



Connecticut
State
University

Central • Eastern • Southern • Western

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RESOLUTION

reauthorizing

THE ENTREPRENEURIAL SUPPORT CENTER

at

CENTRAL CONNECTICUT STATE UNIVERSITY

October 1, 1993

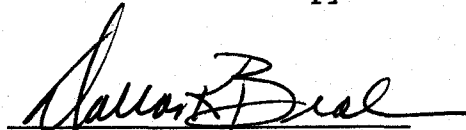
WHEREAS, The Board of Trustees of the Connecticut State University authorized the establishment of the Entrepreneurial Support Center at Central Connecticut State University by Board Resolution 89-56 of March 3, 1989, and

WHEREAS, The President of Central Connecticut State University has evaluated the Entrepreneurial Support Center and has found it to have been successful in fulfilling its mission and has recommended to the Trustees that it be continued, therefore, be it

RESOLVED, That the Board of Trustees of the Connecticut State University authorizes the President of Central to continue the Entrepreneurial Support Center with the same purposes and reporting relationship as specified in Board Resolution 89-56 of March 3, 1989, and be it

RESOLVED, That the Entrepreneurial Support Center at Central Connecticut State University shall go out of existence no later than December 31, 1998, unless action is taken to the contrary by the Board of Trustees of Connecticut State University.

A Certified True Copy:


Dallas K. Beal
President



An Equal
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Report to the CSU Board of Trustees

on

The Entrepreneurial Support Center (ESC)

September 1, 1992

Central Connecticut State University

School of Business

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PERIOD COVERED BY THIS REPORT

The period covered by this report is March 3, 1989 to September 1, 1992.

GENERAL DESCRIPTION OF PROGRAMS UNDERTAKEN

The Entrepreneurial Support Center (ESC) of the School of Business at Central Connecticut State University provides expert counseling services to small- and medium-sized businesses and their owners and their managers. The clients of the ESC include people wishing to start businesses, those seeking to purchase businesses, and those business people wishing to expand their current facilities and operations.

New business start-ups The ESC offers assistance to the central Connecticut community in line with the mission of a metropolitan university. The ESC serves as an outreach center for entrepreneurs considering development of small business enterprises.

Existing business assistance The ESC offers assistance and expert counseling to new or mature businesses. The assistance is offered by experienced counselors, CCSU faculty and students, Service Corps of Retired Executives (SCORE) members, and other specialists. The Entrepreneurial Support Center provides advice in areas such as assisting a business through its difficulties so that it may regain its health. The nature of the assistance by the ESC includes, but is not limited to development of financing, marketing and business plans, facilitating linkages between clients with local, regional, and national financial institutions, as well as identification of other sources of funding and assistance.

Regional, state, and national liaison support programs The ESC includes a contact program offering special support and assistance to the Entrepreneurial Support Center's clients—entrepreneurs and small- and medium-sized businesses. Contacts available through this program include local state and regional banks; the State of Connecticut Department of Economic Development; various Chambers of Commerce; and, the U.S. Small Business Administration. This program is currently being coordinated with the New Britain Municipal Economic Development Agency (MEDA).

Following is a list of the major federal and state programs with which the ESC is involved and through which contacts are provided to clients:

◆ U.S. Small Business Administration

A national program that is administered by the Small Business Administration through its regional office in Hartford. The SBA offers financing through a guaranteed loan program (up to 90%), in conjunction with local and regional banks. SBA also provides the ESC with back-up counselors, literature, brochures, and other related assistance.

◆ State of Connecticut Department of Economic Development

The Department of Economic Development offers a state program of direct loans, loan and mortgage guarantees, self-sustaining bonds, manufacturing assistance funds, and "turn-around" assistance to small businesses. The ESC maintains a close liaison with the DED and refers prospective clients to this program.

◆ **Local and regional bank program**

The ESC has contacts with local and regional banks that support entrepreneurs and small- to medium-sized businesses. Financing is available for retail, service, manufacturing, construction, and home-based businesses.

◆ **New Britain Chamber of Commerce and other regional chambers**

Central Connecticut's Chambers of Commerce offer a cooperative program to provide services and expert assistance through the ESC, CCSU faculty, and qualified undergraduate or graduate students, when requested. This program serves the entire central Connecticut region.

◆ **Municipal Economic Development Agency (MEDA)**

The ESC has a program of cooperation with MEDA to prepare and seek financial assistance and counseling through local, state, and national agencies.

◆ **Small Business Institute Program (SBI)**

Sponsored by the U.S. Small Business Administration, the SBI program provides small business owners with an opportunity to receive management counseling from qualified university level business students, working under faculty guidance and ESC business contacts.

◆ **Certificate in Management Program (CIM)**

The successful Certificate in Management is cosponsored by the U.S. Small Business Administration, the New Britain Chamber of Commerce, and the CCSU School of Business. The program offers business management courses taught by highly qualified university faculty members and other professionals, and is focused toward assisting personal and managerial skills development.

◆ **Service Corps of Retired Executives (SCORE)**

Part of the national SCORE program, the local program is sponsored by the U.S. Small Business Administration. The SCORE program district office, based in Hartford, is used as a source of counselors for the ESC. Counselors are scheduled regularly, and as required for special needs of clients. Counseling materials are also received from the Hartford chapter of the SCORE program.

◆ **Connecticut Product Development Corporation (CPDC)**

The Connecticut Development Agency (CDA) sponsors the CPDC program. The objective of the program is to provide capital for entrepreneurs or business organizations involved in developing new products or projects.

◆ **Small Business Innovation Research Program (SBIR)**

The SBIR program is cosponsored by the U.S. Small Business Administration and a number of the largest federal governmental agencies, such as NASA and the Department of Energy. SBIR was designed to meet research and development needs of the federal government, and to provide certain capital to smaller businesses involved in relevant, high-risk, related research.

PARTICIPANTS

Participants in the Entrepreneurial Support Center's programs come from various industry categories. These categories include: services, manufacturing, retailing, wholesaling, transportation, distribution, and import/export operations. Following is a summary of clients served by the ESC counselors and programs. Some participants may have participated in more than one of the ESC programs outlined previously.

Year	No. Students	No. Faculty	No. Clients
1989	15	5	250
1990	60	6	250
1991	30	5	250
1992	60 (est.)	6 (est.)	300 (est.)

Following is a sampling of actual business clients counseled by ESC counselors during the first quarter of 1992. These are identified by type of business, in order to maintain the confidentiality guaranteed by ESC counselors. This list also includes categories of the types of information sought. This information was taken from the client log book of the ESC for the first quarter of 1992.

January/February/March 1992

Clients

art business	restaurant	export business
greeting cards	house cleaning	glass business
personal services	computer resumes	import business
automotive software	travel agency	plumbing service
packaging/shipping	meat market	guitar supplies
retail computer store	car seats/covers	pizza parlor
children's store	car repair	improvements for churches
event planning service	handtool designer	computer room cleaning service
children's clothing designer	equipment rental	food mini-mart
mobile laundry service	defense subcontractor	recreation/fishing consultant
trucking company	clown supplier	wholesaler distributor
import/export companies	tour business	landscaping
restaurants	metal testing lab	package mailing businesses
mailorder (beer/wine)	flooring	plumbing/heating
jewelry businesses	novelty items	rollerskating rink
herb selling	scholarship search	

Services/Type(s) of Information Sought

start-up information	financing advice	tax requirements
marketing plan	business plan	relocation
self-marketing	distribution plan	advertising
loans form government	supplier contacts	seeking manufacturer
legal information	venture capital	personnel problems
assistance with local licensing	regulations	market feasibility
design assistance	cash flow assistance	public relations
business expansion	site location advice	competitive analysis

UNIVERSITY STAFF TIME AND COMMITMENTS

Year	Name	Dep't./School	% of time assigned
1989	Robert Hager	School of Business	100
1990	Robert Hager	School of Business	100
1991	Robert Hager	School of Business	100
1992	None		

University Assistants/Student Assistants

Year	Name	Dep't./School	Time allocation
1989	Joseph Grcevic(U/A)	School of Business	19 hours/week
	Van Doren (U/A)	School of Business	19 hours/week
	Abe Williams (U/A)	School of Business	19 hours/week
	Student Helper	School of Business	15 hours/week
1990	Joseph Grcevic(U/A)	School of Business	19 hours/week
	Van Doren (U/A)	School of Business	19 hours/week
	Abe Williams (U/A)	School of Business	19 hours/week
	Student Helper	School of Business	15 hours/week
1991	Joseph Grcevic(U/A)	School of Business	19 hours/week
	Abe Williams (U/A)	School of Business	19 hours/week
	Student Helper	School of Business	15 hours/week
1992	Joseph Grcevic(U/A)	School of Business	19 hours/week
	Student Helper	School of Business	15 hours/week

FINANCIAL

During the first year of operation, a special ID funding of \$75,000 was provided for the setting up and operation of the center, and for operating funds for the last six months of the fiscal year. The next year the special ID funding was reduced to \$25,000 for the entire year and the full-time position of the ESC Director was funded by CCSU. Since that time, funding for the operation of the ESC has been taken from the regular budget of the School of Business. The full-time director of the Entrepreneurial Support Center resigned in August, 1991 and the position has been frozen.

The Entrepreneurial Support Center provides its services to the central Connecticut business community without charge.

SUNSET DATE

The current authorizing resolution establishes the sunset date at: December 31, 1992.