policymakers, women business owners, the media and others on critical issues including:

- Access to capital
- Access to entrepreneurial education, training and technical assistance
- Access to affordable health care
- Women-led firms and venture capital investment;
- Women-owned firms in federal procurement
- Collecting comprehensive statistics to provide an accurate profile of women business owners and their enterprises
- Issues in Brief: NWBC publishes short, concise reports on specific topics of interest to women in business.

Informational Resources:

Reports/Publications:

- *Engage!* Monthly newsletter provided by NWBC.
- *Best Practices in Supporting Women's Entrepreneurship: A Compendium of Public and Private Sector Organizations and Initiatives.* This report profiles 24 selected organizations or initiatives that provide outstanding support for women-owned businesses and that have widespread impact throughout the United States. The report also contains a functional matrix that shows at a glance how the profiled organizations compare with each other in terms of the kind of support and assistance they offer to women entrepreneurs.
- *Support for Women's Enterprise Development in the United States: Lessons Learned.*
- *Women's Entrepreneurship in the 21st Century: A Summary of Data from National and Regional Summits.*
- *Hispanic Women and Entrepreneurship.*
- *Annual Report: 2003, 2004, 2005, 2006.*

Neuse River Development Authority

233 Middle Street, Suite 206, P.O. Box 1111
New Bern, NC 28563
Phone: (252) 638-6724
Fax: (252) 638-1819
www.nrda.org

Organization Description: To assist small businesses in North Carolina by providing small business loans to new and expanding businesses that have been unable to obtain conventional financing or that need to leverage conventional financing. Our goals are to enhance economic development, create jobs and entice lending institutions to lend more money to small businesses by providing subordinate long-term financing.

Service Area: North Carolina (with some restrictions)

Target Clientele: New and expanding businesses

Services:

Technical Assistance:

- Direct technical assistance. Provides direct technical assistance to borrowers in the form of individual counseling, classroom style training and one-on-one mentoring in the following categories: credit counseling, business/financial planning, operations management, marketing and personal issues.
- Community Express Loan Program. Provide services as one of the technical assistance providers in the SBA's Community Express Loan Program.

Financial Assistance:

- Business loan programs. Provides loans to new and existing businesses that have been unable to obtain conventional financing or that need to leverage conventional financing. Loans from \$15,000 to \$4,000,000 are available through a variety of loan programs. The following Loan Programs are available:
 - ⇒ SBA 504 Loan Programs - Secured loans up to \$2,000,000 (\$4,000,000 in special circumstances) for fixed assets only are available through these programs. Bank funds 50%, NRDA/SBA funds 40%, Borrower injects 10%.
 - ⇒ SBA 7-A Program - Neuse River Development Authority packages bank loans up to \$2,000,000 to include SBA Guarantee of up to 75%.
 - ⇒ EDA/RLF Revolving Loans Program - Loans available: \$35,000 up to \$150,000 secured.
 - ⇒ USDA: IRP & RBEG Loans - Loans available: \$35,000 up to \$150,000 secured.
 - ⇒ SBA: Community Express - Loans up to \$50,000 unsecured.
 - ⇒ USDA: B & I Loan Program - Neuse River Development Authority packages bank loans up to \$10,000,000 to include USDA Guarantee up to 80%.
 - ⇒ Defense Ventures Fund - Provides subordinated debt up to \$250,000 for North Carolina Companies interested in Defense Contact activities.

Informational Resources:

Directories:

- *Business Lending Update*. Quarterly publication that contains information and articles relevant to small business lenders and describes its loan programs and lending partners. For more information contact info@nrda.org.

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New Ventures Business Development, Inc. NVBDI



514 N. Washington Street
Wadesboro, NC 28170
Phone: (704) 272-5457
Fax: (704) 272-5475

www.nvbdi.org and www.ebizanson.org

Organization Description: If you are starting a new business full- or part-time, trying to grow your business, or striving to improve your existing business, New Ventures Business Development, Inc., provides resources to help make your goals a reality! While NVBDI will work with any business in Anson and Union counties, its target market is small, homegrown businesses, which are the prime source of new jobs in the 21st century.

Service Area: Primary focuses on Anson and Union counties, but services are available to surround counties upon request.

Target Clientele: Business start-ups and existing businesses with less than 50 employees.

Services:

Technical Assistance: NVBDI services and resources currently available or under development include:

- Business plan development. Provides one-on-one assistance with developing your business plan – you will need a good one to get loans to start or grow your business
- Marketing plan development. Provides one-on-one assistance with developing your marketing plan
- Online e-commerce site. Developed www.eibzanson.org, for artisans, craftsmen, and merchants in Anson County, NC
- Business certification, partnering and collaboration. Assistance with certifying your woman or minority-owned business and matchmaking support to facilitate partnering and collaboration on bigger deals
- Continued technical training. Seminars, workshops, and other education programs
- Mentor program. A mentoring program to match you with experienced business persons willing to offer advice and share lessons learned
- Start-up and growth support. Offers temporary, interim, and short-term office rental including the space, office/clerical services, Internet access, standard business software, and basic technical support are ideal for start-up and growing businesses
- Personalized technology and software training. Analyzes your workflows and tasks to customize the training to your specific needs

- Telecommunications consulting. Custom analyzes existing telecommunications services and systems to identify billing errors and opportunities to reduce costs. It also develops Requests for Proposals for equipment and services
- Computer and LAN services. Implements and maintains peer-to-peer networks
- Web hosting and website development. Specializes in dynamic sites that are easy to update and e-commerce sites

Business-to-Business Networking:

- Co-sponsors South Piedmont Community College Help Our People Succeed entrepreneur networking group
- Partners with SCORE Branch – Service Corps of Retired Executives – Charlotte, NC
- Partners with SBTDC – Charlotte, NC
- Partners with South Piedmont Community College Small Business Center
- Partners with Anson County Chamber of Commerce
- Partners with Union County Chamber of Commerce
- Networking opportunities with other small business owners

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North Carolina Agritourism Networking Association



Agritourism Office
NC Department of Agriculture and Consumer Services
1020 Mail Service Center
Raleigh NC 27699-1020
Phone: (919) 733-7887, x.276
Fax: (919) 733-0999
www.ncagr.com/agritourism

Organization/Program Description: The ANA serves as a statewide proactive advocate for agritourism farmers and as a liaison between and among state-level organizations, field organizations, nonprofits and rural landowners to support and facilitate agritourism. (In the field of agritourism farmers, vineyard/winery owners are included and are members of the organization.)

Service Area: North Carolina

Target Clientele: Farmers who would like to explore options in developing agritourism farms in addition to remaining a production farm.

Services:

Technical Assistance:

- Feasibility research. Conducts research that will provide information on the demographics of agritourism farming to help farmers determine economic feasibility of developing and operating an agritourism farm.
- Market research. Conducts research on determining saturation and competition for sustainable markets.
- 24-hour assistance. Available to prospective and new agritourism farmer/entrepreneurs is available online, by phone, and on-site from the Agritourism Office and Marketing Division.

Business-to-Business Networking:

- Quarterly regional meetings of network members.
- Offer a list serve to share ideas and information with other agritourism farmers. List serve address is ncagritourism@www.admn.ncmail.net

Entrepreneurial Leadership and Policy:

- Zoning policies. Advocate for consistent local zoning policies to help sustain the family farm through agritourism.
- Continued financial support. Advocate for agritourism financial support before local, state and federal officials as appropriate.
- Insurance availability. Advocate for liability insurance availability at reasonable cost.

Informational Resources:

Meetings/Conferences:

- Annual Statewide Conference

Directories:

- *Statewide Agritourism Directory* listing 250 agritourism businesses across the state. Available at Welcome Centers across the state.

Reports/Publications:

- *ANA bi-monthly electronic newsletter.*

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North Carolina Association of Community Development Corporations, Inc.

3109 Poplarwood Ct.,
Suite 209
Raleigh, NC 27604
Phone: (919) 831-9710
Fax: (919) 831-9728
www.ncacdc.org

Organizational Description: North Carolina Association of Community Development Corporations' (NCACDC) mission is to strengthen the North Carolina economy and create a better tomorrow for all North Carolinians by enhancing community development corporations (CDCs) in their role of creating prosperous communities for the long term.

Service Area: Statewide

Target Clientele: Individuals, businesses and communities

Services:

Financial Assistance:

- Predevelopment Loan Fund. Manages a predevelopment loan fund, which provides loan capital dedicated to the development of affordable housing, commercial, and industrial real estate projects.
- Jump Start program. Provides forgivable loans for approved predevelopment costs to "New and Emerging" CDCs.

Education and Training:

- More comprehensive training can be obtained through our Management Institute, Board Academy and our 110-hour Community Economic Development Studies Program.

Technical Assistance:

- NCACDC provides the tools and resources to support development of core competencies for CDCs and accountability for well-managed programs.
- NCACDC provides industry-wide trainings, workshops, and roundtables for CDC staff and board members in areas such as evaluation, project management, real estate development, fund raising, board development, fiscal management, grant writing, technology, etc.
- Individualized, on-site training is also offered to CDCs upon request.
- Free Legal Assistance - NCACDC's Free Legal Assistance Project provides twenty (20) hours of free legal assistance per year to member organizations. These comprehensive legal services are provided by the Sanford Holshouser law Firm and the First Union National Bank Legal Department.

Entrepreneurial Leadership and Policy:

- NCACDC identifies issues needing policy solutions, then engages its membership and other allies to carry out effective strategies or campaigns involving a broad range of community voices designed to realign public and private systems to improve the quality of community life. We also research dimensions of issues and propose policy solutions.

Informational Resources:

Meetings/Conferences/Training:

- NCACDC's Annual Community Economic Development Conference also offers an average of fifteen (15) trainings and workshops.

Reports/Publications:

- Information Clearinghouse and Resource Library. Serves as a clearinghouse by publishing information that keeps CDCs abreast of news, activities, and trends that impact their work. This includes information about funding, trainings, public policy, and statewide CDC news. Our Resource Library, consisting of over 800 listings, allows CDCs to borrow materials from our archives or receive referrals for resource information.

North Carolina Center for Women Business Owners Women's Center of Fayetteville

230 Hay Street
Fayetteville, NC 28301
Phone: (910) 323-3377
Fax: (910) 323-8828
www.wcof.org

Organization/Program Description: The North Carolina Center for Women Business Owners (NCCWBO), is a Program created by the Women's Center of Fayetteville, provides programs and services that help entrepreneurs by developing and enhancing their business skills. Our programs and services are designed to assist in every phase of enterprise development.

Service Area: Statewide.

Target Clientele: The Center's clients fall into three general categories: those hoping to launch a business, those hoping to expand and improve upon an existing business and those pursuing or expanding a home-based business. NCCWBO particularly seeks to help those currently underserved by existing programs, especially women, minorities and veterans.

Services:

Education and Training:

- Training Workshops. Provide insightful information on the latest topics affecting business owners at every stage of business ownership.

Technical Assistance:

- The Center offers one-on-one counseling, mentoring and networking opportunities with other area entrepreneurs.
- Provides a comprehensive business library, full-service computer lab and Internet Access for business center clients.

Financial Assistance:

- Business and financial plan development assistance.
- Credit and financial assistance. The WBC provides technical assistance to individuals applying for the SBA's Community Express Loan Program, Innovative Bank (SOHO), Business Loan Express (BLX) and Superior Financial Group.

Informational Resources:

Reports/Publications:

- *A Guide for Small Businesses in Cumberland County.*
- *Women to Woman.* A publication by the Women's Center of Fayetteville.

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North Carolina Citizens for Business and Industry

225 Hillsborough St., Suite 460
P.O. Box 2508
Raleigh, NC 27602
Phone: (919) 836-1400
Fax: (919) 836-1425
E-mail: info@nccbi.org
www.nccbi.org

Organization Description: North Carolina Citizens for Business and Industry promotes the welfare of every citizen through the adoption of public policies favorable to a pro-business, pro-growth, pro-jobs climate.

Service Area: Statewide

Target Clientele: Business and industry

Informational Resources:

Directories:

- *Membership Directory and Buyers Guide.* Statewide business telephone book that lists members by business category.

Meetings/Conferences:

- Annual Meeting. Attended by 1,000 or more leading figures in business and government, the meeting gives the state's public and private sectors an opportunity to meet and talk business.
- NCCBI Young Executives Forum. Designed to develop leadership skills in the next generation of executives by exposing them to cutting-edge business and public policy issues. It is open to any person age 50 or younger in a management position with an NCCBI member. Convenes quarterly at various locations around the state. Participants pay a yearly membership fee of \$150.

Reports/Publications:

- *North Carolina.* Monthly magazine covering management, foreign trade, public policy, legal and judicial issues, economic development, legislative and regulatory issues, and other topics. \$21.20 for 1-year subscription.
- *Legislative Bulletin.* Weekly newsletter on developments while the General Assembly is in session.
- *For Members Only.* Monthly publication focusing on developing trends in public policy.

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North Carolina Community Development Initiative, Inc.



2209 Century Drive, 2nd Floor, P.O. Box 98148
Raleigh, NC 27612
Phone: (919) 828-5655
Fax: (919) 835-6071
www.ncinitiative.org

Organization/Program Description: The Initiative's "Programmatic Functions" are primary occupations in which the organization participates to revitalize low-wealth, low resource and, otherwise, disenfranchised communities throughout North Carolina, primary through local CDC's.

Service Area: Statewide.

Target Clientele: 1) Community Development Corporations, 2) Other non-profits, and 3) For-profits that demonstrate a strong "community impact/benefit."

Services:

Education and Training:

- Pathways to Excellence Professional Certification Program. Collaboration between the Initiative and Saint Augustine's College, key features of the program are courses developed and taught by CED industry professionals to ensure that the curriculum is current and applicable to the "real world" and distance learning components that allow practitioners to access coursework over six to eighteen months with minimal travel.

Technical Assistance:

- Strategic Issue Management and Project Development to the community economic development industry statewide at no cost to the recipient of services
- Provide specialized "hands-on" technical assistance on a range of topics including: administrative and fiscal management, project development, and organizational development.

Financial Assistance: All of the organization's lending is conducted through the Initiative Capital. It was incorporated in 1999 to make capital available to non-profit developers at more favorable below market rates. Initiative Capital offers three lending products; each one designed as an affirmative response to the financial/lending needs of the State's non-profit community economic development industry.

- Flexible Credit. Its purpose is to provide bridge financing where firm takeouts exist (cannot be used to bridge other investments from the Initiative or Initiative Capital).

- Land Acquisition. These funds can be used to acquire undeveloped land or land with highly depreciated improvements for development or redevelopment purposes (not for speculative purposes).
- Permanent Financing. Its purpose is to provide permanent financing for commercial and multi-family real estate projects either independently or in tandem with other lenders and finders'.
- Core Operating Grant Program. Core Operating grants are annual competitive awards of up to \$150,000 to high-performing Community Development Corporations that can demonstrate/ document a comprehensive approach to community economic development. These grants are intended to build the capacity and increase productivity of CDCs by providing a stable source of core operating support.
- Targeted Investment. This grant is designed to assist a CDC advance projects that increase the organization's asset base or earned income. The maximum grant size is \$50,000.

Informational Resources:

Meetings/Conferences:

- Social Enterprise Conference.

Reports/Publications:

- *Report to the People* (bi-annually).

Community Development Initiative CDC Sites:

Advantage West Region

Mountain Housing Opportunities, Inc.

64 Clingman Ave., Ste. 101
Asheville, NC 28801
(828) 254-4030 ext. 24
(828) 254-0120 (fax)

HandMade in America

111 Central Ave.
P.O. Box 2089
Asheville, NC 28802
(828) 252-0121
(828) 252-0388 (fax)

Housing Assistance Corporation (HAC)

602 Kanuga Road
Hendersonville, NC 28739
(828) 692-4744
(828) 692-3009 (fax)

Charlotte Region

Monroe-Union County CDC

P.O. Box 887
Wilmington, NC 28402
(910) 762-7555
(910) 762-7565 (fax)

Cleveland County CDC

823 W. Warren Street
P.O. Box 2808
Shelby, NC 28150
(704) 480-7701
(704) 480-0744 (fax)

Prosperity Unlimited, Inc.

1660 Garnet Street
Kannapolis, NC 28083
P.O. Box 1095
Concord, NC 28026
(704) 933-7405
(704) 938-7431 (fax)

Piedmont Triad Region

Davidson Housing Coalition

P.O. Box 854
Davidson, NC 28036
(704) 892-4486
(704) 892-4197 (fax)

Liberty CDC

1225 E. Fifth Street
Suite 105
Winston-Salem, NC 27101-4363
(336) 721-9020
(336) 721-9069 (fax)

Research Triangle

Brick Capital CDC

403 West Marketpeace Street
P.O. Box 568
Sanford, NC 27330
(919) 775-2300
(919) 774-6808 (fax)

Durham Community Land Trustees, Inc.

1208 West Chapel Hill Street
Durham, NC 27701
(919) 490-0063
(919) 489+-3974 (fax)

EmPOWERment, Inc.

109 N. Graham Street, Suite 200
Chapel Hill, NC 27516
(919) 967-8779
(919) 967-0710 (fax)

Gateway CDC

314 S. Garnett Street
P.O. Box 755
Henderson, NC 27536
(252) 492-6298
(252) 492-9088 (fax)

Passage Home CDC

712 W. Johnson Street
P.O. Box 10347
Raleigh, NC 27605
(919) 834-0666 ext. 230
(919) 834-0663 (fax)

Research Triangle, cont:

UDI

P.O. Box 1349
Durham, NC 27702
(919) 544-4597
(919) 544-4609 (fax)

White Oak Foundation

1621 White Oak Church Road
Apex, NC 27523
(919) 362-6768
(919) 362-0769 (fax)

Northeast Region

Haliwa-Saponi Indian Tribe

39021 NC Hwy 561
P.O. Box 99
Hollister, NC 27844
(252) 586-4017
(252) 586-3918 (fax)

Community Developers of Beaufort-Hyde

293 East Water Street
P.O. Box 115
Belhaven, NC 27810
(252) 943-3058
(252) 943-9113 (fax)

Metropolitan Housing & CDC, Inc.

102 W. Fourth Street
P.O. Box 1706
Washington, NC 27889
(252) 946-1668
(252) 946-8537 (fax)

Northeastern CDC

154 US Hwy 158 E.
P.O. Box 367
Camden, NC 27921
(252) 338-5466
(252) 338-5639 (fax)

Outer Banks CDC

P.O. Box 2467
115 Mustian Street
Kill Devil Hills, NC 27948
(252) 480-2507
(252) 480-2798 (fax)

Northeast Region, cont:

WOW-E CDC

P.O. Box 639
Roper, NC 27970-0639
(252) 793-9582
(252) 791-0005 (fax)

Eastern Region

East Carolina Community Development, Inc.

315 Turner Street
Beaufort, NC 28516-1386
(252) 504-3995 ext. 5
(252) 504-2248 (fax)

Rebuilding Broken Places CDC

2105 N. William Street
Goldsboro, NC 27530
(919) 581-9178 ext. 2
(919) 581-8324

Rocky Mount/Edgecombe CDC

148 S. Washington Street, Ste. 103
P.O. Drawer 1477
Rocky Mount, NC 27801
(252) 442-5178
(252) 442-1675 (fax)

WCIA

504 East Green Street
Wilson, NC 27893
(252) 243-4855
(252) 243-2945 (fax)

Southeast Region

Cape Fear Regional CDC

P.O. Box 2765
Wilmington, NC 28402
(910) 762-7555
(910) 762-7565 (fax)

Kingdom CDC

308 Green Street
Suite 202, Box 13
Fayetteville, NC 28301
(910) 484-2722
(910) 484-5630 (fax)

North Carolina Indian Economic Development Initiative

2715 Breezewood Ave., Suite D
P.O. Box 87044
Fayetteville, NC 28303
(910) 486-6555
(910) 860-0555 (fax)
www.ncindian.com

Sandhills Family Heritage Association

P.O. Box 404
Spring Lake, NC 28390
127 Richmond Park Drive
Cameron, NC 28326
910-497-0628
sandhillsfamily@yahoo.com

***Member of N.C. Business Resource Alliance**

North Carolina Cooperative Extension



Agriculture, Natural Resources and
Community and Rural Development Programs Office
302 Ricks Hall, Campus Box 7653
N.C. State University
Raleigh, NC 27695-7653
Phone: (919) 515-3252

Organization/Program Description: North Carolina Cooperative Extension is an educational partnership helping people put research-based knowledge to work for economic prosperity, environmental stewardship and an improved quality of life.

Service Area:

North Carolina Cooperative Extension has an Extension Center with faculty in all 100 counties and on the Cherokee Indian Reservation.

Target Clientele:

North Carolina Cooperative Extension provides non-formal educational programs that are available to all residents of North Carolina. Specifically in the entrepreneurial programs area, we target agriculture producers, residents interested in micro or home-based businesses, and those interested in agriculture or natural resource-based enterprises and value-added opportunities.

Services:

Education and Training:

- Educational programs are offered on a number of topics related to value-added enterprises, agriculture enterprises and related businesses

Technical Assistance:

- Trained extension agents provide one-on-one discussions to assist current and potential entrepreneurs regarding opportunities and further assistance they will need.
- NC Cooperative Extension has extension faculty who are experts in various topics that are of interest to a number of entrepreneurs, providing technical information on agriculture, natural resources, tourism, food safety and processing, and other subject matter areas.

Entrepreneurial Leadership and Policy:

- Faculty in the Department of Agriculture and Resource Economics conduct research and provide educational programs on policy issues around a variety of topics.

Informational Resources:

Reports/Publications:

- Because of the extensive nature of the North Carolina Cooperative Extension Service, interested individuals and organizations are encouraged to call the County Extension Center or visit www.ces.ncsu.edu for current programs and educational materials.

***Member of N.C. Business Resource Alliance**

N.C. Department of Agriculture and Consumer Services Marketing Division



2 West Edenton Street, 1020 Mail Service Center

Raleigh, NC 27699-1020

Phone: (919) 733-7887

Fax: (919) 733-0999

www.ncagr.com/markets/index.htm

Organization/Program Description: N.C. Department of Agriculture and Consumer Services works in promoting domestic and international sales of North Carolina agricultural products, developing and expanding markets, reporting farm market prices on major commodities, and determining and certifying official grades of farm products.

Service Area: Statewide

Target Clientele: Assist farmers in the marketing of their products by operating regional farmers markets in Asheville, Charlotte, Greensboro, Lumberton, and Raleigh, plus regional marketing offices in Asheville, Kinston, and Elizabeth City. Showcase and promote agriculture and livestock at the Western North Carolina Agriculture Center, the North Carolina Mountain State Fair and the Senator Bob Martin Eastern Agriculture Center. Encourage the further development of aquaculture to promote economic growth, to augment food supplies, and to increase stocks of native aquatic species.

Services:

Technical Assistance:

- Agribusiness Development. Recruit new agribusiness into the state through domestic and international contacts, supporting the development of new agribusiness and expanding existing agribusinesses in the state. Areas of particular expertise are; commodity processing, aquaculture and agritourism.
- International Marketing. Develop new foreign markets and increase business in existing foreign markets for North Carolina's agricultural (food, forest, aqua-culture, and fiber) products and to assist North Carolina agribusiness with efforts to establish successful international sales and marketing programs.
- Horticulture & Commodity Marketing. Business development assistance and market promotion for raw commodities produced in our State. Horticultural and row crop marketing Specialists are available to assist individual producers or companies in their efforts to start or expand horticulture or row crop business ventures.
- Livestock Marketing. Business development assistance and marketing assistance for livestock produced in our State. Livestock Marketing Specialists are available to assist individual producers or companies in their efforts to start or expand livestock operations in our State.

- Domestic Marketing. Develop and support programs that promote North Carolina produced products. Marketing Specialist is available to assist companies in their marketing efforts.
- Farmers Markets and Agriculture Centers. Manages five regional farmers markets and two agriculture centers that provide infrastructure to support agribusiness enterprises around the State.

***Member of N.C. Business Resource Alliance**

N.C. Indian Economic Development Initiative



P.O. Box 87044, 2715 Breezewood Avenue, Suite D
Fayetteville, NC 28304
Phone: (910) 486-6555
Fax: (910) 860-0555
www.ncindian.com

Organization/Program Description: Economic development and business support outreach for N.C. Indians, Indian-owned business and N.C. federal and state tribes and tribal organizations.

Service Area: Statewide

Target Clientele: N.C. Indian-owned businesses and N.C. tribes and tribal organizations.

Services:

Education and Training:

- Youth Financial Literacy Program
- Tribal Leadership Training

Technical Assistance:

- Business Start up Counseling
- Business Plan Development
- American Indian Business Certificate
- Hub Zone Status
- Market Research
- Minority Owned Business Certification
- 8A Application Assistance
- LLC, INC, or Partnership Documentation
- DUNS Assistance
- Franchise Research
- Federal Contracting
- E/Business Networking Assistance

Financial Assistance:

- Loan Assistance
- Credit Counseling

Informational Resources:

Meetings/Conferences:

- Indian Business Summit

Reports/Publications:

- *NCIEDI Annual Report*

***Member of N.C. Business Resource Alliance**

N.C. Institute of Minority Economic Development (NCIMED)

114 West Parrish Street, P.O. Box 1331
Durham, NC 27702
Phone: (919) 956-8889
Fax: (919) 688-7668
www.ncimed.com

Organization/Program Description: The Institute works to address the needs of the minority business community across North Carolina by providing training, technical assistance, identification of market opportunities, help with accessing financing and other specialty management services to small businesses at all stages of development.

Service Area: Statewide.

Target Clientele: Minorities and women-owned businesses.

Services:

Education and Training:

- The Institute's Education and Training department builds the financial intelligence of business owners and consumers that will increase credit scores, lower debt, and enhance probability of increasing higher net worth among low to moderate income populations and business owners.

Technical Assistance:

- The Institute's Women's Business Center for N.C. provides one-on-one counseling, educational and support services
- Minority Business Development Enterprise (MBDEC) provides needed technical assistance services to lifestyle businesses (businesses with revenues, under \$500,000, particularly those firm with revenues \$0 to \$250,000).

Business-to-Business Networking:

- Carolinas Minority Supplier Development Council
- Minority Business Coordinators Network
- SBTDC

Informational Resources:

Meetings/Conferences:

- Annual Executive Networking Conference (ENC)

Reports/Publications:

- *Buying Power in North Carolina bi-annual report.* The Institute's report tracks consumer spending, disposable income and population growth among African Americans, Hispanics, Asians and American Indians in North Carolina.

***Member of N.C. Business Resource Alliance**

North Carolina Economic Developers Association

1201 Edwards Mill Road, Suite 102

Raleigh, NC 27607

Phone: (888) 246-2332

Fax: (919) 882-1902

E-mail: jpeterson@capstrat.com

www.nceda.org

Organization Description: To be North Carolina's leading organization for economic development professionals and allies, and North Carolina's leading advocacy organization for economic development.

Informational Resources:

Directories:

- Membership directory. Published each fall for distribution to all members.

Meetings/Conferences:

- Annual Meetings. NCEDA holds three major meetings each year, one during the fall, mid-winter and summer.
- Professional Development Seminar. NCEDA holds three seminars per year.
- Networking Luncheons. NCEDA holds four per year.

Reports/Publications:

- *Developments*. Monthly newsletter

N.C. Lawyers for Entrepreneurs Assistance Program

NC LEAP

P.O. Box 3688
Cary, NC 27519
Phone: (919) 677-0561

Organization/Program Description: NC LEAP provides pro bono business law services for entrepreneurs operating in the state's low-wealth communities or employing persons who live in such areas. NC LEAP will also serve as a network through which the state's business law community can work with entrepreneurs to address systematic legal barriers to economic development in North Carolina's low-wealth communities.

Service Area: Legal assistance will be provided through the pro bono services of attorneys throughout the state who have indicated an interest in participating in this new initiative.

Target Clientele: NC LEAP works with low-wealth entrepreneurs who are not able to afford to hire a business lawyer. Entrepreneurs who have an annual household income, adjusted for family size, of less than 80 percent of the area median income ("AMI") of the metropolitan statistical area ("MSA") in which they live are eligible (in rural communities, we will use the statewide median income to assess eligibility). On a case-by-case basis, NC LEAP will assess the eligibility of entrepreneurs who have an annual adjusted household income of between 80% and 120% of the applicable AMI. In all cases, persons wishing to receive services through NC LEAP must certify that they are unable to afford to pay for legal services.

NC LEAP will screen prospective clients for eligibility, conduct an initial case review to identify the relevant legal issues and coordinate all the client satisfaction and other evaluation activities at the end of the engagement. In addition to facilitating these referral relationships, NC LEAP will provide community outreach and education activities, as well as training programs for participating attorneys.

Services:

Technical Assistance:

- Services will range from basic transactional legal needs as struggling entrepreneurs strive to establish their business and create jobs to potential long term client-counselor relations as their businesses grow.
- Lawyers are trained as problem-solvers to assist start-ups navigate the long, tough journey to success. Their services may include basic business incorporation, contracts, leasing issues, franchise questions, tax issues and personnel matters.

Financial Assistance:

- NC LEAP will also positively affect the capital position of eligible start-up who need to maximize every scarce dollar for start-ups costs, inventory and personnel expenses. NC LEAP will help eliminate or minimize legal fees during the start-up phase.

***Member of N.C. Business Resource Alliance**

North Carolina Military Business Center



515 Ramsey Street, P.O. Box 1748

Fayetteville, NC 28302

Phone: (910) 323-4587 or (877) 245-5520

Fax: (910) 323-4784

www.ncmbc.us or **www.matchforce.org**

Organization Description: The NCMBC is a business development entity of the N.C. Community College System, headquartered at Fayetteville Technical Community College. NCMBC business developers at 10 locations across the state connect N.C. firms to federal business opportunities and help them bid on and win government work (prime and subcontracts). The NCMBC also operates the MatchForce.org web portal that electronically connects N.C. businesses to federal opportunities and to transitioning military and other job seekers free of charge.

Service Area: The NCMBC serves statewide. Contact information for all NCMBC business developers and the MatchForce administrator are at the “contact us” tab on **www.ncmbc.us**.

Target Clientele: The NCMBC provides service to all businesses in North Carolina. The NCMBC provides business development services principally to small and mid-size firms, and connects large defense firms (inside and outside North Carolina) to North Carolina subcontractors.

Services:

Education and Training:

- The NCMBC conducts seminars on federal opportunities; understanding federal solicitations; and preparing and submitting quotes, bids and proposals for government contracts.

Technical Assistance:

- The NCMBC business developers provide one-on-one assistance to businesses in to identify, understand and bid on federal opportunities.

Financial Assistance:

- The NCMBC assists N.C. businesses in locating resources for capital to assist them in successfully competing on federal contracts.

Business-to-Business Networking:

- MatchForce.org provides a platform for businesses to search for teaming partners for federal contracts and to post subcontract and supplier opportunities.

Informational Resources:

Meetings/Conferences:

- The NCMBC provides speakers to meetings and conferences hosted by Community Colleges, Chambers, economic developers, trade associations, business resource agencies and other entities on request.

Directories:

- MatchForce.org is a directory of over 8,300 NC businesses, 8,000 federal contract opportunities, 9,200 individual job seekers and 900 jobs posted by registered businesses.
- The NCMBC website www.ncmbc.us includes directories of current prime contractors, multiple award contract holders and future military construction projects at bases in North Carolina. It also includes directories of North Carolina firms registered and prepared to work as subcontractors and suppliers on major military construction projects.

Reports/Publications:

- The NCMBC publishes a monthly e-newsletter, *BRACFlash!* Distribution is over 21,000 including all North Carolina businesses registered as federal government contractors on www.ccr.gov. Back issues are available on www.ncmbc.us.
- The NCMBC conducted a Gap Analysis study of future military business opportunities vs. business capacity in North Carolina. Four reports from this study, including 23 strategic recommendations and target industrial sectors are available on www.ncmbc.us.

North Carolina Minority Support Center

123 W. Main St. Mezzanine Floor
Durham, NC 27701
Phone: (919) 530-1683
Fax: (919) 530-1684

Organization Description: The Support Center is dedicated to relieving poverty, combating community deterioration and creating jobs and homeownership opportunities for low and moderate income people throughout the state in conjunction with North Carolina's community credit unions.

Service Area: North Carolina

Target Clientele: Lending for business ventures for low and moderate income people via Community Development Credit Unions.

Services:

Education and Training:

- Financial literacy courses. Available through Community Development Credit Unions in our network.

Technical Assistance: The Support Center provides four main services to its member credit unions:

- Technical Assistance
- Capacity Grants Program
- Capital Support Loan Fund
- Accounting Service Center

Locations:

First Legacy Federal Credit Union:

- 431 Beatties Ford Road, Charlotte, NC 28216. Phone: (704) 375-5781.
- 521 Crocker Road, Kings Mountain, NC 28086. Phone: (704) 739-6671.
- 505 South Center Street, Statesville, NC 28677. Phone: (704) 878-0200.
- 1660 Garnet Street, Kannapolis, NC 28033. Phone: (704) 933-1021.
- 1400 West Bank Street, Salisbury, NC 28144. Phone: (714) 637-6528.

Self-Help Credit Union:

- 34 Wall Street, Suite 704, Asheville, NC 28801, Phone: (828) 253-5251.
- 100 Hay Street, Suite 300, Fayetteville, NC 28301, Phone (910) 354-1010.
- 910 17th Street, NW, Suite 500, Washington, DC 20006, Phone: (202) 349-1850, Toll Free: (800) 881-6261.
- 926 Elizabeth Avenue, Suite 302, Charlotte, NC 28204.
- 122 North Elm Street, Suite 810, Greensboro, NC 27401.
- 272 N. Front Street, Suite 215, Wilmington, NC 28401, Phone: (910) 341-3272.
- 301 W. Main Street, Durham, NC 27701, Phone: (919) 956-4400.
- 301 South Evans Street, Suite 306, Greenville, NC 27858.

Latino Community Credit Union:

- 4801 E. Independence Blvd, Suite 103, Charlotte, NC 28212,
- Phone: (704) 531-0201.
- 100 Hay Street, Fayetteville, NC 28301, Phone: (910) 323-4334.
- 1420 Hardimont Road, Raleigh, NC 27609.
- 201 W. Main Street, Durham, NC 27701, Phone: (919) 530-8800.
- 2410 Randleman Road, Greensboro, NC 27406, Phone: (336) 370-9512.

Generations Community Credit Union:

- 107 East First Street, Ahoskie, NC 27910, Phone: (252) 332-4413.
- 1330 E. 10th Street, Roanoke Rapids, NC 27870, Phone: (252) 537-9976.
- 4713 Market Street, Wilmington, NC 28405, Phone: (910) 799-6622.
- 123 W. Main Street, Durham, NC 27701, Phone: (919) 683-2000.
- 327 N. Market Street, Washington, NC 27889, Phone: (252) 794-3242.
- 405 S. Broad Street, Edenton, NC 27932, Phone: (252) 482-3126.
- 210 W. Boulevard, Williamston, NC 27892, Phone: (252) 792-1899.
- 119 Hooper Avenue, Yanceyville, NC 27379, Phone: (336) 694-1544.
- 314 S. Garnett Street, Henderson, NC 27536, Phone: (252) 492-5854.

North Carolina REAL Enterprises



3739 National Drive, Suite 110
Raleigh, NC 27612
Phone: (919) 491-7572
Fax: (919) 781-7223
www.ncreal.org

Organization Description: NC REAL is a 501 © (3) non-profit organization dedicated to helping bring entrepreneurship and small business creation to North Carolina. NC REAL stands for North Carolina Rural Entrepreneurship through Action Learning. We provide the curriculum, training and support for individuals interested in providing entrepreneurship programs to adults and youth.

Service Area: NC REAL is a statewide organization that partners with schools, colleges and community development organizations to deliver entrepreneurship training.

Target Clientele: Our clients are primarily rural, low wealth and/or minorities with entrepreneurial aspirations who need specific skills and support to realize their dreams. NC REAL has a Spanish translated version of the REAL Entrepreneurship and an online option.

Services:

Education and Training:

- Various entrepreneurship courses for adults and youth; see our map at www.ncreal.org/sites.html
- 33-38 hour Institutes prepare adults to facilitate programs from elementary grades through post-secondary which help participants learn to think and act as entrepreneurs. Institute participants experience the highlights of REAL course, prepare course plans and design implementation strategies. Institutes are available in English and Spanish.
- eREAL Institute is a two day training to prepare facilitators to deliver the online version of REAL Entrepreneurship.
- In-Service Seminars are held annually for REAL Facilitators as part of NC REAL's professional development training for REAL facilitators. During the two day seminar, facilitators go deeper into the core curriculum, develop new skills, and observe best practices in delivering entrepreneurship education.
- Building Entrepreneurial Skills Workshop, prepares adults to integrate entrepreneurial skills in any course or program for youth.
- School Based Enterprise Workshop (SBE) is a hands-on session for educators planning to start, or already working with, school based enterprises.

- Rapid Response Entrepreneurship Modules Training is a one-half day course to train facilitators in the delivery of eight 2-3 hour modules designed for adults on the go who need skills in a specific topic related to small business planning or management.
- REAL Youth Entrepreneurship Camp Training helps adults working with youth to plan for and help youth develop entrepreneurial skills through a camp experience.

Technical Assistance:

- Online Business Courses for Entrepreneurs are designed for entrepreneurs who need additional skills to build their business. The courses available online through the NC REAL website at www.ncreal.org to consumers include:
 - ⇒ Business Use of Your Home.
 - ⇒ Understanding Financial Statements and
 - ⇒ Using Financial Statements.

Business-to-Business Networking:

- NC REAL promotes the establishment of REAL Alumni Networks through the Small Business Center Network, a primary partner.

Entrepreneurial Leadership and Policy:

- NC REAL is a member of the Business Resource Alliance, which submits an annual entrepreneurship action agenda to the General Assembly.
- Members of the National Community College Entrepreneurship Association and the National Consortium for Entrepreneurship Education.
- NC REAL adheres to the National Standards for Entrepreneurship Education; and celebrates National Entrepreneurship Week annually.

Informational Resources:

Directories:

- REAL Business Directory available online at www.ncreal.org

***Member of N.C. Business Resource Alliance**

North Carolina Secretary of State Corporate Divisions

P.O. Box 29622
Raleigh, NC 27626-0622
Phone: (919) 807-2000
Fax: (919) 807-2039
www.sosnc.com

Organization/Program Description: To facilitate the growth of North Carolina's economy and promote the accumulation and protection of financial capital by providing efficient and expeditious corporate services and information to the general public and business, legal and banking communities.

Service area: Statewide

Services:

Technical Assistance:

- Responsible for the examination, custody and maintenance of the legal documents filed by more than 400,000 corporations, limited partnerships and limited liability companies.
- Ensure uniform compliance with the statutes governing the creation of these entities, record the information required to be kept as a public record, and provide that information to the public.

Financial Assistance:

- Qualified Business Tax Credit Program is administered by the Secretary of State and offers investors in certain types of businesses a credit against state tax liability which can be as much as 25% of the amount invested. In order for the investor to be eligible for the credit, the investment must be made in a business registered with the Securities Division as a "Qualified Business Venture" or a "Qualified Grantee Business".

Informational Resources:

Reports/Publications:

- *Incorporating Your Business in North Carolina.*
- *Incorporating Your Non-profit in North Carolina.* Both publications are free of charge and can be obtained by contacting the Corporations Division at (919) 807-2225.

Northeast Technology and Business Center



NETBC
415 East Boulevard
Williamston, NC 27892
Phone: (252) 789-4900
Fax: (252) 792-0993
www.nctelecenter.com

Organization Description: The Northeast Technology & Business Center's supports the local community and economy through a four-pronged approach of providing small business assistance and incubator opportunities, enhancing educational opportunities for youth, providing free Internet access, and offering conference rooms for training opportunities. These services are made available to improve the success of local small business startups as well as attracting growth companies.

Service Area: Primary focus is on Martin County with surrounding counties where needed.

Target Clientele: Business start-ups and existing businesses in the growth phase

Services:

Education and Training:

- REAL (Rural Entrepreneurship through Action Learning) lessons provided on one-on-one, as-needed basis

Technical Assistance and Information:

- One-on-one business counseling – business planning, startup and financial assistance, growth and management counseling, marketing and operations assistance
- Incubator services
- Technology advice and support

Business-to-Business Networking:

- Martin County Chamber of Commerce
- Upper Coastal Plain COG Rural Entrepreneurial Network

Informational Resources:

Meetings/Conferences:

- Mid-East Commission Water 2030 Initiative
- Region Q Workforce Development Board
- Martin County Joblink Job Fair

***Member of N.C. Business Resource Alliance**

NxLevel

NC Small Business and Technology Development Center

5 West Hargett Street, Suite 600
Raleigh, NC 27601
Phone: (919) 715-7272
www.nxlevel.org

Organization/Program Description: NxLevel is a program offered through the Small Business and Technology Development center acting as State Administrator. The primary mission of NxLevel™ is to develop and disseminate business-oriented training programs that assist in strengthening an entrepreneurial spirit.

Service Area: The SBTDC maintains 17 offices statewide, each affiliated with one or more North Carolina colleges or universities. Through a strong circuit-riding program, the SBTDC reaches to clients in all of North Carolina's 100 counties.

Target Clientele: Idea, start-up, growth and operations phases of entrepreneurship and youth

Services:

Education and Training:

- NxLevel offers a series of targeted entrepreneurial training programs targeted to address the needs of the start-up company or existing business.

Informational Resources:

Reports/Publications:

- *NxLevel Guide for Business Start-ups.* This text provides a comprehensive overview of entrepreneurship for the person interested in starting a business.
- *NxLevel Business Resource Guide.* This text contains useful resources for either start-ups, or established entrepreneurs. It includes a list of business resources for research, financing or assistance.
- *NxLevel Guide for Entrepreneurs.* This book is a comprehensive overview of the art of business and how to improve business operations from marketing to financial controls.
- *"Get the Buss on Biz!" NxLevel Guide for Enterprising Youth.* This text provides a comprehensive overview of entrepreneurship for youth interested in starting a small business.
- *"Business Plan Basics" NxLevel Guide for Micro-Entrepreneurs.* This text provides an overview of how to start a microenterprise as a way to use self-employment as a means to become self-sufficient.
- *"Tilling the Soil of Opportunity..." NxLevel Guide for Agricultural Entrepreneurs.* This text provides a comprehensive overview on how to start or expand an agriculture-based operation producing non-commodity products.

Office of Technology Development University of North Carolina at Chapel Hill

University of North Carolina at Chapel Hill
308 Bynum Hall, CB 4105
Chapel Hill, NC 27599-4105
Phone: (919) 966-3929
Fax (919) 962-0646
E-mail: otd@unc.edu
<http://research.unc.edu/otd>

Organization Description: The Office of Technology Development (OTD), in support of the university's mission to encourage innovation and disseminate knowledge, serves the university and the public by licensing discoveries developed by faculty, students and staff. OTD also assists faculty in obtaining research support from corporate sponsors. We assist faculty in starting new companies around their research, negotiate and create agreements, manage an extensive patent assistance, and assist in obtaining corporate –sponsored research.

Service Area: Statewide

Target Clientele: Faculty, staff and students

Services:

Technical Assistance:

- OTD oversees technology marketing at the University and provides general, procedural and disclosure information to inventors.
- OTD oversees invention reporting, license agreements, confidentiality agreements, and materials transfer agreements at the university.
- OTD sponsors seminars in technology commercialization every third Thursday of the month with a lecture/seminar in Sitterson Hall, Room 014, followed by a networking session at Top of the Hill Restaurant and Brewery. The seminars feature speakers from around the UNC-Chapel Hill campus and the Research Triangle Park who work in and with technology commercialization.

Informational Resources:

Reports/Publications:

- Provides online resources including: *Inventor's Handbook*, *Resources for Industry*, and *Technology News*.

Piedmont Triad Entrepreneurial Network

7025 Albert Pick Road, Suite 303
Greensboro, NC 27409
Phone: (336) 605-4777
Fax: (336) 668-3160
www.pten.org

Organization/Program Description: PTEN promotes the formation and success of entrepreneurial growth companies in the Piedmont Triad by providing access to resource networks, talented people, capital, and university research technology.

Services:

Education and Training:

- FastTrac Tech. PTEN offers FastTrac Tech business training programs in the spring of each year.

Technical Assistance:

- Growth Accelerator Program (GAP). Annual business plan competition, education and mentoring program, that includes \$30,000 provided to three winning companies over an 18 month period based on meeting milestones, free incubator space and reduced-cost legal services, accounting services and public relations.
- Mentoring Program. One of many pro-bono services, this program is a key educational benefit to PTEN Membership. This program has been publicly acknowledged by leading area businesses as an invaluable tool in building a business enterprise. This program is available to PTEN members.

Financial Assistance:

- FastCap. PTEN offers panels to prepare entrepreneurs for presentations to venture capitalists and angel investors. Obtaining equity financing does not favor the inexperienced and requires a sophisticated business plan and presentation

Business-to-Business Networking

- PTEN offers peer networking with the Life Sciences CEO Roundtable and CFO (Chief Financial Officers) Roundtable. Roundtables meet bi-monthly for education and networking.
- Capital Connects! Breakfasts. Annual matching-making event designed to link emerging growth companies from across North Carolina with accredited investors.

Informational Resources:

Meetings/Conferences:

- North Carolina Logistics and Supply Chain Innovators Forum. A bi-annual event for North Carolina-based firms focused on supply chain, logistics or transportation innovation and technology. Innovation sectors include wireless asset tracking (RFID/GPS), supply chain management software, carrier and 3PL technology, material handling technology and transportation manufacturing technology.

- North Carolina Nanotech Conference (www.ncnano.com). Annual conference opens to nanotechnology entrepreneurs, executives and investors from across North Carolina, held on a rotating basis in High Point, Greensboro and Winton-Salem. The inaugural 2006 conference featured keynote speakers addressing nanotechnology industry trends and initiatives, venture capitalists and investment bankers, as well as nanotechnology start-up ventures involved in general materials and medical science applications.
- PTEN Monthly Meetings. Panelists and speakers discuss topics of strategic interest to anyone building and growing a business. These events are open to the public.

***Member of N.C. Business Resource Alliance**

Policy, Research & Strategic Planning NC Department of Commerce



301 N. Wilmington Street
Raleigh, NC 27699-4329
Phone: (919) 715-5995
Fax: (919) 715-6866

www.cmedis.commerce.state.nc.us

Organization/Program Description: Policy & Research Strategic Planning (PRSP) performs research, analysis and creative thinking to enable innovative economic development decision-making and practices at the state, local and regional levels

Service Area: Statewide.

Target Clientele: State citizens, other state and local agencies, and out-of-state or foreign businesses seeking to relocate or to develop business relationships in North Carolina.

Services:

Education and Training:

- PRSP hosts training sessions for REMI software approximately twice a year.

Technical Assistance:

- PRSP provides state, regional, and local economic developers with tools and information to assist with business development projects. This information often includes data about specific industries and companies, hypothetical tax credit assessments, and general business climate facts.

Business-to-Business Networking:

- PRSP participates in a number of issue-focused working groups which allows us to have substantial contact with state business leaders. The Division actively networks with other state agencies, regional, local, and private economic development organizations, and professional associations.

Entrepreneurial Leadership and Policy:

- PRSP formulates and evaluates public policies for the Department of Commerce. The division provides staff support for the Economic Development Board, an organization of political and business leaders who are charged with recommending economic development policies for the state.

Informational Resources:

Meetings/Conferences:

- PRSP provides staffing for the quarterly North Carolina Economic Development Board meeting and sponsors conferences and forums that support the mission and objectives of the Department of Commerce.

Directories:

- PRSP maintains a directory of county and industry profiles, state business climate comparisons, and research papers.

Reports/Publications:

- *Quarterly and Annual Job Development Investment Grant Program reports.*
- *Annual Site Development Investment Grant Report.*
- *Biennial Report on the William S. Lee Tax Credit Program.*

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Practical Lessons



3511 Shady Creek Drive

Durham, NC 27713

Phone: (919) 493-1521

www.practicallessons.com

www.powerfulminute.com

Organization/Program Description: Practical Lessons supports businesses in achieving outstanding results in three essential areas: financial results, attracting and growing the right people, and building a culture of success.

Service Area: North Carolina

Target Clientele: 1) Start-up Phase – 1+ employees, 2) Growth Phase – Growth stressing existing operational processes and structures, and 3) Re-structuring Phase – Acknowledgement company needs to change to grow or survive but is unclear how to design and implement necessary changes. Past and current industries we have direct experience with: Services, Pharmaceutical, Healthcare, Mobility, Telecom, Transportation, Publishing, Nutrition, Manufacturing.

Services:

Education and Training:

- High-Impact Management
- Small Business Owner – Management/Leadership
- Personal Effectiveness/Development Training
- Successful Culture Development
- Hiring – effective interviewing
- Communicating for Results

Technical Assistance:

- One-one-One Mentoring/Coaching – Business Owner, Management & Teams
- Management Seminars/Workshops
- Organizational Surveys
- Process Consulting
- Team-building Workshops
- Culture Building Workshops

Informational Resources:

Reports/Publications:

- *The No-Nonsense Guide to Management Effectiveness*. Published April 2004.
- *Powerful Management* – Quarterly Newsletter for Managers, Executives and Small Business Owners.
- *Powerful Minute* – Weekly Audio Newsletter on Leadership, Management and Personal Development.
- *Life-Design Workbook*.
- *Building Competitive Advantage*.
- *Team-Building Workbook*.

Rockingham County Business & Technology Center



RCBTC
P.O. Box 155
Wentworth, NC 27375
Physical Address:
240-2 Cherokee Camp Road
Reidsville, NC 27320
Phone: 336.342.7853
Fax: 336.342.7856
E-mail: info@rcbtc.org
www.rcbtc.org

Organization/Program Description:

The Rockingham County Business & Technology Center (RCBTC) is dedicated to create jobs by supporting entrepreneurs. The Center accomplishes this by providing understandable business counseling and technology services as well as tools that simplify the process of starting and growing a business. Additionally, the RCBTC identifies and provides management support for large infrastructure projects targeted at supporting entrepreneurial efforts. These services are intended to improve the success rate of new businesses and the potential for existing businesses to grow. The RCBTC strives to create an entrepreneur-friendly, technology-enabled environment in Rockingham County and is a key component of the County's economic development efforts.

Service Area: Primarily focus on Rockingham County, but services are available to surrounding counties upon request.

Target Clientele: Business start-ups and existing businesses with less than 50 employees

Services:

Education and Training:

- Business Computer Skill Improvement Workshops

Technical Assistance and Information:

- One-on-one business counseling. One-on-one business planning, startup and financial assistance, growth and management counseling, marketing and operations assistance
- Copy center services for marketing collateral
- Technology advice and support. Including fee-based network installation and support and PC hardware and software support
- e-Marketing advice. Including fee-based web design

Business-to-Business Networking:

- Sponsors Rockingham County Business Coalition – collaboration between business support organizations throughout Rockingham County.
- Hosts SCORE Branch – Service Corps of Retired Executives Greensboro NC.
- Partners with Piedmont Triad Entrepreneurial Network.

- Partners with Eden Chamber of Commerce.
- Partners with Reidsville Chamber of Commerce.
- Partners with Western Rockingham Chamber of Commerce.

Directories:

- *RCBTC Business Planning & Resource Guide* - www.rcbtc.org/b_solutions

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Rural Ventures Fund North Carolina Rural Center



4021 Cary Drive
Raleigh, NC 27610
Phone: (919) 250-4314
www.ncruralcenter.org

Organization/Program Description: The purpose of the Rural Ventures Fund, just launched in 2007, is to meet the capital needs of existing entrepreneurial businesses located in Tier 1 counties where these businesses can create or retain jobs.

Service Area: Rural counties in North Carolina, especially Tier 1 counties, are welcome to participate in and promote the Rural Ventures Fund with their local companies.

Target Clientele: The Rural Ventures Fund targets small, growing North Carolina companies with future job creation potential but that are cash constrained or have limited unencumbered assets. The companies must be located in rural, distressed communities (Tier 1, as defined by: "article 3J", see **www.nccommerce.com/finance/tiers/tiers.asp**). The business must have owner management experience and be unable to receive equity financing but for the Rural Ventures Fund.

Services:

Technical Assistance:

- Teams of business students from several rural campuses of the University of North Carolina system will serve as one point of intake for application or deal identification as well as for technical assistance to Rural Ventures Fund applicant companies.

Financial Assistance:

- The Rural Ventures Fund targets investments in the \$50,000 to \$350,000 range and they can be either equity or debt or a combination.
- The typical equity scenario involves the Fund seeking up to 50 percent ownership in the companies in which it invests. The Fund customizes a ten-year exit strategy from the front end that allows the company an investment that is patient, flexible, convertible and subordinate with up to a 10-year life.
- A debt scenario would be the use of a convertible subordinated mortgage bond with 5-year payments of interest only, some collateralization, and the ability to convert the debt to equity within a specified time frame.
- In either case the ability to reward over-performance on job or revenue creation will be an element of the deal.

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SCORE

Service Corps of Retired Executives

409 3rd Street Southwest
6th Floor
Washington, DC 20024
Phone: (800) 634-0245
www.score.org

Organization/Program Description: Provides entrepreneur education and help in the formation, growth and success of small businesses. SCORE counselors assist with evaluating business prospects, building marketing plans, generating business plans, and seeking financial assistance when needed. SCORE's mission is to advise, encourage, train and mentor small businesses nationwide.

Service Area: National; offices located across NC.

Target Clientele: Entrepreneurs in the idea, start-up, growth and operations phases.

Services:

Technical Assistance:

- Ask Score. An online business advice service. Ask SCORE makes our network of business counselors and their combined 600-plus skills available to you and it makes getting business advice quick and easy.
- Support Services. SCORE's 10,500 retired and working volunteers provide free business counseling and advice as a public service to keep your business going and growing.
- Business Toolbox. A list of online resources, as well as the quizzes and tools. SCORE chapter offices also offer free resources such as: workbooks for starting, marketing and incorporating your small business.
- Workshops. SCORE offers low-cost workshops at their 389 chapters located nationwide.

Informational Resources:

Reports/Publications:

- *SCORE's eNewsletters.* Stay up-to-date on small business trends, resources and SCORE services by subscribing to our free monthly eNewsletters.

Local Offices by Region:

Advantage West Region:

Asheville SCORE

Federal Building, Room 259
151 Patton Ave.
Asheville, NC 28801
(828) 271-4786

Western NC SCORE

Federal Building, Room 108
140 3rd Avenue, West
Hendersonville, NC 28792
(828) 693-8702

Charlotte Region:

Charlotte SCORE

6302 Fairview Road, Suite 300
Charlotte, NC 28210
(704) 344-6576

Piedmont Triad Region:

Asheboro SCORE

C/o Asheboro/Randolph C of C
317 E. Dixie Drive
Asheboro, NC 27203
(336) 626-2626

Greensboro SCORE

2007 Yanceyville Street
Box 48
Greensboro, NC 27405
(336) 333-5399

High Point SCORE

High Point Chamber of Commerce
1634 N. Main Street
High Point, NC 27262
(336) 882-862

Research Triangle Region:

Chapel Hill SCORE

C/o Chapel Hill/Carboro C of C
104 S. Estes Drive, PO Box 2897
Chapel Hill, NC 27514
(919) 968-6894

Durham SCORE

411 W. Chapel Hill Street
Durham, NC 27701
(919) 541-2171

Raleigh SCORE

Century PO Bldg., Suite 306
300 Fayetteville Street Mall
Raleigh, NC 27602
(919) 856-4739

Sandhills Area SCORE

C/o Sandhills Area C of C
10677 Hwy 15-501/PO Box 458
Southern Pines, NC 28387
(910) 692-3926

Northeast Region:

Outer Banks SCORE

C/o Outer Banks Chamber of Commerce
101 Town Hall Drive
Kill Devil Hills, NC 27948
(252) 441-8144

Eastern Region:

Coastal Carolina SCORE

3615 Arendell Street
Morehead City, NC 28557
(252) 222-6126

Down East SCORE

233 Middle Street, Ste. 206
New Bern, NC 28562
(252) 633-6688

Southeast Region:

Wilmington SCORE

Browning Plaza II, Suite 6
4010 Oleander Dr.
Wilmington, NC 28403
(910) 452-5395

Self-Help Credit Union

P.O. Box 3619
Durham, NC 27702
www.self-help.org

Organization/Program Description: As a Community Development Financial Institution, Self-Help strives to help low-wealth families buy homes, build businesses and strengthen community resources. Self-Help's work is based on the belief that ownership allows people to improve their economic position. Owning assets, such as a home, can enable a family to send a child to college, start a business, or weather a financial crisis.

In addition to direct lending, Self-Help acts as a laboratory for economic development – experimenting to find out what works and advocating for change in the public and private sectors. As a nationally recognized model for community development finance, Self-Help shares its knowledge and experience with fellow community development organizations, legislators, government agencies and others.

Service Area: Statewide, through seven regional offices; see www.selfhelp.org/contactus/index.asp.

Target Clientele: Low-wealth families and small businesses

Services:

Technical Assistance:

- Works with other nonprofit, public and private groups to provide technical and management assistance to entrepreneurs.

Financial Assistance:

- Helps borrowers find innovative ways to finance their home or business.
- The Small Business Association (SBA) 504 Loan Program - provides long-term, low fixed-rate financing for land, buildings, machinery and equipment. Common uses include construction, purchase and/or renovation of a business facility and the purchase of heavy-duty equipment. Borrowers include businesses like retail stores, professional offices, childcare centers and auto repair businesses to name a few.
- Microloan Program - serves people who need small loans to develop businesses but who may not have strong credit, extensive business experience or sufficient collateral. Self-Help also provides capital to environmentally friendly enterprises and recycling businesses.
- Child Care Revolving Loan Fund - provides start-up and expansion loans for child care providers servicing low-income families.
- Community Facilities Fund - provides loans targeting nonprofit organizations and human service providers. Funds can be used for services related to childcare, education (including charter schools), and community-based health initiatives for rural areas.
- Home Loans - to people who cannot get a mortgage loan due to credit problems or financial weakness. Self-Help's Ventures in Homeownership program works specifically with people with developmental disabilities.

Informational Resources:

Reports/Publications:

- *Annual Reports and Impact Statements.* Reports highlighting accomplishments of our borrowers, the organization and the services provided. Available on-line.
- *SBA 504 Program eNews Brief.* Self-Help's electronic news brief for lenders. Each month we deliver current SBA 504 loan rates and share information beneficial to lenders and their small business customers. To join the distribution list, please e-mail Jamie.Miyares@self-help.org.

***Member of N.C. Business Resource Alliance**

SJF Ventures, LP/SJF Advisory Services



400 W. Main Street, Suite 604
Durham, NC 27701
Phone: (919) 530-1177 x406
Fax: (919) 530-1178
www.sjfund.com

Organization Description: SJF Ventures is a \$40 M venture capital fund that helps accelerate the growth of companies whose competitive advantages include environmental or workforce innovation. SJF focuses on companies with \$1 million or more in sales that are seeking equity capital of \$500,000 to \$5 million. SJF is seeking new investment opportunities, particularly in the renewable energy and efficiency, green building, organic and premium products, business and health care services, and water and infrastructure sectors. A certified CDFI, SJF has invested in 22 Eastern US companies (two in North Carolina) through 2006. SJF also has an office in New York, NY.

Service Area: Eastern US

Target Clientele: Through the financing and support of high growth companies, SJF Ventures and SJF Advisory Services seek to serve low and moderate income populations by generating quality employment (jobs with livable wages, benefits including employer-paid health insurance, and opportunities for advancement) and providing asset-building opportunities (in the form of broad-based stock options plans or profit-sharing).

Services:

Education and Training:

- SJF Advisory Services provides “Getting Ready for Equity” sessions designed to help entrepreneurs and growing companies understand how private equity investors operate and how to work effectively with them.

Technical Assistance:

- SJF staff provides strategic, financial and management advice to SJF portfolio companies, as well as to hundreds of companies annually that seek financing from SJF Ventures.
- Assist with referrals and business plan feedback to financial modeling and business strategy.
- Expertise in developing and implementing broad-based stock option plans for companies
- Assist companies with benefits and training
- Help companies improve their environmental efficiency and effectiveness; and
- Connect companies with government and business resources

Financial Assistance:

- Invests \$500,000 to \$1,000,000 in rapidly growing companies in the form of preferred equity or subordinated debt with warrants

Business-to-Business Networking:

- SJF encourages companies to utilize the services of the Council for Entrepreneurial Development (Triangle), PTEN (Triad), BIG (Charlotte), the Small Business and Technology Development Centers (SBTDCs), or community college Small Business Centers to assist in entrepreneurial development and business planning.

Entrepreneurial Leadership and Policy:

- SJF has advocated for an increase in the minimum wage in North Carolina and are active in the Apollo Project, which advocates for social and environmental equity.

Informational Resources:**Meetings/Conferences:**

- Cleantech CEO Panels
- Workforce Innovator CEO Panels
- Getting Ready for Equity workshops

Directories:

- Our website www.sjfund.com lists an abundance of resources related to business planning and entrepreneurial financing.

Reports/Publications:

- *SJF Mission Results (2004, 2005, 2006)* available at www.sjfund.com/index.php?id=18.
- *Beyond Paycheck to Paycheck: Wealth-Building Strategies for Venture Capital Funds to use with Portfolio Companies and Their Employees* (2004), www.sjfund.com/?id=124.

***Member of N.C. Business Resource Alliance**

Small Business and Technology Development Center (SBTDC)

5 West Hargett Street, Suite 600
Raleigh, NC 27601-1348
Phone: (800) 258-0862 (NC only) OR (919) 715-7272
Fax: (919) 715-7777
www.sbtDC.org

Organization/Program Description: The Small Business and Technology Center is North Carolina's Business and Technology Extension Service administered by NC State University on behalf of The University of North Carolina system. It operates in partnership and with funding support from the U.S. Small Business Administration, the Defense Logistics Agency, the U.S. Export-Import Bank and the North Carolina Department of Commerce.

Service Area: The SBTDC maintains 17 offices statewide, each affiliated with one or more North Carolina colleges or universities. Through a strong circuit-riding program, the SBTDC reaches out to clients in all of North Carolina's 100 counties.

Target Clientele: Through business counseling and management education services, SBTDC staff help small to medium-sized businesses meet challenges, manage change and plan for the future.

Services:

Education and Training:

- Management Education Services. Offers a portfolio of research-based educational products for business owners, management teams, employees and board members. These products are focused on strategic performance, change management, leadership development, business performance enhancement and competitiveness.
- NxLevel Business Planning. Learn the skills needed to create, develop, and strengthen your business ventures.
- *The Power of Angel Investing* Seminars. Designed to provide a comprehensive overview of angel investing for accredited investors with limited or no angel investment experience. Each seminar is offered in a "protected environment" without solicitations from service providers and entrepreneurs looking for angel financing.

Technical Assistance:

- Business Counseling Services. Offers free, confidential in-depth counseling to business owners, and management teams and to those seriously engaged in new business start-ups. Counseling is available to help address a broad range of issues, including business strategies, access to capital, marketing, human resources, operations, planning and feasibility assessments.
- Boating Industry Services. Supports North Carolina's growing boating industry cluster through assistance in the recruiting of boating industries and in the development of the supplier network for the boating industry.

Financial Assistance:

- Special Market Development Services. Specifically designed to aid growing companies in expanding their markets and increasing their competitiveness.
 - Government Procurement. Operates the Procurement Technical Assistance Center Program with funding from the Defense Logistics Agency. Counselors help businesses access local, state and federal contract opportunities.
 - Technology Development and Commercialization. Counselors assist emerging technology businesses in addressing intellectual property issues, accessing equity capital, and federal R&D grants through the SBIR/STTR programs.
 - Export Finance. Serves as the North Carolina City/State Partner for the U.S. Export-Import Bank. Counselors help existing firms secure working capital and credit insurance policies to support export sales.

Informational Resources:**Reports/Publications:**

- *Capital Opportunities for Small Business (13th edition).*
- *Business Start-up and Resource Guide.*
- *The Annual State of Small Business 2006.*
- *Intellectual Property Guide.*
- *North Carolina International Providers Guide..*
- *2006 SBTDC Annual Report.*
- *SBTDC Industry Studies.*
- *Textile Resource Guide.*
- *E-Business Resource Guide.*

***Member of N.C. Business Resource Alliance**

Small Business Center Network (SBCN) North Carolina Community College System



5003 Mail Service Center
Raleigh, NC 27699-5003
Phone: (919) 807-7217
Fax: (919) 807-7169

[www.nccommunitycolleges.edu/Business and Industry/sbcmainpage.htm](http://www.nccommunitycolleges.edu/Business%20and%20Industry/sbcmainpage.htm)

Organization/Program Description: Comprised of 58 Small Business Centers (SBCs) throughout North Carolina, the Small Business Center Network is the most extensive state-funded small business assistance program in the nation. The network supports the development of new businesses and the growth of existing businesses by being a community-based provider of training, counseling, and resource information. A SBC is located within 30 minutes of nearly everyone in the state at the local Community College. The network serves over 70,000 North Carolinians each year.

Service Area: Statewide.

Target Clientele: The SBCN serves small businesses in North Carolina with each center focusing on local needs.

Services:

Education and Training: Small Business centers provide a full range of entrepreneurship and business seminars, workshops and courses. Offering over 4,000 business startup and development programs each year, the Small Business Center Network provides training that meets most business needs.

- **Business Startup.** The SBCN offers literally hundreds of seminars and workshops each month on a variety of business startup topics including, How to Write a Business Plan, Financing, Market Development, Recordkeeping/Taxes, and computers to name a few.
- **Business Growth.** Each SBC offers variety of educational offerings aimed at assisting business owners in growing their company. They range from raising management and supervisory skills to increasing the efficiency and effectiveness of operations.
- **Specialized Needs.** SBCs also have the capacity to offer programs that meet specialized needs such as export training (both in-class and out of country), motorsports, and regulatory/compliance information. Contact your local SBC and let them know how they can help you.

Technical Assistance:

- Small Business Assistance. SBCs provide free, confidential counseling services for new and existing businesses. Available on an as-needed basis, our counselors believe that no question is too simple or too complicated and can provide assistance with business feasibility, planning, startup, and operations. Additionally, all Small Business Centers have Internet access and many have access to computer labs for training.

Financial Assistance:

- Many SBCs are intake sites for a variety of micro-enterprise loan programs and can assist clients in preparing financing proposals.

Business-to-Business Networking:

- The SBCN partners with dozens of local, statewide, and national organizations that can assist small businesses and makes nearly 5,000 referrals to other organizations each year.

Informational Resources:**Meetings/Conferences:**

- Local Meetings. Each Small Business Center participates extensively with the local chambers, trade organizations, and service providers in sponsorship of business information meetings, conferences, and business expos. Direct requests to local SBCs.

Reports/Publications:

- Resource and Information Center. Maintains printed and audiovisual materials, computer and software accessibility, Internet access and teleconference capability.

Small Business Center Network Sites by Region*Advantage West Region:***Asheville/Buncombe TCC**

1459-C Sand Hill Road
Candler, NC 28715
Ph: (828) 254-1921
Fax: (828) 418-1002

Blue Ridge CC

College Drive
Flat Rock, NC 28731
Ph: (828) 694-1766
Fax: (828) 692-2441

Caldwell CC&TI

2855 Hickory Blvd
Hudson, NC 28638
Ph: (828) 726-2383
Fax: (828) 726-2472

Haywood CC

Regional High Tech Center
112 Industrial Park Drive
Waynesville, NC 28786
Ph: (828) 627-4512
Fax: (828) 452-3353

Isothermal CC

PO Box 804
Spindale, NC 28160
Ph: (828) 286-3636
Fax: (828) 286-0257

Mayland CC

PO Box 547
Spruce Pine, NC 28777
Ph: (828) 765-7351
Fax: (828) 765-0728

Advantage West Region:

McDowell TCC

54 College Drive
Marion, NC 28752
Ph: (828) 652-0634
Fax: (828) 652-1014

Southwestern CC

447 College Drive
Sylva, NC 28779
Ph: (828) 488-6413
Fax: (828) 349-9692

Tri-County CC

4600 East US 64
Murphy, NC 28906
Ph: (828) 835-4297
Fax: (828) 835-4319

Western Piedmont

200 East College Drive
Morganton, NC 28655
Ph: (828) 438-6081
Fax: (828) 438-6084

Wilkes CC

P.O. Box 120
Wilkesboro, NC 28697
Ph.: (336) 838-6113
Fax: (336) 838-6276

Charlotte Region:

Catawba Valley CC

2550 Hwy 70 SE
Hickory, NC 28602
Ph: (828) 327-7000
Fax: (828) 322-5455

Central Piedmont

PO Box 35009
Charlotte, NC 28235
Ph: (704) 330-6776
Fax: (704) 330-6852

Cleveland CC

137 S. Post Road
Shelby, NC 28152
Ph: (704) 484-4146
Fax: (704) 484-5306

Charlotte Region, cont.

CCCC Pittsboro SBC

Chatham Campus
764 West Street
Pittsboro, NC 27312
Ph: (919) 542-6495
Fax: (919) 542-6798

CCCC Triangle South Enterprise Ctr.

600 S. Magnolia Avenue
Dunn, NC 28334
Ph: (910) 892-2884
Fax: (910) 892-8775

Gaston College

201 Highway 321 South
Dallas, NC 28034
Ph: (704) 922-6449
Fax: (704) 922-2339

Mitchell CC

701 W. Front Street
Statesville, NC 28677
Ph: (704) 878-3227
Fax: (704) 878-4265

Rowan Cabarrus

PO Box 1595
Salisbury, NC 28145
Ph: (704) 637-0760
Fax: (704) 639-0735

South Piedmont CC

4209 Old Charlotte Hwy
Monroe, NC 28110
Ph: (704) 290-5222
Fax: (704) 290-5220

Stanly CC

141 College Drive
Albemarle, NC 28001
Ph: (704) 991-0142
Fax: (704) 991-0327

Piedmont Triad Region

Alamance CC

2324 Maple Avenue
Burlington, NC 27215
Ph: (336) 506-4312
Fax: (336) 506-4318

Davidson CCC

100 W. Guilford Street
Thomasville, NC 27360
Ph: (336) 224-4557
Fax: (336) 475-7667

Forsyth TCC

601 West Fourth Street
Winston Salem, NC 27101
Ph: (336) 734-7757
Fax: (336) 631-1322

Guilford TCC

2007 Yanceyville St, Ste 129
Greensboro, NC 27405
Ph: (336) 334-4822
Fax: (336) 334-5218

Montgomery CC

1011 Page Street
Troy, NC 27371
Ph: (910) 576-6222
Fax: (910) 576-2176

Randolph CC

PO Box 1009
Asheboro, NC 27204-1009
Ph: (336) 633-0240
Fax: (336) 629-4695

Rockingham CC

PO Box 38
Wentworth, NC 27375-0038
Ph: (336) 342-4261
Fax: (336) 349-9986

Surry CC

630 S. Main Street
Dobson, NC 27017
Ph: (336) 386-3309
Fax: (336) 386-3691

Research Triangle Region:

Central Carolina CC

1801 Nash Street
Sanford, NC 27330
Ph: (919) 774-6442
Fax: (919) 774-6442

Durham Tech CC

411 W. Chapel Hill Street
Durham, NC 27701
Ph: (919) 686-3449
Fax: (919) 686-3479

Johnston CC

PO Box 2350
Smithfield, NC 27577
Ph: (919) 209-2015
Fax: (919) 359-1176

Piedmont CC

105 N Main Street
Roxboro, NC 27573
Ph: (336) 599-0032
Fax: (336) 599-0189

Sandhills CC

3395 Airport Road
Pinehurst, NC 28374
Ph: (910) 695-3938
Fax: (910) 692-6998

Vance-Granville CC

Box 917
Henderson, NC 27536
Ph: (919) 492-2061
Fax: (919) 738-3238

Wake Tech CC

Business and Industry Center
3434 Kildaire Farm Road
Cary, NC 27518
Ph: (919) 363-3360
Fax: (919) 363-2557

Northeast Region:

Beaufort CCC

5337 Highway 264 East
Washington, NC 27889
Ph: (252) 940-6306
Fax: (252) 946-5416

College of the Albemarle

Dare Campus
PO Box 2327
Elizabeth City, NC 27906-2327
Ph: (252) 335-0821
Fax: (252) 337-6638

Halifax CC

PO Drawer 809
Weldon, NC 27890
Ph: (252) 536-7274
Fax: (252) 536-2241

Martin CC

1161 Kehukee Park Road
Williamston, NC 27892
Ph: (252) 792-1521
Fax: (252) 522-2118

Roanoke Chowan CC

109 Community College Road
Ahoskie, NC 27910
Ph: (252) 862-1279
Fax: (252) 862-1358

Eastern Region:

Carteret CC

3505 Arendell Street
Morehead City, NC 28557
Ph: (252) 222-6127
Fax: (252) 222-6124

Coastal Carolina

444 Western Blvd
Jacksonville, NC 28546
Ph: (910) 938-6319
Fax: (910) 938-6318

Eastern Region, cont.:

Craven CC

800 College Court
New Bern, NC 28562
Ph: (252) 638-7353
Fax: (252) 638-3538

Edgecombe CC

2009 W. Wilson Street
Tarboro, NC 27886
Ph: (252) 823-5166
Fax: (252) 823-6817

Lenoir CC

Kinston Enterprise Center
PO Box 188
Kinston, NC 28501
Ph: (252) 522-8008
Fax: (252) 522-2118

Nash CC

PO Box 7488
Rocky Mount, NC 27804-7488
Ph: (252) 451-8233
Fax: (252) 451-8451

Pamlico CC

PO Box 185
5049 Hwy 306 South
Grantsboro, NC 28529
Ph: (252) 745-7348
Fax: (252) 745-7638

Pitt CC

PO Drawer 7007
Greenville, NC 27835-7007
Ph: (252) 493-7541
Fax: (252) 321-4433

Wayne CC

PO Box 8002
Goldsboro, NC 27533-80002
Ph: (919) 735-5151
Fax: (919) 736-1707

Eastern Region, cont:

Wilson Tech CC

PO Box 4305
Woodard Station
Wilson, NC 27893
Ph: (252) 246-1232
Fax: (252) 246-1209

Southeast Region:

Bladen CC

PO Box 266
Dublin, NC 28332
Ph: (910) 879-5566
Fax: (910) 862-3484

Brunswick CC

Leland Center
2050 Enterprise Blvd
Leland, NC 28451
Ph: (910) 371-2400
Fax: (910) 371-9790

Cape Fear CC CFCC SBC

411 N. Front Street
Wilmington, NC 28401
Ph: (910) 362-7469
Fax: (910) 362-7563

Fayetteville Tech CC

PO Box 35236
Fayetteville, NC 28303-0236
Ph: (910) 378-8462
Fax: (910) 678-8200

James Sprunt CC

PO Box 398
Kenansville, NC 28349-00398
Ph: (910) 296-2431
Fax: (910) 296-1548

Southeast Region, cont:

Richmond CC

PO Box 1189
Hamlet, NC 28345
Ph: (910) 410-1687
Fax: (910) 410-1687

Robeson CC

PO Box 1420
Lumberton, NC 28359
Ph: (910) 618-5680
Fax: (910) 272-5698

Sampson CC

PO Drawer 318
Clinton, NC 28328
Ph: (910) 592-7176
Fax: (910) 592-8048

Southeastern CC

PO Box 151
Whiteville, NC 28472
Ph: (910) 642-7141
Fax: (910) 642-4409

***Member of the N.C. Business Resource Alliance**

Smoky Mountain Development Corporation



144 Industrial Park Drive
Waynesville, NC 28786
Phone: (828) 452-1967
Fax: (828) 452-2920
www.smdc.info

Organization/Program Description: SMDC participates in economic programs that achieve measurable results in both job creation and capital formation. This is accomplished through a 17,000 sq. ft. small business incubator and the SBA 504 small business program. The incubator facility provides new and expanding small businesses with attractive per-square foot costs and shared services. Resident small business clients have access to small business counseling and other university and community college-based technical assistance. Businesses may rent space in the facility for up to two years, (three if moving from research to commercialization), and then are expected to graduate from the incubator and move to a permanent location. An added benefit is the incubator's location in the Haywood County Industrial Park adjacent to Haywood Community College's Regional High Technology Center.

Service Area: SMDC provides services to Clay, Cherokee, Graham, Haywood, Henderson, Jackson, Macon, Swain, and Transylvania counties, and to the Eastern Band of the Cherokee Indians.

Target Clientele: SMDC targets start-up and growing businesses in most any industry in western North Carolina.

Services:

Technical Assistance:

- Incubator tenants are provided with small business counseling and technical assistance as the businesses start up, grow and graduate from the program.

Financial Assistance:

- Offers the SBA 504 loan program to growing businesses with long-term, fixed-rate financing for major fixed assets, such as land and buildings as a long-term financing tool for economic development in Western North Carolina.
- SMDC partners with the SBA and private-sector lenders to provide the financing to small businesses.
- SMDC also refers businesses to appropriate capital sources, ranging from micro-enterprise loans to angel and venture capital, as appropriate.

Business-to-Business Networking:

- SMDC is a member of the Western North Carolina Business Assistance Providers and refers clients to appropriate regional resources as needed.

***Member of N.C. Business Resource Alliance**

Students in Free Enterprise (SIFE)

The Jack Shewmaker SIFE World Headquarters
Robert W. Plaster Free Enterprise Center
Jack Kahl Entrepreneurship Center
1959 East Kerr Street
Springfield, MO USA 65803-4775
Phone: (417) 831-9505
www.sife.org/united_states

Organization/Program Description: SIFE is a nonprofit organization that gives students the tools to learn the free enterprise system in a real working situation. SIFE challenges students on more than 800 college campuses nationwide to take what they're learning in the classroom and use their knowledge to better their communities.

Guided by faculty advisors who are named Sam M. Walton Free Enterprise Fellows in honor of the late Wal-Mart founder, SIFE Teams establish a variety of community outreach programs that teach free enterprise. For example, they teach concepts such as budgeting, accounting and supply and demand. They help budding entrepreneurs get their plans off the ground and mentor at-risk students, inspiring them to reach for their dreams.

Service Area: National/Statewide

Target Clientele: Student entrepreneurs

Services:

Technical Assistance:

- Faculty help budding entrepreneurs get their plans off the ground and mentor at-risk students, inspiring them to reach for their dreams.

Business-to-Business Networking:

- More than 200 top corporate executives sit on the SIFE Board of Directors, so they have the first shot at seeing and then hiring SIFE students. Last year alone, SIFE Board members extended job offers to hundreds of students at SIFE USA Regional Competitions and National Exposition.
- Students & Alumni Career Opportunities is dedicated to placing SIFE students in careers with SIFE-sponsoring companies through the use of our electronic database, Career Fairs and the guidance of our Career Connections Network.

SIFE Chapters in North Carolina:

Alamance Community College	Graham
Appalachian State University	Boone
Asheville - Buncombe Technical Community College	Asheville
Barber-Scotia College	Concord
Barton College	Wilson
Beaufort County Community College	Washington
Belmont Abbey College	Belmont

Bennett College	Greensboro
Bladen Community College	Dublin
Blue Ridge Community College	Flat Rock
Brevard College	Brevard
Brunswick Community College	Supply
Caldwell Community College & Technical Institute	Hudson
Campbell University	Buies Creek
Cape Fear Community College	Wilmington
Carteret Community College	Morehead City
Catawba College	Salisbury
Catawba Valley Community College	Hickory
Central Carolina Community College	Sanford
Central Piedmont Community College	Charlotte
Chowan College	Murfreesboro
Cleveland Community College	Shelby
Coastal Carolina Community College	Jacksonville
College of the Albemarle	Elizabeth City
Craven Community College	New Bern
Davidson College	Davidson
Davidson County Community College	Lexington
Duke University	Durham
Durham Technical Community College	Durham
East Carolina University	Greenville
Edgecombe Community College	Tarboro
Elizabeth City State University	Elizabeth City
Elon University	Elon College
Fayetteville State University	Fayetteville
Fayetteville Technical Community College	Fayetteville
Forsyth Technical Community College	Winston-Salem
Gardner-Webb University	Boiling Springs
Gaston College	Dallas
Greensboro College	Greensboro
Guilford College	Greensboro
Guilford Technical Community College	Jamestown
Halifax Community College	Weldon
Haywood Community College	Clyde
High Point University	High Point
Isothermal Community College	Spindale
James Sprunt Community College	Kenansville
John Wesley College	High Point
Johnson C. Smith University	Charlotte
Johnston Community College	Smithfield
Lees-McRae College	Banner Elk
Lenoir Community College	Kingston
Lenoir-Rhyne College	Hickory
Livingstone College	Salisbury
Louisburg College	Louisburg
Mars Hill College	Mars Hill
Mayland Community College	Spruce Pine
McDowell Technical Community College	Marion
Meredith College	Raleigh

Methodist College	Fayetteville
Mitchell Community College	Statesville
Montgomery Community College	Troy
Montreat College	Montreat
Mount Olive College	Mount Olive
North Carolina Agricultural and Technical State University	Greensboro
North Carolina Central University	Durham
North Carolina State University	Raleigh
North Carolina Wesleyan College	Rocky Mount
Pamlico Community College	Grantsboro
Peace College	Raleigh
Pfeiffer University	Misenheimer
Pitt Community College	Greenville
Queens University of Charlotte	Charlotte
Randolph Community College	Asheboro
Richmond Community College	Hamlet
Roanoke-Chowan Community College	Ahoskie
Robeson Community College	Lumberton
Rockingham Community College	Wentworth
Rowan-Cabarrus Community College	Salisbury
Salem College	Winston-Salem
Sampson Community College	Clinton
Shaw University	Raleigh
South Piedmont Community College	Polkton
Southeastern Community College	Whiteville
Southwestern Community College	Sylva
St. Andrews Presbyterian College	Laurinburg
St. Augustines College	Raleigh
Stanly Community College	Albemarle
Surry Community College	Dobson
Tri-County Community College	Murphy
University of North Carolina at Asheville	Asheville
University of North Carolina at Chapel Hill	Chapel Hill
University of North Carolina at Charlotte	Charlotte
University of North Carolina at Greensboro	Greensboro
University of North Carolina at Pembroke	Pembroke
University of North Carolina at Wilmington	Wilmington
Vance-Granville Community College	Henderson
Wake Forest University	Winston-Salem
Warren Wilson College	Asheville
Wayne Community College	Goldsboro
Western Carolina University	Cullowhee
Western Piedmont Community College	Morganton
Wilkes Community College	Wilkesboro
Wilson Technical Community College	Wilson
Wingate University	Wingate
Winston-Salem State University	Winston-Salem

Technology Outreach at Nussbaum N.C. A&T / UNCG

Phone: (336) 256-1251

Fax: (336) 256-1252

www.tech-outreach.org



Organization/Program Description: Technology Outreach at Nussbaum (TON) provides confidential intellectual property and marketing research for independent innovators and small businesses. This research typically precedes the formal business plan and acts as an early indication of whether an invention or business concept is viable.

Service Area: TON has no geographic restrictions in serving its clients; however the bulk of clients historically originates in the Piedmont Triad.

Target Clientele: TON's clientele includes independent inventors and innovators and small businesses that are pursuing new product lines or business ventures.

Technical Assistance:

- Provides one-on-one business counseling and mentoring.

Business-to-Business Networking:

- TON refers clients to SCORE, SBTDC, Piedmont Triad Entrepreneurs' Network (PTEN), and the GTCC Small Business Office as appropriate.

***Member of the N.C. Business Resource Alliance**

Triangle Solutions Alliance, Inc.

2501 Blue Ridge Road, Suite 150
Raleigh, NC 27607
Phone: (919) 863-4362

Organization/Program Description: Triangle Solutions Alliance (TSA) provides education, products & business opportunities for municipalities, adults & children designed to insure the success of business start-ups and help existing businesses grow to a new level.

Service Area: Currently North Carolina with plans for expansion into Louisiana, then all 50 states.

Target Clientele: Municipalities looking to grow their economy, youth and adults with interest in learning the art of entrepreneurship, and existing businesses looking to grow.

Services:

Education and Training:

- The Entrepreneurial Bootstrap Program - 50 classes taught by entrepreneurs.
- Education on Wellness, Financial Strategies & Security Issues for Entrepreneurs.

Technical Assistance:

- Variety of workshops on sales, marketing, personal branding & financial issues.
- Business coaching & mentoring services.

Financial Assistance:

- Business loans & access to venture capitalists and angel investors.
- Training & mentoring in non-traditional methods for capitalizing a business.

Business-to-Business Networking:

- Triangle Business Builders

Informational Resources:

Meetings/Conferences:

- *Designing Your Future: Careers, Entrepreneurship & Beyond!*

***Member of the N.C. Business Resource Alliance**

U.S. Chamber of Commerce

1615 H Street, NW
Washington, DC 20062-2000
Phone: (202) 659-6000
E-mail: custsvc@uschamber.com
www.uschamber.com

Organization Description: The U.S. Chamber of Commerce is the world's largest business federation representing more than 3 million businesses of all sizes, sectors, and regions. It includes hundreds of associations, thousands of local chambers, and more than 100 American Chambers of Commerce in 91 countries.

Service Area: National

Target Clientele: All size businesses

Services:

Education and Training:

- Institute for Organization Management - A continuing education program for chamber and association professionals and other not-for-profit membership organizations. The institute provides networking opportunities with other association and chamber leaders.

Technical Assistance:

- Members receive access to more than 4,000 pages of detailed information, business tools, and tips on the subjects and issues affecting your small business.
- The Statistics and Research Center provides research, statistical reports and survey services to help with strategic planning, program assessment and customer awareness.
- The Chamber improves the ability of U.S. businesses to compete in the global marketplace by providing its members valuable tools and resources, as well as cutting-edge events that bring world leaders to our members.
- Center for Workforce Preparation (CWP) - CWP provides workforce development strategies to ensure that the employees of its members are fully equipped to compete in the 21st century economy.
- The Center for Corporate Citizenship - Facilitates corporate civic and humanitarian initiatives particularly in terms of civic engagement, economic development, economic security, and disaster management/ economic recovery.

Business-to-Business Networking:

- Access America - A U.S. Chamber of Commerce initiative that opens doors to networks and capital markets, and fosters strategic alliances and investments for women and minority-owned business leaders and entrepreneurs.

Entrepreneurial Leadership and Policy:

- Aggressive representation before Congress, government agencies, and the courts to curb overzealous regulators, reduce taxes, and open markets to U.S. products and services around the world.
- **The National Chamber Foundation (NCF)** - An independent, non-profit, public policy think tank affiliated with the U.S. Chamber of Commerce.

Informational Resources:

Meetings/Conferences:

- U.S. Chamber's International Forum Series - International Forums bring together foreign leaders, U.S. government officials, and business leaders. The Forum is an exclusive opportunity to see trade policy in the making.

Reports/Publications:

- *U.S. Chamber Smartbriefs*. A weekly new service that provides the inner workings of Washington and the latest happenings across the U.S.
- *The Corporate Citizen*. The bi-monthly e-publication provides insight on the current trends, research, and policy developments that have impact on the active role of business in society.
- *Books on Chamber Management*. These publications provide the how-to's of every aspect of running a successful local chamber of commerce. A great resource for chambers seeking Accreditation.
- *In Focus*. Provides an in-depth look at leaders in the chamber profession, focusing on best practices for chambers in the local, state, and national arenas.

U.S. Department of Agriculture Office of Rural Development

4405 Bland Road, Suite 260
Raleigh, NC 27609
Phone: (919) 873-2000
Fax: (919) 873-2075
www.rurdev.usda.gov

Organization/Program Description: USDA Office of Rural Development helps the citizens of rural North Carolina to improve the quality of their lives by providing technical and financial services. Programs support the building of water and wastewater systems; financing decent, affordable housing; supporting electric power and rural business, including cooperatives; and supporting community development with information and technical assistance.

Service Area: Statewide

Target Clientele: Citizens of rural North Carolina

Services:

Technical Assistance:

- The Rural Business-Cooperative Service (RBS). Helps rural residents form new cooperative business and improve the operations of existing cooperatives and conducts cooperative-related research and produces information products to promote public understanding of cooperatives.

Financial Assistance:

- Business and Industry Program. Provides loan guarantees on loans made by commercial lenders. Loan proceeds may be used for working capital, machinery and equipment, buildings and real estate, and certain types of refinancing. Loan guarantees can be made to further business and industrial development in areas outside the boundary of a city of 50,000 or more. Priority is given to applicants for projects in open county, rural communities and towns of 25,000 or smaller.
- Intermediary Relending Program. The purpose of the Intermediary Relending Program (IRP) is to finance business facilities and community development projects in rural areas. This is achieved through loans made by the Rural Business-Cooperative Service (RBS) to intermediaries. Intermediaries re-lend funds to ultimate recipients for business facilities or community development. Intermediaries establish revolving loan funds so collections from loans made to ultimate recipients in excess of necessary operating expenses and debt payments will be used for more loans to ultimate recipients. Intermediaries may be private non-profit corporations, public agencies, Indian groups, or cooperatives. Both intermediaries and ultimate recipients must be unable to obtain the proposed loan elsewhere at reasonable rates and terms.
- Rural Business Enterprise Grants. The Rural Business-Cooperative Service (RBS) makes grants under the Rural Business Enterprise Grants (RBEG) Program to public bodies, private nonprofit corporations, and Federally-recognized Indian tribal groups to finance and facilitate development of small and emerging private business enterprises located in areas outside the boundary of a city or unincorporated areas of 50,000 or more and its immediately adjacent urbanized or urbanizing area. The public bodies, private nonprofit

corporations and federally recognized Indian tribes receive the grant to assist a business. Grant funds do not go directly to the business. Eligibility is limited to public bodies, private nonprofit corporations, and Federally-recognized Indian Tribal groups. Funds are used for the financing or development of small and emerging business.

- Rural Business Opportunity Grants. The purpose of these grants is to promote sustainable economic development in rural communities with exceptional needs. This is accomplished by making grants to pay costs of providing economic planning for rural communities, technical assistance for rural businesses, or training for rural entrepreneurs or economic development officials. To be eligible for a Rural Business Opportunity Grant (RBOG), applicants must be a public body, nonprofit corporation, Indian tribe, or cooperative with members that are primary rural residents.
- Rural Economic Development Grants. The purpose of these loans is to provide grant funds to electric and telephone utilities financed by the Rural Utilities Service (RUS) an agency of the United States Department of Agriculture, to promote sustainable rural economic development and job creation projects through the operation of a revolving loan fund program.
- Rural Economic Development Loans. Provide zero-interest loans to electric and telephone utilities financed by the Rural Utilities Service (RUS), an agency of the United States Department of Agriculture, to promote sustainable rural economic development and job creation projects.

U.S. Small Business Administration

6302 Fairview Road, Suite 300
Charlotte, NC 28210
Phone: (704) 344-6563 or (800) 827-5722
Fax: (704) 344-6769
www.sba.gov

Organization Description: Maintain and strengthen the nation's economy by aiding, counseling, assisting and protecting the interests of small businesses and by helping families and businesses recover from national disasters.

Service Area: Statewide

Target Clientele: Small businesses

Services:

Financial Assistance:

- 7(a) Loans - are the most basic and most used type loan of SBA's business loan programs. Its name comes from section 7(a) of the Small Business Act, which authorizes SBA to provide business loans to American small businesses. All 7(a) loans are provided by lenders. Not all lenders choose to participate, but most banks do. There are also some non-bank lenders who participate with SBA in the 7(a) program which expands the availability of lenders making loans under SBA guidelines. 7(a) loans are only available on a guaranty basis which means they are provided by lenders who choose to structure their own loans by SBA's requirements and who apply and receive a guaranty from SBA on a portion of this loan. The SBA does not fully guaranty 7(a) loans. The lender and SBA share the risk that a borrower will not be able to repay the loan in full. The guaranty is a guaranty against payment default. It does not cover imprudent decisions by the lender or misrepresentation by the borrower. Loans can be made from \$5,000 to a maximum of \$2 million. Working capital loan terms can be as high as 10 years. Real estate loans are up to 25 years. Interest rates are negotiated between the borrower and the lender but are subject to SBA maximums, which are tied to the prime rate. Rates can range from prime + 1% to prime + 6 ½% depending on the size of the loan and the term.
- Approved Microloan Participants - Under this program, the SBA makes funds available to nonprofit intermediaries, who make loans to eligible borrowers in amounts ranging from under \$100 up to \$35,000. The average loan size is \$10,000.
- The 504 Loan Program - provides businesses with long-term, fixed-rate financing for major fixed assets, such as land and buildings. A Certified Development Company is a nonprofit corporation set up to contribute to the economic development of its community. CDCs work with the SBA and private-sector lenders to provide financing to small businesses.

- **Loan Pre-qualification Program** - This program uses intermediaries to assist prospective borrowers in developing viable loan application packages and securing loans. Once the loan package is assembled, it is submitted to the SBA for expedited consideration. If the application is approved, the SBA issues a letter of prequalification stating the SBA's intent to guarantee the loan.
- **Small Business Investment Companies (SBIC)** - SBICs, licensed by the SBA, are privately organized and managed investment firms. With their own capital and with funds borrowed at favorable rates through the Federal Government, SBICs provide venture capital to small independent businesses.

Technical Assistance:

- **8(a) and Contracting Programs** - The 8(a) Program helps socially and economically disadvantaged entrepreneurs with the federal contracting process. SBA also helps find any subcontracting opportunities available. 8(a) participants may take advantage of specialized business training, counseling, marketing assistance, and executive development provided by the SBA and its resource partners. They may also be eligible for assistance in obtaining access to surplus government property and supplies, and bonding assistance. Other programs include Small Disadvantaged Business, HUBZone Certifications, and prime and subcontract set-asides for Service Disabled Veterans, Women and Minorities.
- **Prime Partners** - SBA sponsors the Mountain Microenterprise Fund that serves 11 counties in Western North Carolina. Under the PRIME program – Program for Investment in Microentrepreneurs – the SBA provided funds to community-based organizations that will offer training and technical assistance to low-income entrepreneurs with small businesses of five employees or less.
- **PRO-Net** - An Internet-based database of information on more than 195,000 small, disadvantaged, 8(a), HUBZone, and women-owned businesses. It is free to federal and state government agencies as well as prime and other contractors seeking small business contractors, subcontractors and/or partnership opportunities. Pro-Net is open to all small firms seeking federal, state and private contracts.
- **SUB-Net** - An online database for subcontracting opportunities. Small businesses can review this web site to identify opportunities in their areas of expertise.

Business-to-Business Networking:

- **TECH-Net** - A free service for those seeking small business partners, small business contractors and subcontractors, leading edge technology research, research partners (small businesses, universities, federal labs and non-profit organizations), manufacturing centers and investment opportunities.

Entrepreneurial Leadership and Policy:

- In 1976, the U.S. Congress created the Office of Advocacy within the U.S Small Business Administration to protect, strengthen and effectively represent the nation's small businesses within the federal government's legislative and rule-making processes. The Office of Advocacy works to reduce the burdens that federal policies impose on small firms and maximize the benefits small businesses receive from the government. Advocacy's mission, simply stated, is to encourage policies that support the development and growth of American small business. www.sba.gov/advo.

Informational Resources:

Directories:

- *Small Business Resource Guide*. This publication outlines all SBA programs and all the NC resource partners.

Reports/Publications:

- SBA publishes many reports and publications, most of which are available on the web, www.sba.gov/tools/resourcelibrary/index.html.

Locations:

The NC District Office services the entire state. In addition to our main office in Charlotte, we have 3 field offices:

c/o City of Asheville Planning Office
26 Haywood Street
Asheville, NC 28801
828-225-1844

c/o Wake Tech Community College
3434 Kildaire Farm Rd
Cary, NC 27511
919-363-3215

c/o Cape Fear Community College
419 North 3rd Street
Wilmington, NC 28401
910-815-3188

***Member of the N.C. Business Resource Alliance**

Wake Forest University

Angell Center for Entrepreneurship

Babcock Graduate School of Management
P.O. Box 7659
Winston-Salem, NC 27109-7659
Phone: (336) 758-3689
Fax: (336) 758-4514
www.mba.wfu.edu/ace/

Organization/Program Description: The Angell Center for Entrepreneurship unites the talents of entrepreneurs, students, and faculty as stewards in the pursuit of excellence within entrepreneurial outreach, curriculum and research. The Angell Center for Entrepreneurship is a partner, driving force, and leader of innovation in the region's business community and a resource for students and area businesses that are striving to reach the top of their fields.

Service Area: Piedmont Triad region

Target Clientele: Faculty, students and entrepreneurs

Services:

Education and Training:

- The Babcock School Academic Program - Offers a primary and secondary concentration in entrepreneurship. Among the 17 course offerings are: Creativity and Feasibility, Family Business Dynamics, Fast-Growth Management, Business Plan Practicum, Financing Entrepreneurial Ventures, Value Creation, and Management of Innovation.
- Fast Trac Tech - A 12-week program designed by the Council for Entrepreneurial Development for individuals who want to launch new technology-based ventures.
- Piedmont Triad Entrepreneurial Network (PTEN) and The Angell Center jointly sponsor education programs to develop an entrepreneurial culture within the North Carolina Piedmont Triad (Winston-Salem, Greensboro, and High Point). This combination of entrepreneurship-driven organizations is designed to foster entrepreneurial culture intensity in the area.

Technical Assistance:

- Family Business Center - one of the most successfully launched university-based family business centers. Participation includes five sponsoring organizations and 30 member companies. The Family Business center holds six or more programs that help members create stronger families and more successful businesses.
- Babcock Entrepreneurial Fellows - are 30 professional (or "serial") entrepreneurs, venture capitalists, angel investors, service providers and chief executive officers. Fellows support the mission of the Angell Center by: 1) Enabling entrepreneurs and service providers to support specific Angell Center Initiatives, 2) Serving as a resource for classroom discussions and student-focused activities, and 3) Supporting (as mentors, advisors, investors, etc.) students, alumni, and individuals who are embarking on entrepreneurial activities.
- Babcock Demon Incubator's (BDI) - mission is to foster entrepreneurial education at Wake Forest and an entrepreneurial spirit in the Triad by providing personalized services

and relationships to growth-oriented, early stage ventures. The incubator offers office space and Internet access for growing businesses. The BDI is a program that attracts an increasing number of high potential companies. Since founding less than five years ago, the BDI has helped launch 22 companies and have raised approximately \$9 million in private equity, employed over 98 professionals, and have revenues in excess of \$8 million. It houses five start-up businesses, with tenants admitted on a rolling basis throughout the year.

Business-to-Business Networking:

- Babcock Entrepreneurs - is a student organization with more than one-third of Babcock's full-time students as members. Activities are extensive and include Babcock Entrepreneur's Roundtable, speaker series, company visits, attendance at conferences and participation in venture capital competitions. The Angell Center provides financial support from funds received through a Small Business and Technology Development Grant.

N.C Business Resource Alliance Membership 2007

AdvantageWest & Blue Ridge Entrepreneurial Council	N.C. Department of Commerce
African American Entrepreneurial Network - East	N.C. Department of Public Instruction
Appalachian Regional Commission	N.C. Department of Secretary of State
Appalachian Regional Development Institute, ASU	N.C. Division of Community Assistance
Blue Ridge Entrepreneurial Council (BREC)	N.C. Division of Vocational Rehabilitation (DHHS)
Business Loan Quest	N.C. Entrepreneurial Association
Capital Bank	N.C. Farm Bureau Federation
Center for Rural Entrepreneurship (RUPRI)	N.C. IDA Collaborative
CFED	N.C. Indian Economic Development Initiative
Council for Entrepreneurial Development	N.C. Minority Support Center
Dogwood Equity	N.C. REAL
East Carolina University	N.C. Regional Councils
e-NC Authority and Business & Tech Telecenters	N.C. Rural Center
EntreWorks Consulting	N.C. State University
ESI Advisors	N.C.'s Eastern Region
First Citizens Bank	N.C.'s Touchstone Energy Cooperatives
Golden LEAF	Neuse River Development Authority
Good Work, Inc.	Nussbaum Center for Entrepreneurship
HandMade in America	Piedmont Triad Entrepreneurial Network
High Country Business Network	Raleigh Business and Technology Center
Industrial Extension Service	RTI International
Institute for Emerging Issues	Research Triangle Regional Partnership
Institute for Minority Economic Development	Small Business and Technology Development Center
Institute of Electrical and Electronics Engineers, Inc.	SCORE
Institute of Government	Self-Help Credit Union
Junior Achievement	SJF Ventures
Minority Business Development Agency	Tobacco Trust Fund
Mountain BizWorks	Triangle Solutions Alliance
N.C. A&T State University	U.S. Department of Commerce, Export Assistance
N.C. 4H Youth Development	University of North Carolina General Administration
N.C. Bar Association	UNC-Chapel Hill
N.C. Business Incubation Association	UNC-Greensboro
N.C. Central University	UNC-Pembroke
N.C. Citizens for Business and Industry	Upper Coastal Plain COG
N.C. Community College System,	US Department of Agriculture
Small Business Center Network	US Small Business Administration
N.C. Community Development Initiative Capital	Western Carolina University
N.C. Department of Agriculture & Consumer Services	Yadkin-Pee Dee Lakes Project

Information Sheet

If we missed an organization in your county or region of the state that provides quality services to business owners, please complete this information sheet and mail to:

N.C. Rural Economic Development Center
Institute for Rural Entrepreneurship
4021 Cary Drive
Raleigh, NC 27610
Fax: (919) 250-4325

Name of Organization Contact Information

Organization/Program Description: *Brief description of what your organization/program does and offers*

Service Area: *area/region that is served by organization or program*

Target Clientele: *(who does your organization serve and do you have any specialty areas)*

Services:

Education and Training: *(include educational programs and training for adults on starting a business, sustaining a business, capital, etc.)*

Technical Assistance: *(seminars, workshops, one-on-one business counseling, mentoring, etc.)*

Financial Assistance: *(items that would fall in this category would be financial assistance programs, i.e. loan services, credit counseling, angel networks, etc.)*

Business-to-Business Networking: *(any networks that your agency sponsors or refers clients to)*

Entrepreneurial Leadership and Policy: *(lead policy efforts and recommendations and advocate for entrepreneurial-friendly policies)*

Informational Resources:

Meetings/Conferences:

(meetings or conferences that your organization sponsors on a regular basis)

Directories:

(resource directories that your organization publishes such as service provider directories, network directories, or any other resources)

Reports/Publications:

(reports or publications that your organization has written or co-written or produced)

Business Resource Directory Feedback Form

The N.C. Rural Center is very interested in learning about how you used this directory, what you think worked well, and what we can improve for the next update. Please fill out the brief survey below and return to the Rural Center:

N.C. Rural Economic Development Center
Institute for Rural Entrepreneurship
4021 Carya Drive
Raleigh, NC 27610
Phone: (919) 250-4314
Fax: (919) 250-4325

Do you own or operate a business in North Carolina?

☐ yes ☐ no

Do you work for an organization that supports small business development or entrepreneurship?

☐ yes ☐ no

If yes, what type of organization?

☐ University ☐ Government ☐ Financing (Bank, Venture, Microloan, etc.)

☐ Foundation ☐ Non-profit ☐ Other Private _____

How have you used this directory?

Did you find what you were looking for? Please explain.

Did you find directory easy to use? Please explain.

Do you have suggestions for how we can make it better?

Other comments or suggestions:



The mission of the Rural Center is to develop, promote and implement sound economic strategies that improve the quality of life for rural North Carolinians, with special focus on individuals with low to moderate incomes and communities with limited resources.

A program of the Rural Center, the Institute for Rural Entrepreneurship works with numerous partners to stimulate and support the development of micro, small and medium-sized enterprises in North Carolina's 85 rural counties.

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www.ncruralcenter.org