



April 30, 2014

EIGERlab 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, EIGERlab is our regions one-stop resource for business support and growth.

Land Here ■ Launch Here ■ Learn Here ■ Grow Here

www.EIGERlab.org

FastTrack Assembly Training | Scholarships Available



**TechWorks Assembly Training Scholarships Available:
*FastTrack your way into a new career***

Space is limited, call us today! *The first class is Monday, May 19.* At the request of our region's manufacturers, TechWorks has responded by adding a credentialed assembly training class to fill advanced manufacturing assembly positions. Currently, we have scholarships available to assist with the cost of the training.

The seven week class will prepare you for an entry level position in advanced manufacturing or assembly; training includes hands-on, classroom and online. Skills in the metalworking industry are certified through the earning of National Institute for Metalworking Skills (NIMS) credentials. The credentials are awarded upon satisfactory completion of both performance tests and related theory exams.

TechWorks' FastTrack training includes the following:

**ACT WorkKeys Assessments | Job Readiness | Safety | Shop Math | Blueprint Reading |
Metrology | Tooling | Machining | Inventory & Materials Control | Use & Care of Tools
| Basic Lean Skills | MMI/HMI- Computer Skills | Process Understanding
| Troubleshooting | Measurement, Material and Safety.**

TechWorks is an employer-driven training organization that takes direction from our 40 member Advisory Board to develop and deliver customized curriculum that meets current workforce requirements. Because we meet regularly, EIGERlab's TechWorks program has the pulse of the employment conditions in the region, which results in an impressive track record of connecting employers with credentialed students.

**To learn more, phone 316-6354 or visit our website,
www.EIGERlab.org/techworks-workforce-training/.**

Serial entrepreneur, Joe Abraham | *FastPitch* Competition speaker

**Keynote speaker, Author and
Professional Entrepreneur, Joe
Abraham | 8th Annual *FastPitch*
Competition**



If you were able to hear an author and seasoned entrepreneur speak, in addition to viewing Rockford's version of Shark Tank at no cost, would you be interested? We're excited to share that you're invited to hear Joe Abraham, a professional entrepreneur, speak and watch the final presentations-the best of the best-during our eighth annual ***FastPitch* Competition!**

Keynote speaker, Joe Abraham is a professional entrepreneur who has the battle scars to prove it. Abraham has multiple successful company launches under his belt, and is the founder of

BOSI Global which operates a \$100 million portfolio of companies in the US and Europe in industries ranging from IT and Wellness to Personal Development and Motorsports. He has won numerous awards for his impact on global entrepreneurship and is the author of *Entrepreneurial DNA*-a critically acclaimed book based on his multi-year research into entrepreneurs and their teams. Regardless if you are a *FastPitch* presenter or an experienced business owner and entrepreneur, everyone will glean entrepreneurial insights from Abraham's informative talk.

Planning for the 8th Annual FastPitch Competition on Wednesday, June 18, 2014 at the UIC College of Medicine in Rockford, IL is well underway. EIGERlab is coordinating and promoting *FastPitch*, which offers entrepreneurs, inventors, startup, pre-startup, business owners and students (high school seniors and college) the opportunity to "pitch" their business idea or innovative business to a panel of esteemed judges from the business and investment community. With a top prize of \$5,000 it will be well worth three minutes of your time! We're excited to share the addition of a Clean Tech prize totaling \$500.

FastPitch presentation training sessions are scheduled for Tuesday, June 10 and Thursday, June 12 from 5:30 p.m.-8:00 p.m. at the EIGERlab. Presentation training has been arranged to assist applicants with fine-tuning their presentations; cost \$15. A minimum of one night's training is strongly suggested (preferably Tuesday) as, according to past winners of this competition, it has proven to be very beneficial.

Deadline for FastPitch participants to submit their business pitches in writing for pre-qualification is Wednesday, June 4; participants will be notified by Friday, June 6. In 2014, we are once again partnering with two neighboring Wisconsin counties-Racine & Kenosha-which translates into one additional opportunity for competing. Their event will take place on August 20. Please visit www.EIGERlab.org for updates.

For full *FastPitch* contest details, flyer and registration form, visit EIGERlab's website, www.eigerlab.org/stateline-fastpitch-competition/. Business pitches must be submitted in writing (1000 words or less) to SPritz@EIGERlab.org. For additional information, contact Sherry Pritz; 815.316.6357.



2013 FastPitch Winners

This event made possible by the EIGERlab, Northern IL University, Rock Valley College, Rockford Area Economic Development Council, the StateLine Angels, and our fabulous sponsors: Alpine Bank, Joseph Behr & Sons, City of Rockford, Growth Dimensions, IL Small Business Development Center at RVC, IL Procurement Technical Assistance Center at RVC, Northern Illinois Renewable Energy Summit & Expo, Rockford Area Realtors, Rockford Chamber of Commerce, Rockford Local Development Corporation, Savant Capital Management, Seward Screw Products, Sikich, Stillman Bank, Superior Joining Technologies, Universal Die Cast, WilliamsMcCarthy & Winnebago County.

Small Business Development Center

How to Start Your Own Business

Turn your dream into a reality

Learn what it really takes to be your own boss.

- * Helpful to companies who make a product or provide a unique service
- * Learn from experience you can't find in a textbook
- * Taught by a local entrepreneur
- * Certificate provided upon completion



"This course has not only been constructive in helping me finish my business plan but helped me to realize how I can network, manufacture, market and sell my products here in Rockford Illinois."

-Paul Niedermann, Prescient Audio, LLC
(Spring 2012 MSET Participant)

This course is one night a week for 6 weeks. **WHEN:** Classes starting soon **LOCATION:** EIGERlab, 605 Fulton Avenue, Rockford | No cost to qualified low and moderate income households through funding from the City of Rockford. Others will pay \$150.00 tuition fee. SIGN-UP NOW! www.RockValleyCollege.edu/SBDC and click New Business/Start Ups or call 815.921.2081.

Storefront Business Planning Class | *Make your business profitable*

Are you an entrepreneur with an idea for a profitable "storefront" small business or an existing small business owner that just needs a little help to make your business sustainable and profitable? The City of Rockford's Commercial District Economic Development Education and Entrepreneurship Network (EDEEN) and Rock Valley College's Small Business Development Center are offering an eight week course to help you create a business plan for your restaurant, boutique, gift shop, salon, art gallery, or other concept. You will also receive up to 5 hours of individual assistance following the class to launch your business or strengthen your existing business.

WHEN: Classes starting soon | **LOCATION:** Rock Valley College Learning Opportunity Center Stewart Square, Second Floor, 308 West State Street, Rockford. No cost to qualified low and moderate income households through funding from the City of Rockford. Others will pay \$150.00 tuition fee. SIGN-UP NOW! www.RockValleyCollege.edu/SBDC and click New Business/Start Ups or call 815.921.2081

Nosotros podemos ayudarlo a comenzar | Spanish-Start your Own Business Class

Has pensado en comenzar tu propio negocio? ¿Sueñas con ser tu propio jefe? Esta sesión informativa de 2 horas, ayudará a los futuros empresarios a entender muchos de los pasos y requisitos necesarios para comenzar una pequeña empresa en Illinois.

Regístrate en el SBDC del Rock Valley College y aprende lo que se necesita para ser un empresario de éxito y hacer ese sueño del negocio propio una realidad. Para más informes y registración visítanos en: <http://ilsbdc.ecenterdirect.com>
(Este Seminario será en español)

El Centro de Desarrollo de la Pequeña Empresa (SBDC) del Rock Valley College (RVC) tiene como misión impulsar el desarrollo empresarial y la creación de nuevos empleos en los condados de Winnebago, Ogle, Boone y Stephenson.

Edward Caceres

Consultor de Negocios del SBDC (Bilingüe)

No importa el tamaño de su negocio, la red del SBDC puede brindarle orientación en las siguientes áreas:

- * Estructura Legal
- * Ventas / Marketing
- * Operaciones
- * Contabilidad / finanzas
- * Comercialización
- * Estudio de mercado
- * Recursos Humanos

El SBDC es financiado en parte a través de un acuerdo de cooperación con la Administración de Pequeños Negocios de los EE.UU, el Departamento de Comercio y Oportunidad Económica de Illinois, y el Rock Valley College.

Para mayores Informes contactenos: C.fuller@rockvalleycollege.edu | (815) 921-2081 / (815) 312-1494 (Spanish) | www.rockvalleycollege.edu/sbdc



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

Need help finding information on how to do business with federal, state, and local government? RVC's Procurement Technical Assistance Center can help! The Illinois Procurement Technical Assistance Center (PTAC) at Rock Valley College provides no-cost services to business in Winnebago, Boone, Stephenson and Ogle counties.

PTAC upcoming events | Location:



EIGER/lab

IDOT: Insurance and Bonding workshop | 5/8 | 10 a.m. - 1:00 p.m.

IDOT: Subcontracting Agreements | 5/14 | 10 a.m. - 1 p.m.

Prequalification / DBE Certification IDOT Workshop | 5/20 | 10 a.m. - 1 p.m.

IDOT Workshop Financing | 6/3 | 10 a.m. - 1 p.m.

Workshop: Bidding Assistance for IDOT | 6/9 | 10 a.m. - 1 p.m.

Open Office Hours with Technical Supportive Service Consultants | 6/18 | 10 a.m. - 1 p.m.

IDOT DBE Orientation Workshop | 6/25 | 10 a.m. - 1 p.m.

To register go to: <http://ilsbdc.ecenterdirect.com/Conferences.action>

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 EIGER/lab based PTAC will guide you through the steps. Contact us at (815) 921-2090 or by email at ptac@rockvalleycollege.edu to learn more.

Entrepreneurial Events

**Hiring Event | Uncubed Chicago | Thursday, May 1,
10 a.m.-7:30 p.m.**

Chicago Uncubed is a hiring event as innovative as the companies it showcases and the job seekers who attend. Featuring music, drinks, art, contests, and incredible speakers, Uncubed presents an experience for employers and attendees alike to connect beyond the "resume and handshake". [Click here](#) for more information.



**Spring 2014 Innovators' Showcase | Whitewater Incubation Program | May 2nd, 2014,
5:30pm**

The Whitewater Incubation Program is hosting the Spring 2014 Innovators' Showcase at 5:30pm Friday 2 May 2014 at the Whitewater University Technology Park Innovation Center. The Innovators' Showcase is an opportunity to learn about the progress and successes of Whitewater University Innovation Center clients/tenants and Whitewater Incubation Program participants. Presentations will be followed by a reception and open house beginning at 6:45pm. The Innovators' Showcase is free and open to the public. [Click here](#) for more information. Whitewater University Technology Park Innovation Center, 1221 Innovation Drive, Whitewater, WI 53190

Focus on entrepreneurship at UW-Whitewater forum | Monday, May 5, 10 a.m. to 1 p.m. Entrepreneurs and small business leaders from across the U.S. will head to the University of Wisconsin-Whitewater for "The Public Forum on Entrepreneurship Excellence" on Monday, May 5, from 10 a.m. to 1 p.m. in Timothy J. Hyland Hall-which is home to the College of Business and Economics and The United States Association for Small Business and Entrepreneurship. [Click here](#) for the complete article.

Save the date-Go Global: Strategize & Execute May 7 *Reduced rate for manufacturers, \$25

[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.

SMALL BUSINESS WEEK 2014 KICKOFF | EXPANDING MARKETS FOR ILLINOIS SMALL BUSINESSES

Join the U.S. Small Business Administration - Illinois District Office in collaboration with SCORE: For the Life of Your Business, the Illinois Department of Commerce and Economic Opportunity - Small Business Development Center Network and the Women's Business Development Center to celebrate this year's Small Business Week and learn about resource opportunities available to help grow your business. **WHEN: May 9, 7:30 am - 1:30 pm | WHERE: Federal Reserve Bank of Chicago, 230 S LaSalle, Chicago, IL 60604** [Click here](#) to register.

ITA Security Symposium | Tuesday, May 13 | 8:30 a.m. - 5:00 p.m.

TechNexus |20 North Wacker Drive, Suite 1200, Chicago, IL 60606

Join us for a day of informative panel discussions with security and IT professionals. This program will help you gain the expertise and insight you need to help your organization conquer security threats and challenges. [Click here](#) for more information.

Sustainable Manufacturer Conference & Exhibits

May 20-21, 2014 | Northern Illinois University (NIU) Naperville Conference Center
1120 E Diehl Rd. | Naperville

This two-day conference and tabletop exhibit is dedicated to answering the question, "How do I make my manufacturing operation more sustainable?" Featuring an array of high-quality educational and networking opportunities, it will bring together-in one location, at one time-all the elements a manufacturer needs to know to implement or enhance environmental practices. [Click here](#) for more information.

Northern Illinois Renewable Energy Summit and Expo | Save the date - 10/9-10

Entrepreneurial Information



Cracking the Crowdfunding Code | Cool

Infographic Crowdfunding raised an estimated \$5.1B worldwide in 2013 and peer-to-peer nonprofit fundraising is exploding. [Click here](#) to view the infographic.

From the Horse's Mouth: Twitter on Best Tweeting Techniques for Small Businesses

Businesses can see a return on Tweets; they just need to be using the social media platform properly. Earlier this year, research firm DB5 released a study--based on responses of over 1,000 active Twitter users--that outlined the social media platform's impact on the purchase decisions of Twitter users. [Click here](#) for the complete article.

How Small Businesses Can Get Products Into Campus Stores

Since he founded it in 2008, Jim McFarland's sports bottle company, FLEXR, struggled to get shelf space in athletic stores and online retail sites catering to runners and cyclists. McFarland, who patented the bottle's disposable liner design, kept his day job at an aeronautic engineering company while struggling to break even on his five-employee Chino (Calif.) business. [Click here](#) for the complete article.

14 Books Every Entrepreneur Should Read in '14

Whether they're battle-tested veterans or fresh-faced newbies, entrepreneurs undergo an intense learning process when establishing and launching a business. Even those who've been through it before typically face a certain amount of uncertainty. That's why it's critical that they learn as much as possible about their specific area of business as well as entrepreneurship as a whole.

Probably thousands of books offer business, leadership or startup advice, but we've narrowed it down to just 14. Entrepreneurs and all those fascinated by startups should find the time to read these titles this year during their travels:

Related:

Business Books Are Virtually Worthless Without This

1. The Innovator's Dilemma: The Revolutionary Book That Will Change The Way You Do Business by Clayton M. Christensen, 1997. [Click here](#) for the complete article.

3 Ways to Showcase Your Products for Better Online Sales

The online marketplace has become an increasingly competitive as more and more people turn to the Internet for its ease of use, convenience, and enormous selection of products. Sure, getting online and showcasing your products is an easy way to reach and attain new customers, but sabotaging your own sales is easy, too, if you don't give your products the spotlight they deserve.

1. Divide and Conquer | 2. Show and Describe | 3. Bundle Up

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

Illinois' computer services-related industries overtake high-tech manufacturing employment

Illinois Innovation Index

As digital technology has become a fundamental component of business operations across industries, Illinois' tech economy is increasingly characterized by growing employment in computer- and Internet-related services and publishing. ISTC's analysis of new Economic Modeling Specialists Intl. (EMSI) data on high-tech industries found that over the past decade, Illinois' economy has generated more than 16,000 new jobs for Web developers, programmers, and other computer-related occupations-and that two-thirds of these jobs are located in Chicago.

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

Businesses finally ready to spend

Businesses may finally be ready to spend the \$1.6 trillion in cash they've been hoarding. And that's good for the economy. A survey out today shows 61% of corporate economists say their companies will likely increase capital spending in the next year. That's up from an average 52% in the past four quarterly surveys by the National Association for Business Economics (NABE). [Click here](#) for the complete article.

EIGER/lab in the news

In case you missed any of our recent media coverage.

Apr 16 | [Eigerlab Offering Program to Fast Track Area Workers to Manufacturing Jobs](#) | WTVO

Open Positions | EIGER/lab's tenants, clients & partners



EIGER/*ab*'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 EIGER/*ab* directly.

B/E Aerospace

Mechanical Designer
Project Engineer
Mechanical/Hydraulic Engineer
Assembly Team Leader

CLEO Communications

Business Development Rep
Junior Software Engineer(s)
Quality Assurance Analyst
Sales Engineer
Senior Software Engineer
Project Manager - Professional Services
Solutions Architect - Professional Services
Implementation Engineer - Professional Services

Comply365

Marketing Coordinator
Marketing Strategist
Software Engineer
Data Analytics Engineer
Network Engineer

TAC Rockford

Sales Assistant
Customer Order Coordinator
Technical Sales Specialist
Customer Development Coordinator



Dan Cataldi, Executive Director | EIGER/*ab* | 605 Fulton Avenue | Rockford, Illinois 61103 | 815.316.6357