



## NCTC offers services to small businesses

### From staff reports

Published: Wednesday, June 8, 2011 11:23 AM CDT

Small business owners and entrepreneurs in southern Denton County now have access to a wide range of free consulting services at the new North Central Texas College campus in Flower Mound.

"Whether you are starting a new business or already operating one, we can help, and there's absolutely no cost for the services we provide," said Mike Jacob, who mans the Small Business Development Center (SBDC) office at NCTC-Flower Mound.

Jacob, a certified business development specialist, said that the college's SBDC is part of a nationwide network that links the resources of federal, state and local governments to those of colleges, universities and the private sector to meet the specialized needs of any type of small business.

"The SBDC has been a key element of how North Central Texas College serves the community for 25 years now," Jacob said, pointing out that services are also offered through NCTC's SBDC office at the Denton Chamber of Commerce and at its home campus in Gainesville.

Free one-on-one counseling in all aspects of business needs is what the SBDC is all about, said Jacob, now beginning his fifth year as an SBDC consultant after having owned and operated his own small business for years.

"We want to stress that we're here not only to serve those who are thinking about or in process of starting a new business," Jacob said, "but also established businesses who wish to expand, find new markets, develop marketing strategies and so on.

"Among other things, we can assist clients with writing a business plan and provide advice related to government regulations and taxes."

A good example of the wide ranges of services the SBDC provides, Jacob said, is financial analysis for clients seeking additional capital to expand their business or make improvements -- something he recently did for Stewart Lowery, owner of Lowery Motor Service in Lewisville.

Stewart's company, established in 1980, specializes in sales and repair of both new and used outdoor power equipment such as lawn mowers, chainsaws, trimmers, leaf blowers and the like. His customers include homeowners as well as commercial landscaping and yard maintenance businesses.

"We will continue to assist Mr. Lowery whenever he needs business help or just wants to discuss new business ideas -- never at any cost to him," Jacob said. "Establishing long-term relationships, letting our clients know that we're always here for them, is an important part of what we do. Our success is measured by their success."

In addition, for clients who may need it, Jacob said he can coordinate more extensive counseling with the regional specialty center in Dallas. Special seminars and training opportunities are conducted periodically as well.

Jacob also pointed out that because the SBDC is part of a nationwide network, market research and

information on industry trends and market areas is readily accessible. NCTC partners with the North Texas SBDC and the U.S. Small Business Association (SBA). Regional specialty centers for government contracting, patents and licensing and other specialized services are available as needed.

A number of SBDC client success stories can be viewed on the SBDC webpage at [www.nctc.edu/SBDC/sbdc.html](http://www.nctc.edu/SBDC/sbdc.html).

The SBDC office is located in Room 108 on the main floor of the NCTC Flower Mound campus at 1200 Parker Square. Office hours are 8 a.m. to 4:30 p.m., Mondays through Thursdays, and until 3 p.m. on Fridays.

Scheduled appointments are preferred, and these may be arranged by contacting the SBDC office at 972-899-8420 or by email at [nctcsbdc@nctc.edu](mailto:nctcsbdc@nctc.edu).