



"Professional Guidance for Business Growth"

May 18, 2015

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Spotlight on Success – Planning Resources, Inc.

Planning Resources Inc. (PRI) is a Disadvantaged Business Enterprise (DBE), consultant firm specializing in sustainable design, green infrastructure, natural resource protection and management, landscape architecture, transportation planning and community planning. Based in Wheaton, Illinois, PRI offers an interdisciplinary approach to projects, focusing on creating and maintaining livable communities.

PRI first came to the **Procurement and Technical Assistance Center (PTAC) at the College of DuPage** in April, 2012. The main focus was growing their business through governmental contracting, specifically federal contracting via General Services Administration (GSA) Schedules contracting. These Schedules are complex and confusing to small business. The **PTAC at COD** advisors provided needed expertise and guidance in terms of the elements required within a proposal submission. Many hours and close review of PSI documents culminated in a submission of a successful GSA proposal. The PTAC was engaged with their Final Proposal Revision resulting in a GSA award. PSI has been awarded task orders from the U.S. Army Corps of Engineers and the National Guard Bureau-USPFO. Planning Resources Inc. accesses both the bid match service to further identify all possible governmental opportunities and the **COD Small Business Development Center** for strategic marketing insights.

Jennifer Graham, Business Development Director at PSI said, "The **(COD) PTAC** Agency, specifically Rita Haake and her staff, has been a tremendous resource for Planning Resources Inc. As a small business trying to grow, it became increasingly difficult to wade through some of the paperwork involved in the GSA schedule. Rita simplified these procedures and assisted us through some difficult challenges along the way. In addition, her team continues to assist PRI through marketing and other business development procedures to this day. If not for the help and support of this phenomenal program . . . our business would not have grown to be the multifaceted firm it is today. Our team will be forever grateful to the PTAC and their services."

Learn more about Planning Resources Inc. at <http://www.planres.com>

Maximizing Neoserra – Unique Neoserra Accounts for All Users

Please remember that all Neoserra users should have their own unique log in and password. This allows tracking and reporting on the activity of each person inputting data into the system.

Valued Resources – Senior Entrepreneurship Works

Utilize this web site to learn about trends and resources available to seniors looking to start their own business. From the site, "While the majority of senior entrepreneurs create small and micro-businesses, they have an enormous cumulative effect on job creation. As Gina Harman, CEO, Accion USA says, 'Of the 27.8 million businesses in the US, 91% have fewer than five employees. These businesses have been the largest net contributor of new jobs to the US economy in the past 15 years and collectively employ 50% of all private sector employees'."

<http://seniorentrepreneurshipworks.org/>

IESBGA News – Small Business – BIG IMPACT !!

It's finally here !! This is the week for the 2015 Annual IESBGA Conference supporting the Illinois SBDC Network. This year's conference is shaping up to be one of the very best. A tremendous professional development opportunity for the members of the Illinois SBDC Network. See you in Normal !!

Network News and Moves – America's SBDC 2015 35th Annual Conference – San Francisco

It's no secret the America's SBDC Professional Development & Education Conference Committee loves volunteers - in fact, we know we couldn't put on such a great conference without your help!

We are starting to recruit volunteer program moderators now for the 35th Annual America's SBDC Conference in San Francisco. The moderators play a crucial role in the overall success of the conference. Through volunteering to assist in moderating a workshop, you will ensure the workshop helps provide a meaningful experience for attendees.

Now that evaluations are entered on the conference app, volunteering as a moderator has never been easier! All you have to do is be sure the room is in order, introduce the presenter using the bio provided, do an attendee count, fill out a short paper survey regarding the workshop, remind attendees to complete an evaluation, and read off the ever-so-important certificate code. Return the workshop survey to the volunteer desk and you will be the recipient of a special gift just for volunteers! If there are any issues with the workshop, the Committee members will be available to solve them.

It's not too early to volunteer, so please visit this [link](#) and sign up. Thanks in advance for helping us put on a great conference! See you in San Francisco!

Taking Your Business Global Webinar

SBA Webinar Series is Designed to Help Small Businesses Build an International Customer Base. - Did you know that your business may have customers outside the US? Have you often asked how you can expand your businesses abroad?

On May 28, 2015 at 10:00 AM the Illinois District Office of the US Small Business Administration is hosting a webinar to introduce small businesses to International markets. By learning how to use our network of government resources to assist in exporting goods and services, your business can become a major player in the international marketplace.

The webinar will present information for your firms export readiness by providing an in-depth evaluation for market readiness in the global marketplace, training available to prepare entrance to foreign markets, and financial assistance to support participation in foreign markets.

This webinar is free of charge . You may register by contacting Stephen Konkle at 312-886-4208, or Stephen.konkle@sba.gov. The deadline for registration is May 26, 2015. Please help us promote this webinar to your area businesses.

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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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