

	<p>Illinois Small Business Development Center Network</p> <h1>WEEKLY CONNECTION</h1> <p>Entrepreneurship ~ Innovation ~ Technology</p>	
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Providing Professional Guidance for Business Growth

September 14, 2015

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Spotlight on Success – AdvantaClean of Madison County

Donna and Phil Green owned a remodeling and radon remediation business in Collinsville for nearly a decade. Their son, Scott, joined the business as a partner in 2013. The company experienced rapid growth, but the family felt they needed to refine their focus to improve profitability.



They decided to meet with advisor Jo Ann DiMaggio May at the Illinois Small Business Center at Southern Illinois University at Edwardsville. Their initial meeting concerned marketing and office management. Five months later, Ms. Green met with DiMaggio May again. "At that time we were grappling with whether to expand our current business or to buy a franchise. Jo Ann gave us an abundance of useful information that enabled us to make an educated decision," Ms. Green said.

Interested in purchasing a franchise that aligned with their focus and their passion for creating and sustaining healthy living spaces, the Greens purchased an [AdvantaClean](#) franchise. AdvantaClean offers solutions for residential, commercial, institutional and governmental properties that make these buildings clean, safe, healthy and efficient for the occupants. It is the only franchise of its type operating in the Metro East region.

"Jo Ann and the SBDC provided us with the tools needed to make contacts and successfully launch our franchise this summer," said Ms. Green. "Jo Ann connected us with franchise broker, Chris Coleman and she helped us retool our business plan to concentrate intently on energy efficiency. Ultimately we see ourselves making a transition to serving commercial clients as well. This has been a major leap of faith for our business and our family. Thanks to Jo Ann and the SBDC, we've maintained our focus and have made decisions that align with our passion for healthy living. If you're in business or are thinking of starting a business, you need to talk to the SBDC. There's a lot of wisdom there, and it's available at no cost to the business owner."

DiMaggio May says the Greens have been ideal small business clients. "Donna and her family are definitely business-minded and customer-focused," DiMaggio May said. "They wanted to learn and explore opportunities. I am glad I was able to assist them along their business journey. I look forward to all their success."

Learn more about AdvantaClean of Madison County at: <http://advantaclean.com/collinsville-il/>

SBDC's In The News – Illinois PTAC at Black Hawk College

The following story by Angie Sharp appeared on *WQAD.com*

Something happening 250 miles away is big news for businesses in the Quad Cities. On Wednesday, August 26th, Oshkosh Corporation in Oshkosh, Wisconsin held a press conference announcing that the U.S. Army is awarding them a multi-billion dollar contract to build a new kind of armored vehicle for the military, which would phase out the Humvee.

"Today indeed is a historic day for Oshkosh Corporation," said CEO, Charles Szews. "We are honored that the U.S. government has chosen Oshkosh to produce the Joint Light Tactical Vehicle or JLTV." The \$6.7 billion contract will be used to build 17,000 of the military vehicles for the U.S. Army and the Marine Corps. The contract could also be extended up to \$30 billion over the years.

"We're excited about this," said **Vicky Miller, Director of Illinois-PTAC**. "This is a great bit of information for our region." **PTAC is the Procurement Technical Assistance Center and is supported by Black Hawk College in Moline.** Miller covers 10 counties in the northwest region of Illinois and helps small businesses find work with big businesses through government contracts. "The government has a requirement that flows down to these large prime contractors that 23% of that spend shall go to small businesses and so I help the business learn how to position themselves for those subcontracts," she explained.

When it comes to the Oshkosh contract, **Miller** said she let her clients know almost immediately. "We are just rich with manufacturing processes and we have some of the best manufacturing companies, I believe, in this world and they're right here in this area," she said. "I think we have a total of over 500 in this region and so we have the best of the best right here and hopefully our businesses will step up to the plate and tap into these opportunities and we're here to help them."

Miller said it's free to work with her office, which is supported by the Defense Department's Defense Logistics Agency as well as the Department of Commerce and Economic Opportunity in Illinois. "Also, our host is **Black Hawk College** so with those three streams of funding, there is no charge to work with our center," she added.

PTAC helps businesses become per-certified with the federal government, which makes the registration process easier. "We also help them with bid proposals, so when they're putting proposals together we want them to be successful in these proposals and so we help them with that," **Miller** said. "We help them with a lot of training to understand some of the requirements that the government is going to have because those are flow-down requirements from that prime contractor to the businesses who are going to work with large prime contractors such as Oshkosh."

To learn more about **Illinois PTAC**, click [here](#).

Maximizing Neoserra – Neoserra - Beyond the Basics Training

Advanced Neoserra Training - Beyond the Basics will take place on 9/22/15 at Joseph Center. Each attendee will work from a computer so bring your Neoserra Log in & Password. The Joseph Center has 24 computers available. Those registering later may need to bring their own laptops.

Register at: <http://ilsbdc.ecenterdirect.com/ConferenceDetail.action?ID=27241>

Date: Tuesday, September 22, 2015

Time: 10:00 AM - Noon

Place: Joseph Center SBDC

7600 West Roosevelt

Forest Park, IL 60130

[Map It](#)

Neoserra Open Until COB 9/16/15

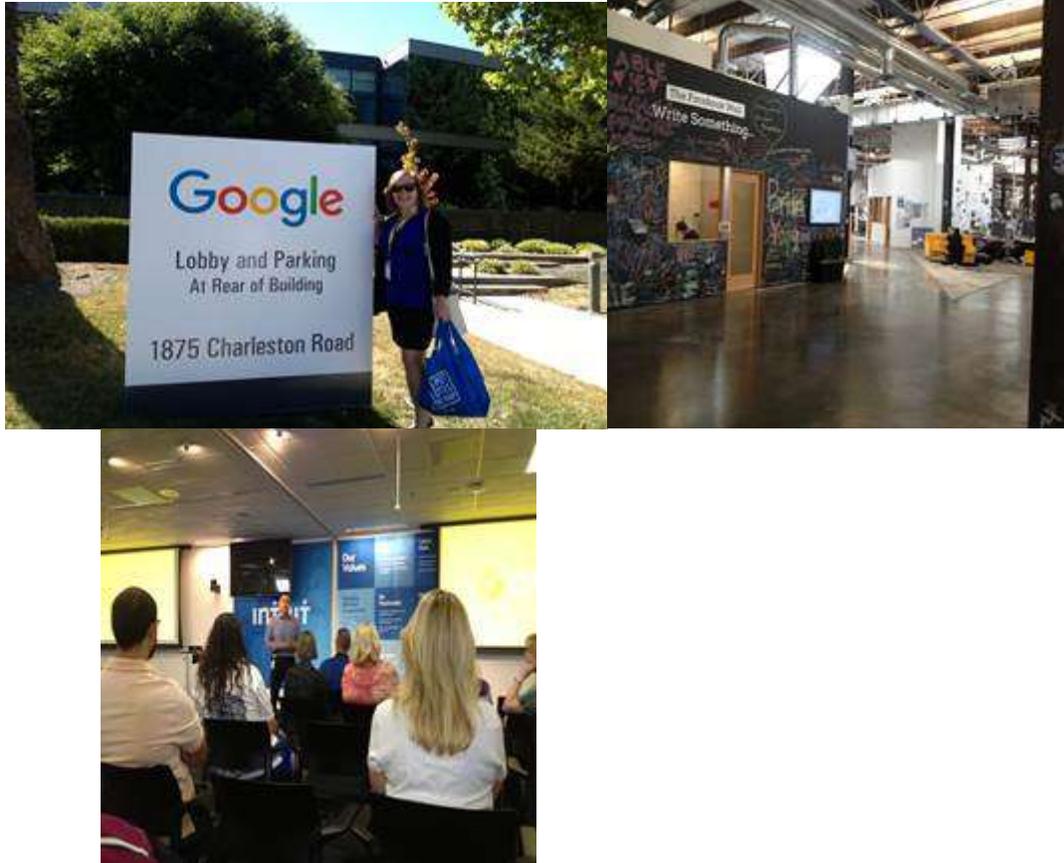
Neoserra will be open to enter August data until COB on Wednesday, September 16, 2015 due to the ASBDC Conference. Please be sure to catch up on all of your Neoserra data entry by that date.

Valued Resources – Global Classroom Home Page

As many of you have noticed, the home page in Global Classroom is slightly different and the courses have been grouped differently as well. Everyone will still be able to utilize the same login/password. To find the online certification classes, click on Subscriptions within the tabbed menu at the top of the page. You will find the IESBGA Advisor Certification folder within the Business Professional Library.

Network News and Moves – State Star Bus Tour

Special Congratulations to Priscilla Cordero the Director of the Illinois SBDC at Governors State University who had the opportunity to join the other America's SBDCs State Stars for a special bus tour of the campuses of Google, Face Book and Intuit, made possible by Rhonda Abrams, a true advocate and champion of the America's SBDC Network. The high energy tour took place on Tuesday, September 8th prior to the kick off of the America's SBDC Annual Conference. Following the tour the State Stars were honored with a special reception hosted by GrowthWheel. A great way to begin the fantastic annual meeting held in San Francisco.



America's SBDC Annual Conference

Wow !!! What a Fantastic Conference !!! In the next few weeks we will highlight some of the other happenings at last week's Outstanding America's SBDC Annual Conference held in San Francisco.

On September 11th Administrator Maria Contreras-Sweet of the U.S. Small Business Administration (SBA) commended the Small Business Development Center (SBDC) program, the largest SBA-supported counseling and training network, on its 35 years of service to the American people.

"Over the last 35 years, millions of entrepreneurs have been able to launch and grow their businesses because of the counseling they've received at Small Business Development Centers across the country," said SBA Administrator Contreras-Sweet. "SBA is proud of the partnership we have with the SBDC's and the role we've played in helping to fund and shape the world's largest and strongest network of advisors. SBDCs give us a competitive advantage in the global economy. They ensure the uncommon ingenuity and hard work of our small business owners is matched by their financial acumen and mastery of business fundamentals."

The SBDC network counseled more than 1.2 million clients from 2009 through 2014, fueled by \$750 million in grants from the SBA. That has resulted in 82,000 new small businesses, access to \$24 billion in capital, and \$131 billion in small business revenue and sales.

SBDCs provide free counseling, as well as no-cost and low-cost training assistance, to small businesses and aspiring entrepreneurs through 63 lead SBDCs at more than 900 outreach locations, operating in every state, the District of Columbia, Guam, Puerto Rico, American Samoa and the U.S. Virgin Islands. A model of public-private partnership, the SBDCs are hosted by leading universities and state economic development agencies that work in cooperation with the SBA to provide services to small businesses.

They help entrepreneurs realize their dreams of business ownership and aid existing businesses through consulting and training services. In fiscal year 2014, the SBDC program counseled and trained nearly 500,000 small business clients.

The America's SBDC (ASBDC) Network President Charles "Tee" Rowe added, "America's small businesses are truly the engine of economic growth, and for 35 years, America's SBDCs have been like spark plugs helping to keep that engine going. SBDCs are driving small business growth by helping to create a new business every 33 minutes and a new job every seven minutes."

Since its start, the SBDCs services have adapted to meet the changing needs of entrepreneurs and their expanding global presence. They continue to help entrepreneurs achieve the American dream of business ownership.

Administrator Contreras-Sweet delivered the closing keynote at the ASBDC conference in San Francisco on Friday, September 11th.

Following her address the SBA Administrator awarded a special Certificate of Recognition and a special 35th Anniversary Medallion to each of the state SBDCs that make up America's SBDC Network. The Illinois SBDC Associate State Director Rod Hollenstine accepted the awards on Friday, September 11th on behalf of the Illinois SBDC Network. Huge CONGRATULATIONS to the entire Illinois SBDC Network ! ! !



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

Bruce Rauner, Governor



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