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Crockett Economic Development and Angelina College Small Business Development Center Work Together

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The **Angelina Community College Small Business Development Center (SBDC)** offers one-stop assistance to individuals and small businesses by providing a wide variety of information and guidance. Crockett Economic and Industrial Development Corporation works cooperatively with the SBDC to help local residents who want to start a new business, expand an existing business, or simply need information about the feasibility of a particular business to this area. The assistance is free of charge and the appointments are private.

The Program is explained:

The Angelina College Small Business Development Center is ready to help you achieve business success. The Angelina College Small Business Development Center (ACSBDC) assists new business owners and existing businesses raise capital to start and expand businesses each year. With our expertise in financial analysis of business ideas, bank presentations, business plans, accounting and marketing, we can help you answer all your business questions.

The Angelina College Small Business Development Center (ACSBDC) provides business consulting and training to entrepreneurs of small and emerging companies. Our professional consultants help start-up and growing businesses evaluate financing alternatives, develop loan packages, review and update business plans and strategies and access financial checkups and recommendations. The AC SBDC can also help business owners evaluate new market opportunities selling to federal, state and local governments and to customers outside the United States.

Have you dreamed of owning and operating your own business but don't know where to start?

Do you have questions on how to turn your dream into a reality? The Angelina College Small Business Development Center can help answer key questions – the questions that every entrepreneur needs to ask before starting a new venture.

Before You Start – assess your entrepreneurial readiness. Owning, operating and growing a successful business is challenging. Before you get started you need to assess your motives, your strengths and your weaknesses. You also need to take a hard look at your personal, managerial, technical and financial qualifications. To see if you're prepared, please take *our [Business Readiness Assessment](http://www.angelina.sbdcnetwork.net)* located on our Website at, www.angelina.sbdcnetwork.net.

The First Step – find out if you have what it takes. Now, before you invest your time and your money go to our website, www.angelina.sbdcnetwork.net to view our *Do You Have What It Takes to Start a Business?* FREE, online streaming video. You will learn a solid Six Point Process for starting a business. You'll learn the importance of proper planning and how to avoid common pitfalls. Viewing the video will take about 45 minutes.

Also take our other online business workshops. Many are free, covering topics that include market research and marketing concepts, forecasting, business structure, and business plan development located on our website.

Once your business is up and running, you may discover that successful future growth is more of a challenge than you thought it would be. The issues you now face require more sophisticated research, complex analysis and strategic planning.

The Angelina College Small Business Development Center can help your established business with expansion efforts, whether you want to identify new markets, obtain capital for growth, or develop innovative strategies.

Business planning - Have you heard the saying, "Businesses don't plan to fail, they fail to plan?" It's true – whether you are just starting out or are growing your business -- having a well thought-out, written business plan can help you stay on track for success. A business plan can help you get organized, support an application for a loan, and serve as a roadmap to take your business in the right direction.

Although business plans generally follow a generic outline, no two plans are exactly alike. Your plan would include key success factors for your specific industry. You would write your plan for a specific audience: a plan written as an internal document to guide your day-to-day operations would be different from one developed for a banker or an investor.

The ACSBDC works closely with the U.S. Small Business Administration (SBA) to assist small businesses in utilizing programs that are offered to finance their projects. The SBA 7A program is structured as a guarantee to the bank's loan. The owner is expected to contribute cash or assets to the project equaling 20% to 30% of the total project cost. The SBA 504 loan program is used to finance real-estate and large equipment. The owner contributes 10% to 20% depending on the business age and use of the building, the bank contributes 50% of the funds and the SBA contributes 30% to 40% of the necessary funds depending on the amount the owners are required to contribute. The ACSBDC works with owners, banks and the SBA to assemble necessary information to complete these loans.

Do you want to tap into new markets? Assistance is available to help companies find out opportunities to do business with companies outside the U.S. wanting to source products like yours. SBDC consultants are Certified Global Business Professionals and work with companies in the international arena.

The ACSBDC assists companies in the marketing area. Whether you are starting, operating, or growing your business in the East Texas area, Our SBDC consultants can help you do the research you need to stay competitive. Our business information services include access to the University of Houston SBDC Network's business library -- a comprehensive research and reference library offering extensive online and print business tools and resources -- and general reference assistance in conducting industry and market research. **Reference services** include help and direction in collecting industry or market statistics needed for a business or marketing plan, researching specific market or industry trends, and identifying competitors, suppliers or potential customers. Visit our website for detailed research resources.

Customized research services are provided exclusively to our Small Business Development Center Network clients. Through our Network's professional business librarian, we access on-line business reference sources to research, collate and present clients with information including in-depth industry and market research, detailed reports on competition, ring study capabilities for comprehensive site analyses, and access to specialized databases for targeted market research.

Do you need face-to-face guidance and advice? To take advantage of our *free, confidential, customized* consulting services, contact us now. To request an appointment with a consultant to discuss your future business needs contact Crockett Economic Development at 936-546-5636 to meet with SBDC personnell.

Some of the services we provide to help you get started include:

- Workshops & seminars for entrepreneurs on start-up, marketing, business plans, software applications, and more

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- Business reference library for industry and market research
 - Funding solutions
 - Business loan packaging – eligibility, understanding the process and proposal preparation assistance
 - Help buying an existing business or franchise
 - Access to professional service providers such as attorneys and CPAs