



Northfield Enterprise Center (NEC)

1st Quarter Report (2107)

Contracted Services:

* **Counsel and Coach Entrepreneurs and Start-ups:** business plan development, growth strategies, problem solving, financial options and resources, navigating regulatory processes, connecting to local resources, goal setting and milestones.

* **Provide Local Business Education and 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.

2017 NEC Results:

Who.....

- * Met 1-on-1 with 20 businesses
- * 50% existing businesses (10)
- * 35% college students (7)
- * 15% startups (3)

What.....

- * 50% professional/technical (10)
- * 35% retail (7)
- * 10% manufacturing (2)
- * 5% finance/insurance (1)
- * 0% informational services

Why

- * 23% connect to local resources (12)
 - * 21% problem solving (11)
 - * 17% growth strategies (9)
 - * 13% business planning (7)
 - * 13% goal setting (7)
 - * 9% financials/grants (5)
 - * 4% regulatory processes (2)
- (multiple reasons per business)

Business Training (26 people attended):

- * L&L Jan: Conflict Resolution – 7
- * L&L Feb: Facebook for Small Business –8
- * L&L Mar: Your Inner Team – 11

Also ...

- * Several meetings with NDDC, EDA, SMIF, SBDC, Chamber to discuss cooperation, roles, cross-marketing, events and more.
- * Met/discuss with both colleges (St. Olaf & Carleton) regarding internship programs, and entrepreneur events.
- * Connected with several businesses (9) that are interested in participating with Internship Program.