

Summary of the Day – Morning Session

Key Takeaways for us were:

We don't really know who they are, but we know they are here. There are many different stories... they are individual stories. Hard to categorize.

They are all around us, creating, manufacturing, selling, helping (services) and we may never see.

Changing environment for success in communities. The incredible "wealth of entrepreneurial businesses in our area. Wealth = investment/assets and resources/talent and innovation.

Reinforced information I have and use in my business in regards to identifying entrepreneurs. I also got valuable information on the fact that small business in rural areas is smart business.

The different categories of entrepreneurs. The increase in boomer in entrepreneurs.

The number of diverse small businesses in our area, many serving local and potentially national (or beyond) audiences. Desire to support local entrepreneurs – where to start? The building of self-reliance.

Entrepreneurs are everywhere! As a strategy, supporting E's surpasses traditional ED, in terms of potential to lift local economies. Rural economies are surprisingly diverse and robust.

Growth strategies. New transition strategies. How to better connect these entrepreneurs.

Entrepreneurs are risk "managers". One of the biggest needs for entrepreneurs is to understand accounting/health care/HR impacts of starting. Student debt relief is important.

A lot of diversity in age/reason/type and so many around us we don't know about. Different approaches to growing business than in the past. Talent and leadership more helpful than just work ethic.

Key for me was the drop in entrepreneurial interest in youth as they get older.

Start-ups and Scale-ups too. Diverse range. Life-style is a key factor for many businesses.

Wide bases. Businesses unknown to me. Classifications. Number of business in area.

Following the presentations the group engaged in an activity designed to:

Identify and categorize entrepreneurs.

Identify our entrepreneurs.

Identify key entrepreneurs and what they may need for success.

Identify entrepreneurs and entrepreneurial opportunity.

Identify entrepreneurs.

Identify our entrepreneurs.

Identify entrepreneurs in our area.

Learn about entrepreneurs in our area.

Build awareness.

Discover our local entrepreneurs.

Identify the types of local entrepreneurs.

ID businesses.

We learned that

Connections need to be made.

Succession planning is a key component.

We have hidden treasures!

Current entrepreneurs need an exit strategy.

There are many different types.

There are a ton of exciting and innovative businesses in our area.

Entrepreneurs can fit many categories.

Our community is filled with startups.

Many exciting businesses are right under our nose.

There are so many we didn't know about.

The importance and value of doing business with one another exists.

We need more exposure for the business.

And as a result of the presentation and our discussion we will:

Develop strategies to address a different world of entrepreneurs and the culture needed to support them.

Seek ways to help educate, opportunities to transition wealth and business.

Ways to link business resources. Succession planning support.

Look to find services to link boomer businesses with millennial entrepreneurs.

Figure out what is needed and get after it!

See that there are a multitude of different strategies for success in the entrepreneurship world.

Be looking for ways to seek out and support the growth of talented entrepreneurs in our area and beyond. Wanting to do more to educate and prepare young people to enter the workforce with talent and leadership.

Try to capture the businesses to support who gives back to the community.

Better ID and support businesses to expand and prosper.

Summary of the Day – Afternoon Session

Some of the important things we learned form this presentation included:

I really appreciated the information provided in regards to capital – kickstarter, crowd funding, etc.

Examples, Regionism, Statistics, Crowdfunding, K-Grey.

Facilitating entrepreneurs growth and development with capital, skilled workers, education and networking.

Importance of networking and entre-relationships.

Educating and starting young (K-Grey).

53% biz start with less than \$50K. Access to other entrepreneurs is huge.

Startup Weekend.org. Myentra.net

Resource broker – Facilitator.

Afterward we engaged in another exercise designed to:

Naming community resources.

List business development resources.

Learn about local resources.

Determine needs in our community.

The key takeaways for us were:

Resource broker. Startup capital not problem. Peer support. K-Gray.

We really need a network or clearinghouse of available resources for entrepreneurs. We need a local entrepreneur network.

Need 4 support. Groups to assist. Locally driven. Quality employees. Need to network. Funding sources.

We have gaps but also great resources not being fully utilized since they are widely unknown. Co-working space.

There are lots of local resources!?!)

Regional approach is key. Need for benevolent leadership. Everyone in community needs to be a resource broker.

Resources for funding. Broker vs. Provider. Ecosystem.

As a result, we agreed upon these steps to assist entrepreneurs/small businesses in our area:

Support network for entrepreneurs.

Specialized support identified and directed property.

Networking opportunities such as SPACE.

More entrepreneurial events.

More opportunities to connect.

Co-working space.

Co-working.

Entrepreneur Group.

Support Co-working concept.

Networking events.

Greg Paley Crowdfunding event.

Share bibliography from this workshop. Share contact information with attendees.