



University of Wisconsin - Madison
Small Business Development Center



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S B D C

UW Small Business Development Center

August 15, 2007

STUDENT PROJECTS FOR THE FALL 2007 SEMESTER -- UW-Madison SCHOOL OF BUSINESS

The **Small Business Development Center** and the **Weinert Center for Entrepreneurship** at the UW-Madison School of Business have a limited opportunity for you to obtain free student assistance.

A link to apply for this opportunity is at the end of this email. Please read the entire email before applying.

BUSINESS DEVELOPMENT PLANS – Students work in groups of 2-5 and work with the business owner(s) and/or manager(s) to put together a business development plan. The plan will usually include: identifying growth objectives; evaluate the organization configuration in relation to its growth plans; assess the current financial condition of the firm and provide recommendations as to short-term and long-term financial strategies; and evaluate the firm's operating strategies in relation to its market place demands. The students do most of the written work, but input from the owner(s) and management is crucial.

There are two types of firms that can apply:

1. Early stage firms, 2-5 years old. The business must be for-profit, at least 2 years old and have at least 3 full-time equivalent employees.
2. Established, growing firms at least 5 years old. The business must be for-profit, at least 5 years old and have a minimum of 5 full-time equivalent employees.

HOW THE PROJECTS WORK

Projects take the full semester to complete. The projects are specifically structured to allow the students to apply concepts learned in their classes and to assist local businesses under experienced faculty guidance. The program has been in existence for over 18 years and has assisted hundreds of businesses. All student work is

The project will be performed under strict confidentiality. The company **MUST** be willing to share their most recent two or three years of income statements and cash flows for analysis. Students will sign a confidentiality agreement.

No fees are charged for the students' work. You are responsible for reimbursing students for agreed upon travel, photocopying and all out of pocket expenses. The students will not be responsible for any tasks that would normally accrue to temporary or permanent employees of the business.

HOW YOU CAN QUALIFY

Meet the qualifications for the projects described above.

Be willing to work with the students to achieve the final project outcomes specifically described above.

Be willing to share financial records for analysis. Students will sign a confidentiality agreement.

HOW TO APPLY

If you are interested in a student project:

Click on the Web Site address below, fill-out the form. Use the TAB KEY to move between information fields.

Click on "SUBMIT REQUEST."

Your request will be emailed directly to me.

STUDENTS GET TO CHOOSE the companies that interest them. Provide enough information on the web form so that they might be interested in your firm.

DEADLINE: Please submit by **Tuesday, September 4, 2007** to make sure that your application receives full consideration.

We have a limited number of project openings for this semester. To be considered for a project YOU MUST FILL OUT THE ENTIRE FORM.

These cooperative projects have proven to be very positive for both the businesses and the students. If you would like to discuss this opportunity, please call me at 608-263-0221. Thank you.

For project sign-up form click here:

<http://exed.wisc.edu/sbdc/forms/studentprojectform.asp>

Thank you.

Neil Lerner, Director

Small Business Development Center

The SBDC is funded in part through a cooperative agreement with the U.S. Small Business Administration. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact: Program Coordinator, SBDC, 975 University Ave., Suite 3260, Madison, WI 53706, 608-262-8082. An EEO/AA employer, the University of Wisconsin provides equal opportunities in employment and programming, including Title IX and ADA requirements.

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