

Education Forum for Small Pharmaceutical Businesses

U.S. Small Business Administration



Your Small Business Resource

Office of Entrepreneurial Development

Business and Community Initiatives

April 25, 2006

The Small Business Advantage



Office of Entrepreneurial Development

United States Small Business Administration

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Office of Entrepreneurial Development Network of Training and Counseling Services

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Programs and Resources

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Mission

Helping small businesses start, grow and compete in global markets by providing quality training, counseling and access to resources.

Highlights

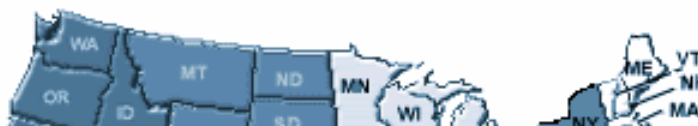
- [Cheryl Mills, ADA/ED](#)
- [Teen Entrepreneur Guide](#)
- [Business Matchmaking Online Network](#)
- [Contracts for Women](#)

◀ 1. The Taste of Crabs ▶

"Building a knowledge foundation that creates 3 million new small businesses a year"

Local Training and Counseling Resources

- [Small Business Development Centers](#)
- [Women Business Centers](#)
- [SCORE](#)



Targeted Resources

- [For: Starting a Business](#)
- [For: Growing a Business](#)

Providing Entrepreneurs with Knowledge and Tools

- ◆ National network of resource Partners
- ◆ Traditional One-on-one Counseling
- ◆ Training & Education
- ◆ Online Training and Counseling
- ◆ Information and Referrals
- ◆ Strategic Partnerships for niche markets
specialized training & materials



Office of Entrepreneurial Development

Our story in Numbers

- ◆ Pre-venture & Existing
- ◆ Clients Served FY 2005
2,605,546
- ◆ Online Customers
Over 1,100,000



Office of Entrepreneurial Development

Small Business Development Centers

◆ SBDCs are a cooperative effort among

- ❖ SBA
- ❖ Colleges and Universities
- ❖ State & local governments
- ❖ Private sector

◆ 63 Lead SBDCs

- ❖ Each Lead Center has a network of service centers (1,100 service centers throughout U.S. and U.S. territories)



Office of Entrepreneurial Development

◆ Economic Development – Urban/Rural

- ❖ Customized to the Community
- ❖ Business Development
- ❖ Catalyst for Entrepreneurship

◆ Specialized services:

- ❖ International Trade
- ❖ Technology Development
- ❖ Defense Transition and Gov't Procurement
- ❖ Regulatory Compliance
- ❖ Drug-Free Workplace Programs



Office of Entrepreneurial Development

Office of Women's Business Ownership

- ◆ Women's Business Ownership Act 1988
- ◆ First women's business centers 1989
 - ❖ Public-private partnership
 - ❖ Targets socially and economically disadvantaged women
 - ❖ Long-term training, counseling, mentoring, support



Office of Entrepreneurial Development

- ◆ 90 centers – In most states, DC and American Samoa

- ◆ Women's Network for Entrepreneurial Training
 - ❖ WNET Roundtables – Each unique
 - ❖ About 200 nationwide
 - ❖ Expert and peer mentoring



Office of Entrepreneurial Development

OWBO's Strategic Alliances



**National Women's
Business Council**

**Women's Business
Organizations**



Office of Entrepreneurial Development

OFFICE OF BUSINESS AND COMMUNITY INITIATIVES

◆ SCORE

- ❖ A national, nonprofit association. SCORE's mission is to provide small business counseling and training to help America's entrepreneurs succeed.
- ❖ Over 350 offices nationwide
- ❖ Volunteers who have achieved business success—and want to help you succeed in your business.



Office of Entrepreneurial Development

OFFICE OF BUSINESS AND COMMUNITY INITIATIVES

◆ SCORE

- ❖ On-line counseling through the SCORE web site, www.score.org

◆ International Visitors

- ❖ Over 1100 visitors representing 127 countries

◆ Co-sponsorships

- ❖ Strategic Alliances to provide expert resources in specialized areas



Office of Entrepreneurial Development

OFFICE OF BUSINESS AND COMMUNITY INITIATIVES

◆ Co-sponsorship Examples

- ❖ Food and Drug Administration
- ❖ Internal Revenue Service
- ❖ The Hartford
- ❖ Junior Achievement
- ❖ FBI/NIST

◆ On-line Publications



Office of Entrepreneurial Development

Small Business Training Network

◆ Classes available 24/7 at www.sba.gov/training

on:

Planning

Financing

Marketing

Risk Management

E-commerce

Government Contracting

International Trade

Tax Planning



Office of Entrepreneurial Development

Office of Native American Affairs

- ◆ The Office of Native American Affairs goal is to serve as the entrepreneurial anchor for American Indians, Native Alaskans and Native Hawaiian, tribal governments, tribal colleges, Indian organizations, and other Federal agencies, as well as the private sector business communities.
- ◆ Assist NAs gain access to SBA's programs



Office of Entrepreneurial Development

Office of Native American Affairs

- ◆ Provides economic development services to NA small businesses to supplement and support the Indian nations' plan for economic stimulus
 - ❖ Contracts
 - ❖ Resources and referrals



Office of Entrepreneurial Development

Office of Entrepreneurial Development

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<http://www.sba.gov>

Find an Office Near You!

SBA Info Locator 1-800-UASK.SBA



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