



February 27, 2014

EIGER/*lab* is a centrally located, state-of-the-art mixed-use accelerator serving the region with leading edge business and engineering support services. Whether you're a new or existing entrepreneur, inventor, a start-up or an existing company interested in expansion, EIGER/*lab* is our regions one-stop resource for business support and growth.

Land Here ■ Launch Here ■ Learn Here ■ Grow Here

www.EIGERlab.org

"EIGER/*lab*: A Home-Grown Engine for Job Growth"



In the recent issue of the ***Northwest Quarterly Magazine***, Chris Linden shared a comprehensive article on the EIGER/*lab* and its clients including: Mark Tingley, owner

of Accelerated Machine Design & Engineering; Paul Niedermann, owner of Prescient Audio and inventor of the TD-12 speaker; and Adrian Vasquez, owner of Totally You Hair Salon and inventor of the NZ3 hair dryer product. Thank you to Northwest Quarterly and Chris Linden for sharing our story.

"Some manufacturers create and assemble things. Others process foods or chemicals.

But EIGERlab, 605 Fulton Ave. in Rockford, is making something completely different. In a city where 20 percent of all jobs involve manufacturing, EIGERlab has spent the past decade helping to build companies of the future - companies capable of bringing jobs and wealth to the community.

At its core, it's a nonprofit business incubator and accelerator, an organization that helps new companies to start and helps existing companies to grow. Inside this former engineering office on the Ingersoll campus is a battery of resources to help entrepreneurs realize their dreams. As its sciency name implies, it's a laboratory where business ideas come alive.

Locally, EIGERlab is a center of innovation, one that has propelled homegrown businesses as far as the Consumer Electronics Show (CES), and as nearby as the factory floors at our region's manufacturing powerhouses.

Nationally, it's actually one of about 1,200 U.S. incubators supporting innovation. In 2011, North American incubators helped about 49,000 startups that supported nearly 200,000 workers, according to the National Business Incubators Association (NBIA), a trade group to which EIGERlab belongs.

In other communities, as in Rockford, incubators are doing incredible things. Chicago's 1871 incubator and coworking space puts digitally focused entrepreneurs, investors and mentors in the same room."

[Click here](#) for the complete article.

FastTrack Assembly Training | *Hire great employees*



TechWorks' FastTrack Assembly graduates will have a plethora of skills to offer local companies

Included in each **FastTrack** training course are the basics for entry-level manufacturing positions. We then expand the program to include specific skills, depending upon which training program is chosen. Employers in our region have provided input in regards to the curriculum we offer. Regional employers are assured, when they hire a TechWorks' graduate, they're hiring an individual with the potential of being a focused, driven employee. That is demonstrated by the high percentage of TechWorks' graduates that are hired directly after completion of their coursework.

All *FastTrack* training programs include:

- Orientation
- Drug testing
- WorkKeys ACT assessments: Math, Reading and Locating Information (silver level)
- Job Readiness (soft skills) training
- Safety
- Shop math
- Blueprint reading & GD&T
- Metrology & Quality
- National Institute of Metalworking Skills (NIMS)-Measurement, Materials & Safety Credential

Assembly training includes additional instruction in the following:

- Module 1-Intro to Computers and Web-based Assembly WORKS
- Module 2-Pre Test
- Module 3-General Skills
- Module 4-Inventory & Material Control
- Module 5-Use and Care of Tools
- Module 6-TW200 Build One
- Module 7-Process Understanding
- Module 8-TW2000 Build Two
- Module 9-Lean Skills
- Module 10-Troubleshooting
- Module 11-TW2000 Build Three
- Module 12-Post Test
- Module 13-Final Exam

For more information, phone 815.316.6354.

Assembly training program will be offered this spring.

Ted Talks | Harvesting intangible assets: Andrew Sherman TEDxUniversity

Ideas worth spreading!

Have you ever heard of TED Talks?

TED is a nonprofit devoted to Ideas Worth Spreading. Started in 1984 as a conference bringing together people from three worlds: Technology, Entertainment, Design. Since then its scope has become ever broader. Along with two annual conferences -- the TED Conference and TEDGlobal -- TED includes the award-winning TED Talks video site, the Open Translation Project and TED Conversations, the inspiring TED Fellows and TEDx programs, and the annual TED Prize.

Andrew Sherman is a Partner in the Washington, D.C. office of Jones Day and a recognized international authority on the legal and strategic aspects of business growth. In this talk, he challenges us to find ways to better leverage the value of the intangible assets that already exist in our communities and companies. [Click here](#) to view the Talk.



Small Business Development Center

Starting Your Business in Illinois Workshops Wednesday, March 26, 6-8 PM

Looking for Employment: Frustrated? Ever Considered Your Own Business? Join the IL SBDC at Rock Valley College to find out what it takes to become an entrepreneur, and what steps you need to take to pursue that dream. This workshop is available on the last Wednesday of every month.



Rock Valley College, 3301 N. Mulford Rd. Woodward Technology Center (WTC) Rm. 117, Rockford, IL 61114 | Go to <http://ilsbdc.ecenterdirect.com> to register or phone, 815.921.2081 for more information. There is no charge for this workshop.

How to make a website for your business

Beginning March 26th, the SBDC will offer a three week class (one night a week till April 9th)

When: March 26th - April 9, 2014

Time: 6:00 - 8:00 pm.

Where: Rock Valley College, Woodward Technology Center, Rm. 215

Please note, this workshop is free, but you must register; limited seating (only 10 seats available)

Register online at, <http://ilsbdc.ecenterdirect.com> | For more information, phone 815.921.2081.



Funded in part through a cooperative agreement with the U.S. Small Business Administration, Illinois Dept. of Commerce and Economic Opportunity and Rock Valley College.

Procurement Technical Assistance Center

The Illinois Procurement Technical Assistance Center (PTAC) at Rock Valley College located at the EIGERlab provides no-cost counseling services and workshops on government contracting related topics. They help our local businesses determine suitability for selling to the Federal, State or local governments and subcontracting. The government marketplace poses unique challenges that can overwhelm a small business that does not have the proper resources or training.

What to know about government contracting and small business

To be eligible to bid on a Federal contract, you must know your business size. Answer the following three questions to learn more.

1. Are you a small business?

Is your small business:

- Organized for profit?
- Located in the U.S.?
- Independently owned and operated?
- A sole proprietorship, partnership, corporation, or any other legal form?



If the first four criteria apply to your business, ask yourself the second question to find out if your business meets size standard requirements.

2. What is the size standard for your business?

Size standards are used to determine whether a business is small or "other than small." Size standards vary depending upon the industry. To determine your business size standard you will need a North American Industrial Classification code (NAICS). All Federal agencies use these NAICS codes when considering your business. To determine your NAICS code, go to www.census.gov/eos/www/naics

3. Do you fall under a specific certification?

Under the umbrella of "small business," SBA has outlined several specific certifications that businesses may fall under. These certifications are divided into two categories:

- SBA-Certified

- Self-Certified

The SBA-Certified Programs were created to assist specific businesses in securing Federal contracts and can only be issued by SBA. For the Self-Certified Programs, you can determine for yourself if your business meets the requirements by referring to the Federal Acquisition Regulation (FAR) or by contacting the PTAC office for assistance.

Just as the US Congress has given Federal agencies a procuring goal of 23% of all Federal contracts from small businesses, there are additional specific contracting goals for other categories.

The goals are the following:

- 23% contracts to Small Businesses
- 5% contracts to Small Disadvantaged Businesses
- 5% contracts to Women-Owned Small Businesses
- 3% contracts to Service-Disabled Veteran-Owned Small Businesses
- 3% contracts to HUBZone Small Businesses

Federal agencies have a strong incentive to fulfill these contracting goals. If you are pursuing contracting with the Federal government you should apply for the SBA-Certified or Self-Certified programs for which you qualify. The EIGERlab based PTAC will guide you through the steps. Contact us at 815.921.2091 or by email at ptac@rockvalleycollege.edu to learn more.

IDOT Prime/Subcontractor Networking Workshop March 4th

Illinois Department of Transportation Office and the PTAC at Rock Valley College would like to invite you to this Prime/Subcontractor Networking Session at the EIGERlab from 10:00 a.m. to 1:00 p.m. The workshop's purpose is to provide the opportunity for networking between IDOT's leading prime contractors working in Northern Illinois and Winnebago county and DBE firms. The session will also provide participants an opportunity to learn about:

- Upcoming projects in our area;
- Prime contractor requirements on how they select and work with subcontractors;
- Work categories that are typically subcontracted;
- Subcontractor bonding and insurance requirements; and
- One-on-one meetings will be part of the workshop.

Participants will be able to ask questions/obtain one-on-one assistance during and after the workshop. DBE firms can also request additional assistance from IDOT's management and technical consultants at no expense to the firm. Please join us for this informative Networking Workshop Session. The workshop is free of charge and open to all participants. Call the PTAC at 815.921.2091 or email ptac@rockvalleycollege.edu to learn more or register.



Make your business stand out in a competitive marketplace.

Attend the Creating a Capability Statement Workshop to learn how!

Creating a Capability Statement Workshop Series

Each attendee receives a memory drive with samples, templates and guides. A good capability statement details a company's basic information and key selling points in just a page or two...

Creating a Capability Statement Workshop - EIGERlab

March 6, 9:00-11:00 AM

For more information phone, 815.921.2091.

Entrepreneurial Events

Crowdfunding? Indiegogo founder Slava Rubin says online campaigners connect by having a compelling pitch, being proactive and finding an audience that cares. [View the video.](#)

Women's Business Ownership Symposium
Women Business Owners "It's Your Time" ... 2014 Women Business Owners Symposium - March 27, 2014

UIC Forum - 725 W. Roosevelt Rd., Chicago, IL 60608

8 a.m. - 3 p.m. - Free Admission

Registration starts March 1, 2014! [Click here](#) for more information.



Social Impact Summit Sponsored by Product Development Technologies

Get fired up! The Collegiate Association of Unreasonable Social Entrepreneurs (CAUSE) is ecstatic to announce that it's hosting the second annual Social Impact Summit on Friday, April 4, 2014 at the Barsema Alumni and Visitor's Center at Northern Illinois University. Our first stab at the SIS drew over 170 attendees, who partook in powerful sessions from 11 rockstar social entrepreneurs. [Click here](#) for more information.

2014 Clean Energy Trust Challenge | Up to \$500,000 in grants and convertible notes | April 3

The Clean Energy Challenge is the Midwest's leading showcase for clean energy innovation. The annual event combines a business plan competition for Midwestern entrepreneurs, researchers and students with presentations by leading clean energy thinkers and doers. Up to \$500,000 in grants and convertible notes will be awarded to the most promising companies at the 2014 Clean Energy Challenge. [Click here](#) to learn more.

Save the date - Go Global: Strategize & Execute May 7, 2014

[Click here](#) to visit the Go Global website, of the IL SBDC International Trade Center of the Rockford Area and RAEDC. To stay informed, contact dwhite@rockfordil.com to receive the Go Global International Trade Newsletter.

State Science and Technology Institute 18th Annual Conference, September 14 - 16

The Illinois Science & Technology Coalition (ISTC) and the Illinois Department of Commerce and Economic Opportunity (DCEO) announced that SSTI (State Science and Technology Institute)-the leading national organization dedicated to improving the economy through science, technology and innovation-has selected Chicago as the location for its 18th annual conference. The conference, which has grown to become the nation's premiere event for sharing ideas on the best practices in technology-based economic development and fostering regional prosperity in a global economy, will be held at the Westin Chicago River North Hotel on September 14 - 16, 2014. [Click here](#) for more information.

Entrepreneurial Information



Expectations of an Improving Economy and Heightened Consumer Demand Send Startup Business Owners' Confidence Soaring | *Newest entrepreneurs believe business prospects are highly promising in the year ahead, Kauffman/LegalZoom Quarterly Index shows*

Buoyed by belief in an improving economy, the nation's newest business owners' confidence leapt in the fourth-quarter 2013 Kauffman/LegalZoom Startup Confidence Index. The survey data, released today by the Ewing Marion Kauffman Foundation and LegalZoom, showed that 91 percent of these entrepreneurs were confident or very confident that their companies' profitability would increase in the next 12 months. The result was a stunning jump of 5 percentage points over the third-quarter survey, and an all-time high

for the study, which debuted in first quarter 2012.

"These findings reflect increasing positive economic news, such as the falling unemployment rate," said Dane Stangler, vice president of Research and Policy at the Kauffman Foundation. "This jump in optimism among entrepreneurs is a good sign for the economy because despite the recovery, we still need more entrepreneurial growth." [Click here](#) for the complete article.

11 Tax Solutions for Small Businesses

By Sara Angeles on [businessnewsdaily.com](#), 2/20/14 - Small business owners shouldn't have to do their taxes on their own. Tax solutions provide a do-it-yourself way to easily prepare and file taxes - without all the guesswork. If you don't have an accountant, or tax services are way out of your budget, there are several tax apps, software and other tools specifically created with small business tax needs in mind. Here are 10 tax solutions to get you started.

1. NeatConnect keeps you organized and ready for tax time. This wireless scanner doubles as a digital filing system that stores all your financial documents in one place.

2. TaxJar - TaxJar aims to make e-commerce sales taxes easy for businesses that sell online and collect sales tax from customers everywhere. It offers automated sales tax reporting, taking the hassle out of breaking down sales taxes by jurisdiction. It also shows if you've been collecting the right amount of taxes by comparing the amounts you should have collected versus those in your books.

[Click here](#) for more information.

The 5 Best Inventory Management Apps

When your inventory is constantly moving in and out of your storefront at paces varying from day of the week to month of the year, things can get pretty complicated. Though not every small business can afford expensive inventory management software systems, new apps are making it possible to digitally manage stock in a more cost effective way.

Here's a roundup of apps that can help small businesses keep inventory in check without the risk of bouncing a check in the process: Inventory Tracker | SOS Inventory | Retail Inventory | Lettuce | jumpStock
[Click here](#) for the complete article.

Entrepreneurs Favorite Sites - New .Net 100 Rankings

Entrepreneur Magazine's website asked readers recently to rank their favorite .net sites. The result is the .Net 100 Ranking. The most popular domain names in the English-speaking world remain .com names. Search engines love them, and when people are looking for a specialist site, they more often than not assume that the best site is a .com one. But Entrepreneur claims that their ranking shows that .net domains have now become mainstream, and can more than hold their own against a .com. [Click here](#) for the complete article.

6 Methods For Making a Lasting Impression

You went to a networking event, chatted with new contacts, and collected cards. Now what? There are multitudes of things you can do to make a personal and lasting impression past the first interaction. Now that you've done your due diligence in attending a networking event and connecting with peers, it's time to begin the process of staying top-of-mind.

1) Connect quickly on multiple levels. Twitter, LinkedIn, Facebook, you name it. Today, there is even a great app powered by LinkedIn called Cardmunch that allows you to take a picture of a business card and it will instantly connect you with the person's LinkedIn account. It doesn't get simpler than that. I recommend doing this either the same day or the next day -- it's important to connect while the event is still fresh on everyone's mind. Building relationships takes time, effort and genuine interest. You wouldn't wait a week to connect with a new interest on social sites; consider timely interaction with new business contacts as proper business courting.

2) Get it on the calendar...

3) Introduce them to a beneficial connection...

4) Send a note...

5) Keep them top of mind, too...

6) Set reminders...

[Click here](#) for the complete article.

Improve Your Relationship with Your Business

As a business grows, entrepreneurs must often reinvent themselves as a rite of passage. It's often the very work habits that help you achieve a level of success that hold you back from getting to the next level. Being involved in all areas of the business, making every decision, and managing every outcome in the company becomes unsustainable as your business grows. I've gone through several reinventions as my own business grew and changed...

As a result of getting clarity on my priorities, I've been able to grow my business revenues and profits by 10 percent to 15 percent in the last year...

[Click here](#) for the complete article.

EIGERlab in the news

In case you missed any of our recent media coverage.

Feb 21 | [Rep. Bustos Talks to EIGERlab Workers](#) | WIFR
Feb | [A Home-Grown Engine for Job Growth](#) | NW Quarterly

Open Positions | EIGERlab's tenants, clients & partners



EIGERlab's tenants, clients and partners are expanding and would like to fill key positions. Please peruse the following information and consider forwarding to interested parties. This is a portal service, for tenants and clients; please do not contact EIGERlab directly.

CLEO Communications

Corporate Development Internship
Renewals Sales Internship
Business Development Rep(s)
Software Development Manager
Sales Engineer
Senior Software Engineer
Project Manager - Professional Services
Solutions Architect - Professional Services
Implementation Engineer - Professional Services

Comply365

Mobile Software Developer
Web Developer



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