

**Small Business
Development Center (SBDC)
COD, DCEO, SBA**

**Ideation, Proof-of-Concept
through market research**

**Startup, Early-stage and
Established business
assistance**

Business Plan Analysis

**Identify potential funding
options**

Financial Analysis

Marketing Development

Use of GrowthWheel tools

**Procurement Technical Assistance
Center (PTAC)
COD, DCEO, DLA**

➤ **Customized Computerized
government bid opportunity
matching**

➤ **Vendor Registration Assistance**

➤ **Certification Assistance**

➤ **Proposal Review**

➤ **Proposal preparation assistance**

➤ **Market Research**

➤ **GSA Schedules**

**International Trade Center
(ITC)
COD, DCEO, SBA**

**Market research for
potential global markets**

**Assist in identifying
international competitors**

Assess export readiness

International marketing

**Tariffs, trade barriers and
regulations**

Product Standards



Performance



March 2020 – moved to 100% virtual for all advising; additionally transitioned all seminars into webinars.

March 16th (six week period) 450 hours of advising

March 16th to June 30th – over 570 business; 1,600 hours of advising

March 16th to June 30th – 60 webinars; 253 participants

FY End: 1,185 clients advised for 5,162 hours of advising (5 advisors)

Disaster-Proof and Recovery Small Business - 2021

Offering three kick-off events for a new IL SBDC at COD program coming in early 2021 “Disaster-Proof and Recovery of Small Businesses”. Delivered virtual with core webinars, events and direct assistance/consulting of how to prepare any business to mitigate risks of business interruption due to disaster beyond the current pandemic *before* a disaster strikes. Small businesses are letting go of old beliefs and beginning a transformation. There is a new appreciation for **cybersecurity, a sound financial base that incorporates retained earnings, investments, and more versatile supply chain management. New ways of communication in advertising and with customers has become second nature to successful businesses. Forced changes in customer needs produces a demand for changed business models.** The 2020 Covid-19 pandemic is giving us a window of opportunity to prepare eager-to-learn startup and existing small businesses to be truly sustainable and viable, even in the toughest times.

Disaster Recovery: Communities Support Small Businesses

October 22nd

11 am

Know what your community has to offer your business to help open safely, rebuild, grow and prosper. Representatives of local communities are participating in a moderated panel discussion designed to raise awareness of local resources and the ways communities are bringing new resources and services to support business.

- Financial support for existing and startup businesses
- Resources to help businesses to occupy available property
- Supporting businesses navigate continued pandemic restrictions through the winter

The Community Supporting Small Business Panel is part of a series of programs developed by the Illinois Small Business Development Center at College of DuPage to support businesses as they safely open or reopen after the Covid 19 pandemic. The series is designed to help businesses start up, to survive, stay healthy and also to be prepared for any future unforeseen events.

Disaster 2020: Stories of Survival, Startup and Growth During the Pandemic

October 26th

11 am

Hear what business owners have done to survive and steer their businesses through the chaos of a global pandemic. Their stories are not only inspirational they are full of lessons you can take away and use in your businesses. This moderated panel discussion features seven local business owners sharing their stories so you can be better prepared to deal with crisis situations as they arise. The Stories of Survival Panel is part of a series of programs developed by the Illinois Small Business Development Center at College of DuPage to support businesses as they safely open or reopen after the Covid 19 pandemic. The series is designed to help businesses start up, to survive, stay healthy and also to be prepared for any future unforeseen events.

Disaster Resources: Access to Capital

October 29th

11 am

Find out what resources are available to help you finance your business or your planned business. Panelists from a range of financial institutions meet in a moderated panel discussion that will cover traditional sources of finance, alternative nontraditional options and creative ways to support self-financing. The Access to Capital Panel is part of a series of programs developed by the Illinois Small Business Development Center at College of DuPage to support businesses as they safely open or reopen after the Covid 19 pandemic. The series is designed to help businesses start up, to survive, stay healthy and also to be prepared for any future unforeseen events.



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