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Press Contacts:

Ann Johnson-Stromberg, Communications Manager;
NorCal Small Business Development Center Network
(707) 599-6146

Charles Eason, Director;
Solano College SBDC (707) 864-3382

Sandy Stelter and Anni Minuzzo recognized for excellence at regional conference

FAIRFIELD — Solano College Small Business Development Center’s Business Advisors, Sandy Stelter and Anni Minuzzo have been recognized by the Northern California SBDC Regional Network for their outstanding performance in 2011.

The awards were presented during the All Network Conference held in Berkeley on Feb. 3 attended by more than 150 SBDC affiliates and business community representatives from all over Northern California. The awards shine a light on Sandy Stelter and Anni Minuzzo, who have excelled in efforts to create positive economic impact in their local community.

In 2011, Sandy Stelter, Anni Minuzzo and a cadre of other SBDC advisors provided one-on-one consulting and training to nearly 17,000 entrepreneurs in Northern California. Those services led to the creation and retention of more than 2,500 jobs, sales increases of over \$62 million and over \$50 million in capital infusion (loans and equity) for client businesses in 2011.

“This special acknowledgment is a way of recognizing business advisors who go beyond the call of duty and who most significantly help the businesses they assist grow and prosper,” said NorCal SBDC Regional Director Kristin Johnson. “The good work of Sandy Stelter and Anni Minuzzo have directly helped businesses create jobs and increase sales in their communities.”

The SBDC is part of a national network of centers that assist small businesses by providing no-cost coaching and technical assistance and is partially funded by the U.S. Small Business Administration (SBA). The SBDC was created for the purpose of helping entrepreneurs build their business and contribute to the economic development of their local communities. The NorCal SBDC Network encompasses 14 Northern California counties from the Oregon border to Monterey and is the largest territory in the state.

“Sandy and Anni both have years of business experience both operating their own small businesses and as business advisors for the SBDC so they provide been there, done that advising for our clients,” said Charles Eason, Director.

To find out more about the Solano College SBDC, go online to www.solanosbdc.org, or call (707) 864-3382.

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About the NorCal SBDC Program: *Small Business Development Centers of the Northern California (NorCal SBDC) help individuals start, manage and grow their businesses.*

The SBDC Business Advisor’s expertise can help take the mystery out of business management and allow small businesses to focus on the issues most critical to the success of their company. Our Business Advisors – many of whom are entrepreneurs themselves – have years of experience and know what it takes to operate profitably and



grow a business in Northern California. SBDC services address: business plans, financial projections and budgeting, operating challenges, purchase or sale of a business, funding your venture, loan packaging, and more. All private coaching/advising services are offered at no cost to the client. To find out more information about the NorCal SBDC and its service centers go to: www.norcal sbdc.org

About the California SBDC Program: The California Small Business Development Center (SBDC) Program is the leader in providing small business owners and entrepreneurs with the tools and guidance needed to become successful. Local SBDCs provide comprehensive and expert guidance on issues such as start-up basics, financing, business and marketing plan development, procurement and government contracting. One-on-one advising is funded by the U.S. Small Business Administration and local partners and is offered at no cost. Consulting is supplemented by low-cost or free seminars and conferences. These services are delivered throughout California via an extensive network of 38 Small Business Development Centers. The California SBDC network serves more than 50,000 small business owners annually. Learn more by visiting: www.californiasbdc.org