



University of Wisconsin
Eau Claire

**Providing resources and getting results
for small businesses!**





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- The Wisconsin Small Business Development Center is a statewide network supporting entrepreneurs and business owners through no-cost, confidential consulting and educational programs. Local SBDC experts facilitate improvement and growth for small and emerging mid-size companies and help launch successful enterprises.
- Funded in part through a cooperative agreement with the U.S. Small Business Administration, UW Systems and UW Eau Claire.



Institute for Business and Entrepreneurship

- **Wisconsin Small Business Development Center**
 - The nationally accredited network of Wisconsin Small Business Development Center (SBDC) supports entrepreneurs at any stage through no-cost, confidential consulting and business education.
- **Center for Technology Commercialization**
 - The Center for Technology Commercialization (CTC) works with innovators, inventors and researchers to bring new technologies to market by navigating the process of commercialization and maximizing access to competitive funding sources.

- **Food Finance Institute**

- The Food Finance Institute supports a collaborative network of professionals focused on building and funding profitable businesses in the food, beverage and value-added agriculture sector.

- **Center for Business Intelligence**

- The Center for Business Intelligence (CBI) converts the power of data, research and technology into decision-making tools for business owners.

- **Business Dynamics Research Consortium**

- BDRC's comprehensive data tool can be easily accessed by local economic development professionals to diversify their markets and to tailor their business development strategies/services based on current and anticipated needs.



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Mission:

Go into the community and help people start and grow their small businesses.



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- UW Eau Claire SBDC - Barron, Chippewa, Clark, Dunn, Eau Claire, Pepin Rusk and Taylor Counties
- Offices in Eau Claire and at UWEC Barron County in Rice Lake.

Areas of Focus at UWEC SBDC

1. Helping clients secure financing for their businesses.
2. Entrepreneurial Training Program.
3. Marketing consulting –coming summer 2020.



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How the SBDC Can Help You!

Economic Development People- Partner with you to provide technical assistance to your clients and people in your community to start and grow businesses.

Business Owners and Entrepreneurs- Provide technical assistance to you in preparing financial projections and a business plan for securing funding. Identify and connect you with other resources.

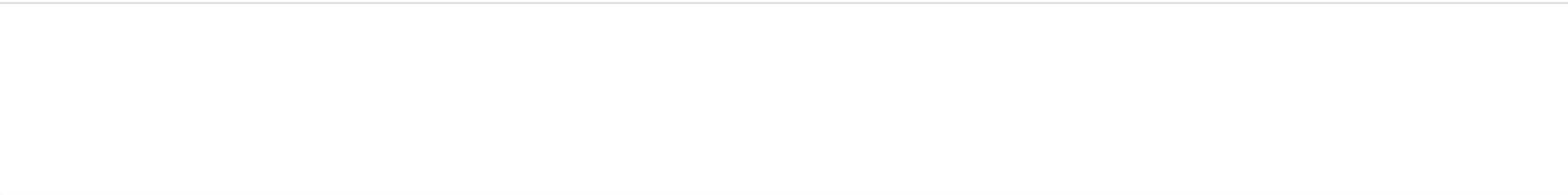
Bankers and Lenders- Work with a good referral to get them ready for financing, help vet their idea and prepare lender ready financial projections.

Small Business Development Center - UW Eau Claire

Summary of Metrics Reported

Calendar Year 2019

	<u>Rice Lake</u> <u>Region</u>	<u>Eau Claire</u> <u>Region</u>	<u>Total UWEC</u> <u>SBDC Metrics</u>
Capital Investment Clients Obtained	\$3,010,800	\$ 5,521,925	\$ 8,532,725
Business Starts	15	16	31
Jobs Supported	239	458	697
Clients Served	88	173	261
Hours in Support of Clients	667	810	1477
Entrepreneurial Training Program (10 Week class)	8	17	25



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