



Small Business
Development Center
Northeastern California SBDC
Greater Sacramento

"Your Business Success is our Mission"

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

1410 Ethan Way • Sacramento • California • 95825 • (Phone) (916) 563-3210 • (Fax) (916) 563-3266 • info@sbdc.net • www.sbdc.net

SBDC

Newsletter

October to December 2007

Strategic Partnerships

The Greater Sacramento Small Business Development Center (SBDC), led by Director Panda Morgan, has recently forged a number of key strategic partnerships, one with Child Action, a non-profit organization dedicated to serving Greater Sacramento County's need for increased childcare facilities. Child Action and Greater Sacramento SBDC will be offering the workshop "Childcare Business Basics" to existing and start-up childcare business owners and managers in the near future. See www.childaction.org

Another strategic partnership that the Greater Sacramento SBDC has embraced is one with the County of Sacramento Law Library, whose extensive legal resources include friendly, sophisticated, and learned staff; a self-serve room with hundreds of how to do books; blank templates of legal forms; comprehensive online legal databases; floors of legal reference books; photocopy capabilities; memory disks and jump drives available for sale. Greater Sacramento SBDC and the Sacramento Law Library will refer one another clients to increase the no charge legal resources available to business owners and managers in the County of Sacramento. See www.saclaw.lib.ca.us

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 October 9, 2007 to December 18, 2007, and Business Basic is a prerequisite or co-requisite for this course. This program is co-sponsored by Asian Resources Inc. and Mutual Assistance Network. See www.mutualassistance.org and www.asianresources.org

Greater Sacramento SBDC Lender's Fair

This fair provides business owners and managers access to business lenders in Greater Sacramento at no charge. The fair is on October 18, 2007, from 1PM to 5PM, at 1410 Ethan Way, Sacramento, California, 95826. The lenders will include the U.S. Small Business Administration (SBA), Business Loan Express, Farmers & Merchants Bank, First US Community Credit Union, Five Star Bank, Greater Sacramento Certified Development Corporation, Sacramento Housing and Redevelopment Agency (SHRA), and Wells Fargo Bank. Please join us!

Consultant Profile of the Month: Steve Voelker



Steve has more than 35 years experience as a career banker, lender, financial consultant, and business consultant. He has held positions including, but not limited to, Bank Founder, Bank CEO, Bank President, and Bank Director. Steve is a business plans, financial projections, start-up, marketing, strategic planning, project management, management/operations, and SBDC agricultural consultant. Steve is also a fourth generation farmer.

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: Business Planning, Market Research, Financial Ratios Analysis, Project Management Grants, and Medical Product Development Consultant; Fluent in French

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

Robert Stitt: Financing, Credit, Agriculture, and SBDC High Tech Industries 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

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.