Advancing Small Business

- Assisted 40 businesses with starting and expanding in the region
- Assisted businesses in hiring or retaining 394 jobs
- Provided 4,728 hours of one-on-one consulting services to 441 clients
- Coordinated three international trips connecting regional businesses to potential global buyers and to worldwide trade shows
- Provided 45 training seminars to 825 participants
- Assisted in establishing nine new tenants in the Small Business Incubator program
- Coordinated a first-ever, family business succession event in southern Illinois

Connecting the University

- Assisted nine students with Student Innovation Incubator start-up activities
- Continued development of Southern Illinois Research Park infrastructure
- Completed eight class projects with University students and faculty
- Coordinated the fifth Technology and Innovation Expo with Tech Transfer
- Presented six technology/research lunch-n-learn seminars
- Provided leadership in securing $1.5 million in funding for the Carbondale Gigabit Community project
- Served as the business development interface with Tech Transfer

Collaborating Regionally

- Coordinated six listening posts in the southern 20 counties with Connect SI
- Renewed the Center for Delta Studies
- Provided assistance to four counties to model the Effingham CEO program locally
- Completed the sixth Lead SI class, providing leadership training for high school students
- Secured funding for a university/manufacturer collaboration initiative
- Initiated a southern Illinois in-shoring project
- Helped secure wireless broadband connectivity in the Cobden/Alto Pass areas
- Worked with the Southern Illinois Airport on growth opportunity projects
- Within IMEC, developed a nationwide supply chain optimization strategy for manufacturers

Finding Financing

- Secured more than $6.5 mm in financing for local business start-ups and expansions
- Collaborated with Champion Community Investments to lend in excess of $500K to small businesses in southern Illinois
- Assisted Champion Community Investments in obtaining a CDFI designation
- Secured $1.6 million in additional business loan funds from federal sources
- Hosted investment pitch events, connecting entrepreneurs to $250K
- Participated in InvestMidwest, along with several client technology companies

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