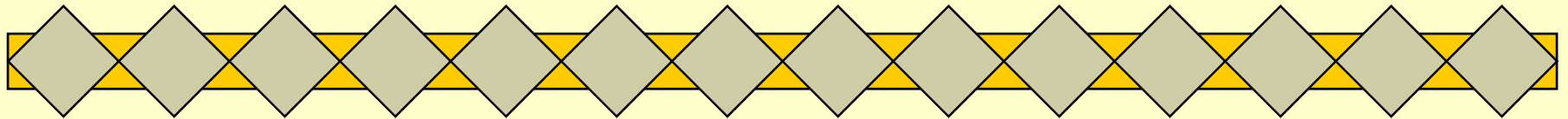


# *Department of Commerce and Economic Opportunity*



*Pat Quinn, Governor*  
*Warren Ribley, Director*

# *Illinois Entrepreneurship Network (IEN)*



- ◆ *Small Business Development Centers (SBDC) - 40*
- ◆ *International Trade Centers (ITC) - 6*
- ◆ *Procurement Technical Assistance Centers (PTAC) - 10*
- ◆ *NAFTA Opportunity Centers (NOC) - 2*
- ◆ *ILL. Manufacturing Extension Centers (IMEC) - 13*
- ◆ *Entrepreneurship Centers (EC) - 17*

# *Illinois Entrepreneurship Network Services*




- ◆ *SBDCs provide assistance to new and existing small businesses. Services include:*
  - One-on-one business counseling and management assistance*
  - Assistance with the development of business plans*
  - Help accessing marketing information and the development of marketing plans*
  - Access to business financing programs*
  - Assistance with financial analysis and planning*
  - Access to business education and training opportunities*

# *Illinois Entrepreneurship Network Services*



- ◆ *PTACs provide one-on-one counseling, technical information, marketing assistance and training to existing businesses that are interested in selling their products and/or services to local, state, or federal government agencies. Services include:*
  - Help targeting appropriate government agencies*
  - Assistance with bidder applications*
  - Automated bid lead matching services*
  - Access to government specifications and standards*
  - Guidance with quality assurance issues*

# *Illinois Entrepreneurship Network Services*

- 
- ◆ *ITCs provide information, counseling and training to existing, new to-export companies interested in pursuing international trade opportunities. NOCs provide specialized assistance to those firms seeking to take advantage of the trade opportunities in Mexico and Canada made possible by the North American Free Trade Agreement. Services include:*
    - Evaluation of company's readiness to export*
    - Access to foreign market information*
    - Documentation assistance*
    - Automated trade leads*
    - Linkages with trade representatives*

# *Illinois Entrepreneurship Network Services*

◆ *IMEC's offer these services:*

*-Assessment, where an on-site team provides an objective analysis, identifying a company's strengths, weaknesses, opportunities and threats. Steps are suggested to improve performance.*

*-Benchmarking, an inexpensive way to compare performance to that of similar businesses. A customized report is created showing current performance based on more than 50 indicators.*

*-Projects are clearly defined up-front, based on needs and priorities. A project manager qualifies the service providers and manages the project hands-on to ensure satisfaction.*

# Illinois Entrepreneurship Network Services

- 
- ◆ *ECs assess, assist and accelerate the high-growth potential of entrepreneurial ventures. Services include:*
    - Access to Capital: Provides a business development infrastructure that can help researchers and entrepreneurs connect to business resources and funding in order to produce new products in the market place. ECs establish a source that connects ideas and implementation, patents and products, money and markets.*
    - Product licensing: For companies with products that do not have sufficient resource allocation, ECs provide cost-effective marketing and positioning strategies that offer the necessary support to drive product growth.*
    - Access to Technology (transfer): Customized help for developing new or improved products and manufacturing processes. ECs facilitate dual-use technology development arrangements with no exchange of funds.*
    - Access to Networks: Encourage local entrepreneurship by considering policies and programs that help create and nurture support networks for entrepreneurs.*

# *IEN*

## *Business Information Center*



- ◆ Created in 1994 by the Business Assistance and Regulatory Reform Act.
- ◆ Based on Input from Business Owners
- ◆ Implemented in Conjunction with a Task Force made of various state agencies and business community representatives:

# *IEN Business Information Center Services*



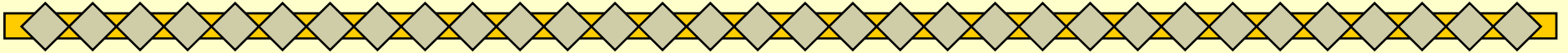
- ◆ Business Startup Publications
- ◆ Business Regulatory Information
- ◆ Regulatory Assistance
- ◆ Regulatory Flexibility
- ◆ Business and Industry Data Center
- ◆ Links to Other Resources
- ◆ Exceptional Customer Services
- ◆ Toll Free Help Line:  
800/252-2923:

# *IEN Business Information Center*



- ◆ Over 158,000 in Client Activity since August 1995
  - Overall Customer Satisfaction Rating of 97%
  - Saved Time or Money by using First Stop 94%:

# *Environmental Assistance*



- ◆ Located in non Regulatory Agency
- ◆ Toll free help line : 800-252-3998
- ◆ Easy to read fact sheets and guides
- ◆ Free & Confidential:

# *The Illinois SBDC & PTAC Started in 1984 the ITC in 1986*



- ◆ Since its inception *Illinois SBDC/PTAC/ITC* has:
  - Counseled 302,037 clients - Trained 381,452 people
  - Created 84,053 jobs - Retained 123,683 jobs
  - Successfully assisted 12,514 clients in obtaining loans in the amount of \$1.8 billion.
  - Helped 9,851 businesses get started - Helped 3,860 businesses expand
  - PTAC Contract Dollars Assisted- Over \$6.4 billion
  - ITC/NAFTA Sales Assisted –over 1.4 Billion: