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, or go online to sbdc.siu.edu.

<table>
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<th>2018 SBDC SUCCESS BY THE NUMBERS</th>
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<td>37 .......... Businesses started and expanded</td>
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<td>194 .......... Jobs hired and retained</td>
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<td>1,380 .......... Hours of one-on-one advisement</td>
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<td>287 .......... Clients advised</td>
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<td>22 .......... Training events hosted</td>
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<td>244 .......... Participants trained</td>
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Investment ........................................... $1,523,095
Loan dollars approved ...................... $3,950,305
Total regional investment ............... $5,473,400
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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The Illinois Small Business Development Center/International Trade Center is funded in part through a cooperative agreement with the U.S. Small Business Administration and the Illinois Department of Commerce and Economic Opportunity and hosted by Southern Illinois University Carbondale.