

## Frequently Asked Questions

• **What is the Michigan Small Business & Technology Development Center™?**

The Michigan Small Business & Technology Development Center™ (MI-SBTDC™) is a statewide network of 12 regional offices providing services for small businesses emerging and growing throughout the state.

• **Who does the MI-SBTDC™ serve?**

MI-SBTDC™ clients range from existing small businesses, new ventures, expanding and second stage companies or new technology companies including; IT, life sciences, advanced manufacturing and innovators.

• **What types of services does the MI-SBTDC™ provide?**

One-on-one meetings with experienced business consultants to assist small business owners with:

- Developing growth strategies
- Preparing a business plan for financing
- Determining cash flow issues
- Defining and quantifying marketing initiatives
- Developing sales strategies



*“The SBTDC provided counseling, advice on strategic issues, and helped develop and implement those strategies. Every small business owner would benefit tremendously from working with the SBTDC.”*

*Sri Talluri, Owner  
 Digital Technology Solutions*

Training is available through the MI-SBTDC™ Entrepreneurial Series: Fundamentals of . . .

- Starting a Business
- Writing a Business Plan
- Marketing Your Business
- Business Legal Issues
- Finance

Other advanced training programs, workshops and seminars are offered throughout the state.

As part of the MI-SBTDC™ network and through the Seidman College of Business Services at Grand Valley State University, the MI-SBTDC™ accesses essential data for a new company or for an existing firm to gain a competitive edge including:

- Research to determine market size
- Competitive analysis
- Demographics
- Industry data and trends



• **What do the services of the MI-SBTDC™ cost?**

All services of the MI-SBTDC™ are available at low or no-cost. One-on-one counseling is a no-cost service for individuals who want to improve, revitalize or expand their companies, or develop a new venture. Training and research services are available at low-cost.

• **How is the MI-SBTDC™ funded?**

The MI-SBTDC™ is funded through a cooperative agreement with the U.S. Small Business Administration (SBA), the Michigan Economic Development Corporation (MEDC) and matching funds from local network partners in each region.

*Funded in part through a cooperative agreement with the U.S. Small Business Administration. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA.*

