



GROWING SOUTHERN ILLINOIS One Business at a Time



2017 SBDC SUCCESS BY THE NUMBERS

36 Businesses started and expanded
154 Jobs hired and retained
1,309 Hours of one-on-one advisement
222 Clients advised
6 Training events hosted
500 Participants trained

Owner investment \$692,300
Outside investment \$380,300
Loan dollars approved \$3,573,000
Total regional investment \$4,645,300

Illinois Small Business Development Center at Southern Illinois University

The Illinois Small Business Development Center at Southern Illinois University Carbondale assists area business owners increase their sales, obtain loans, streamline operations, utilize new technologies, expand into new markets and position themselves for long-term growth.

The SBDC offers a team of business advisors who provide no-cost business consulting and low-cost training in business operations and management, marketing, financing, business planning and more.

For more information, or to set up a private consultation, call 618/536-2424, email sbdc@siu.edu or go online at sbdc.siu.edu.



SOUTHERN ILLINOIS UNIVERSITY
SMALL BUSINESS
DEVELOPMENT CENTER



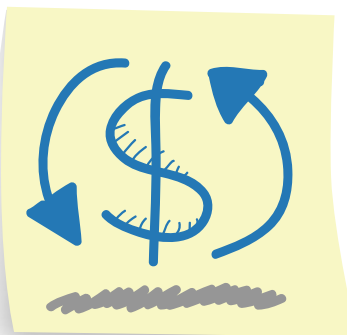
How can SIU SBDC help *YOUR* business?

We understand that owning a business is a dream for many, and we are here to help make that dream a reality. So if you have an entrepreneurial mind, are ready to work hard and have time and money to invest, we can help! Whether it's planning a startup business or growing an existing business, come talk to us.



Existing Business (Growth Planning)

- Rebranding/Market Identification
- Website Review
- Search Engine Optimization
- Social Media Strategy
- Expansion Planning/Financing
- Succession Planning
- Financial Statement Analysis
- Prototype Development/
3D Printing
- Client/Student Class Projects



New to Business (Managing a Startup)

- Hiring New Employees
- Financial Packaging
- Contract Negotiations
- Cash Flow Analysis
- Management Advice
- Financial Statement Preparation
- Competitive Assessment
- Target Market/Customer
Identification
- Marketing Channel Strategy



Pre-Venture (Startup Preparation)

- General Business Advice
- Business Planning
- Financial Projections
- Funding Options
- Web Development Advice
- Franchise Purchase
- Connecting with Micro Lenders
- Demographic Analysis
- Business Licensure
- Business Structure

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