

The Georgia Small Business Development Center is a partnership program between The University of Georgia, the U.S. Small Business Administration, and other colleges and universities from around the state, working together to provide consulting, training, and applied research to Georgia's entrepreneurs. For additional information, please visit our web site or contact one of our 17 offices.

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(706) 542-7436

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(404) 413-7830

AUGUSTA

(706) 721-4545

BRUNSWICK

(912) 264-7343

CARROLLTON

(678) 839-5082

COLUMBUS

(706) 569-2651

DEKALB

(770) 414-3110

GAINESVILLE

(770) 531-5681

GWINNETT

(678) 985-6820

KENNESAW

(770) 423-6450

MACON

(478) 757-3609

MORROW

(678) 466-5100

ROME/DALTON

706-622-2006

SAVANNAH

(912) 651-3200

STATESBORO

(912) 478-7232

VALDOSTA

(229) 245-3738

www.georgiasbdc.org

Funded in part through a cooperative agreement with the U.S. Small Business Administration.

Partners

The University of Georgia

Georgia State University

Clayton State University

Kennesaw State University

Georgia Southern University

Valdosta State University

University of West Georgia

U.S. Small Business Administration



Expertise for Entrepreneurs

www.georgiasbdc.org



Our experienced business consultants offer confidential consulting services to companies seeking operational and strategic planning advice.

Expertise is available to help clients:

- ▶ Develop and update business plans
- ▶ Identify sources of capital
- ▶ Set up recordkeeping systems and analyze financial records
- ▶ Conduct specialized research
- ▶ Create marketing strategies
- ▶ Conduct operational and financial diagnostic assessments

Export assistance is provided to Georgia companies through the SBDC's International Trade Center (ITC). The ITC offers indepth, one-on-one international business consulting to first-time and existing exporters.



Samantha Meier, Savannah Slow Ride, Savannah, Georgia

"I had no small business experience before. I am a speech pathologist and my husband is a marine engineer. We took the SBDC's GrowSmart™ program and then started going to the SBDC for their consulting services and it was awesome. It still is!"

Samantha Meier



Francis "Putt" Weatherbee, Nut Tree Pecan, Inc., Albany, Georgia

"We knew all we needed to know as domestic distributors, but we had no direct knowledge of the foreign customer. We attended the Georgia SBDC's ExportGA program and found it to be a great experience."

Francis "Putt" Weatherbee

The Office of Minority Business Development (OMBD) provides special emphasis programs to meet the unique needs of minority-owned businesses by identifying procurement opportunities and locating sources of capital. Additionally, by working with the OMBD, your business can be listed in its statewide directory as a minority business that can be accessed nationally and locally by those wanting to do business with your company.

Classes are offered for experienced entrepreneurs and for those just starting out.

Topics include:

- ▶ Financial management
- ▶ Recordkeeping
- ▶ Marketing strategies
- ▶ Customer service
- ▶ Strategic planning
- ▶ How to start a business
- ▶ Raising capital

The SBDC also offers GrowSmart™ and StartSmart™, two in-depth programs delivered throughout Georgia.

GrowSmart™ is designed to meet the needs of established, growing businesses. This unique program helps experienced business owners build a foundation for profitable growth. Designed specifically for new business owners, **StartSmart™** provides the resources and support to launch a new company and put the dream of business ownership within reach.

Our Applied Research Division conducts innovative and customized research for communities and businesses, such as:

- ▶ Retail market analyses
- ▶ Consumer opinion surveys
- ▶ Retail expenditure pattern analyses
- ▶ Tourism surveys
- ▶ Community-based needs assessments and economic impact analyses

Making an Impact on Georgia's Economy

Businesses working with the Georgia SBDC make a big impact on the local economy. Statistics over the last five years show that our clients:

- ▶ Started 1,427 new businesses.
- ▶ Created 9,777 new jobs.
- ▶ Experienced an average annual sales growth of over 12 percent.
- ▶ Grew employment by an average annual rate of over 8 percent.
- ▶ Generated over \$936 million in sales.
- ▶ Obtained over \$299 million in start-up and expansion capital.