

"Celebrating 30 Years of Small Business Success"



October 20, 2014

In Today's Weekly Connection:

- ✚ **Spotlight on Success - Cuba Couple Opens New Business**
- ✚ **Continued Growth in Illinois High-tech Businesses and Jobs**
- ✚ **Maximizing Neoserra – Entering Data in a Timely Manner**
- ✚ **Valued Resources - Small Business Environmental Assistance Program (SBEAP)**
- ✚ **Network News and Moves – 40 Under Forty**
- ✚ **America's SBDC Network Connect**
- ✚ **America's SBDC Call for Presentations**

Spotlight on Success - Cuba Couple Opens New Business

A passion for computers has become a business for Carl and Kathy Weinrich. The Cuba couple have opened their new business, CKCOMPUTERS, at 34 S. Main St. in downtown Canton. The couple will build customized computers, make repairs, upgrade and personalize computers, sell computer parts, and conduct service calls at any business or residence. Carl is currently training Kathy to build systems. She will also be available to assist customers and will serve as office manager. The formal opening was on Tuesday, Oct. 7, when a Canton Area Chamber of Commerce ribbon-cutting ceremony was held 4:45 p.m.

Carl served as a technician for Lincor Computer Solutions for more than 17 years. When the storefront closed Aug. 15 the couple put into action a long-time dream of owning their own business. Speaking to the Daily Ledger Thursday Carl and Kathy said they are excited about their new business and added that customers have already found them.

"We are so happy to be able to service businesses and residents of the area," Kathy said. "We invite everyone to stop by and meet us."

The couple is being assisted by the Illinois Small Business Development Center at Western Illinois University in Macomb and its director, Greg Garrett. Staff member Sean Park has assisted with a business plan, business-related networking system, advertising strategies, and setting up a Web page. The service is free of charge and the couple say it has been a real help and confidence builder. The ISBDC is a unit of the Illinois Institute for Rural Affairs at WIU. That networking system has helped with securing financing and locating their building.

Read more of the article by Linda Woods, Editor Emeritus, Canton Daily Ledger by clicking [HERE](#).

Continued Growth in Illinois High-tech Businesses and Jobs

With almost 400,000 businesses and an employment base of more than 5.7 million, Illinois leads the Midwest in volume of both companies and jobs. As discussed in the [April 2014 issue of the Index](#), high-tech employment is on the rise in Illinois. This growth is an indication of the shifting distribution of employment by industry; in the coming years, an increasing percentage of job creation will likely be in innovative sectors driven by science and technology. In Illinois, the share of establishments in high-tech industries is on the rise. Please click on the [Innovation Index 2014 3rd Quarter Report](#) for more information.

Maximizing Neoserra – Entering Data in Timely Manner

Words of wisdom from Rod Hollenstine: “Don’t wait until the end of the month or reporting period to enter data into Neoserra. Make time during the week to work with Neoserra to prevent from falling behind.”

Valued Resources – Small Business Environmental Assistance Program (SBEAP)

The [Small Business Environmental Assistance Program \(SBEAP\)](#) serves to alleviate the fears small businesses have of environmental regulations administered by the Illinois Environmental Protection Agency (IEPA). Located in the Office of Entrepreneurship, Innovation and Technology at the Department of Commerce and Economic Opportunity, the SBEAP staff work with small businesses to help them understand and comply with state and federal air pollution regulations.

The program serves as a free, confidential and non-regulatory resource to small business owners around the state. SBEAP staff disseminates up-to-date information, including easy-to-understand public information materials to inform companies of their responsibilities under the State and federal environmental regulations. They answer compliance questions, respond to written and verbal regulatory inquiries, inform business sectors of air permitting requirements and/or changes, coordinate environmental compliance workshops, and direct businesses to other pertinent technical assistance providers when necessary.

You can reach the SBEAP staff through their toll free hotline at 800-252-3998 or by email at erin.conley@illinois.gov or annette.fulgenzi@illinois.gov or click on [Illinois SBEAP](#).

Network News and Moves

[Illinois SBDC at IVCC 40 Under Forty](#) - The Illinois Small Business Development Center at Illinois Valley Community College has recently released the names of this year’s 40 Under Forty class.

“The honorees are the region’s top entrepreneurs and intrapreneurs (younger than) 40 who are joining a highly-respected group of former winners,” said ISBDC Director Bev Malooley. Click on [40 Under Forty Class](#) to see more details and the list of honorees.

America’s SBDC Network Connect

Please [CLICK HERE](#) to see the October 16, 2014 edition of [America’s SBDC Network Connect Newsletter](#).

America’s SBDC Call for Presentations



The 2015 Call For Presentations

Welcome to America's SBDC call for presentation guidelines. America's SBDC annual conference is the professional development event for the entire SBDC Network, providing our consultants, advisors, state directors, regional directors, associate state directors, and associate regional directors, the latest information and techniques to enhance their skills, improve their training programs, or increase center metrics and productivity. America's SBDC national conference will be held September 8-11, 2015 at the San Francisco Marriott Marquis, in beautiful San Francisco, California.

America's SBDC Professional Development and Education Conference Committee seeks proposals for 1.5 hour, 3-hour (half day), and 6-hour (full day) programs. Though the conference draws over 1500 professionals from across the country, the number of participants per program could range 35-150 people.

For professional paid speakers we have a small budget and we will negotiate cost, travel fees, room rates, and other amenities as a part of your compensation.

All SBDC Presenters: If selected, must register for the conference and will be provided a reduced conference fee.

All Proposals should include a presentation (slide deck) and handouts. Updates to submissions are permitted prior to review by the Conference Committee, and if selected, presentations can be updated prior to conference as well. The sessions selected should enhance the quality of SBDC services and provide the SBDC/SBTDC Network practical information to either assist small businesses or their centers. Criteria for selection include: quality of the proposal, clarity and organization, creativity and/or delivery method, ability to deliver in prescribed time frame, and fit to the professional development needs of the SBDC.

Submissions should include title, brief description (less than 60 words), program outline or agenda, and program learning objectives. All proposals are submitted through America's SBDC Conference portal found on the America's SBDC Conference webpage, www.AmericasSBDC.org/conference, click on the link for [workshop submissions](#).

Returning submitters may use the same login and password, while those posting submissions for first time will be required to set up user login and password.

Completed submissions are due by December 31, 2014.

Four key areas of education include:

- 1) advisor core competencies
- 2) advanced consultant' skills
- 3) center management
- 4) senior leadership at the associate and/or state director level.

Topics in marketing and sales, counseling and leadership, management and planning, finance and accounting, technology, self-improvement, and international trade may be submitted for consideration. A more complete list of subjects and guidelines may be found at www.AmericasSBDC.org/conference

Key Note speakers are normally reserved for our sponsors; however if you wish to submit a proposal as a keynote speaker please email [Brett Thibodeau](mailto:Brett.Thibodeau@americasbdc.org) or [Karen Shannon](mailto:Karen.Shannon@americasbdc.org) with your request and a brief description of your topic. All workshop proposal questions should be referred to [Brett Thibodeau](mailto:Brett.Thibodeau@americasbdc.org), 703/764-9850.

A sample proposal format is included in the [Call For Papers Guidelines](#). We recommend you print the guidelines to help you coordinate your proposal for online submission.

We look forward to seeing you in September, 2015 at America's SBDC annual conference.

**Best,
America's SBDC**

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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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