

Northeast Regional E-letter

Regional News, Events, and Program Highlights

May 30, 2006

12 Northern Illinois Finalists Will Compete for \$175,000 in Cash and In-Kind Awards INNOVATE ILLINOIS 2006

June 15th in Chicago

These state finalists were selected from the more than 100 companies who originally submitted applications and business plans from the northern, central and southern regions of the state – tripling the number submitted for last year’s competition.

State Finalists were selected based on an extensive Business Innovation Plan detailing their business model, their innovation and their potential use of an **INNOVATE Illinois** award. Of the 70 regional finalists, 33 will now advance to the final event on June 15th at the University of Illinois at Chicago to present their business plans and compete for a total of \$175,000 in cash and in-kind awards (\$25,000 for each award).

A Northern regional prize pool of \$25,000 was distributed to the top three winners in each category. This prize money is being co-sponsored by the Entrepreneurship Centers that are supported by Gov. Blagojevich at Governors State University, the Chicagoland Entrepreneurial Center and Chicago Community Ventures. Visit <http://www.innovateillinois.org> for more information.

This competition highlights the outstanding products, processes or services that are vitally important to the economic health and growth of Illinois. Awards will be given to the most innovative high-growth companies in five of the most economically productive industries – manufacturing, agriculture, technology, environmental and business or health services – based on the strength of their business and the potential impact of their innovation. Additional awards will also be given to the top minority-owned business and women-owned business in those industries, for a total of seven awards.

Northern Illinois State Finalists:

Business or Health Services

Errand Solutions	Chicago
Application 2 Admission	Chicago
PatientImpact	Evanston

Environmental

Greemaker Supply Company	Chicago
Solvent Systems International	Elk Grove
Horigan Urban Forest Products, Inc.	Glenview

Manufacturing

Temptation non-Dairy Frozen Desert	Lombard
zuChem, Inc.	Chicago
NuWorld Amaranth	Naperville

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Links for you

Dept. of Commerce and Economic Opportunity:
<http://illinoisbiz.biz/dceo/>

DCEO Business Development:
http://illinoisbiz.biz/dceo/Bureaus/Business_Development

Illinois Business Portal:
<http://business.illinois.gov>

Illinois Entrepreneurship Network:
<http://ienconnect.com>

Buy Illinois Network:
<http://buwillinois.net>

Ill Treasurer - Programs and Services:
<http://state.il.us/treas/Programs/programs.htm>

Federal Business Opportunities:
<http://fbo.gov/>

All Kids:
<http://www.allkidscovered.com/>

Technology

Lummos, Inc
All Cell Technologies, LLC
3 Olive Solutions, LLC

Chicago
Chicago
Elmhurst

USDA Rural Development:
<http://rurdev.usda.gov/>

Location One:
<http://locationone.com>

The Foundation Directory:
<http://fconline.fdncenter.org>

Illinois Clean Energy Foundation:
<http://illinoiscleanenergy.org/>

Federal Regulatory Alerts Web-
page:
[http://sba.gov/advo/laws/
law_regalerts.html](http://sba.gov/advo/laws/law_regalerts.html)

Illinois State Fair:
[http://www.agr.state.il.us/isf/
index.php](http://www.agr.state.il.us/isf/index.php)

Register today for Governor Blagojevich's All Kids Training Tour

*Learn what healthcare programs are available for your commu-
nity—together we can keep Illinois healthy.*

Come learn about

- **All Kids** low cost or free comprehensive
- healthcare coverage for children,
- regardless of family income
- **FamilyCare** provides access to affordable
- healthcare for parents of children ages
- 18 and younger in Illinois
- **Illinois Cares Rx** helps seniors save
- money on prescription drugs
- The **Illinois Rx Buying Club** helps save
- up to 20% on brand name drugs
- **I-Save Rx** helps save up to 80% on prescription drugs through drug importation from Canada and the UK

For more information and to register to attend the All Kids Training Tour go to:
<http://www.allkidscovered.com/aktraining/>

About the Illinois Entrepreneurship Network

A formalized structure for coordinated services to small businesses and entrepreneurs throughout the state: the Illinois Entrepreneurship Network (IEN). Further, DCEO has a truly statewide network, where the resources in one area (e.g., venture capital in the Chicago area) can be coordinated to the benefit of network partners throughout the state. There are varying levels of expertise and access to services in the various regions, and it ties these all together to equalize this expertise and access through the following IEN partners: 17 Entrepreneurship Centers, Small Business Development Centers,

Procurement Technical Assistance Centers, International Trade Centers, NAFTA Opportunity Centers, Manufacturing Extension Centers and Illinois Technology Enterprise Centers. The IEN Web site, www.ienconnect.com, features a free business needs assessment and a referral within 24 hours for personalized, face-to-face assistance. Entrepreneurs, who call toll-free to the IEN information center (1-800-252-2923), can also connect with service representatives who will assess their business concerns and direct them to the local resources that best meets their needs.

Illinois Up Nearly 19% In Total Exports; Greatest One-Year Increase In More Than 10 years

Illinois companies exported a record \$35.8 billion in 2005, up 18.7 percent from the previous year according to WISER, the World Institute for Strategic Economic Research, who compiles its data from the US Census Bureau, Foreign Trade Division. The Governor also highlighted the work of the Illinois Department of Commerce and

Economic Opportunity's Office of Trade and Investment (OTI) in helping Illinois companies grow their businesses by pursuing overseas markets.

Illinois' total exports for 2005 represented a \$5.6 billion increase from 2004, one of the largest increases by any state and the largest percent increase among the other states in the top eight. Illinois is the sixth largest exporting state after Texas, California, New York, Washington and Michigan. Direct exports amounted to approximately 6 percent of the Gross State Product (GSP) in 2004, and there are an estimated 485,600 Illinois jobs supported by exports. Top countries for Illinois' exports are Canada, Mexico, Japan, the United Kingdom, Germany and Australia. Top sectors include machinery, computers/electronic products, chemicals, transportation equipment and agricultural, food and kindred products.

Homeland Security Mission to Israel

June 16 – to June 22, 2006

The State of Illinois is hosting a trade mission to Tel Aviv, Israel to help Illinois businesses connect with Israeli businesses for investment opportunities in the homeland security market.

The Department of Commerce and Economic Opportunity's (DCEO) Homeland Security Market Development (HSMD) Bureau is currently recruiting companies who are engaged or interested in doing business in the homeland security industry to participate in the mission.

The Agenda Includes: Meeting representatives of the BIRD Foundation, Israel Defense Industries, SIBAT, Rafael, Magal, Tadiran, Israel Manufacturer's Association, Federation of Israeli Chambers of Commerce and Israel Export and International Promotion Institute in cooperation with Israel-America Chamber of Commerce, as well as others involved in homeland security issues; Facility tours and presentations from key Israeli parties engaged in homeland security activities, including site visits to Tel Aviv University, The Weizmann Institute in Rehovot and Technion in Haifa; Invest in Illinois Seminar to introduce Illinois participants to Israeli companies considering locating new facilities in the US; One-on-one sessions with potential business partners to be arranged based on participant's particular interests. The cultural visits include: The Yemenite Quarter, Tel Aviv and Jaffa Ports, Jerusalem, Bethlehem, Holy Sites, etc.

For a detailed itinerary and to discuss participating in the mission, please contact: Matthew Summy, 312.814.3958, msummy@ildceo.net or Alice Hosty, 312-814-2331, ahosty@ildceo.net

Web Portal Consolidates Entrepreneurship Research

The Ewing Marion Kauffman Foundation, a major sponsor of research on entrepreneurship, has announced a new release of its Entrepreneurship Research Portal – a clearinghouse for understanding entrepreneurship across disciplines.

The portal provides research, as well as listings of events and data sets targeted to the entrepreneurship research and policy community. With more than 2,000 existing records, and hundreds of new records added each month by its content partners at the University of Illinois, Urbana-Champaign and the Social Science Research Network (SSRN), the Entrepreneurship Research Portal is quickly becoming the most complete online resource for cross-disciplinary research on entrepreneurship.

The new release offers many enhancements including: email and RSS options for notification of new research and events; more information on data sets used for the study of entrepreneurship; an expanded Research Database that includes research submitted through the Entrepreneurship Research and Policy Network (ERPN), a new scholarly network that is part of SSRN; and, the capability to browse research by author, institution, or subject. The portal also allows users to submit research, events or calls for papers to be included on the site.

Visit the Entrepreneurship Research Portal: <http://www.kauffman.org/research>.

Capitol Development Board—Procurement Opportunity Information Web Page

The Capital Development Board has replaced the Bid Information Newsletter with a user-friendly website page that is continuously available to CDB partners in the design and construction industries. Everyone with an interest in CDB procurement opportunities will still receive updated periodic e-mail notifications.

To view this new page, please [www.http://cdb.state.il.us/procurement.shtml](http://cdb.state.il.us/procurement.shtml)

“Buy Illinois Network” Online Service to Promote Illinois Companies

The Illinois Department of Commerce and Economic Opportunity (DCEO) developed the Web site, which is free of charge for registering companies, to market Illinois goods and services by linking potential purchasers with producers who are located across the state.

The Buy Illinois Web <http://buyillinois.net> site replaced the *buyillinoisproducts.com* Web site, formerly operated by the Illinois Department of Agriculture (IDOA). Those food processors and producers are encouraged to register free of charge with the new Web site. [More Information...](#)

Office of Trade & Investment - Upcoming Trade Mission Schedule

The Illinois Office of Trade & Investment in collaboration with the U.S. Department of Commerce, The Commercial Service - invites you to join the Illinois Business Trade Missions.

Real Estate / Investment Mission to Southeast Asia

May 21-31, 2006

The Office of Trade and Investment (OTI) in cooperation with the Illinois Association of REALTORS will lead a trade mission to the FIABCI World Congress in Bangkok, Thailand. In partnership with the Association, the OTI is working with the Thai Real Estate Association and other local contacts to provide a full range of support for the Illinois delegation. This will include appointments with industry contacts, a briefing from the U.S. Embassy and a reception for 50 local participants from the real estate sector.

This group will include developers, architects, construction/engineering firms, real estate/property management companies, and other professionals related to the real estate industry. There are opportunities for our mission members to establish strategic alliances with international real estate professionals from around the world that will help bring investment and jobs to Illinois

OTI Contact: Terry LaRocca, 312-814-6035, Terry.LaRocca@illinois.gov

BioMed Israel 2006

May 29-31, 2006

BioMed Israel 2006 is open to all companies and organizations with products and services, which are of professional interest to the Conference delegates. The Technology Exhibition Conferences have always attracted large numbers of exhibiting companies representing the entire spectrum of Biotechnology and Medical Devices related products and services.

Topics will include medical devices, drugs, indications, gene therapy, vaccines, computer aided drug discovery & bioinformatics (including functional genomics), nano biotechnology & bio-electronics, bio products, development and enabling technologies, agro bio, laboratory equipment and instruments, financial services for the industry, and technical services for the industry. OTI Contact: Claudine Najjar, 312-814-6993, Claudine.Najjar@illinois.gov

Legislative Updates

Proposed Legislation—Small Business

The following proposed regulation will impact any retail business with annual sales and receipts that do not exceed \$6 million and any wholesale business with annual sales not exceeding \$10 million, which is the business category eligible for set asides under the Illinois Procurement Code:

The Department of Central Management Services proposed an amendment to its small business set-aside provisions that create a preference for awarding contracts to small businesses in “Standard Procurement” (44 Ill. Adm. Code 1).

The amendment provides for web access to small business-related information, adds reference to service businesses relating to size limitations and provides guidelines for waivers of the small business set-aside requirement.

Agencies will be informed of responsible small business vendors by website rather than by notices sent by CMS. The website will list the services and supplies each vendor provides.

To submit comments or to learn more about the proposed rules, contact Katy Khayyat at the Department of Commerce and Economic Opportunity Entrepreneurship Network Information Center via e-mail at kkhayyat@ildceo.net Or call **(800) 252-2923 or (217) 785-8020**.

Grant Opportunities

Midwest Clean Diesel Initiative Grants

Application Deadline June 16, 2006

Midwest Clean Diesel Initiative, a public private partnership, announced new grants are available to reduce diesel emissions. More than \$464,000 is available for school bus projects, and \$575,000 is available for diesel-emission projects by state, county, city, or township governments or nonprofit groups.

For more information go to: <http://www.dot.il.gov/edp/edp.html>

Innovative Products Grant Program

The Homeland Security Market Development Bureau announces a new Program to generate employment growth in Illinois by accelerating production or improvement of “ready-to-go” products or services with an application in homeland security.

The grant applications will be accepted and reviewed on a continual basis through FY2006. For questions Contact Michael Brody at mbrody@ildceo.net or visit <http://hsmd.illinois.gov>

Tourism Cares for Tomorrow Announces

2006 Worldwide Grant Program

Deadlines: June 30, and November 1, 2006 (Letters of Inquiry)

Tourism Cares for Tomorrow exists to preserve, conserve, and promote the responsible use of our world’s natural, cultural, and historic treasures and to support education and research to help secure the positive future of travel and tourism world wide.

Tourism Cares for Tomorrow distributes charitable grants to worthy tourism-related non-profit organizations worldwide for either capital improvements or

Visit the Tourism Cares for Tomorrow Website for complete program information and application procedures:

<http://www.tourismcares.org/TourismCares/What+We+Do/Grants/Worldwide+Grant+Program/>

Events and Training

2006 Technical Assistance Program Seminar –

Seminar Dates June 21 and 22, 2006—Chicago

The U.S. Equal Employment Opportunity Commission is the source for EEO training.

Come see why the Chicago Seminar is one of the best attended and highly rated EEOC Seminars in the country.

Topics include:

- Sexual harassment prevention
- Alternative dispute resolution program
- Americans with Disabilities Act, The Family and Medical Leave Act, and the Pregnancy Discrimination Act
- Recent legal decisions that impact your bottom line
- ADA's Reasonable Accommodation requirements
- Conducting thorough and fair investigations to avoid or limit financial liability
- EEOC repositioning

Cost is \$299 per day or \$598 for both days. Go to eeotraining.eeoc.gov.

For registration information call (800) 600-6157 or send an email to eeoc.traininginstitute@eeoc.gov.

Regulatory Fairness Hearing – Springfield - September 28, 2006

If you or any business you know of has had problems with federal agencies, or with unfair or excessive federal enforcement issues, make sure you plan to attend the Small Business Administration's Regulatory Fairness Hearing on September 28th in Springfield.

The purpose of this hearing is to assist small businesses with unfair and excessive federal regulatory enforcement, such as repetitive audits or investigations, excessive fines, penalties, retaliation or other unfair regulatory enforcement action taken by a federal agency.

The National Ombudsman receives complaints and comments from small business concerns and acts as a "trouble shooter" between them and federal agencies. Small business comments are forwarded to federal agencies for high level review and federal agencies are requested to consider the fairness of their action.

Written testimony will also be accepted in lieu of attendance. The meeting location and time has yet to be determined. For questions or more information, contact Katy Khayyat at (217) 785-8020.