

ATTACHMENT V

Resources for Small Business Owners in CC County

The following resources are currently available to small business owners in Contra Costa County:

Contra Costa County Small Business Development Center

The Small Business Development Center (SBDC) offers free workshops and advising on a variety of business topics, including:

- Adapting a business practice in response to new laws
- Support in navigating licensing and permit issues
- Accessing loans
- Sales and marketing
- Strategic planning
- Identifying resources

SBDC also provides personalized, one-on-one advising and access to experts in many fields that can help business adapt to changes in the business environment, such as laws restricting sales of certain tobacco products. Services are provided free of charge to all small business owners in Contra Costa County. Contra Costa SBDC is grant funded and assesses each business for eligibility before one-on-one services are offered.

Tobacco retailers interested in the individualized advising services would be assessed for the potential to achieve economic impact (such as job retention) in the next 6-12 months, then a Scope of Work would be developed for individualized services. The expectation is that for every hour the Center invests in a project, the retailer will work approximately 5 hours. For example, the retailer should plan to spend 25 hours working on their goals (such as a business plan to diversify products sold) in exchange for five hours of individual consulting. The Contra Costa County SBDC advising services are available to small businesses, such as businesses with less 500 employees and less than \$15M annual revenue.

More information about applying for advising services with Contra Costa SBDC is available on their website: <http://contracostasbdc.org/node/20289>

“Professional guidance as you grow your business is critical to success. Our team of advisors is at your service to assist with the opportunities and issues related with growing your business. This service is free to all owners of existing businesses and entrepreneurs who are actively launching a business.” – SBDC

Contact:

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Small Business Administration (SBA)

<https://www.sba.gov/>

The SBA offers general and technical assistance to new and established businesses. Services include loan programs, business counseling, management training, conferences, referrals and reference libraries.

Small Business Information Center:

(800) 827-5722 national answer desk

Email: answerdesk@sba.gov

Service Corps of Retired Executives (SCORE)

Retired business professionals volunteer to provide free counseling to individuals starting small businesses. Counseling and workshops are available at a cost.

(510) 273-6611

<http://eastbayscore.org/>

Renaissance Entrepreneurship Center

The Renaissance Entrepreneurship Center is a non-profit that works to increase the entrepreneurial capacities of individuals, and thereby strengthen communities through the creation of sustainable new businesses, new jobs, and the promotion of financial self-sufficiency.

They offer classes, workshop and one on one consulting in Richmond. Their beginner class, "Start Smart" is a 4-week program (12 hours) and costs \$120 with financially-based scholarships available. Their intermediate class, "Business Prep" is a nine-week program (27 hours) and costs \$240 with financially-based scholarships available. They also offer workshops for advanced entrepreneurs (people who have launched their business) ranging from Quickbooks to e-commerce to social media marketing.

Contact:

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