

The Small Business Development Center at Harper College

Introduction to Harper's SBDC: 4 minutes

U.S. State Department Fellowship: 4 minutes

Presenter: Tom Cassell, Manager SBDC

Small Business Development Center Facts:



- There are over 1,000 SBDCs across the country
- Cooperative agreement between SBA, DCEO and Harper College
- Grant funding is provided by SBA (45K) and DCEO (45K)
- Provides no cost one-on-one consulting services to local area small businesses (viability, finding capital, marketing, management, operations, finance, taxes and more)

Community Impact

Last Year, the ISBDC at Harper College:

- Advised 270 small businesses
- Provided 1,500 hours of one on one advising
- Help start 36 businesses
- Help create or retain 218 jobs
- Help raise \$2.5M in capital
- Held 60 workshops for small business owners

Client Spotlight: Don Chef Bakery



"Before I approached the SBDC, I was skeptical about how much they could help me. But they exceeded my expectations. They were very involved and always followed up with me. They always knew what I was dealing with, whether I was struggling to find a location or provide documentation to the bank. They gave me great professional advice, but also really believed in me. All the people I worked with at the SBDC were wonderful. They're really helping people make their dreams come true. I'm still working with the SBDC, and I'm very grateful for their services."
—Eleanora Nickolova

Harper's SBDC Helped with:

- Business Plan
- Viability Study
- Projections
- Loan Assistance
- Lease Negotiations
- Pricing
- Marketing
- Ongoing Support

Small Business Network of the Americas

A U.S. Department of State Initiative



What is the SBNA Fellows Program?

(Small Business Network of the Americas)

- US Department of State Initiative (2012)
- a fully funded, two-way exchange between SBDCs in the United States and countries in Latin America
- Harper College was one of eight centers to receive Fellowship
- Partnered with Guatemala SBDC

What is the purpose of the SBNA fellowship?

- 1) To share best practices in center operations, one-on-one counseling techniques, class and workshop content
- 2) To facilitate trade between Guatemala's SBDC clients and Harper College's SBDC client base (textiles, coffee, flowers, food)
- 3) To introduce Harper's SBDC to public and private business support agencies in Guatemala

What are the outcomes of the SBNA fellowship?

- Signed a three year MOU with Guatemala Sister Center
 - Met with five SBDCs and their clients
 - Met with Vice Minister of the Economy
 - Toured two coffee plantations
- Established relationships with 30+ Small Business owners

Business Spotlight: Mayan Boutique



Traditional Mayan textiles made with back strap loom.



Alfombras (Flower Carpets)



Thank You.

Questions?