



MEMORANDUM

TO: Trustee Bill Johnston, Chairperson
Economic and Community Development Committee

FROM: Jennifer Ganser, AICP, Assistant Director of Community Development 

MEETING DATE: March 13, 2017

SUBJECT: College of DuPage Small Business Development Center Presentation

Village staff invited one of our partners, College of DuPage Small Business Development Center (SBDC), to the March 13th ECDC meeting. The SBDC will present on their organization and work programs.

The COD SBDC offers guidance and training for small business owners. Lombard requires applicants of the Downtown Retail Business Grant and the Downtown Forgivable Loan to meet with the SBDC for a business plan review.

COMMITTEE ACTION REQUESTED

No action is requested. This item is for information and discussion purposes.

SMALL BUSINESS COMMITMENT



At the Center for Entrepreneurship, we are committed to the small business community. We offer programming and promotion of entrepreneurial activities through varied programs, customized advising and high-quality training.



College of DuPage

Center for Entrepreneurship

2525 Cabot Drive, Suite 201

Lisle, IL 60532

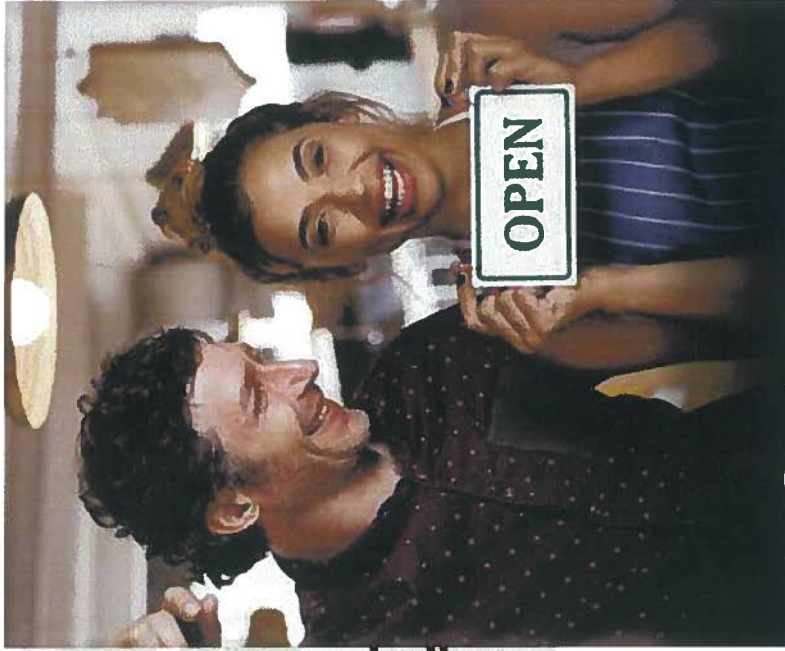
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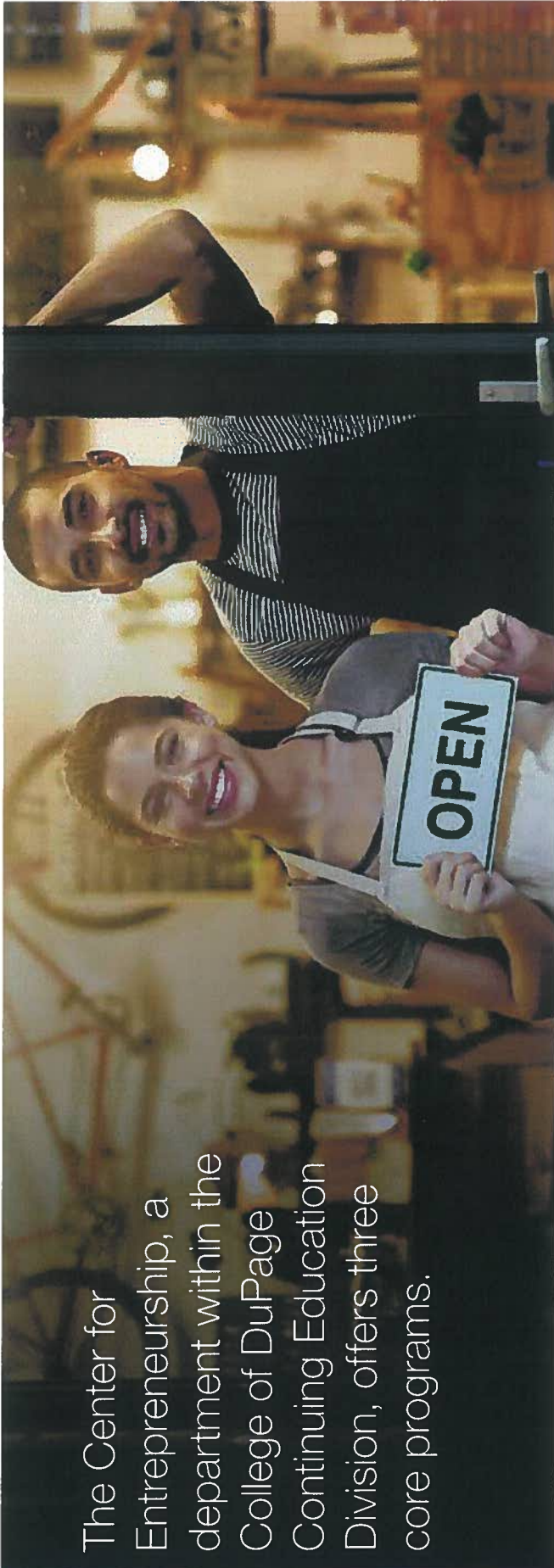


INSPIRE EDUCATE EMPOWER

Serving entrepreneurs and small businesses in DuPage County and beyond



Center for Entrepreneurship



The Center for Entrepreneurship, a department within the College of DuPage Continuing Education Division, offers three core programs.

ILLINOIS SMALL BUSINESS DEVELOPMENT CENTER

If you are a small business owner, finding affordable expertise to help you manage all aspects of your business and achieve growth can be challenging. The Illinois Small Business Development Center (SBDC) offers free counseling and numerous resources to help you:

- Perform a financial checkup
- Troubleshoot management issues
- Develop marketing strategies
- Evaluate technology options
- Identify funding opportunities
- Plan growth strategies
- Launch your startup business
- Implement social media

LEARN MORE:

cod.edu/sbdc
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(630) 942-2771

ILLINOIS PROCUREMENT TECHNICAL ASSISTANCE CENTER

Expanding your small business into new markets and understanding how to navigate the maze of governmental contracting (federal, state and local) can be a challenge. The Illinois Procurement Technical Assistance Center (PTAC) offers free counseling and resources to help you with:

- Customized, computerized bid lead opportunity matching system
- Certification assistance [HUBZone, MBE, WBE, DBE, (SD)VOSB, 8(a)]
- Proposal prep assistance and review
- Market research
- Procurement history reports

LEARN MORE:

cod.edu/ptac
ilptac@cod.edu
(630) 942-2184

ILLINOIS INTERNATIONAL TRADE CENTER

As a small business, exporting offers the opportunity to open new markets, broaden customer bases and reduce seasonal fluctuations characteristic of domestic sales. The Illinois International Trade Center (ITC) offers free counseling and resources to help you:

- Determine if you are ready to export products or services
- Identify and vet international customers, competitors and supply chains
- Assist and review global payment and shipping strategies
- Receive country and cultural guidance
- Conduct market research

LEARN MORE:

cod.edu/itc
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Center for Entrepreneurship
Inspire ... Educate ... Empower

FOUR STEPS TO BUSINESS STARTUP

STEP
1

Find a Focus

Entrepreneurs may have multiple ideas and pinpointing where to begin can be a challenge. This one-hour session offered every other month will give you a guide on how to pick one of your business ventures. Bimonthly webinar, one hour, no fee

STEP
2

The Startup Guide to Business

There are steps you must take to launch a business. Discover the process and determine whether starting your own business in Illinois is the path you will take. Monthly, three hours, \$20

STEP
3

Roadmap to Success

Getting your plan on paper is necessary when starting a business. Learn how the Business Model Canvas works and the importance it has when it comes to identifying key components of the business plan. Bimonthly, three hours, \$75

STEP
4

Business Plan Review

This independent review includes feedback and identification of critical success factors as well as free one-on-one coaching. One hour, no fee, appointment required

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SBDC Services

One-on-one business advising

Seminars, workshops and webinars on key business topics, including:

- Starting a Business in Illinois
- Writing a Business Plan
- Leveraging Social Media
- Entrepreneurial Marketing Strategies
- Intellectual Property Protection
- Understanding Your Financials: What the Numbers Say About Your Business
- Guidance in "Proof of Concept" for Early Stage Market Validation

Register today at <http://ilsbdc.ecenterdirect.com/events>

