

BUSINESS ASSISTANCE

Agencies & Information
Sources To Help Grow
Your Business



WHITESIDE COUNTY ECONOMIC DEVELOPMENT

WE GROW THINGS / WE MAKE THINGS / WE MOVE THINGS

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

dbauman@bwcvb.com

<http://www.visitnorthwestillinois.com>

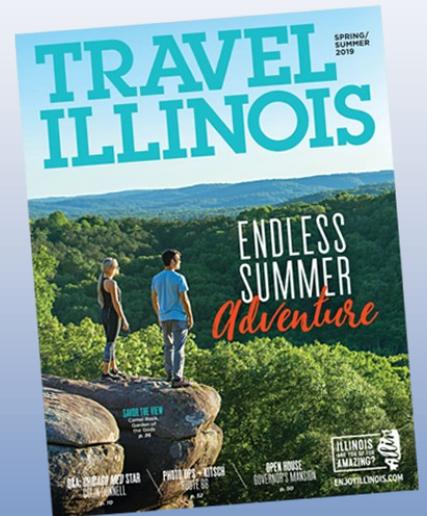
ILLINOIS OFFICE OF TOURISM

Jan Kennerling, Deputy Director

(217) 785-2007

jan.kennerling@illinois.gov

<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

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



WHITESIDE COUNTY ECONOMIC DEVELOPMENT
WE GROW THINGS / WE MAKE THINGS / WE MOVE THINGS

About the Whiteside County Business Assistance Guide...

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".

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

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Our Partners in Economic Development



WESTERN ILLINOIS UNIVERSITY



Northern Illinois University



Sauk Valley Area chamber of commerce



CITY OF MORRISON



BLACKHAWK HILLS Regional Council



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>



MORRISON AREA DEVELOPMENT CORPORATION

Kimberly Ewoldsen, Director
221 W. Main Street
Morrison, IL 61270
(815) 600-6267
E: director@morrisonareadevelopment.com
<http://morrisonareadevelopment.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/>



GREATER STERLING DEVELOPMENT CORPORATION

Heather Sotelo
1741 Industrial Drive
Sterling, IL 61081
(815) 625-5255
E: hsotelo@sterlingdevelopment.org
<http://sterlingdevelopment.org/>



CLINTON REGIONAL DEVELOPMENT CORPORATION

Andy Sokolovich, Existing Industry Manager
721 South 2nd Street
Clinton, IA 52732
(563) 242-4536
E: asokolovich@clintondevelopment.com



Janelle Wolber, Business Development Manager
(563) 242-4563
E: jwolber@clintondevelopment.com

BLACKHAWK HILLS REGIONAL COUNCIL

Daniel Payette
309 1st Avenue
Rock Falls, IL 61071
815/625-3854
daniel.payette@blackhawkhills.com
[Facebook.com/blackhawkhills](https://www.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.

Susan Stickle
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)

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



<https://www2.illinois.gov/rev/businesses/pages/register.aspx>

ILLINOIS DEPARTMENT OF FINANCIAL AND PROFESSIONAL REGULATION (IDFPR)

Keri Doll
(Director, Division of Professional Regulation)

Chicago Office:
Division of Professional Regulation
100 West Randolph, 9th Floor
Chicago, IL 60601 (312) 793-7090

Springfield Office:
Division of Professional Regulation
320 West Washington Street, 3rd Floor
Springfield, IL 62786 (217) 785-2900

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>



Erin Guthrie
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, Program Manager
1 University Circle
Macomb, IL 61455

E: rw-hanna@wiu.edu
<http://www.iira.org>



WESTERN
ILLINOIS
UNIVERSITY

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
(309) 298-2272

E: a-athiyaman@wiu.edu
<http://www.iira.org>



Illinois SBDC International Trade Center at Bradley University

SBDC International Trade Center

Jim Foley, Director

141 Jobst Hall
1501 West Bradley Avenue
Peoria IL 61625-0001
309/677-3075

E: jff@bradley.edu
<https://www.bradley.edu/academic/colleges/fcba/centers/turner/developmentcenter/>



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>

Ann Friedrichs
3300 River Drive
Moline, IL 61265
Phone: (309) 762-3999
Ext: 62243
E: ae-friederichs@wiu.edu
<http://wiusbdc.org>

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

<https://www.illinoisinnovation.com/illinois-valley-community-college-small-business-development-center>



Illinois SBDC at Bradley University

Small Business Development Center (SBDC)

1501 West Bradley Avenue

Peoria IL 61625-0001

309/677-2992

E: illinoisbdc@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.

Sean Park, Manager

(309) 836-2640

E: ms-park@wiu.edu

<http://www.value-added.org/>



Business Assistance Agencies (continued)

UNIVERSITY OF ILLINOIS EXTENSION CARROLL, LEE & WHITESIDE COUNTIES

Janice McCoy, County Extension Director
12923 Lawrence Rd
Sterling, IL 61081
(815) 632-6311
E: janmc@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
<https://qbtc.org/ptac/>



ILLINOIS 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.

Keli Krueger-Huhra
Jobst Hall 412 B
1501 West Bradley Avenue
Peoria, IL 61625-0001
(309) 677-3297
E: kuhra@bradley.edu
<http://www.bradley.edu/turnercenter>



Peace Corps Fellows Program

Western Illinois University

Karen Mauldin-Curtis, Program Manager
503 Currens Hall
1 University Circle
Western Illinois University
Macomb, IL 61455
E: k-mauldincurtis@wiu.edu

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



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

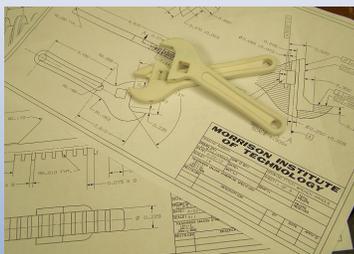
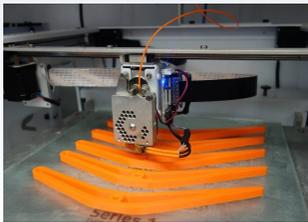
Business Assistance Agencies (continued)

Additive Manufacturing – 3 D Printing, Prototype & Molding Lab. 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;

Morrison Institute of Technology

Jason Long
81/772-7218 x 216.
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>



WESTERN
ILLINOIS
UNIVERSITY

SMALL BUSINESS DEVELOPMENT CENTERS

Illinois Small Business Development Center

The Illinois SBDC at Western Illinois University, Small Business Development Center (SBDC) provides business entrepreneurs and regional small businesses with the resources needed to solve business-related problems and take advantage of new opportunities. This 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

Ann Friedrichs, Business Advisor

IL SBDC International Trade Center at Western Illinois University - Quad Cities
3300 River Drive
Complex C - Rm 1420F
Western Illinois University
Moline, IL 61265
(309) 762-3999 x 62243
E: ae-friedrichs@wiu.edu
<https://www.wiusbdc.org>



Illinois Small Business Development Center -International Trade Center

The IL SBDC International Trade Center (ITC) @ WIU provides confidential one on one advising and counseling to small businesses who are new to exporting or looking to expand into new markets. We assist businesses at any stage to mitigate risk, identify foreign buyers, provide workshops/ programs, and provide international market analysis to assist Illinois businesses to successfully sell their products abroad.

ITC's provide introductions to resources at the local, State and Federal level and act as liaisons for State of Illinois global offices in support of small businesses and their exporting endeavors.

Michelle Lewis

IL SBDC/International Trade Center @ Western Illinois University
3300 River Drive
Complex C, Room 1420H
Moline, IL 61265
309-762-3999 ext 62228
ma-lewis@wiu.edu



Illinois Small Business Development Center

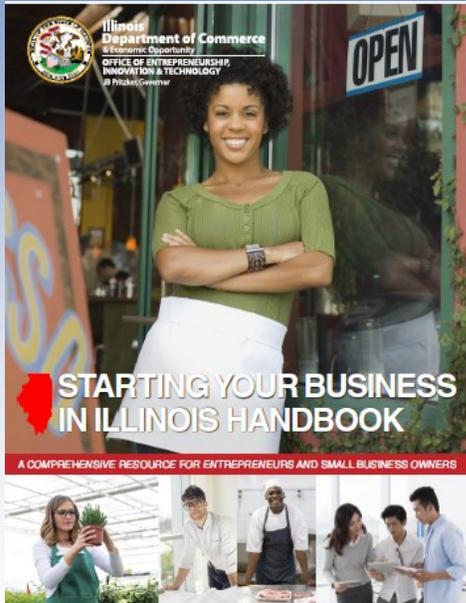
The Illinois SBDC at Sauk Valley Community College, Small Business Development Center (SBDC)

Stacy McCaskill, Executive Director

Sauk Valley Community College
173 IL Rt. 2 Dixon, IL 61021
815-835-6244
E: sbdc@svcc.edu
<https://www.sauksbdc.com/>
Facebook: <https://facebook.com/sauksbdc/>



Additional Resource Guides



<https://www2.illinois.gov/dceo/SmallBizAssistance/BeginHere/Pages/BusinessInformationCenter.aspx>

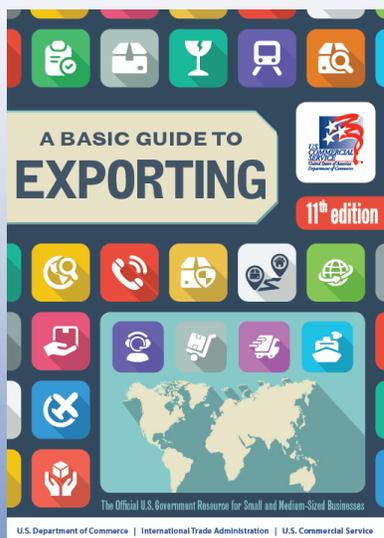
Information on Grants, Obtaining Financing, Banking Services, Determining Business Location, Social Media, Patents

Handbook is in both English and Spanish.



https://www.sba.gov/sites/default/files/files/resourceguide_national.pdf

Information containing Counseling Resources, Financing Options, Applying for Government Contracting, Disaster Assistance, Advocacy for Small Businesses & Start up Logistics are just a few topics covered in this publication put out by the Small Business Administration.



https://2016.export.gov/missouri/build/groups/public/@eg_us_mo/documents/webcontent/eg_us_mo_097311.pdf

"A Basic Guide to Exporting" gives an overview of the fundamentals in exporting, designed for small to medium sized companies who are considering finding new market segments overseas.

This information is provided by the U.S. Commercial Service.

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 on 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 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

<https://www.sba.gov/business-guide/grow-your-business/women-owned-businesses>

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.

National Women's Business Council (NWBC)

<https://www.nwbc.gov/>

The NWBC is a non-partisan federal advisory council created in 1988 via the Women's Business Ownership Act (H.R. 5050), to serve as an independent source of advice and counsel to the Small Business Administration, congress and the White House on issues of impact and importance to women business owners. Members are prominent women business owners and leaders of women's business organizations.

eWomenNetwork

<https://www.ewomennetwork.com/page/homepage>

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.

Infusionoft by Keap

<https://keap.com/product-demo>

Provides an interactive demo to show you how to streamline your business. Infusionsoft software, services and educational content help small businesses get organized, grow sales and save time. By combining sales and marketing tools in one system, Infusionsoft by Keap helps entrepreneurs save time and simplify operations.



ALCOHOL/DRUG TREATMENT RESOURCES

**PROTECTING YOUR FAMILY
AMERICA'S OPIOID EPIDEMIC**



WHAT IS THE OPIOID CRISIS?

<https://www.sterlinglawyers.com/opioid-epidemic-psa/>

This guide features information and resources you can use to protect your loved ones from the threat of opioid addiction. Decades of over-prescription, along with wide-spread misconceptions about drug addiction, have led to a shocking rise in overdose deaths. The devastation is pervasive, leaving families of every type and communities of every size grieving and searching for answers in the wake.

Lutheran Social Services

<https://www.lssi.org/behavioral-health/alcohol-drug-treatment.php>

The journey to recovery doesn't have to be traveled alone. Lutheran Social Services of Illinois can support the journey through a range of treatment programs. Our programs serve both adolescents and adults. We also accept a wide range of payment options. Treatment is provided by caring professionals who will listen to an individual's goals and tailor treatment to meet that person's unique needs. We help individuals find success on the pathway to recovery.

Phone: (833) 610-5774

Rehab.net

<https://www.rehabcenter.net/inpatient-rehab-centers/>

Finding an inpatient drug and alcohol treatment center that fits your individual needs may be the best first step you can take in your journey to long-term recovery. Understanding the different types of treatment modalities offered at inpatient treatment centers will help you choose which facility is right for you.

100% Free ad Confidential Call: (800) 271-2295

Sinnissippi Health Center

<http://sinnissippi.org/>

A community based behavioral healthcare center that has provided quality care to the Illinois residents of Carroll, Lee, Ogle and Whiteside Counties since 1966. Sinnissippi is a fully accredited behavioral healthcare agency by The Joint Commission.

Phone: (815) 625-0013

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.

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

<https://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.

SizeUp

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

Make smarter decisions through data with SizeUp and learn the answers to the burning questions that keep every business owner and aspiring entrepreneur up at night. How do I compare? Where are my customers? Where should I advertise? For a free interactive demo, in Whiteside County, IL go to:

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

Top markets Series: Export Opportunities International Trade Administration

<http://trade.gov/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.

Bureau of Economic Analysis

<https://www.bea.gov/open-data>

BEA makes its statistics available to the public in many formats. This page provides links to BEA's major data tools and datasets.

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.

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 <https://www.fcc.gov/general/statistical-reports-fcc>, 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

<https://www.fcc.gov/wireless-telecommunications>

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.

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

<https://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.

Website Grader

<https://website.grader.com/>

How strong is your website? Enter your website address and a valid email, they will rate your site and show you where your are strengths and weaknesses are in areas such as Page Size, Page Requests, Page Speed, Browser Caching, Page Redirects, Compression, Render Blocking, Page Titles, Meta Description, Headings, Site Map and Security. Recommendations for "What Should I Do Next" are provided for FREE. There is a 30 day free trial if you would like to have them assist with increasing your Website Grade.

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

National Federation of Independent Business (NFIB) Research Foundation

<https://www.nfib.com/foundations/research-center/>

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)

<https://www.bea.gov/open-data>

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, <https://www.census.gov/programs-surveys/economic-census.html> 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://www.fao.org/faostat/en/#home>

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

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

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

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://globaledege.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

<https://www.export.gov/search#/search?q=market%20research&k=bar2oz>
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.

General Business Assistance Websites (continued)

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.

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

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 PRINCIPLES & STRATEGIES

1 Million Cups

<https://www.1millioncups.com/>

1 Million Cups is a free program that brings Entrepreneurs together every Wednesday along with over 200 communities who meet to give each other support, encouragement and feedback over a cup of coffee.

500 Startups

<https://500.co/>

500 Startups is a Silicon Valley-based organization that invests in and accelerates early-stage technology companies. They are a global team with the presence in over 10 countries and over 1,800 investments in over 20 countries. In addition to supporting startups, they create programs that strengthen the ecosystem, such as mentorship, investor education and corporate training programs.

Angel Capital Assistance (ACA)

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

The Angel Capital Association (ACA) is the professional association of angel investors across North America and offers education, best practices, public policy advocacy, and significant benefits and resources to its membership of more than 14,000 + accredited investors, who invest individually or through 240 angel groups, accredited platforms, and family offices.

Aspen Network of Development Entrepreneurs (ANDE)

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

The Aspen Network of Development Entrepreneurs (ANDE) is a global membership network of organizations that propel entrepreneurship in emerging markets. ANDE members provide critical financial, educational, and business support services to small and growing businesses (SGBs) based on the conviction that SGBs will create jobs, stimulate long-term economic growth and produce environmental and social benefits.

Association of University Technology Managers (AUTM)

<https://autm.net/>

AUTM is a nonprofit organization dedicated to bringing research to life by supporting and enhancing the global academic technology transfer profession through education, professional development, partnering and advocacy. AUTM's more than 3,200 members represents managers of intellectual property from more than 300 universities, research institutions and teaching hospitals around the world as well as numerous businesses and government organizations.

Babson Entrepreneurial Ecosystem Project (BEEP)

<https://www.babson.edu/academics/executive-education/expanding-entrepreneurship/babson-entrepreneurship-ecosystem-platform/>

BABSON ENTREPRENEURSHIP ECOSYSTEM PLATFORM
Fostering scale-up ecosystems that stimulate measurable growth. The Babson Entrepreneurship Ecosystem Platform (BEEP) stimulates and supports entrepreneurship by developing scale-up ecosystems in cities, regions, and countries around the world—particularly in mid income and advanced economies—where growth-oriented entrepreneurial businesses thrive.

Blackstone Foundation

<https://www.blackstone.com/our-impact/blackstone-charitable-foundation/overview>

Founded in 2007, the Blackstone Charitable Foundation is committed to inspiring entrepreneurship globally. By leveraging the resources and intellectual capital of Blackstone, the Foundation empowers entrepreneurs, generates job growth, and supports the communities in which we live and work.

Case Foundation

<https://casefoundation.org/>

The Case Foundation, created by digital pioneers Jean and Steve Case, is a diverse and dynamic institution by design. We create programs and invest in people and organizations that embrace the Be Fearless principles and harness the best impulses of entrepreneurship, innovation, technology and collaboration to drive exponential impact. In particular, we focus on catalyzing movements and collaborating to bring forward ideas that have transformative potential and can lead us to uncover new, more impactful ways of addressing chronic social challenges.

Center for Rural Entrepreneurship

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

The Center for Rural Entrepreneurship's mission is to help community leaders build a prosperous future by supporting and empowering business, social and civic entrepreneurs. With our roots and hearts in rural America, we help communities of all sizes and interests by bringing empowering research together with effective community engagement to advance community-driven strategies for prosperity. Our Solution Area Teams-Entrepreneurial Communities; Community Development Philanthropy; LOCUS Impact Investing-empower community leaders and place-focused foundations to find their own answers to the economic development and philanthropic challenges and opportunities they face.

MARKETING PRINCIPLES & STRATEGIES

Change Catalyst

<https://changecatalyst.co/>

Our Tech Inclusion Programs convene, explore and develop innovative solutions to tech diversity and inclusion through Roundtables, Summits and Inclusive Conferences around the globe. We advise and consult with governments, tech hubs and tech companies on how to build inclusive tech ecosystems, develop diversity and inclusion campaigns and design effective inclusion strategies. We create Resources for the tech community: Diversity and Inclusion Roadmaps, Toolkits, Guides and Reports for startups, tech hubs, tech companies, investors and governments. We work with underrepresented entrepreneurs to start, scale and fund inclusive, world-changing businesses through our Startup Fellows Program, Inclusive Startup Workshops and other resources.

CO. STARTERS

<https://costarters.co>

OUR PHILOSOPHY Invest in individuals. We believe that people are what really matter, more than the ideas they bring. Regardless of what stage a starter is at in launching a business, CO.STARTERS will help them find the best way to pursue their dream. Community first. We believe that individuals thrive in the context of community. CO.STARTERS is about bringing people together to learn from one another in order to create a strong network of support for starters. Keep it simple. We believe that by making concepts and language easy to understand, we will help starters focus on the practical steps to launch, moving them quickly toward their goals.

Communities of the Future (COTF)

<http://communitiesofthefuture.org/>

COTF is a self-organizing network of people, organizations and communities in forty-seven states and twelve countries that has evolved since 1989 to help prepare local communities for a different kind of future that will be constantly changing, interconnected, interdependent, and increasingly complex. As a result, all of the work of COTF is research and development for what is called “comprehensive community transformation”. A key emphasis of the work of COTF is to collaborate with local areas to learn how to develop “capacities for transformation” and build ecosystems able to promote and spread transformational thinking and action. Ongoing ideas (capacities) that have emerged from the is work of twenty-eight years are Transformational Learning/Future Forward College; Transformational Leadership/Master Capacity Builder; Creative Molecular Economy; Mobile Collaborative Governance and Polycentric Democracy; “pH Ecosystem (Preventative Healthcare Ecosystem); and Second Enlightenment. *“Preparing for a World That Doesn’t Exist-Yet”*, introduces and develops each of these concepts.

Edward Lowe Foundation

<https://edwardlowe.org/>

Established in 1985, the Edward Lowe Foundation is a national, nonprofit organization that advocates entrepreneurship as a strategy for economic growth and community development. As an operating foundation, we use our endowment to run programs, rather than give grants, and our focus is on second-stage entrepreneurs-companies beyond the start up phase that seek significant, steady growth. Key programs:

- Educational retreats, held at the Foundation’s headquarters in southwest Michigan, that help second-stage leaders and staff with strategic direction and leadership development.
- PeerSpectives, a unique CEO roundtable format that enhances leadership abilities and improves decision-making.
- Economic Gardening®, which provides second-stagers with customized , strategic information in five areas: core strategy, market dynamics, qualified sales leads, innovation and temperament.
- Companies to Watch®, an awards program recognizing high-performing second-stagers, which is currently conducted in Colorado, Florida and Michigan.

We also work with communities another support organizations to help them better understand how to work with second-stage entrepreneurs and develop the kind of supportive culture they need to flourish.

In addition the Foundation has a mission of land stewardship and is committed to preserving the natural resources and historic structures at Big Rock Valley, its 2,000-acre home in southwest Michigan.

Endeavor Global

<https://endeavor.org/>

Endeavor is leading the high-impact entrepreneurship movement around the world. We work to catalyze long-term economic growth by selecting, mentoring, and accelerating the best high-impact entrepreneurs worldwide. Our research team, Endeavor Insight, also conducts city-level studies on how founders become successful individually at the firms and collectively within networks or ecosystems. From the studies, we identify how policymakers, philanthropic leaders, and entrepreneurship support organizations can best foster the growth of entrepreneurs in the communities how policymakers, philanthropic leaders and entrepreneurship support organization can best foster the growth of entrepreneurs in their communities.

MARKETING PRINCIPLES & STRATEGIES

Engine

<https://www.engine.is/>

Engine supports the growth of technology entrepreneurship through economic research, policy analysis, and advocacy on local and national issues. Founded in 2011 to harness the political power of the startup and tech communities. Engine is a policy, advocacy, and research organization supporting startups as an engine for economic growth. Engine's nation-wide network of advisors, supporters, and members includes entrepreneurs, startups, venture capitalists, technologists and technology policy experts.

Kauffman FastTrac

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

Kauffman FastTrac® aims to lower the barriers to entrepreneurship by providing practical learning materials, delivered online and via teaching partners, to entrepreneurs. In doing so, FastTrac will encourage and equip more people to start businesses, contributing to increased startup activity nationwide.

Global Accelerator Network (GAN)

<https://www.gan.co/>

Whether you're a startup in Nairobi or Nebraska or have two or 20 people on your team, the GAN Community of accelerators, partners, and investors is obsessed with giving startups the power to create and grow their businesses, wherever they are. So you can stay home and scale globally if that's what best suits you and your team. 6 continents, 100+ cities, 70+ accelerators-1 standard for entrepreneurial excellence.

Global Entrepreneurship Network (GEN)

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

The Global Entrepreneurship Network operates a platform of projects and programs in 170 countries aimed at making it easier for anyone, anywhere to start and scale a business.

By fostering deeper cross border collaboration and initiatives between entrepreneurs, investors, researchers, policymakers and entrepreneurial support organizations, GEN works to fuel healthier start and scale ecosystems that create more jobs, educate individuals, accelerate innovation and strengthen economic growth.

GEN's extensive footprint of national operations and global verticals in policy, research and programs ensures members have uncommon access to the most relevant knowledge, networks, communities and programs relative to size of economy, maturity of ecosystem, language, culture, geography and more.

GEN helps celebrate, understand, support and connect entrepreneurs and those who champion them.

Go Daddy

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

GoDaddy powers the world's largest cloud platform dedicated to small, independent ventures. With 18.8M+ customers worldwide and 78M+ domain names under management, GoDaddy is the place people come to name their idea, build a professional website, attract customers and manage their work. Go Daddy's vision is to radically shift the global economy toward life fulfilling independent ventures by providing customers the tools, insights and the people to transfer their ideas and personal initiative into success, however they measure it.

Google for Entrepreneurs

<https://startup.google.com/>

Provides financial support and the best of Google's resources to dozens of co-working spaces and community programs across 140 countries. They also create Campuses: physical hubs where entrepreneurs can learn, connect, and build companies that will change the world. For more about Google Entrepreneurs, visit the website or follow on **G+** and **Twitter**.

InBIA

<https://inbia.org>

InBIA is a global nonprofit organization that has welcomed and supported entrepreneurial organizations for over 30 years. Serving a diverse group of entrepreneurship centers, program managers, directors, and policymakers, we help guide, mentor, and develop sustainable entrepreneur support programs in every industry and demographic around the globe. Our goal is to enrich the entire ecosystem by providing industry resources, education, events, and global programming to help our members better serve the needs of their unique communities and regions. Our mission is to help communities enable their entrepreneurs to transform their dreams into innovative businesses that make global prosperity a reality. Entrepreneurs face many common challenges as they seek to transform their ideas into high-growth companies. Business incubators, accelerators, co-working spaces, and other entrepreneurship support organizations are critical to their success because they provide connections to the right education, mentors, partners, community influencers, and investors that are essential to their growth. An InBIA membership means you're joining a global community of your peers and other entrepreneurship support organizations that include a network of mentors, partners, influencers, and ecosystem builders. As an InBIA member, you will have direct access to our global network as well as a wide range of industry leadership and resources.

MARKETING PRINCIPLES & STRATEGIES

Lemelson Foundation

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

Based in Portland, Oregon, the Lemelson Foundation uses the power of invention to improve lives. Inspired by the belief that invention can solve many of the biggest economic and social challenges of our time, the Foundation helps the next generation of inventors and invention-based businesses to flourish. The Lemelson Foundation was established in the early 1990s by prolific inventor Jerome Lemelson and his wife Dorothy. To date the Foundation has made grants totaling over \$200 million in support of its mission.

Living Cities

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

Founded in 1991, Living Cities harnesses the collective power of 18 of the world's largest foundations and financial institutions to build a new type of urban practice that gets dramatically better results for low-income people, faster.

Mission: Living Cities harnesses the collective power of philanthropy and financial institutions to improve the lives of low-income people and the cities where they live.

Values: Living Cities' core values – those we believe are fundamental to the organization's success in achieving its mission – are collaboration, innovation, leadership, impact, and racial equity and inclusion. These organizational values guide our everyday decisions about how, why and what we do.

We value: Collaboration: As a partnership of foundations and financial institutions, collaboration is core to who we are. We believe that respect, diverse perspectives and the open exchange of ideas will lead to the innovative solutions and catalytic change that our country needs.

Innovation: We take risks, catalyze fresh thinking, and test new approaches in order to creatively disrupt the status quo, change broken systems and provide opportunities for all.

Leadership: We continually ask difficult questions, challenge obsolete norms, and support others in their efforts to do the same. We look for strategic opportunities to promote our point of view and to move innovation from the periphery to the mainstream.

Impact: We are committed to making material improvements in the lives of low-income people, cities, and the systems that affect them. We hold ourselves accountable for evaluating our effectiveness and are intentionally self-reflective as we strive to continuously improve, adapt, and inform future innovation.

Racial Equity and Inclusion: Racism is at the root of so many of the problems we are trying to solve, so addressing racism must be squarely at the center of how we work. We rely on each other to hold the organization accountable to moving the needle on racial equity and inclusion, including through living the following culture norms: Work to Understand History and Ongoing Legacy of Racism; Interrogate Our Own Biases; Extend Mutual Acknowledgement and Respect; Challenge Damaging Power Norms; Be Open to Vulnerability and Risk.

Mass Challenge

<https://masschallenge.org/>

We are more than an accelerator. We are a community of innovators working together to solve some of the world's most massive challenges. Headquartered in the United States with locations in Boston, Israel, Mexico, Rhode Island, Switzerland, and Texas, MassChallenge strengthens the global innovation ecosystem by accelerating high-potential startups across all industries, from anywhere in the world for zero-equity taken.

National Minority Supplier Development Council

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

The National Minority Supplier Development Council is one of the country's leading corporate membership organizations. NMSDC advances business opportunities for certified minority business enterprises and connects them to corporate members. NMSDC accomplishes its mission by matching the more than 12,000 certified minority-owned businesses to their vast network of corporate members who wish to purchase their products, services and solutions. Our corporate membership includes many of the largest public and private owned companies, as well as healthcare companies, colleges and universities.

National Science Foundation (NSF) I-Corps

https://www.nsf.gov/news/special_reports/i-corps/

The National Science Foundation (NSF) I-Corps program prepares scientists and engineers to extend their focus beyond the university laboratory and accelerates the economic and societal benefits of NSF-funded, basic-research projects that are ready to move toward commercialization.

Through I-Corps, NSF grantees learn to identify valuable product opportunities that can emerge from academic research, and gain skills in entrepreneurship through training in customer discovery and guidance from established entrepreneurs.

National Venture Capital Association (NVCA)

<https://nvca.org>

The National Venture Capital Association (NVCA) empowers the next generation of American companies that will fuel the economy of tomorrow. As the voice of the U.S. venture capital and startup community, NVCA advocates for public policy that supports the American entrepreneurial ecosystem. Serving the venture community as the preeminent trade association, NVCA arms the venture community for success, serving as the leading resource for venture capital data, practical education, peer-led initiatives, and networking.

MARKETING PRINCIPLES & STRATEGIES

Opportunity Hub (OHUB)

<https://opportunityhub.co/>

OHUB, founded in 2013m grew to a 17,000+ s/f multi-campus entrepreneurial center that offered a co-working space, pre-accelerator and incubator. Over a 4 -year period, over 15,000 people entered OHUB's Atlanta based campuses each year to explore, work, learn and build. OHUB merged its physical campuses with TechSquare Labs in October 2015 to launch a 25,000 s/f technology hub and seed fund build on the thesis that inclusive companies yield a higher economic output. To date, TechSquare Labs' portfolio companies have raised more than \$300 million in venture capital and created more than 500 new high-demand jobs. Today OHUB is expanding globally by partnering with colleges, municipalities, community organizations, foundations and influencers to continue its mission of creating a global inclusive innovation, entrepreneurship and investment economy for all. This is accomplished by its ecosystem building, early exposure, education and capital formation initiatives which will be featured in the MVP of its ecosystem app slated to launch soon.

Revolution's "Rise of the Rest"

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

Revolutions "Rise of the Rest" with Steve Case is a nationwide effort to work closely with entrepreneurs in emerging startup ecosystems. Our view is that this is the beginning of a new era for the entrepreneurship across the U.S - high-growth companies can now start and scale anywhere, not just in a few costal cities. The effort has been praised by leading Democrat and Republicans, as well as business leaders across the country. On each bus tour, we visit five cities in five days and Steve Case personally invests a total of \$500,000 in local startups. Throughout the day we also visit the fastest growing local startups, hear directly from innovators, spend time learning from local policy and business leaders. Rise of the Rest is powered by Revolution, the Washington Based venture capital firm.

Revolution

A Washington, DC-based investment firm founded by Steve Case in 2005, Revolution's Mission is to build disruptive, innovative companies that offer consumers more choice, convenience, and control in their lives. Revolution seeks to create significant value for companies that are attacking large, traditional industries with innovative new products and services. The Revolution team brings proven expertise in scaling up companies and helping to expand niche ideas into mass appeal. For more information, please visit their website or follow them on Twitter.

ScaleUp Partners

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

ScaleUp Partners is a national network of "bilingual" economic strategists who speak the dual languages of the 20th century obsolescence and 21st century innovation. They can see where the proverbial puck of economic inclusion and competitiveness is going and help you develop strategies that move stubborn stagnant economic metrics to achieve shared prosperity. To maintain and improve our global economic leadership, America needs far more contributors, i.e., economic athletes: persons who demonstrate the skill mastery, agility, grit and stamina to achieve sustained economic mobility, security, and prosperity, as well as life satisfaction.

Seed Spot

<https://seedspot.org/>

WE ARE ON A MISSION TO EDUCATE, ACCELERATE, AND INVEST IN ENTREPRENEURS WHO ARE CREATING SOLUTIONS TO SOCIAL PROBLEMS. SEED SPOT is an organization deeply rooted in the community. They are a 501c3 nonprofit dedicated to supporting all social entrepreneurs creating a product, service, or technology that improves lives or makes the world a better place. We support entrepreneurs by surrounding them with the right access to resources, mentors, business fundamentals, community partners, capital sources, and anything they need to succeed. They also run high school programs training the next generation of youth entrepreneurs through a school-based curriculum. SEED SPOT's work in the youth market served 1,500 students and 47 teachers in the 2016-2017 school year with plans for rapid expansion in the next year. They have been marked as "One of the Top 3 Social Impact Incubators in the United States" and "One of the top 20 Accelerators in the World." In 2016, they won an Emmy award for their partnership with Univision serving Latino entrepreneurs.

SourceLink

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

From Seattle to San Juan and beyond, SourceLink helps power the entrepreneurial infrastructure for communities across the globe. SourceLink's goal is to make entrepreneurship easier, creating new jobs and wealth for communities. We do this by helping regions identify entrepreneurial resources and making those resources visible; connecting resources and entrepreneurs to a central hub; empowering champions to engage, listen, and collaborate to fill gaps and overcome obstacles in the entrepreneurial ecosystem; and measuring the economic impact of their work. We connect entrepreneur champions with each other, sharing best practices across the entire network. SourceLink is R&D for entrepreneurial ecosystem builders.

MARKETING PRINCIPLES & STRATEGIES

SSTI

<https://ssti.org/>

SSTI strengthens initiatives to create a better future through science, technology, innovation and entrepreneurship. Since its inception in 1996, SSTI had developed a nationwide network of practitioners and policymakers supporting regional innovation economies. We strive to maximize the capacity of our members to deliver successful outcomes within the context of the complex innovation communities in which they participate. To best assist these initiatives, SSTI conducts research on common performance standards, identifies best practices, analyzes trend in and policies affecting tech-based economic development, and fosters greater cooperation among and between all public, private and non profit organizations encouraging prosperity. Specific activities SSTI performs to support innovation initiatives include the Weekly Digest (newsletter), Annual Conference, webinars, federal agency and legislative communications, technical assistance and research.

StartOut

<https://startout.org/>

Founded in 2009 and with 15,000 members, StartOut is the largest national nonprofit 501 (c) (3) organization fostering and developing entrepreneurship in the lesbian, gay, bisexual, Transgender and queer (LGBTQ) community. StartOut helps aspiring LGBTQ entrepreneurs start new companies, supports current LGBTQ entrepreneurs as they grow and expand their existing businesses, and engages successful LGBTQ entrepreneurs as role models and mentors. StartOut's goals are to support, educate, inspire and connect members of the LGBTQ community around entrepreneurship and business leadership.

Startup Angels

<https://startupangels.com/>

Startup Angels was founded with the mission of increasing the number of startup investors and the amount of capital available in markets across the US and around the globe. We help Individual investors as well as wealth management professionals navigate this asset class as part of a diversified portfolio. Startup Angels has a network of investors, entrepreneurs and community leaders in 65 global markets, and growing. We provide Investor 102 Workshop, market profiles and best practices.

Startup Champions Network (SCN)

<http://www.startupchampions.co/>

Startup Champions Network (SCN) is a national community of practice of over 80 innovation ecosystems builders across the US> Founded in 2015, the mission of Startup Champions Network is to build a national network of best-in-class innovation ecosystem builders and connecting them to people, resources, and events around the nation to support their communities and their work. Through developing a diverse network of professional ecosystem builders around the country. SCN works to equip and empower ecosystem builders to provide best of breed solutions that enable local entrepreneurs to grow.

Startup Genome

<https://startupgenome.com/>

Startup Genome is enhancing economic development by improving startup success and startup ecosystems everywhere. Our mission is to help forward-looking cities to catalyze their startup ecosystems and ensure that every region fully participates in the new technology-fueled economy. Founded in 2011 as the Startup Genome Project in collaboration with Steve Blank, we have partnered with Global Entrepreneurship Network, CrunchBase, hundreds of partners, and more than 10,000 startup founders-the Voice of Entrepreneurs-to build the largest body of knowledge on startup ecosystems. Together we enable our city members and other civic leaders to precisely identify the relative gaps of their ecosystems and take proven action to address them.

Tech.Co

<https://tech.co/>

Tech.Co is a vibrant media, community and events organization for creatives, entrepreneurs, and technology enthusiasts. Since 2006, its goal has been to amplify tech communities providing a place to get informed, connected and inspired.

Techstars

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

Techstars is a worldwide network that helps entrepreneurs succeed. Techstars is in 150+ countries with 10,000+ mentors and 300,000+ alumni. Startup Week brings entrepreneurs, local leaders, and friends together in cities all over the world for up to five days to build momentum and opportunity around the unique entrepreneurial identity of each of those communities. Startup Week is a celebration led by community leaders and entrepreneurs and hosted in the work and meeting spaces they love. You'll be immersed in the ideal environment for startup magic to happen. Surrounded by smart, passionate people and with the best tools and approaches at your disposal, you'll take giant leaps toward creating a business, becoming a founder, and connecting with the right people and resources.

MARKETING PRINCIPLES & STRATEGIES

U.S. Economic Development Administration-Office of Innovation & Entrepreneurship (OIE)

<https://www.eda.gov/oie/>

Housed within the U.S. Economic Development Administration, the Office of Innovation and Entrepreneurship (OIE) works to foster a more innovative U.S. economy focused on turning new ideas and inventions into products and technologies that spur job growth and competitiveness while promoting economic development. OIE achieves this through three primary initiatives: the Regional Innovation Strategies (RIS) grant program, the National Advisory Council on Innovation and Entrepreneurship (NACIE), and serving as a coordinator and collaborator across Federal government innovation and entrepreneurship focused programs and offices. The RIS program provides grants to organizations helping bring new ideas and businesses to market. The NACIE helps advise the Secretary of Commerce on issues and policies critical to driving the innovation economy. And OIE coordinates across innovation-focused federal offices to increase the effectiveness of federal programming and policies critical to driving the innovation economy. And OIE coordinates across innovation-focused federal offices to increase the effectiveness of federal programming and policies that support commercialization of new technologies and the formation, launch and growth of new businesses.

VentureWell

<https://venturewell.org/>

VentureWell is a non-profit organization that supports the creation of new ventures from an emerging generation of science and technology investors and supports the innovation and entrepreneurship ecosystems that are critical to their success. We've funded or trained over 4,500 science and technology inventors and innovators and nurtured nearly a thousand of their startups reaching millions of people in over 50 countries. We are proud that leading institutions, from foundations to government agencies to major businesses, support our mission to transform higher education and technology entrepreneurship. We are recognized around the world of our powerful model for supporting emerging STEM innovators and for convening and strengthening the regional or national entrepreneurship ecosystems that are critical to their successes.

Village Capital

<https://vilcap.com/>

Village Capital is a global investment firm that finds, trains and invest in entrepreneurs solving critical challenges in economic empowerment and resource sustainability. We work with leading partners to build communities around entrepreneurs to improve business success. Our unique peer review model delivers better results for entrepreneurs and investors. We've supported over 600 entrepreneurs through 50 programs worldwide, and graduates have leveraged initial capital 15:1, created over 11,000 jobs, and served over 5 million customers. Our approach is proven. According to the 2015 "What's Working in Startup Acceleration" report, entrepreneurs that we support, on average, generate 43% more revenue, create 43% more jobs, and raise over 8 times the investment capital when compared to a control group.

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.

COMMUNITY TOOL BOX: 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 Profiles

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.manta.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.

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.

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.

IIRX.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 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

<https://www.census.gov/programs-surveys/current-industrial-reports/data.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, Director of Programs & Budget

141 Jobst Hall

1501 West Bradley Avenue

Peoria, IL 61625-0001

(309) 677-4321

E: tce@bradley.edu

<https://www.bradley.edu/academic/colleges/fcba/centers/turner/aboutus/>

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 the Sterling/Rock Falls, IL area.
2308 Lincolnway, Suite D
Sterling, IL 61081
815/564-0794
<https://chartwellstaff.com/sterling-il-staffing-agency/>

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, Unit 2
Sterling, IL 61081
815/622-2814
<https://www.manpower.com/wps/portal/ManpowerUSA/home>

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
815/716-8968
<http://www.sedonastaffingcorporate.>



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).



EIGERLab

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

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
- **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.



Northern Illinois
University

Contacts:

Mike Cobert – C4PD Director
NIU EIGERlab Center for Product Development (C4PD)
5299 Zenith Parkway, Loves Park, IL 61111
815-298-0136
mcobert@eigerlab.org
<https://www.eigerlab.org/>

Tina Leombruni – Administrative Assistant
NIU EIGERlab Center for Product Development
5299 Zenith Parkway, Loves Park, IL 61111
815-965-3522
tleombruni@eigerlab.org
<https://www.eigerlab.org/>

**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>



NORTHERN ILLINOIS UNIVERSITY

**College of Engineering
and Engineering Technology**

Bridging Theory with Practice



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 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.

11770 US Highway 1

Suite 503

Palm Beach Gardens, FL 33408

Phone: 561/200-3300

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



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/>
302 First Avenue
Sterling, IL 61081
815/626-4321



Peoples National Bank of Kewanee

Tampico Banking Center
815/438-6365

Sauk Valley Bank

Dirk Meminger, President, CEO
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: ewolf@sterlingfederal.com



TBK Bank

Bob Smith, VP, Commercial Loans
211 W, Main Street
Morrison, IL 61270
815/772-2265
E: bsmith@tbkbank.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, President, CEO
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: ewolf@sterlingfederal.com



TBK Bank

Bob Smith, VP, Commercial Loans
211 W, Main Street
Morrison, IL 61270
815/772-2265
E: bsmith@tbkbank.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
Rachel Eissens, Acting County Executive Director
E: Rachel.eissens@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

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/>



Sauk Valley Area
Chamber of Commerce

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
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

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

Tammy Duckworth (D)

www.duckworth.senate.gov/

Washington, DC

G12 Dirksen Senate Office
Building
Washington DC, 20510
Phone: (202) 224-2854
Fax: (202) 228-0618

Chicago

230 South Dearborn
Suite 3900
Chicago, IL 60604
Phone: (312) 886-3506

Springfield

8 South Old State Capitol Plaza
Springfield, IL 62701
Phone: (217) 528-6124

Rock Island

1823 2ns Avenue, Suite 2
Rock Island, IL 61201
Phone: (309) 606-7060
Fax: (309) 786-1799

ILLINOIS STATE SENATORS

Neil Anderson (R) 36th District

M 103 D Capitol Building
Springfield, IL 62706
Phone: (217) 762-5957 or
(309) 736-7084
<http://senatorneilanderson.com/>

Brian Stewart (R) 45th District

105 Capitol Building
Springfield, IL 62706
Phone: (217) 782-0180 or
(815) 284-0045
<http://senatorstewart.com/>

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

20 SW Adams Street
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

Ms. Tony McCombie (R) 71st District

201-N Stratton Office Building
Springfield, IL 62706
Phone: (217) 782-3992 or
(815) 632-7384
Email: McCombie@ilhousegop.org

Andrew S. Chesney (R) 89th District

204N Stratton Building
Springfield, IL 62706
Phone: (217) 782-8186 or
(815) 232-0774
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Chicago, IL 60601

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Lieutenant Governor

Juliana Stratton

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



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

IL Department of Transportation (IDOT)

Paul Loete, Office of Highways Project Implementation

Kevin Marchek, (Region 2 Engineer)

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

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Illinois Department of Revenue

200 S. Wyman St.

Rockford, IL 61101

Phone: (815) 987-5210

Illinois Department of Revenue

Willard Ice Building

101 West Jefferson Street

Springfield, IL 62702

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TDD: (800) 544-5304

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(800) 252-8980
<http://www.cyberdriveillinois.com/>

Comptroller

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Illinois Worker's Compensation Commission

Kelley Griffin

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www.iwcc.il.gov

Teena Pitman

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Illinois Department of Financial & Professional Regulation (IDFPR)

Deborah Hagan

(Acting Secretary)
<http://www.idfpr.com/>

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
TTY: (866) 325-4949
International Calls: (312) 281-0341

E: FPR.LMU@Illinois.gov (Professional Licensing)

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



WHITESIDE COUNTY BOARD

www.whiteside.org

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www.whiteside.org

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Photo Courtesy of Kate Huber-Klimson



WHITESIDE COUNTY OFFICERS

www.whiteside.org

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911 COORDINATOR

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VETERANS ASSISTANCE COMMISSION

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Rock Falls, IL 61071
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(815) 626-8640

Mayors, Clerks and Zoning Officers Of Whiteside County, IL

ALBANY

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

Marlene Waters, Clerk
605 N. Lime Street
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Nate Schroeder, Zoning
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Albany, IL 61230
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COLETA

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Coleta, IL 61081
(815) 499-1115

Barbara Gettle, Clerk
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Coleta, IL 61081
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DEER GROVE

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Janice Thompson, Clerk
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Deere Grove, IL 61243
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ERIE

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Teresa Byam-Adamson, Deputy Clerk
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FULTON

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Lindsey Nederhoff, Clerk
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Dale Sikkema, Zoning Officer
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LYNDON

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Georgia Schaver, Clerk
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Mayors Clerks and Zoning Officers of Whiteside County, IL (continued)

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<http://prophetstownil.org/>

Constance Jensen, Clerk
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<http://www.rockfalls61071.net/>

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WHITESIDE COUNTY

(*Unincorporated Areas)

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

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

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

CITY OF ROCK FALLS, WHITESIDE COUNTY, IL OPPORTUNITY ZONE



Opportunity Zones

Opportunity Zones are low-income census tracts chosen by the governor of each state. The process is competitive - each governor can generally only choose 1 out of every 4 low income tracts in the state - and the choices must be completed by April 22, 2018. There will be some happy winners and some losers.

What is an Opportunity Zone?

An Opportunity Zone is a low income census tract approved by the IRS as an Opportunity Zone. The Governor of each State nominated up to 25% of the low income census tracts within his or her state as Opportunity Zones (or up to 25 tracts, if the state has fewer than 100 qualifying census tracts). Approval as an Opportunity Zone can attract significant capital investment to a low income census tract, so the Opportunity Zone nomination is competitive. States were required to submit initial designations by March 21, 2018., but were entitled to an automatic 30 day extension of that deadline upon request.

If you have a project, please contact:

Gary Camarano
Whiteside County Economic Development Department
(815) 772-5182
Gcamarano@whiteside.org

Purpose

The purpose of the Northwest Illinois Film Office is to promote the Northwest Illinois Region through the development of film, video, and multimedia production; acting as liaison between local governments and communities with production entities by educating, setting standards of professionalism; serving as a clearinghouse for production information; and proportionally increasing the economic impact of the industry throughout the region.

Mission

To increase and maintain film and video production taking place in the Northwest Illinois Region, and to proportionally increase the economic impact of the industry on the region. To provide coordination and leadership while serving as the liaison between agencies, services, businesses, and the film production industry. The Northwest Illinois Film Office will work closely with the Illinois Film Office to attract film and media projects to the Northwest Illinois Region.



NORTHWEST ILLINOIS FILM OFFICE

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

Why?

Because the film and video business generates large amounts of clean, and in many cases sustainable, economic growth through the hundreds of millions of dollars spent annually for "on-location" production. A studio-based feature film can spend upwards of \$250,000 per day in a local economy and a large national or international television commercial can generate local spending of up to \$1 million in less than two weeks.

In 2016 the film industry generated \$499 million in estimated Illinois spending, a 51 percent increase over the same period 2015. This added to the 18 percent increase that was seen in 2015. The Illinois Film Office worked with 345 television, commercial and film projects that generated 13,377 non-extra job hires over the course of 2016.

The economic impact generated by productions can positively impact local hotels, car and truck rental, catering, barricade rentals, local cast and crew, and a host of other local businesses. Finally, film production can help generate sustained growth in tourism when a region or community is featured in a successful film.

Further, production companies in the film, television, and multimedia industry consider film commissions a valuable partner and resource. Often the presence and level of development and resources offered by a film commission determines whether production companies will consider bringing production to a particular region. This highly competitive environment makes a film commission an economic necessity as well as an integral ingredient in attracting this "clean industry" and its ensuing revenue to a region.

The Northwest Illinois Film Office will help to facilitate on-location filmmaking within our region by offering production companies a complete range of pre-production services through a central contact point. Our office will provide accurate and timely information regarding local film procedures, permits, and guidelines. Our office will also serve as a liaison between governmental departments and agencies, facilitating connections with local communities and arrangements for filming on public property. The Northwest Illinois Film Office will also serve as a general resource and clearinghouse for information throughout the region and assist with the following services: site location photography, location library, regional scouting services, liaison with government departments/agencies, and logistical information regarding crew, talent, facilities, stages, equipment, and support services.



Okay, That's a Wrap!



'Hunting God' finishes principal photography in Savanna, IL

Morrison, IL (April 21, 2018) – “Hunting God”, an indie film produced by Chicago based JJack Productions (<http://jjackpro.com/>), has recently finished principal photography in Savanna, IL, and is now in post-production. Jackola also had good things to say about the recently created Northwest Illinois Film Office (<https://www.filmnwillinois.com/>), a collaboration between the City of Rock Fall’s CVB, Whiteside County Economic Development, and local communities.

“Hunting God” has an expected release date in late 2018 or early 2019, and a screening at the historic “Savanna Times Theatre” is being discussed. For further information about “Hunting God” visit: [Facebook.com/HuntingGodFilm](https://www.facebook.com/HuntingGodFilm).

The Northwest Illinois Film Office can provide assistance to any film/media project looking for a unique setting for production. Visit the office’s web site at <https://www.filmnwillinois.com/> for more information.

Whiteside County Tourism Trail Maps

Building Art in Northwest Illinois



<http://whiteside.maps.arcgis.com/apps/MapTour/index.html?appid=3a853253866f44fcb95f6bbda6caf293>



Arts Trail in Northwest Illinois

<https://whiteside.maps.arcgis.com/apps/Shortlist/index.html?appid=cdbce4d8dace418f910a702cd92db58b>

Local Food Story Map



<https://whiteside.maps.arcgis.com/apps/Shortlist/index.html?appid=da5700e55492426fb8ad3a696d0fdac3>



Lower Dam between Rock Falls and Sterling, IL



Anna Grist Mill in Morrison, IL



Dillon Home Museum in Sterling, IL



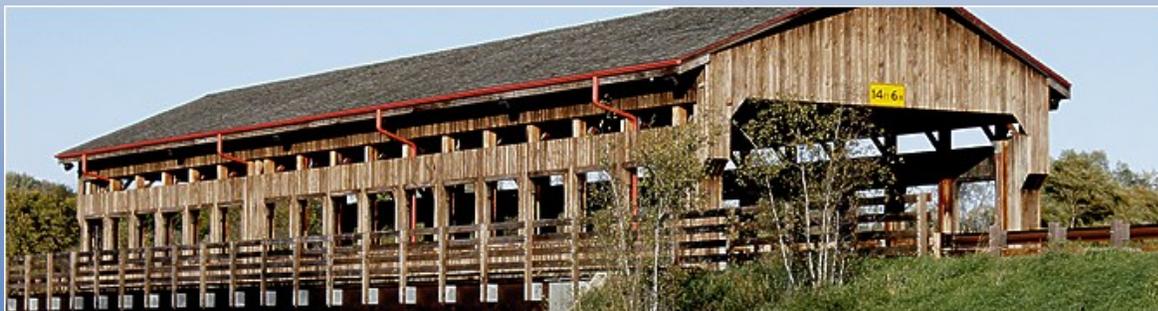
de Immigrant Windmill, Fulton, IL



Grandon Civic Center, Sterling, IL



Historic Home in Morrison, IL



Covered Bridge in Morrison, IL



WHITESIDE COUNTY ECONOMIC DEVELOPMENT

WE GROW THINGS / WE MAKE THINGS / WE MOVE THINGS