

# SECTION 3/MWBE BUSINESS TRAINING PROGRAM

## 2009 Class Schedule

- Oct. 15 Section 3/MWBE Overview  
Introduction to Starting a  
Business
- Oct. 22 Market Analysis &  
Resources
- Oct. 29 Book Keeping & Taxes
- Nov. 5 Customer Service
- Nov. 12 Insurance for your Business
- Nov. 19 Legal Issues
- Nov. 26 Thanksgiving – no class
- Dec. 3 Writing a Business Plan
- Dec. 10 Finding Money
- Dec. 17 Summary/Certificates

M/WBE Office  
City of Winston-Salem  
P.O. Box 2511  
Winston-Salem, NC 27102



# SECTION 3 M/WBE Business Training Program



Sponsored By:

City of Winston-Salem  
M/WBE Office

City of Winston-Salem  
Neighborhood Services Dept.

Forsyth County M/WBE

Winston-Salem State  
University Continuing Education



## What Is Section 3?

Section 3 is part of the HUD Act of 1968 which fosters local economic development, neighborhood improvement and self-sufficiency. Wherever certain types of HUD financial assistance are designated for housing or community development, economic opportunities will be given to residents and businesses in those areas.

### Section 3 Residents are...

- residents of public housing or assisted housing;
- low/moderate income persons who live in the neighborhood of public housing;
- low/moderate income persons living in the greater metropolitan area.

### Section 3 Businesses...

- are owned by Section 3 residents;
- employ Section 3 residents in full time positions;
- subcontract with businesses which provide economic opportunities to low income persons.

## Minority/Women's Business Enterprise Program

It is the policy of the City of Winston-Salem to provide minorities and women equal opportunity to participate in all aspects of City contracting and purchasing programs, including, but not limited to participating in procurement contracts for commodities and services as well as for contracts relating to construction, repair work and/or leasing activities. Certified Minority and Women owned businesses may attend any of the classes.

## Purpose of Section 3 Business Training Program

To help participants evaluate the feasibility of a business concept and prepare those skills required of owners/operators of small businesses.

### Cost

There is no cost for this course, but enrollment is limited to the first 30 eligible participants.

### Certification

Certificates will be issued at the end of the program to participants attending a minimum of 7 out of the 8 classes.

### Location

Winston-Salem State University  
Anderson Center, Room # C107

### When

October 15 - December 17, 2009  
Each Thursday from 6:00 - 8:00 p.m.

### Light Refreshments Will Be Served

## SPECIAL THANKS TO OUR VOLUNTEERS

- Mose Belton-Perry
- Norman Sloan
- David Hinton
- David Dalrymple
- Darryl Little
- Micro Enterprise Loan Program

Registration must be received by  
**October 12, 2009**

SPACE IS LIMITED

**Call (336) 747-7474**  
for additional information  
and to register contact:  
Ruben Gonzales – MWBE Director

## REGISTRATION FORM

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Business Phone: \_\_\_\_\_

Evening Phone: \_\_\_\_\_

**Detach this panel and mail to:**  
**City of Winston-Salem**  
**MWBE/Section 3**  
**P.O. Box 2511**  
**Winston-Salem, NC 27102**