

Action/Research Plan

Action/Research Team's Sector: Business Enterprises

Working Title for this Initiative or Business Opportunity: The Opportunity Shop

Overview of Initiative: Vehicle for new and expanding businesses that produce locally owned and sustainable products and services Facilitate connections for financing, technical, sales, administrative, intellectual property, legal services, engineering, production, marketing support.
Potential Market: New and expanding businesses in SLC; inventors and entrepreneurs e.g., a brokerage service to match SLC suppliers with SLC institutional customers
Groups/Organizations/People with whom to connect: Universities, financial institutions, other potential investors, knowledge base of services (e.g., marketing, production, finance experts), The Canton Initiative, The Clarkson Consulting Group, inventors, SCORE, SBDC, SLC Chamber, IDA, Economic Developers, Empire State Development
Information needed to enhance this opportunity: Information on opportunities, resources
Potential research projects to gather needed information: Research other Community Development Corps for applicability here. Find the customers Find the support service providers Identify the import substitution opportunities Refine the indicators
Additional resources and support needed for this opportunity: Identify the seed money sources: progression of financing sources (from venture capitalists to banks to individuals, e.g., retirees) State and federal resources???

Additional ideas for Initiatives and Businesses in this sector – prioritized, especially for 2003-2004

1. Business that produces Open Source software for the North Country	5. Regional printing/publishing business focused on education
2. Form a virtual brokering service for existing businesses that want to sell locally	6. IT outsourcing
3. Food packaging business (co-op or for-profit) for locally produced Ag. products	
4. Recruiting people with a business to come to the County	

Team Convener(s) for 2003-2004:

Brett Thacher

Proposed Date/Time for next meeting to develop agenda:

TBA – (before June 15)