



Mission

The mission of the Small Business Center Network (SBCN) is to increase the success rate and the number of viable small businesses in North Carolina by providing high quality, readily accessible assistance to prospective and existing small business owners, which will lead to job creation and retention.

Our Services

With one location at each community college, the 58 Small Business Centers (SBCs) are community-based providers of entrepreneurship training, confidential one-on-one business counseling, referral, and information. This past year, the SBCN served clients in all 100 counties and our aim is to continue to provide direct economic impact throughout North Carolina and act as a force multiplier with our partners.

Funding

The SBCN received \$6,223,799 in state funds in FY 2012-2013, which resulted in an investment of \$2,097 per job created/retained by the network.

FY 2012- 2013 Impact at a Glance

3,781 Entrepreneurship Training Events

46,782 Event Attendees

6,971 Counseling Clients

17,664 Counseling Hours

1,732 Jobs Created

1,235 Jobs Saved

\$2,097 Per Job Created/Retained

528 Business Startups

Target Market

The Small Business Center Network has positioned itself to focus on entrepreneurship and economic development with an emphasis on assisting startups, early stage, and troubled businesses. Our uniquely flat and broad structure allows ease of access and unparalleled knowledge of and linkages to local communities. The SBCN has a heavy education/training component offering over 3,700 training events per year targeted to and attended by over 46,000 current and prospective small business owners. Our focus on startups, early stage, and troubled micro enterprises matches our organizational structure and blends well with our sister agency, the SBTDC, to whom we regularly refer high growth oriented businesses.

Together, the SBCN and the SBTDC provide counseling support for the NC Department of Revenue's Small Business Taxpayer Recovery Program, which has resulted in collections of over \$142 million in previously unpaid taxes. Following our structural strengths, the SBCN has provided counseling to over 60 percent of taxpayers in the program whereas the SBTDC has focused on more complex small businesses.

The SBCN takes pride in knowing that our clients and seminar attendees reflect North Carolina. In fact, both the number of women and minorities served by the SBCN counseling and entrepreneurship training exceeds that of the state average and the percentage of urban/rural businesses served by the SBCN matches that of the state.

Our partnership with the DHHS Division of Vocational Rehabilitation reflects our commitment to assist even the most challenged individual realize the dream of business ownership and become as self-sufficient as possible. Other efforts include providing counseling support for the Growing America Through Entrepreneurship (GATE) and New Generations Venture (NGV) programs.

The SBCN also serves a large military and veteran population with nearly 9 percent of our clients being veterans and nearly 2 percent being service-connected disabled veterans. Additionally, the Small Business Administration selected the SBCN as the lead agency in North Carolina to provide "Boots 2 Business" training to all transitioning military members throughout our State thus providing a pathway to business ownership for our returning heroes.