



## February 17, 2015

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### **Spotlight on Success – Advanced Property Preservation, Inc.**

In 2007, brothers Bob and Jon Cates started Advanced Property Preservation in Belleville, Illinois. They had recently been laid off and saw this as an opportunity to open a business together. Starting with only a pick-up truck and a push lawn mower they have succeeded in becoming one of the top 500 contractors in the country. The firm grew from a basic landscape company to a general contracting concern with 11 full-time employees.

The brothers have worked with business advisors **Giovanna Di Maggio at the Illinois Small Business Development Center (SBDC) at Southern Illinois University at Edwardsville** and with **Theresa Ebeler at the Procurement and Technical Assistance Center of Central Illinois** to grow their business. This type of collaboration has been of great value to many SBDC clients. Giovanna said, "Our recent efforts to help Advanced Property Preservation Inc., in the areas of marketing and government procurement through the Central Illinois PTAC were a small part of this company's overall success. Jon and Bob Cates are great small business owners and we look forward to working with them in the future."

"At Advanced, we can complete any repair, major or minor to a property", says Advanced President Bob Cates. "From fire, smoke, and water remediation, mold and lead abatement, French drain systems, basement waterproofing, kitchens, baths, painting, windows, doors, gutters, siding, duct cleaning, etc. the list goes on and on", he adds. With the HUBZone certification, recognition as a Top 500 Qualified Remodeler in 2014, recent membership in National Veteran Owned Business Association (NaVOBA) and certification to do fire, smoke and water restoration as well as mold and lead abatement Advanced is prepared for continue growth. Over the last few years Advanced has averaged 180 complete annual rehabs. "We have consistently grown by focusing on our 'needs' instead of our 'wants' says Jon.

To learn more visit their website at <http://www.advancedpropertypreservationinc.com/> or call 618/215-1506.

## **Jim Schultz is New DCEO Director**

All of the members of the Illinois SBDC Network welcome Jim Schultz as the new Director of the Illinois Department of Commerce and Economic Opportunity. We look forward to working with Director Schultz in our continuing efforts to launch, develop and grow businesses leading to the creation of new jobs in Illinois. On Friday Governor Bruce Rauner announced that he had selected Jim Schultz, 55, as Director of the Illinois Department of Commerce and Economic Opportunity. Schultz's experience in agribusiness and as a banking entrepreneur gives him the breadth of knowledge to develop and support businesses across the State of Illinois. He will bring 30 years of experience to the position.

Schultz is the chairman of Open Prairie Ventures, Inc., a company he founded in 1997. Open Prairie provides private equity services and manages more than \$135 million in fund commitments.

Prior to founding Open Prairie Ventures, Schultz was the chairman and CEO of Telemind Capital Corporation. The company provides merger and acquisition guidance, and financial consulting services to businesses. Schultz assisted clients in a number of industries, including: software development, banking, manufacturing, retail, healthcare and entertainment.

Schultz earned his bachelor's degree in business administration from Southern Methodist University in 1980. He holds a law degree from DePaul University and an MBA from Northwestern University.

### Experience:

- Open Prairie Management, LLC., Founder and Chairman of the Board (1997-Present)
- Telemind Capital Corporation, Chairman/CEO (1990-2000)
- Prime Banc Corporation
  - Chairman of the Board (1993-2001)
  - Board Member (1993-Present)
- Pinnacle Ford-Lincoln-Mercury, Inc., Chairman and Founding Partner (1992-1996)
- Physicians Clinical Laboratories, Ltd., Chairman and President (1990-1993)
- Agracel, Investment Banking Partner, General Counsel, CFO (1987-1992)
- Effingham Hi-Tech Partners, Managing Partner (1987-1991)
- Mark Twain Banks, Assistant Vice President (1985-1987)

### Education:

- Northwestern University, MBA (1985)
- DePaul University, J.D. (1984)
- Southern Methodist University, B.S. in Business Administration (1980)

### Personal Information:

- Age: 55
- Hometown: Effingham

## **Valued Resources - SBIR Pulse and Good Food Accelerator**

### **SBIR Pulse - Real Stories and Impacts from America's Startup Seed Fund**

The SBA has initiated a new monthly feature about the Small Business Innovation Research (SBIR) and the Small Business Technology Transfer (STTR) programs. [SBIR Pulse](#) is available on the sbir.gov website and provides interviews with individuals from the different corners of the high-tech start-up ecosystem. The interviews provide readers with

perspectives on how SBIR is impacting small businesses, driving innovation, and leading to technological solutions that improve local economies while addressing national priorities. The interviews also inform readers about the SBIR program and its many specific programs and initiatives.

The [first interview](#) features Javier Saade, Associate Administrator for the Office of Investment and Innovation at the Small Business Administration, who oversees the SBIR/STTR programs across the federal government. Saade provides advice for American start-ups and offers his vision of SBIR/STTR for the next five years.

### **Good Food Accelerator**

The Good Food Accelerator is looking for their second cohort of businesses...a great program if you have any food businesses, in the fall of 2015. But, they also have a trade show and financing fair March 19-21, 2015.

[Good Food Financing & Innovation Conference](#), attend conference to engage with funders and investors

[Good Food Trade Show](#) ([exhibiting opportunity](#))

[Good Food Festival](#) ([exhibiting opportunity](#))

[Good Food Business Accelerator](#) for future reference. Application for second class will open in Sept 2015.

If you have more questions, reach out to Kim Bartko, Programming Manager, Good Food Business Accelerator, Good Food Festival & Conference - [KimB@FamilyFarmed.org](mailto:KimB@FamilyFarmed.org) - [773/230-9878](tel:7732309878) (mobile)

Save the Date! March 19-21, 2015 <http://goodfoodfestivals.com>

### **Network News and Moves - Brian Butler Joins SBDC ITC at NORBIC**

Please join us in welcoming **Brian Butler** to the Illinois SBDC Network. Brian joins the team at the **Illinois SBDC/ITC/PTAC at NORBIC** (Alliance for Illinois Manufacturing) as the Director of their Illinois SBDC International Trade Center. Brian brings many years of international experience to the Network, working in Latin American international sales for several firms since 1995. Brian is fluent in both Spanish and Portuguese, holds a MBA in International Management from the Thunderbird School of Global management and has earned several awards and international certifications. Brian is involved in several international based groups and associations in the Chicagoland area and also enjoys jogging, softball and basketball. Brian, WELCOME to the Illinois SBDC Network ! ! !

### **IESBGA News – Last Chance – Ideas for Conference**

As you know the Illinois Entrepreneurship and Small Business Growth Association (IESBGA) Annual Professional Development Conference for members of the Illinois SBDC Network will be held on May 20-22, 2015 at the State Farm Hall of Business on the campus of Illinois State University. The Conference Committee is working to finalize the training agenda for this outstanding professional development program. If you have not yet provided your ideas and recommendations for training topics for the meeting please contact a member of the conference planning committee immediately.

### **Maximizing Neoserra – Moving a Primary Contact**

See the link below to learn how to move a Primary Contact from one client to another client. <http://support.outreachsystems.com/resources/help/neoserra/faq.jsp?id=n133>

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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](mailto:Tom.Becker@illinois.gov). Please feel free to forward this update to other interested resource providers and key stakeholders.  
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