The University of Delaware’s Office of Economic Innovation and Partnerships (OEIP) is a team guided by a singular purpose to drive the University and the State’s entrepreneurial, technology, and business community to new heights of economic development. Using a unique model centered on long-term, productive partnerships, OEIP facilitates access to space, capital, counsel and connections that empower entrepreneurs and innovators to accelerate their ideas to market, grow their businesses, and form partnerships of their own.

Hosted by OEIP, the Delaware Small Business Development Center (SBDC) is OEIP’s business advisory service. Founded in 1984, SBDC is dedicated to helping new and scaling businesses grow and prosper within Delaware and the region by providing no or low-cost advisory and training services. By capitalizing on our position within OEIP as well as our network of other public and private partners, SBDC’s expert services are focused on, but are not limited to, identifying/accessing capital, targeting/developing markets, business continuation, and assessing/improving strategic and operational performance.

SBDC also has its own Procurement Technical Assistance Center (PTAC) to help existing businesses break into and make sense of government procurement by identifying and preparing bids on contracts with all levels of government as well as prime contractors. In particular, PTAC’s expertise lies in subcontracting opportunities and information, researching buying habits of specific agencies, interpreting government regulations, and electronic bid matching.

If you would like your business to grow to its fullest potential, contact SBDC at www.delawaresbdc.org.
Small Delaware Businesses: Backbone of the Economy

2018 Review

The Delaware Small Business Development Center (DSBDC) wrapped up a very strong year with nearly 600 clients served, the majority being women/minorities, and 40% in rural communities. Our Cooperative Agreement funding from the Small Business Administration (SBA) and matched by the State, supports our business advisors. In addition, DSBDC was awarded two specialty grants to focus on under-served urban areas and to foster technology-based start-ups emerging out of academic institutions, corporations, and those that were attracted to Delaware from elsewhere. Fortunately, the DSBDC team is well balanced with specific expertise to assist in the formation, growth, and sustenance of an array of small businesses across the state.

New staff additions include: Lou Dinotta as Technology Manager, Jacob Blackstein as our Cyber Security Program Leader, Tom Thurston as a Business Advisor in Sussex County, and Sarah Malloux as the Administrative Specialist. One for this year was Margo Reign.

100 events with over 1,500 attendees were facilitated by our team. Topics included: how to start a business, Small Business Innovation Research (SBIR) grants, how to get government contracts, and cyber security (with a special small business track at the Annual Delaware Technology and Information conference in October). Once a quarter, The Delaware Business Times and DSBDC co-hosted seminars on Family Business Transition Planning. The highlight of the year was the Regional SBIR Road Tour in which 300 attendees attended at the University of Delaware in August (in conjunction with SBA’s Office of Investment & Innovation). DSBDC organized a tour with 164 attendees from 9 states and representatives from over a dozen federal agencies. DSBDC also:

• hosted SBA Administrator Linda McMahon’s ignite Tour
• secured $25,000 for Houston SBDC to aid Hurricane Harvey recovery efforts
• presented at the SBA’s 1st Host Summit, highlighting our value-added Ud/SBDC relationship
• facilitated experiential learning for over 40 UD students via our Lerner College small business course; specifically, in FY2018 student teams helped more than a dozen businesses solve real-world business challenges.

Issues for 2019

As I write my yearly letter, we are again in a government shutdown, the third in fourteen months. This is very disruptive to the SBA and its partners and raises budget uncertainty for 2019. New goal metrics have been issued by the SBA, creating further challenges for small states like Delaware. DSBDC also has a new state partner, the Division of Small Business Development in Delaware. Initial discussions have been positive regarding budget, roles, and responsibilities to best serve Delaware’s small businesses.

The Delaware SBDC could not succeed without its many valued partners, advisors, and supporters. Thank you for your many contributions to extend DSBDC’s outreach to the communities and businesses of our economy.

Michael Bowman
State Director

Delcastle Tennis Center

Bouloubaz Tennis of Global Tennis became a client in 2014. He was then managing the outdoor tennis courts for New Castle County in its newly renovated indoor-outdoor facility in Grande Run in the winter. His dream was to build a 6-court indoor tennis facility at Delcastle Park. The SBDC began working with him to define his first and second 3-year plans and projections. There were many meetings where Bouloubaz and the SBDC worked together to refine and organize his prioritized business financials to get him ready to take on the Delcastle Tennis Center. Romonic Sarena became his business partner after much negotiating with New Castle County. Artisans Bank funded the loan and he opened his indoor courts in December 2016. It became a wonderful example of a public private partnership. The courts are already off to a busy start.

According to Bouloubaz, “From day one Margo and the SBDC provided invaluable guidance, encouragement and assistance with our business plan.”

delcastletenniscenter.com

Avkin

Amy Coopertworth, a clinical nurse consultant in the University of Delaware’s Nursing Resource Simulation Center, can share a valuable, helpful and guides and the SBDC provides, Cooperworth is the founder and CEO of Avkin, a company that produces wearable technology that helps nursing students or medical candidates build skills in clinical procedures, such as drawing blood, tracheostomy care, or arterial insertion. The Avkin devices are designed to be worn by a live actor to provide a realistic experience for nursing students in a simulated clinical setting. According to Coopertworth, “Our mission is to imagine, create, and provide products that improve the learning experience and training of future healthcare providers.”

Today, Avkin has several devices either on the market, in final testing or in development. But it isn’t long ago that Avkin was just a startup. And Cooperworth remembers the valuable advice and support that the SBDC team provided to help find and apply for funding to develop various products: “The SBDC has been an integral part of our success at Avkin. Initially, the SBDC provided education on how to start working on the financial aspects of the company and different options for financing the company,” said Coopertworth. “Later advice centered on finding and working with an investor, marketing help and insights, as well as facilitating connections to manufacturing and report resources.”

euphoricherbals.com

SBDC FY 2018

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<th>FY 2018</th>
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| Impact on Small Delaware Businesses: Backbone of the Economy

Our mission will not waver to help small businesses form, grow, prosper and generate jobs and revenue in Delaware.