

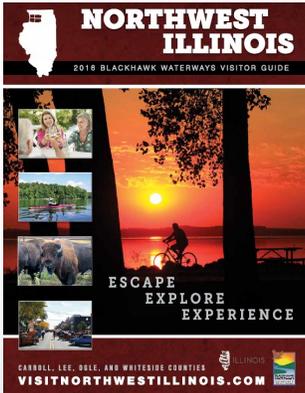
BUSINESS ASSISTANCE GUIDE

Agencies & Information
Sources To Help Grow
Your Business



REGIONAL MAP & TOURISM

(MAP COURTESY OF BLACKHAWK WATERWAYS CONVENTION AND VISITORS BUREAU)



BLACKHAWK WATERWAYS CONVENTION & VISITORS BUREAU (CVB)

(Carroll, Lee, Ogle & Whiteside County) Northwest Illinois

Diane Bausman, Executive Director

815/946-2108 or 800/678-2108

dbausman@bwcvb.com

<http://www.visitnorthwestillinois.com>

ILLINOIS OFFICE OF TOURISM

Cory Jobe, Director

<http://www.enjoyillinois.com>





COUNTY OF WHITESIDE, ILLINOIS

Whiteside County Courthouse ♦ 200 East Knox Street ♦ Morrison, Illinois 61270

Voice: 815 / 772 - 5100 ♦ Fax: 815 / 772 - 5252

www.whiteside.org

JAMES C. DUFFY, CHAIR

Summer, 2016

Greetings:

The Whiteside County Region remains committed to helping businesses — both new and existing. We've seen renewed interest in the region with new businesses like BioAg, and The Dispensary joining our community, and expansions in existing businesses like Wahl Clipper, Frantz Manufacturing, Mallard Handling Solutions, Micron Industries and Hartland Controls. Projects like the adaptive reuse of the Sterling/Rock Falls Riverfront will help the in revitalizing of our historic communities, and promoting commercial interest in the Whiteside Carroll County and Jo Carroll County Enterprise Zones, and other business districts, all boding well for our renewed growth.

Our strategic location in Northwest Illinois, the "Heart of the Midwest," allows for superior road, rail, air, and water connectivity. Businesses in the Whiteside County Region are within 500 miles of over 78 million people, and thousands of customers and suppliers. Our region is situated on Interstate 88, and minutes from three other Interstates; rail served by the Burlington Northern and Union Pacific railroads with proximity to the Union Pacific's Ill Global Intermodal facility; proximity to four International Airports; and water transport from the Mississippi River and Great Lakes Inland Seaport, all providing access to markets throughout the Midwest, and the WORLD!

A network of over 60 colleges and universities, all within 125 miles of Whiteside County, augments our regional labor shed of over 220,000 workers by graduating over 60,000 potential employees each year. These graduates contribute to our talented workforce and help our businesses compete in today's fast paced environment. Additionally, the State, County and our local municipalities offer solid financial and tax incentives, all creating a positive business environment. As part of our efforts to assist businesses, we present the Business Assistance Guide. This is a compilation of business resources provided by Whiteside County's Economic Development Office and our partners in economic development for those interested in starting a business, as well as a resource for existing businesses interested in obtaining additional information and expertise to further their success. The Business Assistance Guide is published to help connect you with information, opportunities, assistance and resources to help your business grow and thrive. We hope you find the Business Assistance Guide a useful tool, and we want to thank you for all you do for the community!

Sincerely,

James C. Duffy
Whiteside County Board Chairman



About the Whiteside County Business Assistance Guide...

Summer 2016

Hello and welcome to the Whiteside County Business Assistance Guide, a resource for the region's startup and existing business. It is our belief that one of the more valuable services Economic Development Organizations can provide the public is information and networking opportunities, and the goal of our publication is to provide you with timely, reliable and accurate information to help your business grow and succeed...

The Business Assistance Guide is a compilation of the resources available to you to help you start or grow a business. Included are links to private and public sector sources of information, expertise and assistance that may be of use to businesses of all sizes and stages.

The Business Assistance Guide is a 'living document' - that is one that will be continuously updated and expanded upon to bring you the most timely, reliable and accurate information. As we move forward with the Business Assistance Guide we'd like to hear from you about the what might be a good addition to the guide, areas of interest, new sources of information, and of course if you find the Guide useful.

One additional note - while the information and information providers in this guide are believed to be reliable, be sure to perform your own due diligence, and consult with your attorney and tax council when necessary to make sure any advice or recommendations are suitable and proper for you and your business.

Again, welcome to the Whiteside County Business Assistance Guide and please stay in touch with us.

All the Best,

A handwritten signature in black ink that reads 'Gary A. Camarano'. The signature is fluid and cursive, with a long horizontal stroke at the end.

Gary A. Camarano
Economic Development Director
Whiteside County
200 E Knox St
Morrison, IL 61270
(815) 772-5182
gcamarano@whiteside.org





WHITESIDE COUNTY
 ECONOMIC DEVELOPMENT & ENTERPRISE ZONE
 SERVING EZONE PROPERTIES IN CARROLL AND WHITESIDE COUNTIES

Our Partners in Economic Development



WESTERN ILLINOIS UNIVERSITY



Northern Illinois University



Sauk Valley Area chamber of commerce



Jo Daviess • Stephenson • Carroll • Ogle • Whiteside • Lee



The International Trade Association of Greater Chicago



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WHITESIDE COUNTY BUSINESS DEVELOPMENT ORGANIZATIONS

Whiteside County Economic Development Entities

WHITESIDE COUNTY ECONOMIC DEVELOPMENT

Gary A. Camarano, Director
200 E. Knox Street
Morrison, IL 61270
(815) 772-5182

E: gcamarano@whiteside.org

<http://www.whiteside.org/departments/economic-development.html>



GREATER STERLING DEVELOPMENT CORPORATION

Heather Sotelo
1741 Industrial Drive
Sterling, IL 61081
(815) 625-5255

E: hsotelo@sterlingdevelopment.org

<http://sterlingdevelopment.org/>



MORRISON AREA DEVELOPMENT CORPORATION

Kimberly Ewoldsen, Director
221 W. Main Street
Morrison, IL 61270
(815) 600-6267

E: director@morrisonareadevelopment.com

<http://morrisonareadevelopment.com/>



CLINTON REGIONAL DEVELOPMENT CORPORATION

Mike Kirchhoff CEcD
721 South 2nd Street
Clinton, IA 52732
(563) 242-4536

E: mkirchhoff@clintondevelopment.com



CITY OF ROCK FALLS

Economic Development Office
Robbin Blackert, City Administrator
603 West 10th Street
Rock Falls, IL 61071
Phone: (815) 564-1366

E: rblackert@rockfalls61071.com

<http://www.rockfalls61071.net/economic-development/>



BLACKHAWK HILLS REGIONAL COUNCIL

Julie Jacobs, Office Manager
309 1st Avenue
Rock Falls, IL 61071
815/625-3854

julie.jacobs@blackhawkhills.com

facebook.com/blackhawkhills

<http://www.blackhawkhills.com>



BUSINESS ASSISTANCE AGENCIES

WHITESIDE COUNTY AND STATE OF ILLINOIS

BUSINESS INCENTIVES PROGRAM

Improvements for properties located in the Whiteside Carroll County Enterprise Zone may be eligible for sales tax exemption on permanent materials and a partial real estate tax abatement (not all taxing bodies abate.)

ECONOMIC DEVELOPMENT DIRECTOR
ENTERPRISE ZONE ADMINISTRATOR

Gary A. Camarano
200 E. Knox Street
Morrison, IL 61270
(815) 772-5182

E: gcamarano@whiteside.org
<http://www.whiteside.org/departments/economic-development.html>



BUSINESS LICENSE REGISTRATION

WHITESIDE COUNTY CLERK

New businesses within the county must register with the County Clerk's office before entering into business.

Dana Nelson
200 E. Knox Street
Morrison, IL 61270
(815) 772-5189

<http://www.whiteside.org/departments/county-clerk.html>

PLANNING, ZONING & PERMITS (*Unincorporated Areas)

This office provides information on obtaining permits and inspections for agriculture, commercial and residential construction as well as mobile home installation permits for properties located in unincorporated areas (outside of city limits) in Whiteside County.

Stuart Richter
200 E. Knox Street
Morrison, IL 61270
(815) 772-5175, Option #1

<http://www.whiteside.org/departments/zoning.html>

*Unincorporated areas are located outside of city limits.

BusinessUSA

<http://business.usa.gov/micro-site/doing-business-illinois>

To strengthen America's competitiveness in the global economy, businesses will need to be equipped with the best tools and information available to support innovation and job growth in the 21st century. BusinessUSA is your front door to all the government has to offer.

ILLINOIS DEPARTMENT OF REVENUE (IRS)

Doug Buckley (Revenue Tax Specialist)

Illinois Department of Revenue
Central Registration Division
P.O. Box 19030
Springfield, IL 62794-9030
(217) 558-7425



<http://www.revenue.state.il.us/businesses/register.htm>

ILLINOIS DEPARTMENT OF FINANCIAL AND PROFESSIONAL REGULATION (IDFPR)

Jay Steward
(Director, Division of Professional Regulation)

Chicago Office:
Division of Professional Regulation
100 West Randolph, 9th Floor
Chicago, IL 60601

Springfield Office:
Division of Professional Regulation
320 West Washington Street, 3rd Floor
Springfield, IL 62786

All inquiries: (888) 473-4858
Professional Licensing: (800) 560-6420
International Calls: (312) 281-0341



E: FPR.LMU@Illinois.gov (Professional Licensing questions)
<http://www.idfpr.com/>

State Business Registration Application:
<http://www.tax.illinois.gov/taxforms/reg/reg-1.pdf>



Sean McCarthy
Acting Director

- Intergovernmental Coordination
- Technical Assistance with Site Selection
- Regional Collaboration with Key Stakeholders
- Assistance With Eliminating Governmental Red Tape
- Custom Workforce Training
- Expedited Permitting, Licensing & Other Approvals
- Connection to Civic & Business Partners
- Potential Financial Support
- And More!

The Illinois Department of Commerce & Economic Opportunity
500 E. Monroe Street
Springfield, IL 62701
(217) 782-7500
<http://www.illinois.gov/dceo/Pages/default.aspx>

Business Assistance Agencies (continued)

DATA (Data and Technical Assistance) Center.

Illinois Institute for Rural Affairs (IIRA) Western Illinois University

The DATA center provides survey services (hard copy and online surveys). GIS (Geographic Information System) mapping services. Rural Economic Technical Assistance Center (RETAC). RETAC provides business retention and expansion (BR&E) services, consulting expertise on enterprise zone operations, tax increment financing (TIF) district management, and economic impact analysis. Almost two dozen economic impact analyses for counties attempting to renew their enterprise zone certifications.

Illinois Institute for Rural Affairs
Western Illinois University
Robin Hanna
1 University Circle
Macomb, IL 61455
E: rw-hanna@wiu.edu
<http://www.iira.org>



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INTELLIGENCE SQUARED (I-Squared)

Illinois Institute for Rural Affairs (IIRA) Western Illinois University

Adee Athiyaman
Has the capacity to do higher end business consulting, such as feasibility studies, marketing analyses, business analytics, other services related to existing businesses wanting to expand market share or enter into new markets.

Illinois Institute for Rural Affairs
Western Illinois University
1 University Circle
Macomb, IL 61455
E: a-athiyaman@wiu.edu
<http://www.iira.org>



Illinois SBDC International Trade Center at Bradley University

SBDC International Trade Center
Jim Foley
141 Jobst Hall
1501 West Bradley Avenue
Peoria IL 61625-0001
309/677-3075
E: illinoisbdcitc@bradley.edu
<http://www.bradley.edu/academic/colleges/fcba/centers/turner/sbdc/>



SMALL BUSINESS DEVELOPMENT CENTERS

Western Illinois University, SBDC (Small Business Development Center)

The SBDC provides help to fledgling businesses. Specific services include business plan development, accounting software training, human resource management guidance, and other services related to business development. WIU has a good relationship with ACCION which is a micro-finance and microenterprise support service.

SBDC:
Jim Boyd
510 N. Pearl Street., Suite 1400
Macomb, IL 61455
Phone: (309) 836-2640
Fax: (309) 833-1709
E: jc-boyd@wiu.edu
<http://www.iira.org>



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Illinois SBDC at Illinois Valley Community College

Small Business Development Center (SBDC)
Bev Malooley
815 North Orlando Smith Road
Building 11
Oglesby IL 61348-9692
815/224-0212
E: bev_malooley@ivcc.edu
<http://www.ivcc.edu/sbdc>



Illinois SBDC at Bradley University

Small Business Development Center (SBDC)
Ross Miller
141 Jobst Hall
1501 West Bradley Avenue
Peoria IL 61625-0001
309/677-2992
E: sbdc@bradley.edu
<http://www.bradley.edu/academic/colleges/fcba/centers/turner/developmentcenter/>



VALUE-ADDED SUSTAINABLE DEVELOPMENT CENTER (VASDC)

Illinois Institute for Rural Affairs (IIRA) Western Illinois University

This center is funded through the USDA and provides technical assistance in the area of cooperatives, renewable energy, local foods, and value-added agriculture. Working with communities to start up cooperative grocery stores, cooperative arts organizations, and ethanol producer cooperatives, among other entities.

309/298-2237
E: iira@wiu.edu
<http://www.value-added.org/>



Business Assistance Agencies (continued)

UNIVERSITY OF ILLINOIS EXTENSION CARROLL, LEE & WHITESIDE COUNTIES

Janice McCoy
12923 Lawrence Rd
Sterling, IL 61081
(815) 632-6311

E: uie-clw@illinois.edu
<http://web.extension.illinois.edu/clw/>



PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC)

The PTAC works with businesses interested in doing business with local, state, and federal government agencies. It helps with the bidding process and requests for qualifications, and the other paperwork required to do business with government agencies.

Mary Turner
Illinois PTAC of Central Illinois
301 Oak Street
Quincy, IL 62301
217/223-5636

E: mr-turner@wiu.edu
<http://www.iira.org/procurement-technical-assistance-center/>



ILLINOS PTAC at BRADLEY UNIVERSITY

Turner Center for Entrepreneurship

Collective knowledge and resources to assist small or start-up businesses in creating a plan that minimizes risk and takes advantage of opportunities. A not-for-profit program that provides business counseling, technical assistance, training, and educational activities for individuals interested in owning their own businesses. Working with individuals in the community, and also with students hoping to start their own businesses. Helps existing entrepreneurs and businesses who want to expand or take advantage of new opportunities and technologies, are interested in marketing their products and services internationally, or are seeking to commercialize new products and technologies.

Jennie Hale
141 Jobst Hall
1501 West Bradley Avenue
Peoria, IL 61625-0001
(309) 677-3297

E: jeh@fsmail.bradley.edu
<http://www.bradley.edu/turnercenter>



Peace Corps Fellows Program

Western Illinois University

WIU recruits returned Peace Corps Volunteers, who have served at least two years overseas. They enroll in one of 10 MA / MBA programs on the WIU campus. After they have 2-3 semesters on campus taking coursework, they serve an 11-month internship in a rural Illinois community. WIU usually places a Peace Corps Fellow in a community that has gone through the MAPPING process so that the intern has a plan of action and community support for that plan.

http://www.wiu.edu/peace_corps/fellows/host-application.php

Application to host a peace corps fellow:

http://www.wiu.edu/peace_corps/fellows/CommunityApp.pdf



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ILLINOIS BIS

ILLINOIS BUSINESS INNOVATION SERVIC (BIS)

Helping thousands of organizations for over 30 years, the professionals at Illinois BIS specialize in customized training and consulting to help organizations improve performance with sustainable results.

We also offer public courses and workshops at our Naperville Center to foster individual growth and knowledge.

Customized Training & Consulting

- Leadership
- Lean/Six Sigma
- Quality
- Professional Development
- Operations
- Consulting Services

Grant funding that can assist in defraying training costs may be available to eligible companies. Illinois BIS will write and administer the grant on behalf of your company, saving you valuable time and resources.

1100 E Warrenville Road, STE 150
Naperville, IL 60563
(630) 505-0500
E: info@illinoisbis.org



Business Assistance Agencies (continued)

Sauk Valley Community College

Center for Small Business Development

The Sauk Valley Community College Center for Small Business Development (CSBD) provides business entrepreneurs and regional small businesses with the resources needed to solve business-related problems and take advantage of new opportunities. This Sauk Valley Community College program offers one-stop assistance to existing and start-up businesses by providing free business counseling and low-cost training programs.

SERVICES OFFERED:

- One-to-One Counseling
- Assistance in Developing Business Plans
- Help in Identifying Sources of Capital
- Creating Marketing Strategies
- Assistance Locating other Illinois Resources to Help with Your Business Issues

ADDITIONAL RESOURCES AVAILABLE TO YOU:

- Starting Your Business Workshops
- Specialized Small Business Classes

CONTACT:

David Buchen

Sauk Valley Community College
173 IL Rt. 2 Dixon, IL 61021
815-835-6248

E: david.a.buchen@svcc.edu



Additive Manufacturing – 3 D Printing, Prototyping
Morrison Institute of Technology (MIT), a private two year college with specialization in Engineering Technology, provides 3 D printing of parts and prototypes for Whiteside County area businesses. MIT will provide this service to area businesses at cost. For additional information please contact Jason Long at 815.772.7218 x 216.

Morrison Institute of Technology

701 Portland Ave
Morrison, IL 61270



PATENT RESOURCES

UNITED STATES PATENT AND TRADEMARK OFFICE (USPTO)

Has your invention already been patented by the USPTO?

General Information

800/786-9199

Mon- Fri 8:30 a.m. -8:00 p.m. ET

<http://www.uspto.gov>



PATENT AND TRADEMARK RESOURCE CENTER (PTRC)

WESTERN ILLINOIS UNIVERSITY

WIU Libraries is a Patent and Trademark Resource Center, which is a library designated by the U.S. Patent and Trademark Office (USPTO) to make patent and trademark materials freely available to the public and to actively disseminate patent and trademark information. The Government, Legal, Spatial, and Data Services unit, located on the 4th floor of Malpass Library, fulfills this obligation through developing expertise in patent and trademark searching and making these materials available electronically through the World Wide Web and through PubWest, a password protected electronic database available only at the Government and Legal Information Office, 4th floor, Malpass Library.

Please call ahead for a consultation appointment or to ensure availability of staff. 309-298-2722

<http://www.wiu.edu/libraries/govpubs/patents.php>

Western Illinois University Libraries is a Patent and Trademark Resource Center (PTRC) with the U.S. Patent and Trademark Office. PTRC staff can assist you with basic patent and trademark information - as well as show you how to do preliminary patent searches to determine if there are already patents on your ideas.

Chuck Malone

309/298-2719

E: c-Malone@wiu.edu

<http://wiu.libguides.com/patents>



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ASSISTANCE FOR VETERANS AND WOMEN ENTREPRENEURS

BusinessUSA

<http://business.usa.gov/veterans>

In a few quick steps, this questionnaire will guide you to the most relevant federal, state, and local services, tools, trainings, and opportunities, that can help you start or expand your Veteran-owned small business.



Photo Courtesy of Kate Huber-Klimson

Bunker Labs

<http://bunkerlabs.org/>

Bunker Labs – Chicago, IL

Bunker Labs is a national not-for-profit 501(c)(3), organization built by military veteran entrepreneurs to empower other military veterans as leaders in innovation. Through local chapters organized in 12 different cities, Bunker Labs provides educational programming, mentors, events, and thriving local networks to help military veterans start and grow businesses. We work to inspire, educate, and connect veterans with the right people and the right resources to be successful as entrepreneurs and as innovators. Additionally our online platform, Bunker in a Box, gives active duty and veterans worldwide access to entrepreneurship education, complete with dozens of interviews with military veterans who have successfully started a diverse array of businesses.

ARE YOU AN ENTREPRENEUR? – Check out “Bunker in a Box” - <http://bunkerinabox.org>

WE'RE EXCITED TO INTRODUCE BUNKER IN A BOX, THE NEXT STEP FOR ACTIVE DUTY MILITARY & VETERANS WHO WANT TO START THEIR OWN BUSINESSES AND JUMPSTART THE NEXT CHAPTER IN THEIR LIFE. CREATED BY THE BUNKER, IT'S THE ULTIMATE SOURCE OF THOUGHT LEADERSHIP FROM TOP ENTREPRENEURS AND VETERANS AROUND THE U.S. 25% OF THE PEOPLE LEAVING THE MILITARY WANT TO BECOME ENTREPRENEURS - YOU MIGHT BE ONE OF THEM. THE CHANCE TO BRING YOUR VISION TO LIFE, LAUNCH A COMPANY, AND DESIGN YOUR FUTURE IS INCREDIBLY EXCITING. WITH BUNKER IN A BOX, WE HAVE PUT TOGETHER HUNDREDS OF HOURS OF THOUGHT LEADERSHIP TO HELP YOU LEARN THE LANGUAGE OF ENTREPRENEURSHIP AND CREATE YOUR VISION AND YOUR PLAN.

There is a clear cut problem in business: Women face systemic social and financial challenges while starting a business. Here is a list of enterprises that are determined to propel women into success by focusing on the unique challenges they face.

37 Angels

<http://www.37angels.com/#focus>

37 Angels is a network of 50 women investors whose mission is to focus on the holistic entrepreneurial support for women. With a keen spotlight on early investment education, they train women investors as much as aspiring women founders of startups. The network picks about 8 companies every 2 months to pitch to their network of investors and invest between 50-150 K into each company.

ASTIA

<http://astia.org/>

Astia focuses on providing capital, support, connections and guidance to highly innovative, women-led ventures around the globe.

BOND STREET

<https://bondstreet.com/blog/resources-for-female-entrepreneurs/>

Bond Street brings a comprehensive collection of resources that offer support specifically for women entrepreneurs in the form of investment, community support or professional advice.

BusinessUSA

<http://business.usa.gov/micro-site/ownership-landing?ownership=women>

BusinessUSA's mission is to help small businesses and exporters navigate the world of Government regulations by connecting them to services and information relevant to them through the intervention of technology. They have special support programs for women-owned businesses including special certification courses for businesses that show at least 51% ownership by women.

CHIC CEO

<http://www.chic-ceo.com/>

Chic CEO is a trusted online resource for women entrepreneurs with information on practical how-tos, tools, techniques and the strength of a community; that helps you take the plunge if you are staring at a blind spot right now.

eWomenNetwork

<https://new.ewomennetwork.com/>

eWomenNetwork presents a dynamic network of brilliant women entrepreneurs, business owners and corporate professionals. It provides a head start for women in the network to market and promote their companies along with access to important resources and influencers.

Ladies Who Launch

<http://www.ladieswholaunch.com/>

Ladies who Launch was founded with the sole intention of providing inspiration and advice to women entrepreneurs. From templates for business or marketing plans, to free advice and inspiring stories of other female entrepreneurs, this website provides as much inspiration as practical advice.



GENERAL BUSINESS ASSISTANCE WEBSITES

AllBusiness

<http://www.allbusiness.com/>

Offers a number of short articles on various aspects of running a small business. You can find information on topics such as starting a business, incorporation, sales and marketing, accounting and finance, franchises, buying and selling a business, insurance, and internet and technology. Business forms and guides are available.

BizToolkit

<http://www.biztoolkit.org/>

Is a free gateway to "the Web's best business information sources, as selected by the nation's top Business Information Experts at the James J. Hill Reference Library." The site includes business tools, databases, and research.

Business Insider

<http://www.businessinsider.com/>

Is an American business and technology news website. The site provides and analyses business news and acts as an aggregator of top news stories from around the web.

BusinessUSA

<http://business.usa.gov>

To strengthen America's competitiveness in the global economy, businesses will need to be equipped with the best tools and information available to support innovation and job growth in the 21st century. BusinessUSA is your front door to all the government has to offer.

Business Week Online/Bloomberg Business

<http://www.bloomberg.com/>

Offers news, articles, and advice for entrepreneurs on topics such as finance, innovation, management, and technology. The section on small business offers article on sales and marketing, policy, and financing, and includes a small business blog.

BizFilings

<http://www.bizfilings.com/toolkit/index.aspx>

3000 + pages to help you run your business. Topics such as Start up, Marketing, Finance, Running a Business, Office & HR, and Financing. There are some free downloads and blogs.

Entrepreneur.com

<http://www.entrepreneur.com/>

Has a vast array of practical resources for starting a business, buying a franchise, growing a home-based business, business opportunities, money and finance, sales and marketing, Management, e-business, technology, and other topics.

EntrepreneurialConnection.com

<http://entrepreneurialconnection.com/>

Powered by the National Association of Self-Employed. The website offers free weekly learning modules and trend alerts on topics vital to the success of the self-employed and micro-entrepreneurs. A free newsletter, "Get Connected", covers a range of small business issues.

Expertise

www.expertise.com/small-business/

Provides useful information for small businesses in the form of directories and articles that cover a variety of topics.

Inc.

<http://www.inc.com/>

Is a monthly publication focused on growing companies. The magazine publishes annual list of the 500 fastest-growing private companies in the U.S., the "Inc. 500."

My Own Business

<http://www.scu.edu/mobi/>

Internet course for anyone starting a business. It provides 12 lessons covering topics such as business communications, e-commerce and online marketing, international trade, and small business marketing.

Reference for Business

<http://www.referenceforbusiness.com/>

Includes helpful resources including The Encyclopedia of Small Business Biographies featuring industry leaders worldwide. A detailed Business Plans section is composed of "actual business plans written by entrepreneurs in North America who are seeking financing for their business."

SCORE Template Gallery

<http://www.score.org/resources/business-planning-financial-statements-template-gallery>

Offers templates for business planning, and also provides a link to contact a SCORE mentor for expert business planning advice.

Top markets Series: Export Opportunities International Trade Administration

[http://trade.gov/topmarkets/?](http://trade.gov/topmarkets/?utm_source=combo&utm_medium=other&utm_campaign=topmarkets)

[utm_source=combo&utm_medium=other&utm_campaign=topmarkets](http://trade.gov/topmarkets/?utm_source=combo&utm_medium=other&utm_campaign=topmarkets)

Produced by the U. S. Department of Commerce's International Trade Administration. Provides reports and case studies to help exporters determine their next market, identifying opportunities globally.

BUSINESS, DEMOGRAPHIC & ECONOMIC DATA - U.S.

Data USA

<http://datausa.io/>

Data USA puts public US Government in your hands. Instead of searching through multiple data sources that are often incomplete and difficult to access, you can simply point to Data USA to answer your questions. Data USA provides an open, easy-to-use platform that turns data into knowledge. It allows millions of people to conduct their own analyses and create their own stories about America - its people., places, industries, skill sets and educational institutions.

How can Data USA be useful? If you are an executive, it can help you better understand your customers and talent pool. It can inform decisions on where to open or relocate your business or plant. You may also want to build on the Data USA platform using the API and integrate additional data.

EconData.net

<http://www.econdata.net/>

Is a service sponsored by the US Economic Development Administration. The site offers 1.000 links to state and sub-state socioeconomic data sources, arranged by subject and provider, and indicating which sites charge for the data.

Economic Indicators

<http://www.census.gov/economic-indicators/>

Is a monthly compilation of U.S. economic information on prices, wages, production, business activity, purchasing power, credit, money and Federal finance. Data is available from April 1995 forward.

Federal Communications Commission

<http://www.fcc.gov/>

Provides data and statistics on wireless communication services <http://www.fcc.gov/wcb/iatd/>, conducts economic financial, and statistical analyses of the common carrier telecommunications industry. Reports available include trends in telephony, subscribership to high-speed services, and financial information on international telecommunication service between U.S. points and international points.

The Wireless Telecommunications Bureau

<http://wireless.fcc.gov/>

Provides downloadable files for Universal Licensing System (ULS) radio services, updated weekly; federal regulations and licensee and consumer information. The website allows you to create maps that are compatible with ArcExplorer[®] software produced by ESRI, Inc.

Federal Reserve Board Economic Research and Data

<http://www.federalreserve.gov/rnd.htm>

Allows users to download data related to selected Federal Reserve Board statistical releases on topics such as current bank prime rates, foreign exchange rates, U.S. government securities, and conventional mortgage interest rates. Customizable data is available for industrial production and capacity utilization, household finance, and bank structure.

FedStats

<http://fedstats.sites.usa.gov/about/>

Is a “gateway” to statistics from over 100 U.S. Federal agencies.” Links to statistics are organized by topic, by geography, and through a general search. Other useful resources include a list of agencies that provide statistics and links to selected agency online databases.

FreeDemographics.com

<http://gallery.alteryx.com/demographics/>

Offers a free subscription option to access U.S. Census data from 1980, 1990, 2000 and 2010. Users can create custom market analysis reports based on a number of selected demographic variables for any geography through the 2000 Census.

The Gallup Poll

<http://www.gallupoll.com/>

Contains links to polls. Reports, trends and audits of public opinion conducted by The Gallup Organization. Users can search for poll analyses and questionnaires by topic. Free information includes articles, graphs and charts, video clips, and specific question on a variety of topics.

National Center for Healthy Statistics

<http://www.cdc.gov/datastatistics/>

Is the Federal Government’s principal vital and health statistics agency. Fast Stats Statistics are available on a variety of topics, and information about vital statistics and topics such as health insurance coverage.

BUSINESS, DEMOGRAPHIC & ECONOMIC DATA - U.S. INTERNATIONAL

National Federation of Independent Business (NFIB) Research Foundation

<http://www.nfib.com/research-foundation/>

NFIB produces the National Small Business Poll, a series of business survey reports based on data collected from national samples of small business employers. The website offers downloadable copies of recent survey reports, as well as the monthly Small Business Economic Trends and the Regulatory Impact Model Forecasts.

Salary.com

www.salary.com

Provides information relating to compensation information. While most of the content is fee-based, there are several free “wizards” available. The Salary Wizard lists salary statistics for hundreds of positions by geographic location. The Job Search Wizard allows you to search for jobs across state and metro areas. The Cost-of-Living Wizard compares living-cost indexes and salaries across 300-plus U.S. cities.

SBA Office of Advocacy

<https://www.sba.gov/category/advocacy-navigation-structure/research-and-statistics>

Offers studies and data on small businesses on a wide range of topics. These topics include finance, business owner demographics, regulation, exporting, and other topics. Among the available reports is The Small Business Economy, an extensive annual report that provides information on small business performance in the economy.

SBDcnet-Demographics

<http://www.sbdcnet.org/industry-links/demographics-links#wraps>

Provides links to sources of statistics from the Federal Government, as well as sections on sources of data by U.S. geographical area and by subject, for example - computer use, crime statistics, and religious affiliation.

SizeUp

<https://www.sizeup.com/>

Provides tools that allow businesses to compare themselves against competitors. The website is easy to navigate and also helps a business locate its customers and suppliers.

StateMaster

www.statemaster.com/index/php

Allows you to research and compare data on U.S. states. You can browse the site’s facts and statistics by topic, e.g., immigration, energy, and transportation. The site also features thousand of maps, images of flags, and state profiles.

North American Industry Classification System (NAICS)

<http://www.census.gov/eos/www/naics/>

Is “the standard used by the Federal agencies in classifying business for the purpose of collecting, analyzing, and publishing data on the U.S. business economy.” The website contains a searchable list of 2012 NAICS codes (with links to definitions).

Statistical Resource on the Web

<http://www.lib.umich.edu/clark-library>

Index to statistical websites and statistical publications arranged by dozens of subject categories. More than 130 topics are covered including agriculture, banking, business and industry, con

StatsAmerica

<http://statsamerica.org/list.aspx>

Provides one-stop access to useful U.S. data sites and tools supported by the Economic Development Administration.

U.S. Bureau of Economic Analysis (BEA)

<http://www.bea.gov/index.htm>

Offers information on key issues such as U.S. economic growth, regional economic development, and the position of the United States in the world economy.

U.S. Bureau of Labor Statistics

<http://www.bls.gov/home.htm>

Contains time-series data covering inflation and prices, employment and unemployment, pay and benefits, spending and time use, productivity, workplace injuries, international data, employment projections, regional resources, and historical news releases tables. In addition, the site provides customized maps, tutorials, and calculators.

U.S. Census Bureau Economic Programs

<http://www.census.gov/economic-indicators/>

Provides economic indicators by geography, and frequency. The site includes the Survey of Business Owners, non-employer Statistics, Current Industrial Reports, and the Annual Survey of Manufacturers. Another key data source is the Economic Census, <http://www.census.gov/econ/census> which profiles American business every five years, from the national to the local level.

USA Today Money

<http://www.usatoday.com/money/>

Provides charts, calculators, and tips on a broad range of economic topics such as mortgage rates, bank interest rates, taxes, insurance rates, and retirement. In addition, you’ll find information on commodities, currencies, key interest rates, and other economic indicators.

BUSINESS, DEMOGRAPHIC & ECONOMIC DATA - U.S. INTERNATIONAL

INTERNATIONAL TRADE

The International Trade Administration's Top Market Series

<http://trade.gov/topmarkets/>

The ITA's Top Market Series is meant to help exporters determine their next export market by comparing opportunities across borders. Each report ranks future export opportunities within a particular industry based on a sector-specific methodology. The reports provide a detailed assessment of the competitiveness landscape within a sector, as well as the opportunities and challenges facing U.S. exporters in key markets. Each report is available for download. Interested exporters can also download or view individual case studies within larger reports.



U.S. Commercial Service - A Basic Guide to Exporting

<http://grow.exim.gov/basic-guide-to-exporting>

For American companies of all sizes, exporting makes more sense now than ever before. But exporting is undeniably more complicated than selling domestically. It introduces a lot of new and unfamiliar issues to understand and deal with.

A Basic Guide to Exporting, developed by the U.S. Department of Commerce, addresses virtually every issue and exporter might face: Getting things rolling, financial and legal issues, delivering your product and more.

The Export-Import Bank of the United States- Export Expertise: 10 Finance Tools to Grow Your Export Business

http://www.exim.gov/sites/default/files/managed-documents/EXIM_White-Paper_10-Ways-EXIM-Assists-Small-Business-Whitepaper-FINAL.pdf

Foreign Trade Zone #271

<http://jo-carrollftz271.com/>

Foreign-Trade Zones (FTZ) are secure areas under U.S. Customs and Border Protection (CBP) supervision that are generally considered outside CBP territory upon activation. Located in or near CBP ports of entry, they are the United States' version of what are known internationally as *free-trade zones*.

Foreign Trade Zone #271- The Illinois International Trade Centers, LLC (IITC)

Illinois International Trade Centers (IITC) operates FTZ #271, which overlays and serves all of Whiteside County, and offers a very cost effective Zone and domestic status 3PL warehousing and related services at Savanna Depot Park. The IITC also provides a free and confidential Preliminary FTZ Cost/Benefit Analysis to any business in Whiteside County who wants to know more about this very successful Federal Program.

In addition to the specific FTZ Analysis, IITC is also willing to undertake a more comprehensive International Business & Transportation Opportunity Analysis (IBTOA) that identifies export, global sourcing and transportation opportunities that may enable a company to participate more effectively and profitably in the global marketplace and move products more cost effectively to and from distant markets. Please call or email to find out more 815-273-2311/ iitc.usa@gmail.

FTZ No. 271 Jo-Daviess & Carroll Counties

Steve McIntyre

18933 A Street

Savanna, IL 61071

815/541-4282

E: smcintyre@jodaviess.org



BUSINESS, DEMOGRAPHIC & ECONOMIC DATA - INTERNATIONAL

Database of International Statistical Activities (DISA)

http://www.unece.org/stats/stats_h.html

Is produced by the United Nations Economic Commission for Europe (UNECE). The database lists the activities of over 30 statistical organizations active in the UNECE region comprised of 56 member countries.

FAOSTAT

<http://faostat3.fao.org/home/E>

From the Food and Agriculture Organization of the United Nations, provides access to time-series and cross sectional data relating to food and agriculture for more than 200 countries.

NationMaster.com

<http://www.nationmaster.com/index/php>

Allows you to graphically compare economic and demographic statistics among nations. Data is compiled from such sources as the CIA World Factbook, United Nations, World Health Organization, World Bank, World Resources Institute, UNESCO, UNICEF and OECD. The site features facts and figures on individual countries and regions as well as maps and flags of the world.

Organization for Economic Cooperation and Development (OECD)

<http://www.oecd.org/>

Issues 250 demographic and economic reports yearly for their 31 member countries, as well as occasional reports for several non-member countries. These resources cover gross domestic product, international trade statistics, price statistics, economic projections, labor force statistics, and many more topics.

Statistical Sites on the World Wide Web

<http://www.bls.gov/bls/other.htm>

Provides links to government statistical agencies in the United States and in several dozen countries around the world.

The International Trade Association of Greater Chicago (ITA/GC)

<http://www.itagc.org/>

The International Trade Association of Greater Chicago (ITA/GC) provides a forum for the exchange of up-to-date and practical information on the trends and tools of the ever-changing global market place. The ITA/GC produces and distributes the well-known [Illinois International Business Calendar](#) – a consolidated list of all major global business themed events in the Chicagoland area – including ITA/GC programs and events.



Illinois SBDC International Trade Center at Bradley University

Specialized assistance to ensure exporters obtain the benefits associated with Free Trade Agreements (FTAs), including NAFTA. More than 500 companies have expanded their export sales by more than \$400 million. Services include: Assessing company readiness to export, Identifying potential export markets, Identifying potential foreign buyers, Assisting with foreign market entry, International business planning, Export document training, Trade-lead matching from U.S. Embassies, Education and networking forums, Executive courses in international business, Export finance options, and In-house training.

SBDC International Trade Center

Jim Foley

141 Jobst Hall

1501 West Bradley Avenue

Peoria IL 61625-0001

309/677-3075

E: illinoisbdcitc@bradley.edu

<http://www.bradley.edu/academic/colleges/fcba/centers/turner/sbdc/>

UNdata

<http://data.un.org/>

Is a data service provided by the United Nations Statistics Division (UNSD) of the Department of Economic and Social Affairs (DESA). It provides a single entry point for UN statistical databases covering a wide range of topics such as population, industry, energy, trade and national accounts.

US Energy Administration - International Statistics

<http://www.eia.doe.gov/emeu/international/contents.html>

Provides information about international production, consumption, imports, exports, prices, and other data about all types of energy, including petroleum, natural gas, electricity, coal, and renewables, and access to the international energy statistics database, a portal for detailed country and regional energy data.

BUSINESS, DEMOGRAPHIC & ECONOMIC DATA - EXPORT/TRADE & INTERNATIONAL BUSINESS INFORMATION

Doing Business In...

http://www.hlbi.com/index.php?option=com_content&view=article&id=1086&Itemid=1257
Is a set of around 40 booklets prepared by accounting giant HLB International for their staff and clients. Each booklet is designed to provide some general information to those contemplating doing business in that country.

U.S. Commercial Service - Chicago, Rockford & Peoria

<http://export.gov/illinois/>
Serving Chicago, Rockford and Peoria, "Export.gov" brings together resources from across the U.S. Government "to assist American businesses in planning their international sales strategies and succeeding in today's global marketplace." The "Find Solutions" section provides help with international sales and marketing, international finance, international logistics, licenses and regulations, trade data and analysis, and trade problems.

Federation of International Trade Associations

<http://fita.org/index.html>
Maintains a Global Trade Portal, which is a source for international import and export trade leads, events, and links to 8,000 international trade (export/import) related websites. Other useful resources on the site cover topics such as transportation and logistics, trade finance and currencies, trade law and trade shows.

globalEDGE™

<http://globaledge.msu.edu/>
Offers information on global business activities including information on global business activities including information on the business climate, news, history, political structure, economic landscape, and relevant statistical data for around 200 countries. The Industry Profiles section offers information, news, events, and statistical data for 20 broad industry sectors.

Market Research

<http://www.export.gov/mrktresearch/>
Provided by the U.S. Commercial Service, offers more than 100,000 industry and country-specific market reports. You must be a U.S. company, student or researcher and register with Export.gov to access the Market Reports.

StatUSA - GLOBUS & NTDB

<http://guides.ucf.edu/statusa/NTDB>
Is a service offered by the U.S. Department of Commerce. The website provides trade leads and international trade resources, including the NTDB Global Trade Directory.

Top Markets Series: Export Opportunities - International Trade Administration

http://trade.gov/topmarkets/?utm_source=combo&utm_medium=other&utm_campaign=topmarkets

U.S. Department of Commerce's International Trade Administration, these comprehensive, downloadable reports and case studies help exporters within a particular industry determine their next market, identifying opportunities globally.

Trade Data Online

<http://www.ic.gc.ca/eic/site/tdo-dcd.nsf/eng/home>
The website provides customized reports on Canadian and U.S. trade in good with more than 200 countries. Data for these reports comes from Statistics Canada and the U.S. Census Bureau.

UN Comtrade

<http://comtrade.un.org/db/>
Provides access to the United Nations Commodity Trade Statistics Database. Upon free registration, the user has access to one billion trade data records from 1962 forward.

U.S. Census Bureau - Foreign Trade

<http://www.census.gov/foreign-trade/index.html>
Provides a broad and comprehensive range of foreign trade statistics that are available on a monthly, annual and historical basis. Most detailed reports are available for a fee, but there is some general free data as well.

World Trade Organization Statistics Database

https://www.wto.org/english/res_e/res_e.htm
Provides trade statistics covering WTO member nations. The statistical database allows you to view trade, tariff, and service profiles, or to create a custom data set by selecting from a series of data points.

FUNDING AND FINANCE RESOURCES

Business Finance.com

<http://www.businessfinance.com/>

Allows you to search the funding criteria of over 4,000 sources for business loans, venture capital, equipment leasing and commercial real estate financing.

Fintel Scorecard

<http://secure.fintel.us/scorecard/>

Is a free online tool that allows businesses to benchmark their financial performance against similar-sized firms in their industry. Businesses need only enter their SIC or NAICS code, and the number of employees to see how their company ranks in its industry.

SBA - Financial Assistance

<https://www.sba.gov/loans-grants/>

Provides information about raising capital for your business. It includes information about eligibility and preparation, SBA loans, contract surety bonds, equity capital, and special purpose loan programs.

Entrepreneur.com - Money

<http://www.entrepreneur.com/topic/finance/>

Offers dozens of articles organized by topics such as angel investors, bank and microloans, government funding, self-financing, and startup financing.

Invest US/eb5

<https://uscis.gov/eb-5>

The United States Citizenship and Immigration Service (USCIS) provides guidelines for EB5 programs that allows foreign nationals to make a minimum of \$500,000 investment in a qualifying new business in a Targeted Employment Area (TEA) that creates at least 10 permanent U.S. jobs. In exchange, for the investment, a foreign national may be eligible to receive a conditional visa and then a permanent green card visa.

National Customer Service Center: (800) 375-5283

Invest in The USA

<https://iiusa.org/us/>

Is a trade association that serves the EB5 industry. The organization is a reliable source on the EB5 Regional Center program. FAQ's Best Practices and more

**300 New Jersey Ave., NW, Suite 1075, Washington, DC 20001
(202) 795-9669**

Info@iiusa.org

The Export-Import Bank of the US

Export Expertise: 10 finance tools to grow your business.

http://www.exim.gov/sites/default/files/managed-documents/EXIM_White-Paper_10-Ways-EXIM-Assists-Small-Business-Whitepaper-FINAL.pdf

MARKETING PRINCIPLES & STRATEGIES

Business Owner's Toolkit: Marketing Your Product

http://www.toolkit.com/small_business_guide/sbg.aspx?nid=P03_0101

Introduces the small business owner to some of the concepts and strategies that professional marketing experts in large companies use. It offers articles and tips on analyzing the market environment; market research.

Duct Tape Marketing

<http://www.ducttapemarketing.com/>

Offers an award-winning blog, articles and training sessions on marketing topics such as Twitter for Business, public relations, pay-per-click advertising resources, and a free online press release creator. The site also hosts the Duct Tape Marketing Blog Channel Digest.

MarketingSherpa

<http://www.marketingsherpa.com/>

Is a subscription service that offers a number of free reports and open access content on its site. You can also sign up for Marketing Sherpa's free weekly case studies, new research data, how-tos, inter

Mplans.com

<http://www.mplans.com/>

Contains a collection of free sample marketing plans. It also offers how-to articles and advice for writing a marketing plan; along with a general business blog. The website is a free resource owned and operated by Palo Alto Software, Inc., which also sells its marketing software through the site.

SBA - Market and price

<http://www.sba.gov/smallbusinessplanner/manage/marketandprice/index.html/>

Has a useful section of articles that provide information about all aspects of marketing. Topics include the basics of marketing, international sales, customer service, competitive analysis, tradeshow marketing, and target marketing.

MARKETING AND COMPETITOR LISTS

The websites that follow will allow you to create marketing lists of businesses or consumers based on a number of criteria. List costs will vary depending on a number of factors. Additional "selects" such as name of decision -maker, or revenue will typically add to the cost.

Acculeades

<http://www.acculeads.com/>

Offers leads from more than 25 million businesses and 160 million households. The site also provides lists from real estate records, new borrowers, and affluent professionals.

InfoUSA

<http://www.infousa.com/>

Lists more than 14 million businesses and 210 million consumers in its database. You can create customized lists of businesses or residents. List formats are compatible with Excel, Act, Word, Goldmine and other programs.

ListFinder

<http://listfinder.com/>

Offers a searchable database of more than 50,000 direct mail lists. You can also send a message requesting information or a quote directly to the list manager. In addition, the site features articles about direct marketing, web marketing, direct mail legal and regulatory issues, and other topics.

SRDS.com

<http://www.srds.com/>

Subscription fees vary widely but start at \$275, depending on product(s) and duration of access selected, to search the database of over 60,000 domestic and international lists.

Superpages

<http://superpages.com/?src=insp>

Uses local search directories to allow you to search by category or business name, and then by geographic location to find businesses. This site can be used to identify competitors or find potential new business customers.

Hoovers

<http://www.hoovers.com/sales-leads/list-building.html>

From Dun & Bradstreet, offers business-to-business marketing leads from their database of nearly 16 million businesses. Selection criteria include location, number of employees, annual sales, SIC code, job function and specialty data such as import/export flags or IT demand. Hoovers will allow you to view a list of up to 25 customers or competitors by name city and state as well as two company reports at no charge.

MARKET RESEARCH - GENERAL SOURCES

allBusiness - Secondary vs. Primary Market Research

<https://www.allbusiness.com/the-difference-between-secondary-and-primary-market-research-1310-1.html>

Explains the difference between secondary and primary research, and links to several short articles that provide information on conducting market research.

Market Research , Industry Research, Business Research

<http://www.virtualpet.com/industry/howto/search.htm>

Offers a step-by-step organized process to learn about an industry or specific company. The site appears to be updated once a year.

Inc.com

<http://www.inc.com/guides/marketing/24018.html>

Archived Inc. Articles about market research, including low-budget suggestions for conducting your own market research.

MARKET RESEARCH - PRIMARY SOURCES

If you want to conduct your own primary research, here are a few tools.

Conducting Focus Groups

<http://ctb.ku.edu/en/table-of-contents/assessment/assessing-community-needs-and-resources/conduct-focus-groups/main>

Is a part of a set of tools for community development. This section provides information about when and how to use focus groups, including real world examples and a checklist that summarizes the key points.

Focus Group

http://en.wikipedia.org/wiki/Focus_group

Offers a complete explanation of what focus groups are and when they are used. The article links to additional resources, including a handbook on focus group principles from the American Marketing Association.

SurveyMonkey.com

<https://www.surveymonkey.com/>

Allows you to create professional online surveys, collect responses, and analyze result via the web. A basic subscription is free and includes all of the basic features of SurveyMonkey.

Online Surveys

<http://search.constantcontact.com/survey/index.jsp>

A subscription based survey and polling product. Vanguard Vista offers a robust subscription-based survey product, but also provides a free "quick poll" tool.

<http://www.vista-survey.com/features/quick-poll.htm>

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MARKET RESEARCH - SECONDARY SOURCES

You can often find useful market information and research from industry and professional association websites.

BizMiner

<http://www.bizminer.com/index.asp>

Offers reports that include market research trends for 16,000 lines of business at the national level, and reports for 250 US market areas.

First Research Industry Reports

www.firstresearch.com

Provides industry profiles for more than 700 industries that can be searched by keyword, SIC or NAICS code. The reports provide a snapshot of individual industries, including an overview, recent developments, business challenges, trends and opportunities.

Manta

www.mant.com

Provides more than half a million reports from market research firms like Datamonitor, SGA Executive Tracker, Wright Reports and ICON. You can use the free search feature to find in-depth reports and research, or browse by companies, report type, publisher or year published.

MarketResearch.com

<http://www.marketresearch.com/>

Is a searchable database of more than 250,000 market research reports from over 650 global publishers. Reports cover all industry sectors, both domestic and international.

COMPANY INFORMATION

Company Websites are often a valuable source of information on all aspects of the company. You can usually find annual reports and other basic information about the company, as well as press releases about new products and developments, key personnel, and financial information.

Intelligize (formerly Morningstar Document Research/ formerly 10K Wizard)

<http://www.intelligize.com/>

Is a fee-based service that provides expanded coverage and advanced search capabilities of the SEC's EDGAR (Electronic Data Gathering, Analysis and Retrieval) database. It allows you to perform key word searches on up-to-the-minute SEC filings and set up alerts for companies you want to track.

Intelligize enables professionals to better answer complex business questions. Providing Corporations, Law Firms, Government Agencies, Accounting Firms, Academic Institutions and Business professionals the best resources for compliance and regulatory information to analyze, benchmark and identify precedent.

AnnualReports.com

<http://www.annualreports.com/default.aspx>

Is a free directory of company annual reports.

BizJournals.com

<http://www.bizjournals.com/>

Offers recent news from more than 40 local business journals. You can search and view articles by topic, industry, or market location.

ChubbyBrain

<http://www.chubbybrain.com/>

Provides information about high growth private companies and investors that back them. The database has information on more than 47,000 angel and venture capital-backed startups and more than 18,400 investor profiles gathered through "mass collaboration" as well as the company's proprietary technologies.

CrunchBase

www.crunchbase.com

Is a free database of technology companies, people and investors that anyone can edit. You can search for startup companies by location and specify a radius from that location. Specialized search forms also allow you to create lists of companies, financial organizations, and people.

COMPANY INFORMATION (cont...)

EDGAR Company Search

<http://www.sec.gov/edgar/searchedgar/companysearch.html>

Allows you to search the U.S. Securities and Exchange Commission (SEC) EDGAR database for company information, including real-time filings. Company filings are available from 1994.

High Beam Research

<http://www.highbeam.com>

Is a low-cost search engine that allows you to search more than 80 million articles from the archives of over 6,500 newspapers, magazines, journals, and other publications.

Hoovers.com

<http://www.hoovers.com>

Is a robust subscription database of company and industry information. More than 85 million public and private companies are profiled by Hoover's, and individual company or industry reports can be purchased for a fee.

IRRX.com - Business Filings Databases

<http://www.llrx.com/columns/roundup29.htm>

Is a listing of links by state to corporate and business filing available online. All 50 states make some level of corporate and business filings available online.

thomas.net

<http://www.thomasnet.com>

Is an industrial search engine that allows you to browse suppliers in more than 67,000 categories for the entire United States and Canada, find millions of CAD drawings, and do a radius search from a specific location. The website is free.

Business information is also available for a free or a small fee. Most states that collect information on corporations, sales tax revenues, demographics, wages and employment, and licensed professionals.

INDUSTRY AND MARKET INFORMATION

Alacra Industry Spotlights

<http://www.alacrastore.com>

Collects industry information on more than 70 industries. The entry for each industry lists trade and industry associations, market research reports, another major source of information.

Industry Portals/Industry Hubs

<http://www.virtualpet.com/industry/mfg/mfg.htm>

Provides links to major sources of information for more than 100 U.S. industries. These sites often include industry news and statistics, as well as information about business-to-business commerce.

Market Potential Index for Emerging Markets

<http://globaledge.msu.edu/global-resources/resource/1076>

Is designed to assist businesses in determining which international markets to enter and the appropriate marketing strategies for those countries.

SBDNET -National Information Clearinghouse: Industry

www.sbdnet.org

Provides Industry Profiles for more than 70 industries. The profiles are geared to actual business owners in mostly local retail and service sectors.

U.S. Bureau of Economic Analysis - Industry Economic Accounts

<http://www.bea.gov/Industry/Index.htm>

Prepares and publishes a variety of economic statistics on industries. It offers gross domestic product by industry, input-output accounts, and four satellite accounts - innovation, healthcare, transportation, travel and tourism.

U.S. Bureau of Labor Statistics - Industries at a Glance

<http://www.bls.gov/iag/home.htm>

Consists of profiles of hundreds of industries. You can browse the industries alphabetically or in numerical order by NAICS 2007 industry codes.

U.S. Census Bureau - Economic Census

<http://www.census.gov/econ/census/>

Profiles American business every 5 years, from the national to the local level. The 2010 Economic Census covers nearly all of the U.S. economy. Reports are based on 2007 NAICS categories.

INDUSTRY AND MARKET INFORMATION

U.S. Census Bureau - Current Industrial Reports

<http://www.census.gov/manufacturing/cir/index.html>

Provides monthly, quarterly, and annual measures of industrial activity. "The primary objective of the CIR program is to produce timely, accurate data on production and shipments of selected products". The data are used to satisfy economic policy needs and for market analysis, forecasting, and decision-making in the private sector.

U.S. Department of Commerce

<https://www.commerce.gov/economicindicators/>

The USDC's Find Data webpages feature key Economic Indicators. Included are current stats for GDP, Personal Income & Outlays, Durable Goods, Manufacturing and Trade Investments and Sales along with numerous other reports.

Valuation Resources - Industry Information Resources

valuationresources.com/IndustryReport.htm

Is a free resource guide to industry resources and data for more than 400 industries. Each industry lists resource and data available from trade associations, industry publications, and fee-based research firms such as IBISWorld and First Research.

PEOPLE INFORMATION

LinkedIn

www.linkedin.com

Can be mined for personal or business information. You can search for a person or company through the advanced search feature.

Salesforce Datacom

<http://www.salesforce.com/data/overview>

Is a subscription based online directory of more than 21 million business contacts. Every contact includes full name, title, postal address, email address and telephone number.

Spokeo

<http://www.spokeo.com>

Is a people search engine. Spokeo allows you to find information about people, including their demographic and psycho-graphic (lifestyle information) profiles. You have to pay to see some items such as photos and profiles.

Yasni

<http://www.yasni.com/>

Is a search site that allows you to find information about old friends, co-workers, business partners, job applicants, neighbors, among other connections. Yasni crawls more than a hundred people-related websites, including social networking.

Zoominfo

<http://zoominfo.com>

Finds and extracts the latest online information about people and companies and delivers it in concise and useful summaries. You can search for people by name and find their work history, education, and cached links to internet references on them.

REGIONAL BUSINESS ASSISTANCE AND DEVELOPMENT

Illinois Small Business Assistance

<http://www.illinois.gov/dceo/SmallBizAssistance/Pages/default.aspx>

Is a clearinghouse of information on starting a small business, a one-stop shop for all things startup. Financing Options, Laws, Regulations & Permitting. Locations for your business, One-On-One Business Advice and Region Specific Assistance.

Illinois Office of International Trade

<http://www.illinois.gov/dceo/SmallBizAssistance/Export/Pages/default.aspx>

The Illinois Department of Commerce Office of Trade and Investment (OTI) opens overseas markets for Illinois companies and promotes foreign direct investment in Illinois. OTI strives to raise Illinois' profile as a global business leader through a network of professionals focusing on improving the state's economy worldwide. With headquarters in Chicago and 10 foreign offices around the world, the Department of Commerce's Office of Trade and Investment is dedicated to helping small and medium sized businesses expand their global reach and export abroad.

Illinois Manufacturing Excellence Center (IMEC)

<http://www.imec.org/>

As a catalyst for transforming the state of manufacturing, IMEC helps organizations optimize operating capacity, implement advanced product and process innovations, increase sales and enter new markets, and improve profitability. Together with Illinois Performance Excellence, we are creating a roadmap to success for organizations on the journey to excellence. We customize every solution to address the client's specific needs, using training to transfer knowledge and skills to employees, and serving as a mentor and coach to sustain success.

Illinois Performance Excellence (ILPEX)

<http://ilpex.org/>

ILPEX offers webinars, workshops and customized consultation sessions to help organizations learn how easy it is to capture current levels of performance and identify the next steps for improvement. Hands-on materials and staff will provide practical knowledge to guide organizations in determining at what stage it fits into the ILPEX recognition and award process. Understand what the Baldrige Criteria is and how it relates to your organization

Illinois Office of Business Advocacy

<https://www.sba.gov/advocacy>

Is an independent voice for small business within the federal government, the watchdog for the Regulatory Flexibility Act (RFA) and the source of small business statistics. Advocacy advances the views and concerns of small business before Congress, the White House, the federal agencies, the federal courts and state policy makers.

REGIONAL BUSINESS RESEARCH ORGANIZATIONS

PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC)

ILLINOS PTAC at BRADLEY UNIVERSITY

Jennie Hale

141 Jobst Hall

1501 West Bradley Avenue

Peoria, IL 61625-0001

(309) 677-3297

E: jeh@fsmail.bradley.edu

<http://www.bradley.edu/turnercenter>

WORKFORCE, CAREER & PLACEMENT SERVICES

Whether your business is looking for permanent employees or temporary staffing, these offices can help fill your workforce requirements.

CAREER & PLACEMENT OFFICES

LWIA 4 - NCI Works! One Stop Center

Offers job seekers resources to look for employment. BEST Inc., is a partner with NCI Works, BEST provides services to help businesses thrive in today's complex, competitive, and ever changing economy. See how they can help you!
2323 E. Lincolnway
Sterling, IL 61081
815/625-9648 or 800/526-0844
Monday through Friday 9:00 a.m. to 4:00 p.m.
<http://www.best-inc.org/>

STAFFING AGENCIES

Chartwell Staffing Solutions

A staffing solutions service that provides temporary, temporary to hire, and permanent placement in Rock Falls, IL.
229 First Ave. Ste 2
Rock Falls, IL 61071
815/564-0794
<http://chartwellstaff.com/rock-falls-il-staffing-agency/>
E: RockFalls@chartwellstaff.com

Corporate Services Inc.

Corporate Services provides temporary labor, contract-to-hire employees, direct placement, and pay-rolling services - whether it's for just one or for hundreds of workers.
2311 E. Lincolnway, Ste. B
Sterling, IL 61081
815/625-1100
<http://www.corpserv.com/>

STAFFING AGENCIES (cont...)

Manpower

Manpower is an area leader in contingent and permanent talent resources and workforce programs. For more than 60 years, Manpower has helped both businesses and job seekers in the area succeed by leveraging our national network and local presence to provide access to qualified talent and unique regional opportunities.
2401 E. Lincolnway, Ste 1
Sterling, IL 61081
815/622-2814
<http://www.manpower.us/en/Offices/Illinois/Sterling.htm?&service-lob=s&preferred-language=en&preferred-country=us&hcmid=fsos-il038&>

Sedona Staffing

Specializes in clerical, administrative, industrial, professional and technical placement. Sedona Staffing is flexible in that they offer temporary, temp-to-hire, direct hire and project work placements.
1515A W. Rock Falls Road
Rock Falls, IL 61071
815/716-8468
<http://www.sedonastaffingcorporate.com/About-Us/Rock-Falls,-IL.aspx>



Workforce, Career & Placement Services (continued)

TRAINING

Morrison Institute of Technology

The college offers a two year, Associate in Applied Science degree in Engineering Technology with two areas of concentration: Highway and Building Construction, and Drafting Design and CAD. The college also offers an associate in Applied Science degree in Networking Administration. Employers seeking to fill technical positions or hire interns are encouraged to forward job descriptions via Email: jprombo@morrisontech.edu to Mr. Jim Prombo, Director of Placement or for more information about our programs and graduates phone 815-772-7218 Ext. 201.

701 Portland Avenue

Morrison, IL 61270

815/772-7218

<http://www.morrisontech.edu/>



Sauk Valley Community College

The Adult Education Department strives to assist adults 17 years of age or older in acquiring knowledge and skills necessary to earn a GED, to improve English language skills, and to transition to higher educational or vocational training.

173 Il Route #2

Dixon, IL 61021

815/288-5511

<https://www.svcc.edu/index.html>



Western Illinois University

<http://www.wiu.edu/>

Western offers undergraduate and graduate students a variety of programs, including signature academic programs. Programs designed to give you an edge in the workforce after graduation.



WESTERN
ILLINOIS
UNIVERSITY

Whiteside Area Career Center

Career and technical programming is provided at member high schools or at the Whiteside Area Career Center. Occupational clusters include agricultural occupations, business and related occupations, family and consumer sciences, health occupations and industrial/technical occupations.

1608 Fifth Ave.

Sterling, IL 61081

Phone: 815/626-5810

<http://www.wacc.cc/>



FREE ONLINE COURSES

University of the People

<http://www.uopeople.edu/>

University of the People is a nonprofit, tuition-free online university based in California and committed to educational access and inclusion.

Alison

<https://alison.com/>

Alison offers free online courses with certification and diploma options.

OpenSeesame

<https://www.opensesame.com/>

OpenSesame is a marketplace for business-oriented online training.

Coursmos

<https://www.coursera.org/>

Coursmos is a micro-course platform with short video lessons on topics ranging from business to lifestyle.

TED Talks

<https://www.ted.com/talks>

TED's tagline is "ideas worth spreading." TED Talks is a video collection in the form of short, powerful speeches on every subject imaginable (18 minutes or less).



BUSINESS ASSISTANCE SERVICES

FROM NORTHERN ILLINOIS UNIVERSITY

Business Assistance Agencies

Springboard

Northern Illinois University

Springboard is a vehicle for the business community in NIU's region to quickly connect with the resources, agencies, institutions and services that can enhance the economic health of your enterprise. We envision Springboard as the center of a growing network of resources—many offered by the university, with many more available from our partnering institutions and governmental agencies.

Springboard links your business to:

- Service and information providers. These include Small Business Development Centers, International Trade Centers and Federal agencies that work regularly with our regional businesses.
- Institutional partners. NIU's region is rich with agencies and institutions with whom we partner. For example, we work closely with more than 21 community colleges all within our region. We connect to school districts and city governments, federal agencies and international think tanks. We want to help these partners publicize their services so you can find the best resources for your needs.
- Knowledge. NIU has nationally known faculty, highly-rated programs of study and staff who monitor and shape merging trends that impact the economic life of our region. They can provide answers to your questions or assemble research projects based on your concerns. They can help you and your employees keep up with or ahead of trends in your industry.
- Talent. We have our students who are eager to use their skills, confirm their career directions and work with prospective employers. As you are seeking talent, they are seeking internships, projects and research opportunities. Springboard is a means of connecting with this vibrant talent pool.
- Institutional resources. NIU has laboratories and libraries, facilities and IT services—many of which can be tapped as resources to propel your enterprise forward.
- Opportunities. We offer events and seminars, webinars and training sessions, credit classes for you and your employees—all focused on providing your enterprise with the information and skills you need to propel it forward.

Contact:

Luanne Mayorga, Director

Phone: (815) 753-6927

E: lmayorga@niu.edu

W: <http://www.niu.edu/springboard/>



Northern Illinois
University

EIGERLab

Northern Illinois University

Focused to assist start up, early stage growth and expanding existing businesses, NIU EIGERlab serves as a one-stop resource for both new and existing entrepreneurs and innovators to commercialize new ideas, increase revenues and profits, participate in peer groups, access business services, utilize design engineering and art-to-part rapid prototyping services, learn new skills, meet with dedicated mentors, link to qualified investors and receive assistance in selling to the government or executing global market expansions.

Focused on increasing jobs and creating wealth in the region, NIU EIGERlab provides the following programs and services:

- *LaunchPad* coworking space supports a regional community of like-minded solopreneurs and early-stage innovative businesses by providing a fluid environment to convene, learn, collaborate and commercialize next generation digital and physical product-based businesses. LaunchPad delivers a supportive atmosphere for ideation, implementation and collaboration to accelerate the growth of your enterprise.

Members have discounted access to:

- Common meeting spaces
- Semi-private spaces
- Business coaching
- Business development tools
- Innovation programming/Meetups
- Speakers series
- Mentors, investors and professional service providers



Northern Illinois
University

- *GrowthWheel* NIU EIGERlab's coaches utilize the GrowthWheel® 360° outcome-oriented intake tool to assist owners and entrepreneurs in any stage of business. GrowthWheel®, a visual toolkit, assists both new and existing entrepreneurs by building their businesses through a simple, 360° action-oriented assessment process that analyzes 20 functional areas of your business and determines which areas require immediate focus.
- *CTeam* Existing businesses of any size will find a customized support network in our CTeam. From our roster of highly experienced and skilled professionals, CTeam participants will be brought together to work directly with you and/or your management team to successfully resolve your most difficult issues or develop your latest idea. The leaders of rapidly growing businesses and high potential start-ups can rely on the Commercialization Specialists at NIU EIGERlab to provide a wide range of expertise and skills to address the specific needs of businesses of all types.
- The *FastPitch Competition* is an annual event that draws participants from throughout the region. Starting in 2006, this competition has attracted entrepreneurs in all phases of business from pre-startup, just an idea on a napkin to companies that have been in business or plan to expand with a new service or product. The idea is to answer key questions in three minutes or less—your elevator speech—to a select group of judges who are entrepreneurs themselves or that work with entrepreneurs on a regular basis.
- The *Center for Product Development (C4PD)* serves the region with commercialization and engineering support services. It is a one stop, comprehensive resource. Every entrepreneur is unique with specific needs and our expertise includes consulting with clients to determine the most appropriate and economical path, from the design and printing stages to the actual manufacturing of their product. NIU EIGERlab 3D printing has the technology to transform a concept into computer models and, using the latest technology, convert those to physical objects.

Contacts:

Dan Cataldi, Executive Director
NIU EIGERlab CoWorking Space
NIU-Rockford, 8500 E. State St., Rockford, IL 61108
Phone: (815) 753-2192
E: dcataldi@eigerlab.org
W: <http://www.eigerlab.org/>

Mike Cobert, Assistant Director
NIU EIGERlab Center for Product Development
5299 Zenith Parkway, Loves Park, IL 61111
Phone: 815.298.0136
E: MCobert@eigerlab.org
W: <http://www.eigerlab.org/center-for-product-development/>



**College of Engineering and Engineering Technology
Northern Illinois University**

The College has many avenues available to assist the regional manufacturing community; from assisting in the development and efficient manufacturing of new and existing product, to providing cost savings approaches in marketing and manufacture process, to the implementation of new technologies in design and inspection of product at all stages of manufacture. College faculty have a long history of providing manufacturing assistance to all sizes of company. Our faculty have years of experience in developing unique and cost effective solutions. In addition, the college can assist in identifying technical staffing solution for short and long-term projects. The college has the needed expertise in many areas related to Manufacturing, Mechanical and Electrical design and analysis, and Industrial and Systems Engineering. Our faculty have worked with many companies with varying needs, and we are always available to assist in identifying potential and existing issues confronting manufacturers in the region.

The College has the following components to support regional companies:

- *Design and development* – Our faculty are experts in mechanical and electrical product design and development, and have worked with many companies to provide assistance in creating new products and re-engineering existing products. Design analysis and testing is also a very important in the development process, and an area in which we provide much assistance; development of designs that are cost effective and yet functional and robust. The College can help in many different areas of mechanical and electrical testing, from numerical and computer analysis to the application of large-scale testing equipment, including, fatigue, shaker tables, and humidity chambers. College faculty can simulate many different environments and conditions to produce the optimal products.
- *Manufacturing and optimization support* – The manufacturing process has many components, from designing proper fixtures, to efficiently choosing materials and process, to developing the optimal material throughputs. Our faculty have many years of industry experience and are ready to assist manufacturers and their manufacturing needs. The College has state of the art equipment which can be used to develop new solutions to design and process issues. Manufacturing processes can be developed and demonstrated on College equipment, thus, providing a cost effective mode in which small companies can enter new areas within manufacturing.
- *Process Innovation and Lean Manufacturing* – Our Industrial and Systems Engineering faculty have a long history of developing solutions through the application of 6-Sigma and lean concepts, optimization, modeling and simulation, data analytics, ergonomics, etc. The College faculty have years of experience of implementing automation solutions, from robots to vision inspection; automation systems can assist in product quality improvement and reduction in manufacturing costs.
- *Employee Training and support* – Through use of state-of-the-art software and hardware, College faculty can tailor training and support programs to individuals and groups of employees at regional companies. College faculty have delivered training in the areas of computer-design programs like AutoCAD, Solid Works and Pro-E and analysis platforms like Ansys. We have developed training solutions in areas of electronics and CNC, to name just a few. College faculty have the ability to offer the training your company needs to maintain the current technology or to move into new areas of technology.
- *Safety Training and Certification* – The College operates one of the 27 OSHA training centers across the nation. Our OSHA center offers all the OSHA numbered courses through a highly regarded Train-the-Trainer program as well. In addition, the NIU OSHA center offers 10 hour and 30 hour safety certificates.
- *Energy auditing and sustainability* – Our energy group can assist your facility in reducing costs associated with product and manufacturing. Through a complete energy audit, we can assist in reducing your company's overall cost of operation. Our experts have developed industrial lighting solutions and also applicable motor and controls solutions, to name just a few areas. We can also assist in identifying environmentally friendly materials and processes for new and existing designs.

- *Student placement* – The College has many different solutions to your technical staffing needs, ranging from internships and co-ops at the undergraduate and graduate level to full-time student employment. The College has programs where students work on premises, either under company support, or through the support of NIU faculty members. The College has a novel program called Engineering-in-Residence (EIR), where graduate students work on-site for the company, and they are overseen by NIU faculty during the process. Through the EIR program, a graduate student works on company projects, while being overseen by a faculty member; thus, the company has additional technical expertise to complete the project. In addition, the College has two employment fairs each year, and we can work with companies to hire graduates for full-time positions.

Manufacturing is one of the back-bones of this region, and the NIU College of Engineering and Engineering Technology is ready to provide assistance to any company that has needs in this important area. If you would like more information or like to talk about support possibilities, please contact,

Contact:

Cliff Mirman, Chair

Department of Technology, College of Engineering and Engineering Technology

Northern Illinois University

204 Still Gym, 305 Gilbert Drive, Dekalb, IL 60115

Phone: (815) 753-0531

E: cmirman@niu.edu

W: <http://www.niu.edu/ceet>



REGIONAL BUSINESS RESEARCH ORGANIZATIONS & REGIONAL LENDING SOURCES

ACCION

<http://www.accion.org/>

Is a nonprofit that helps communities grow by investing in people who build businesses and generate jobs in their neighborhoods. They provide customized capital solutions and one-on-one coaching to underserved entrepreneurs in Illinois and North-west Indiana.

Accion is not just a lender. They are a partner in their customers' economic growth. They provide a holistic array of financial services. Small business loans are an instrumental part of that infrastructure, but they also administer technical assistance to coach their borrowers on practices that can maximize their growth potential. For entrepreneurs who don't qualify immediately for a loan, they offer financial counseling so they can strengthen their potential to earn approval in the future.

Accion Chicago
1436 West Randolph Street, Suite 300
Chicago, IL 60607
312/275-3000
info@accionchicago.org

Farm Service Agency (FSA)

<http://www.fsa.usda.gov/programs-and-services/farm-loan-programs/index>

Specializes in administration of farm programs and in the provision of low interest Farm and Ranch loans. Loans are available for operating expenses, equipment, livestock, real estate purchases and improvements.

USDA-Illinois State Farm Service Agency

3500 Wabash Ave.
Springfield, Illinois 62711-8287

Phone: (217) 241-6600 Ext.2

FSA State Office Directory:

http://www.fsa.usda.gov/Internet/FSA_File/20150929ilstodirectory.pdf

SBA - Financial Assistance

<https://www.sba.gov/loans-grants/>

Provides information about raising capital for you business. It includes information about eligibility and preparation, SBA loans, contract surety bonds, equity capital, and special purpose loan programs.

Midland States Bank

<https://www.midlandsb.com/>

Offers SBA financing locally along with a complete line of conventional small business and commercial lending products.

Jon Byar, Commercial Relationship Manager

302 First Avenue

Sterling, IL 61081

815/622-1325 Office

815/222-6389 Cell

815/622-1330 Fax

E: jbyar@midlandsb.com



FINANCING, INVESTMENT & FUNDING SOURCES

Altira

<http://www.altiragroup.com/>

Is an oil and gas investment firm and seeking companies with break through technologies in this field to invest in and partner with. Businesses may submit business plans or simply call the company to discuss their ideas.

Altira Group LLC
1675 Broadway, Suite 2400
Denver, Colorado 80202
Phone: 303/592-5500
info@altiragroup.com

Blue Sage Capital, LP

<http://www.bluesage.com/>

Is interested in companies that have the potential to become market leaders. The firm looks for strong management teams and has a history of having worked with a variety of businesses from waste management to pizza franchises.

114 W. 7th Street, Suite 820
Austin, TX 78701
Phone: 512/536-1900
contact@bluesage.com

Valley Ventures

<http://www.valleyventures.com/>

Valley Ventures is an institutionally funded venture capital Partnership with \$85 million under management. Its team of experienced venture capitalists and managers is dedicated to the achievement of superior investment returns.

1275W. Washington St., Suite 101
Phoenix, AZ 82007
Phone: 480/661-6600



Illinois Financing Authority

<http://www.il-fa.com/programs/business>

Illinois Finance Authority's lower-interest rate financing programs are aimed at helping Illinois-based businesses and industries thrive and to support economic development and employment opportunities across the State. Our business team can give you expert guidance in choosing the right program to assist with your fixed asset purchases and capital financing needs such as new equipment, upgrades, or expansion of your business. We also offer expertise in public-private partnerships and infrastructure financing.

160 N. LaSalle St., Suite S-1000
Chicago, IL 60601
312/651-1300
800/717-6066 Toll Free
800/526-0844 TTY

USDA Rural Development Business Loans and Grant

<http://www.rd.usda.gov/programs-services>

USDA Rural Development operates over fifty financial assistance programs for a variety of rural applications.

OREGON SERVICE CENTER

Amy Johnson
213 W PINES RD
OREGON, IL 61061-9093
Phone: 815/732-6127 ext 4
Amy.Johnson@il.usda.gov

Epic Ventures

<http://www.epicvc.com/>

EPIC Ventures is a premier, early stage software and internet infrastructure venture firm which backs entrepreneurs and companies positioned to lead the information economy of tomorrow.

15 W South Temple #500
Salt Lake City, UT
Phone: 801/524-8939
info@epicvc.com

Invest in the USA (IIUSA)

<https://iiusa.org/us/>

Is a trade association that serves the EB5 industry. The organization is a reliable source on the EB Regional Center program FAQ's, Best Practices and more.

300 New Jersey Ave NW

Suite 1075

Washington, DC 20001

Phone: 202/795-9669

info@iiusa.org

Technology Funding

<http://www.techfunding.com/>

Technology Funding is a top manager of public venture capital funds in the United States. The firm has raised over \$315 million in capital, financed over 245 emerging growth companies, helped 61 companies go public and another 17 be acquired by larger firms, and managed 10 private and 11 public funds.

460 St. Michael's Drive

Suite 1000

Santa Fe, NM 87505

Phone: 800/521-5323

clients@techfunding.com

Technology Ventures Corporation (TVC)

<http://www.techventures.org/>

TVC helps startup companies that are developing technology from national laboratories. Additionally, they look to research universities for commercialization opportunities.

1155 University Blvd. SE

2nd FL

Albuquerque, NM 87106

Phone: 515/246-2882

Tullis Health Investors

<http://www.tullisfunds.com/>

Tullis Health Investors is a family of funds; each focused exclusively on healthcare.

500 West Putnam Avenue

Suite 400

Greenwich, CT 06830

Phone: 203/629-8700

ALTERNATIVE FUNDING

truCrowd and Equity Crowdfunding

<https://il.trucrowd.com/>

Located in the heart of the financial district of downtown Chicago, truCrowd is an equity crowdfunding portal operating under Regulation Crowdfunding (Title III of JOBS ACT) and connects startups and emerging businesses with non-accredited and accredited investors. Built on the belief that not all businesses and investors are alike, truCrowd prides itself on delivering a personalized and professional funding experience through industry-leading technology.

truCrowd's goals and objectives are two-fold. First, they aim to run the most secure and fraud-free funding platform on the market. Second, they plan to be the most socially connected funding portal for all non-accredited investors. truCrowd believes that users will be able to provide invaluable feedback, in addition to capital, which will help entrepreneurs perfect their offerings and fulfill their dreams.

The truCrowd team consists of ordinary people with extraordinary passion and experience. They have all dedicated themselves to making truCrowd the most user-friendly equity crowdfunding portal for funding your startup or investing in startups. Their collective talent in finance, marketing, content and design form a powerful team committed to achieving and maintaining the #1 equity crowdfunding portal in America.



WHITESIDE COUNTY LENDING INSTITUTIONS

Central Bank

Kerrie Kenney, Commercial/Mortgage Lending Officer
1404 14th Avenue
Fulton, IL 61252
815/589-3232



Community State Bank

Karen Reynolds, Bank President
3201 E. Lincolnway
Sterling, IL 61081
815/625-4300
E: karen.reynolds@commstbk.com



Farmer's National Bank

Doug Vanderlaan, President-Morrison
1100 E. Lincolnway
Morrison, IL 61270
Morrison: 815/772-3700



Brandt Hutchcraft
114 W. 3rd Street
Prophetstown, IL 61277
Prophetstown: 815/537-2348

Fifth Third Bank

Sterling: 815/626-5020

First Federal Savings Bank

Rock Falls: 815/626-9292

First Trust & Savings Bank

Albany: 309/887-4335
Erie: 309/659-2211

Illinois Bank & Trust

Rock Falls: 815/626-5626
Sterling: 815/625-1860

Midland States Bank

<https://www.midlandsb.com/>

Jon Byar, Commercial Relationship Manager
302 First Avenue
Sterling, IL 61081
815/622-1325 Office
815/222-6389 Cell
E: jbyar@midlandsb.com



Peoples National Bank of Kewanee Tampico Banking Center

815/438-6365

Sauk Valley Bank

Dirk Meminger
201 W. 3rd Street
Sterling, IL 61081
815/632-4603
E: dmeminger@saukvalleybank.com



Sterling Federal Bank

Ed Wolf, Commercial Ag Officer
110 E. Fourth Street
Sterling, IL 61081
815/626-0614
E: wwolf@sterlingfederal.com



Triumph Community Bank

Bob Smith, VP, Commercial Loans
211 W, Main Street
Morrison, IL 61270
815/772-2896
E: bob.smith@triumphcb.com



US Bank

Rock Falls: 815/622-2573
Sterling: 815/626-0045

Wells Fargo Bank NA

Morrison: 815/772-7611

SMALL BUSINESS LENDING INSTITUTIONS/SBA LOANS



Community State Bank

Karen Reynolds, Bank President
3201 E. Lincolnway
Sterling, IL 61081
815/625-4300
E: karen.reynolds@commstbk.com



Sauk Valley State Bank

Dirk Meminger
201 W. 3rd Street
Sterling, IL 61081
815/632-4603
E: dmeminger@saukvalleybank.com



Sterling Federal Bank

Ed Wolf, Commercial Ag Officer
110 E. Fourth Street
Sterling, IL 61081
815/626-0614
E: wwolf@sterlingfederal.com



Triumph Community Bank

Bob Smith, VP, Commercial Loans
211 W, Main Street
Morrison, IL 61270
815/772-2896
E: bob.smith@triumphcb.com

The bank for your business®

American Chartered Bank

American Chartered Bank

Joseph A. Kozak, Commercial Banking Officer
700 W. Euclid Avenue
Palatine, IL 60067
847/776-6203
Fax: 847/776-6163
E: jkozak@americanchartered.com

FARM SERVICE AGENCY

WHITESIDE COUNTY FARM SERVICE AGENCY

16255 Liberty Street
Morrison, IL 61270
815/442-2124 Ext 2
Darla Steele, County Executive Director
E: darla.steele@il.usda.gov
<http://www.fsa.usda.gov/>

UTILITY PROVIDERS



<u>ELECTRICITY</u>	
Commonwealth Edison	800-334-7661 www.exeloncorp.com (Erie, Fulton, Lyndon, Morrison, Prophetstown, Savanna, Sterling)
Rock Falls Municipal	815-622-1145 Paul Jakubczak www.rockfalls61071.com (Rock Falls)
Jo-Carroll Energy	800-858-5522 www.jocarroll.com (Chadwick, Mt. Carroll, Savanna, Thomson)
<u>NATURAL GAS</u>	
Nicor Gas	888-642-6748 www.nicor.com (Lyndon, Morrison, Prophetstown, Rock Falls, Sterling, Tampico)
Jo-Carroll Energy	800-858-5522 www.jocarroll.com (Albany, Erie, Fulton, Savanna, Thomson)
<u>TELECOMMUNICATIONS</u>	
Frontier	800-921-8101 www.frontier.com (Albany, Erie, Fulton, Lyndon, Morrison, Prophetstown, Tampico)
AT&T	800-464-7928 www.att.com (Rock Falls, Sterling)
VERIZON MOBILE-NET	800-483-4000 www.22.verizon.com
U.S. CELLULAR	888-944-9400 www.uscellular.com
MEDIACOM	800-790-8187 www.mediacomcable.com
COMCAST	855-236-4949 www.comcast.com

AREA CHAMBERS OF COMMERCE

FULTON CHAMBER OF COMMERCE

April Edwards-Eshelman, Director
 912 4th Street
 Fulton, IL 61252
 815/589-4545
 E: fultonchamber@gmail.com
<http://www.cityoffulton.us/business/chamber/chamber-of-commerce.html>



MORRISON CHAMBER OF COMMERCE

Kimberly Ewoldsen, Executive Director
 221 W. Main Street
 P.O. Box 8
 Morrison, IL 61270
 815/600-6267
 E: director@morrisonareadevelopment.com
<http://morrisonchamber.com/>



ROCK FALLS CHAMBER OF COMMERCE

Bethany Bland, Director
 601 W. 10th Street
 Rock Falls, IL 61071
 815/625-4500
 E: bland@rockfallschamber.com
<http://www.rockfallschamber.com/>



SAUK VALLEY AREA CHAMBER OF COMMERCE

Kris Knoble, Executive Director
 211 Locust Street
 Sterling, IL 61081
 815/625-2400
 E: knoble@saukvalleyareachamber.com
<http://www.saukvalleyareachamber.com/>



Federal, State of Illinois And Whiteside County Elected Officials

UNITED STATES SENATORS

Dick Durbin (D)

<http://www.durbin.senate.gov/>

Washington, D.C.

711 Hart Senate Building
Washington, D.C. 20510

Phone: (202) 224-2152

Fax: (202) 228-0400

vrs: (202) 540-9782

tty: 9202) 224-8180

9:00 am to 6:00 pm

Chicago

230 S. Dearborn Street
Suite 3892

Chicago, IL 60604

Phone: (312) 353-4952

Fax: (312) 353-0150

8:30 am to 5:00 pm

Springfield

525 S. 8th Street

Springfield, IL 62703

Phone: (217) 492-4062

Fax: (217) 492-4382

8:30 am to 5:00 pm

Carbondale

250 W. Cherry Street
Suite 115-D

Carbondale, IL 62901

Phone: (618)351-1122

Fax:618.351.1124

8:30 am to 5:00 pm

Rock Island

1504 Third Avenue
Suite 227

Rock Island, IL 61201

Phone: 309.786.5173

Fax: 309.786.5404

8:30 am to 4:30 pm

Mark Kirk (R)

<http://www.kirk.senate.gov/>

Washington, DC

524 Hart Senate Office Building
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Phone: 202-224-2854

Fax: 202-228-4611

Chicago

230 South Dearborn
Suite 3900

Chicago, IL 60604

Phone: 312-886-3506

Fax: 312-886-2117

Springfield

607 East Adams
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Springfield, IL 62701

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Fax: 217-492-5099

ILLINOIS STATE SENATORS

Neil Anderson (R) 36th District

127 Capitol Building
Springfield, IL 62706

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(309) 797-0001

<http://senatorneilanderson.com/>

Tim Bivins (R) 45th District

M 103 Capitol Building
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(815) 284-0045

<http://bivins.senate.gov/About/Welcome.aspx>

U.S. CONGRESSWOMAN

Cheri Bustos (D) 17TH District

<https://bustos.house.gov/>

Washington, DC

1009 Longworth House Office Building
Washington, DC 20515

Phone: (202) 225-5905

hours: M-F 9-5:00pm

Peoria

3100 N. Knoxville Ave.
Suite 205

Peoria, IL 61603

Phone: (309) 966-1813

Rock Island

2401 4th Ave

Rock Island, IL 61201

Phone: (309) 786-3406

Fax: (309) 786-3720

Rockford

119 N. Church St.
Suite 207 & 208

Rockford, IL 61101

Phone: (815) 968-8011



ILLINOIS STATE REPRESENTATIVES

Mike Smiddy (D) 71st District

200-5S Stratton Office Building
Springfield, IL 62706

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(309) 848-9098

<http://www.mikesmiddy.com/>

Brian Stuart (R) 89th District

210-N Stratton Building
Springfield, IL 62706

Phone: (217) 782-8186 or

(815) 232-0774

<http://www.repbianstewart.com/>

Illinois State Governor

Bruce Rauner

<http://www.illinois.gov/gov/Pages/default.aspx>

Springfield

Office of the Governor
207 State House
Springfield, IL 62706
Phone: (217) 782-0244

Chicago

Office of the Governor
James R. Thompson Center
100 W. Randolph, 16-100
Chicago, IL 60601
Phone: (312) 814-2121

Lieutenant Governor

Evelyn Sanguinetti

<http://www.illinois.gov/ltg/Pages/default.aspx>

Springfield

214 State House
Springfield, IL 62706
Phone: (217) 558-3085
Fax: (217) 558-3094

Video Phone for Sign language users:
(217) 717-2331

Chicago

James R. Thompson Center
100 W. Randolph St., Ste. 15-200
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(217) 717-2331

IL Department of Commerce & Economic Opportunity (DCEO)

Lee Trotter (Northwest Region)

P.O. Box 2781305
Viola, IL 61486
(309) 596-4027

E: Lee.trotter@illinois.gov

<http://www.illinois.gov/dceo/SmallBizAssistance/RegionSpecificAssistance/NorthWestRegion/Pages/default.aspx>



Department of Agriculture

Raymond Poe

State Fairgrounds, P.O. Box 19281, Springfield, IL 62794-9281
(217) 782-2172

<https://www.agr.state.il.us/>

IL Department of Transportation (IDOT)

Paul Loete (District 2)

819 Depot Avenue, Dixon, IL 61021-3546
(815) 284-2271

<http://www.idot.illinois.gov/about-idot/idot-regions/idot-region-2/index>

Illinois Department of Revenue (IRS)

Doug Buckley (Revenue Tax Specialist)

Illinois Department of Revenue
Central Registration Division
P.O. Box 19030
Springfield, IL 62794-9030
(217) 558-7425

<http://www.revenue.state.il.us/#&panel1-3>

Secretary of State

Jesse White

213 State Capitol
Springfield, IL 62704
(800) 252-8980
<http://www.cyberdriveillinois.com/>

Comptroller

Leslie Geissler Munger

325 West Adams
Springfield, IL 62704
(217) 782-6000
<https://illinoiscomptroller.gov/>

State Treasurer

Micahel W. Frerichs

219 State House
Springfield, IL 62704
(217) 782-2211
<http://www.illinoistreasurer.gov/>

Attorney General

Lisa Madigan

500 S. Second Street
Springfield, IL 62704
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Small Business Administration (SBA)

Robert S. Steiner (District Director)

500 W. Madison Street
Suite 1150
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<https://www.sba.gov/offices/district/il/chicago>

Illinois Worker's Compensation Commission

Kelley Griffin

200 S. Wyman
Rockford, IL 61101
(815) 987-7292
E: Kelly.griffin@illinois.gov
www.iwcc.il.gov

Teena Pitman

401 Main Street, Suite 640
Peoria, IL 61602
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E: teena.pitman@illinois.gov
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Illinois Department of Financial & Professional Regulation (IDFPR)

Jay Steward

(Director, Division of Professional Regulation)

Chicago Office:

Division of Professional Regulation
100 West Randolph, 9th Floor
Chicago, IL 60601

Springfield Office:

Division of Professional Regulation
320 West Washington Street, 3ed Floor
Springfield, IL 62786

All inquiries: (888) 473-4858
Professional Licensing: (800) 560-6420
International Calls: (312) 281-0341

E: FPR.LMU@Illinois.gov (Professional Licensing)
<http://www.idfpr.com/>

Business Registration Application:
<http://www.tax.illinois.gov/taxforms/reg/reg-1.pdf>



WHITESIDE COUNTY BOARD

www.whiteside.org

County Board Chair: James Duffy
200 E. Knox Street, Morrison, IL 61270
(815) 772-5100

DISTRICT 1

James Arduini (D) (815) 626-2172
2113 11th Ave., Sterling, IL 61081

Thomas L. Ausman (D) (815) 626-4027
204 17th Ave., Sterling, IL 61081

Robert Bradley (D) (815) 626-1337
4501 Woodlawn Rd., Sterling, IL 61081

James Duffy Chair (D) (815) 625-2239
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1805 Avenue E, Sterling, IL 61081

Ruth M. Stanley (R) (815) 625-4489
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1905 New High St., Rock Falls, IL 61071

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23047 Gaulrapp Rd., Rock Falls, IL 61071

John Espinoza (D) (815) 625-7237
712 8th Ave., Rock Falls, IL 61071

Eugene L. Jacoby (D) (815) 625-1010
1004 Selmi Lane, Rock Falls, IL 61071

William S. Milby (D) (815) 441-7072
1204 Harbor Drive, Rock Falls, IL 61071

Karen Nelson (D) (815) 625-7343
1906 New High St., Rock Falls, IL 61071

Glenn C. Truesdell, Vice Chair (D) (815) 625-5260
1008 Hermes Dr., Rock Falls, IL 61071

Douglas Wetzell (R) (815) 438-7811
28339 Hurd Rd., Box 58, Deer Grove, IL 61243

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6267 Penrose Rd., Fulton, IL 61252

Daniel L. Bitler (D) (309) 4117
608 Sycamore, Albany, IL 61230

Sue Britt (D) (815) 772-2903
205 E. High St., Morrison, IL 61270

Doug Crandall (815) 213-1012
P.O. Box 121., Prophetstown, IL 61277

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13568 Lyndon Rd., Morrison, IL 61270

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Martin Koster (R) (815) 772-7467
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Howard "Bud" Thompson (R) (815) 535-2416
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Steve P. Wilkins (D) (815) 718-5112
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WHITESIDE COUNTY OFFICERS

www.whiteside.org

CIRCUIT CLERK

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COUNTY ADMINISTRATOR

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COUNTY CLERK

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COUNTY CORONER

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COUNTY RECORDER

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COUNTY SHERIFF

Kelly Wilhelmi
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COUNTY TREASURER

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SUPERVISOR OF ASSESSMENTS

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Photo Courtesy of Kate Huber-Klimson



WHITESIDE COUNTY OFFICERS

www.whiteside.org

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10950 Hoover Rd.
Rock Falls, IL 61071
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COOPERATIVE EXTENSION SERVICE UNIT LEADER

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COUNTY ENGINEER PUBLIC WORKS DIRECTOR

Russ Renner
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[http://www.whiteside.org/
departments/highway.html](http://www.whiteside.org/departments/highway.html)

COURT SERVICES DIRECTOR

Kevin Johnson
200 E. Knox Street
Morrison, IL 61270
(815) 772-5190
[http://www.whiteside.org/
departments/court-services.html](http://www.whiteside.org/departments/court-services.html)

ECONOMIC DEVELOPMENT DIRECTOR ENTERPRISE ZONE ADMINISTRATOR

Gary A. Camarano
200 E. Knox Street
Morrison, IL 61270
(815) 772-5182
E: gcamarano@whiteside.org
[http://www.whiteside.org/
departments/economic-
development.html](http://www.whiteside.org/departments/economic-development.html)

ESDA COORDINATOR

Seth Janssen
400 N. Cherry Street
Morrison, IL 61270
(815) 772-5209

911 COORDINATOR

Kark Kovarik
400 N. Cherry Street
Morrison, IL 61270
(815) 772-5262
[http://www.whiteside.org/
departments/etsb-911.html](http://www.whiteside.org/departments/etsb-911.html)

IL DEPARTMENT OF HUMAN SERVICES ADMINISTRATOR

Mrs. Pease
2605 Woodlawn Rd.
Sterling, IL 61081
(815) 632-4045
[http://www.dhs.state.il.us/page.aspx?
module=12&officetype=&county=
Whiteside](http://www.dhs.state.il.us/page.aspx?module=12&officetype=&county=Whiteside)

MANAGEMENT SERVICES ADMINISTRATOR

John Maas
200 E. Knox Street
Morrison, IL 61270
(815) 772-5101

PLANNING & ZONING ADMINSTRATOR

Stuart Richter
200 E. Knox Street
Morrison, IL 61270
(815) 772-5175, Option #1
[http://www.whiteside.org/departments/
zoning.html](http://www.whiteside.org/departments/zoning.html)

PUBLIC ADMINISTRATOR

Dan Hawkins
202 E. 5th Street
Sterling, IL 61081
(815) 6252-8200

PUBLIC DEFENDER

James Heuerman
200 E. Knox Street
Morrison, IL 61270
(815) 772-5191
[http://www.whiteside.org/departments/
public-defender.html](http://www.whiteside.org/departments/public-defender.html)

PUBLIC HEALTH ADMINISTRATOR ANIMAL CONTROL ADMINISTRATOR

Beth Fiorini
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Morrison, IL 61270
(815) 772-7411
<http://www.whitesidehealth.org/>

VETERANS ASSISTANCE COMMISSION

Terry Woodard
1300 W. 2nd Street
Rock Falls, IL 61071
M-W-F 10 a.m. to 1 p.m.
(815) 626-8640

Mayors, Clerks and Zoning Officers Of Whiteside County, IL

ALBANY

Brian Rowland, Village President
202 N. Water Street
Albany, IL 61230
(563) 593-1595

Marlene Waters, Clerk
605 N. Lime Street
Albany, IL 61230
(309) 887-4064
E: office@villageofalbany.com

Nate Schroeder, Zoning
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(309) 887-4064
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COLETA

Sally Douglas, Village President
308 S. Main Street
Coleta, IL 61081
(815) 499-1115

Barbara Gettle, Clerk
309 S. Main Street
Coleta, IL 61081
(815) 336-2227

DEER GROVE

Al Thompson, Village President
Janice Thompson, Clerk
1654 Hoover Road
Deere Grove, IL 61243
(815) 438-4225
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ERIE

Marcia Miller-Smith, Village President
500 12th Street
Erie, IL 61250
(309) 737-0611
E: millerrealestate33@gmail.com

Marilyn S. Blair, Clerk
901 8th Avenue
Erie, IL 61250
(309) 659-7740

Teresa Byam-Adamson, Deputy Clerk
901 8th Avenue
Erie, IL 61250
(309) 659-7740
<http://www.villageoferie.com/>

FULTON

Larry W. Russell, Mayor
415 11th Avenue
Fulton, IL 61252
(815) 589-2616
<http://www.cityoffulton.us/>

Ed Cannon, City Administrator
415 11th Avenue
Fulton, IL 61252
(815) 589-2617
E: ed.cannon@cityoffulton.us

Lori Wright, Utility Billing Clerk
415 11th Avenue
Fulton, IL 61252
(815) 589-2616
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LYNDON

Tim Crady, Village President
402 6th Avenue N.
Lyndon, IL 61261
(815) 778-4484
E: lyndonmayor@thewisp.net

Georgia Schaver, Clerk
402 6th Avenue N.
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MORRISON

Everett Pannier, Mayor
200 W. Main Street
Morrison, IL 61270
(815) 772-7657
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Barry Dykhuizen, City Administrator
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Melanie Schroeder, Clerk
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Gary Tresenwriter, Zoning
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Mayors Clerks and Zoning Officers of Whiteside County, IL (continued)

PROPHETSTOWN

Steve Swanson, Mayor
339 Washington Street
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(815) 537-5598
E: swanson.steve@mchsi.com
<http://prophetstownil.org/>

Constance Jensen, Clerk
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ROCK FALLS

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Robbin Blackert, City Administrator
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Eric Arduini, Zoning
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STERLING

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Amanda Schmidt, Zoning
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TAMPICO

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Ron Kuepker, Zoning
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WHITESIDE COUNTY

(*Unincorporated Areas)

E. Stuart Richter
200 E. Knox Street
Morrison, IL 61270
(815) 772-5175 Option #1
E: srichter@whiteside.org
<http://www.whiteside.org/departments/zoning.html>

(*Unincorporated areas are located outside of city limits).

***Unincorporated areas are properties located outside of city limits.**



Hennepin Canal & Bike Path, Rock Falls, IL



de Immigrant Windmill, Fulton, IL



Grandon Civic Center, Sterling, IL
Photo courtesy of Patti Currens-Hellwig



Photo Courtesy of Kate Huber-Klimson

