



SCALE

September 9, 2022



Looking Back

- First Stop Shop began in 2012
 - SCALE initiative
 - Shared economic development resource for cities, townships, and county
 - Labor Force Goal: 50% of our resident labor force living and working in Scott County by 2030
- Attract new businesses with new jobs
 - Jobs that match resident skill sets
- Retain current businesses and jobs
 - In 2011, 77.3% of Scott County job growth came from business expansions

Labor Force Goal – 50 by 30

Year	% Residence Working in the County	Unemployment Rate
2010	34.3%	6.9%
2011	34.1%	5.8%
2012	36.4%	5.0%
2013	35.7%	4.4%
2014	35.1%	3.6%
2015	41.1%	3.1%
2016	40.6%	3.2%
2017	40.2%	2.9%
2018	41.0%	2.5%
2019	40.5%	2.8%

Enough jobs in the county to employ **50**% of our labor force by 20**30**

2020 – 5 yr estimates
42.3%



Scott County CDA Strategic Planning

Economic Development Survey

- Survey open from July 20, 2022 through August 7, 2022
- Sent to
 - City/County Administrators
 - City Economic/Community Development Leads
 - Scott County Board
 - SCALE Executive Team
 - Encouraged communities to also send to their City Councils and Economic Development Advisory groups
- 23 Total Respondents Completed



Business Programs & Resources

Center for Entrepreneurship (CFE)



CENTER FOR ENTREPRENEURSHIP

The Center for Entrepreneurship (CFE) is the centralized hub for entrepreneur and small business resources in Scott County!

Conveniently located in Shakopee off Hwy 169, the CFE is part of the Dean Lakes Education Center campus and offers unique partnerships, resources, mentoring, support programs, and networking opportunities for emerging businesses.

LEARN MORE

- Centralized hub for entrepreneurial programs
- Includes:
 - NextStage for Entrepreneurs
 - FAST-TRACK Business Challenge
 - Business Accelerator

<https://scottcda.org/center-for-entrepreneurship/>



Business Accelerator



BUSINESS ACCELERATOR

The Business Accelerator program supports the growth of emerging businesses within an entrepreneurial environment that encourages collaboration, fosters job creation, and provides connections to key resources. Lease space or virtual membership options!

LEARN MORE

- Business Accelerator Program
 - Space to Lease – Dean Lakes Education Center
 - Virtual Memberships
- Mentorship & education sessions
- Shared spaces/networking

<https://scottcda.org/resource/accelerator/>

Scott County Business
ACCELERATOR
MENTORSHIP • RESOURCES • COLLABORATION

CDA
SCOTT COUNTY

NextStage for Entrepreneurs



NEXTSTAGE FOR ENTREPRENEURS

Growing or starting a small business is not easy. The Scott County NextStage for Entrepreneurs program offers free, one-on-one, confidential business consulting to help entrepreneurs in Scott County with growing or starting their businesses.

LEARN MORE

- 1:1 assistance from a trusted business advisor
- Small group learning
- Access to capital

<https://scottcda.org/resource/nextstage/>

Business Advisor:

Lee Hall – (952) 921-2381

lee@nextstagemn.org

NextStage
Supporting **Entrepreneurs** at Every Stage

CDA
SCOTT COUNTY

+ FAST-TRACK Challenge



FAST-TRACK CHALLENGE

Much like on the TV Show Shark Tank, Scott County community members, entrepreneurs, professionals, and students compete to pitch breakthrough inventions and business ideas to a panel of judges for the chance to win critical resources and move their concept to the next level.

LEARN MORE

- Local 'Shark Tank' Competition
- Cash and Service Prizes
- Pitch ideas to a panel of judges

<https://www.scottcountyfasttrack.com/>



CEO NEXT Business Institute



CEO NEXT BUSINESS INSTITUTE

This cohort-based program supports second-stage businesses. Participants benefit from peer-to-peer roundtables, forums, and learning opportunities as well as 40-50 hours of time with dedicated research specialists on topics such as market trends, understanding competitors, and finding potential customers.

LEARN MORE

- 2nd stage growth businesses
 - Established and growing
 - 10-100 employees
 - \$1M-\$50M revenue
 - Apply by September!

<https://scottcda.org/resource/ceo-next/>



Great Scott!



★ NEW!

- Community co-op: people and organizations that work together to create benefits for the benefit of all.
 - Live, Learn, Earn
 - Events
- Schedule time with company experts

<https://www.greatscottcounty.org/>

great scott

Hi! We're Scott.

It's un-Minnesotan of us, but we're here to brag a little bit. We don't believe in underrating ourselves or being a best-kept secret anymore. When you have great housing, fantastic entertainment—can YOU beat the excitement of a run at a Blackjack table or the stomach-flip of the Corkscrew?—economic growth, and a community that cares about their neighbors, why would you live, work, or play anywhere else?

Resources

DemographicsNOW

- Contact lists
- Consumer expenditure data
- Competitor Identification
- ... and more!

Free through Scott County library system!

DemographicsNow:
Business & People



- Business Retention & Expansion (BRE) Visits
- Training Sessions
- Available Property Search Assistance & Listings
- Promotional Events (MNCAR)

New Programs – In Progress

Economic Development Assistance Program (EDAP)

- Loans for Cities and Counties
 - Infrastructure type projects supporting specific economic development efforts
- Example: Elko New Market Park I-35 Utility Extension

Business Revolving Loan Fund

- Loans for businesses
- Managed through NextStage
- Intended to be gap financing to get projects done



CDA – Econ. Dev. Strategic Planning

- Areas of focus:
 - Workforce Development
 - Entrepreneurial/Business Support
 - Outreach/Connections/Relationships

What's Next?



Diversify Businesses

- Attract and retain a broad portfolio of businesses in Scott County that offer livable wage jobs for county residents and broaden the county's tax base.



Facilitate Growth of a Skilled Workforce

- In collaboration with community partners, develop post-secondary education programs to benefit Scott County residents to close gaps in providing a skilled workforce.

A photograph of a woman and a young child loading items into the back of a car. The woman is on the right, smiling, and the child is on the left, reaching into the car. The image is overlaid with a semi-transparent blue filter.

We invest in possibilities to live and work in Scott County.



Thank you!

Jo Foust

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