

## Business Plan Contestants Advance

Over 20 existing small businesses and/or emerging entrepreneurs, representing a diverse range of industry segments, qualified to enter the Accelerate Your Business Plan Contest. To date, these contestants have already advanced through several stages of the Contest and now they are fast approaching the finish line. Many thanks to those businesses and individuals that are volunteering their time / talents as presenters, mentors and/or judges.

Not a contestant, but still have an interest in attending the remaining workshops? Then mark your calendar for the August 24th offering entitled, "How to Compile Your Final Business Plan." The workshop, which is free to attend, will focus on creating the operational and marketing components of a completed Business Plan. The session will be held from 11:30 AM to 1:00 PM at Blackhawk Technical College's Central Campus (RM# 1400-A).

## Training Series: Supervisory Leadership Skill-Building

The UW-Whitewater Small Business Development Center (SBDC) is introducing a management skills training series specifically designed for existing business owners and/or managers. With a focus on core supervisory and leadership skills, this three-day series will cover the following topical areas: *The Essentials of Leadership and Coaching*; *Communication and Delegation Skills*; and *Managing Conflict*.

For additional information, contact Kaia Fowler (UW-Whitewater SBDC), at 262-472-3217 or [fowlerk@uww.edu](mailto:fowlerk@uww.edu)

## Build, Enhance Your Business Network

If you are looking for additional avenues to build or enhance your business network, consider listing your company on [Rock County's online Business-to-Business \(B2B\) Directory](#). The listings are free and they can be updated or changed by sending an [email](#).

Local chambers of commerce, as well as civic clubs, are excellent business referral sources. If you are new to the area or haven't found the right time to become engaged, use this online [B2B Directory](#) to make a connection today.

## Business Spotlight

Rock County 5.0 wishes to extend a thank you to the following Contest Sponsors:

### Title Sponsor:



### In-Kind Sponsors:

F.I.D.O.  
Foremost Media  
The Janesville Gazette  
Krueger Graphics  
McGladrey (Janesville Office)  
MEJ Accounting, Inc.  
M&I Bank  
Murphy Desmond, S.C.  
The UPS Store #3628  
TRICOR Insurance (Beloit Office)  
Whalen Center For Strategic Change  
Wisconsin Innovation Service Center  
W. Richard Gerhard CPA, LLC

## Upcoming Events

### Accelerate Your Business Plan Contest

Business Plan Compilation Workshop  
August 24, 2010; 11:30 am -1:00 pm  
Blackhawk Technical College  
For more info, visit  
[www.rockcountyalliance.com](http://www.rockcountyalliance.com)

### UW-Whitewater SBDC

Business 101 Noon Seminar Series  
August 5, 2010; 12pm-1:00pm  
Vision Beloit Center  
For more info, visit <http://sbdc.uww.edu/>

### Evansville Area Inventors & Entrepreneurs (I&E) Club

Eager Economy Building  
7 East Main Street, Evansville, WI  
For more info, contact:  
Cindy Hammer (608.774.6382)  
John Gishnock (608.882.6656)

Interested in *Accelerating Your Business*?

Contact Mary Rajek, Rock County Development Alliance  
Downtown Office, 14 S. Jackson Street  
Janesville, WI 53548  
P.608.757.3160 F.608.757.3170  
[mary@rockcountyalliance.com](mailto:mary@rockcountyalliance.com)