



Small Business
Development Center
Northeastern California SBDC
Greater Sacramento

"Your Business Success is our Mission"

Serving the Counties of Sacramento, El Dorado, & South Yolo

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SBDC

Newsletter

January to March 2008

Strategic Partnerships

The Greater Sacramento Small Business Development Center (SBDC), the City of Davis, the Davis Chamber of Commerce, and the Davis Downtown Business Association have entered into a partnership agreement with the intent of helping Davis small businesses become more successful. The SBDC offers business management consulting services at no charge, which includes an outreach service, where SBDC consultants will come to your place of work. Business management topics that SBDC consultants typically help owners with include, but are not limited to, business planning, financial analysis and cost management, leadership, marketing, operations management, strategic website and e-commerce development, customer service, and business permits and licensing. Please call 916-563-3210 to book a no-charge business management consulting appointment. The SBDC also offers no-charge and low-charge business management workshops throughout the year. For a complete listing of our workshops and consultants for the current quarter, please visit www.sbdc.net.

No-Charge Business Management Consulting

Helena Fisk: SBDC Customer Service Consultant

Clyde Green: Start-up, Human Resources, Contracts, Insurance, Healthcare, and SBDC Legal Structure Consultant

Ester Gordillo: SBDC Marketing and International Trade Consultant, Fluent in Spanish

Frederic Scott Janson: Marketing, Financial Ratios Analysis, Business Planning, Project Management, Grants

Morton Meiers: Start-up and SBDC Consultant at South Lake Tahoe

Jim Ornelas, CPA: SBDC Accounting Consultant

Greg Roquet: Buying and Selling Businesses, and SBDC Franchising Consultant.

Mike Saccomano: SBDC Internet Solutions Consultant

Molly Stuart: Start-up, Leadership, Negotiation, and SBDC Strategic Planning Consultant

Steve Voelker: Business Plans, Financial Projections, Start-up, Marketing, Strategic Planning, Project Management, Management/Operations, and SBDC Agricultural Consultant

To book an appointment with a consultant, please call **916-563-3210** or email info@sbdc.net

Roadmap to Entrepreneurial Success Certificate Program

The "Roadmap to Entrepreneurial Success Certificate Program" is an intensive 12 week business management training program. This program continues to prepare future business owners and managers on how to successfully create and manage businesses. The fall offering for this course runs February 19, 2008 to April 29, 2008, and Business Basic is a prerequisite or co-requisite for this course. Open enrollment will begin 02/05/08 at www.sbdc.net. This program is co-sponsored by Asian Resources Inc. and Mutual Assistance Network. See www.mutualassistance.org and www.asianresources.org

Consultant Profile of the Month: Mike Saccomano

Mike Saccomano specializes in website development, search engine website optimization, e-commerce, and e-marketing. He is also a successful business owner of Awesome Tools, an internet-based business he developed. Mike's website optimization tools have ranked the Greater Sacramento Small Business Development Center (SBDC) in 2nd place on the Google search engine, after the U.S. Small Business Administration, which funds all 1000 SBDCs around the United States.

SBDC Workshops Attendee Testimonials

"The Business Basics workshop provided me an understanding of the pros and cons of starting a business".

"Overall, the SBA Financing Options workshop provided real life examples that will help me write my business plan."

"The Fundamentals of Marketing workshop is outstanding. I would definitely recommend this seminar to a colleague".

"The Federal and State Payroll Taxes workshop taught me the difference between an independent contractor and an employee, it taught me depositing forms and procedures, and finally it taught me that I could use QuickBooks to manage my payments and taxes."

"The Guidelines to an Effective Business Plan workshop was very informational".

"The Bookkeeping for Small Business workshop taught me the importance of both keeping good records and projecting cash flow."

"After taking the OSHA for Small Businesses in California workshop, I'd like to take some more time to research more".

"The Beginning QuickBooks workshop was most valuable because it was hands on".

"What was great about the Intermediate QuickBooks workshop was the ability to both go through the program and ask questions".

"For the SBDC workshop, Considering a Franchise, the presentation objectives were clear. The presenter was prepared, knowledgeable, and was responsive to the audience."

All classes held at the SBDC unless otherwise noted. It is required to pre-register ONLINE at www.sbdc.net as classes with low enrollment will be cancelled. No refunds, workshop credit only. Return check fees in the amount of \$15 dollars will be assessed on any returned checks. The Greater Sacramento SBDC is an affiliate of the Northeastern California SBDC Program sponsored by: CSU Chico Research Foundation / Center for Economic Development, the California Community College's Economic and Workforce Development Programs / Los Rios Community College District, U.S. Small Business Administration (SBA), and California Community Colleges Chancellor's Office (CCCCO). This is a partnership program under the current Cooperative Agreement with the SBA and the CSU Chico Research Foundation / Center for Economic Development, and California Community Colleges Chancellor's Office (CCCCO). This Cooperative Agreement is partially funded by the SBA and the California Community College Chancellor's Office (CCCCO). Any opinions, findings, conclusions or recommendations expressed are those of the presenter(s) / author(s) and do not necessarily reflect the view of the sponsoring entities. All SBA programs are extended to the public on a non-discriminatory basis. Reasonable accommodations for the disabled will be made, if requested in advance.