

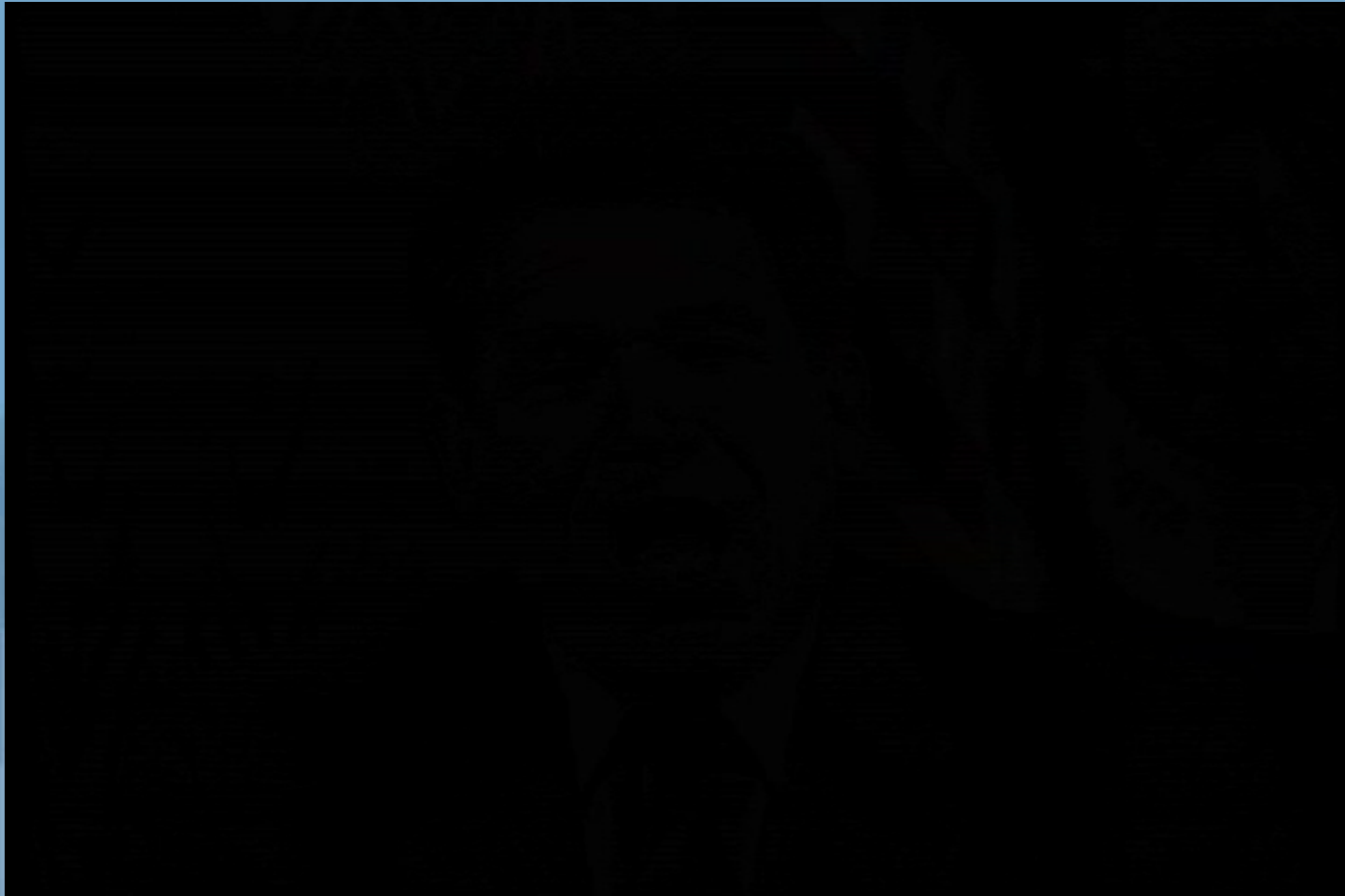
IssuesLive 2008

Duluth, MN



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MN Secretary of State



The Numbers

26.4 Million

10 or fewer

95.1% - 25.1 Million

500 or less

500 or more

.06% - 17,477

77% - 20.4 Million

IssuesLive - A Continuing Series

- ✓ **Continuing dialogue**
- ✓ **Continuing research**
- ✓ **Continuing participation**
- ✓ **Continuing progress**

Let's Continue!

A faded, light blue background image of the Golden Gate Bridge, showing the suspension towers and cables extending into the distance.

Issue Categories

COMMON THEMES

- Capital Financing - 24
- Business and Management Education - 18
 - Professional Training
- Professional Resources – 22
 - Continues guidance from start up and beyond (next big step)
- Health Insurance - 14
- Policy & Regulation - 8
- Workforce - 5
 - K-12 Education issues
- General Economy - 4
- Technology - 4
- Commercialization - 5

OTHERS

- International Trade - 3

What are four challenges, issues or obstacles that if solved, will best result in greater success for you?

Issue #1 Capital Financing

- Debt (credit-card) issues in gaining access to loans.
- Interest rate.
 - Competitive rates.
 - Terms that address Micro Business (package)
- Accounting (i.e. budget) Education.
- Info on verity of loan options.
- Challenges in acquiring loans.
- Not all banks the same (don't give up keep moving).
- Get credit line when things going good, not only when needed.
- Use Investors as option.
- Need Relationship

Issue #2 Business and Management Education

- Where do you start?
 - Local EDA, SBDC, Entrepreneur fund, UMD Center for Economic Development
- Have lunch with key personnel to share resources.
- Networking
- International Trade Resources
 - MTO Minnesota Trade Office
 - Duluth Chamber Commerce International Trade

Issue #3 Professional Resources

- Continues guidance from start up and beyond (next big step)
- Marketing Resources & strategies
 - Signage's
 - Choosing the right marketing resource

Issue #4 Health Insurance

- Cost (return on the cost).
 - High cost for both self and employees
 - MN care option for employees
- Legislation in progress
 - Health care vs Health care insurance
- High deductible insurance as options
 - Metro area clinic network
- Cost up due to lake of pool due low # of employee
- Call your congress

Conclusions

- Not easy!
- Common problems
- Need to be heard
- Health Care major Issue
- Contact state representative
- Continue the Dialogue

Thank You!

