EXPORTS: WHAT’S IN IT FOR YOUR COMPANY?

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Are exports for everyone? Possibly not if you are in retail, but if you are in manufacturing or a service industry or are a wholesaler of equipment, you should consider looking at markets outside the US. According the US Department of Commerce, companies that export tend to have higher profits and pay higher wages on average. That would be good for you and your employees!

It is amazing what types of products/services can be exported, whether across our borders to Canada (our largest export market) or Mexico (our second largest export market) or across the seas to the world. (China is our third largest export market.) Illinois ranks 6th in the nation in exports of manufactured goods behind Texas, California, New York, Washington and Florida.

There is no such thing as being “too small to export.” Companies in our district with less than five employees to large companies such as Caterpillar and ADM export. If you are interested in expanding potential markets, contact the International Trade Center at Kaskaskia College to schedule an appointment for consultation and advisement. We can review your product/service to see if it has export potential, which markets could be targeted, and what your company would need in order to successfully export.

SMALL BUSINESS JOBS TAX CREDIT OPEN FOR BUSINESS: Wondering if the time is right to add the next position to grow your small business? Act now and earn a tax credit. Small businesses are the foundation of a great economy. To help spur on your success, the State of Illinois is offering tax credits when you create a new, full-time position. After hiring the employee, your business can apply online to receive a $2500 tax credit against withholding taxes which will be awarded after July 1, 2011. The credits are available on a first-come, first-served basis. To apply, go online to jobstaxcredit.illinois.gov. You’ll need to provide basic information including your FEIN. In a year, eligible companies will receive a tax credit certificate. For eligible requirements for the Illinois Small Business Job Creation Tax Credit and to register a new position created by your company, visit http://JobsTaxCredit.Illinois.gov

2011 IRS Tax Calendar for Small Business Is Now Available – Order Today: You can pre-order Pub 1518 and Pub 1518(SP) 2011 IRS Tax Calendar for small businesses and the self-employed, on www.irs.gov. If you order now, the English version of the 2011 Tax Calendar will be shipped early November.
**WEBSITE OF THE MONTH – SOCIAL MEDIA EXAMINER:** Social Media Examiner is a free online magazine designed to help businesses discover how to best use social media tools like Facebook, Twitter and LinkedIn to find leads, increase sales and generate more brand awareness. They are ranked as one of the top 100 business blogs. Offering a unique single source of knowledge, the site contains comprehensive articles and videos on how to use the best social media tools along with original case studies, reviews of the latest industry research and advice direct from the world’s leading experts. Their mission is to help you navigate the constantly changing social media jungle. To visit them, click on: http://www.socialmediaexaminer.com/

**IDES WORKSHOPS, ETC.** The Illinois Department of Employment Security is scheduling Statewide Veterans Job Fairs at multiple locations throughout the state in November. This is an excellent opportunity to find qualified employees. Veterans are trained and trainable, team players and leaders, dependable and disciplined and are people with a strong work ethic. For more information about participating and to register for these NO COST job fairs, visit: www.ides.state.il.us/db/veterans/default.asp.

The Illinois Department of Employment Security hosts Employer Workshops around the state frequently. For information regarding in-depth workshops that address unemployment insurance claims/protest issues and value-added programs and services available to you, or schedule a workshop, please contact Bill Harrison, manager of Employer Outreach, William.Harrison@illinois.gov. Some workshop titles include: Meeting Business Needs; Unemployment Insurance/Employee Services Workshop; “Unemployment Insurance – Meeting Business Needs Workshop.

**2010 ILLINOIS TAX AMNESTY INFORMATION:** The Illinois Tax Delinquency Amnesty Act provides the opportunity for taxpayers to pay certain outstanding tax liabilities and to have penalties and interest waived for taxes paid in full during the amnesty program. The amnesty program applies to tax liabilities incurred between July 1, 2002 and June 30, 2009. It covers any tax liability including individual income taxes, corporate taxes, and other business taxes such as sales taxes or withholding. The tax amnesty program started October 1 and runs through November 8. To learn more about the Tax Amnesty Program and access a list of frequently asked questions, visit the Illinois Department of Revenue website at www.revenue.state.il.us.

*(Information taken from Illinois Entrepreneurship Network News Articles)*

**MAKE A NOTE OF IT!**

**QUICK BOOKS PRO SOFTWARE TRAINING TO BE OFFERED AT TRENTON EDUCATION CENTER:** A non-credit QuickBooks Pro Software Training will be offered November 2, 9, 16 & 23rd and each session will be four hours in length. The class will meet from 12:00 noon until 4:00 pm.

The QuickBooks Pro Essentials non-credit training includes: Introducing QuickBooks Pro; Working with Customer Transactions; Working with Vendor Transactions; Banking with QuickBooks; Creating a Company; Dealing with Physical Inventory; Selling Inventory Items; Using QuickBooks for Payroll; Working with Balance Sheet Accounts; Creating Estimates and using classes, job costing and time tracking; and Customizing QuickBooks Pro for a small business. Pre-registration is required and a textbook is available for purchase. The fee for the class is $150.00 and $45.00 for the textbook. Call 618-545-3429 to register or for more information.