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WE CAN'T WAIT TO SHOW YOU

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As part of downtown's Overlay Mural Art & Culture Festival, the west entrance of the Robert W. Plaster Free Enterprise Center got a major glow-up in 2022.



A COMMUNITY MOVING FORWARD

WHO WE ARE

Connecting the University and the Community

When you enter efactory, it's clear something great is happening in this space. The mural that draws you in the front door highlights businesses that call Springfield home and tells the story of a connected community that is moving forward.

We propel the community forward by developing businesses and improving the economic vitality of the city and region. We invest in entrepreneurs and business leaders (and everyone in between) to make sure the region is primed with a knowledgeable and talented employee base prepared for the future.

Since opening in 2013, we have been a sought-after resource, connecting you to what you need. And we celebrate the community we live in and all the people that make it extraordinary.

CONSULTING AND CONNECTING

WHAT WE'RE DOING FOR SMALL BUSINESSES

Assisting Budding and Growing Businesses

When you're ready to start or grow your business, there are so many unknowns. That's why the Missouri Small Business Development Center at Missouri State University opened its doors 40 years ago.

The consultants and mentors are here to help current and prospective business owners answer questions, squash doubts and overcome challenges every day.

Less local? No problem! Our staff cover 15 counties in southwest Missouri and are available for virtual consultations.

With this no-cost, confidential, one-on-one consulting, entrepreneurs can gain clarity and confidence in the startup and growth phases.



Our business consultants and mentors regularly meet with clients and share expertise on topics like:

- Business planning and projections
- Loan and investor preparation
- Financial management and analysis
- Marketing strategy
- Strategic growth planning
- International trade assistance
- Technology commercialization

NEW BUSINESSES & NEW JOBS

HOW WE CONTRIBUTE TO A STRONGER ECONOMY

Offering Thorough and Thoughtful Assistance

Successful businesses start with a plan and goals. We meet with entrepreneurs to guide them through this process.

We believe in being methodical, thoughtful, analytical and innovative. That's how efactory moves the needle on economic development, too.

For us, it starts by identifying needs, creating solutions and building networks to improve the economic landscape for those who do business in southwest Missouri.

This year, our clients saw great successes, reminding us of the critical need for efactory services.

We're Celebrating

\$34M+

In Investments
Secured by
Client Companies

420+

New Jobs
Created by
Client Companies

2,600+

Counseling Hours
Provided by
Our Team

30+

New Business Starts
Assisted by
Our Team

22,000

Square Feet of
Leasable
Workspace
Fully Occupied

200+

Unique Coworking
Members on
Monthly Plans or
Day Passes

280+

Community Groups
Served by
Meeting & Event
Space Options

Incubator Offices Remain Fully Occupied

Nearly 40 private offices remained full, leased to early-stage companies working in health sciences, logistics and supply chain management, manufacturing and technology.

Springfield Loves the Flexibility of Coworking Space

As the remote workforce continues to thrive, our coworking space is filled with solopreneurs, nonprofit leaders, creatives and more.

Meeting Spaces Provide Practical (and Beautiful) Solutions

We hosted strategic offsite sessions, board meetings, staff retreats and more.



THE SPACE YOU NEED

FLEXIBLE WORKSPACE

For Dreamers & Doers

PROFESSIONAL DEVELOPMENT

HOW EXPERT-LED TRAINING ENHANCES SKILLS

Building Leaders at Every Level

No matter where you are in the lifecycle of your business, we offer training programs you can use to start, scale and succeed in the ever-evolving business environment.



115+

Training
Programs Held

475+

Hours of
Training Facilitated

1,600+

Training
Participants

Building the Entrepreneurial Ecosystem

The entrepreneurial ecosystem is important to us. We love helping current and prospective business owners as they learn new skills, have “aha” moments, and launch and build successful businesses. Many of our training programs teach the core foundational skills needed to operate a small business.

Elevating Leaders

We also offer professional development options for organizations of any size. Want to elevate leadership skills among middle managers? Need to improve customer service or organizational culture? Sessions like these address some of the greatest issues identified by employers, and our expert-led training can reshape operations from the inside.

Meeting Unique Needs

Since every organization’s experience is different, we also offer custom training solutions. This option, facilitated by practicing industry experts, allows us to help organizations in a tailored way. These sessions provide a new outsider perspective that can illuminate creative or innovative solutions.

STUDENTS OF ALL AGES BENEFIT

HOW WE PREPARE THE NEXT GENERATION

Learning Valuable Skills

Students today desire autonomy more than ever before. They seek out opportunities to learn skills on their own and design their own paths.

We have a variety of programs to engage students in nearly every grade level. Through these initiatives, we connect them to real-world learning experiences to keep them excited about learning and - someday - leading.

240+

Students Gained Real-World Experience





Kid Coders: Game On

Elementary and middle schoolers looking to up their computer coding game can now participate in Youth Coding League through local schools and organizations.

This program, funded by Missouri Technology Corporation and powered by efactory, Codefi and the Innovate Southern Missouri initiative, teaches participants coding skills and places them in a bracket-style competition.

Class Projects Present Win-Win-Wins

In 2022, we matched several business clients to academic classes looking for real world learning projects.

The goal? It's two-fold:

1. Provide clients with actionable items and fresh perspective into business needs.
2. Give students real experience to apply their knowledge.

Many students even get a third win from the project - a potential job connection.

Bears Match with Local Employers

The efactory is the front door to Missouri State for many in our community. So when employers have job opportunities, they reach out to us.

Whether it's small business clients who want to test expansion of their operations or corporate partners needing to fill internships, we are able to assess needs and match jobs to academic areas - ultimately resulting in meaningful experiences for students and powerful work for employers.

GO CAPS Students at Home in efactory

Nearly 70 high school juniors and seniors come to efactory each day to take part in the Greater Ozarks Centers for Advanced Professional Studies program. Here, they learn about all things business.

In this setting, students step into their futures and are fully immersed in a professional culture, solving real-world problems, using industry standard tools, and are mentored by employers, all while receiving high school and college credit.

GOOD VIBES & NEWS

WHAT'S SO SPECIAL

Reflecting on a Spectacular Year

In 2022, we built additional networks and resource partnerships that benefit small business owners. But we also met with major players in the community to develop customized training programs designed to meet their needs.

We continued to innovate and dream big, ultimately designing new pathways for people in Missouri to take charge of their career paths.





Created **INNOVATE** **SOMO**

Along with our partner Codefi, we launched the Southern Missouri Innovation Network (Innovate SOMO). It is one of the largest regional workforce and economic development initiatives in Missouri's history. This network provides digital skills training, bootcamps for startups, and greater access to capital, among so many other resources.

Awarded

Most Innovative Program

International Business Innovation Association



CELEBRATING SUCCESS STORIES

HOW AWESOME OUR CLIENTS & MEMBERS ARE

Making Big Moves in Business

We're constantly blown away by our clients and members.

They're thinking innovatively, changing the landscape of industry and building some pretty amazing organizations that call Missouri home.



Salad Raises Millions in Series A Funding

With more than one million downloads and 30,000 daily active nodes, Salad is disrupting the conventional cloud services marketplace with a decentralized alternative, powered by the world's idle gaming PCs.

In April 2022, Salad announced a \$17 million Series A funding round , designed to scale Salad's cloud infrastructure and develop a new enterprise vertical for Web3 innovators.

Salad has spent several years onboarding latent consumer-grade supply by incentivizing gamers to share computing resources, create a more equitable Internet, and power Salad's workload-agnostic cloud services platform.

"We're building a future where millions of individuals can collaborate to achieve new technological milestones, and use the power of personal devices to compete directly with centralized cloud providers," said Bob Miles, Founder and CEO of Salad Technologies.

AgButler Partners with SRC Holdings

Finding the right employee can be challenging. Four years after AgButler designed a platform to make the process more seamless for agribusiness, they're venturing into new territory.

In 2022, AgButler launched a partnership with NewStream Enterprises, a division of Springfield Remanufacturing Corporation, to match available laborers to jobs in packaging, warehousing and manufacturing. These industrial jobs are now accessible in the AgButler app, bringing NewStream a new stream of qualified candidates. The app will share details on opportunities and connect interested individuals to the human resources department.

"Our platform is designed to bring employers and employees together, and this expansion into the manufacturing space opens up an entirely new category of employers we can help serve," said Kevin Johansen, Founder and CEO of AgButler.

Reduced Response Time Saves Lives

When the Manor at Elfindale in Springfield, Missouri, experiences an emergency, the staff can now make quick decisions. Thanks to the Quick Access mobile app, users access a wide range of emergency response documents and information without cellular or internet connectivity.

"This type of facility has complex security, safety and communication needs and can benefit from the simplicity and accessibility of critical information from mobile devices," said Dennis Lewis, President of Quick Access.



Game Gets Inmates to See Life Beyond the Bars

Anyone in the criminal justice field will tell you: Inmates struggle to re-enter society after release. Many re-offend and end up back in prison.

Cornerstone Consulting Services hired MiddleCoast Media to prepare a game that would simulate complex educational, socio-economic and financial situations for prisoners to work through. The game, Consider This Life, initially rolled out with state prison systems in Arizona and Connecticut through a partnership with Viapath Technologies.

The game gives incarcerated individuals realistic scenarios to problem-solve, all designed to encourage them to create plans for success. Through Consider This Life, inmates learn about resources available to them that can result in lower recidivism rates.

Innovation Champion



Executive Partners



Supporting Partners



Affiliate Partners

Biz 417
Buckhorn
FORVIS
Great Southern Bank
Husch Blackwell
Insperity
Mercy
Mother's Brewing Company
Neighbor's Mill Bakery & Cafe
The Bank of Missouri

Springfield Innovation Inc. Board of Directors

HOW MUCH WE APPRECIATE OUR SUPPORTERS

We Couldn't Do It Without You

Brad Bodenhausen
Missouri State University

Dan Brewer
Brewer Science

Dan Cobb
Entrepreneur

Tamara Conn
O'Reilly Auto Parts

Erin Danastasio
Hatch Foundation

Jason Gage
City of Springfield

Gary Gibson
City Utilities

Amanda Hedgpeth
CoxHealth

Sarah Hough
Bass Pro Shops

Sandy Howard
Springfield Area Chamber
of Commerce

Kim Prater

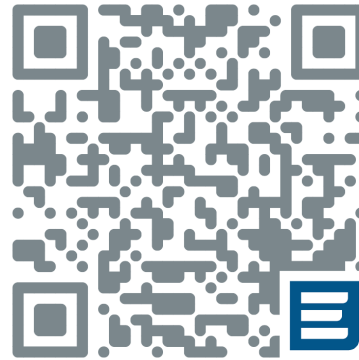
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FORVIS

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Mercy

GET IN TOUCH



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The Missouri SBDC is funded in part through a cooperative agreement with the U.S. Small Business Administration. Programs are extended to the public on a non-discriminatory basis. Reasonable accommodations for persons with disabilities will be made if requested at least 2 weeks in advance. Contact Tara Horton, Missouri State University SBDC, 405 N. Jefferson Springfield, MO 65806. (417) 837-2617. The Missouri SBDC is a University of Missouri Extension partner.