

Micro-Business Development Program – Additional \$100K

Compiled by Karen Lafayette for House Commerce and Economic Development Committee

Champlain Valley Office of Economic Opportunity

CVOEO's Micro Business Development Program (Additional \$20K):

- \$5k contributed towards the Somali Women's Sewing Collaborative, a client-designed outgrowth of New American [Financial House Parties](#). This is a collaborative effort with the [Generator Maker Space](#) in Burlington, and includes participant sewing machines, custom designed curriculum, and maker space membership.
- \$15k to expand business coach hours in Burlington to meet client demand for one-on-one coaching, business plan reviews, and additional client professional development opportunities. (Currently our MBDP waiting lists are two-four weeks for appointments based on growing demand.)

Northeast Kingdom Community Action

NEKCA - Micro Business Program – Summary of Use of Additional \$20,000.00:

- The additional funds were added to the operating budget to meet the demand of one to one business coaching in Orleans, Essex and Caledonia counties. This includes working with entrepreneurs on topics ranging from the process of starting a business, business and marketing plan development, business financials, and business expansion.
- Within the Micro Business Development Program, the funds also allowed staff hours to support the development of the second year of *ASPIRE!* *ASPIRE!* is a program dedicated to the success of female entrepreneurs. The measurable outcomes of the first year include \$40,000.00 being leveraged back into the community, 6 new jobs in addition to 10 businesses being enhanced, and over 200 hours of community volunteer hours, which was generated by 40 women volunteering as "Circle of Support" to ten female owned businesses.

Southeastern Vermont Community Action

SEVCA – Micro Business Program – (Additional \$20K):

· The additional funds are allowing us to hire a part time counselor to better meet the needs in our underserved areas in Windham and Windsor counties. We will be able to conduct more frequent workshops on business planning and offer more one-on-one business technical assistance.

· We currently incorporate an *Intro to Business Planning* workshop into our *Ready for Work* program at Tapestry in Brattleboro. Tapestry is a program of Phoenix House, a half-way house for women who are technically still incarcerated for crimes related to drugs or alcohol. It is often difficult finding a job as a convicted felon and starting a business is another avenue for the women to consider when they are released.

Capstone (Central Vermont)

Capstone's Micro Business is very appreciative of the \$20,000 additional funding which support our continued efforts.

We held 20 Business Building Blocks Workshops that we were able to offer for FREE. Our low to middle income participants are very appreciative of these 40 hours of information and networking. We had 183 people attend these workshops.

- Topics included How to write a Business Plan; social media marketing, QuickBooks training, Record Keeping and Tax Planning, Managing Cash Flow, Pricing for Profit, How to write a press release, Measuring your Marketing, There's an App For That, Cyber Security, Customer Service, Google analytics; Communicating About Your Business.
- We also offered one to one business coaching. We had 20 business startups.
- We have people who come back for coaching or for workshops year after year. They want to learn more.

Southwestern Vermont Community Action

BROC – Southwestern Vermont Community Action

We continued to staff and support our MBDP efforts. The additional 20K that we received added to the staff capacity in our efforts to continue to produce results including the production of 13 startups we had in 2017

From the grant ending September 2017, start-up businesses include:

- hair salon
- child care
- food service
- 2 massage businesses
- small engine repair
- taxi service
- 3 construction companies
- craft business
- mural artist
- event planner