



# E-Newsletter

January 2008

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## GMEN Executive Director Corner

I want to encourage all GMEN members and supporters to attend the Governor's Entrepreneurship Summit on March 4-6 in Perry. This summit only happens every two years. It is a gathering and celebration of all providers of services for small business development in Georgia. You need to be visible and seen by the other providers as a key resource and partner in the small business development "industry." GMEN will have an exhibit table and you are welcome to add brochures or flyers from your organization

This monthly e-mail is one of your many benefits as a member of the statewide microenterprise industry association.

## Training & Technical Assistance

### Latinos for Education & Justice Organization (LEJO)

Celebrates its 5th Anniversary LEJO celebrated five years of existence and service in Gordon County and the surrounding areas in December 2007. During the past five years LEJO has demonstrated leadership and established communication between the rapidly growing Latino community and the community at large.

Our plans for the year include continuation of our children and youth programs and cultural competency; a voter registration drive; adult basic computer skills and English as a Second Language, leadership classes; small business education program to increase business start-ups, Gordon Entrepreneur Friendly committee and Chamber of Commerce members, "Parents as Partners," to give parents guidance on working with their children, local school collaboration, a mentor program for youth and Latino, College Pipeline, an international festival and Latino civic participation.



### National Entrepreneurship Week

On February 23 - March 1, 2008, the [Consortium for Entrepreneurship Education](#) is sponsoring the second annual **National Entrepreneurship Week**, a Celebration of the heritage of entrepreneurship in America and *NEW*opportunities for a **NEWGENERATION!** We encourage all who wish to [participate](#) to begin planning now.

### DECA Events Need Judges

There are two exciting opportunities to serve as professional judges for DECA students: the Georgia State Competition at the Marriott Marquis Downtown (March 6, 7 & 8) and the International DECA Competition at the GeorgiaWorldCongressCenter (April 28). To sign up to judge at one or both go to [www.deca.org/judging.html](http://www.deca.org/judging.html).

to this exhibit. Please contact [rmooore8850@aol.com](mailto:rmooore8850@aol.com) if you will add collateral, so that we can insure we have appropriate display material.

See the calendar section of this newsletter for the link for registration for this event.

Another event you should attend is the Georgia Economic Developers Association (GEDA) March 17th monthly luncheon that will focus on entrepreneurship in Georgia, with a focus on globalization opportunities for entrepreneurs. Your own ED will be facilitating this program. Each month in this newsletter we provide information on trade missions being sponsored by the GDEcD trade division. The reason for sharing this information is that 95% of all the consumers in the world are outside of the United States ... sooo ... our entrepreneurs should be considering ways to reach those consumers to sell their products and services ... not as their primary outlet, but definitely a portion. The GMEN e-commerce project will also help in this effort.

Lastly, I want to encourage GMEN members to provide success stories about your clients with pictures ASAP. Funders and supporters appreciate the very important work that you are doing ... but, they want to see the end-product ... your clients ... as validation for their support. The GMEN fundraising committee is working very hard to secure funding focused in four areas: regranting to you, standards & accreditation for you, store/e-commerce to market your clients' products, and outreach to tell your story.

### Resources for Georgia Inventors

The Governor's ESB office has recently added this new resource for inventors on their Helpful Links page at [www.georgia.org](http://www.georgia.org)

**Marketing opportunity for your clients:** (If you have a current or former TANF client that would like to participate in one of these events, a portion of any fees & expenses may be reimbursable by GMEN, contact [pcwill@bellsouth.net](mailto:pcwill@bellsouth.net))

- March 5-8 **International Franchising Fair in Mexico City.** Booth cost is \$2950. Only 1 remains. See contact info below.
- March 5-6 **One-on-One Appointments with GDEcD's International Offices.** See contact info below to request an appointment.
- March 7 **UGA Minority and Small Business Expo.** Sponsored by the Office of Procurement. Booths of UGA departments and local agencies meet minority & small business owners and representatives as a way to develop contacts for purchasing relationships. 8:00 am - Noon . GeorgiaCenter for Continuing Education. Contact [ugaexpo@uga.edu](mailto:ugaexpo@uga.edu) to participate.
- March 24-28 **Georgia Business Mission to Turkey.** Georgia manufacturers of any size and industry are welcome. February 16 is the registration deadline; registration fee \$750.
- May 14-16 **Join the Southern US Trade Association in Shangai China.** To register visit [www.susta.org](http://www.susta.org) by March 21. Contact Beth Miller [bmiller@agr.state.ga.us](mailto:bmiller@agr.state.ga.us) or 404-656-3740.
- April 1-4 **Governor's Mission to China.** Georgia businesses of any size and industries are welcome. See contact info below.
- April 15-18 **EXPOMIN in Santiago, Chili.** The largest mining show in Latin America. Deadline to register is February 28 and the participation fee is \$3600. Contact info below.
- June 10-12 **Global Petroleum Show in CalgaryCanada.** Register by March 31. Contact info below.

Unless otherwise noted, contact Alicja Drolet at [adrolet@georgia.org](mailto:adrolet@georgia.org) or 404-962-4036 for these international trade opportunities.

[Click here](#) for the **calendar of business events** presented or supported by the GDEcD.

Thank you for all that you do to make a difference in the start-up and growth of micro businesses in Georgia!!!

P.C.

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### ***Spread the News!***

Do you have news about your program that you would like to share with other members? If so email [pcwill@bellsouth.net](mailto:pcwill@bellsouth.net) by the last calendar day of each month.

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### **GMEN's Mission**

To create opportunities and support for microenterprise development as an avenue for economic self-sufficiency in Georgia.

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### **GMEN Website**

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**P. C. Williams Executive Director**

P: 678-296-1059  
F: 404-349-3877  
[pcwill@bellsouth.net](mailto:pcwill@bellsouth.net)

### **Made In Georgia Export Directories**

Georgia exporters and potential exporters are encouraged to contact [GDEcD](#) to assure that contact information is correctly listed in the business export directories.

### **SBA Launches New Website for Small Business Owners**

A wide variety of useful information for small business owners and entrepreneurs who are just getting started is now available at [www.business.gov](http://www.business.gov).

### **Online Database Provides the 411 on U.S. Small Businesses**

A searchable database of approximately 2,000 facts about American small businesses and their owners is now available at [www.411sbfacts.com](http://www.411sbfacts.com). The site is produced by the National Federation of Independent Businesses.

### **Georgia Connections Conference-Georgia College and State University, Milledgeville - February 21 & 22**

*"Connecting Broadband to Community and Economic Development"* Learn about the powerful applications that can give your community, its businesses and citizens, a competitive edge. Get practical information about grants, loans, and other resources available to help finance your information infrastructure. [Click Here for Registration Info](#)

### **Access to Capital**

#### **Wachovia NEXT Awards for Opportunity Finance**

The Wachovia Foundation, MacArthur Foundation and the Opportunity Finance Network created the Wachovia NEXT awards to spotlight and reinforce the growing - but underappreciated - role of CDFIs in the U.S. economy. Ultimately, the three partners hope more investors, policymakers, and talented young leaders will discover the innovative field of opportunity finance and help raise its scale and impact significantly.

Each year for the next five years, two of the country's most promising CDFIs will receive major financial support through a combination of unrestricted grant dollars and flexible, long-term, unsecured below-market loans (program-related investments or "PRIs"). In addition, the NEXT Awards will include four grants for excellence in Innovation, Financial Performance, Impact, and Policy. Go to [www.nextawards.org](http://www.nextawards.org) for more information on this year's application process.

#### **Wachovia launches new Product Related Investment (PRI) program**

The product offering is a long term, fixed rate, concessionary debt which provides access to capital at more favorable terms that

might not otherwise be available. It is designed to fund capital projects, provide bridge loans or offer liquidity for loan funds. Following are features and requirements for the targeted borrower:

Features:

- terms: 5 - 10 years
- interest rate: 0 -4%
- loan amount \$250M to \$1MM
- interest only for up to five years; partial repayment of principal possible in later years with payment in full at maturity
- fees possible

Proposed Borrower:

- non-profit affordable housing developer, CDFI or non-CDFI lending intermediary
- asset size >\$5MM or budget >\$300M

For consideration as a prospect contact Connie Bryant at [connie.bryant@wachovia.com](mailto:connie.bryant@wachovia.com)

**CDFA Call for Entries: Best Revolving Loan Fund Program**

The 2008 Practitioner's Showcase will recognize outstanding development finance programs and success stories from the *revolving loan fund industry*. Deadline for entries in the competition is March 21. For further details [click here](#)

**eBay Launches Microlending Website**

Online auction giant eBay has launched a microlending website that lets people invest in entrepreneurs in poor communities around the world and get a return on their money. Unlike micro-finance organizations that make interest-free loans to people in developing countries, [Microplace.com](http://Microplace.com) offers investors profits for funding folks trying to build better lives.

**Georgia Centers of Innovation** is presenting the next **Power of Angel Investing Seminar** in Fitzgerald on February 13<sup>th</sup>. The workshop is intended for SEC accredited investors. Contact Don Betts @ [don.betts@innovate.gatech.edu](mailto:don.betts@innovate.gatech.edu)

**Network of Business Angels & Investors (NBAI) Private Equity Investment Forum** is being held at the Ravinia Club Atlanta on February 27 - "putting people with money together with those looking for it". [Click here](#) for more details and to apply to present your business for this invitation-only event.

**Standards & Accreditation Support**

**Access to Affordable Health Care for Micro Entrepreneurs**

Micro business owners are confronted with many financial challenges. But none are more daunting - or more important than finding and keeping affordable, quality health insurance. Health

insurance should be an integral part of financial protection planning.

Kaiser Permanente has established a Charitable Health Coverage Program which offers transitional help for those who are in financial need but are not eligible for other health coverage (including Medicaid, Medicare, PeachCare for Kids, and other commercial coverage). In Georgia this program is called **Bridge**. The **Bridge** program currently targets people in workforce transition and college students. GMEN will follow-up with Kaiser Permanente on the potential of a **pilot partnership of the Bridge program** for micro enterprise development organizations. Stay tuned for further developments.

#### **AEO's 2008 Maria Padilla-Orasel Scholarship**

The scholarship provides one full registration and funds to cover lodging or transportation costs to the [National Summit on Entrepreneurship™](#) in Southern California this May. Designed to reward and encourage leadership opportunities for women now working in AEO member organizations. **Deadline to apply - February 15.** Final decisions to be made during the week of March 10. For more information and to download the application visit [www.microenterpriseworks.org/MPO](http://www.microenterpriseworks.org/MPO)

#### **AEO and Microenterprise Movement Founders**

AEO seeks names of all individuals who are FOUNDERS of a member organization, or of the microenterprise movement itself. The Founders' Dinner and Awards Gala celebration will be the pinnacle event at this year's National Summit on Entrepreneurship on Thursday, May 22nd in Anaheim, California. The evening will be about honoring and acknowledging the founders of our movement and of microenterprise development organizations.

Please share the names of microenterprise development movement and organization founders with us. Note that organization founders need not still be at their founding organizations. Please submit founder's name, current contact information, name of organization that he/she founded, date organization was founded, and a short paragraph (100 words or less) about the founder and his/her work. Send submissions by **February 29** to Diann Rohde at [diann.rohde@diannrohdeassociates.com](mailto:diann.rohde@diannrohdeassociates.com).

#### **AEO Media Contact List Resource**

AEO has developed for its members a state-by state list of business and lifestyle reporters/editors at daily newspapers. This new list of media contacts should make it easier for you to work with media in your area and raise awareness about your organization. [Click here](#) for more information.

#### **AEO Seeking Stories from the Microenterprise Field**

AEO is interested in learning if there is any knowledge/information

regarding the impact of the recent sub prime loan problems on microentrepreneurs. They are also looking for client stories that clearly demonstrate the positive impact of microenterprise on our nation's communities. AEO is using this information in a variety of ways including media outreach. Please respond only if you are willing to speak with the press if they are successful in securing an interview. Please respond to Sara Ignas at [signas@assoceo.org](mailto:signas@assoceo.org).

### **NBIA announces Incubator Development Publication**

Is your community or organization considering including a business incubator in your economic development mix? Do you think an incubator can help you create jobs, revitalize neighborhoods or commercialize technologies? *Developing a Business Incubation Program: Insights and Advice for Communities* from NBIA Publications provides a comprehensive discussion of issues related to incubator development. If your incubator is already up and running, the book's tips, advice and examples will provide many ideas for ways to strengthen or expand your program.

*Developing a Business Incubation Program* costs \$65 for NBIA members and \$85 for nonmembers. You can purchase it securely online at [www.nbia.org/store](http://www.nbia.org/store) or at (740) 593-4331.

### **EDA Excellence in Economic Development Awards 2008**

EDA announces the 2008 Economic Development Awards to recognize exemplary economic development accomplishments in your communities. Nomination deadline **April 16**. Download the nomination brochure on <http://www.eda.gov/PDF/EDAawardsbrochure2008.pdf>. The brochure is also available at [www.eda.gov](http://www.eda.gov).

## **Events of Interest**

**... 2008...**

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|----------------|---|
| February 15    | <b>Deadline for submitting applications for AEO's 2008 Maria Padilla-Orasel Scholarship</b> to attend the national summit<br><a href="http://www.microenterpriseworks.org/MPO">www.microenterpriseworks.org/MPO</a>           |
| February 19    | Free seminar - Atlanta Marriott Downtown: Managing Nonprofit financials with <b>SAGE MIP Full Accounting</b><br><a href="http://www.sagenonprofit.com/promos/nps/index.c">http://www.sagenonprofit.com/promos/nps/index.c</a> |
| February 21-22 | <b>Georgia Connections: Connecting broad bank to community and economic development</b> at  |

- Georgia College and State University in Milledgeville, GA. [Click here for registration info.](#)
- Feb 23 - Mar 1 **National Entrepreneurship Week** focus is on education <http://www.nationaleweek.com/>
- March 4-5 **Entrepreneur Summit** in Perry, GA. Early Bird registration Feb 19. For more information <http://www.ugatiftonconference.org/events.html>
- March 9-11 [9<sup>th</sup> Social Enterprise Summit](#) in Boston
- March 12-14 **Social Business and Microeconomic Opportunities for Youth Conference** in Denver - contact Tana Myers [tanamyers@gmail.com](mailto:tanamyers@gmail.com)
- March 18-19 **Atlanta Fundraising Summit** at the Georgia World Congress Center. Register at [www.cfnp.org/atlanta2008.aspx](http://www.cfnp.org/atlanta2008.aspx)
- March 27 [The Greater Atlanta Economic Alliance: Construction Business Management Institute](#) at the Atlanta Metropolitan College
- April 29 - May 1 [CDFA's 2008 Annual Development Finance Summit](#) in St. Louis, Missouri
- May 4-7 [National Business Incubation Association's 22<sup>nd</sup> International Conference on Business Incubation](#) in San Antonio, TX
- May 5-6 [Georgia Nonprofit Summit 2008](#) at the Hyatt Regency Atlanta
- May 8-9 [Results Count 2008](#) - International conference hosted by the **Atlanta Women in Business** at the Ashford Club in Atlanta
- May 20-23 [2008 AEO Annual Conference](#) - National Summit on Entrepreneurship in Anaheim, CA
- June 16-19 [Annual FAA National Small Business Procurement Training Conference and Trade Show](#) in Las Vegas
- September 11-13 [2008 Assets Learning Conference](#) in Washington DC.
- October 6 [The Greater Atlanta Economic Alliance: How to Develop a Bid](#)
- October 9-10 GMEN Annual Conference
- November 1 **The EDGE Connection's** 10<sup>th</sup> Anniversary Celebration at the Marriott Marquis Atlanta

November 17-23 **EntrepreneurshipWeek USA** focus is on  
global entrepreneurship  
[www.unleashingideas.org](http://www.unleashingideas.org)

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***Success Story!***

**Do you have a microentrepreneur "Success Story"? Share it  
with us and it may be featured as our *Entrepreneur Highlight*.  
Email it with the subject line "Success Story"**

**[pcwill@bellsouth.net](mailto:pcwill@bellsouth.net)**

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