

CONNECTICUT ENTREPRENEUR

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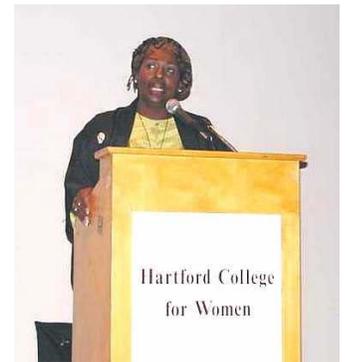
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THE ENTREPRENEURIAL CENTER'S MISSION

The Entrepreneurial Center is a program of Hartford College for Women, one of the nine colleges of the University of Hartford. The Entrepreneurial Center helps people achieve financial independence through self-employment. Since 1985, The Center has been training women and men to start their own businesses. Aspiring entrepreneurs of all income levels are encouraged to participate in The Center. The unique training program develops the business, as well as the business owner, resulting in a high rate of successful small business startups and economic return to the state. Services

are available statewide on a sliding scale to income-eligible individuals. In addition to the formal training programs, business advisors serving both our Bridgeport and Hartford offices provide technical assistance and refer business owners to the many available resources in Connecticut.

Funders include: CT Development Block Grant, City of Bridgeport; CT Development Block Grant, City of Hartford; Lincoln Financial Group, New Britain Foundation for Public Giving; Share Our Strength Foundation; U.S. Small Business Administra-



Jean Blake-Jackson,
Director of
The Entrepreneurial Center

THE SBA'S ROLE WITH THE ENTREPRENEURIAL CENTER

The Small Business Administration's Office of Women's Business Ownership in Connecticut serves both men and women, with a special focus on women in business. We offer training and counseling for prospective, new and existing business owners. We are an integral part of The Entrepreneurial Center at Hartford College for Women of the University of Hartford. We provide our clientele with numerous and ongoing support activities. We work hand-in-hand with The Entrepreneurial Center to bring comprehen-

sive small business training, one-on-one counseling, technical assistance, workshops and ongoing support to the business owner. Along with The Entrepreneurial Center, we are able to provide possible access to capital through the SBA Loan Programs and the Connecticut Development Authority's URBANK Entrepreneurial Loan Program. We also provide online business counsel to help you to navigate your way to success. Join us there at www.onlinewbc.gov. Call our office for an appointment and

join the thousands of others who have benefited from our programs.



Laura Knott Twine, Director of SBA
OWBO-CT & Haydria V. Bish,
Administrative Assistant

SPECIAL POINTS OF INTEREST:

- Inform staff members and the general public of events and issues concerning The Entrepreneurial Center and the SBA OWBO-CT
- Inform the public about our services and business training program
- Provide contact information to business information sources

ACCESS TO CAPITAL

The Entrepreneurial Center is able to help you access capital in a variety of ways. We work with you to help to prepare you to get financing regardless of whether or not you have participated in one-on-one counseling, workshops or taken formal training with us. Those who complete The Entrepreneurial Center's Comprehensive Small Business Training Program, which is offered to for-profit existing and start-up businesses, are eligible for capital through the Connecticut Development Authority's URBANK

Entrepreneurial Loan Program. There are other loan programs that are specific in their designations such as the town or neighborhood in which the business is located. Additionally, we can assist you in packaging a loan and referring you to local banks for funding and guarantee programs such as those offered through the BA.

The SBA Guaranteed Loan Program is available to most small businesses that are unable to borrow money on reasonable terms from conventional

lenders. Some primary benefits of an SBA Guaranteed Loan are longer terms for repayment and the possibility of obtaining a loan without adequate collateral, providing the business and the owner have made their best efforts to offer collateral to the best of their capacities.

NOTE: THE SBA HAS NO GRANTS FOR START UP BUSINESSES



Paul Perakos,
Technical Advisor

SANDRA CAHILL FEATURED IN HARTFORD COURANT

Sandra Cahill, Assistant Director of The Entrepreneurial Center, was featured in The Hartford Courant's March 17, 2003 article titled "Declaring Independence". The article explores whether launching a new business is feasible in these tough economic times. The article states that with the right pieces and strategic planning, starting a new business successfully is definitely possible. The article also showcases The Entrepreneurial Center's Self-Assessment Workshop and 16-week business training course. Sandra has seen an increase in the number of people attending the business

training course in the past year due to the threat of down-sizing. "People are feeling a lot of instability in corporate America, and are going out on their own," says Sandra.

Sandra Cahill has more than 15 years experience in managing Adult and Youth Development Programs. She also was licensed in New Jersey as a Nursing Home Administrator where she managed several facilities in the early 1980's. She has a Bachelor's Degree in Community Leadership and Development from Springfield College in Massachusetts and an MBA in Management from Fairleigh

Dickenson University in New Jersey.

To read "Declaring Independence" online go to: www.ctnow.com/business/hc-startingbiz.artmar17.story

"People are feeling a lot of instability in corporate America, and are going out on their own,"



Sandra Cahill, Assistant Director (top left) with graduates of the Fall 2002 A.M. Comprehensive Training Course, Terry Funke, Office Coordinator (top right) and Paul Perakos, Technical Advisor (bottom right)

SMALL BUSINESS START-UP HELP AVAILABLE IN ARABIC ON SBA SITE

WASHINGTON – Entrepreneurs worldwide who would like information in Arabic about starting or growing their small businesses can now turn to the U.S. Small Business Administration for help.

The translation of basic start-up information and the directory of small business resources was a joint effort of the SBA's Office of Women's Business Ownership and Office of International Trade in cooperation with the U.S. Agency for International Development. Other projects of this partnership include training in busi-

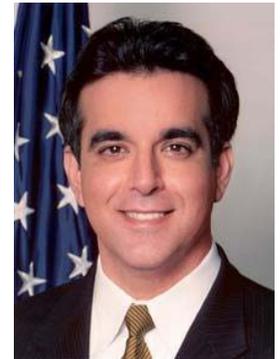
ness development and international trade and establishing Business Information Centers and Women's Business Centers in Egypt.

"President Bush recognizes that the road to personal freedom is paved with the rewards of small business ownership and the economic independence it provides," said SBA Administrator Hector V. Barreto. "The SBA is pleased to provide the informational tools to help people of all nationalities build a better life for themselves and their families, whether they live in the

United States or are our international friends and neighbors," said Barreto.

The address for the Arabic Web site is www.onlinewbc.gov/docs/arabic/main.htm.

This is the sixth translation the Office of Women's Business Ownership has produced since the first one in Spanish in 1998. In addition to Spanish and Arabic, business start-up and expansion information is also available in Chinese, Japanese, Russian and Icelandic from the SBA's Online WBC. *(Continued page 4)*



Hector V. Barreto,
SBA Administrator

"President Bush recognizes that the road to personal freedom is paved with the rewards of small business ownership and the economic independence it provides,"

INFORMATION ABOUT DISABLED ENTREPRENEURS

Those who succeed in their own business must be physically healthy and able-bodied in order to handle the long hours, stress and physical demands associated with starting a business, right? Not necessarily. In fact, an increasing number of people with disabilities and chronic health conditions are starting businesses, and are doing so at twice the rate as non-disabled persons!

Why are so many people with disabilities starting successful businesses each year? This trend may be due in part to the disastrously high unemployment rate among people with disabilities. According to the most recent

figures available, people with disabilities are unemployed at a rate of about 70%! This figure is even more staggering when you consider the current economic boom where the rest of the population enjoys an unemployment rate of 2-5%. People with disabilities and chronic health conditions choose to become self-employed for many reasons. Self-employment offers many the freedom to work at their own pace in an environment that accommodates their special needs. As a person with a disability, you may have tried unsuccessfully to find work or you may have found that your employer is unwilling or unable to

accommodate your needs. You may be looking for an option that allows you to earn a living and manage your health at the same time. Owning your own business often provides the flexibility that is necessary to those who require frequent medical attention, flexible hours, accessible work space, or other special considerations.

Self-employment presents many challenges and it certainly is not for everyone. But for many people with disabilities and chronic health conditions, self-employment offers what may be their only hope of making a living and achieving self-sufficiency.



We are on the web!

WWW.entrepreneurialctr.org

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U.S. Small Business Administration

The SBA OWBO-CT is partially funded by the U.S. Small Business Administration's Office of Women's Business Ownership (OWBO). The OWBO is established to help women become full partners in economic development through small business ownership. SBA's cooperation does not constitute or imply its endorsement of any opinions, products and/or services. All SBA programs are extended to the public on a nondiscriminatory basis.

SMALL BUSINESS STARTUP HELP AVAILABLE IN ARABIC ON SBA WEBSITE *(continued)*

These translations and all the services of the Online WBC are available at www.onlinewbc.gov.

"We want to break down the barriers to small business development wherever and however we can," said Kaaren Johnson Street, SBA Associate Deputy Administrator for Entrepreneurial Development. Street oversees the Office of Women's Business Ownership at the SBA. She said while it is critically important to help new small businesses start in this country, it is also necessary to think

globally by providing information to help small businesses overseas.

"We want to increase opportunities for small businesses in this country to conduct business in other countries. What could be more comforting to foreign business owners than reading in their own languages how we do business in the United States?" asked Street.



The SBA & OWBO-CT at The Entrepreneurial Center at Hartford College for Women of The University of Hartford serves potential startup and established business owners throughout Connecticut, with special emphasis on women who are socially and economically disadvantaged. The Center works in collaboration with the Connecticut Development Authority. The Entrepreneurial Center provides a 2-part Self-Assessment Workshop followed by a 16-week Comprehensive Small Business Training Program. By collaborating with statewide economic development organizations, The Center provides technical assistance for all graduates throughout the life cycles of their businesses.

The Entrepreneurial Center is part of Hartford College for Women, University of Hartford.

The University of Hartford admits students of any race, color, creed or gender, physical ability, sexual orientation, national and ethnic origin to all rights, privileges, programs, and activities generally accorded or made available to students of the university.