

## **GAINING ACCESS TO CAPITAL & FINANCING YOUR BUSINESS**

**PRESENTED BY GEORGIA STATE UNIVERSITY SMALL BUSINESS DEVELOPMENT CENTER**



Topics to Include:

- Small business loans, SBA loans
- Positioning the business for a loan
- Loan prospects for start-ups versus existing businesses
- Equity capital, typical prospects, positioning the business
- Making the best business plan for you

### **SPEAKERS BIO:**

#### **Ted Beveridge, Business Consultant, Georgia State University SBDC**

Mr. Beveridge spent six years as a successful small business owner prior to joining the Georgia Small Business Development Center in 2011. As an owner, he has worked in every facet of small business operations and has developed specific experience in the food and retail sectors. Prior to becoming an entrepreneur, Mr. Beveridge spent five years in corporate financial roles and is well-versed in quantitative functions like budgeting, financial planning, pricing, and cash-flow forecasting. Additionally, he spent four years conducting search-and-rescue operations in the United States Coast Guard.

As a Small Business Consultant with the Georgia SBDC, Mr. Beveridge has developed specific expertise in financial forecasting, small business valuation, accounting, and access to capital. He has a bachelor's degree in Economics from the State University of New York at Buffalo and a Master of Business Administration in Finance and Accounting from Vanderbilt University.

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#### **Jeff Patterson, Area Director, Georgia State University SBDC**

Jeff has extensive financial industry experience that includes leadership roles in credit administration, commercial lending, operations management, regulatory compliance, and audit administration. His expertise includes loan proposal and business plan preparation, cash flow management, budgeting, and customer satisfaction. He also has brokerage and financial planning training as well as his Commercial Lending Diploma from RMA. Jeff received his MBA from Brenau University and his undergraduate degree in Business Management from North Georgia College & State University.