

# ILLINOIS SMALL BUSINESS WEEK



U.S. Small Business Administration

## Monday, May 2

9:00 am – 10:30 am

**SBA Certification and Services Program**

Where: 2525 Cabot Drive, College of DuPage, Lisle, IL 60532  
Contact: [donald.pellico@sba.gov](mailto:donald.pellico@sba.gov)  
(312) 353-3962

## Monday, May 2

9:00 am – 10:00 am

**Webinar: SBA One Loan Processing - Loan Origination System (LOS) for Lenders**

Contact: [patrick.piorkowski@sba.gov](mailto:patrick.piorkowski@sba.gov)  
(312) 353-5060

## Monday, May 2

9:30 am – 10:30 am

**Affordable Care Act Webinar**

Where: (888) 858-2144  
Access Code: 8183112  
<http://tinyurl.com/qbl6wc2>  
Contact: [carole.harris@sba.gov](mailto:carole.harris@sba.gov)  
(312) 353-4003

## Monday, May 2

10:00 am - 4:00 pm

**Information on SBA Illinois Programs Services and Business Resources**

Where: Chicago Public Library, Harold Washington Center, 400 S. State, Main Floor Chicago, IL Contact: [carole.harris@sba.gov](mailto:carole.harris@sba.gov)  
(312) 353-4003

## Monday, May 2

10:00 am – 11:00 am

**Webinar: Starting Your Business in Oregon, Byron and Rochelle, IL**

Where: (888) 858-2144  
Access Code: 8183112  
<http://tinyurl.com/qbl6wc2>  
Contact: [carole.harris@sba.gov](mailto:carole.harris@sba.gov)  
(312) 353-4003

## Monday, May 2

11:00 am – 12:00 pm

**Webinar: Taking Your Business Global**

Where: (888) 858-2144  
Access Code: 8183112  
<http://tinyurl.com/qbl6wc2>  
Contact: [carole.harris@sba.gov](mailto:carole.harris@sba.gov)  
(312) 353-4003

## Monday, May 2

5:00 pm – 7:00 pm

**Introduction to SBA Programs and Services**

Featuring: IL SBDC at the Joseph Center  
Where: Hillside Public Library, 405 Hillside Avenue, Hillside, IL 60162  
Contact: [phyllis.shelton@sba.gov](mailto:phyllis.shelton@sba.gov)  
(312) 353-4519

## Tuesday, May 3

8:00 am - 11:00 am

**The Illinois SBDC at Waubensee Community College Presents: "The Big Idea: Marketing Workshop" (\$52.69)**

Featuring: Jacqueline Camacho-Ruiz  
Where: Waubensee Community College Aurora Campus, Event Room 160, 18 S River St, Aurora  
Link: <https://goo.gl/pkhDoW>

## Tuesday, May 3

9:00 am - 10:30 am

**"Code with business purpose, and avoid waste: An overview of the SCRUM framework" Presented by the Illinois SBDC at the Illinois Hispanic Chamber of Commerce**

Where: 1871 - 222 W Merchandise Mart Plaza #1212, Chicago, IL 60654  
Link: [Tech Tuesday](http://Tech Tuesday)

## Tuesday, May 3

9:30 am – 12:00 pm

**Veterans: Doing Business with the Federal Government**

Where: SBA Illinois District Office 500 W. Madison, Suite 1150  
Contact: [ronald.miller@sba.gov](mailto:ronald.miller@sba.gov)  
(312) 353-7076

## Tuesday, May 3

10:00 am – 11:00 am

**Webinar: Starting your Business in Illinois; Kankakee, Bourbonnais, Momence**

Where: (888)-858-2144  
Access Code:5292351#  
<http://tinyurl.com/oo6hnn9>  
Contact: [phyllis.shelton@sba.gov](mailto:phyllis.shelton@sba.gov)  
(312) 353-4519

## Tuesday, May 3

10:00 am – 11:00 am

**Webinar: Taking Your Business Global**

Where: (888) 858-2144  
Access Code: 8183112  
<http://tinyurl.com/qbl6wc2>  
Contact: [carole.harris@sba.gov](mailto:carole.harris@sba.gov)  
(312) 353-4003

## Tuesday, May 3

11:00 am – 2:00 pm

**SBA Resources Workshop**

Where: Mt. Prospect Public Library, 10 S Emerson Street, Mount Prospect, IL  
Contact: Steve Konkle  
(312) 886-4208  
[stephen.konkle@sba.gov](mailto:stephen.konkle@sba.gov)

## Tuesday, May 3

11:30 am – 12:15 pm

**Federal Employees: Starting a Business after Retirement.** Learn the basic requirements to start your dream business after retirement.

Where: Metcalf Building, 77 W Jackson Street, Chicago Illinois 60604  
Contact: [carole.harris@sba.gov](mailto:carole.harris@sba.gov)  
(312) 353-1825

## SBA Illinois Small Business Awards Willis Tower, Chicago, IL May 6, 2016



### Illinois Small Business Awards Luncheon

Join us to recognize the Small Business Person of the year, Small Business Exporter of the year Award, and SBA Lender Award. Winners at our luncheon and awards ceremony from 12:00 – 2:00 p.m.



### Small Business Resource Fair (9 a.m. – 3 p.m.)

Single point of access to broad range of small business resources including Small Business Development Centers, SCORE, Women's Business Development Center, Procurement Technical Assistance Centers, Veteran Business Outreach Center and SBA lending partners.



### Lenders Summit

Join SBA lenders for a day of informative workshops about SBA's latest programs followed by an awards luncheon. Lender program runs from 9:00 a.m. – 3:00 p.m. Keynote Speaker Douglas Kramer, SBA Deputy Administrator



### SBA Midwest Export Lender Roundtable

Join fellow lenders to learn how SBA's export finance products can improve your bottom-line. Export program runs from 10:00 a.m. – 3:30 p.m.

[Register Here](#)

Program Registration 9:00 – 10:00 a.m.  
Luncheon\Keynote 12:00 p.m. - 2:00 p.m.

Lunch tickets and registration for all events available at [scorechicago.org](http://scorechicago.org)



# ILLINOIS SMALL BUSINESS WEEK

## SBA Illinois – Small Business Person of the Year 2016 Dwayne Jackson, Software Tech Enterprises (STE), Inc.

Software Tech Enterprises (STE) is an innovative Information technology solutions and services provider, supporting federal agencies and companies in the public and private sectors. Under Dwayne Jackson's leadership, STE has established itself as a premier IT company. He attributes STE's sustainable growth to the SBA, its 8(a) Business Development program and its cadre of resource partners that have provided Mr. Jackson with the guidance needed that compliments his 25 years of experience in the industry. STE is the recipient of the 2015 DHS Small Business Achievement Award. This minority-owned information technology firm headquartered in Matteson, IL merits the top honors for Illinois 2016 Small Business of the year award due to Mr. Jackson's outstanding contributions to the small business community and STE's innovative Radiation Portal Monitor technology used to protect U.S. Ports of Entry from terrorist attacks. "Dwayne Jackson embodies qualities commonly found in successful entrepreneurs: a keen vision of what can be, a strong commitment to business and community and a willingness to take risks necessary to move forward," said Robert Steiner, SBA Illinois District Director.

### Tuesday, May 3

8:00 am – 5:00 pm

#### Small Business Week Workshops

Belleville SCORE, Southern Illinois University/Edwardsville SBDC, Chambers of Commerce from Belleville, Troy, O'Fallon, Collinsville, and Swansea/Fairview Heights  
Where: Lindenwood University, 1101 Eastport Plaza Dr., Collinsville, IL  
Contact: Val Ross, [valerie.ross@sba.gov](mailto:valerie.ross@sba.gov), 217/793-5020

### Tuesday, May 3

12:00 pm - 1:00pm

#### "Advertising Your Business on Google," Presented by the Illinois SBDC at the University of Illinois at Chicago

Where: Illinois SBDC at UIC, 815 W Van Buren St, Suite 400, Chicago, Illinois 60607  
Free Register now at [bit.do/ILSBDCUIC0503](http://bit.do/ILSBDCUIC0503)

### Tuesday, May 3

6:00 pm - 8:00 pm

#### Illinois SBDC at McHenry County College Presents "Starting Your Business in Illinois"

Where: Shah Center, 4100 West Shamrock Lane, McHenry, Illinois  
Cost: \$35  
Call to Register: 815-455-6098

### Wednesday, May 4

9:00 am - 12:00 pm

#### Lender Forum Hosted by the Illinois SBDC at William Rainey Harper College

Where: Harper Professional Center, 650 E. Higgins Road, Suit 18N, Schaumburg, Illinois 60173  
Cost: Free  
Register Now: <http://goo.gl/XO5qYF>

### Wednesday, May 4

9:30 am - 11:00 am

#### Strategies for Doing Business with GSA

Where: Illinois District Office  
500 West Madison, Suite 1150 Chicago, IL  
Contact: [rosalyn.putman@sba.gov](mailto:rosalyn.putman@sba.gov)  
(312)-353-5037

### Wednesday, May 4

10:00 am – 12 noon

#### 8(a) Program Workshop

Learn how your business can benefit from SBA's 8(a) Program  
Where: Blue Island Library, 2433 York Street, Blue Island, IL 60406  
Contact: [lolitha.mckinney@sba.gov](mailto:lolitha.mckinney@sba.gov)  
(312) 353-5850

### Wednesday, May 4

10:00 am - 11:00 am

#### Webinar: Business Benchmarking, Planning and Market Research

Tools to target the right markets.  
Where: (888) 858-2144  
Access Code: 8183112  
<http://tinyurl.com/qbl6wc2>  
Contact: [carole.harris@sba.gov](mailto:carole.harris@sba.gov)  
(312) 353-4003

### Wednesday, May 4

10:00 am – 11:00 am

#### Webinar: Financing for Rural Entities in Galesburg, Pontiac, Streator, Morris Il

Where: (888) 858-2144  
Access Code: 8183112  
<http://tinyurl.com/qbl6wc2>  
Contact: [carole.harris@sba.gov](mailto:carole.harris@sba.gov)  
(312) 353-4003

### Wednesday, May 4

10:00 am – 11:30 am

#### Government Contracting 101 How to do business with the Federal government.

Where: Joliet Junior College,  
1215 Houbolt Road Joliet, IL 60431  
Contact: [donald.pelico@sba.gov](mailto:donald.pelico@sba.gov),  
(312) 353-3962

### Wednesday, May 4

3:30 pm - 5:00pm

#### Illinois SBDC at IHCC Presents: "Design a Dynamic Sales Management System with GrowthWheel."

Where: 1871 – 222 W. Merchandise Mart Plaza #1212, Chicago, IL 60654  
Link: [StartUp Wednesday](http://StartUpWednesday)

### Thursday, May 5

7:45 am – 9:00 am

SBW Awards Breakfast Illinois SBDC at Danville Area CC(\$15.00)  
Where: Danville Country Club, 2718 Denmark Rd., Danville, IL 61834  
Registration Email: [sbdc@dacc.edu](mailto:sbdc@dacc.edu)  
Contact: Val Ross (217) 793-5020 x108  
[valerie.ross@sba.gov](mailto:valerie.ross@sba.gov)

### Thursday, May 5

8:00 am - 10:00 am

#### "Creating the Right Culture for Innovation and Growth," Presented by the Illinois SBDC at Elgin Community College

Where: Elgin Community College, 1700 Spartan Drive, Building E, Room E108, Elgin, Illinois 60123 Cost: Free  
Please contact Linda Hofstedt at 847-214-7488 to register by 4/28/16

### Thursday, May 5

8:30 am - 4:30 pm

#### "Small Business Success in Lake County," Hosted by the Illinois SBDC at the College of Lake County

Where: Holiday Inn Gurnee Convention Center, 6161 West Grand Avenue, Gurnee, Illinois 60031  
Link: <http://goo.gl/e3okfi>

### Thursday, May 5

8:30 am - 10:00 am

#### "How to Best Promote Your Company Through Media," Presented by the Illinois SBDC at SIU-Carbondale

Where: Illinois SBDC at SIU-C, 1740 Innovation Drive, Carbondale, Illinois 62901  
Call to Register: 618-536-2424

### Thursday, May 5

11:00 pm – 12:30 pm

#### Open House: Chicagoland SBDC's, WBDC, SCORE and Illinois SBA District Office

Where: 500 West Madison, 2<sup>nd</sup> floor Concourse,  
Contact: [rosalyn.putman@sba.gov](mailto:rosalyn.putman@sba.gov),  
(312)-353-5037

### Thursday, May 5

12:00 pm - 1:00 pm

#### "Webinar: Access Your Business: Introduction to the GrowthWheel Tools," Presented by the Illinois SBDC at the WBDC

Cost: Free  
Link: <http://bit.ly/1PYL8it>

### Thursday, May 5

6:00 pm - 8:00 pm

#### "Starting Your Business in Illinois," Hosted by the Illinois SBDC at Lincoln Land Community College

Where: LCCC Capital City Training Center, 130 West Mason Street, Springfield, Illinois  
Cost: Free  
Call to Register: 217-544-7232

### Thursday, May 5

6:00 pm - 9:00 pm

#### "Starting Your Business in Illinois," Hosted by the Illinois SBDC at Waubensee Community College

Where: 18 South River Street, Room 223, Aurora, Illinois  
Cost: \$35  
Call to register: 630-906-4143

### Friday, May 6

8:30 am - 10:30 am

#### "Think Like Private Equity: How Small Businesses Can Grow via Acquisition" Presented by the Illinois SBDC at IHCC

Where: Dignitas, 111 E Upper Wacker Drive, Suite 2606, Chicago, IL 60601  
Link: [Finance Friday](http://FinanceFriday)

### Friday, May 6

9:00 am

#### "Intro to Exporting" Presented by the Illinois SBDC International Trade Center at NORBIC

Where: 8420 W. Bryn Mawr Ave Chicago, IL 60631, 1st Floor Conference center  
Cost: Free  
Call to register: 773-594-9292

### Friday, May 6

9:30 am – 3:00 pm

#### SBA Illinois Lender Summit and Awards, SBA Illinois Small Business Person and Exporter of the Year, and SBA Internal Trade Events.

Where: Willis Tower, 233 South Wacker Drive, Chicago, IL  
[www.sba.gov/il](http://www.sba.gov/il) (312) 353-4528

### Friday, May 6

12:00 pm - 1:00 pm

#### "Accelerate Your Cash-flow: Tips on Cash Management" by the Illinois SBDC at the Women's Business Development Center

Where: WBDC  
Link: <http://bit.ly/22i6uro>

### Friday, May 6

1:00 pm - 4:00 pm

#### "Entrepreneurship for the Disabled" Presented by the Illinois SBDC at NORBIC

Where: Department of Disability and Human Development, University of Illinois Chicago, 1640 West Roosevelt Rd. (MC 626) Chicago, Illinois 60608  
Seating is very limited. For more information contact Andrew Fogaty at 773-594-9292 Ext: 110

### Friday, May 6

1:30 pm – 3:00 pm

#### How to Develop a Business Plan

Where: Illinois District Office  
500 West Madison, Chicago, IL  
Contact: [phyllis.shelton@sba.gov](mailto:phyllis.shelton@sba.gov),  
(312) 353-4519

### Friday, May 6

12:00 pm - 1:00 pm

#### "Look Great in the Inbox" Hosted by the Illinois SBDC at the University of Illinois at Chicago

Where: Illinois SBDC at UIC, 815 West Van Buren Street, Suite 400, Chicago, Illinois, 60607  
Free Register [Now](http://Now)

## SBA Illinois District – Exporter of the Year 2016 Sophia Fouzia Leaquedi, AMEROC EXPORT, Inc.

Sophia Leaquedi launched Ameroc Export, Inc. (AEI) in 2011. She believed that Chicago was the perfect international city that provided opportunity to export U.S. goods and services abroad. As a native Moroccan, Sophia honed her skills exporting various goods to Morocco. As she continued to position AEI for growth, Sophia found export sales opportunities in countries that signed free trade agreements with the United States. Praised for her business acumen and her passion to promote and export U.S. products abroad, Sophia has been able to show other U.S. companies how to export products and services and translate those exporting opportunities into millions of dollars. Working closely with the United States Small Business Administration, the United States Export Assistance Center, and the Illinois International Trade Center at Governors State University, Sophia was able to increase AEI's market share in 12 other countries by reducing risks, identifying potential issues, and spotting sales opportunities.