



Northfield Enterprise Center

2nd 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.....	2Q	YTD
* 1-on-1 meetings	26	46
* Existing businesses	16	26 57%
* College students	4	11 24%
* Startups	7	10 22%
	2016 = 90	
	2015 = 80	

What.....	2Q	YTD
* Professional/technical	16	26 57%
* Retail	5	12 26%
* Manufacturing	2	4 9%
* College student	2	2 4%
* Finance/insurance	0	1 2%
* Informational services	1	1 2%

Why

* Connect to resources	16	28 25%
* Growth strategies	10	19 17%
* Business planning	12	19 17%
* Problem solving	5	16 15%
* Goal setting	9	16 15%
* Financials/grants	4	9 8%
* Regulatory processes	1	3 3%
(multiple reasons per business)		

Business Training:

* L&L Jan: Conflict Resolution	7
* L&L Feb: Facebook for Business	8
* L&L Mar: Your Inner Team	11
* L&L April: Speaker Cancelled	0
* L&L May1: Facebook	10
* L&L May 2: Wearing Many Hats	4

Total 2017 YTD = 40

2016 = 118

2015 = 28

Also ...

* 3 or more businesses currently using the NEC space for office space and or small meeting space.

* Meetings with NDDC, EDA, SMIF, SBDC, Chamber

* Intern programs with both colleges (3)

* Connected businesses interested in participating with Internship Program.