

# IL SBDC AT WIU YEAR END REPORT

2024



*REPORT*

## OVERVIEW

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The Illinois Small Business Development Center at Western Illinois University (IL SBDC AT WIU) serves as a dynamic engine for fostering business development, community empowerment, and strategic partnerships. Our unwavering mission is to empower entrepreneurs, small business owners, and organizations by providing certified, confidential, and results-driven guidance. This report highlights the IL SBDC at WIU impactful work over the past quarter, underscoring our dedication to economic vitality and sustainable growth within our communities.

At the core of our work lies a commitment to tailoring support to the unique needs of entrepreneurs. Through customized, one-on-one advising sessions, skill-building workshops, and strategic collaborations, we have enabled minority-owned businesses to overcome challenges, seize opportunities, and thrive in today's competitive market. Our specialized programs emphasize inclusivity, equipping entrepreneurs with the tools and resources necessary to navigate complex business landscapes while promoting innovation and resilience.

This quarter, the IL SBDC at WIU has expanded its reach and influence by collaborating with diverse stakeholders, hosting community-focused events, and contributing to meaningful initiatives that uplift local businesses. By focusing on strategic initiatives, we've not only supported individual businesses but also strengthened the foundation of our regional economy.

A woman with dark hair, wearing a dark blazer, stands at a podium with a microphone, addressing an audience. The podium features a logo with the text 'QUALITIES' and 'C'. In the foreground, the backs of several audience members' heads are visible, along with a table set with water bottles and snacks. The background shows a room with large, light-colored columns.

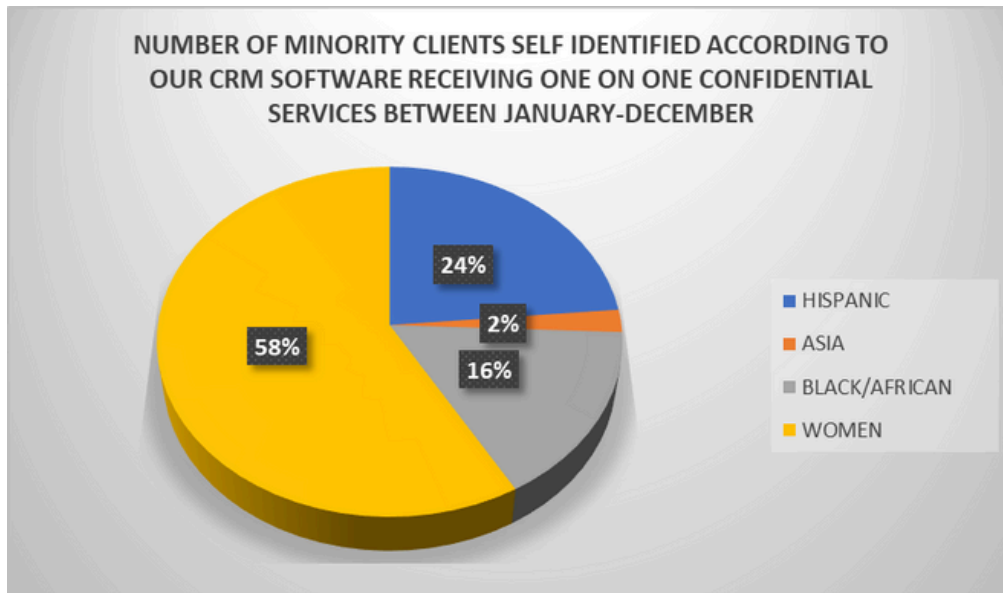
Where we are  
**TODAY**

Key highlights of this quarter include our engagement with minority summits, resource fairs, ribbon cuttings for expanding businesses, and targeted training for succession planning. Additionally, our participation in national (ASBDC-Atlanta) and statewide (IESBGA-Champaign) conferences has positioned us to bring back cutting-edge practices that enhance our support offerings.

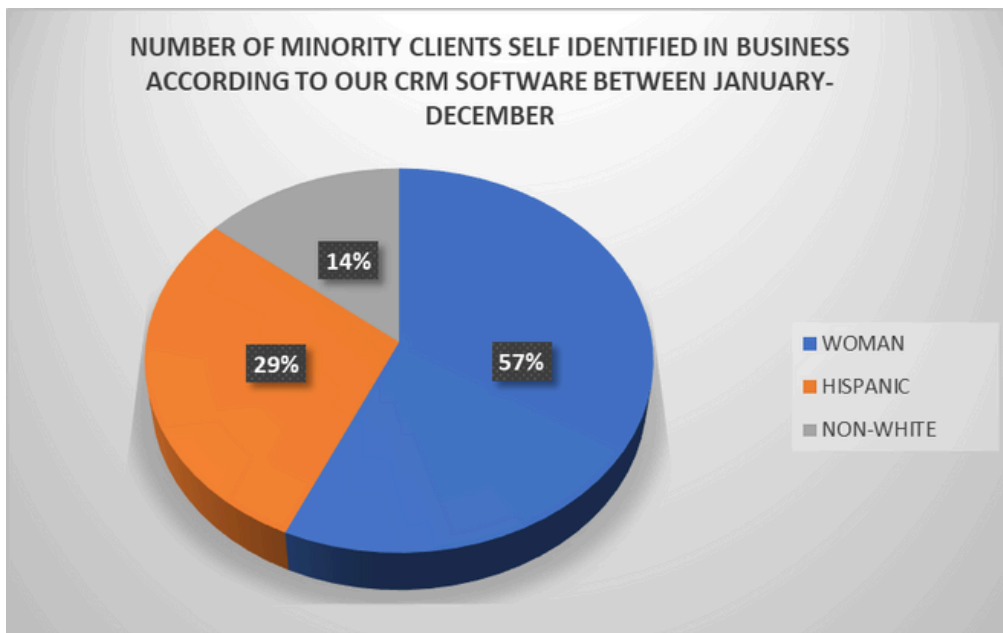
Our successes are a testament to the unwavering collaboration of our partners, including chambers of commerce, local government entities, and educational institutions. Their continued support empowers us to deliver impactful programs that drive equitable economic progress.

As we move forward, the IL SBDC at WIU remains dedicated to providing innovative solutions and expanding opportunities for all entrepreneurs, with a focus on fostering economic inclusion and supporting the small businesses that serve as the backbone of our communities. We extend our gratitude to our partners and the business community for their trust, collaboration, and shared vision of prosperity. Together, we are building a stronger, more resilient future for small businesses across our region.

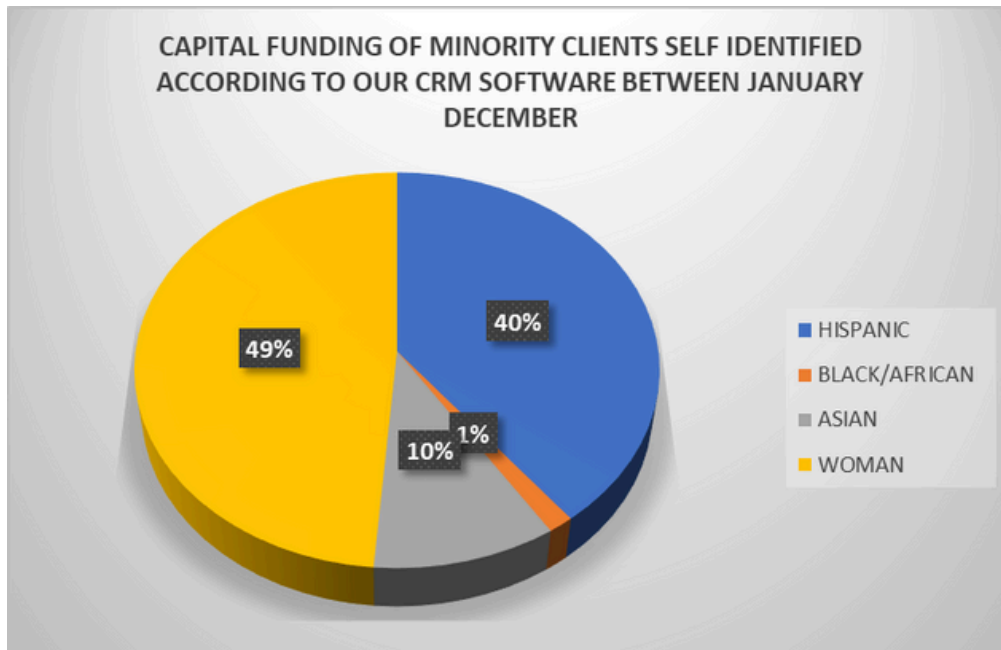
NUMBER OF MINORITY CLIENTS SELF-IDENTIFIED ACCORDING TO OUR CRM SOFTWARE RECEIVING ONE ONE-ON-ONE CONFIDENTIAL SERVICES BETWEEN JANUARY-DECEMBER		
MINORITY CLIENTS	NUMBER	
HISPANIC	91	
ASIA	8	
BLACK/AFRICAN	62	
WOMEN	225	
<b>TOTAL</b>	386	Note: Consider that women are a minority group and that they are also belong other minority groups self identified (Hispanic, Asian, Black/African American etc.)



NUMBER OF MINORITY CLIENTS SELF IDENTIFIED IN BUSINESS ACCORDING TO OUR CRM SOFTWARE BETWEEN JANUARY-DECEMBER		
MINORITY CLIENTS	NUMBER	
WOMAN	97	
HISPANIC	50	
NON-WHITE	24	
<b>TOTAL</b>	171	Note: Consider that women are a minority group and that they are also belong other minority groups self identified (Hispanic, Asian, Black/African American etc.)



CAPITAL FUNDING OF MINORITY CLIENTS SELF-IDENTIFIED ACCORDING TO OUR CRM SOFTWARE BETWEEN JANUARY-DECEMBER		
MINORITY CLIENTS	AMOUNT APROVED	
HISPANIC	\$570,430.00	
BLACK/AFRICAN	\$20,900.00	
ASIAN	\$150,000.00	
WOMAN	\$703,830.00	
<b>TOTAL</b>	\$1,445,160.00	Note: Consider that women are a minority group and that they are also belong other minority groups self-identified (Hispanic, Asian, Black/African American etc.)



NUMBER OF MINORITY CLIENTS SELF IDENTIFIED RECEIVING WORKSHOP TRAINING BETWEEN JANUARY-DECEMBER ACCORDING TO OUR CRM SOFTWARE		
MINORITY CLIENTS	NUMBER	
HISPANIC	40	
NON-WHITE	64	
TOTAL	104	

NUMBER OF MINORITY CLIENTS SELF IDENTIFIED RECEIVING WORKSHOP TRAINING BETWEEN JANUARY-DECEMBER ACCORDING TO OUR CRM SOFTWARE



# SUMMARY

This quarter's accomplishments underscore the **Illinois Small Business Development Center at Western Illinois University (IL SBDC at WIU)** as a powerful catalyst for community development and economic resilience.

We extend our heartfelt appreciation to our partners for their unwavering support and collaboration, which has been essential in broadening our reach and enhancing the quality of our services. We are equally grateful to the entrepreneurs whose hard work and determination fuel the progress of our region's economy.

To those considering their own entrepreneurial journey or seeking guidance to grow an existing business, we welcome you to explore the IL SBDC at WIU and benefit from our resources, expertise, and commitment to your success. Together, we are building a stronger, more prosperous community.



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