



THE IEN WEEKLY CONNECTION

January 26, 2009 (OK, the 27th)

In Today's IEN Weekly Connection:

- **IESBGA MEETING IN DECATUR ON MARCH 19TH AND 20TH**
- **NATIONAL SMALL BUSINESS WEEK 2009 - May 17-19, 2009**
- **STARTUPS CRITICAL FOR U. S. JOB CREATION**
- **NEW ETHICS REQUIREMENTS FOR ALL STATE VENDORS**
- **DUPAGE COUNTY MINORITY ENTREPRENEUR CONFERENCE - 3/19/09**
- **CHICAGO BUSINESS OPPORTUNITY FAIR - APRIL 8TH**
- **IEN PROGRAM SUCCESS OF THE WEEK - SBDC ITC AND NOC**
- **GETTING THE MOST OUT OF WEBCATS - ENTERING GOALS**
- **WEBSITE OF THE WEEK -**
WWW.SBA.GOV/ADVO/RESEARCH/PROFILES/
- **RESOURCE OF THE WEEK - SBA ECONOMIC RECOVERY ON LINE PROGRAMS**
- **MOVES AND NEWS**

IESBGA MEETING IN DECATUR ON MARCH 19TH AND 20TH

The Illinois Entrepreneurship and Small Business Growth Association (IESBGA) Spring Meeting has been scheduled for the afternoon of Thursday March 19th and the morning of Friday March 20th. Please save these dates for this meeting which will be held in Decatur at Millikin University. Information regarding the agenda and room blocks will be available in the near future. We hope that each of you will plan on joining us for this very important meeting of the IESBGA. PLEASE SAVE THE DATES OF 3/19 AND 3/20!

NATIONAL SMALL BUSINESS WEEK 2009 - May 17-19, 2009

The U.S. SBA will mark this year's event with issue forums, receptions, and the naming of the National Small Business Person of the Year. The nation's top entrepreneurs will be hailed at the U.S. Small Business Administration's National Small Business Week events May 17-19, in Washington, D.C., marking the 56th anniversary of the agency, and the 46th annual proclamation of National Small Business Week.

More than 100 small business owners from across the country will gather for three days of events at the city's Mandarin Oriental Hotel to be honored for their accomplishments as the nation's leading small businesses. The highlight of events will be the announcement of the National Small Business Person of the Year.

Men and women also will be recognized their involvement in disaster recovery, government contracting, and their support for small businesses. Awards also will be presented to SBA partners in financial and entrepreneurial development, including SCORE Chapter, Small Business Development Center and Women's Business Center of the year.

Media outlets are encouraged to cover National Small Business Week events, and can register online. Additional information on the Small Business Week 2008 events is available at www.sba.gov/sbw.

SBA media contacts for National Small Business Week are Dennis Byrne (202/205-6567, dennis.byrne@sba.gov) and Cecelia Taylor (202/401-3059, cecelia.taylor@sba.gov).

STARTUPS CRITICAL FOR U. S. JOB CREATION

In the midst of record unemployment, a new Kauffman Foundation-funded U.S. Census Bureau study suggests that the answer to economic recovery lies within startup companies. [The Business Dynamic Statistics](#) (BDS) indicate that without job creation from new firms, the U.S. net employment growth rate is negative on average.

"Job growth is essential for our economy to rebound, and this study shows that new firms have historically been an important source of new jobs in the United States," said Robert E. Litan, vice president of Research and Policy at the Kauffman Foundation, which funded the BDS. "Our research into the early years of business formation consistently shows how vital new firms are to our economy, and this data should give policymakers and budding entrepreneurs alike great hope for how we can solve our current crisis-create and grow jobs through entrepreneurship."

This report is the first of three study briefs to be released that highlight BDS data; the next reports will be released later in January and February 2009.

NEW ETHICS REQUIREMENTS FOR ALL STATE VENDORS

On August 26, 2008, Governor Blagojevich issued Executive Order Number 3 (2008), establishing new restrictions on campaign contributions and solicitations by State contractors and bidders. The Executive Order is aimed at enhancing transparency in the State procurement process and ensuring that the award of State contracts is based solely upon price, quality, service and other merit-based factors.

On September 25, 2008, the Illinois legislature passed Public Act 095-0971 (the "Act"), which contains new registration and reporting requirements for certain State vendors and bidders, as well as additional limitations on campaign contributions by these entities and their affiliated entities. This Fact Sheet will explain the basics regarding these new requirements. The full text of the Executive Order and the Act may be found on the Illinois Procurement Bulletin. <http://www.purchase.state.il.us> Both Executive Order Number 3 (2008) and Public Act 095-0971 took effect on January 1, 2009.

DUPAGE COUNTY MINORITY ENTREPRENEUR CONFERENCE - 3/19/09

Northern Illinois University (NIU) is working the DuPage National Technology Park to encourage and support women and minority entrepreneurs in DuPage County. They are sponsoring The DuPage County Minority Entrepreneur Conference to be held on Thursday, March 19, 2009 at the Northern Illinois University Naperville Campus 1120 E. Diehl Road, in Naperville.

The conference program begins at 8am and concludes at 4:30pm. There will be many sessions, one of which will showcase area resources. One such session is entitled "How to Find Resources Right Under Your Nose." The objective is to showcase area organization such as area SBDC's, SCORE, etc.

The Conference will be followed by Individual Needs Assessments for DuPage County minority and women entrepreneurs. The free assessments will be made available to those who attended the Outreach Event and either own or would like to launch a minority or woman owned business in DuPage County. The Needs Assessments will be conducted by a cross-functional Business Assistance Team. In an effort to leverage existing resources and avoid duplication of services, the team will assess each business and make a determination as to whether there are existing resources which could help support the entrepreneur's needs or those in need of additional assistance will be encouraged to attend additional training in the form of a free course or workshop. The course or workshop will provide more in depth training based on the business' stage of development.

An agenda is attached in the PDF above. For those wanting additional information, please contact: Christy Snider by phone at 815-753-8972 or by email at csnider@niu.edu

CHICAGO BUSINESS OPPORTUNITY FAIR - APRIL 8TH

Please join us for The Chicago Minority Business Development Council's 42nd Chicago Business Opportunity Fair on April 8, 2009 at Navy Pier, Festival Hall A, "Today's Vision for Tomorrow's Business Growth". Network with the more than 4,000 major Corporate, Government and Minority Business Participants. Visit www.cmbdc.org, click on events and then on CBOF 42. You may also contact Cynthia Jordan, Director of Events at cjordan@cmbdc.org or call by phone at (312) 755-2555.

IEN PROGRAM SUCCESS OF THE WEEK - SBDC ITC AND NOC

Access to new markets through exporting is an opportunity that is critical to growth for many Illinois small businesses. The assistance provided in CY 2008 to clients of the International Trade Centers (ITCs) and NAFTA Opportunity Centers (NOCs) shows how important this help can be. In terms of export dollars, ITC and NOC clients had over \$205.8 million in 2008. The figures were just as impressive when we consider the job impacts. Program assisted clients created and retained 1,112 jobs which has a tremendous impact on the economy. Congratulations to the SBDC ITC and NOC staff on a very successful 2008.

GETTING THE MOST OUT OF WEBCATS - ENTERING GOALS

If you selected the *Save worksheet parameters for future use?* check box when generating your DLA 1806 or Economic Impact/Capital Infusion worksheet, you are able to manually enter your goals into the generated worksheet. WebCATS will automatically divide your cumulative to date figures by your goal figures to provide you with the percentage of your goal reached thus far in the "% Goal Reached" column.

WEBSITE OF THE WEEK -

[WWW.SBA.GOV/ADVO/RESEARCH/PROFILES/](http://www.sba.gov/advo/research/profiles/)

The SBA Office of Advocacy is announcing that the 2008 Small Business Profiles for the States and Territories is now available. This new edition improves on previous years by providing more information in an easier-to-use format.

The profiles contain great detail about small businesses at the state level. They cover the 50 states, the District of Columbia, and the United States, and also provide limited data on the U.S. territories. The profiles show that small businesses are a significant part of every state economy, and they are important employers in every state. Small businesses employ 44% of the workforce in Florida (the low end of the range), and they employ 69.8% of Montana's workforce (the high end). A copy of the state profiles can be found at <http://www.sba.gov/advo/research/profiles/>

Direct questions to Advocacy Economists Victoria Williams, 202-205-6191 victoria.williams@sba.gov; or Brian Headd, 202-205-6953, brian.headd@sba.gov.

RESOURCE OF THE WEEK - SBA ECONOMIC RECOVERY ON LINE PROGRAMS

THE SBA now has new Online Resources for Small Businesses to Help with Economic Recovery. Entrepreneurs can take advantage of new, free online training and other resources offered by the U.S. Small Business Administration to assist them during this period of economic recovery.

The SBA offers a variety of online courses to assist small businesses in more effectively managing their firms in the current economy. The new course topics, available directly at www.sba.gov/services/training/onlinecourses include revising business plans to reposition with current conditions, winning customers in a slowing economy, restructuring existing debt, and diversifying your customer base with federal contracts.

The most recently added course is “Downshifting in a Slowing Economy: A Business Planning Guide.” This course is designed to help business owners reorganize and streamline their business strategies. Other related business tools include a new automated business plan template, and an assessment and strategies guide for surviving in a slowing economy. In addition, SBA offers a variety of resources and referrals to small businesses uncertain about what to do in the current economy on its Web page on Economic Recovery at www.sba.gov/helpingmainstreet.”

Each free course is self-paced, and provides practical guidance on how to stay on top of economic conditions. These and other courses can be accessed from the SBA’s Web site at www.sba.gov/training. To access them, click on “Free Online Courses,” then make a selection under the header “Surviving in a Down Economy.”

MOVES AND NEWS

The 2009 Association of Small Business Development Centers (ASBDC) Annual conference may be seem like a long way away, but it is not too soon to save the dates. This year, the Conference will be held in Orlando, Florida at Rosen's Shingle Creek Hotel. Please mark your calendars and save the dates of September 14th - 17th, 2009 for the ASBDCs 29th Annual Conference. This will be another excellent opportunity to experience one of the best sources of professional development learning and networking.



“Providing Guidance for Business Growth”

The IEN WEEKLY CONNECTION is distributed by the Illinois SBDC each Monday to the members of the DCEO Illinois Entrepreneurship Network to provide these service delivery partners with regular updates on small business issues, opportunities and resources. Please forward this update to any other interested resource providers and key stakeholders. www.ilsbdc.biz
