

Collaborating for success: USDA-SCORE Partnership

In today's challenging environment of shellfish farming, collaboration is the key to success. All the answers to owning and operating your own business are not vested in one place. Your challenge as a business owner and operator is to identify and seek out the various sources of information that will assure your business's profitability. YOU'VE GOT THE FARMING PIECE DOWN, now how about that business plan?

One of those sources have been created through a partnership between the USDA and SCORE. This partnership offers FREE mentoring, training and resources for small business owners, farmers, ranchers, agribusinesses; and here in SE New England, shellfish farming. SCORE is the nonprofit resource partner of the US Small Business Administration. It's mission, for the past 53 years, is to create small businesses, add employment and assure success of small businesses. They achieve this mission three ways:

(1) Free and confidential mentoring is available to improve chances of success by one-on-one business coaching to support the local USDA advice and counsel. If you prefer, mentoring can be done by phone, video or email. You can set up an appointment with a mentor either on line at Cape Cod and the Islands SCORE (<https://capecod.score.org/content/find-mentor-67>); Email: capecodscore@verizon.net, or by calling the Hyannis office at 508-775-4884. Mentors can meet you at our Hyannis office (270 Communications Way, #5-A) or they can meet you in Eastham, Martha's Vineyard, Nantucket or wherever is convenient for you. On Cape Cod, Martha's Vineyard and Nantucket there are more than 50 "SCORE Certified" mentors ready to help you and your business open new markets, reach new customers, and achieve new goals. All mentors are highly successful business professionals and entrepreneurs, with expertise in almost every field.

(2) SCORE workshops provide training on critical topics in an environment where you can learn from experts and cohorts of similar businesses (<https://capecod.score.org/content/take-workshop-34>). SCORE -USDA will be sponsoring a business opportunity workshop on off-shore aquaculture tentatively planned for autumn 2018 or early winter 2019.

(3) SCORE Online resources can become your playbook providing step-by-step outlines and checklists to support small business strategies (<https://capecod.score.org/content/browse-library-34>). USDA also offers extensive online resources and mentoring now in partnership with SCORE (<https://newfarmers.usda.gov/mentorship>).

Additional resources from your local chapter of SCORE appear weekly in the Cape Cod Times. Fellow mentor, Marc Goldberg, recently offered additional resource links for the new USDA-SCORE Partnership (<http://www.capecodtimes.com/news/20180819/help-your-new-agribusiness-succeed>).

Volunteering at SCORE is a way for you to give back to your community, connect with fellow business owners and pass on your knowledge to the next generation of entrepreneurs in your community (<https://www.wallacesfarmer.com/farm-operations/score-needs-volunteers-help-beginning-farmers>).

For more information about how the USDA/SCORE partnership can help you get to the next step in success in your business contact Dennis Walsh, (dennis.walsh@scorevolunteer.org) at SCORE Cape Cod and the Islands, or your local USDA representative, County Executive Director, Steven Ward (steven.ward@ma.usda.gov).



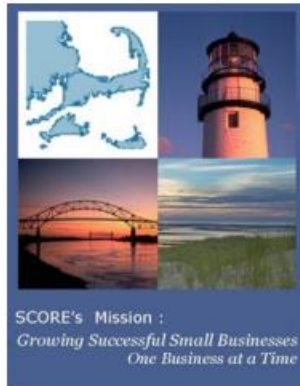
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USDA-SCORE mentorship initiative
collaborating with SCORE to support farmers

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Think Big. Start Small.
Go with Experience on Your Side



SCORE's Mission :
*Growing Successful Small Businesses
One Business at a Time*

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Who Do We Help?



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The Price for Coaching a Client in Planning and Starting a Successful Business:

\$0.00

There is no cost to the client.

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