



# The University of Georgia Small Business Development Center

## Growing Georgia's Businesses

The University of Georgia Small Business Development Center (SBDC) is a Public Service Outreach unit of The University of Georgia. The University of Georgia SBDC provides confidential, no-cost, business consulting services to Georgia business owners and entrepreneurs. Our services save commercial finance professionals time and effort. When you refer your borrowers and customers to the SBDC, we help them grow into a stronger, more successful business. This results in safer loans today and expansion loans in the future. The UGA SBDC in Brunswick covers the 12 county area of Appling, Bacon, Brantley, Camden, Charlton, Glynn, Jeff Davis, Long, McIntosh, Pierce, Ware, and Wayne. Your clients can take advantage of our wide range of high level services, including:

### FOR BORROWERS SEEKING LOAN

- ◆ Financial benchmark analysis
- ◆ Understanding credit requirements and lending expectations
- ◆ Access to market research resources
- ◆ Break-even and financial feasibility analysis
- ◆ Business plan assistance
- ◆ Income and cash flow projection assistance
- ◆ Loan proposal assistance
- ◆ Research on local, state, and federal regulatory requirements

### ADDITIONAL SERVICES FOR BUSINESS OWNERS

- ◆ Marketing analysis and planning
- ◆ Cash flow analysis and ratio comparison
- ◆ QuickBooks assistance
- ◆ Strategic planning
- ◆ Digital and social media marketing
- ◆ Record keeping systems and data management assistance
- ◆ Human resource planning



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# Meet Your SBDC Consultants



**David Lewis, Area Director**  
*dlewis@georgiasbdc.org*

Mr. Lewis joined the SBDC in 1990 as a rural economic development consultant and is currently the area director of the Brunswick office. He has previous experience in the restaurant and commercial fishing industries. Mr. Lewis's primary area of interest lies in developing specialized management audits and other innovative methods of assisting business clients. He is a Certified QuickBooks Pro Advisor, Certified Google Small Business Trainer. He has been recognized as the UGA SBDC Consultant of the Year 2005 and the Association of Small Business Development Centers State Star (1999, 2006). He holds a MBA, University of Georgia (Business Administration) and a BBA, University of Georgia (Risk Management and Insurance).



**Jordan Tippett, Business Consultant**  
*jtippett@georgiasbdc.org*

Jordan Tippett joined the SBDC in 2015 as a business consultant in the Brunswick office. Previously, he worked for multiple large corporations in the consumer products industries in both sales and product management roles. His areas of expertise include marketing, retail strategy, financial analysis, competitive research, and strategic planning. He has a passion for working with entrepreneurs and helping them identify the keys to unlocking their full potential as business owners. He holds a Bachelor of Business Administration (BBA) (Concentration: Finance), University of Georgia, Athens, GA and a Master of Business Administration (MBA), Wake Forest University, Winston-Salem, NC.