








Entrepreneurial Resource Partnership

Local organizations supporting entrepreneurs and business owners

| | Adelante Center | Community Innovation Collaborative | Lake Forest College | Illinois Small Business Development & International Trade Center at CLC | SCORE |
|---|-----------------|------------------------------------|---------------------|---|-------|
|  IDEATION: Just a thought or idea, birth of a new business. | ✓ | ✓ | ✓ | ✓ | ✓ |
|  SEED: Business plan complete, ready to raise capital. | ✓ | ✓ | ✓ | ✓ | ✓ |
|  STARTUP: Products or services are in production, first customers exist. | | ✓ | ✓ | ✓ | ✓ |
|  GROWTH: Revenue and customers increasing, competition exists. | | ✓ | | ✓ | ✓ |
|  EXPANSION: New products, markets or distribution channels. | | | | ✓ | ✓ |
|  DECLINE: Decreasing sales or profits. | ✓ | | | | ✓ |
|  EXIT: Grooming successors, selling or closing a business. | | | | | ✓ |

Lake County has many organizations that support business startup and growth. No matter where you start, our organizations will work together to ensure you get the resources you need, whether that be through direct assistance or by providing you with a referral to the partner organization that would be the best fit for your specific situation.

See the following page to learn more about each organization.

Adelante Center

Adelante Center for Entrepreneurship is an economic development organization dedicated to creating wealth in distressed communities through entrepreneurship, living wage job creation and community development. We believe the pathway to self-sufficiency and financial independence is through creation of profitable and scalable businesses located within our most vulnerable communities. We engage small businesses at all stages of growth, but our expertise is in working with businesses experiencing hardship, loss or stagnant growth and helping them explore new opportunities to create diverse and sustainable revenue streams. Adelante management formerly operated a Procurement Technical Assistance Center in Lake County which helped small businesses find new revenue through certifications and business matchmaking for government contracts. Learn more: www.adelantecenter.org

Community Innovation Collaborative

The CIC Business Incubator provides our diverse community of entrepreneurs and businesses, at any stage, with the confidence, expertise, mentorship, capital, space and resources needed to succeed and grow. We provide our clients with a network of free volunteer small business mentors who will guide entrepreneurs through the steps of running a successful business. Whether you are an aspiring or established entrepreneur, our proven process will give you the skill set, assessment and experience you will need to be successful.

Learn more: www.cicnfp.org/the-incubator

Lake Forest College

At Lake Forest College, we teach aspiring entrepreneurs and innovators from around the world how to identify problems worth solving and how to mobilize the people, resources and networks to solve them. We work within our local community, providing local business owners with student consulting support to address specific business challenges (e.g., online sales, e-commerce, digital marketing, accounting, customer demand creation). The Entrepreneurship and Innovation program at Lake Forest College is a diverse, welcoming and inclusive community comprised of 33% students of color and first-generation college students and 44% women. We believe entrepreneurship should be accessible to everyone and we are working towards the day when every entrepreneur – regardless of race, place, gender, income or background – has the opportunity to realize their dream. We believe every person with an entrepreneurial resilient mindset and a good idea deserves the opportunity to create and launch. Learn more: www.lakeforest.edu/entp

SCORE

The SCORE North Cook and Lake Counties Chapter is one of over 250 SCORE chapters nationwide. Our chapter fills the interests and needs of Lake County entrepreneurs and small business owners, guiding them from initial ideas, through business improvements and challenges, and even planning for their successful exit from business to retirement or on to a new business venture. We have over 70 mentors with backgrounds that span almost every industry and business experience/skill set possible. Some are working and some are retired, but all are dedicated to serving our clients “For the Life of Your Business.” As a volunteer organization, our mentoring services are always free and can be provided in person or by video, phone or email. In addition to mentoring, we produce local webinars and offer a wide array of free information and content on our website, which is a portal to the SCORE national website.

Learn more: www.northchicago.score.org

Illinois Small Business Development & International Trade Center

The mission of the Illinois Small Business Development & International Trade Center at College of Lake County is economic development through entrepreneurship. We accomplish that mission by inspiring, educating and connecting business owners and entrepreneurs so they can start and grow small businesses and strengthen the Lake County economy. We understand the unique needs of the business community and respond with programs and services that support their success. In addition to a wide variety of skill and knowledge-building programs and tools, we have an experienced group of business advisors who provide no-cost, one-on-one guidance, including export assistance. One of our primary goals is to collaborate with other local, state and federal business support organizations and provide our business community with a well-defined, easy-to-access set of success resources. Learn more: www.clcillinois.edu/sbdc