



Helping good businesses become better ...

What is the Nebraska Business Development Center?

NBDC is a cooperative program of the U.S. Small Business Administration (SBA) and the College of Business Administration of the University of Nebraska at Omaha. Through the Small Business Development Center program, NBDC provides direct management and technical assistance to more than 2,000 businesses in Nebraska each year. NBDC operates centers throughout the state in Omaha, Lincoln, Wayne, Norfolk, Kearney, North Platte, and Scottsbluff.

Who are NBDC consultants?

We are business assistance providers with credentials and experience in business start-up, government contracting, lean manufacturing, technology implementation, marketing research and more. We are MBAs, MBA candidates, and leaders from the Nebraska business community who are ready to apply up-to-date business theory and information to your individual needs. We also have consultants who can provide assistance in Spanish.

What does it cost?

Some business start-up consulting services are provided at no fee. Fees are assessed for assistance that requires significant time or expertise—such as on-site consulting, business valuation, market research, and web development. In these cases, the fee is negotiated between you and NBDC before the service begins.

Do you qualify?

Services are provided to anyone who wishes to start or improve a Nebraska-based business. NBDC reserves the right to decline service in some cases where minimum requirements are not met.

FOR MORE
INFORMATION

Contact any NBDC service center
or visit our website at
<http://nbdc.unomaha.edu>

nbdc.unomaha.edu

BUSINESS OPPORTUNITIES ASSESSMENT

An NBDC consultant can help you—

- ✓ Discover opportunities for improving your business
- ✓ Evaluate the prospects of a new business.

BUSINESS AND MARKETING PLAN PREPARATION

An NBDC consultant can help you—

- ✓ Review and critique your current business and marketing plan
- ✓ Prepare a plan for your business.

MARKET PLANNING AND STRATEGIES

An NBDC consultant can help you—

- ✓ Conduct market research using available data
- ✓ Recognize new market niche opportunities
- ✓ Determine optimal product mix and make strategic positioning decisions
- ✓ Develop a marketing plan and strategies to take advantage of the opportunities you have identified through market research.

BUSINESS VALUATION

An NBDC consultant can help you with a—

- ✓ Certified Business Appraisal
- ✓ Transition planning

STRATEGIC PLANNING

An NBDC consultant can help you—

- ✓ Develop a vision of the future for your company and create an implementation plan to realize your goals.

LOAN APPLICATION

An NBDC consultant can help you—

- ✓ Complete the necessary forms for a business loan
- ✓ Develop the financial projections (cash flow statement balance sheet, income statement) you will need to apply for loans
- ✓ Determine whether a loan program (commercial, SBA guaranteed, SBA 504) or other financing option is best for your business.

GETTING GOVERNMENT CONTRACTS

An NBDC consultant can help you—

- ✓ Prepare successful bids
- ✓ Understand and meet government expectations and requirements
- ✓ Determine whether your products and prices are competitive.

QUICKBOOKS® CONSULTING

An NBDC consultant can help you—

- ✓ Implement state-of-the-art accounting software in your business
- ✓ Troubleshoot specific accounting issues
- ✓ Adapt QuickBooks® to obtain the financial reports you need.

INTERNET MARKETING STRATEGIES AND WEB DESIGN

NBDC can help you—

- ✓ Develop a web strategy that meets your unique needs
- ✓ Increase business visibility with a professional, attractive website
- ✓ Develop content and manage updates.

FINANCIAL ANALYSIS AND BUSINESS REVIEW

An NBDC consultant can help you—

- ✓ Critically assess your company's current status, create new financial projections, and discover ways to improve profitability
- ✓ Perform ratio and percent-of-sales analyses
- ✓ Review sources and uses of funds
- ✓ Analyze inventory control, accounts payable, and accounts receivable.

EXPORT ASSISTANCE

An NBDC consultant can help you—

- ✓ Conduct the research needed to participate in international markets
- ✓ Apply for financing to conduct international trade.

ENTREPRENEURSHOP

Four business assistance partners located in one convenient Omaha storefront location. For address, see Omaha Service Center.

- ✓ Nebraska Business Development Center
- ✓ Nebraska Department of Economic Development
- ✓ U.S. Department of Commerce Export Assistance Center
- ✓ Nebraska Economic Development Corporation

SAFETY MANUAL AND PERSONNEL MANUAL DEVELOPMENT

An NBDC consultant can help you—

- ✓ Outline procedures to comply with government safety regulations
- ✓ Develop a personnel manual to document workplace policies.

INNOVATION VENTURE SERVICES

Providing a comprehensive group of management and technical assistance to Nebraska entrepreneurs, researchers, and innovators.

- ✓ SBIR/STTR proposal assistance
- ✓ TechVenture Development Program
- ✓ Capital access services
- ✓ NBDC Council of Advisory Boards
- ✓ Licensing assessment services
- ✓ Government contracting assistance
- ✓ Manufacturing technical assistance

NOTE: Not all services are provided at every center.

nbdc SERVICE CENTERS

- Business consulting
- Government contracting
- Manufacturing consulting

OMAHA ● ○
EntrepreneurShop
13006 West Center Road
Omaha, NE 68144
402-595-1158

OMAHA ■ □
308 Roskens Hall
University of Nebraska at Omaha
Omaha, NE 68182
■ 402-554-6253
□ 402-554-6255

LAVISTA ○ @
Educational Service Center #3
6949 S. 110th Street
Omaha, NE 68128
402-595-2900

LINCOLN ■
285 South 68th Street Place
Lincoln, NE 68510
402-472-1177

LINCOLN ●
1320 Q Street #109
Lincoln, NE 68588-0467
402-472-5222

- Business and technology training
- @ Internet marketing and web design

WAYNE ●
Wayne State College
Gardner Hall
Wayne, NE 68787
402-375-7575

KEARNEY ● ■
University of Nebraska at Kearney
West Center Building, Room 127E
1917 West 24th Street
Kearney, NE 68849-4440
308-865-8344

NORTH PLATTE ●
300 E Third Street #275
North Platte, NE 69101
308-534-5115

SCOTTSBLUFF ●
Panhandle Research and
Extension Center
4502 Avenue I
Scottsbluff, NE 69361
308-635-7513

CHADRON ●
Chadron State College
Burkhiser Hall
Chadron, NE 69337
308-432-6282

ADMINISTRATIVE OFFICE
University of Nebraska at Omaha
College of Business Administration
415 Roskens Hall
Omaha, NE 68182-0248
402-554-2521
Robert E. Bernier, assistant dean
and state director






nbdc SERVICES AND PROGRAMS

Business start Up Business plan Market research Strategic planning Loan packaging Business valuation Financial analysis QuickBooks@	Business Consulting	Technology Consulting and Training	On-site training and mentoring Enterprise Java Certificate C# Certificate VB.NET Certificate Web Development Certificate Business Computing Certificate
Assistance to obtain government contracts: Bid requirements Recordkeeping Military specifications	Procurement Technical Assistance Center	Professional Certificate Programs	Management Certificate Professional Development Project Management Certificate Leadership Certificate Lean Enterprise Certificate
Productivity technology Regulatory compliance Quality standards Marketing Workflow process	Nebraska Manufacturing Extension Partnership		Lean Enterprise Certificate Custom on-site training Custom kaizen events
Tracking the latest advances in pollution prevention technology from a cost reduction perspective	Pollution Prevention Regional Information Center	Internet Marketing Strategies Web Design	Website development Web page design eCommerce Logo design
Business consulting Virtual incubator Business support services Export assistance SBA loan information	EntrepreneurShop 13006 West Center Road Omaha, NE		Self-study products Business resources Business start-up workshops Entrepreneurship mentoring Finance and marketing classes
Council of Advisory Boards Licensing assessment Government marketing Manufacturing assistance	Innovation Venture Services		SBIR/STTR assistance TechVenture development Capital access services
Custom on-site training and mentoring for teams, managers, and supervisors	Business Leadership and Management		Management Certificate Project Management Certificate Leadership Certificate

NBDC, Nebraska's Small Business Development Center, is a cooperative program of the U.S. Small Business Administration and the University of Nebraska at Omaha. The University of Nebraska is an affirmative action/equal opportunity institution.

BUSINESS SOLUTIONS

SMALL BUSINESS DEVELOPMENT 	GOVERNMENT CONTRACTING 
LEAN MANUFACTURING 	INNOVATION VENTURE SERVICES 
MANAGEMENT and TECHNOLOGY 	SUSTAINABILITY and COMPLIANCE 