

SCORE Supports Small Business Success

By SCORE

WASHINGTON—Black-owned businesses generate more than \$183 billion in annual revenue, according to United States Census data. To contribute to this ongoing success, SCORE—mentors to America's small businesses and a resource partner of the United States Small Business Administration—encourages Black entrepreneurs to seek out a mentor who can support them on their business journey.

Mentorship boosts business

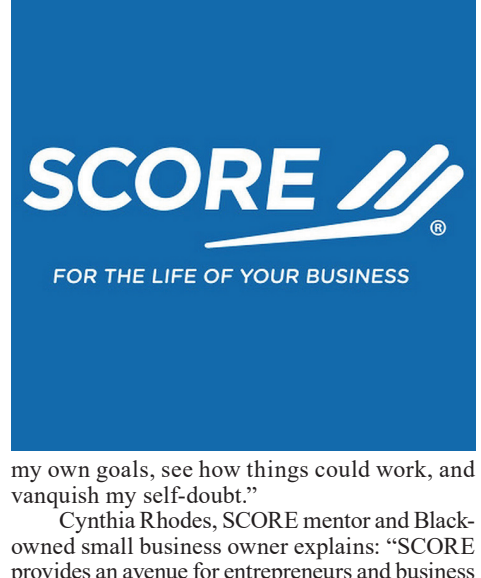
Entrepreneurs who work with a mentor are five times more likely to start a business—and report higher revenues and increased business growth. When Christopher Gauthier founded Health Sitter Solutions in 2021, he turned to SCORE for guidance and was matched with mentor Jim Madormo. "Jim's background as an accountant and a business owner was essential to revamping our business plan and improving our communication with investors and banks," said

Gauthier. "He introduced us to SCORE mentor Deborah Newkerk, who worked with us to give our client presentation a well-deserved upgrade and clear message."

Resources and advice

SCORE provides specific resources for Black entrepreneurs to overcome challenges and obstacles on the path to small business success. In addition to free expert small business mentoring, SCORE offers on-demand webinars and training, including a five-part financial literacy course focused on how to effectively manage business finances, develop plans for growth, and navigate the complexities of accessing capital.

In 2020, SCORE client Andrea Durham founded a consulting firm, the Durham Research Collective, when she saw a need for more diversity in the clinical research field. "SCORE workshops helped me learn about government contracting, consulting, and how to form my LLC," said Durham. "Most importantly, I've had a SCORE mentor since I started taking clients. My mentor, James Lewis, has helped me stay on track with



my own goals, see how things could work, and vanquish my self-doubt."

Cynthia Rhodes, SCORE mentor and Black-owned small business owner explains: "SCORE provides an avenue for entrepreneurs and business

Small Business Exchange • Voice of Small, Emerging, Diversity-Owned Businesses Since 1984 [Click to read more](#)

Opportunities

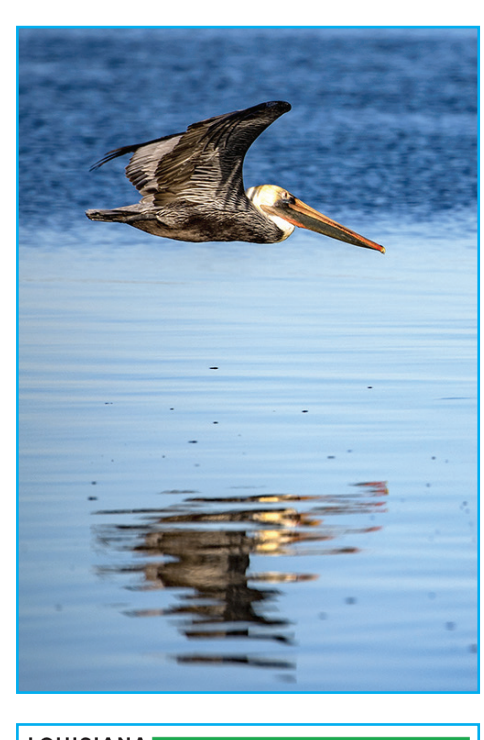
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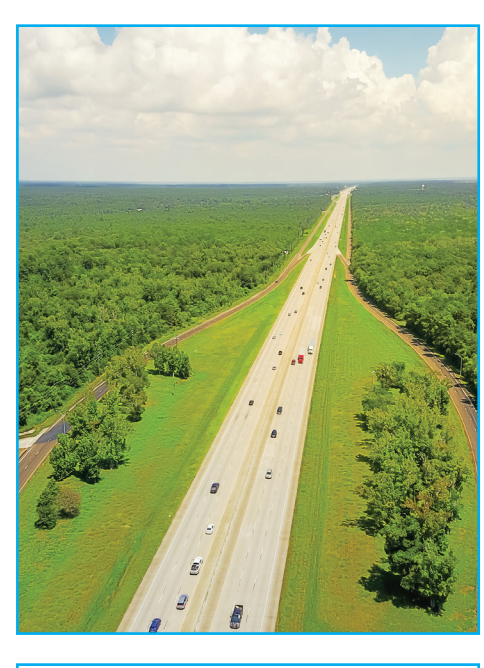
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COMPANY PROFILE

Edwards Unlimited is an award-winning media production and leadership development business enterprise. Our company is dedicated to helping corporations, entrepreneurs and non-profit organizations celebrate their successes and share their vision with the world through high quality video production, media/ presentation training and strategic communications. President & CEO Janice Edwards is an award-winning talk show host, Emmy-nominated producer, co-author of the international best-seller *Step Into Your Brilliance*, an in-demand MC, and an acclaimed contributor to community empowerment through her media work.

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For more info contact
Valerie Voorhies at
vvv@sbinc.com

SOUTHEAST EVENTS FOR YOUR BUSINESS

2024

8(a) Orientation and SAM Registration Webinar
Wednesday, February 21, 2024, 9:30 am-10:30 am CDT Online
Main Sponsor(s): US Small Business Administration
Contact: SBA.Illinois.District.Office,312-353-4528, illinois.do@sba.gov
Fee: Free; registration required
Join the Small Business Administration (SBA) Illinois District Office for a virtual workshop providing an overview of the 8(a) Business Development program, eligibility requirements, and program benefits. Also learn how to increase your potential for federal contract opportunities through System for Award Management (SAM) registration, including information that you need for the registration process. SBA presenters will offer additional tips, address FAQs, give directions on where to get further assistance, and answer your other questions. To register for this free webinar, visit <https://www.eventbrite.com/e/8a-orientation-sam-registration-tickets-518989961947>

Federal Contracting: Woman-Owned Small Business (WOSB) Program Webinar
Thursday, March 21, 2024, 9:00 am-10:00 am CDT Online
Main Sponsor(s): US Small Business Administration
Contact: <https://www.eventbrite.com/e/welcome-to-wosb-webinar-tickets-482397041537>
Fee: Free; registration required
Welcome to the WOSB webinar series! Are you a woman owner of a small business? The federal government's goal is to award at least five percent of all federal contracting dollars to woman-owned small businesses each year. Join us for training on how to register for SBA's Woman-Owned Small Business (WOSB) program, which helps eligible small businesses to qualify for federal contracting opportunities. The monthly sessions will include an overview of the self-certification process, as well as a discussion of the NAICS codes that qualify as WOSB or EDWOSB. Register for this free webinar at <https://www.eventbrite.com/e/welcome-to-wosb-webinar-tickets-482397041537>

Selling to the Federal Government Webinar
Thursday, March 28, 2024, 12:00 pm-3:00 pm CDT Online
Main Sponsor(s): US Small Business Administration
Contact: George.Tapia,610-382-3086, george.tapia@sba.gov
Fee: Free; registration required
Did you know that the federal government is the largest purchaser of goods and services in the world? Interested in learning how your business can market your services or goods to the federal government? Register on line at <https://www.eventbrite.com/e/how-to-sell-to-the-federal-government-tickets-21790713611> SBA helps to ensure small businesses get fair opportunities to share federal government prime contracts. Topics will include: How to Register, Small Business Certifications, Finding Opportunities, Marketing Your Firm, Federal Supply Schedules, Getting Paid, Tips to Prepare Your Offer, How to Seek Additional Assistance. All training sessions are held via Microsoft Teams Meeting. Participants must ensure Microsoft Teams is functioning.

CERTIFICATION

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June 15, 2010
DATE