



Another FastTrac® GrowthVenture™ entrepreneurship program from the Kauffman Foundation is scheduled for Greenwood Jan. 28 - Mar. 31, 2008. The Clemson University Small Business Development Center in Greenwood is hosting and facilitating the program. Detailed information is at [www.fasttracSC.org](http://www.fasttracSC.org). A recent FastTrac® GrowthVenture™ program in Greenwood graduated 16 local businesses (14 from Greenwood, 1 from Laurens, and 1 from Saluda County) on July 2, 2007 and was the first Kauffman Foundation program of its kind ever in the Upper Savannah area of South Carolina. Another of the same program is currently running Oct. 8<sup>th</sup> – Dec. 10<sup>th</sup>, 2007 in Greenwood which is fully subscribed.

Guest entrepreneurs, business professionals and consultants from the program which concluded July 2 included Patsy Taylor of Designed By Nature Co., Chuck Kelley of KSC, Inc., Sam Tolbert of Strategic Directions, Inc. and Lander University, Lori Hajost of Art•Design Associates, Inc., José Garcia of Cash–N–A–Flash, and Furman Miller of Wachovia Bank. Their cameos were on the topics of “Sizing Up Your Business”, “Using Financial Tools”, “Refining the Product/Service”, “Seizing the Market”, “Leading the Organization”, and “Charting Financial Performance”. Other topics covered included “Exploring Market Opportunities”, “Making Strategic Decisions”, “Managing Operations for Growth”, and “Making it Happen”. Anthony Santella of Erskine College’s Small Business Support Center spoke about additional resources for the local small business community at the July 2 graduation event at St. Mark’s United Methodist Church in Greenwood.

Another bevy of expert entrepreneurship speakers is expected during the program Jan. 28 - Mar. 31, 2008. Cost for the 10 week program is \$150 and includes all Kauffman materials and access to the world renowned J.J. Hill Reference Library of business resources during the course. Class size is limited to about 15. The same program is also offered in Charleston, Columbia, and Greenville. The Charleston Metro Chamber of Commerce is handling payment arrangements for the Greenwood program at [www.fasttracSC.org](http://www.fasttracSC.org). Contact Mickey Conway, Clemson University SBDC at 943-8028 for additional information.

**About the Kauffman Foundation . . . “The Foundation of Entrepreneurship; Catalyzing entrepreneurial success and innovation in business and education” (from [www.kauffman.org](http://www.kauffman.org))**

“The Ewing Marion Kauffman Foundation was established in the mid-1960s by the late entrepreneur and philanthropist Ewing Marion Kauffman. Based in Kansas City, Missouri, the Kauffman Foundation is the 26th largest foundation in the United States with an asset base of approximately \$2 billion.

The vision of the Kauffman Foundation is to foster "a society of economically independent individuals who are engaged citizens, contributing to the improvement of their communities." In service of this vision, and in keeping with our founder's wishes, the Foundation focuses its grant making and operations on two areas: advancing entrepreneurship and improving the education of children and youth.

In entrepreneurship, the Foundation works nationwide to catalyze an entrepreneurial society in which job creation, innovation, and the economy flourish. We work with leading educators, researchers, and other partners to further understanding of the powerful economic impact of entrepreneurship, to train the nation's next generation of entrepreneurial leaders, to develop and disseminate proven programs that enhance entrepreneurial skills and abilities, and to improve the environment in which entrepreneurs start and grow businesses. The Kauffman Foundation is the only large American foundation to focus on entrepreneurship and has more than twelve years of in-depth experience in the field. While our work is concentrated in the United States, leaders around the world look to the Foundation for entrepreneurship expertise and guidance.

In education, we have ambitious goals for improving the academic achievement of disadvantaged children, particularly in Kansas City's urban core. We believe, as did Ewing Kauffman, that our education investments will do more than anything else to help students earn self-sufficiency, find jobs, raise their families, and become productive citizens. Toward that end, the Foundation works with partners to support programs that directly impact a child's academic achievement, with a concentrated focus on math, science, and technology skills. Through a comprehensive ten-year initiative to significantly improve math and science education in Greater Kansas City, the Foundation hopes to help create a national model for how to prepare the next generation of entrepreneurs and workers needed in America's global knowledge economy.

The Kauffman Foundation also serves as a convener, bringing together local, regional, and national leaders to share innovative thinking and engage in dialog related to entrepreneurship and education. Each year, more than 60,000 people visit the Foundation's Conference Center, which provides 40,000 square feet of meeting space for local and national organizations.”



**FastTrac® GrowthVenture™ entrepreneurship program in Greenwood Jan. 28 - Mar. 31, 2008**

Meets Monday nights 6 - 9 pm for 10 sessions in the Greenwood County Clemson Extension Conference Room (107 Park Plaza Building, 600 Monument Street, Greenwood, SC). Registration and information at [www.fasttracSC.org](http://www.fasttracSC.org). Payment of \$150 program fee by credit card is accepted at that website. Payment confirmation # is issued by the Charleston Metro Chamber of Commerce, Charleston, SC at that website.

FastTrac® GrowthVenture™ is for existing/established businesses who want a solid strategic plan for the future including an exit strategy for when the time is right. It consists of weekly training modules for 10 weeks. The program covers:

- **Sizing up Your Business**
- **Exploring Market Opportunities**
- **Making Strategic Decisions**
- **Using Financial Tools**
- **Refining the Product/Service**
- **Seizing the Market**
- **Leading the Organization**
- **Managing Operations for Growth**
- **Charting Financial Performance**
- **Making it Happen**

Each of the 10 topics is covered during a 3-hour session. Ample peer to peer learning occurs from guided group activities and discussions. Individual action items result in a customized plan for each participant's business in their Kauffman Foundation Entrepreneur Manual. Key topics are highlighted from a practical business point of view by guest entrepreneurs (including FastTrac® graduates), outside business professionals, and certified facilitator(s). Active coaching replaces lecturing as a hallmark of the program. FastTrac® GrowthVenture™ is a program of the Ewing Marion Kauffman Foundation of Kansas City, Missouri.