

Navigator Business Plan Edition

Most lenders will not consider a loan application without a solid business plan. Create your own business plan with secure, online access for multiple authors, step-by-step instructions, sample outlines, and feedback from a professional ISBDC advisor.

Market Research Reports

Researching local market demographics can give your business insight on consumer buying behavior. The ISBDC can provide your business with access to the same demographic profiles large corporations use when making marketing and relocation decisions. Grow your business with an accurate view of your market.

Develop Prospect and Competitor Lists

How do you identify competitors or develop a B2B prospect list? Thumbing through the yellow pages? Searching the Internet? With our help, there is a better way. The ISBDC uses leading company directory databases to help you develop the contact lists your company needs.

Researching Your Industry

The ISBDC has access to many nationally recognized market research databases. Let us help you locate accurate and relevant industry information. Learn what you need to know; including market trends, best practices, current market conditions, industry leaders, and upcoming industry-specific technology.

Financial Understanding and Growing Your Bottom Line

Most entrepreneurs focus on growing their business through product development and increasing sales. It's easy to lose sight of internal processes and how low efficiency can be wasting more money than one might think. The ISBDC can provide you with a comprehensive evaluation of your company's current financial position. Each report includes industry specific performance ratios and benchmark data, a liquidity study to evaluate your company's ability to meet financial obligations, a profits and profit margin report, a sales trends assessment, a borrowing report to see if your company is borrowing profitably, a comprehensive assets analysis to verify that your company is using its fixed assets as effectively as possible, and an employees report to see who's effective and where there is room for improvement.

Mystery Shopper Program

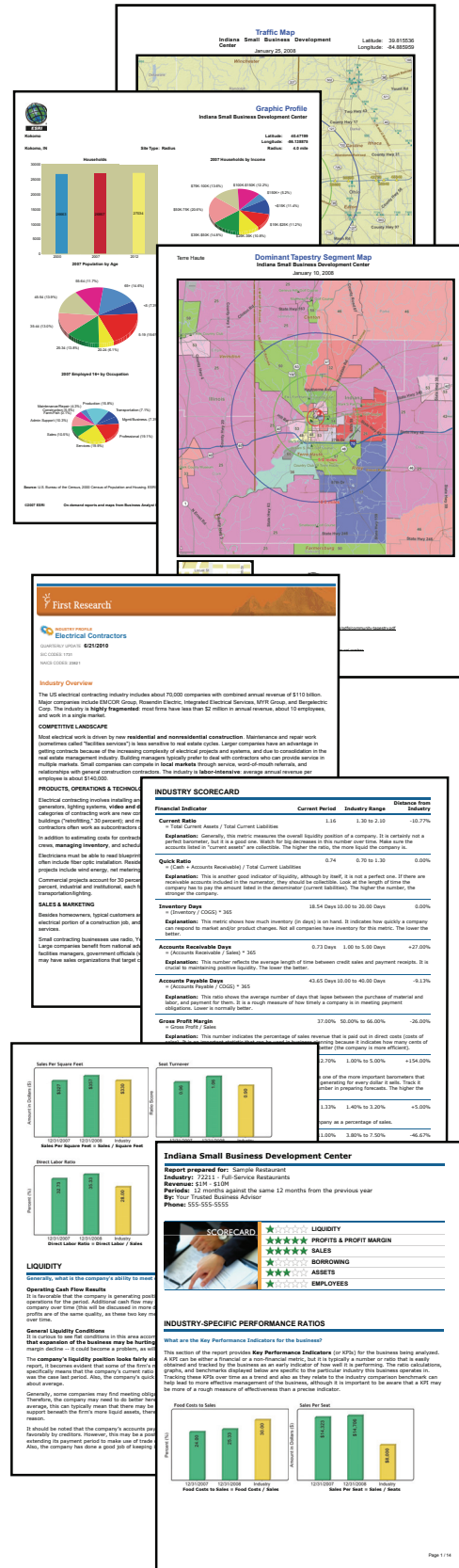
ISBDC secret shoppers will objectively measure customer service, quality, price, and the total shopping experience over the phone, online, and/or in person.

Collegiate Management Program

Free and confidential advice from a professor-guided team of college students who learn your company's goals and challenges and formally present strategic solutions.

And Much More

The ISBDC resources do not end here. Complete an ISBDC online assessment to connect with an ISBDC Business Advisor and start tapping into all of these powerful resources.



Traffic Map
Indiana Center Small Business Development Center
January 25, 2008
Latitude: 39.810533
Longitude: -84.885509

Graphic Profile
Indiana Small Business Development Center
Latitude: 39.810533
Longitude: -84.885509

Dominant Tapestry Segment Map
Indiana Small Business Development Center
January 10, 2008

First Research
Electrical Contractors
NAICS CODE: 812199
NAICS CODE: 236111

INDUSTRY SCORECARD

Financial Indicator	Current Period	Industry Range	Distance from Mid-Range
Current Ratio	1.55	1.30 to 1.50	+0.77%
Quick Ratio	0.74	0.70 to 1.00	-0.00%
Inventory Days	18.54 Days	10.00 to 25.00 Days	-0.00%
Accounts Receivable Days	67.73 Days	1.00 to 5.00 Days	+27.00%
Accounts Payable Days	43.65 Days	10.00 to 45.00 Days	-6.13%
Gross Profit Margin	27.00%	20.00% to 30.00%	-30.00%
Net Profit Margin	1.00%	3.00% to 7.50%	-46.47%

INDIANA SMALL BUSINESS DEVELOPMENT CENTER
Report prepared for: Service Restaurants
Industry: 72211 - Full-Service Restaurants
Revenue: \$141 - \$109
Period: 12 months against the same 12 months from the previous year
By: Your Trained Business Advisor
Phone: 555-555-5555

SCORECARD

Category	Score
LIQUIDITY	★★★★★
PROFITS & PROFIT MARGIN	★★★★★
SALES	★★★★★
ADMINISTRATIVE	★★★★★
ASSETS	★★★★★
EMPLOYEES	★★★★★

INDUSTRY-SPECIFIC PERFORMANCE RATIOS

Ratio	Value
Food Costs to Sales	32.00%
Sales Per Foot	\$141.00

Free, confidential, one-on-one business assistance is available for all Indiana entrepreneurs. Follow this simple process to access the ISBDC's resources:

Visit the ISBDC Website at
www.isbdc.org



Complete an ISBDC
Online Assessment



Your Local ISBDC Office Will Create
Your Customized Work Plan



Our Business Advisors meet with over 3,000 entrepreneurs a year. We require many clients in business for less than one year to attend an ISBDC business overview workshop before tapping into ISBDC consulting resources. Because most of our funding comes through tax revenues, we have the responsibility to maximize every dollar. By having a "first-step" requirement, we demonstrate to taxpayers that the business owners we work with have a commitment to education and growing their business.

ISBDC Contact Information

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