



Northfield Enterprise Center 1st Quarter Report (2018)

Contracted Services:

1) Counsel and coach entrepreneurs and start ups: 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 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	1Q	
* 1 on 1 Meetings	20	
* Existing Business	10	50%
* Start Up	10	50%
* College Student	-	

What	1Q	
* Professional/Technical	9	45%
* Retail	9	45%
* Finance/Insurance	-	
* Manufacturing	2	10%
* Intern/College	-	
* Informational Services	-	

Why	1Q	
* Business Planning	10	25%
* Connect to Resources	9	23%
* Problem Solving	7	18%
* Financials/Grants	6	15%
* Goal Setting	4	10%
* Growth Strategies	3	7%
* Regulatory Processes	1	2%
(Multiple reasons per visit)		

Business Training

* No Lunch & Learns ran during 1st quarter because of moving and scheduling issues.

* We have several NEW and exciting Seminars in the planning stages for 2018:

- Taking ideas to reality
- Generations at work
- Getting published
- Writing pr pieces for your business
- Leadership tools
- Business Continuity Planning
- Social Media 101

Also ...

- * Moved offices to 19 Bridge Square
- * Planning new L&L schedule
- * Added 2 new NEC Board Members