

# Business Matters

Volume 4, Issue 4

Seminole County Public Library System

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## Founder Family Friends

**What do the above have in common when it comes to small businesses?**

Traditionally, the **Founder**, **Family** and **Friends** (the three "F's") all have one thing in common when it comes to starting a small business: *money* to put into the business.

When it comes to finding money for business startup, don't automatically assume that it will come from a bank loan. Studies show that the primary source of startup funding comes

*Family, Founder, Friends continued on page 2*

## WHERE CAN I GET A GRANT FOR MY SMALL BUSINESS?

**IS THERE GRANT MONEY OUT THERE FOR  
SMALL BUSINESSES JUST STARTING UP?**

The "business grant" question is frequently asked by potential new business owners at our seminars and at the library. Many startup owners are looking for "free" money that does not need to be repaid...aka, grant money.

Here's the bottom line answer: there is very little to none, when it comes to grants for small business startup. That's right. Grant money does not exist for the average small business startup.

However, grants are available for startup companies that are developing cutting edge technology and innovative hi-tech development.

To research grants, take a look at the Federal Government web portal, [www.grants.gov](http://www.grants.gov).

To read more about grants, look at our Explore-a-Topic handout in the Business Matters website.

Click on Explore a Topic: Grants, Foundations & Nonprofits Pathfinder:  
<http://www.seminolecountyfl.gov/lis/library/business/pdf/foundationsgrants.pdf>

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from the business owner, the **Founder's** savings and personal funds.

The next best source of startup money will be from the **Family** related to the entrepreneur.

Tried and true (*and trusting*) **Friends** of the new business owner are the third option for dollars.

So, begin scouring address books and contact lists for every possible name that fits the three "F" categories. These will become the first, best source for business startup funding.

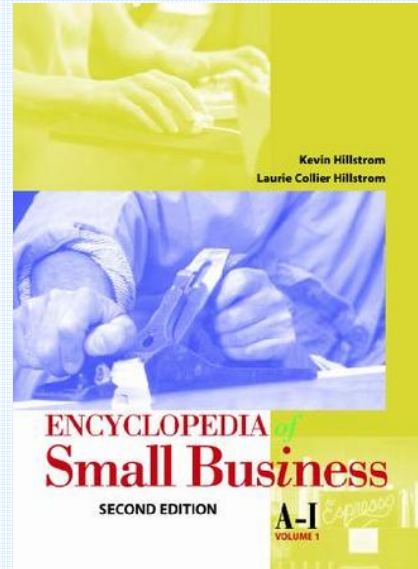
**How the Entrepreneur Press HOT 100 Companies financed their startup:**

- 1. Founder Savings & Personal Funds**
- 2. Family Gifts or Loans**
- 3. Friends Loans**
- 4. Private Investors**
- 5. Lines of Credit**
- 6. Bank Loan**
- 7. Credit Cards**

From Fastest growing new businesses in America, *Entrepreneur Magazine*, June 2006.

## Encyclopedia of Small Business\*

Premium Info Available Free Online



- Designed to provide entrepreneurs with "how-to" information that they can apply to their own business.
- Contains 600 detailed articles and overviews of all the key information needs of small business owners, including financing, financial planning, business plan creation, market analysis, sales strategy, tax planning, and human resource issues

Go to [www.seminolecountyfl.gov/library/business](http://www.seminolecountyfl.gov/library/business)  
Click into Business Databases.

\* Requires a Library Card Number to access from home.

Small Business Seminars  
will be returning in 2009.

*Start Your Business*  
*Plan Your Business*

*A joint venture with the Small Business Development Center at Seminole Community College.*



## Calendar of Events

\*Register Online

**October 2**  
**Thursday 6:00-7:30 pm**  
**Start Your Business**  
**Central Branch - Casselberry**

**October 7**  
**Tuesday 6:00-7:30 pm**  
**Plan Your Business**  
**Central Branch - Casselberry**

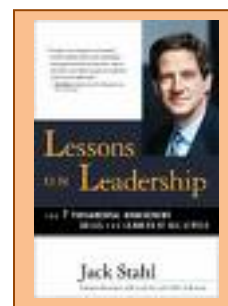
**November 20**  
**Thursday 6:30-7:45 pm**  
**Book an Expert Book Club**  
***Lessons on Leadership: the 7 Fundamental Management Skills for Leaders***  
**Central Branch - Casselberry**

Seminole County Public Library System  
 Monday – Thursday, 9:00 am - 8:00 pm  
 Saturday, 9:00 am - 5:00 pm  
 Sunday, 1:00 - 5:00 pm

### CONTACT INFORMATION

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**November 20<sup>th</sup>, Thursday evening**  
**Book an Expert Business Book Club**

Networking 6:45 pm,  
 Discussion 7:00-7:45 pm  
 Central Branch Library  
 Conference Room#2

**Topic: Leadership & Management**

**Featured book:**

**[Lessons on Leadership: the 7 Fundamental Management Skills for Leaders at All Levels](#)**

by Jack Stahl (Coca Cola & Revlon CEO)

*Refreshments will be served.*  
*A Joint Venture of the Library & the SBDC at SCC.*