



ALABAMA
A & M
UNIVERSITY
SMALL
BUSINESS
DEVELOPMENT
CENTER

Small Business Development Center

An Enterprising Future

Alabama A&M University
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(AAMURI®)
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Contractor Websites
www.SBA.gov
<http://www.business.gov>

Mission

The purpose of the Small Business Development Center is to reduce significantly the failure rate of small businesses in seven counties in Northeast Alabama. The center assists businesses to improve significantly their ability to generate profits; advises potential small business persons regarding the feasibility of a business prior to investing capital; and helps to ensure successful transfer and application of technology in small business.

Core Capabilities

- **Training and Development**
 - Contract Accounting
 - Project Management
 - Strategic Marketing
 - Teaming and Joint Venter Agreements
 - Web Based Business Development
- **Counseling on Government Contracting**
 - SBA Certifications
 - Certification Portfolio Management
 - Contracting Fundamentals (Marketing and Networking)

Small Business Administration (SBA)

Training

- **Marketing Series**
Fundamentals of Small Business Marketing, Branding and Developing an Image, Branding Promotions & Public Relations
- **Procurement Training Series**
7(j) Training 2006, Contracting Fundamentals, Small Business Certifications, Web Based Business Development, Government Accounting 101
- **Small Business Legal Series**
Intellectual Property, Identity, Bankruptcy Law, LLC Structuring Your Business for Resale or Closure, Restructuring Your Business, Theft and Employer Liability

Institute of Commerce Grant (2008)

Designed to:

- Refine instruction efforts to maximize workforce impact
- Increase visibility and branding to attract future workforce
- Enhance business analysis services to increase employment prospects

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An Institutional Member of the Alabama Small Business Development Consortium