



THE LEAGUE

FEBRUARY - MARCH 2011

NEWS YOU CAN USE!

Have you decided on your goals and path to success for 2011! If you have not, then consider the following as your starting point on the road to success;

- ⇒ Purchase a League Membership
- ⇒ Join the Capitol City Bank Toastmasters Club.
- ⇒ Attend more seminars, workshops and events
- ⇒ Network & Market, Network & Market, Network & Market
- ⇒ Become technologically savvy

The League is presently recruiting youth between the ages of 12 - 17 for year 2 of our Youth Entrepreneur Program. Please contact program coordinator Ms. Shirmaine Ivey at 706 722 - 0994 or at shirmaineivey@business-league.org, for additional information. Spaces are limited so call today!

Check out Black Enterprise Magazine's listing of tasks that business owners should complete to ensure 2011 is less stressful. It is never too late to become organized, productive, and profitable for 2011. Click here <http://www.blackenterprise.com/2010/12/30/small-business-checklist-get-your-house-in-order-for-2011/> for the complete list. While visiting the Black Enterprise Site sign - up for a subscription to the number one magazine for minority entrepreneurs and register for free online Business Courses at [Black Enterprise Small Business University](#).

Black Enterprise Magazine, listed the following 6 New Year's Resolutions for New Entrepreneurs on its website, if you are looking to start a business please read. **1. Stay in school.** Education in entrepreneurship is just beginning. **2 Hit the books.** You know the old rule from college: For every hour of classroom time, you'll need two hours of study. **3. Know your value proposition—and stick to it.** As a new entrepreneur, you will be tested by people who won't take you seriously at first. **4. Seek strength in numbers.** The worst thing you can do as new entrepreneur is to be so focused on business operations that you become isolated from the contacts, ideas, information and encouragement offered by the only network of people who will ultimately understand your journey: **5. Choose a [social media strategy](#)—and work it daily.** Not being on [Twitter](#) and [Facebook](#)

is no longer an option for serious entrepreneurs. **6. Identify and follow great role models.** Business mentors may not be easy to find. After all, your desire to be their protégé must be.

Unlikely Allies Tour: Emerging Leaders Conference 2011, Saturday, March 19, 2011 at the Doubletree Hotel – Augusta, Georgia from 9 am – 1 pm, Registration is from 8:30 am – 9:00 am and the workshops are 9 am – 12 noon – Workshop; 12 noon – 1 p.m. – Lunch/Mini Concert. Unlikely Allies Tour: Emerging Leaders Conference 2011 is designed for 16 – 22 years old high school and college students. We will develop emerging leaders using proven systems and techniques relevant to 21st Century youth. Teach young people how to feel better about themselves, help them identify their talents and skills so they can use them to impact others and help stimulate career interest in some of the state's cutting-edge industries. The event is sponsored by the Helen Blocker Adams Group.

Having a Business mentor is a great way to grow your business, find out how by clicking http://community2.business.gov/t5/Small-Business-Matters/5-Tips-for-Finding-and-Working-with-a-Business-Mentor/ba-p/33687?cm_mmc=GovDelivery_-090110_-weekly_-community

*Quote of the Month*

We must have an expansionary vision, one that captures the imagination and diversity of the whole community, one which befits a nation which has moved beyond the basics of literacy and numeracy and which wants to develop a learning culture, to affirm its democratic traditions and give expression to the diversity and vibrancy of its community through its public education system. Putting optimism for everyone back into our future depends on it.

SBA News

The ultimate goal of the Small Business Administration redesigned web site is to increase its web presence and serve as the primary mission platform for distributing information, and providing services. The site features SBA Direct, which allows the user to customize their browsing experience to business type, geography, and needs. With SBA Direct, entrepreneurs and small business owners will be able to quickly find answers to their questions in areas like SBA loans, government contracting programs, exporting assistance, SBA free counselors and more. SBA Director Ms. Karen Mills states that SBA Direct is a valuable new resource, whether you're starting a new business, strengthening your existing business, or getting ready to expand and hire more workers and it provides timely, accurate and updated information. The SBA has also developed a one page Form and instructions in regards to the Health Care Tax Credit for Small Businesses, available at <http://www.irs.gov/newsroom/article/0,,id=231928,00.html?portlet=7>) provides information on how to claim the credit for the 2010 tax year for small employers and nonprofit organizations (less than 25 full-time equivalent employees, with average annual wages below \$50,000) hit hardest by premium increases. You can follow the SBA and/or visit the Small Business Administration website for information in regards to minority, women and veteran owned businesses at www.sba.gov.





The University of Georgia

Visit the SBA Georgia District office website at <http://www.sba.gov/localresources/district/ga/index.html> and the University of Georgia Small Business Development Center website at <http://www.georgiasbdc.org>. The UGA SBDC is located at 1180 East Broad St., Athens, GA 30602, their contact number is 706 542 - 6791 and utilize the SBDC newest initiative entitled SmallBizU located at <http://www.smallbizu.org/georgiasbdc/>. The SBDC Office in Augusta is located at 1450 Greene Street, Suite 3500. The phone number is 706-721-4545 and their website is located at www.georgiasbdc.org/ce/augusta.

EVENTS THAT REQUIRE YOUR ATTENDANCE

University of Georgia (UGA) Minority & Small Business Expo III

Monday, March 28, 2011 * 8:00 am - 2:00 pm * Cost: FREE * Place: UGA Tate Student Center, Grand Hall, 5th Floor (Parking is available in the Tate Student Center parking deck (intersection of Baxter St. and Lumpkin St.), Athens, GA. * Online Registration: www.busfin.uga.edu/procurement * Come and learn how to do business with UGA; discover opportunities for vendors just like you; and expand your network of potential customers.

Small Business Administration Small Business Jobs Act Tour

Wednesday, March 30 * 9:30 am - 4:45 pm * Loudermilk Conference Center * This is an opportunity to hear from and provide input directly to senior SBA officials who develop policy and implement programs. They are soliciting feedback from SBA lenders, 8(a) program participants, women owned businesses, HubZone Firms, government contractors, and small business owners on provisions of the Small Business Jobs Act that was signed into law by President Obama last fall. Individual breakout discussions will be held on various provisions of the act, including changes in SBA loan programs, changes in federal procurement rules, SBA's export program and entrepreneurial development. To register please click; <http://events.sba.gov/eventmanagement/eventlisting.aspx?state=GA>.



Contact the **Disadvantaged Business Office** at 706 821 - 2406 for information on their 2010 Workshop Schedule. The workshops are free, open to the public and normally held on Wednesday's from 1:00 - 3:00 pm, in the Hatcher Building Conference Room on the Third Floor, Room 304.

For **State of Georgia** small businesses information visit <http://www.georgia.org/BusinessInGeorgia/SmallBusiness/Pages/default.aspx>, Find Minority Business Enterprises (MBE), Women (WBE) and Youth Entrepreneurial opportunities at <http://www.georgia.org/BusinessInGeorgia/smallBusinessWomenMinoritiesYouth/Pages/default.aspx>. Georgia businesses can find up to date information in regards to doing business with and within the State of Georgia by clicking this link [http://www.georgia.gov/00/channel title/0,2094,4802 5033,00.html](http://www.georgia.gov/00/channel%20title/0,2094,4802%205033,00.html). Stay up to date by visiting and using available tools on the site.



From the Office of Congressman John Barrow, The Commerce Department has unveiled a new online tool to help small and medium - sized businesses tap into the global marketplace and start exporting. In partnership with the Small Business Administration, the Commerce Department introduced *Six Steps to Begin Exporting* at <http://www.export.gov/begin>. The site enhances the Export.gov portal, which was re-launched under the National Export Initiative at the beginning of this year. Contact the District Director of the Congressman Barrow's office, **Mrs. Lynthia Ross**, at lynthia.ross@mail.house.gov, or on the 3rd floor of the ANIC Building located at 925 Laney—Walker Blvd and the Senior Legislative Assistant **Mr. Brandon Webb**, at brandon.webb@mail.house.gov, or by mail at 213 Cannon House Office Building, Washington, DC 20515 for additional information.

HEALTH REFORM INFORMATION - <http://www.whitehouse.gov/healthreform>
PRESIDENT OBAMA'S ECONOMIC FORUM information - <http://www.whitehouse.gov/issues/economy/jobsforum>.

Looking to improve your speaking and leadership skills? Ignite your career? Win that job interview? Look no farther than the **Capitol City Toastmasters Club** under the leadership of **Capitol City VP/Branch Manager Mrs. Kirkatina Banks**, the club founded in 2008 meets once a month on a Monday for 60 minutes. Members can improve their communication and leadership skills, and find the courage to change. Since 1924, more than 4 million people around the world have benefited from membership in toastmasters. Toastmasters is a world leader, with more than 260,000 members around the globe. Toastmasters membership dues is \$30.00 per year, purchase a CSRA Business League membership for one year, and your first year is free, so join the League and join Toastmasters where you can hone your speaking and leadership skills in a friendly atmosphere. Contact Mrs. Banks at 706 432 - 0024 to be Capitol City Toastmasters Club member.



MBDA News



The Minority Business Development Web Portal can be found at <http://www.mbda.gov>.

The MBDA funds a network of centers throughout the United States, that assist minority entrepreneurs in securing financial capital, identifying and accessing opportunities, categorizing immediate and long-term business needs and providing group and one on one training and education.

Sign up for email updates from the Office of Minority Business Development at <http://visitor.constantcontact.com/manage/optin/ea?y=001qQmxwxSdYestRSHamqGkaA%3D%3D>

President Obama's FY 2012 budget proposal included a record \$32.3 million for MBDA to expand its services and assistance to the nation's 5.8 million minority businesses. This represents an increase of \$822,000 over FY 2010 appropriations. MBDA currently funds more than 45 minority business centers in 26 states, the District of Columbia and Puerto Rico that provide a variety of services to minority-owned firms, including business consulting, procurement matching, and private equity and venture capital sourcing. Additional funding in the FY 2012 budget would allow MBDA to open two additional minority business centers, extending the agency's services to more minority businesses. The centers would also be better equipped to deliver broader business resources to its clients by leveraging new partnerships with the Commerce Department's Commerce Connect and other regional organizations.

SBDC Office of Minority Business Development Events

Surety Bonding for Minority Contractors - March 17, 2011 * Time: 10:00 am - 12:00 noon * Cost: **\$30**; **Pre-registration is required**. Online Registration: www.georgiasbdc.org/ce/gwinnett * Gwinnett SBDC, 2530 Sever Road, Room 119, Lawrenceville, GA 30043 * For more information, please call 678-985-6820. During this session, you will learn about the different types of bonds, i.e. contract bonds, commercial bonds (license, permit), and fidelity bonds; and how these bonds can protect your business.

8(a) Marketing Next Step - March 24, 2011 * 10:00 am - 1:00 pm * Cost: **FREE** * SBA, Peachtree Center, Harris Tower, Suite 1900, 233 Peachtree St., NE, Atlanta, GA 30303 * Online registration: www.sba.gov/ga. Scroll down to "Resources in Your Area: Workshops and Seminars," select seminar and fill out info; then click "Register." You may also fax your registration to Dorothy Fletcher at 404-331-0101. Phone number is 404-331-0100. Participants will be provided with a basic foundation to successfully market the SBA 8(a) Business Development Certification. Discussions will focus on a case study using the SBA Form 1010C Business Plan, how to develop and use teaming agreements and joint venture agreements, as well as a panel discussion of small business owners who have successfully marketed to the federal government

Follow the MBDA on and sign up for RSS updates.



Business League News

Dr. Randal Pinkett, Scholar, Author, Entrepreneur, Chairman and CEO, BCT Partners, Author of *Black Faces in White Places*, No-Money Down CEO and Campus CEO, and the season 4 winner of the *Apprentice* told the over 150 guests at the 41st Anniversary Banquet of the CSRA Business League on Saturday, 26 February at the Augusta Marriott Hotel & Suites that it is time for minority business owners to join together and stop working against one another, mergers and acquisitions have allowed majority companies to expand and take over the market and the only way for minority firms to stay competitive is to do the same. The three major points, from the speech entitled “*Everything you wanted to know about Business but was afraid to tell*” was that business owners ***needed to look within, look around and look back***. Everyone in attendance truly enjoyed the message. Please place the last Saturday in February 2012 on your calendar and make plans to attend the 42nd Anniversary and Awards celebration of the League. To view picture please visit www.chrisdannerphoto.com and click on my photos. Please congratulate our award winners and nominees announced during the 41st Anniversary Banquet.

Small Business of the Year - Dr. Varnell Gaines & Associates Family Dentistry - *winner*

Augusta Blueprint, Mr. James Kendrick * Capitol City Bank & Trust, Mr. George Andrews * Bob O’Neal & Quincy Murphy Allstate Insurance Agency * Eddie Bussey State Farm Insurance Agency * Dee Crawford Enterprises, Mrs. Dee Crawford * Universal Plumbing, Mr. Larry Jones

Women Entrepreneur of the Year - Ms. Chiquita Jones & Ms. Jacqueline Coleman, Muscle Restore Therapy - *winner* * Ms. Helen Blocker Adams, HBA Group, Inc. * Ms. Louis Paige, Paige’s Boutique * Mrs. Cassandra Brunson, Café 209 on the River * Mrs. Faye Hargrove, Hargrove Leadership * Ms. Barbara Gordon, Metro Courier Newspaper

Elected Official of the Year - The Honorable Henry Wayne Howard, Georgia State Representative, Delegation Chairman - *winner* * The Honorable Gloria Frazier, Georgia State Representative, D – 123 * The Honorable Emma Gresham, Mayor Emeritus, Keysville * The Honorable Alvin Mason, Commissioner District 4, Augusta – Richmond County * The Honorable Betty Beard, Former District 1 Commissioner, Augusta – Richmond County

Not for profit Organization of the Year - CSRA EOA, Inc., Mrs. Gloria Lewis, Executive Director - *winner* * Lucy C. Laney Museum, Ms. Christine Miller – Betts, Executive Director * Alpha Kappa Alpha Sorority, Inc., Ms. Vickie Pruitt, President * Delta Sigma Theta Sorority, Inc. Ms. Stacey Mabry, President * Zeta Phi Beta Sorority, Inc. Mrs. Gloria Williams – Way, President * United Way of the CSRA, Ms. Laverne Gold * Salvation Army, Captain Todd Mason * African American Society, Attorney Harry James

The League would like to assist you in growing your business by offering a link to your website or contact information on our website. One of our 2011 goals is to provide Business Owners and Entrepreneurs with the tools and services they need to be successful. Contact us at 706 722 - 0994, email us your thoughts, visit our website at www.business-league.org for or visit us on Facebook and become a fan at www.facebook.com/CSRA-Business-League.



CSRA Business League
 Board of Directors and Staff
 Veronica Shareef, Board Chair
 Charlie McCann, Vice - Chairman
 Carol Martin, Secretary
 Kirkcina Banks, Treasurer
 Renata Boston
 Helen Godbee
 Earnestine Howard

Ellis Albright, President/CEO
 Shirmaine Ivey, YPE Coordinator
 821 12th Street, Augusta, Georgia 30901
 Phone: 706 722 — 0994
 Fax: 706 722 — 3115
 Email: ellisalbright@business-league.org
 website: www.business-league.org

The CSRA Business League, Inc. has been “Serving our Community with Pride” since its founding in 1970. Our mission is to support and assist small, minority and disadvantaged businesses in their efforts to become successful and prosperous. Our goal is to serve as an information clearinghouse and referral source, in addition to providing networking opportunities and technology training for small, disadvantaged and minority owned businesses.

As a 501© 3 not for profit organization, we are dedicated to providing those we serve with modern strategies and services that gives the business owner the tools to maintain a thriving and successful small business.

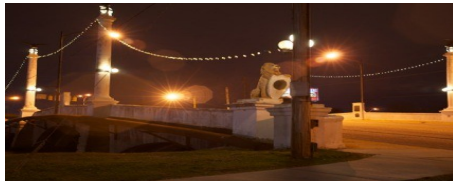
Membership Corner

Are you or have you ever been a member of the CSRA Business League, Inc.? The League is having a Membership Drive, please assist us by purchasing a League membership. Please contact us for the benefits of a League membership and take a moment to visit our revamped website at www.business-league.org.

Our Newest Member's

MEMBERSHIP FEES

| | | | |
|----------------|----------|------------|----------|
| STUDENT | \$ 25.00 | NON-PROFIT | \$ 75.00 |
| INDIVIDUAL/LLC | \$150.00 | CORPORATE | \$500.00 |



**SINCE 1970
 THE
 BUSINESS LEAGUE HAS
 SERVED AS A
 BRIDGE TO
 SMALL BUSINESS
 SUCCESS IN THE
 CSRA**

SERVICES

Application Assistance
 Business Plan Development Assistance
 Business Incorporation
 Business Networking Meetings and Seminars
 Computer Lab
 Computer Training for Business Owners
 Copying, Fax and Mail Services
 Partnership Facilitation
 Educational Business Seminars
 Grant Research and Recommendations
 Marketing & Advertising Assistance
 Technology Assistance and Resources

UPCOMING EVENTS

Youth Entrepreneur Program
19 March 2011
16 April 2011
11:00 a.m. - 1:00 p.m.
New Bethlehem Com. Ctr .