

# SNAPSHOT 2014

## Advancing Small Business

- Assisted 57 businesses with starting and expanding in the region
- Assisted businesses in hiring or retaining 313 jobs
- Provided 3,595 hours of one-on-one consulting services to 529 clients
- Coordinated 2 international trips connecting regional businesses to potential global buyers and to worldwide trade shows
- Provided 43 training seminars to 707 participants
- Admitted 2 new high-tech tenants into the Small Business Incubator program
- Honored the SIU SBDC for having provided services to over 6,500 small business clients in their 30-year span
- Secured funding for an Innovator in Residence program for University spin-outs and regional technology businesses

## Connecting the University

- Assisted 11 students with Saluki Ventures start-up activities
- Continued development of SIU Research Park infrastructure
- Completed 6 university class and students projects
- Presented 6 technology research seminars
- Served as the business development interface with Tech Transfer
- Supported Saluki CEO Corps, a SIU student organization focusing on entrepreneurship and innovation
- Connected 10 faculty researchers and scientists for collaborative research and business opportunities
- Completed 2 intensive market research/product development projects with regional businesses
- Launched a new 3D Prototyping Lab to assist clients with idea-to-product creation
- Developed a framework based on best practices for providing innovation and collaboration across campus

## Collaborating Regionally

- Re-connected the Center for Delta Studies with community-based projects
- Provided assistance to southern Illinois counties to establish the high school CEO program
- Completed the 7th Lead SI class, providing leadership training for high school students
- Provided technical assistance for startup and expanding not-for-profit organizations
- Continued a southern Illinois in-shoring project
- IMEC merged with Illinois Performance Excellence, bringing together 2 organizations focused on the competitiveness and process optimization of Illinois manufacturers
- Represented the University with the Southern Illinois Metropolitan Planning Organization
- Partnered with the Mid-South Minority Business Council Continuum to offer 2 business seminars focused on women and minority owned companies
- Surveyed 900 regional manufacturers and technology businesses in support of the southern Illinois in-shoring project

## Finding Financing

- Secured \$7.8 million in financing and investment
- Continued partnership with Champion Community Investments and other regional loan funds to lend to small businesses in southern Illinois
- Hosted investment pitch events connecting entrepreneurs to investors
- Participated in InvestMidwest Venture Capital Forum



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

**For additional information,  
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