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