



Celebrating 30 Years of Small Business Success

June 30, 2014

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Illinois Small Business Awards

The 2014 Illinois Small Business Awards Luncheon was held last Thursday, June 26th in Chicago. Once again we want to offer huge congratulations to all of the recipients recognized at this outstanding event. In addition to several Illinois SBDC clients being recognized for their outstanding achievements the Illinois SBDC was also recognized for its long term of service to Illinois small businesses. This year the Illinois SBDC is "Celebrating 30 Years of Small Business Success". For those of you unable to participate in the event, attached you will find a copy of the program brochure for this very special event.

Small Business Stats for Illinois

Last week we shared information about the SBA Office of Advocacy's newly released [Small Business Profiles for the States and Territories](#), an annual analysis of each state's small business activities. This annual publication provides information for the 50 states, the District of Columbia, the U.S. territories and United States. The profiles are available online at www.sba.gov/advocacy/848/938561.

The Illinois Small Business Profile can be found at [http://www.sba.gov/sites/default/files/files/Illinois13\(1\).pdf](http://www.sba.gov/sites/default/files/files/Illinois13(1).pdf).

Based upon the latest information contained in the Profiles, Illinois:

- Ranked #1 for the highest number of small businesses opened (2013)
- Ranked #5 for the highest number of small businesses (2011)
- Ranked #6 for the highest number of small business employment (2011)
- Ranked #5 for the estimated highest share of women-owned firms (2011)
- Ranked #6 for the estimated highest share of minority-owned firms (2011)
- Ranked #5 for the highest number of self-employed individuals (2012)

Americans Who Dropped Out of the Workforce Are Coming Back

Reuters, 6/5/14 - For the first time in six years, the share of people who either have a job or are looking for one is on the rise in a majority of U.S. states, a sign one of the deepest scars of the economic crisis could be healing. Most states have experienced sharp declines in labor force participation since the 2007-2009 recession, but a Reuter's analysis of government data found a reversal could be underway.

The data bolsters Federal Reserve Chair Janet Yellen's view that America has ample room to create jobs without causing uncomfortably high inflation and it buttresses arguments for keeping interest rates low. If Yellen is wrong, the Fed's easy money policies could lead employers to bid up wages for scarce talent, stoking price increases.

Anecdotal reports suggest that in many parts of the country, demand for labor appears to be growing enough to get people who had dropped out of the workforce to restart their job hunts." We are getting more job creation and we are seeing more people come in," said Paul Turek, a labor economist with Washington State's Employment Security Department.

The data covering the 50 states and the District of Columbia is volatile, so it does not provide conclusive evidence of a bounce back in the labor force. But since the start of the recession in December 2007, the direction of participation rates has been clear: they have been falling. It has been rare in recent years for more than a handful of states to show improved labor participation over any six-month period. Now there's evidence the pendulum may be swinging back. The gains are spread across the country - from states with rebounding construction industries like Florida and Utah to those with job growth in health care and education like West Virginia.

The Fed's Beige Book of anecdotal economic reports for May, which was released on Wednesday, said the U.S. labor market "generally improved," with the central bank's Kansas City district reporting that businesses were now having to compete for workers, the Cleveland and Chicago districts noting an upturn in demand for temporary employees, and Atlanta pointing to a jump in the number of workers moving from temporary to permanent jobs. It said wage pressures remained "subdued."

In April, the national participation rate fell to 62.8 percent, revisiting a 36-year low reached late last year, although a report on Friday is expected to show it ticked up in May. During 2007, before the financial crisis and the recession, it was as high as 66.4 percent. Some of the decline has been due to an aging workforce and the retirement of baby boomers, a fact that may well keep participation from ever bouncing back to its pre-crisis level. But some dropouts went to college and are bound to eventually restart job hunts. Others grew frustrated at the lack of available jobs, but may decide to try their luck again if the economy continues to improve. Some prominent economists, including former White House adviser Alan Krueger, argue that many of the folks on the margins of the labor force are not coming back. If that is true, higher inflation, fueled by rising wages, could come sooner than the Fed expects.

Job creation on its own is no guarantee that the country's labor pool will stabilize or expand. But recent research has held out some hope by focusing on the fate of the long-term unemployed - a group that, by historical standards, currently accounts for a disproportionate share of the unemployed. If they were to grow frustrated and stop looking for work, they would drive the participation rate even lower. But research by both Goldman Sachs and the Fed indicates they are beginning to find jobs, gravitating, for example, to part-time work as a "stepping stone" to full-time employment.

Program Success of the Week – Rumshine Craft Distilling

Ernie Trinkle used to joke about opening a still. What once was a lighthearted joke is now a growing rum distillery. Mr. Trinkle in partnership with his friend Tyler Langston now operate

Rumshine Craft Distilling in Tilton, IL near Danville. The pair produce many varieties of rum including Apple Strudel, Laid Back Lemonade, Tilton Tea, Rumshine 8 and Buck and a Quarter. Alcohol content of the spirits range from 38 proof (19% by volume) to 125 proof (62.5% by volume).

The partners first came to the Illinois Small Business Development Center at Danville Area Community College in May of 2012 for business planning assistance. More recently, Carol Nichols, the Danville SBDC Director, helped them prepare a presentation for incentives offered by the Village of Tilton. The successful meeting resulted in Tilton giving Rumshine one (1) acre of land to develop for a promise to operate their business there for at least five years, paying related taxes. Using their contracting skills, the pair did much of the construction themselves while using equity and personal funds to finance building. Distilleries face an extensive approval process that requires state, federal and local licensure. This is a long process and the firm finally sold their first bottle of rum in October, 2013.

Rumshine Craft Distilling is open from Tuesday to Friday, 5:00 PM to 8:30 PM and on Saturdays from Noon to 6:00 PM. Their growing list of retailers include County Market, Vermillion Liquors North, Brazas Liquors, Main Street Bar and Grille and Fatman's all in Danville as well as Three Ravens in Monticello and The Grapevine in Tilton. They are working to find outlets in the Champaign/Urbana area. Rumshine products have also appeared at various regional special events.

The partners are considering consolidating their contracting businesses so they can devote more time to Rumshine and meet the growing demand for their rums. You can find Rumshine Craft Distilling on Facebook and Twitter.

Resource of the Week – Business Writing Tips

Open the following link to gain tips on writing better emails, reports, proposals, etc...
<http://grammar.about.com/od/improveyourwriting/a/tenedittipsbusiness.htm>

Neoserra Update – Neoserra Training Schedule

Outreach Systems continues to provide ongoing support to aid your transition from WebCATS to Neoserra. Please open the link below to see additional Neoserra online training opportunities:

<http://outreach.ecenterdirect.com/Conferences.action>

Moves and News – Boots to Business: Reboot

The Small Business Administration (SBA) will host Boots to Business: Reboot, an entrepreneurship training course for Veterans in twelve cities across the U.S. Each event, led by SBA Resource Partners and industry experts from Syracuse University's Institute for Veteran and Military Families (IVMF), will host up to 100 Veterans for a two-day Introduction to Entrepreneurship class.

Boots to Business: Reboot, will introduce veterans to the fundamentals of business ownership, and lead participants through the key steps for evaluating business concepts and developing a business plan. The program will also introduce participating Veterans to a network of lifetime business support available locally across the U.S. by introducing them to SBA's network of [Veteran Business Outreach Centers](#), [Women's Business Centers](#), [Small Business Development Centers](#) and [SCORE Counselors](#).

Boots to Business: Reboot will adapt the curriculum from the SBA-sponsored [Boots to Business: From Service to Startup](#), a worldwide program offered as a component of the Department of Defense's redesigned [Transition Assistance Program \(TAP\)](#) renamed [Transition GPS](#). The curriculum, developed to introduce transitioning service members to

business ownership and connecting them to resources in their local communities, will now be available to more than 22 million Veterans who have already transitioned into civilian life.

Following the two-day training, participants will also be eligible to register for “Foundations of Entrepreneurship” an eight-week, online course led by instructors from IVMF that offers in-depth instruction on the elements of a business plan and techniques and tips for starting a business. After completing Boots to Business: Reboot, participants will have the tools and knowledge they need to identify a business opportunity, draft a business plan, connect with local resources and launch their small businesses.

The Boots to Business: Reboot events will kick off at the White House on July 11 -12, 2014 and culminate on August 25 -26, at the American Legion National Convention in Charlotte, North Carolina.

The Chicago Boots to Business: Reboot is scheduled for July 31 – August 1. More details to follow soon about the Chicago event.

America’s SBDC Network Connect

Please [CLICK HERE](#) to see the June 26, 2014 edition of [America’s SBDC Network Connect newsletter](#).

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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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