



Northfield Enterprise Center
 2nd Quarter Report (2019)

Contracted Services:

1) Counsel / coach entrepreneurs & startups:

Business plan development, growth strategies, problem solving, financial options and resources, navigating regulatory processes, connecting to resources, goal setting and milestones.

2) Provide local business education / support:

Counseling and coaching services, small business training sessions, facilitate integration of local college students in local business development through internships/work study programs and mentoring, positively engage with the EDA, NDDC, Chamber of Commerce to promote the city, its programs and resources.

2019 NEC Results:

| Who | <u>1Q</u> | <u>2Q</u> | <u>TOTAL</u> | <u>2018</u> |
|---------------------|------------------|------------------|---------------------|--------------------|
| * 1 on 1 Meetings | 15 | 28 | 43 | 41 |
| * Existing Business | 9 | 14 | 23 | 23 |
| * Start Up | 6 | 13 | 19 | 16 |
| * College Student | - | 1 | 1 | 2 |

| What | <u>1Q</u> | <u>2Q</u> | <u>T</u> | |
|--------------------------|------------------|------------------|-----------------|----|
| * Professional/ | 5 | 15 | 20 | 16 |
| * Retail | 7 | 4 | 11 | 19 |
| * Finance/Insurance | - | - | - | 3 |
| * Manufacturing | 2 | 6 | 8 | 3 |
| * Intern/College | - | - | - | - |
| * Informational Services | 1 | 3 | 4 | - |

| Why | <u>1Q</u> | <u>2Q</u> | <u>T</u> | |
|------------------------|------------------|------------------|-----------------|----|
| * Business Planning | 6 | 12 | 18 | 20 |
| * Connect to Resources | 5 | 11 | 16 | 20 |
| * Problem Solving | 1 | 5 | 6 | 18 |
| * Financials/Grants | 3 | 4 | 7 | 15 |
| * Goal Setting | - | 4 | 4 | 12 |
| * Growth Strategies | 3 | 10 | 13 | 10 |
| * Regulatory Processes | - | 1 | 1 | 2 |

(Multiple reasons per visit)

Business Training

1Q: -----

- 1/23 – Time Management – 10 people
- 3/27 – Writing Press Releases – 9 people

2Q: -----

- 4/24 – Local Grant Info – 9 people
- 6/26 – self leadership – 10 people