

SMALL BUSINESS DEVELOPMENT RESOURCES



General Small Business Development Resources

213



Incubators

221



GENERAL SMALL BUSINESS DEVELOPMENT RESOURCES

ALABAMA SMALL BUSINESS DEVELOPMENT CONSORTIUM (ASBDC)

William Campbell, Jr.
State Director
University of Alabama at Birmingham
2800 Milan Court, Suite 124
Birmingham, AL 35211-6908

Phone: (205) 943-6750
E-mail: williamc@uab.edu
Web: <http://www.asbdc.org>

OVERVIEW

The ASBDC provides management and technical assistance, counseling, and training to current and prospective small business owners. Administered by the SBA, this program is a cooperative effort of the educational community, private sector, and federal and state government. The ASBDC provides business assistance services through a network of 11 Small Business Development Centers and includes the Alabama International Trade Center that specializes in international trade assistance.

PROGRAMS AND SERVICES

ASBDC's team of consultants can work with businesses on a one-on-one basis, providing assistance and information at no cost in the following areas:

- Business Counseling
 - Business Plans
 - Cash Flow Analysis
 - Starting a Business
 - Loan Package Assistance
 - Training Workshops
- Government Procurement
 - Registrations
 - Bid Information Delivery
 - Proposal Assistance
 - Procurement Workshops and Conferences
- International Trade
 - Importing/Exporting
 - Foreign Business Information
 - International Standards
- Multi-Tenant Residential
- Purchase of Business Notes, Owner Held Notes, life insurance equity and one time settlements
- Referrals to:
 - Bankers
 - Non-Banker Lenders
 - CPA's
 - Attorneys
 - Factors
 - Equipment Leasing
 - Purchase Order/ Contract Sales Financing
 - State, County, and Local Economic Development Programs

CENTRAL ALABAMA WOMEN'S BUSINESS CENTER (CAWBC)

Judy Moriarty Lewis
Executive Director
2 North 20th St. Ste. 830
Phone: (205) 453-0249

E-mail: info@kawbc.org
Web: <http://www.kawbc.org>

MISSION

The CAWBC's focus is to help small businesses attain their full potential. The CAWBC works with start up or existing businesses to empower them through one-on-one coaching and developing their skills through training programs. In addition, the center provides financial and lending expertise and assistance. The CAWBC provides a woman with the tools, knowledge, and resources needed to start and grow her business.

PROGRAMS AND SERVICES

The CAWBC is a project of the Schlarb Foundation for Women Entrepreneurs and is funded in part by the Small Business Administration. CAWBC serves a seven county area including: Jefferson, Shelby, St. Clair, Blount, Walker, Talladega and Tuscaloosa Counties.

SCORE

Ken Yancey
CEO
SCORE Association
409 3rd Street, SW, 6th Floor
Washington, D.C. 20024

Toll Free: 1 (800) 634-0245
E-mail: hdze2002@charter.net
Web: www.score.org

OVERVIEW

SCORE "Counselors to America's Small Business" is a nonprofit association dedicated to entrepreneur education and the formation, growth and success of small business nationwide. SCORE is a resource partner with the U.S. Small Business Administration (SBA). SCORE has 389 chapters in locations throughout the United States and its territories, with 10,500 volunteers nationwide. Both working and retired executives and business owners donate time and expertise as business counselors. SCORE was founded in 1964. SCORE "Counselors to America's Small Business" is America's premier source of free and confidential small business advice for entrepreneurs

PURPOSE

SCORE is a 10,500-member volunteer association which operates under a cooperative agreement with the U.S. Small Business Administration. SCORE matches volunteer business-management counselors with clients in need of expert advice. SCORE has experts in virtually every area of business management and maintains a national skills roster to help identify the best counselor for a particular client. Volunteer counselors, whose collective experience spans the full range of American enterprise, share their management and technical expertise with both present and prospective small business owners. A nonprofit association, SCORE has dedicated more than 40 years to helping small businesses succeed. Most SCORE volunteers are retired business owners or managers, though some members are still actively employed.

PROGRAMS AND SERVICES

Volunteers work in or near their home communities to provide management counseling and training to first time entrepreneurs and current small business owners. They meet with clients at a SCORE chapter office, an SBA office or at the client's place of business. Every effort is made to match a client's needs with a counselor who is experienced in a comparable line of business. All individual and team counseling is free; there may be a nominal fee for workshops and seminars. Through in-depth counseling and training, SCORE volunteers help prospective and established small business owners and managers identify problems, determine the causes and find solutions.

Any small business can obtain help from SCORE. Whether an individual is considering starting a new business, has a business that is experiencing problems, is ready to expand, or needs some other type of advice, SCORE can help. The approach is confidential and personal. Individuals do not need to be applying for or have a SBA loan to participate in the program. In fact, an idea is all that is necessary; consultation and counseling before a business start-up is an important part of SCORE's service.

SCORE offers the following programs and services.

- Resource partner with the U.S. Small Business Administration,
- Head-quartered in Herndon, Virginia and Washington, D.C.
- 501 (c) (3) nonprofit organization dedicated to the formation, growth and success of small businesses nationwide.
- Formed in 1964, SCORE provides a public service to America by offering small business advice and training.
- Offers “Ask SCORE” E-mail advice online.
- Provides face-to-face small business counseling at 389 chapter offices.
- Offers low-cost workshops at 389 chapter offices nationwide.

SCORE Locations in Alabama

1. North Alabama Chapter 0084

c/o UAB Small Business
Development Center
1055 S. 11th Street, Room 202
Birmingham, AL 35294
Phone: (205) 934-6868

2. Tuscaloosa Chapter 0407

c/o Chamber of West Alabama
2200 University Boulevard
P.O. Box 020410
Tuscaloosa, AL 35402
Phone: (205) 553-0957

3. Southern Alabama Chapter 0457

c/o Mobile Chamber of Commerce
P.O. Box 2187
Mobile, AL 36601
Phone: (251) 431-8614

4. Shoals Chapter 0520

c/o UNA Small Business
Development Center
P.O. Box 5250, Keller Hall
Florence, AL 35632-0001
Phone: (256) 765-4629

5. Alabama Capitol Chapter 0598

c/o Montgomery Chamber of
Commerce
600 S. Court Street
Montgomery, AL 36014
Phone: (334) 240-6868

6. Baldwin County Chapter 0630

University of South Alabama,
Fairhope Campus
111 St. James Place
Fairhope, AL 36532
Phone: (251) 928-5687
(251) 928-6375

Branch Office:

1. Foley SCORE Office

c/o South Baldwin Chamber of
Commerce
P.O. Box 1117
Foley, AL 36536
Phone: (251) 943-3291

2. East Alabama Chapter 0636

c/o Opelika Chamber of Commerce
601 Avenue A/P.O. Box 2366
Opelika, AL 36803-2366
Phone: (334) 741-0977

3. Northeastern AL Chapter 0638

c/o Calhoun County Chamber
P.O. Box 1087
Anniston, AL 36202-1087
Phone: (256) 237-3536

4. Alabama Small Business Development Consortium

William Campbell Jr.
State Director
1500 1st Avenue N., Suite R118
Birmingham, AL 35203
Phone: (205) 307-6510
E-mail: williamc@uab.edu
Web: www.asbdc.org

5. Alabama Small Business Procurement System ASBDC

University of Alabama at Birmingham
Patricia K. Phillips,
Acting Procurement Director
2800 Milan Court, Suite 124
Birmingham, AL 35211-6908
Phone: (205) 943-6750
E-mail: pkphillips@una.edu
Web: www.asbdc.org

6. Alabama International Trade Center

The University of Alabama
Brian Davis, Director
Bidgood Hall, Room 201
P.O. Box 870396
Tuscaloosa, AL 35487-0396
Phone: (205) 348-7621
E-mail: aitc@ua.edu
Web: www.aitc.ua.edu

7. Auburn University SBDC

Jacki DiPofi, Director
Room 108, College of Business
Auburn University, AL 36849-5243
Phone: (334) 844-4220
E-mail: jdipofi@business.auburn.edu

8. Jacksonville State University SBDC

Pat Shaddix
Director
700 Pelham Road N
114 Merrill Hall
Jacksonville, AL 36265-9982
Phone: (256) 782-5271
E-mail: sbdc@jsucc.jsu.edu
Web: www.jsu.edu/depart/sbdc

9. Northeast Alabama Regional SBDC

(Alabama A&M University and the University of Alabama at Huntsville)
Dr. Lawrence B. Crowson, III
Director
225 Church Street N.W.
P.O. Box 168
Huntsville, AL 35804-0168
Phone: (256) 535-2061
E-mail: nearsbdc@hsvchamber.org
Web: <http://nearsbdc.uah.edu>

10. Troy University SBDC

Sandra Lucas
Interim Director
102 Bibb Graves Hall
Troy, AL 36082-0001
Phone: (334) 670-3771
E-mail: slucas@troy.edu
Web: <http://sbdc.troy.edu>

11. The University of Alabama SBDC

Paavo Hanninen
Director
Bidgood Hall, Room 250
P.O. Box 870397
Tuscaloosa, AL 35487-0397
Phone: (205) 348-7011
E-mail: phaninen@ualvm.ua.edu
Web: <http://sbdc.cba.ua.edu/>

12. UAB SBDC

Ernie Gauld
Director
1055 11th Street S., Room 202
Birmingham, AL 35294

Phone: (205) 934-6760
E-mail: egauld@uab.edu
Web: www.business.uab.edu/sbdc

13. University of North Alabama SBDC

Dr. Rick Lester
Director
Box 5250, Keller Hall
Florence, AL 35632-0001
Phone: (256) 765-4629
E-mail: cmlong@una.edu
Web: www.una.edu/sbdc

14. University of South Alabama SBDC

Thomas Tucker
Director

Mitchell College of Business, Room 8
Mobile, AL 36688-0002
Phone: (251) 460-6004
Fax: (251) 460-6246
E-mail: ttucker@usouthal.edu
Web: www.southalabama.edu/sbdc

15. University of West Alabama SBDC

Kenneth Walker
Director
Station 35
Livingston, AL 35470
Phone: (205) 652-3665
E-mail: kwalker@uwa.edu
Web: www.sbdc.uwa.edu

SMALL BUSINESS ADMINISTRATION (SBA) ALABAMA DISTRICT OFFICE

Michael Ricks
District Director
801 Tom Martin Drive
Suite 201

Birmingham, AL 35211
Phone: (205) 290-7101, Ext. 263
michael.ricks@sba.gov
Web: <http://www.sba.gov/al>

Counseling, advice and information on starting and/or expanding a business through: Small Business Development Centers (SBDC), Service Corps of Retired Executives Association (SCORE), Women's Business Centers (WBC); ♦ Financial assistance through the 7(a) and 504 loan programs; ♦ Minority enterprise development; ♦ Special emphasis areas; Women, Minorities, Veterans, Businesses involved in international trade

OFFICE OF VETERANS BUSINESS DEVELOPMENT

Web: <http://www.sba.gov/aboutsba/sbaprograms/ovbd/index.html>

MISSION

The mission of the Office of Veterans Business Development is to maximize the availability, applicability and usability of all administration small business programs for veterans, service-disabled veterans, reserve component members, and their dependents or survivors.

PROGRAMS AND SERVICES

The SBA offers a variety of services to American veterans who have made or are seeking to make the transition from soldier to small business owner. Each of the SBA's 69 district offices throughout the country has designated a Veterans Business Development Officer to help veterans prepare and plan for entrepreneurship.

The Veterans Business Outreach Program provides entrepreneurial development services such as business training, counseling and mentoring to eligible veterans owning or considering starting a small business. Small Business Development Centers and SCORE also provides management assistance to veterans who are current and prospective small business owners, offering one-stop assistance to small businesses by providing a variety of information. Guidance is easily accessible with so many branch locations.

WOMEN'S BUSINESS CENTER OF SOUTHERN ALABAMA

Kathryn Kahalley Cariglino
Executive Director and Founder
1301 Azalea Road, Suite 201 A
Mobile, AL 36693

Phone: (251) 660-2725
Toll Free: 800-378-7461
E-mail: wbac@ceebic.org
Web: <http://womenbiz.biz>

MISSION

The mission of the Women's Business Center is the economic empowerment of women by assisting them to start and grow successful small businesses. The Women's Business Center vision is: the hub of business development for women who dream of business ownership and the women who have achieved that dream; the place where women meet other women, gain support, encouragement and strength, explore new ideas, find answers, and celebrate success; the place where that welcomes women from every business genre, entrepreneurs and women of achievement; the place for resources, referrals, training, networking and support.

PURPOSE

The purpose of the Women's Business Center, Inc. is to serve as a micro-enterprise development organization with emphasis on the empowerment of women to improve their lives primarily through entrepreneurship. They achieve their purpose through targeted technical training in management, finance, marketing and procurement, hands-on computer basic training for the novice and e-mail, telephone and face to face business counseling, as well as through mentoring and networking. They do not currently lend money but they do assist clients in applying for loans. Their primary goal is economic self-sufficiency for women. However, they offer their services equally to men. Not all of their clients are ready or able to start a business. Their goal is to give clients the individual attention that will give them the self-confidence and business skills to make them a better owner, employee or customer.

PROGRAMS AND SERVICES

The Women's Business Center is a:

- Hub of business development for women who dream of business ownership and the Women who have achieved that dream
- Place where women meet other women, gain support, encouragement and strength, explore new ideas, find answers, and celebrate success'
- Place where the coffee is always hot and the soft drinks are always cold, and someone is not too busy to listen
- Place that welcomes women from every business genre, entrepreneurs and women of achievement
- Place for resources, referrals, training, networking and support.

The center serves Mobile and Baldwin counties.

WOMEN'S BUSINESS CENTER OF NORTH ALABAMA (WBCNA)

Joanne Randolph
Executive Director
185 Chateau Drive
Suite 200D
Huntsville, AL 35801

Phone: (256) 213-2727
E-mail: info@wbcna.org
Web: <http://www.wbcna.org>

MISSION

WBCNA's mission is to help women, and men, who want to start or grow a business. The mission of the Women's Business Center of North Alabama is to help women, and men, achieve their greatest potential and generate economic growth for the region. This is accomplished by serving as a focal point for information and access to resources; facilitating their self-discovery and personal development; and providing a formal mentoring process to support, nurture and advocate the development of their business.

PROGRAMS AND SERVICES

The WBCNA is helping women, and men, start and run successful businesses. All of their services are free and include start-up assistance and nurturing, counseling and formal mentoring, access to reduced-rate services, referrals to other resources, access to financing, business training, and a ready-made network of contacts. WBCNA serves entrepreneurs in seven counties in North Alabama--Madison, Morgan, Marshall, DeKalb, Jackson, Limestone, and Lawrence. Their services are open to all members of the community regardless of sex, race, religion, political affiliation, ability to pay, or background. Our services include:

- Start-up assistance, nurturing and guidance for women AND men
- Access to financing
- Networking opportunities
- Business training and counseling
- Referrals to other resources
- Ready-made network of contacts
- Formal mentoring

NAT'L ASSN OF WOMEN BUSINESS OWNERS - BIRMINGHAM

Gerianne Fagan
President
1900 International Park Drive
Suite 100
Birmingham, AL 35243

Voice Message Center: (205) 970-6316 ext.324
Web: <http://www.nawbobirmingham.org/>

MISSION

NAWBO strives to Inspire, develop, and promote local women business owners.

OVERVIEW

The Birmingham chapter of NAWBO was established as an outgrowth of the local Women Business Ownership Council (WBOC). It has an extensive network and vast local resources and support from the national organization to help women entrepreneurs become dynamic, successful, service-oriented and influential community leaders. NAWBO-Birmingham offers the contacts, support, and resources that can help businesses flourish.

PROGRAMS AND SERVICES

NAWBO-Birmingham offers the contacts, support and resources that can help your business flourish. As the only professional organization in the Birmingham area dedicated to the advancement of women business owners, NAWBO is the place to be for female entrepreneurs.

BUSINESS COUNCIL OF ALABAMA

William J. Canary
President and Chief Executive Officer

Physical Address:

2 North Jackson Street
Montgomery, AL 36104

Phone: (334) 834-6000

Toll Free Phone: 1-800-665-9647

E-mail: billyc@bcatoday.org

Web: <http://www.bcatoday.org/>

Mailing Address:

P.O. Box 76

Montgomery, AL 36101-0076

MISSION

At the Business Council of Alabama, it's their job to fight for business and industry. They know you feel at a competitive disadvantage when it comes to meeting the mounting bottom line costs that result from costly regulations, frivolous lawsuits, rising healthcare costs, unfair labor laws and more. Our members tell us every day. That's how they know where to focus our efforts at the State House in Montgomery and in Washington, D.C.

Since their founding in 1985, with the merger of the Alabama Chamber of Commerce and the Associated Industries of Alabama, they have worked hard to improve Alabama's business climate. On the strength of some 5,000 members, who employ nearly three-quarters of a million Alabamians, BCA's voice is heard. Thanks to their strong and growing membership, the BCA is the unified voice for Alabama business and industry.



INCUBATORS

ALABAMA BUSINESS INCUBATION NETWORK

Business Incubators are facilities that provide small, entrepreneurial businesses with affordable space and shared support that includes business development services including financing, marketing and management. The Alabama Business Incubation Network is an organization of business incubation facilities in the State of Alabama established for the purpose of sharing collective knowledge and expertise among existing area developing business incubation facilities, thereby enhancing and improving the quality of the business incubation programs in the State of Alabama.

- Auburn Center for Developing Industries
1500 Pumphrey Avenue
Auburn, AL 36830
- Bessemer Business Incubation System
1020 9th Avenue, S.W.
Bessemer, AL 35020
Web: www.bessemeral.org/BBIS.html
- Bevill State Community College
Walker College Campus
1411 Indiana Avenue
Jasper, AL 35501
Web: www.bevillst.cc.al.us
- Business Development Center
3512 Industrial Drive
Jasper, AL 35501
Phone: (205) 387-0091
Web: www.bevillst.cc.al.us
- Business Innovation Center
1301 Azalea Road
Mobile, AL 36693
Web: www.ccebic.org
- Center for Entrepreneurial Excellence
(Also Known As: BizTech)
102A Wynn Drive
Huntsville, AL 35805
Web: www.biztech.org
- Decatur Business Incubator
305 Bank Street
Decatur, AL 35601
- Montgomery Area
Small Business Incubator
600 South Court Street
P.O. Box 79
Montgomery, AL 36101
Web: www.montgomeryincubator.org
- Northeast Alabama Entrepreneurial System
1400 Commerce Blvd, Suite 1
Anniston, AL 36207
Web: <http://www.neaes.org/>
- Office for the Advancement of
Developing Industries Technology Center
110 12th Street North
Birmingham, AL 35203
Phone: (205) 250-8000
- Web: www.uab.edu/oadi
- Shoals Entrepreneurial Center
3115 Northington Court
Florence, AL 35630
Web: <http://www.shoalsec.com/>
- West Alabama Business Incubator
P.O. Box 599
Eutaw, AL 35462
Web: www.ccebic.org

BALDWIN COUNTY BUSINESS INCUBATOR

Bob Higgins
Director
P.O. Box 1340
Robertsdale, AL 36567
Phone: (251) 947-2445

Toll Free: (800) 947-2445
E-mail: info@baldwinincubator.com
Web: <http://www.baldwinincubator.com>

MISSION

The Baldwin County Business Incubator matches clients with the right professionals - accountants, attorneys, bankers, investors, educators, commercial realtors, and other successful business people - all committed to the clients success.

PROGRAMS AND SERVICES

The Baldwin County Business Incubator will help clients develop their business plan and get their business started. The incubator will stay with the client during their first two or three years with regular reviews and advice from people who been through similar experiences.