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• *"Individuals*

'wishing they could' are certain to be passed by those 'thinking they can.'"

– Taken from "Dare to Soar" by Byrd Baggett

SBA Provides Business Information Centers

The U.S. Small Business Administration's (SBA) Business Information Centers (BICs) provide a one-stop location where current and future small business owners can receive assistance and advice. BICs combine computer technology, hardware and software, and an extensive small business library of books, publications and current management video tapes to help entrepreneurs plan their business, expand an existing business or venture into new business areas. The business application software offers clients a means for addressing their diverse needs.

The *e-Center for Business* is an enhanced BIC in St. Louis made possible through the SBA Office of Business & Community Initiatives. It is a unique partnership between the U.S. Small Business Administration, SCORE (Service Corps of Retired Executives), Missouri Small Business Development Centers (SBDC), the Greater St. Louis Regional Empowerment Zone and EMAGGL (Eastern Missouri Association of Government Guaranteed Lenders).

The e-Center includes a training facility, which has a fully equipped briefing center where they offer a variety of workshops (during the day, evenings and weekends) designed to

introduce the latest in computer technology, management concepts, financial planning and related topics. Videoconferencing is a major component and provides access to training nationwide.

In addition to the self-help hardware, software and reference materials, BICs have on-site counseling given by the Service Corps of Retired Executives (SCORE). These former business men and women lend their expertise and knowledge to clients with the problems and issues that confront those starting, managing and growing a small business.

Counseling provides the one-on-one interaction that leads small business owners to develop personalized plans of action, which in turn helps them make the right choices for their businesses. BICs also work closely with SBDCs and together they offer not only general but specialized counseling and training.

Individuals who are in business or are interested in starting a business can use the BICs as often as they wish at no charge. For the prospective business owner, visits to the BICs may be frequent, as they do the basic research necessary to reach the decision to start their business.

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St. Charles County Economic Development Center Provides Capital

Along with the need for a solid business plan, dedication to hard work and a winning idea, one of the fundamental needs of every new business venture is adequate capital.

So when qualified start-ups and expanding businesses in eastern Missouri have looked for financial assistance, the Economic Development Center of St. Charles County has proven itself a regional leader in providing the resources needed to help create jobs, products and services.

“As our region works to promote, attract and retain business growth, it’s vitally important we continue to aggressively offer the financial resources needed to help new ideas get off the ground and to assist successful companies of all sizes grow and diversify,” said EDC President Greg Prestemon.

To accomplish those goals, the EDC offers a wide range of fixed asset financing programs with competitive terms.

504 Loan Program

Long term, fixed-rate financing for land acquisition, building, machinery and equipment. \$125,000/none

Industrial Revenue Bonds

Low interest rates, low cost loans for construction, purchase, remodel and expand existing facilities, including equipment. \$3 million/\$10 million

Mini-Bonds

Same as larger bond program but with reduced fees and below market interest rates. \$500,000/\$3 million

Revolving Loan Fund

Financing of equipment, machinery and working capital for start-up and existing businesses. \$5,000/\$50,000

EDC officials said the 504 program has proven to be a favorite with many new and expanding companies because it allows the business owner to inject as little as 10 percent of the total project cost to qualify for a loan. This allows them to reserve their own capital for other important business needs.

... the EDC
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companies.

“In the last five years, the EDC has funded over \$20 million in SBA loans to 55 companies,” said Mark Diliberto, EDC vice president of financial services. “Our SBA program has helped local and regional businesses create or retain an estimated 5,435 jobs in the last decade.”

Not surprisingly, the EDC of St. Charles County is ranked “one of the five largest SBA lenders in the metropolitan area” by the 2004 Book of Lists published by the St. Louis Business Journal.



The statistics in their other business assistance programs are equally impressive.

Last year, the agency closed on five bond transactions that totaled \$8 million and helped create 80 new jobs. In the last 25 years, the EDC has issued \$860 million in bonds and 9,000 new jobs have been created in the process.

The range of businesses assisted through the loan and bond programs available from the EDC have included restaurants, manufacturers, retail operators, developers, not-for-profit agencies, housing projects, medical facilities and others.

“It’s all part of our efforts to help small, mid-sized and larger companies grow and expand in eastern Missouri and across the state. That’s why we’re here. That’s what we do,” says Mark.

For more information about how the Fixed Asset Financing Programs offered by the EDC might help your company, contact Mark Diliberto at 636-441-6880, ext. 235.

*Submitted by Mark Diliberto
Economic Development Center
Vice President of Financial Services*

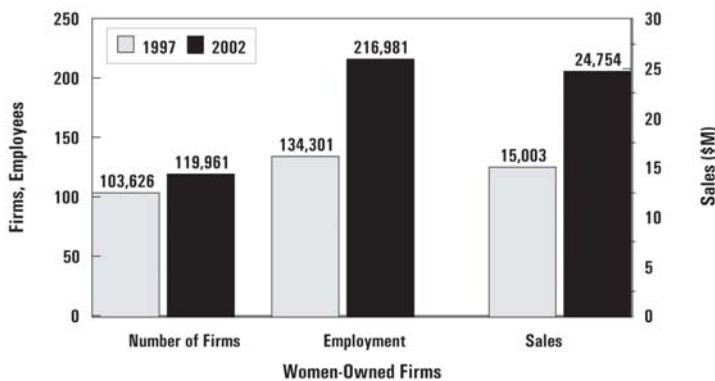
Women-Owned Businesses in Missouri

An excerpt from *Women-Owned Businesses in Missouri, 2002: A Fact Sheet* published by the Center for Women's Business Research, www.womensbusinessresearch.org.

The Center for Women's Business Research presents the most up-to-date information available on majority-owned, privately-held women-owned businesses in Missouri. Analyzing data provided by the U.S. Bureau of the Census – which has narrowed the population included in the Census – the Center projects the following statistical portrait of majority-owned, privately-held, women-owned businesses in Missouri in 2002:

- As of 2002, there are an estimated 119,961 majority-owned, privately-held, women-owned firms in Missouri, accounting for 29% of all privately-held firms in the state.
- Women-owned firms in Missouri employ nearly 217,000 people and generate almost \$24.8 billion in sales.
- Between 1997 and 2002, the Center estimates that the number of women-owned firms in Missouri increased by 16%, employment grew by 62% and sales increased by 65%.
- The Center estimates that there are 22,626 women-owned employer firms in Missouri. The number of these firms grew by 38% from 1997 to 2002 – four times the growth rate of all employer firms in the state (9%).
- Among the 50 states and Washington, DC, Missouri ranks 20th in the number of women-owned firms in 2002, 12th in employment and 13th in sales.
- Missouri ranks 22nd in the growth in the number of women-owned firms between 1997 and 2002, 10th in employment growth and 12th in sales growth among the states and Washington, DC.

In Missouri, Women-Owned Firms Approach 120,000, Employment Nears 217,000 and Sales Approach \$24.8 Billion



Source: Bureau of the Census and Center for Women's Business Research

BICS continued from page 1

Existing business owners may use the BICs less frequently but will find many resources aimed at business growth.

Each BIC adds new materials and resources as special needs in their small business community are identified. New initiatives and programs offered by the SBA are announced through the BICs in an effort to reach small business owners who might not otherwise take advantage of SBA's programs and services. Every BIC has access to SBA Online, the agency's national electronic bulletin board, and Internet access. Visit the SBA website at www.sba.gov.

e-Center for Business

U.S. Small Business Administration
200 N. Broadway, Suite 1500
St. Louis MO 63102
(314) 539 6600

The Eastern Missouri District has satellite BICs in St. Charles, Columbia and Cape Girardeau.

St. Charles

EDC of St. Charles County
5988 Mid Rivers Mall Drive
St. Charles, MO 63304
636-441-6880

Columbia

University of Missouri-Columbia
306 Cornell Hall
Columbia, MO 65211
573-882-7096

Cape Girardeau

One University Plaza
MS 5925
Cape Girardeau, MO 63701
573-986-6084

Business Spotlight: *The Smashed Chefs*

Located in Chesterfield, The Smashed Chefs began operations in 2002 to manufacture home accessory and restaurant food service products from kiln-fired recycled bottle glass. The current product line features hors d'oeuvre and bread and oil serving dishes.

Tamara Kasser, partner and CFO of The Smashed Chefs says, "Our recycled product is a unique serving tray or hors d'oeuvre dish. New products, all of which employ the use of recycled glass, are in the developmental stages."



The Environmental Improvement and Energy Resources Authority's (EIERA) Missouri Market Development Program, which works to expand the demand for recycled materials, helped The Smashed Chefs purchase equipment that enables the



business to divert low-value glass bottle waste and convert the material into high-value serving dishes. The dishes are marketed under the names She de'vr and Bon

Amee and are dishwasher and microwave oven safe. Marketed as "recycled" as well as "Made in Missouri," The Smashed Chefs serving dishes include a custom label, gift tag and recipe.

The Smashed Chefs collect waste glass bottles from St. Louis area bars, restaurants and wineries. Glass bottle waste can be as much as half of an establishment's solid waste and is rarely recovered. With 14 St. Louis merchants already carrying The Smashed Chef serving dishes, the business is also developing ornament and jewelry product lines to expand glass recovery to other major Missouri metropolitan areas.

www.thesmashedchefs.com



Written by Lee Fox
University of Missouri Extension
Environmental Quality Specialist

Trash or Treasure?

Financial Assistance for Recycling Businesses through MMDP

Innovative businesses in Missouri are using a variety of recovered materials to make all sorts of everyday and novelty products. Recycling provides a myriad of opportunities for creating and retaining jobs, for encouraging new enterprise and for increasing the competitiveness of existing enterprise.

The state Environmental Improvement and Energy Resources Authority (EIERA) administers the Missouri Market Development Program (MMDP) in cooperation with the

departments of Economic Development and Natural Resources. EIERA partners with University of Missouri Extension, Missouri Enterprise and others to bring the program to Missouri businesses.

During the last fiscal year, \$514,797.96 in financial assistance was provided to 12 projects. These 12 projects will create 33 new Missouri jobs with an estimated payroll of \$1,079,100¹ and will divert 22,321,000 pounds of materials from being deposited in the state's landfills. This diversion will result

in a direct savings of \$1,829,718.80 in disposal fees for Missouri businesses.

For information about how your business can participate in the Missouri Market Development Program, contact Lee Fox, University of Missouri Extension, 121 S. Meramec, Suite 501, Clayton, MO 63105, 314-615-7610, foxlb@missouri.edu.

¹ Based on average wages for recycling, reuse and remanufacturing industries. R. W. Beck, Inc.

Show Me the Money

Every small business owner wants to know where they can find money to grow their business! The St. Louis Minority Business Council (SLMBC) has stepped into the gap to help small business owners with the money they need to expand and grow. The Urban Enterprise Loan Program (UEL) is a state-funded loan program handled through the SLMBC. It focuses on assisting small businesses that are expanding in or relocating to the state-designated UEL Zone.

A recent loan recipient under the UEL program was Marion Hayes III. Hayes is President of BRK Electrical Company and started his business in 2002 in St. Louis City. Hayes earned a bachelor's degree in electrical engineering from Washington University and then went back to the university to get a master's degree in construction management. BRK was honored in 2003 as the African-American Emerging Business of the Year in the fourth annual Salute to Excellence in Business Awards. Marion Hayes attributes the company's success to the technical assistance he received from the Missouri Small Business Development Centers and the financial assistance he got from the St. Louis Minority Business Council.

The SLMBC is dedicated to creating a climate in the business community that will make purchasing from Minority Business Entrepreneurs a normal corporate practice. Creating a user-friendly business climate will increase business opportunities for minority firms as well as enhance economic development in the bi-state region.



In addition to those activities, the council also provides capital for minority-owned businesses located in the UEL Zone. Eligible borrowers must be for-profit businesses with current employment of less than 100. Eligible program activities will include fixed asset or working capital needs. Eligible projects must retain existing jobs or create new ones. The job creation criterion for UEL loans is

one job created for every \$20,000 in UEL funding. Job creation must occur within two years of the completed project.

The UEL can lend up to 50 percent of project costs to a maximum loan amount of \$100,000. UEL loans will be collateralized to the fullest extent possible and personal guarantees of at least 20 percent of the financed business are required for all owners. A typical UEL loan structure would be 45 percent from bank financing secured by first security interest, 45 percent from UEL subordinated loan and 10 percent equity.

The UEL loans are low interest in the range of five percent. Typically, loan terms will be matched to bank terms. Generally, approved projects are funded four to six weeks after approval.

For more information about the UEL program, contact Larry Dill, SLMBC Director of Financial Services at (314) 241-1143 or info@slmbc.org.



*Kevin Wilson
SBDC, Program Specialist (pictured)
and Larry Dill, SLMBC, Director of
Financial Services*

Your feedback is important to us.

It will help us know how we're doing and tell us what topics you would like to see in the future. Please take our brief web survey at:

extension.missouri.edu/stcharles/bsource/survey.html



Small Business Training

FastTrac NewVenture for Dislocated Workers

Participants will develop a feasibility plan for starting a business. *Five-day course.*

St. Charles

April 20, 21, 22, 27, 28
June 15, 16, 17, 22, 23
9:30 - 4 p.m. each day
Call: 314-615-2911

St. Louis

May 5, 6, 11, 12, 13
9:30 - 4 p.m. each day
Call: 314-615-2911



"I would highly recommend this class - extremely informational and highly motivational - classes were well organized and covered all aspects of starting a business."

- FastTrac New Venture participant

FastTrac Planning for Military Veterans

Participants will learn and implement key business strategies to transform and to improve their business. *Eleven-week course.*

St. Louis

June 8, 15, 22, 29
July 12, 20, 27
Aug. 3, 10, 17, 24
6-9 p.m. each day
Call: 314-615-2911

QuickBooks - Beginner

Learn the basics of QuickBooks, an accounting software program for small business. *Six-hour workshop.*

St. Charles

May 25; 9-3:30 p.m.
Call: 636-970-3000

Starting A Business in Missouri

Learn essential information for starting your own business. *Three-hour workshop.*

St. Charles

April 13, May 11, June 8
6-9 p.m.
Call: 636-928-7714

St. Louis

April 14, May 19, June 9
1-4 p.m.
Call: 314-539-6600 x 227

Writing a Business Plan

Learn the key components of a simple business plan. Time allowed for practice writing. *Three-hour workshop.*

St. Louis

Apr. 28, May 26, June 23
1-4 p.m.
Call: 314-539-6600 x 227



Call the phone number listed for registration, information or fees.

Business Source, a quarterly publication, is a joint effort among the Business and Industry Specialists of University of Missouri Extension and the Program Specialists of Missouri Small Business Development Centers in the St. Charles County/St. Louis area. Editor: Virginia Wilson

To subscribe or unsubscribe to *Business Source* call 636-970-3000. Articles may be reprinted for educational purposes.

Internet version at [http:// extension.missouri.edu/stcharles/bsource](http://extension.missouri.edu/stcharles/bsource).

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Small Business Assistance

For business counseling, training opportunities or more information contact a Specialist with the Small Business Development Center or University of Missouri Extension.

St. Charles County

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Internet Resources

- Missouri Business Development Network (MoBDN) combines the best of State and University business resources into one easy-to-access network at <http://www.missouribusiness.net>
- University of Missouri Extension – St. Charles at <http://extension.missouri.edu/stcharles/business.shtml>
- University of Missouri Extension – St. Louis at <http://extension.missouri.edu/stlouis/biz.shtml>
- Small Business Development Center – St. Louis at <http://www.mo-sbdc.org/stlouis>



In 1980, Congress created the Small Business Development Centers (SBDC) in cooperation with the U.S. Small Business Administration to provide management assistance and stimulate economic growth. Missouri SBDCs provide assistance to clients according to SBA-defined standards for the size of small businesses. The SBDC is a part of University of Missouri Extension.

MU Extension is the local link between the resources of the four University of Missouri campuses and people throughout the state. Business and Industry Specialists are faculty located across the state who help small businesses remain competitive and prosperous to create economic viability in the community.

In the St. Charles/St. Louis region the Business Development Program includes counselors and specialists at five SBDC branch offices and two MU Extension county offices. Counselors and specialists use their expertise to help businesses in business planning, management, marketing and finance for start-ups and existing businesses, as well as workforce development. There is no fee for individual counseling.