

BUSINESS PROGRAMS & RESOURCES

Available in Scott County

Stacy Crakes – Scott County CDA: First Stop Shop

Jo Foust – Scott County CDA: First Stop Shop

John Endris – Open to Business





Programs and Resources

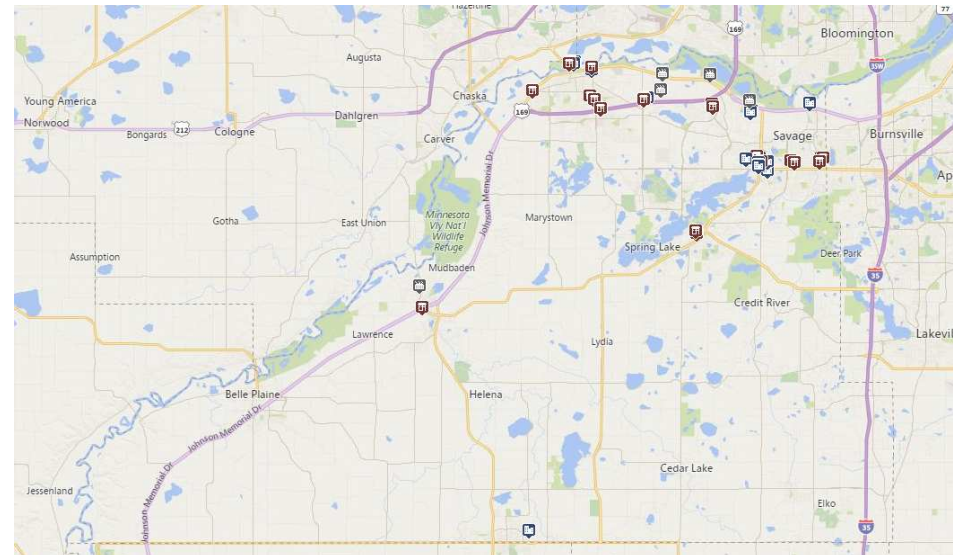
- Programs
 - First Stop Shop
 - Economic Gardening
 - Open to Business
 - Business Accelerator
 - FAST-TRACK Competition
- Resources/Training
 - Workforce Center (Shakopee)
 - DemographicsNOW: Business & People
 - South Metro SCORE
 - Training Sessions
 - Other Items of Interest

PROGRAMS

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
- 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



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



Open to Business Program



- Open to Business provides one-on-one business counseling and access to financing to Scott County residents and businesses.
- Assistance in the following areas:

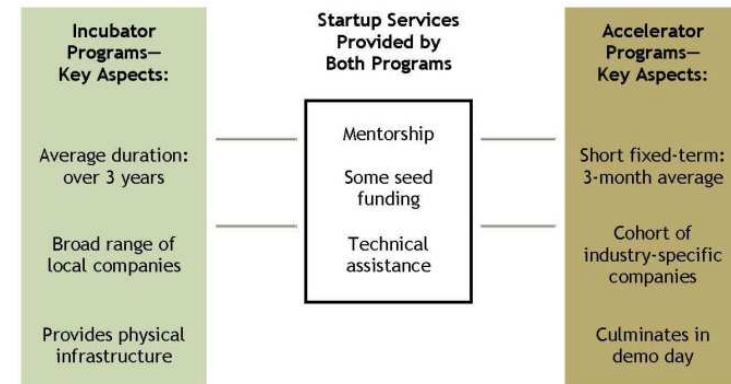
- Financial management
- Bookkeeping set-up and training
- Loan packaging
- Business plan assistance
- Real estate analysis

- Marketing assistance
- Strategic planning
- Business regulations
- Professional referrals

- John Endris is the Scott County Business Advisor
- Confidential and FREE!! Costs all covered by Scott County CDA

Business Incubator/Accelerator Program

- Technology Village (TV) – Virtual Program
 - \$50/month – access to shared office space and TV Programs including Roundtables, Mentorship and Educational Programs
 - Currently three businesses
- County-wide expansion feasibility
 - Prior Lake – currently 100% occupied
 - Savage
 - Shakopee
 - Others?
- Next step – Business Plan for the County-wide program
 - Board make-up
 - Administration – FSS/each community



FAST-TRACK Business Competition

- Live event: Thursday, Oct. 26, 2017 at 6:00 PM in Savage
- 10 Applicants from five Scott County cities
- Professional Service Prize Package Valued at \$15,000

ArgosRisk

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putting art and creativity into graphic design

FOX TRACKS
print & marketing solutions

KC Haugen Law
Because the best path is rarely a straight line.™

STATE BANK
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People you know. Bankers you trust.

OPEN
TO BUSINESS

FIRST
STOP
SHOP
CDA
SCOTT COUNTY

TECHNOLOGY VILLAGE
PRIOR LAKE

- Judges



Lisa Bradley



Representative Bob Vogel



Mayor Kirt Briggs



Charles Shannon

RESOURCES & TRAINING

Workforce Center

- Shakopee
 - MinnesotaWorks.net
 - 76 listings within 5 miles 55372 posted in the last 30 days
 - Weekly Scott County Hiring Events
 - Every Thursday 10 AM – 2 PM
 - Advertise your job/career fair

HIRING EVENT

Scott County Workforce Center

Thursday, September 21, 2017
10:00 - Noon
Resource Room

Don't miss out on this opportunity to meet directly with employers!

Behavioral Staffing (Bloomington) - Full-time & Part-time Teacher Aides, Full-time Specialist Education Teacher, Donor Advocate, Caregiver 2nd Shift & Full-time Direct Support Staff.

Hy-Vee (Shakopee) - Full-time & Part-time positions available! Hiring for Full-time Frozen Manager, Cheese Specialist, Kitchen Manager, Coffee Shop Manager, Floral Designer, Assistant Manager & Part-time Dishwasher, Checker, Health Market Clerk, Wine & Spirits Clerk, Service Meat Clerk & Produce Clerk.

Jimmy John's (Shakopee) - Sandwich Delivery Drivers & Instore Crew Members.

Legendary Baking (Chaska) - 2nd Shift Plant Superintendent, Batching—Mixing, Data Entry/Confirmation, Food Production Manager (2nd Shift), Forklift Operator 2nd Shift, Maintenance Manager, Maintenance Mechanic, Production/Packaging, Production/Packing Lead, Quality Assurance Manager & Sanitation Technician I.

My Brothers Keeper (Shakopee) - Direct Support Staffing (Community Residential Home Setting)

New Horizon Academy (Metro wide) - Teachers, Teachers Assistants & Teachers Aides.

Positive Connections (Chaska) - Part-time Bus Drivers at \$18.00 an hour.

Randstad, USA (Bloomington) - Material Handlers/Fork Lift Drivers at \$15.00 an hour (Eagan) & Assemblers at \$15.00 an hour (Eden Prairie).

Sam's Club (Shakopee) - Overnight Stock, Maintenance, Meat/Deli, Café & Gas Station.

The Davis Companies (Chanhassen) - Medical Assembler, IT Support Technician, Quality Inspector, Maintenance Mechanic & Security IT Project Engineer.

Waste Management (Burnsville) - CDL Drivers & Diesel Technicians.



ET-435
Rev. 3/24/17



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

DemographicsNow:
Business & People



<http://www.scottlib.org/789/Business-Investing>

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
 - Class 1: Startup Basics – Nov. 8 from 6:30-8:30 in Prior Lake
 - Class 2: Business Concepts – Nov. 15 from 6:30-8:30 in Prior Lake
 - Class 3: Marketing Plan – Nov. 29 from 6:30-8:30 in Prior Lake
 - Class 4: Financial Projections and Funding Sources – Dec. 6 from 6:30-8:30 in Prior Lake
 - \$30 each or all four for \$99

<https://southmetro.score.org/>



South Metro

Past Training Sessions

Small Business Taxes
& Accounting:
March, 2017



Business Finance:
May, 2017



The Power of Smart
Marketing:
Sept. 19, 2017

The flyer is for a workshop titled 'THE POWER OF SMART MARKETING'. It features a central graphic of a glowing lightbulb with a fist inside, symbolizing ideas and action. The text includes the date 'Tuesday, September 19, 2017' and the location 'Prior Lake City Hall'. It lists the agenda: 8:00am - Coffee & Donuts, and 8:30am - 9:30am Workshop. The investment is listed as 'FREE (\$295 Value)'. A yellow arrow points to a 'REGISTER TODAY!' button. The flyer also includes logos for 'JOIN CDA SCOTT COUNTY', 'FIRST STOP SHOP', and 'US TECHNOLOGY CENTER'. The bottom right corner features the 'Action COACH' logo.

JOIN CDA SCOTT COUNTY **FIRST STOP SHOP** **US** TECHNOLOGY CENTER

a BUSINESS and BREAKFAST workshop

THE POWER OF SMART MARKETING

Learn to Hit Your Marketing Sweet Spot EVERY TIME.

Tuesday, September 19, 2017

There are thousands of ways to market your business, innumerable products, and just as many companies with plenty of promises. AND you have to ensure your marketing attracts the right kind of client and brings in more sales.

There's Good News! Marketing doesn't have to be complicated or cost you thousands!

You'll be confident walking away with the knowledge of...

- Who, Where, What, Why, and How of Marketing...
- What tools can be used to measure how well you're doing...
- How to retain customers for 2-3x longer than you do today...
- What are the key factors that lead to massive Profits...

Tuesday, September 19, 2017
8:00am – Coffee & Donuts
8:30am – 9:30am Workshop

Prior Lake City Hall
Council Chambers
4646 Dakota Street SE
Prior Lake, MN 55372
INVESTMENT: **FREE** (\$295 Value)

REGISTER TODAY!

JOIN US for Real answers and actionable strategies.
www.SurveyMonkey.com/r/RSVPMarketing

Action COACH
Business Coaching Services

SEATS ARE LIMITED!

Upcoming Training Sessions

- Open to Business – Social Media Sessions



- Creating A Corporate Culture: February 20, 2018



John McHugh,
Director of Corporate
Communications
Kwik Trip, Inc.

Leadership Development and Training at Kwik Trip

Regardless of your role, what are people, customers and visitors looking for in you? What is the workplace culture you have created with your team that leads to success? Creating a mission driven culture with compassion and trust turns satisfied customers into loyal customers. Their loyalty means they will give you positive word-of-mouth advertising that can't be beat. In addition, if the work we do is tied into a purpose beyond profits our job satisfaction increases substantially.

Join John McHugh as he explores the role you play in your organization's success and how you can find the key people to help you achieve that greatness. His examples and stories are ones that you won't forget.

Other Items of Interest

- Twin Cities Startup Week Oct. 8th - 13th

<http://twincitiesstartupweek.com/>

- DEED Startup Open House – Tuesday, Oct. 10 from 10 am – 2 pm @ First National Bank Building
332 Minnesota Street, St. Paul

<https://twincitiesstartupweek2017.sched.com/event/C5Na>

- MN Manufacturer's Week



- National Small Business Week



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

