

# Missouri Small Business & Technology Development Centers



**Missouri State**  
UNIVERSITY

College of Business Administration

Fall 2009

Your success is our business . . .



[www.sbtdc.missouristate.edu](http://www.sbtdc.missouristate.edu)

## SHOWCASE CLIENT ~ TRUX TRAILER AND TRACTOR REPAIR, INC. ~



TRUX is Springfield, Missouri's oldest trailer sales and repair shop. Their fleet of service trucks

stand stocked and ready to provide on location repair within a 25-mile radius of Springfield. TRUX will also provide pickup and delivery of trailers. In business since 1976, servicing and rebuilding trailers has made TRUX well-known throughout the midwest. Owner Scott Coleman came to the SBTDC at Missouri State University for assistance in applying for an SBA loan to purchase this 32-year-old business. *"Scott is the kind of entrepreneur every SBTDC counselor wants to work with. He carefully thinks through every decision before proceeding ahead and he was well prepared to begin the loan application process with the help of our center,"* stated Isabel Eisenhauer, SBTDC Consultant.

The MSU SBTDC successfully helped Coleman obtain the necessary financing for his business acquisition, through a local commercial lender. *"In the current economic times of bank failure, there was no way that we could have realized the American dream of owning our own business without the SBA loan program. The SBTDC on the campus of Missouri State University, provided me with help at every turn."*

Trux Trailer Repair employs 34 full-time people and supports many local suppliers in its business operations. *"We are excited about the future at Trux and will always be grateful for the opportunity, says Coleman."* Eisenhauer believes *"Scott will take this well-established business to the next level. He has already shown increased business performance and success."*

## Missouri State SBTDC is Offering Disaster Grant Funding to Area Businesses

Area businesses that were affected by a natural disaster in 2008 (i.e. flood, tornado, fire, etc.) in the 19 counties served by the MSU SBTDC are eligible to attending training and receive financial products at no charge. Those counties served by the Springfield center include (but are not limited to): Greene, Christian, Polk, Cedar, Dade, Lawrence, Barry, Stone, Taney, Dallas, Webster, Douglas, Ozark, Laclede, Wright, Texas, Howell, Shannon and Oregon.

**This funding is on a first come, first served basis and must be utilized by May 31, 2010. For more information on this disaster funding and to learn whether or not your business is eligible, contact the SBTDC at (417) 836-5685.**

## ECONOMIC IMPACT MSU SBTDC

### FY2009 Final Results! :

- We've served 169 businesses!
- Over \$21 million in increased sales!
- Over \$5.9 million in approved loans and investments!
- Assisted in retaining 1,360 jobs and in creating 176 new jobs!
- Assisted in creating 13 new businesses and in the acquisition of 2 existing business!
- Offered 88 educational training seminars!

### Upcoming Training Events:

**Building the Ultimate Business Plan**  
Nov. 4 & 5, 2009 & Dec. 9 & 10, 2009  
6:00 p.m. - 9:00 p.m.

**Develop a Winning Marketing Plan**  
November 5, 2009  
8:30 a.m. - 12:30 p.m.

**Creating Impact through Image & Branding**

November 12, 2009  
8:30 a.m. - 12:30 p.m.

**Effective Advertising & Promotions**

November 19, 2009  
8:30 a.m. - 12:30 p.m.

**E-Commerce & Internet Marketing:  
Best Practices**

December 3, 2009  
8:30 a.m. - 12:30 p.m.

**Missouri State University  
Small Business & Technology  
Development Center**  
901 S. National Avenue  
Springfield, Missouri 65897  
(417) 836-5685 • (417) 836-7666 • Fax  
[www.sbtdc.missouristate.edu](http://www.sbtdc.missouristate.edu)

## SBTDC to Host IDEA Commons Event for Area Clients & Legislators

As many people have read in recent news, the MSU SBTDC has been selected to be part of the university's new Entrepreneurship and Business Development Center in the downtown campus area known as the IDEA Commons. This project brings together Innovation, Design, Entrepreneurship and Arts (IDEA) and is an example of how the university continues to be engaged in promoting the community's livability and economic success. Missouri State University will receive a \$2.75 million Economic Development Administration (EDA) grant to help establish the Entrepreneurship and Business Development Center in the former Willow Brook Foods facility (located at 521 N. Jefferson in Springfield) as part of the IDEA Commons urban research park. The project, made possible because of the American Recovery and Reinvestment Act of 2009 (ARRA), is expected to create 850 additional jobs and private investment in the region with the help of the SBTDC staff, over the next 5 years.

Coming off of a successful year of impact in fiscal year 2009 (despite the current economic conditions), the SBTDC staff is looking forward to the future of its program as part of this expanded university focus on entrepreneurship and business development. As a kick-off to the start of construction for the new SBTDC facilities and a chance to highlight what's to come for the center, the SBTDC will host a special event for area clients and legislators at the Jordan Valley Innovation Center, located at N. Boonville, on Wednesday, December 9, 2009 from 9:00 to 11:00 a.m. Invitations will be distributed for this special event, which will highlight client achievements in fiscal year 2009, give legislators a chance to visit with their constituents and the media will be invited to learn the latest updates on the progress of the new Entrepreneurship and Business Development Center. For more information on the event, or to sign up to attend please contact the SBTDC at (417) 836-5685.