

Mayor Allen Joines

**City Council**

**Vivian H. Burke**

*Mayor Pro Tempore, Northeast Ward*

**Dan Besse, Southwest Ward**

**Robert C. Clark, West Ward**

**Derwin L. Montgomery, East Ward**

**Molly Leight, South Ward**

**Denise D. Adams, North Ward**

**Jeff MacIntosh, Northwest Ward**

**James Taylor, Jr., Southeast Ward**

**City Manager: Lee D. Garrity**



**Winston-Salem**

Community & Business  
Development Department  
P.O. Box 2511  
Winston-Salem, NC 27102

[www.cityofws.org](http://www.cityofws.org)



## ***2016 Class Schedule***

- Oct. 25** Introduction to Starting a Business
- Nov. 1** Finances & Finding Money
- Nov. 8** Legal Considerations & Business Insurance
- Nov. 15** Marketing, Advertising, & Social Media
- Nov. 22** Writing a Business Plan
- Nov. 29** Accounting & Bookkeeping
- Dec. 6** MWBE & Working With the City of W-S
- Dec. 13** Business Plan Contest & Class Summary

**Business Development**

Ken Millett

336-747-7472 or [kenm@cityofws.org](mailto:kenm@cityofws.org)

Steven Harrison

336-747-7474 or [stevenh@cityofws.org](mailto:stevenh@cityofws.org)

**Minority & Women Business Enterprise/Section 3**

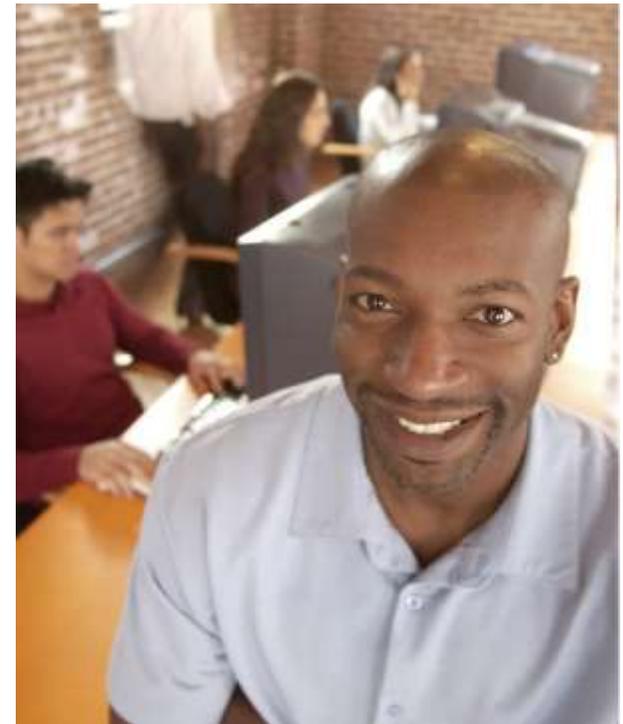
Tabetha Bailey

336-734-1249 or [tabethab@cityofws.org](mailto:tabethab@cityofws.org)

Tiesha Hinton

336-734-1262 or [tieshah@cityofws.org](mailto:tieshah@cityofws.org)

# **BUSINESS TRAINING PROGRAM**



## **SECTION 3 / MINORITY & WOMEN BUSINESS ENTERPRISE**

*Sponsored by*  
City of Winston-Salem



**Winston-Salem**

## Purpose of Section 3 Business Training Program

This program strives to help participants evaluate the feasibility of a business concept and develop the skills required to become the owners/operators of successful small businesses.

### Free

Everyone is welcome to attend. There is no cost for this course, but enrollment is limited due to space.

### Certification

At the end of the program certificates will be issued to those that attend 6 of 8 classes.

### Location

The Enterprise Center  
1922 S Martin Luther King Jr Dr.  
336-734-6916

### When

October 25 - December 13, 2016  
Each Tuesday from 6:00 – 8:00 p.m.

**Light Refreshments Will Be Served**



## What is Section 3?

Section 3 comes from the HUD Act of 1968 which promotes local economic development, neighborhood improvement and self-sufficiency by directing economic opportunities to low/moderate income residents and businesses on HUD funded housing and community development projects.

### 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 equal opportunity to minority and women owned businesses to engage in contracting and purchasing on city construction projects, departmental spending and through other procurement programs. The City is invested in assisting in the development of this essential part of the local economy.

## Registration Form

**SPACE IS LIMITED**

To Register, Call 336-747-7474, or  
Email [stevench@cityofws.org](mailto:stevench@cityofws.org)

For additional information and to register

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

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

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

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

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

E-mail: \_\_\_\_\_

**Detach this panel and mail to:**

**Steven Harrison  
Community & Business Development  
City of Winston-Salem  
P.O. Box 2511  
Winston-Salem, NC 27102**