

May 2017 Chapter Spotlight

[SCORE Fox Valley](#)

[Chapter #0289](#)

SCORE Fox Valley – A Large Chapter Redefined

Our task is to always find meaningful, sustainable ways to identify clients and help them to establish and grow their businesses. This meant starting with our own attitudes and structure. We created ways, new for us, to increase community awareness of SCORE, attract clients, build partnerships and serve our clients well.



By the Numbers:

- The session follow-on rate held steady despite an increase of **39.68%** in unique clients
 - Total mentoring sessions increased **60.2%**
 - The number of workshops presented increased **180%**
 - Workshop attendance increased **69.1%**
- In FY2016 the branch had **72** more unique clients and **101** more sessions than FY2015.
- Further continuing education is being mandated to perpetuate mentoring privileges. A gold badge mentor is required to earn **15 CEUs** (continuing education units) within three years of January 1, 2017, for current gold badge holders and three years after earning the gold badge for newly active members in 2017 and beyond.

Best Practices & Partnerships:

- In FY2016 we instituted a branch-focused outreach program by conducting two Mayor's breakfast meetings with local pillars of the small business community. A working relationship with the Mayor's office was established and we revived a long dormant relationship with the city's Chamber of Commerce.
- The third small business forum ("Ideas to Profits") was held and jointly co-sponsored with North Central College on May 2, 2017.
- SCALIT (Supply Chain and Lendee Improvement Training) is a new initiative to help businesses improve the performance of their supply chain contractors, suppliers and service providers. The intent is to have the companies identify their weak links, and then we will work with them to address and improve performance.

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