



# *4th Annual* **WNC Business Assistance Directory**

**Western North Carolina has a growing number of business resources providing technical assistance, training and development with the collective goal of increasing the sustainability and profitability of area entrepreneurs.**

**The agencies, organizations and initiatives in this directory provide support to the growing WNC business community individually as well as collaboratively.**

Brought to you by the  
Minority Enterprise Development (MED) Week Committee of WNC, Inc.  
A 501(c) 3 non-profit organization  
P.O. Box 1744  
Asheville, NC 28802  
[wncmedweek.org](http://wncmedweek.org)

## **A-B TECH Center for Business and Technology Incubation**

1465 Sand Hill Road, Suite 1060, Candler, NC 28715  
(828) 254-1921 x 5850 / [www.abtech.edu/sbc](http://www.abtech.edu/sbc)

The Center for Business and Technology Incubation provides support services for local entrepreneurs through its Small Business Center, the BioNetwork BioBusiness Center, Life Sciences and Natural Products, Blue Ridge Food Ventures and the Technology Commercialization Center. Services provided include free one-on-one counseling for both current and prospective business owners, a commercial kitchen, a natural products laboratory and over 100 seminars offered per year.

Counseling covers a variety of topics ranging from licensing and marketing to patents and trademarks. Additionally, the Center offers a variety of resources and services to help businesses start and grow including business incubation which is designed to provide companies maximum flexibility while working closely with them to identify areas of improvement and to assist in locating needed resources.

## **AdvantageWest Economic Development Group**

Blue Ridge Entrepreneurial Council – [plewis@awnc.org](mailto:plewis@awnc.org)  
Certified Entrepreneurial Community Program – [plewis@awnc.org](mailto:plewis@awnc.org)  
Blue Ridge Food Ventures – [mlsurgi@awnc.org](mailto:mlsurgi@awnc.org)  
134 Wright Brothers Way, Fletcher, NC 28732  
(828) 687-7234 / [www.advantagewest.com](http://www.advantagewest.com)

AdvantageWest Economic Development Group serves 23 western counties in North Carolina through a diverse program of work which includes entrepreneurship and small business through the following programs; Blue Ridge Entrepreneurial Council (BREC), Blue Ridge Food Ventures, and The Certified Entrepreneurial Community Program<sup>SM</sup> (CEC).

**BREC** supports entrepreneurs through education, mentoring, networking forums and access to capital through the **Advantage Opportunity Loan Fund**. **Blue Ridge Food Ventures** operates as a kitchen incubator on the campus of A-B Tech-Enka and provides assistance for users producing value-added products. The **Certified Entrepreneurial Community Program<sup>SM</sup>** is a community development program designed to take community leaders through a rigorous five-step process to ensure the necessary infrastructure is in place for entrepreneurial development thereby improving the overall business climate for existing industry as well.

## **Asheville Area Chamber of Commerce**

Small Business & Entrepreneurship  
36 Montford Ave, Asheville, NC 28801  
(828) 258-6116 / [www.ashevillechamber.org](http://www.ashevillechamber.org) / [chensley@ashevillechamber.org](mailto:chensley@ashevillechamber.org)

The Small Business & Entrepreneurship Department of the Asheville Area Chamber of Commerce provides marketing information and business orientation services to walk-in and call-in inquiries. This department also provides information and referrals to start-up or expanding businesses that are seeking support in all areas of business development. Additionally, Small Business & Entrepreneurship conducts business recognition programs such as the **Sky High Growth** and the **“We’re for Business”** Awards, and plans and facilitates educational programs and leadership development training classes for businesses.

Small Business is also responsible for the Chamber’s Business Healthcare Roundtable, which meets routinely to study ways to facilitate more affordable group health care insurance for area businesses.

## **Asheville SCORE**

Federal Bldg, 151 Patton Ave, Room 259, Asheville NC 28801  
(828) 271-4786 / [www.ashevillescore.org](http://www.ashevillescore.org)

Asheville SCORE provides free and confidential face-to-face business mentoring and email counseling in addition to a variety of low cost seminars on a various business subjects. SCORE has approximately 30 volunteer members who provide professional guidance and information that will maximize the probability of success for existing and emerging small businesses. Men and women members have many years of diverse real world business experience.

The organization offers information and advice to help solve new and/or ongoing business problems for as long as entrepreneurs request it. Asheville SCORE also offers "Tiger Team" counseling when a select group of counselors focuses on one or more business problems of a larger company. Asheville SCORE conducted **1,170** face-to-face and email counseling sessions and **40** seminars with **531** attendees.

## **Appalachian Sustainable Agriculture Project (ASAP)**

729 Haywood Road, Asheville, NC 28806  
(828) 236-1282 / [www.appalachiangrown.org](http://www.appalachiangrown.org)

Appalachian Sustainable Agriculture Project (ASAP) is a 501(c)(3) non-profit organization located in Asheville and serving the southern Appalachian region. ASAP has a lengthy history of working on behalf of farmers and farmers' markets to help support their survival as an essential part of our economy and landscape.

In 2002, ASAP organized the Mountain Tailgate Market Association (MTMA), which has grown to include twelve farmers markets located in five counties. Each is a producer-only farmers market organized for the core purpose of selling farm products direct to consumers. In addition, ASAP promotes more than 40 other farmers markets and 250 farms in the southern Appalachian region in our Local Food Guide, a publication nationally recognized as a leading model of centralized farm marketing to promote local sales. Any farm with food to sell to the public, as well as local businesses seeking to source and sell locally-grown foods, are welcomed to contact ASAP and inquire about marketing support, including listing in the local food guide.

ASAP worked in 2005-2008 to launch a new, central destination farmers market in Asheville, North Carolina, and employs the Market Manager. 2008 is the Asheville City Market's first year of operation, and in the first half of the year it grew to reach weekly sales (Saturday mornings 8-1 only) of \$20,000 among an average of 40-50 vendors. Contact Mike McCreary, Market Manager, at (828) 348-0340 to inquire about the market.

ASAP provides business planning support for farms, including assistance with marketing plans, financial projections, and help with developing packaging and labeling. Staff can assist with packaging of loan or grant proposals. ASAP also works to get to know wholesale buyers throughout the region, and can assess farm operations and suggest likely "good matches" for sales outlets for their farm products. Occasionally, ASAP facilitates introductory meetings between sellers and buyers, but ASAP does not resell product or broker deals.

The Appalachian Grown logo and brand was developed by ASAP to help local farms and businesses identify food that is grown on family farms, so that consumers can act on their strong desire to buy these foods. Marketing assistance and cost share programs are available for farms and businesses who wish to use Appalachian Grown branding in packaging, labeling, signage, or advertising.

## **Buncombe County Government**

Finance / Purchasing Division

200 College Street, Suite 420, Asheville, NC 28801

(828) 250-4800 / [www.buncombecounty.org](http://www.buncombecounty.org)

Buncombe County's Minority Outreach Plan works to provide minorities equal opportunity to participate in all aspects of County contracting and purchasing programs, including but not limited to, participation in procurement contracts for equipment, professional and other services contracts, and construction contracts. Buncombe County has a current verifiable goal of twelve percent (12%) for minority participation on building construction or repair projects, ten percent (10%) each for procurement, and services. The County posts bidding opportunities on its website and has instituted an electronic registration and bidding process to allow vendors to receive notification of opportunities to bid. The County had 2.96% participation by minorities in FY07 and 3.57% in FY08.

## **Cherokee Business Development & The Sequoyah Fund**

PO Box 1200, Cherokee, NC 28719

(828) 497-1666 / [www.sequoyahfund.com](http://www.sequoyahfund.com)

The mission of Cherokee Business Development and the Sequoyah Fund is to provide training, technical assistance and resources to support entrepreneurship, business start-up and expansion, and community development on the Qualla Boundary. Our programs are designed to create jobs and bring new goods and services to the area. We are investing in our community to stimulate economic development, promote self-sufficiency, self-determination, and an enhanced quality of life for the area. Sequoyah Fund is an independent, non-profit Native American Community Development Financial Institution (CDFI). Cherokee Business Development Center is a division of the Eastern Band of Cherokee Indians Department of Planning and Development.

Our service area includes: enrolled members of the Eastern Band of Cherokee Indians, businesses within the Cherokee Central Business District, and business partnerships within the seven far western counties of North Carolina.

Between 2001 and 2009, the Sequoyah Fund and Cherokee Business Development provided training and technical assistance services to approximately 1,500 individuals and approved 193 loans totaling \$6,761,973. 1.5 million of that was awarded in 2009.

In addition to financial assistance the two programs provide training through their "Start-It", "Grow-It", "Improve-It", "Tech-It" and "Green-It" programs that offer such classes to current and future business owners in any stage of business development.

New initiatives in 2010 include credit counseling services, tax preparation assistance, technology skills development training, and more to come.

## **Handmade In America**

125 South Lexington, Asheville, NC 28801

(828) 252-0121 / [www.handmadeinamerica.org](http://www.handmadeinamerica.org)

The mission of HandMade in America is to celebrate the hand and the handmade, to nurture the creation of traditional and contemporary craft, to revere and protect our resources, and to preserve and enrich the spiritual, cultural, and community life of our region. Our programs impact children, craft artists, farmers, travelers, rural women entrepreneurs, the environment, and communities at large.

The Appalachian Women Entrepreneurs Project was initiated in January 2007. The three-year goal for this program is to create jobs for one hundred women in five counties – Madison, Yancey, Cherokee, Graham, and Rutherford and has twenty-five low income women involved.

## Land of Sky Regional Council

339 New Leicester Hwy, Asheville, NC 28806  
(828) 251-6622 / [www.landofsky.org](http://www.landofsky.org)

Land-of-Sky Regional Council is a multi-county, local government planning and development organization. It is one of 17 such organizations in the state and serves Region B, which includes the counties of Buncombe, Henderson, Madison and Transylvania. Land-of-Sky Regional Council is made up of chief elected officials - mayors and county commission chairpersons and alternates - from member governments, one private representative of economic development interests in each county and two at-large members. Members meet monthly to plan programs and set policies and goals to benefit the entire region. The council houses several departments which provide a myriad of services to member governments. These departments include: The Area Agency on Aging, Local Government Services and Volunteer Services.

The Local Government Services section is comprised of thirteen professional planners, part-time technicians and interns, and 40+ volunteer retired engineers and scientists. The Regional Planners specialize in **Environmental** issues (water and air quality, solid waste management and recycling, landcare, clean vehicles, energy efficiency); **Transportation** (urban and rural transit, bike and pedestrian, greenways, roads and rail); **Land Use** (Brownfield's redevelopment, farmland preservation, ridge and steep slope protection); **Housing** (rehabilitation, affordable, green built); **Infrastructure** (water, sewer, clean energy, broadband); and **Geographic Information Systems**. Our section also includes two state employees: a Professional Engineer employed by the NC Division of Pollution Prevention and Environmental Assistance, and the DENR WNC Brownfields Project Manager.

## Meet the Geeks

[www.meetthegeeks.net](http://www.meetthegeeks.net)

Meet the Geeks (MTG) is a 501(c)(3) volunteer organization that seeks to build and support the IT community throughout Western North Carolina. Founded in 2005, Meet the Geeks hosts regular networking events and the WNC Web Technologies Meetup group activities, provides an online portal for local IT professionals to share professional accomplishments and opportunities, offers a series of free classes on IT-related topics, and engages in a variety of activities designed to grow the IT sector of our local economy. Meet the Geeks has been a past sponsor of MED Week activities and can assist businesses of any variety in finding the local IT resources to help grow your business.

Meet the Geeks has more than 750 members. Our bi-monthly networking events regularly bring 40 - 50 IT professionals, business owners, educators and students together to socialize and make connections that result in new opportunities. Our monthly newsletter includes events, news and activities relevant to our membership and to anyone interested in the breadth of technology in our region. Membership is open to the public and the majority of our events are free.

## Mountain BizWorks

153 Lexington Avenue, Asheville, NC 28801  
(828) 253-2834 / [www.mountainbizworks.org](http://www.mountainbizworks.org)

The mission of Mountain BizWorks is to provide entrepreneurs with access to business instruction, professional support, and loans; which in turn, help create and sustain successful businesses that help the economy of Western North Carolina grow. Mountain BizWorks is a national leader in the field of small business development. We have provided business training to nearly 3,000 locally-owned businesses, and loaned more than \$1 million to entrepreneurs who were unable to obtain capital from tradition lending sources.

## **NC Community College System BioNetwork**

Asheville-Buncombe Technical Community College, Enka  
1463 Sand Hill Road, Suite 102, Candler, NC 28715  
(828) 254-1921 ex. 5842 / [www.ncbionetwork.org](http://www.ncbionetwork.org)

NCCCS BioNetwork is a statewide initiative that connects community colleges across North Carolina, providing specialized training, curricula and equipment to develop a world-class workforce for the biotechnology, pharmaceutical and life sciences industries. All community colleges serving the pharmaceutical and biotechnology sector are part of the BioNetwork.

## **NC Department of Commerce, Business & Industry Development Division**

134 Wright Brothers Way  
Fletcher, NC 28732  
(828) 654-9852 / [nccommerce.com](http://nccommerce.com) / [cmesser@nccommerce.com](mailto:cmesser@nccommerce.com)

The North Carolina Department of Commerce is the state's leading economic development agency, working with local, regional, national, and international companies. The department's mission is to improve the economic well being and quality of life for all North Carolinians. The mission is carried out by recruiting new jobs and domestic and foreign investment; serving existing business and industry, including providing international trade assistance; encouraging entrepreneurship and innovation; marketing North Carolina and its brand; supporting workforce development; strengthening communities; and promoting tourism, film, and sports development. The department also provides data, statistics, information, and reports for state government and agencies which regulate commerce in the state. There are seven economic development regions throughout the state. The western regional office is located in Fletcher and serves 23 counties.

## **NC Lawyers for Entrepreneurs Assistance Program (NCLEAP)**

8000 Weston Parkway, Cary, NC 27513  
(800) 662-7407 ext. 342 / [www.ncbar.org/ncleap](http://www.ncbar.org/ncleap)

NC LEAP provides pro bono, business legal assistance to income-eligible, low-wealth clients seeking to start or expand their businesses in North Carolina. NC LEAP services include creation of business entity (i.e. partnership, LLC, corporation etc), intellectual property assistance, contract drafting and negotiation including commercial leases, employment law issues, succession planning etc. NC LEAP provides its services through a network of business attorneys across the state and is sponsored by the Business Law Section and Corporate Counsel Sections of the North Carolina Bar Association. NC LEAP is partially funded by the Lenovo Hope Fund of the Triangle Community Foundation.

NC LEAP started providing services June 4, 2007 in a limited nine county region and has since expanded to cover over 52 counties. On June 13, 2008, NC LEAP officially began offering services to fifteen (15) counties in the western region of North Carolina. NC LEAP's launch to western NC took place in conjunction with our community partner, ABTECH Center for Business and Technology Incubation. During NC LEAP's launch, we served 25 clients.

## **Office for Historically Underutilized Businesses (HUB Office)**

NC Department of Administration  
1336 Mail Service Center, Raleigh, NC 27699-1336  
(919) 807-2330 / [www.doa.state.nc.us/hub](http://www.doa.state.nc.us/hub)

The Office for Historically Underutilized Businesses' mission is to advocate increasing opportunities and promotes diversity and inclusion in state government procurement and contracting to increase the amount of goods and services, including construction, acquired by the State of North Carolina from historically underutilized businesses. This is accomplished by the certification program for firms; the outreach program which includes statewide workshops, seminars, trade shows, networking events and information sessions on "How to Do Business with the State;" the HUBSCO training and compliance program a web-based system to report minority to report minority business utilization and construction data to the HUB Office and in addition conducts training sessions for public entities; construction outreach to monitor capital bond programs and identifies major construction projects that provide opportunities for increased HUB participation.

In August 2007, Governor Michael Easley signed into law, Senate Bill 320 (Ch. SL 2007-392) authorizing the Secretary of Administration to develop and administer a statewide uniform certification program for historically underutilized businesses with state departments, agencies and institutions and political subdivisions of the state. The HUB Office has been working with stakeholders across the state to implement the plan by July 1, 2009. The program and its guidelines were presented to the Secretary of Administration for approval in March 2008 and now working on implementation of the program.

The impact of the statewide uniform certification program for historically underutilized businesses will be over 100% in the number of historically underutilized businesses (or HUBs) that will be available statewide for outreach. In addition, the opportunities for those HUBs will be significantly increased because of the statewide listing.

The efforts of this office to provide the trainings listed above in the Western North Carolina region have helped the support of entrepreneurs and the availability of minority vendors for our region. The partnership provides support training to staff as well.

## **Office of Economic Development**

City of Asheville , 70 Court Plaza, Asheville, NC 28801  
Mail to: PO Box 7148, Asheville, NC 28802  
Main Contact: (828) 232-4505 / [www.ashevillenc.gov/ed](http://www.ashevillenc.gov/ed)  
Economic Development (828) 259-5433  
Urban and Riverfront Planning (828) 232-4502  
Minority Business Program (828) 232-4566 / [www.ashevillenc.gov/mbp](http://www.ashevillenc.gov/mbp)  
Real Estate Management (828) 259-5729

***Mission Statement: "The focus of the City of Asheville, Office of Economic Development, is to promote the City's economic development policies through linked and collaborative initiatives that leverage resources to create a vibrant and robust Asheville economy."***

The City of Asheville's Office of Economic Development (OED) has focused our organization and strategy to promote "link and leverage" approaches to meet city strategic goals and to achieve regional economic development success. OED staff encourages the formation of quick teams to identify and begin moving on initiatives that further Council and regional goals. We work with numerous organizations to build quality, connected places to attract and retain our people, jobs, investment, and innovative businesses.

***Key Partnerships:*** Carolina West, Advantage West, Asheville HUB, UNC Asheville, Land-of-Sky Regional Council, City of Asheville Community Development Block Grant Program, Asheville-Buncombe Economic Development Coalition

***Strategic Initiatives:*** Downtown Master Plan, River District Brownfields Initiative, City of Asheville Land & Asset Management, Urban Progress Zones designation, Riverfront Redevelopment Coordination, Southern Conference Tournament Host, WNC Passenger Rail/Multimodal Initiative, Minority Business Program

***Community Support:*** CAYLA - City of Asheville Youth Leadership Academy, Black Business Alliance, WNC Minority Enterprise Development (MED) Week, Inc.

## **OnTrack Financial Education & Counseling**

50 S. French Broad Ave, Asheville, NC 28801  
(828) 255-5166 / [www.ontrackwnc.org](http://www.ontrackwnc.org)

Since 1975, OnTrack Financial Education & Counseling has been Western North Carolina's trusted non-profit source helping people manage their money and credit better. Annually, we help over 11,000 community members address their personal financial concerns and goals through individual counseling appointments, group education classes, and debt repayment plans.

Financial Counseling Services include: Budget Counseling, Credit Review, Foreclosure Prevention, Debt Management, Reverse Mortgage Counseling, Bankruptcy Counseling, Student Loan Counseling, and Next Step Budgeting

Financial Education Classes cover the full range of financial topics including, but not limited to: Managing Your Money, Understanding Your Credit, and Homebuyer Education

Along with individual services, OnTrack also offers several integrated programs. These include: The Women's Financial Empowerment Center, The Tenant Services Program, Silver Dollars Financial Program for seniors, Foreclosure Prevention Loan Program for the unemployed, and Free Tax Preparation for low-income earners.

## **Self Help Credit Union**

34 Wall St., Suite 704, Asheville, NC 28801  
(828) 253-5251 / [joyce@self-help.org](mailto:joyce@self-help.org)

Self-Help's mission is to create and protect ownership and economic opportunity for people of color, women, rural residents, and low-wealth families and communities.

We make loans, develop real estate, and fight predatory lending -- so more people can achieve the financial security and sense of possibility that are at the heart of the American dream.

We continue to believe that the best way to strengthen families and communities is through ownership -- sustainable ownership. With the help of depositors, supporters, and visionary partners, we work every day, one loan at a time, to invest in the futures of families and enterprises that are often overlooked by mainstream lenders.

Self-Help offers a wide range of lending programs for small business owners, from microloans to larger loans of up to several million. Our lending programs are open to any borrower, but we specialize in lending to business owners who are people of color, women, rural residents, and/or low-wealth families and communities. We also have expertise in lending to nonprofits, childcare centers, charter schools, and "green" businesses. Through funding from the Golden LEAF Foundation, Self-Help is currently focusing its lending on businesses in rural, economically-distressed counties in the following industries: construction, manufacturing, healthcare, aerospace, defense, agriculture and "green business." In addition, we fight predatory lending on a national scale, so that more people can achieve the financial security and sense of possibility that are at the heart of the American dream.

Funds for our lending come from deposits, grants, and other investments made by individuals and institutions across the U.S.

## **Small Business & Technology Development Center (SBTDC)**

68 Patton Avenue, Lower Lobby, Asheville, NC 28801-3312  
Asheville (828) 251-6025 / Cullowhee (828) 227-3459 / [mbunnell@sbtdc.org](mailto:mbunnell@sbtdc.org) / [www.sbtdc.org](http://www.sbtdc.org)

In Western North Carolina, the Small Business and Technology Development Center (SBTDC) has eight business professionals who provide comprehensive services for small to medium-sized enterprises. These counselors serve the 14 western counties of North Carolina through two convenient locations at Western Carolina University and downtown Asheville.

Most business owners or their managers come to us initially for confidential counseling to assess their business and develop a plan. Together, the counselor and company select tools to implement that plan -- financial analysis, market studies, focus groups, strategic needs assessments, government procurement assistance, and/or strategic planning retreats to name a few. Should funding be needed, the SBTDC is an approved technical assistance provider for the North Carolina Rural Fund, and SBA Community Express Loan programs. For companies involved in scientific R&D, SBTDC can assist them as they apply for SBIR and STTR grants.

As a program of the University System, the SBTDC strives to leverage the assets of area Universities to benefit businesses in WNC. Last year, over 88 students from WCU, UNCA, and Montreat were placed into applied learning projects designed to assist companies with large projects and provide a hands-on learning experience for students. In addition, the Western Center of the SBTDC continues to be engaged in statewide initiatives such as the Center of Innovation for Natural Biotechnology and Integrative Medicine and NC's Small Business Disaster Recovery Loans.

## **Southwestern Community College Small Business Center**

447 College Drive, Sylva, NC 28779

(828) 339-4000 ext 4218 / [www.southwesterncc.edu/swain/small-bus-ctr](http://www.southwesterncc.edu/swain/small-bus-ctr)

The Small Business Center (SBC) supports the development of new businesses and the growth of existing businesses by being a community-based provider of training, counseling, and resource information. The SBC can provide free, confidential counseling services on an as-needed basis, serving as a sounding board for ideas and concerns you might have about your business. Our professional staff will help you find solutions to your challenging business questions, no matter how simple or complicated. For more information on services provided by the SBC at Southwestern Community College, as well as offices across the state, visit the Small Business Center Network website at [www.sbcn.nc.gov](http://www.sbcn.nc.gov).

## **Technology Commercialization Center**

1465 Sand Hill Rd, Suite 1013, Candler, NC 28715

(Located in the A-B Tech Center for Business and Technology Incubation, Enka Site)

(828) 254-1921 ext. 5856 / [spoland@abtech.edu](mailto:spoland@abtech.edu) / [www.abtech.edu/sbc/tcc](http://www.abtech.edu/sbc/tcc)

The Technology Commercialization Center (TCC) implements a business development program for technology based companies that guides the management team in the deployment of a fundable and sustainable business. Coaching, training, and mentoring are provided with the purpose of client development in proven business practices and preparation for investor funding, should that be needed.

There is no charge for the TCC base program for A-B Tech incubator residents, those pursuing resident or affiliated status, or those companies located in Buncombe county. A comprehensive entrepreneurial management development training program complements the stage-based coaching and mentoring services.

We have worked with more than 60 companies in the past 2 years. We work with the management teams of these companies on day-to-day operational issues as well as strategic plans, business plans, partnerships, and mergers and acquisitions. We conduct monthly management training sessions that discuss general management issues common to all companies. We also bring local senior executives together monthly to review and provide guidance to client companies from mentors that have been successful running their own businesses.

## **U.S. Small Business Administration**

29 Haywood Street, Asheville, NC 28801  
(828) 225-1844 / michael.arriola@sba.gov

The U.S. Small Business Administration was formed over 50 years ago to help Americans start, develop and grow small businesses. An independent federal agency, the SBA accomplishes this through:

- Small business loan guaranty programs
- Federal contracting programs to enable small firms to gain access to federal procurement opportunities
- Counseling and training programs through sponsored or funded resources such as SCORE, the Small Business & Technology Development Center network, the Women's Business Center at Mountain BizWorks, and an array of online tools; and Advocacy on Capitol Hill, in which the SBA serves as the voice for small business in our nation's capitol.

The SBA's one-person satellite office has been situated in Asheville since February 2004. Mike Arriola is Senior Area Manager in Asheville and staffs the one-person office which serves the 22 counties of western NC. As an SBA officer, Mike's objective is to further the SBA's mission of helping small businesses start, develop and grow by:

- Increasing SBA loans to startups and existing small businesses in the region, working with lenders and loan applicants on SBA loan options and applications;
- Outreach throughout western North Carolina to engage the public about available SBA programs and services for their business use; Assistance with other SBA programs, including federal government contracting, surety bonding, and others.

# Thank you to our 2010 Sponsors!

## PLATINUM



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Asheville Area Chamber of Commerce  
HomeTrust Bank  
Progress Energy  
Small Business & Technology Development Center  
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## BRONZE

Cherokee Business Development  
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Self-Help Credit Union