

# AABA Video Conference Today about JJC's SBDC

## Resources

Kevin Lynch Small Business Adviser at JJC -Starts ups and seasonal business Kevin Lynch -  
Mike Paone Introduction

- Who we are-Small Business Development Center -Free services that is provided to the community?
- Help new business and current businesses COVID-19 related
- Have a referral network-lenders, web design, bankers etc

## Q&A

Question- What industry do you work in Kevin? What experience do you have? Bringing the business oversea estimating and selling the work. His partner would manage getting the job done. He runs a charity organization for Domestic Violence 20 years' experience

Comment- Used SBDC in the past before it closed. Used for marketing and the meeting space, food service hope we can get back to that. I have been blessed to have used it and glad you are back

Question-Can the SBDC assist social enterprises (e.g. non-profits) with business planning as well? Given your experience in the charity organization? Yes, for sure not limit profit is welcome as well. I am flexible and is taking appointments Facetime calls

Question-Is the SBDC a resource for businesses during COVID19? Yes. We are gathering information and sending it out once I get it. Talking with people to make sure they are understanding what they are signing up for and if it makes sense for them. The Chamber right now is doing a great job with emailing

Questions-How can we get into contact with the SBDC  
815-729-2957 [klynch@jjc.edu](mailto:klynch@jjc.edu)

Question-You you say that the SBDC is looking for help? (paid or volunteer, full or part time). They will staff with 3 people, so the dean does not count. I will stay on as a Part time Adviser. They are looking for a Director for the center. Some Skype interviews has been taking place. The JJC website is where you can look and see.

Question-Financing? Help partner people with banks for small business loans. Some to help with different loans such as Kickstarter

Questions-Speak a little bit about the businesses that you have seen at the SBDC. Are there specific areas of need that you see consistently? Understanding the need of a business and put it into a plan. Starting and an ending result. Understanding the dollars and cents and what you need. Understanding accounting, some business is not keeping track of what is coming in and profit from a month to month basis

Question-Who do I go to pay taxes etc there is a checklist that they can go by: We put together what is needed that is required

Questions-Do you have experience counseling minority owned business? For instance, there are special procurement programs that require minority certification and I know many biz owners looking for assistance in navigating those certifications/licenses. I have exp on a lot of different levels, I have had minority and female companies and was able to get the status they needed. As a contractor we worked with 2 firms that started from scratch they would do stand alone work and some work for us. As well as the university of Chicago

Question -Is there a template the SBDC uses for business plans and how involved is it. I have run my business for 25 years and am thinking of starting another. It has been awhile, and I want to know how cutting edge is your business plan assistance? Yes, I can send it to Troy it is a business plan booklet. I can help you look at it

Question-Does the SBDC work with the Will County Center for Economic Development Council? Yes, but we have not gotten far yet. I meet with John Grueling and someone else on there team. We were talking about providing educational opportunities from networking. So, it is on hold right now and sense were part of the school there is some guidelines that must abide by

Kevin, to what degree are the resources at the SBDC available in Spanish? In terms of meetings and documents? We talked about it and I do not speak Spanish however, I have had someone translator presentation. We are looking into it.