



Celebrating 30 Years of Small Business Success

April 28, 2014

In Today's Weekly Connection:

- ✦ **Illinois Innovation Index – April**
- ✦ **Survey Finds Businesses Ready To Increase Capital Spending**
- ✦ **Program Success of the Week – Tiadaghton House**
- ✦ **Resource of the Week – HipChat.com**
- ✦ **10 Quick Tips for the New ProfitCents**
- ✦ **Neoserra/WebCATS – Open Clients & Active Bid Match Clients**
- ✦ **Moves and News – Small Business Award Winners**
- ✦ **America's SBDC Network Connect**

Illinois Innovation Index – April

[April 2014 Innovation Update](#) - Growth in Illinois' High-tech Employment

As digital technology has become a fundamental component of business operations across industries, Illinois' tech economy is increasingly characterized by growing employment in computer- and Internet-related services and publishing. For the April Index, ISTC analyzed new Economic Modeling Specialists Intl. (EMSI) data on high-tech industries and found that computer-related fields led the sector with a gain of 30,570 jobs between 2004 and 2014. This gain offset the loss of 21,675 manufacturing jobs during that period—a trend that corresponds to the 33 percent nationwide decrease in manufacturing employment.

Just as computer services–related industries have grown the most in terms of employment among high-tech industries, computer occupations are also by far the fastest growing group among science, technology, engineering, and math (STEM) jobs. In the scientific and R&D services industries, engineers with expertise in emerging technologies remain in relatively high demand compared with other occupations—a promising finding in light of new efforts such as the [Digital Manufacturing and Design Innovation \(DMDI\) Institute](#), which will further drive demand for these highly educated and specialized professionals. For more information on occupational shifts in Illinois, read the [full article here](#) →

Survey Finds Businesses Ready To Increase Capital Spending

From The Society of Manufacturing Engineers Daily Executive Briefing - [USA Today](#) (4/21, Davidson) reports that the latest quarterly survey from the National Association for Business Economics shows that “61% of corporate economists say their companies will likely increase capital spending in the next year,” which is an increase from “an average 52% in the past four quarterly surveys.” USA Today notes that the increase in spending could be “good for the economy” because “spending drives growth.”

NABE Survey Shows Businesses Plan On Increasing Capital Investment.

[Reuters](#) (4/22) reports a National Association for Business Economics (NABE) survey showed that 61 percent of firms surveyed are planning to increase capital investments over the course of the next year. The investments will include buildings and equipment. The net share of respondents seeing gains was 54 percent, the highest of any of the last four quarterly surveys, which have been between 40 and 47 percent.

Program Success of the Week – Tiadaghton House

Holly and Jim Lovell have successfully channeled their military family experience and love of art into a thriving startup business that showcases the talents of more than 65 Metro East area artists.

The Tiadaghton (tie-a-dotten) House – featuring arts, antiques and American crafts – is located within a two-story, turn-of-the-century red brick property in historic, downtown Lebanon, IL. The shop's unique name stems from an Iroquois word for River of Pines and the small creek in central Pennsylvania where Mr. and Mrs. Lovell grew up together. Starting a business in a community where one lives is challenging enough. The Lovell's upped the ante considerably by launching their new enterprise from the East Coast. Jim, a career U.S. Air Force officer assigned to the Pentagon, noticed an ideal location for their future business had popped up for sale. With a strong desire to return to the area, the Lovell's purchased the Tiadaghton House in late 2012 with a clear mission -- in business in less than 12 months.

Their plan included finishing and renting the second floor as studio space to artists that would conduct classes, attract customers, and compliment the arts and crafts on the first floor gallery. Holly and Jim found three local artists that match their requirements – Nancy Young Spence of Columbia (clay), Becky Ripplemeyer (soaps) of Belleville and Alicia Scolarici (oil and acrylics) of O'Fallon. With signed leases, the Lovell's covered a majority of their monthly operating cost. This enabled the couple to dictate their own terms and style for the first floor consignment space.

The Metro East Small Business Development Center, headed by Director Patrick McKeehan, played a prominent role in providing business start-up expertise to the Lovell's, according to Jim Lovell. "The SBDC shared detailed information on how to do business in Illinois, how to pay taxes, how to register our business, employee rules and other small business regulations," Mr. Lovell said. "Patrick met us here and walked page by page through our business model and business plan, listening and giving us lots of great advice. Maybe more than anything else, he gave me a lot of confidence that Holly and I were on the right track." The SBDC brought SIUE School of Business students into the shop to provide additional marketing recommendations. "Patrick also connected us with a SIUE Marketing Research graduate student with new media expertise who critiqued our website," added Jim Lovell. "All in all, working with SBDC staff was a very good experience. It has definitely contributed to our success thus far."

Mr. Lovell retired from the Air Force in late June 2013 and the family moved back to Illinois. Two months later, the Tiadaghton House opened its doors on Labor Day weekend. Visitors can see and purchase affordably priced handcrafted artist creations, including photography, ceramics, watercolor, charcoal, woodworking, pottery, stained glass and jewelry along with many unusual antiques. Artists displayed at Tiadaghton House represent a healthy cross-section of the St. Louis region, with 90 percent of them based in studios on the Illinois side of the river. Learn more and see artwork at www.tiadaghtonhouse.com or call 618/808-0311.

Resource of the Week – HipChat.com

From Wikipedia: HipChat is an [application service provider](#) for internal/private [chat](#) and [instant messaging](#). It allows users to create and participate in chat rooms and send one-on-one messages with other people in a group-centric format.

HipChat features:

Persistent Rooms and 1-to-1 Chat

Share ideas, code, and files with your team in real time. Rooms are perfect for individual projects, teams, or entire departments. You can also hop into a 1-to-1 chat with a coworker anytime.

Real-time video chat and screen sharing

Connect your team and build genuine consensus with face-to-face video chat and real-time screen sharing. The next best thing to right next to you.

Complete Chat History

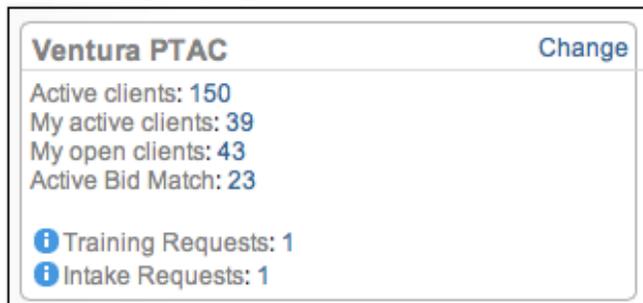
Catch up on things you missed while you were away, and pick up right where you left off from any device. HipChat saves your conversations so you'll never forget who said what, and when.

10 quick tips for the new ProfitCents

Illinois SBDCs, we hope you have had a chance to check out the new ProfitCents. Even though the new platform is easier than ever to use, ProfitCents would like to provide you with 10 quick tips to help guide you through the enhancements. You can access these 10 tips [here](#). Additionally, a brief guide on how to run your reports faster has been created, which you can access [here](#).

Neoserra/WebCATS Update – Open Clients & Active Bid Match Clients

On the home page of Neoserra, in the Center panel you will see a number of convenient link to specific groupings of clients:



Learn more at: <http://www.outreachsystems.com/resources/help/neoserra/faq.jsp?id=n214>

Moves and News

SBA ANNOUNCES ILLINOIS SMALL BUSINESS WINNERS - SMALL BUSINESS AND CHAMPION AWARD WINNERS HONORED AT CEREMONY JUNE 26

CHICAGO, IL--The U.S. Small Business Administration's (SBA) Illinois District Office is pleased to announce Illinois' 2014 Small Business Person of the Year, Small Business Exporter of the Year, Small Business 8(a) Graduate of the Year, the Jeffrey Butland Family-Owned Business of the Year, 7(a) Lender of the Year, 504 Lender of the Year, Small Loan Advantage of the Year, and Community Lender of the Year.

Each year, SBA's Illinois District Office honors small businesses and small business advocates for its contributions to Illinois' economy and society. This year's state winner for the Small Business Person of the Year is Elizabeth Colon of Metaphrasis Language & Cultural Solutions, LLC. This minority owned and operated small business headquartered in Chicago was nominated by *Natalie Linville-Mass, President, Media Link, Inc.* Colon won over numerous entries throughout the state because of her outstanding contributions to the small business community and the linguistic/cultural industry.

"Elizabeth Colon embodies qualities commonly found in successful entrepreneurs: a keen vision of what can be, a strong commitment to business and community, and a willingness to take risks necessary to move forward," said Robert S. Steiner, Illinois District Director. "These are the qualities that led to Ms. Colon's selection for the top *Illinois District* award."

Metaphrasis Language & Cultural Solutions, LLC was founded in 2007 with the intent of creating equal access and opportunities for culturally diverse clients while enhancing the company's exposure through the use of quality foreign language services. In just a few years, Metaphrasis has established itself as a premier national language services company focusing on translation and interpretation services in numerous industries for a variety of Fortune 500 Companies and government agencies here and abroad.

Metaphrasis has been featured in many media venues such as "Hispanic Executive Magazine, La Raza Chicago, Negocios Hoy, and Women's Day Magazine. Under Colon's leadership, Metaphrasis has also received numerous awards from the Daily Herald (Entrepreneurial Excellence Award), Enterprising Women of the Year (Honorable Mention), and the Chicago Latino Network (Latino Professional Award Finalist) just to name a few .

In addition to the *Small Business Person of the Year*, other 2014 Illinois Small Business Award Winners that were selected for their continued support and contributions to the Illinois Small Business community included:

| AWARD | WINNER |
|--|--|
| 8(a) Graduate Business of the Year | SMITA N. SHAH – SPAAN TECH, INC. <i>Nominated by Michi E. Pena, Vice President of Development, Spaan Tech, Inc.</i> |
| Small Business Exporter of the Year | BRUCE GILLILAN – SIMMONS ENGINEERING CORPORATION <i>Nominated by Morgan Coghill, Vice President, Simmons Engineering Corp.</i> |
| Jeffrey Butland Family – Owned Business of the Year | ROGER CARELTON & DONNA MARIE APPLE M & S FARM IMPLEMENT COMPANY, INC. <i>Nominated by Workforce and Illinois Small Business Development Center at Southeastern Illinois College – Lori Cox, Director</i> |
| 7(a) Lender of the Year | JP Morgan Chase <i>Michael Hereda – Vice President SBA Programs</i> |

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| 504 Lender of the Year | Growth Corp <i>Douglas Kinley - President</i> |
| Small Loan Advantage (SLA) Lender of the Year | Ridgestone Bank <i>Bruce Lammers – President & CEO</i> |
| Community Lender of the Year | First Mid-Illinois Bank & Trust <i>Jason Tucker – Vice President, SBA Programs</i> |

These recipients competed in their respective categories among other small business entrepreneurs and small business champions throughout SBA's Region V area which included Illinois, Indiana, Michigan, Minnesota, Ohio, and Wisconsin.

In collaboration with SCORE: For the Life of Your Business, and the Illinois Department of Commerce and Economic Opportunity – Small Business Development Center Network (SBDC), and the Women's Business Development Center, all of our Illinois winners will be honored at the *2014 Illinois Small Business Awards Luncheon to be held June 26th at the Union League Club of Chicago*. Both SCORE (50th Anniversary) and the DCEO-SBDC (30th Anniversary) will also be recognized for their outstanding contributions to the Illinois Small Business Community.

[America's SBDC Network Connect](#)

Please [CLICK HERE](#) to see the April 17, 2014 edition of [America's SBDC Network Connect newsletter](#). Please click on the 2nd item under "The America's SBDC Blog" to find a story from our Illinois SBDC at SIU-E. map

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The **WEEKLY CONNECTION** is distributed by the Illinois SBDC and DCEO Office of Entrepreneurship, Innovation & Technology each Monday to members of the DCEO Illinois SBDC Network to provide the service delivery partners with regular updates on small business issues, opportunities and resources. You may send any information to share with the Illinois SBDC Network to Tom.Becker@illinois.gov. Please feel free to forward this update to other interested resource providers and key stakeholders.

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