

SNAPSHOT 2017

Advancing Small Business

- Advised 222 clients and provided 1,309 hours of consulting
- Held 6 business management training sessions for specific industry clusters including craft brewers and restaurant owners
- Instructed over 500 training session attendees
- Assisted 28 entrepreneurs in the creation of new businesses
- Supported the expansion of 8 businesses
- Assisted in the creation of 91 jobs and the retention of 63 jobs
- Admitted 3 new companies, expanded 2 existing companies, and graduated 2 companies from the Small Business Incubator Program
- Celebrated a 33-year service span for SIU SBDC, having served 8,500 small business clients from across the region

Connecting the University


- Coordinated dual credit for 24 high school entrepreneurship students with BUS 115
- Sponsored 2 students to become University Innovation Fellows, a nationwide program that embeds innovation and entrepreneurship into college education
- Showcased regional research, technology, and innovation businesses at the 2017 Eclipse
- Assisted 8 students with Saluki Ventures startup activities, and completed 6 university class and students projects
- Managed a Cuban agriculture, biotechnology, and entrepreneurship faculty/staff exchange in Carbondale and Cuba
- Highlighted SIU inventors and innovators at two events, including the award of SIU's 100+ patents
- Completed 2 intensive regional market research/product development projects
- Expanded the 3D prototyping lab, assisting clients with idea-to-product creation
- Served as business development liaison with Technology Transfer including inventor roundtables and entrepreneurship innovation seminars
- Collaborated with the Delta Regional Authority to offer an entrepreneur-in-residence program to regional technology and high-growth businesses
- Trained 13 faculty technology spin-outs in entrepreneurship through Operation Mousetrap

Collaborating Regionally

- Supported community-based projects on business retention, rural health care, and prescription drug monitoring, through the Center for Delta Studies
- Provided assistance and hosted workshops and a trade show to Southern Illinois high school CEO programs, promoting retention of young entrepreneurs
- Provided technical assistance for startup and expanding nonprofit organizations
- Partnered with the International Economic Development Council to offer two national workshops on business continuity and economic development for elected officials

Finding Financing

- Leveraged \$692,300 in owner investment to \$3,953,000 of outside investment
- Continued partnership with Champion Community Investments and other regional loan funds, promoting investments into small businesses in Southern Illinois
- Hosted investment pitch events connecting entrepreneurs to investors
- Provided training for lenders and introduced various funding options to business owners through the Illinois Department of Commerce, the Veterans Business Opportunity Center, the U.S. Small Business Administration, the U.S. Department of Agriculture and the Delta Regional Authority



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

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