



# GROWING SOUTHERN ILLINOIS

## One Business at a Time



### 2018 SBDC SUCCESS BY THE NUMBERS

37..... Businesses started and expanded  
 194..... Jobs hired and retained  
 1,380..... Hours of one-on-one advisement  
 287 ..... Clients advised  
 22 ..... Training events hosted  
 244 ..... Participants trained

**Investment..... \$1,523,095**  
**Loan dollars approved.....\$3,950,305**  
**Total regional investment..... \$5,473,400**

### Illinois Small Business Development Center at Southern Illinois University

The Illinois SBDC at SIU has a team of business advisors who provide no-cost business advisement and low-cost training in business operations and management, marketing, financing, business planning, and more.

The SBDC helps area business owners increase their sales, find financing, streamline operations, utilize new technologies, expand into new markets, and position themselves for long-term growth.

**For more information or to set up a private appointment, call 618.536.2424, email [sbdc@siu.edu](mailto:sbdc@siu.edu), or go online to [sbdc.siu.edu](http://sbdc.siu.edu).**



SOUTHERN ILLINOIS UNIVERSITY  
**SMALL BUSINESS  
 DEVELOPMENT CENTER**



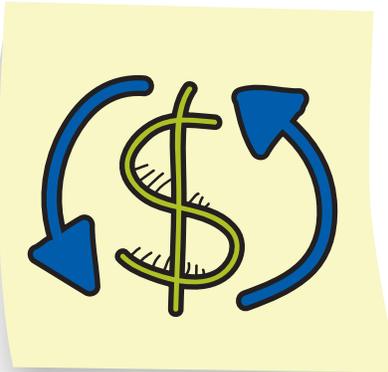
# How can the Illinois SBDC at SIU help YOUR business?

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, and are ready to work hard, we can help! Whether it's planning a start-up business or growing an existing business, come talk to us.



## Existing Business (Growth Planning)

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



## New to Business (Managing a Startup)

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



## Pre-Venture (Startup Preparation)

- Business Advice
- Business Plan Assistance
- Financial Projections
- Funding Options
- Web Development Advice
- Franchise Purchase
- Connecting with Micro Lenders
- Demographic Analysis
- Business Licenses & Permits
- Business Structure

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