



Newsletter

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Business Turn Around Program

The Business Turn Around Program was created to address the problems facing many small business owners during this current down turn in the economy. Jim O'Neal, SBA District Director, and David Castaneda, Business Development Specialist, both from the Sacramento Region are spearheading this program. They have asked the Greater Sacramento SBDC, the local SCORE Chapter as well as the local BICs to participate. Since October 2007, the SBA Office in Sacramento started receiving a series of desperate calls from business owners mostly looking for emergency funding to keep their business solvent. By tracking such urgent calls into SBA the program concept evolved.

The Business Turn Around Program goal is to assist those business owners that still have a chance to turn their business around. Next assist those business owners who are faced with the reality of closing down their faltering business.

Mission

To meet with the business owner and perform an in-depth analysis of the business; provide a review of findings with recommendations on how to improve the situation; and assist owner with actual planning and steps necessary to turn the business around.

The Parameters of the Program

1. Find business owners who are: experiencing mild to extreme operational or financial difficulties; want reassurance they are doing all the right things; or on the verge of filing for bankruptcy.
2. Helpful information package to small business owners: a 10 point checklist for business owners so they can easily determine if they are headed for trouble or need assistance; tips to help business owners navigate during the down economy; and a list of resources that can assist the business owner.
3. For the counselors: "How to asses, direct and assist a client."
4. Offer classes that will help a client in their business turn around process.
5. Partner organizations to have a "Turn Around Team".
6. Each month SCORE and the SBDC will provide a report to SBA on the results of turn around efforts.
7. Bi-monthly counselors will participate in a conference call to share results, outcomes, progress, successes, and strategies.

Local Resources

You can call one of these four Agencies for a Resource Counselor:

U.S. Small Business Administration: SBA can be the starting point on your journey to business success. Our network of partners consist of the Small Business Development Center (SBDC), SCORE, a network of participating lenders, Business Information Centers (BICs) and a host of local, county, and state resources that are here to serve you. You can find us at: www.SBA.Gov or call us at (916) 930-3700.

SCORE: Provides free business assistance to more than 300,000 entrepreneurs just like you every year. Since 1964, SCORE's volunteer business coaches have provided free advice, business evaluation and experience to new and existing business owners. SCORE matches volunteer business-management counselors with clients in need of expert advice. Visit: www.score.org. or call (916) 635-9085.

SBDC: Small Business Development Center is the largest SBA counseling and training program. The SBDCs meet the counseling and training needs of more than 650,000 start-ups or existing business clients annually. The SBDC provides business consulting and training in the following areas: business plan development, expansion and growth, business start-up, licensing and permits, employee management, buying and selling a business, marketing, and much more. Visit www.sbdc.net or call (916) 563-3210.

BIC: The Sacramento Works Career Centers are affiliated with **Sacramento Business Information Centers. (BIC)** The BIC's are a one-stop source for technical assistance and information geared to help individuals start, operate and grow their businesses. Business workshops and seminars are from a variety of Government and Nonprofit agencies. The majority of the business counseling done at the BIC's is delivered through SCORE or the SBDC. The BIC's also have access to programs to assist business owners with the hiring of new personnel. Depending on your location call the following numbers: Del Paso BIC (916) 263-3717; Hillsdale BIC (916) 263-0656; Mather BIC (916) 228-3127; Stockton Blvd BIC (916) 875-3350.