

SNAPSHOT 2016

Advancing Small Business

- Advised 375 clients and provided 2,023 hours of consulting
- Held 13 business management training sessions
- Instructed 211 training session attendees
- Assisted 25 entrepreneurs in the creation of new businesses
- Supported the expansion of 12 businesses
- Assisted in the creation of 174 jobs and the retention of 314 jobs
- Assisted businesses export products outside of the United States, increasing sales by \$36,018,804
- Admitted three new companies, expanded three existing companies and graduated one company from the Small Business Incubator Program
- Celebrated a 32-year service span for SIU SBDC, having served 8,000 small business clients from across the region

Connecting the University

- Hosted the Saluki Innovation Series, a cross-disciplinary innovation and technology program for students in all majors
- Sponsored four students to become University Innovation Fellows, a nationwide program that embeds innovation and entrepreneurship into college education
- Honored the SIU Research Park for providing services and promoting growth of regional technology companies for 15 years
- Assisted 11 students with Saluki Ventures startup activities, and completed six university class and students projects
- Served as the business development liaison with Tech Transfer
- Supported Saluki Entrepreneur Corps, an SIU student organization focusing on entrepreneurship and innovation
- Completed two intensive market research/product development projects with regional businesses
- Expanded the 3D prototyping lab, assisting clients with idea-to-product creation
- Collaborated with the SIU Alumni Association to demonstrate 3D printers at all home Saluki football games and provided Saluki-branded novelties to tailgate participants

Collaborating Regionally

- Supported community-based projects on business retention, rural health care, and prescription drug monitoring, through the Center for Delta Studies
- Provided assistance to Southern Illinois high school CEO programs, promoting retention of young entrepreneurs
- Provided technical assistance for startup and expanding nonprofit organizations

Finding Financing

- Assisted in securing more than \$13 million in financing and investment capital
- 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