



## Charleston County News Release

Release Number: 3135

Date: July 1, 2010

**Photo of previous workshop:** <http://www.charlestoncounty.org/NewsImages/sbe.htm>

## County Offers Free Workshops for Small Businesses on July 15, 22 and 29

*Over 650 businesses now certified with Charleston County Government*

[Charleston County Government's Small Business Enterprise \(SBE\) Program](#) will hold a series of three free workshops for small business owners. All sessions will all be held from 6-8 p.m. in Conference Room B339 at the Lonnie Hamilton, III Public Services Building located at 4045 Bridge View Drive in North Charleston.

In addition to [Charleston County Procurement Department](#) staff and other local specialists, the workshops will include instructors from the [U.S. Small Business Administration](#), the [University of South Carolina's Small Business Development Center](#), the [U.S. General Services Administration's Federal Acquisition Service](#), an attorney specializing in small business affairs, and the [Business Resource Center at the Charleston County Public Library](#).

### The workshops' dates/topics are:

#### Thursday, July 15 from 6-8 p.m.

- Getting Certified as an SBE with Charleston County
- Legal Aspects for Small Businesses, (including business succession planning)
- Using Technology to Access Valuable No-Cost Business Resources
- Using Technology to Access Bid Opportunities

#### Thursday, July 22 from 6-8 p.m.

- Doing Business with the Local, State and Federal Government
- Federal Small Business Administration Loan Program

#### Thursday, July 29 from 6-8 p.m.

- The GSA Federal Acquisition Register (FAR) and How to Get Your Business on it
- Foreseeable Contract Opportunities with Charleston County
- Meet & Greet with Department Heads and Decision Makers

Those wishing to attend can sign up for one or more of the sessions at [www.charlestoncounty.org/SBE](http://www.charlestoncounty.org/SBE) or call (843) 958-4765. Participants do not need to be certified to attend, but do need to register in advance. Space is limited, so those wishing to attend are encouraged not to delay in registering.

"The SBE Program has seen remarkable success since its approval by Charleston County Council in November 2007," said SBE Program Manager Susan Hogan.

With over 650 certified small businesses, the [Charleston County's ordinance](#) requires subcontract opportunities for certified SBEs, ranging from 4.7 percent to 17.5 percent, for all goods and services procured by the County.

One of the most popular benefits of the SBE Program has been the opportunity to participate in the County's business development seminars and workshops.

"The workshops allow small business owners to access some of the top procurement and business development resources available," Hogan said.

The workshop series culminates with a "meet and greet" session to allow the small business owners a face-to-face opportunity to introduce their businesses to Charleston County Government's procurement and contract decision-makers.

Business owners who are interested in becoming certified go through a short and simple process to participate in the program, which begins with completion of a simple, one-page application (available at [www.charlestoncounty.org](http://www.charlestoncounty.org)). During each of the workshops, County staff will be available to assist business owners with any questions they may have regarding the certification process.

**SBE Program background:**

- The SBE Program is race and gender neutral, with an emphasis on growing and enhancing small companies to help them reach the level of capability to do business with local, state and federal government agencies. The program has no geographic boundaries and is open to any U.S. business meeting the qualifications.
- Oversight of the SBE Program falls under Charleston County's Contracts and Procurement Department Director, and the program is administered by the County's SBE Program Manager, Susan Hogan.

**The following are eligibility requirements for certification under the program:**

- Gross revenues of \$7.5 million or less (as averaged over the previous three years)
- Eligible owner is actively involved in the daily management and operations of the business
- Business has been actively in service for the preceding twelve months
- Applicable business licenses, fees and Charleston County taxes are current

**Additional goals of the SBE Program are:**

- To enhance contract competition
- To establish utilization goals for SBE firms' participation on County contracts
- To conduct outreach programs, which will aid entrepreneurs in business development and get them ready for competing for County contracts

**To learn more, contact the Charleston County Procurement Office:**

- Susan Hogan, SBE Program Manager  
(843) 958-4765  
[shogan@charlestoncounty.org](mailto:shogan@charlestoncounty.org)
- Holly Chesser, SBE Certification & Compliance  
(843) 958-4753  
[hchesser@charlestoncounty.org](mailto:hchesser@charlestoncounty.org)

Visit the Charleston County Web site at [www.charlestoncounty.org](http://www.charlestoncounty.org) for news, services and up-to-date information relating to Charleston County Government.