

SNAPSHOT 2014

Advancing Small Business

- Assisted 57 businesses with starting and expanding in the region
- Assisted businesses in hiring or retaining 313 jobs
- Provided 3,595 hours of one-on-one consulting services to 529 clients
- Coordinated two international trips connecting regional businesses to potential global buyers and to worldwide trade shows
- Provided 43 training seminars to 707 participants
- Admitted 2 new high-tech tenants into the Small Business Incubator program
- Honored the SIU SBDC for having provided services to over 6,500 small business clients in their 30-year span
- Secured funding for an Innovator in Residence program for University spin-outs and regional technology businesses

Connecting the University


- Assisted eleven students with Saluki Ventures start-up activities
- Continued development of SIU Research Park infrastructure
- Completed six class and student projects with University students and faculty
- Presented six technology/research lunch-n-learn seminars or small group seminars
- Served as the business development interface with Tech Transfer
- Supported Saluki CEO Corps, a SIU student organization focused on entrepreneurship and innovation
- Connected ten faculty researchers and scientists for collaborative research and business opportunities
- Completed two intensive market research/product development projects with regional businesses
- Launched a new 3D Prototyping Lab to assist clients with idea-to-product creation
- Developed a framework based on best practices for providing innovation and collaboration across campus

Collaborating Regionally

- Connected the Center for Delta Studies with the Delta Leadership Institute on community based projects
- Provided assistance to southern Illinois counties to establish the high school CEO program
- Completed the seventh Lead SI class, providing leadership training for high school students
- Provided technical assistance for startup and expanding Not-for-Profit organizations
- Continued a southern Illinois in-shoring project
- Within IMEC, developed a nationwide supply chain optimization strategy for manufacturers
- Represented the University with the Southern Illinois Metropolitan Planning Organization
- Partnered with the Mid-South Minority Business Council Continuum to offer two business seminars focused on women and minority owned companies
- Surveyed 900 regional manufacturers and technology businesses in support of the Southern Illinois in-shoring project

Finding Financing

- Secured more than \$7.8 mm in financing for local business start-ups and expansions
- Continued partnership with Champion Community Investments and other regional loan funds to lend to small businesses in southern Illinois
- Hosted investment pitch events connecting entrepreneurs to local and regional investment opportunities
- Participated in InvestMidwest, along with several client technology companies



**Creating,
Developing
and Growing
Southern Illinois—
One Business
at a Time**

**For additional information,
visit econdev.siu.edu
or call (618) 536-4451**