



Providing Professional Guidance for Business Growth

November 2, 2015

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Spotlight on Success – In a Pickle Messenger Service



Scott Gundy, owner of In a Pickle Messenger Service, began working with the Illinois Small Business Development Center at the College of Lake County (CLC) in March of 2014. Joanne Osmond, advisor at the IL SBDC at CLC has become a crucial resource for Mr. Gundy. He explains Joanne's contribution; "we have become a much more efficient and professional organization. We were able to analyze our costs vs. revenue, develop a break event point and devise a

strategy to hit our goals. This took some tough decisions. However, even though this year our overall revenue might be less than last year, our profits are up and every month we are in the black. So, thank you for your continued support."

Their mission is direct and includes employee relations; "In A Pickle" Messenger Service is a premium transportation and delivery service, namely door to door pickups, transportations, and delivery of packages, letters, and freight by various modes of transportation. "In A Pickle's" mission is to provide dependable, professional, and friendly delivery services in the Chicagoland area, while, providing meaningful employment for employees who are valued and treated with respect and honesty.

Learn more at: <http://inapicklemessenger.com/>

SBDC's In The News – Illinois SBDC at GSU

Recently Priscilla Cordero, the director of the Illinois SBDC at Governors State University was feature in a segment on WCIU TV as part of National Business Women's Week. Priscilla discussed opportunities for women business owners and also the services provided by the Small Business Development Center and the International Trade Center.

Check out the segment at <http://www.wciu.com/videos/youandme/gsu-and-national-business-women-s-week>.

Also, don't forget to let your veteran clients know about the upcoming Veteran's Entrepreneurial Boot Camp on November 12th. Please [CLICK HERE for more information](#).

Maximizing Neoserra – Training Event Data

When entering Training Event data be sure to:

- 1) include the zip code of the location of all training events
- 2) match the demographic category amounts with the total attendance
- 3) include fee/income & distribution breakdowns

Valued Resources – SBEAP Seeking Partners

The Illinois Small Business Environmental Assistance Program (SBEAP) seeks partners to provide outreach and education to auto body shops. We need help providing rooms and outreach to announce these evening seminars to affected small businesses. USEPA rules impact all auto body shops that do paint work. The SBEAP works to ensure that Illinois shops comply with these requirements. We currently hold two-hour seminars explaining the rules and how to maintain compliance. The biggest issue for most shops is to stay current with training requirements for their painters.

Please contact Erin Conley at Erin.Conley@illinois.gov or 217/785-4557 if you are interested in partnering with SBEAP.

Network News and Moves – InnovateHER

The U.S. Small Business Administration's *InnovateHER Business Challenge* is a national business competition sponsored by Microsoft. The SBA will choose 10 competitors from across the nation who will travel to Washington, D.C. in March for a live pitch competition and compete for \$70,000 in prize money. To participate, competitors must enter through a local host organization. Visit sba.gov/InnovateHER to learn more.

The SBA is looking for innovative products and services that help impact and empower the lives of women and families. Contestants must develop a product or service that meets the following three Challenge criteria:

- Has a measurable impact on the lives of women and families (30%);
- Has the potential for commercialization (40%); and
- Fills a need in the marketplace (30%)

Several members of the Illinois SBDC Network are participating as local host organizations in the *InnovatedHer Business Challenge* including the Illinois SBDCs at Champaign County EDC, SIU-Edwardsville, Kaskaskia College and Lincoln Land Community College. If any other Illinois SBDCs are participating as local host organizations please provide information to your Network Coordinators as quickly as possible so we can compile a list of all the participating Illinois SBDCs.

America's SBDC Network Connect

The latest edition of the [America's SBDC Network Connect Newsletter](#) can be found by [CLICKING HERE](#). Check out the access to a number of resources available to your Illinois SBDC as a part of the America's 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**

& Economic Opportunity

OFFICE OF ENTREPRENEURSHIP,
INNOVATION & TECHNOLOGY

Bruce Rauner, Governor

