

# Chad Poitra Consulting Proposal

Northfield Economic Development Association

## Option A

Outreach- includes engaging community stakeholders, reaching out to minority business owners via email inviting their participation in survey. Survey minority business to better understand their needs and what services may support their success. This would occur in the first and second months of the project.

Community Gatherings- plan, coordinate and facilitate 1-3 community gatherings to build relationships and encourage networking. This would occur in the first and second months of the project.

Executive Trainings- organize and coordinate 6 sessions of an executive training, including topics such as finance, sales and operations and based on identified community needs. This would occur in the third through the six months of the project.

## Option B

Includes everything in Option A and adds:

Individual coaching- client management, training and development. Timeframe for this is dependent on duration of coaching. To be identified by NEDA.

## Option C

Includes everything in Option B and is the most progressive by adding a financial accelerant component and directly address the financial barriers many minorities business face. This is expected to run concurrently with coaching, as financial resources are available.

Option A is estimated to require 75-85 hours at a rate of \$125/hour

Option B will require additional hours based on the number of businesses engaged in coaching, the length of coaching duration and hours offered per month. InnoNative Consulting is available to make recommendations on this.

Option C would benefit from a full-time position (possible .75 FTE) to build the financial seed money to accelerate businesses.