1. Report Submitted by (please provide full contact information):
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Senior Extension Director
South Carolina State University
300 College Street NE
P.O. Box 7066
Orangeburg, SC 29117

2. Program Description and Staffing Plan:

Small Business Development Programs
This program addresses the needs of citizens of South Carolina wishing to start or expand small businesses and cooperatives. We serve the entire state but our primary target areas are a 13 county area within our cluster areas of Hampton, Marlboro, Orangeburg and Williamsburg Clusters. We provide assistance to small businesses and cooperatives in the areas of marketing, analysis, development, operations, customer service, finance, planning, and international expansion. We develop and expand local resources, and link local education institutions, government, and private businesses to accomplish its goals. The purpose of the program is to:

1. Provide in-depth quality assistance to small businesses and cooperatives in all areas that promote growth, expansion, innovation, increased productivity and management improvement;
2. Develop and expand the unique resources of the local education system, the private sector and government to provide services to the small business and cooperative community that are not available elsewhere;
3. Contribute to the economic growth of the community and create a broad-based delivery system of goods and services; and
4. Link resources of local, state and federal governments with those of the local education system and the private sector to meet the needs of our small business and cooperative community.

Youth Entrepreneurship
The Entrepreneurship Expo provided high school seniors the opportunity to learn about the rewards of business ownership. The goal is to cultivate world-class business leaders who have strong character and the ability to make a difference in the world around them. The Entrepreneurship Expo teaches young people about the principles of entrepreneurship through workshops, competitions, and rewards. The students represent twelve high schools from within our cluster areas of Hampton, Marlboro, Williamsburg and Orangeburg.

Workshops: Throughout the expo, there were multiple workshop sessions. Participants learned about developing business ideas, writing a business plan, and operating a business. The Entrepreneurship Expo featured the following sessions:

- Is Business Ownership Right for Me?
- Business Planning
- Marketing and Advertising
Compétitions: Participating high schools had the opportunity to enter teams into the Entrepreneurship Expo Business Plan Competition. Teams prepared business plans and presentations to compete with other teams from across the state. First, second, and third place prizes are given.

Computer Literacy (Introduction to Computers & Microsoft Word)
This program provides a stand-alone, hands-on introduction to personal computer hardware and operating systems for:

1. the beginning computer professional,
2. computing to improve the chance for success in an educational environment,
3. improved chance for success in the workplace, or
4. to use computing at home.

Computer literacy classes are taught at designated locations in the Orangeburg area. The classes include training in the following areas: computers, keyboarding, Internet and E-mail. Our staff assists in setting up E-mail accounts based on their respective needs for personal or business solutions. Computer literacy training is offered to ensure continuous education and promote economic growth.

After completion, persons without access to computers will be routed to the community-based organizations where computers are accessible. Partnerships will be formed with schools, public libraries, community action agencies and other public centers for the purpose of allowing community residents to have access to computers. Further access will be afforded to participants for business and general education information.

Computing fundamentals include hardware, software, Internet, E-mail, search engines and operating systems (Focusing on Windows); Key Applications will focus on word processing and spreadsheets with minor information regarding databases and presentation software.

Additional Programs
A. Strategic Planning
The strategic planning process will facilitate an increased awareness by participants of the target communities involved in the strategic planning process to collectively successfully improve business practices and sustainability of individuals and community. This process will instill ownership and support for the creation of new businesses and jobs of which the interaction and expert information shared on funding sources and opportunities will serve as stimuli for additional economic development.

B. Board Basics
This seminar provides an overview of what it takes to establish a non-profit organization and the basic roles and responsibilities of board members.

C. Community Visioning
This workshop assists communities in developing a vision for the future, setting priorities, and planning action steps to reach their goals.
D. Starting a Nonprofit Organization
This seminar teaches about the steps to starting a new nonprofit organization. Individuals will learn about state and federal filing requirements for establishing a new organization.

Staffing
Adolphus Johnson, Extension Agent
Jeisha Bodrick, Extension Agent
Deborah Hardison, Extension Agent (Marlboro Cluster)
Charles Artis, Program Coordinator
Alfred Corbitt, Student Assistant

3. Program Highlights for 2007:

- Computer Media Shop completed business plan and received a grant for $3,000.
- Sumter Place of Taste completed business plan and received a grant for $3,000.
- This N’ That completed business plan and received a grant for $3,000.
- C&L Palm Trees received financing for equipment of $23,000
- Youman Brothers Transport secured funding in the amount of $35,000.
- Today’s Fashion securing financing for his business in the amount of $25,000.
- The Hope Center for Women and Children is a nonprofit organization in Orangeburg, SC. The organization was founded by Margie Jenkins to assist women and children in crisis situations with regaining stability and developing life skills. The Rural Entrepreneurial Outreach Initiative assisted the organization in obtaining incorporation and 501(c) 3 tax exempt status. Since receiving tax exempt status, organizational fundraising and capacity has increased dramatically. Last Christmas, the organization was able to provide gifts for over 130 needy children.
- Talemon Corporation of South Carolina is a nonprofit public service organization with headquarters in Columbia, SC. The Rural Entrepreneurial Initiative assisted the organization in developing an entrepreneurial training and revolving loan fund in Spartanburg, SC. Talemon received an RBEG grant from the USDA for approximately 100,000 to start the program. Currently, the program has about 15 participants.

4. Plans/New Directions for 2008:
- Securing increased funding levels to expand our personnel to cover the 1890 service areas we are currently deficient.
- Instituting the use of technological resources in our programmatic areas.
- Partnering with the School of Business using students for our Youth Entrepreneurship Courses, The Small Business Development Center for participation in workshops and packaging loan requests and faculty for consultation with small business as well as research possibilities and
- Identifying other sources of funds to help support our program.
- Develop Research Components to each Program we offer.
5. Collaborative Activities and Funding Sources:

Organizations

1. Sumter Empowerment Zone
2. Marlboro County CDC
3. SCSU Small business Development Center
4. SCSU College of Business & Applied Professional Sciences
5. United States Department of Agriculture / RBS
6. Southern Rural Development Center

Schools

1. Bethune-Bowman High School, Bowman, SC
2. Burke High School, Charleston, SC
3. Calhoun County High School, St. Matthews, SC
4. Estill High School, Estill, SC
5. Hunter-Kinard-Tyler, Norway, SC
6. Jasper County High School,
7. Marlboro County High School, Bennettsville, SC
8. Mullins High School,
9. North High School, North, SC
10. Orangeburg-Wilkinson High School, Orangeburg, SC
11. Sumter High School, Sumter, SC
12. Woodland High School, St. George, SC

6. Additional Information:

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| Clients Counseled | 89 |

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<th>Financing Assistance</th>
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<td>Financing Obtained: $132,000</td>
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<td>(Computer Media Shop $3K, Sumter Place of Taste $3K, This N That $3K, C&amp;L Palm Trees, Talemon Corporation $100K)</td>
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