Each year the federal government spends over $60 billion on research and development activities. This research creates a large pool of intellectual property available for licensing, research contracting and partnering opportunities for small businesses. [LEARN MORE](PDF)

### INDUSTRY NEWS

**7 Effective Marketing Tactics**
Are you using these effective strategies to stand out from competitors?

**How to Choose a Web Developer**
Discover six important questions you should ask.

**Success Story**
Hear how one local entrepreneur achieved his dream of starting his own business with the help of the [Entrepreneur Training Program](https://www4.uwm.edu/sce/resources/sbdc/newsletter/Issue%2033/index.html).

### TRAINING OPPORTUNITIES

**Facebook for Small Business - Intermediate Level**  NEW!
– May 22

**Exporting: The New Market Opportunity**  NEW!
– May 29

**Thinking of Starting a Business?**

**First Steps to Starting a Business**  – May 15

**Entrepreneur Training Program (ETP)**  – Starts June 14

**Bookkeeping Basics for a New Milwaukee Area Business**  – Ongoing [WEBINAR]

**Tax Concerns for a New Milwaukee Area Business**  – Ongoing [WEBINAR]

Additional programs for growing your business available.

### RESOURCES

SBDC Informational Resources include educational programs, [one-on-one business development services](https://www4.uwm.edu/sce/resources/sbdc/newsletter/Issue%2033/index.html) and more!

Our online [QuickBooks Series](https://www4.uwm.edu/sce/resources/sbdc/newsletter/Issue%2033/index.html) helps you explore the benefits of this powerhouse accounting software.

[Center for the Study of the Workplace](https://www4.uwm.edu/sce/resources/sbdc/newsletter/Issue%2033/index.html) Prepare for the future work world – get insights from business and academic leaders.

### BACK ISSUES

Check out previous editions of the [SBDC Front Page](https://www4.uwm.edu/sce/resources/sbdc/newsletter/Issue%2033/index.html) Newsletter.

### CONNECT WITH SBDC

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