BUSINESS PROGRAMS & RESOURCES

Available in Scott County

Shakopee Chamber of Commerce
February 22, 2018

Stacy Crakes – Scott County CDA: First Stop Shop
Jo Foust – Scott County CDA: First Stop Shop
Programs and Resources

• First Stop Shop & Live Learn Earn Initiative
• Programs
• Resources/Training
• Other Assistance
First Stop Shop (FSS)

GOAL:
50 by 30

Enough Jobs by 2030 to employ 50% Labor Force

November 2012 – CR 21: Morning rush hour cars waiting to get onto Hwy 169 NB
First Stop Shop (FSS)

- The FSS is a department within the Scott County Community Development Agency, created to assist the cities and townships of Scott County with economic development.
First Stop Shop (FSS)

- Services to entrepreneurs/business owners include:
  - Available Building and Site Information
  - Open to Business Program
  - Business Accelerator Program
  - FAST-TRACK Competition
  - Training Sessions
  - Resource Guidance
  - … and More!
FSS Website: www.scottfss.org
First Stop Shop (FSS)

GOAL: 50 by 30

Enough Jobs by 2030 to employ 50% Labor Force

<table>
<thead>
<tr>
<th>Year</th>
<th>% Residents Working in the County</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>35.6%</td>
</tr>
<tr>
<td>2010</td>
<td>34.3%</td>
</tr>
<tr>
<td>2011</td>
<td>34.1%</td>
</tr>
<tr>
<td>2012</td>
<td>36.4%</td>
</tr>
<tr>
<td>2013</td>
<td>35.7%</td>
</tr>
<tr>
<td>2014</td>
<td>35.1%</td>
</tr>
<tr>
<td>2015</td>
<td>41.1%</td>
</tr>
<tr>
<td>2016</td>
<td>40.6%</td>
</tr>
</tbody>
</table>

2016: 78,293 Scott County Resident Workers
Total Employment Trends

October 2017 – Scott County
Unemployment Rate = 2.1%
County-wide Initiative

- Live Learn Earn – Sustained Economic Vitality
PROGRAMS
Economic Gardening Program

• Second Stage Growth Businesses
  • For profit, privately held company
  • 10 - 99 full-time employees
  • $1M - $50M annual revenue or working capital
  • Demonstrated growth during two of past 5 years
  • Provide products or services beyond the local area to regional, national, or global markets.

• 2017-2018 Program
  • October 2017 – June 2018
  • CEO Roundtable discussion monthly
  • 50 hours from a dedicated research team
  • Optional monthly informational forums
  • FREE!! Program costs covered by Scott County
Economic Gardening – Past Participants

PARTICIPANTS 2017-2018

- RPM
- drymate®
- Nick Slavik Painting & Restoration Co.
  952-758-4911 New Prague
  www.nickslavik.com
- OnSite Engineering & Forensic Services, Inc.
- Veloci Performance Products
- Master Technology Group
- QuickTurn Powder Coating Specialists
- Safe Step
Open to Business Program

- Open to Business provides one-on-one business counseling and access to financing to current and prospective Scott County entrepreneurs and businesses.
- Scott County CDA – FSS has partnered with the Metropolitan Consortium of Community Developers (MCCD) to offer Open to Business.
Open to Business Program

- MCCCD is a non-profit community development corporation with over 20 years of experience providing technical assistance and small business loans to entrepreneurs

- Assistance in the following areas:
  - Financial management
  - Bookkeeping set-up and training
  - Loan packaging
  - Business plan assistance
  - Real estate analysis
  - Marketing assistance
  - Strategic planning
  - Business regulations
  - Professional referrals
Open to Business Program

- John Endris – Business Advisor
  MCCD/Open to Business
  jendris@mccdmn.org
  651.216.6252

- 2017 Open to Business worked with 13 Shakopee businesses, 11 Shakopee residents, 15 different organizations tied to Shakopee

- Confidential and FREE!!
- Program costs all covered by Scott County CDA
Business Incubator/Accelerator Program

• Technology Village (TV)
  • Program Participant – leasing space (est. $150/mo)
    • Currently three program participants in TV + FSS

• Virtual Program Participant
  • $50/month – access to shared office space and TV Programs including Roundtables, Mentorship and Educational Programs
  • Currently 5 virtual participants

• Participants are from Prior Lake, Shakopee, Savage, Belle Plaine

• Total of 34 employees
Business Incubator/Accelerator Program

- County-wide expansion feasibility
  - Prior Lake – currently 100% occupied
  - Other sites?

- Next step—Business Plan County-wide program
  - Board make-up
  - Mentors
  - Administration –
    - FSS/each community
FAST-TRACK Business Competition

• Developed to help identify entrepreneurs and start-up businesses that would benefit from an incubator or accelerator program and help them FAST-TRACK their idea!

• 10 Applicants from 5 Scott County cities – 4 finalists

Catbox Pro  Ion Concert Media  SafeCup  ZIET, LLC.
FAST-TRACK Business Competition

• 2017 Live event was Thursday, Oct. 26, 2017 in Savage
• Professional Service Prize Package Valued at $15,000

• Judges

Lisa Bradley  Representative Bob Vogel  Paul Gatz  Mayor Kirt Briggs  Charles Shannon
FAST-TRACK Business Competition

• 2017 Winner
  Ion Concert Media

2018 Fall Event Planned
-Your help is requested!
  • Sponsorship
  • Service Providers
  • Applicants
  • Marketing

To view the event in its entirety, go to:

http://savage.granicus.com/MediaPlayer.php?clip_id=940
RESOURCES & TRAINING
South Metro SCORE

• Provides business counseling and workshops to help entrepreneurs and small businesses evaluate and prepare plans, stabilize, grow, innovate, and succeed.

• Free and confidential small business counseling

• Workshops in local area libraries and other locations
  • https://southmetro.score.org/
  • EXAMPLES:
    • Class 1: Startup Basics – April 4, 2018, 6:30 – 8:30 p.m. in Prior Lake
    • Class 2: Business Concepts – April 11, 2018, 6:30 – 8:30 p.m. in Prior Lake
    • Class 3: Marketing Plan – April 18, 2018 6:30 – 8:30 p.m. in Prior Lake
    • Class 4: Financial Projections and Funding Sources – April 25, 2018, 6:30 – 8:30 p.m. in Prior Lake
      • $30 each or all four for $99

• Learning Center: FREE Online, On-Demand Webinars
  • http://score-mn.org
Workforce Center

- Shakopee
- MinnesotaWorks.net
  - Over 500 jobs listed within 5 miles of Shakopee
- Weekly Scott County Hiring Events
  - Every Thursday 10 AM – 2 PM
- Advertise your job/career fair

### JANUARY 2018

<table>
<thead>
<tr>
<th>Date</th>
<th>Start Time</th>
<th>End Time</th>
<th>Workshop</th>
<th>Offered by</th>
<th>Held at</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan. 4</td>
<td>10am</td>
<td>12pm</td>
<td>Onsite Hiring Event</td>
<td>Minnesota WorkForce Center - Shakopee</td>
<td>752 Canterbury Rd S, Shakopee MN 55379-1840</td>
</tr>
<tr>
<td>Jan. 10</td>
<td>11:30pm</td>
<td>3:30pm</td>
<td>Networking</td>
<td>Minnesota WorkForce Center - Shakopee</td>
<td>752 Canterbury Rd S, Shakopee MN 55379-1840</td>
</tr>
<tr>
<td>Jan. 11</td>
<td>10am</td>
<td>12pm</td>
<td>Onsite Hiring Event</td>
<td>Minnesota WorkForce Center - Shakopee</td>
<td>752 Canterbury Rd S, Shakopee MN 55379-1840</td>
</tr>
<tr>
<td>Jan. 17</td>
<td>8am</td>
<td>4pm</td>
<td>Creative Job Search</td>
<td>Minnesota WorkForce Center - Shakopee</td>
<td>752 Canterbury Rd S, Shakopee MN 55379-1840</td>
</tr>
<tr>
<td>Jan. 18</td>
<td>10am</td>
<td>12pm</td>
<td>Onsite Hiring Event</td>
<td>Minnesota WorkForce Center - Shakopee</td>
<td>752 Canterbury Rd S, Shakopee MN 55379-1840</td>
</tr>
<tr>
<td>Jan. 24</td>
<td>1:30pm</td>
<td>3:30pm</td>
<td>Networking</td>
<td>Minnesota WorkForce Center - Shakopee</td>
<td>752 Canterbury Rd S, Shakopee MN 55379-1840</td>
</tr>
<tr>
<td>Jan. 25</td>
<td>10am</td>
<td>12pm</td>
<td>Onsite Hiring Event</td>
<td>Minnesota WorkForce Center - Shakopee</td>
<td>752 Canterbury Rd S, Shakopee MN 55379-1840</td>
</tr>
</tbody>
</table>

752 Canterbury Road South
Shakopee, MN 55379-1840

Telephone: 952-496-8686

Hours of Operation: 8:00 a.m. to 4:30 p.m.
Monday – Friday
DemographicsNOW: Business & People

• Detailed data on U.S. households, consumers and businesses that can help in job searching, starting a business, finding people, marketing and more.
  • Contact lists
  • Consumer expenditure data
  • Competitor Identification
  • … and more!

• Offered FREE through the Scott County Library System
  • Residents – just use your Scott County library card for access
  • Scott County Businesses – pick up a special business access card

http://www.scottlib.org/789/Business-Investing
### Consumer Expenditure Apparel Detail Comparison

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Households</td>
<td>4,346</td>
<td>3,495</td>
<td>2,399</td>
</tr>
<tr>
<td>Average Household Income</td>
<td>$95,421</td>
<td>$92,766</td>
<td>$92,762</td>
</tr>
<tr>
<td>Median Household Income</td>
<td>$73,762</td>
<td>$70,193</td>
<td>$67,261</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Apparel</td>
<td>$1,871.56</td>
<td>$1,823.05</td>
<td>$1,767.42</td>
</tr>
<tr>
<td>Apparel</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Women’s and Girls’ Apparel</td>
<td>$551.92</td>
<td>$554.29</td>
<td>$547.02</td>
</tr>
<tr>
<td>Men’s and Boys’ Apparel</td>
<td>$402.14</td>
<td>$474.60</td>
<td>$402.59</td>
</tr>
<tr>
<td>Infant’s Apparel</td>
<td>$120.62</td>
<td>$122.32</td>
<td>$115.95</td>
</tr>
<tr>
<td>Footwear</td>
<td>$251.21</td>
<td>$240.41</td>
<td>$224.72</td>
</tr>
<tr>
<td>Apparel Services And Accessories</td>
<td>$255.77</td>
<td>$242.23</td>
<td>$224.13</td>
</tr>
<tr>
<td>Apparel: Women’s</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Women’s’ Coats And Jackets</td>
<td>$22.96</td>
<td>$24.20</td>
<td>$24.06</td>
</tr>
<tr>
<td>Women’s’ Dresses</td>
<td>$51.83</td>
<td>$52.20</td>
<td>$51.41</td>
</tr>
<tr>
<td>Women’s’ Sportscoats and Jackets</td>
<td>$16.25</td>
<td>$17.10</td>
<td>$18.14</td>
</tr>
<tr>
<td>Women’s’ Sweaters, shirts, tops, vests</td>
<td>$146.68</td>
<td>$146.71</td>
<td>$146.95</td>
</tr>
<tr>
<td>Women’s’ Skirts</td>
<td>$8.57</td>
<td>$8.70</td>
<td>$8.54</td>
</tr>
<tr>
<td>Women’s’ Pants and Shorts</td>
<td>$66.66</td>
<td>$67.57</td>
<td>$67.01</td>
</tr>
<tr>
<td>Women’s’ Active Sportswear</td>
<td>$20.25</td>
<td>$30.66</td>
<td>$27.95</td>
</tr>
<tr>
<td>Women’s’ Sleepwear</td>
<td>$16.01</td>
<td>$16.19</td>
<td>$16.20</td>
</tr>
<tr>
<td>Women’s’ Undergarments</td>
<td>$25.47</td>
<td>$28.72</td>
<td>$25.58</td>
</tr>
<tr>
<td>Women’s’ History</td>
<td>$16.14</td>
<td>$16.12</td>
<td>$15.83</td>
</tr>
<tr>
<td>Women’s’ Suits</td>
<td>$4.38</td>
<td>$4.41</td>
<td>$4.43</td>
</tr>
</tbody>
</table>
2017 Training Sessions

Small Business Taxes & Accounting  
March, 2017

Business Finance  
May, 2017

The Power of Smart Marketing  
Sept. 19, 2017
2018 Training Sessions

Creating A Corporate Culture
Feb. 20, 2018

Building a Business Plan
May 15, 2018

Financing Your Business
Tent: August, 2018

Dr. Christine Mollenkopf-Pigsley, Assistant Professor and Program Director for the Applied Organizational Studies Program at Minnesota State University Mankato. Previous Scott County Open to Business Advisor.
FSS – 2017
Year in Review
Thank you!

• Stacy Crakes – Business Development Director
  Scott County CDA: First Stop Shop
  scrakes@scottfss.org
  952.496.8613

• Jo Foust – Business Development Specialist
  Scott County CDA: First Stop Shop
  jfoust@scottfss.org
  952.496.8830