Program Summary

Director Cheokas continues to work one-on-one with small business owners in our service area. Consulting was offered to 6 small business/pre-venture clients this quarter.

Activities in which Director Cheokas participated during the quarter are:

• April 16 & 17 – USG, Board of Regents: Director Cheokas hosted a dinner party for the BOR at her home on April 16th. Cheokas attended the recognition dinner on the evening of April 17 held on campus. At her table was Regent Lebrun, Pres. Valeria Hepburn, Coastal GA, and Pres. Ricardo Azziz, Medical College of GA. This was a great opportunity to network.

• Customer Service Committee – University Sub-committee of Complete College Georgia – Cheokas was asked to chair the CS sub-committee by President Blanchard. The committee is charged with development, implementing, and measuring CS related activities on campus. The committee has decided to focus on administrative personnel. The action plan entails a process of reporting and recognition of positive CS acts. The committee has no funding and is working through operational options.

• May 10-12, 2012 – Family Enterprise Research Conference, Montreal, Canada. Director Cheokas delivered a presentation on her recent research focus of succession planning in family owned businesses. The conference is an annual event sponsored by the Family Business Review journal, which is one of the top tier journals in the area of family business research.

• May 21, 2012 – The Rosalyn Carter Institute. Director Cheokas is working with the RCI to develop a business model where a portion of their training can be offered fee base. Financial proformas were created and plan was initiated with good results. The funding will help sustainability efforts for this particular care giving program offered by the RCI.

• May 22, 2012 – Continuing Education Class. Cheokas taught How to write an effective Business Plan. Four paying attendees.

• May 25, 2012 – Innovative Senior Solutions board meeting. Cheokas sits on the Advisory board and Foundation board for ISS. ISS is a maturing business that Director Cheokas worked with in the pre-venture phase. They continue to expand their services and grow their business to include corporate social responsibility activities.
Program Measures Impact Statements

April - June 2012: A total of 6 clients were offered one-on-one consulting during the first quarter of 2012; 3 new client files were opened.

Second quarter client profile:
  o Start-ups – 50%
  o Existing businesses – 50%
  o Total employment (existing companies) – 93
  o Consulting Hours - 103
  o Capital investment: $16,500

Points of Interest
n/a

Advocacy

The GSW Center for Business continues to collaborate with the Small Business Development Center consultants; identifying available resources for small business clients in our area.

Upcoming Continuing Education classes for Spring/Summer 2012 include:
  • Writing a Winner Business Plan: Step One
  • Owning Your Own Business: Step Two

GGC
7/30/2012