

Small Business Center at Forsyth Tech

“Increasing Business Success”



If you are an entrepreneurial thinker and would like more information about starting or expanding a business, contact the Forsyth Tech Small Business Center for free information, including small business seminars and one-on-one counseling.

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Business Advice from Malcolm

In a recent article, I introduced an exciting program that was announced during the initial Thursday Gathering of Venture Cafe Winston Salem. On May 4th, six colleges/universities announced their financial commitments to starting businesses in our city. Each institution will provide financial capital to selected persons committed to starting their businesses. Forsyth Tech is pleased to introduce the Launch Challenge.

On June 12th and 13th, I had the privilege of getting to know Malcolm Downes. He is a senior at West Forsyth High School and a member of the Academy of Finance. He arranged an internship with Winston Salem State University and spent two days with me to kick it off. I asked him to share some of his reflections about what is needed for small businesses to succeed. Here are some of his thoughts:


“I’ve picked up better networking skills and learned the importance of meeting new people. I have had the privilege of sitting in on conference calls and community project meetings, watch empowering speeches, attending Chamber of Commerce meetings. I have watched information sessions where people are ambitious for help to begin in the business world.”

“These experiences have helped me to know what I want for myself in the business world and what I want to study. In school, I never hear about the small business area. Seeing how the Small Business Center helps people with mentoring and help them launch businesses, I now see its importance and how it plays a great part in the community.”

“Some of the things that I witnessed were business owners talking about recent store openings and closings, new employee trainings, and new and existing partnerships between companies.”

“I was blessed to be able to meet some of the mentors and ambassadors that work for the Small Business Center. Mr. Bill Snow worked for the center for 30 years and recently retired. He mentored people and put them in the right positions to meet the criteria that they needed to kick-start their business.’

“At the Lewisville Clemmons Chamber of Commerce meeting I met a woman by the name of Audrey Blackburn. She works for the Small Business Center and mentors endless people and is very helpful in the accounting field.”



“As I sat in on all these very important and interesting events, I tended to hear a lot of the same things that I figured were good things to know when you want to be a small business owner. I often heard questions about “what were important aspects to focus on”, “what things are good to improve on if you already have started your business”, and another reoccurring question was “where can these people find help.” and Mr. Allan Younger and the mentors were able to provide these people with reliable help and point them in the right direction.

The objective of the Small Business Center at Forsyth Tech is to help small businesses succeed by providing high quality, readily accessible assistance to prospective and existing business owners in Forsyth and Stokes counties. Our motto is “Increasing Business Success,” which describes our commitment to clients. The N.C. Community College’s Small Business Center Network assists in starting an average of more than 800 businesses each year and the centers have an economic impact in 90 percent of all N.C. counties each year, helping to create and retain over 2,800 jobs annually. You may learn about our services at www.forsythtech.edu. Feel free to stop by our office at 525@Vine in Wake Forest Innovation Quarter just east of the heart of downtown Winston- Salem. You may also contact us at SBC@forsythtech.edu or by calling (336) 757-3810.