

# Virginia SBDC

## Management Training Report

### Event Information

Event Information			Center & Event #:	70-2023-7
Event Title	Start Date	Start Time	Program	Event Status
Financing Your Business	10/20/2023	8:00:00 AM	SBDC	Verified
Site	End Date	End Time	Sub-Program	Reviewed By
LRCC	10/20/2023	9:00:00 AM	Not Set	ckriz
City, State & Zip	Sessions	Total Hours	Entry Person & Date	
Middletown, VA 22645	1	1	ckriz on 11/27/2023 7:52:12 PM	
Event Topic	Program Format		Language	
Financing/Capital			English	

### Number of Attendees

Total Attendees	In Business	4	Active Duty	0	Asian	0	Native Amer.	1
9	Disabled	2	Veterans	1	Black	2	Pacific Islnd.	0
Underserved	Women	5	Service Disabled Vet.	0	North African	0	White	6
7	LGBTQ	0	Reserve/Nat. Guard	0	Middle Eastern	0	Hispanic	1
			Spouse of Military Member	0				

### Resources Participating

<input checked="" type="checkbox"/> SBDC	<input checked="" type="checkbox"/> Educational Institution	<input type="checkbox"/> Online Training Resource	SBA Office: None
<input type="checkbox"/> SCORE	<input checked="" type="checkbox"/> Chamber of Commerce	<input type="checkbox"/> SBA District Office	Other Govt. Agency: None
<input type="checkbox"/> WBC	<input type="checkbox"/> Trade or Professional Assoc.	<input type="checkbox"/> Native American Center	Other: None
<input type="checkbox"/> VBOC	<input type="checkbox"/> For-Profit Organization		

### Attendee Fees

### Fee Distribution

Attendee Count:	Full Fee #	Discount Fee #	No Show #	No Fee #	SBDC	SCORE
	0	0	0	9	\$0.00	\$0.00
Fee Income \$	Full Fee \$	Discount Fee \$	No Show \$		WBC	SBA
	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00
Other Income \$	Other \$		Total Fees Collected		Co-Sponsor	Total Distribution
	\$0.00		\$ 0		\$0.00	\$ 0

### Event Notes

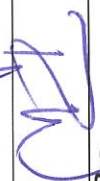




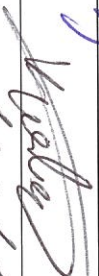







### Public Information

Standard Fee \$	Web Info: Address,Directions, URL, etc.	Misc. Public Information
\$0.00		
Alternate Fee \$		
\$0.00		

# Power Up Your Business Conference

## Financing Your Business Breakout Session

Friday, October 20, 2023

	Print Name	Company	Signature
1	Michael Wood	Indigene by Michael LLC	
2	John & Lauren Riccardi	N/A	
3	Katie Williams	COACBEANS	
4	BRENNAN LLOYD	CITY NATIONAL BANK	
5	Robin Owens	Game Plan Career Prep LLC	
6	KR AVENILKO OLEKSI	MR Dealer's Company LLC	
7	Andrew Lilly	Art's Contracting	
8	Katie Jordan	Old Townist Magazine	
9	RAFAEL CABALLERO	UVA	
10	Jim Vassaro	First Bank	
11	Christine Williams	Williams Consulting Solutions, LLC	
12	Harold White	Gidd's Charities	
13	Scotty McDowell	Kingdom Services	

# FINANCING A NEW BUSINESS

OH WHAT FUN IT IS!



U.S. Small Business  
Administration

1

## YOU'RE EXCITED WITH A WORLD OF STEAM AND PASSION

- What is your vision?
- Can you tell the story?
- What is the story?
- What does that look like to the bank?
- Where do you collect data from?
- How do you put the plan together?

2

## LIVEPLAN.COM

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- Telling Your Story
- Putting it in the language a banker can understand
- KIS – Keep It Simple
- 3<sup>rd</sup> Party Data Research

\*Presentation included Liveplan.com demonstration of financial forecasting tools. e. Kriz

3

## TRIALS AND TRIBULATIONS!

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- Trust me – first hand experience!
- If at first you don't succeed, try try again
- How many no's til you stop

4

**SBDC**  
**Summary of Training Evaluations**  
**(Attach to Form 888)**

**Title of Training:** Financing Your Business  
**Date Offered:** 10/20/2023  
**Location:** Middletown

**Analysis of Responses to Question #5: "Overall, the training was worth my time and investment."**

**From ALL Evaluation Forms:**

Number of check marks in Column 1 (Strongly Agree)	<u>9</u>	X	<u>5</u>	=	<u>45</u>
Number of check marks in Column 2 (Agree)	<u>0</u>	X	<u>4</u>	=	<u>0</u>
Number of check marks in Column 3 (Undecided)	<u>0</u>	X	<u>3</u>	=	<u>0</u>
Number of check marks in Column 4 (Disagree)	<u>0</u>	X	<u>2</u>	=	<u>0</u>
Number of check marks in Column 5 (Strongly Disagree)	<u>0</u>	X	<u>1</u>	=	<u>0</u>
<b>TOTAL SCORE</b>					<u><b>45 (a)</b></u>

<b>Total Number of Forms Received</b>	<u>9</u>
<b>Total Number of Attendees</b>	<u>13</u>
<b>Percentage of Response</b>	<u>69%</u>

<b>Total Number of Forms Received</b>	<u>9 (b)</u>	X	<u>5</u>	=	<u>45</u>	Maximum Score (c)
	Divide (a) by (c)	=	<u>100%</u>	<b>Level of Satisfaction</b>		
	Divide (a) by (b)	=	<u>5.00</u>	<b>Average Score</b>		



## SBDC Training Course Evaluation

**Name of Training Class**    **Financing Your Business**

**Date**    **10/20/23**

**Location**    **Middletown. VA**

Your response to this form is very important to us as we strive to bring you the highest quality training available. The information you provide is anonymous and confidential and will be used collectively to evaluate our training program.

Please indicate one response on each line.

		Strongly Agree	Agree	Undecided	Disagree	Strongly Disagree
1. The seminar gave me a good working knowledge of the subject matter.		✓				
2. The seminar environment was conducive to my learning.		✓				
3. The handouts were helpful.		✓				
4. The presenter was knowledgeable on the subject matter.	Cort Maddox	✓				
5. Overall, the training was worth my time and investment.		✓				

Additional comments:

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What other topics you would like to see offered? \_\_\_\_\_



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*Cort Maddox*

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5. Overall, the training was worth my time and investment.		✓				

Additional comments:

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What other topics you would like to see offered? \_\_\_\_\_



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3. The handouts were helpful.		✓				
4. The presenter was knowledgeable on the subject matter.	Cort Maddox	✓				
		✓				
5. Overall, the training was worth my time and investment.		✓				

Additional comments:

*Great information*

What other topics you would like to see offered? \_\_\_\_\_





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2. The seminar environment was conducive to my learning.		X				
3. The handouts were helpful.		X				
4. The presenter was knowledgeable on the subject matter.	Cort Maddox	X				
5. Overall, the training was worth my time and investment.		X				

Additional comments:

*Cort needed a bigger room w/more seating.*

What other topics you would like to see offered? \_\_\_\_\_



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3. The handouts were helpful.		✓				
4. The presenter was knowledgeable on the subject matter.	Cort Maddox					
5. Overall, the training was worth my time and investment.		✓				

Additional comments:

GOOD stuff, I like LivePLAN.com!!

What other topics you would like to see offered? \_\_\_\_\_



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3. The handouts were helpful.		✓				
4. The presenter was knowledgeable on the subject matter.	Cort Maddox					
	Yes					
5. Overall, the training was worth my time and investment.		✓				

Additional comments:

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What other topics you would like to see offered? \_\_\_\_\_



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5. Overall, the training was worth my time and investment.		✓				

Additional comments:

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What other topics you would like to see offered? \_\_\_\_\_



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4. The presenter was knowledgeable on the subject matter.	Cort Maddox	✓				
5. Overall, the training was worth my time and investment.		✓				

Additional comments:

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What other topics you would like to see offered? Grant writing



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4. The presenter was knowledgeable on the subject matter.	Cort Maddox	✓				
		✓				
5. Overall, the training was worth my time and investment.		✓				

Additional comments:

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What other topics you would like to see offered? Financial assistance and guidance  
For high risk  
industries  
(Food Service !!)