

Business Outreach One Step at a Time
April 23-24

- Introduction/Team acquaintance
- Initial Steps
 - Economics
 - Growth
 - Development
 - Economic Environment
 - Program Evaluation for Program Planning
 - Program Development
 - Goals
 - Objectives
 - Supporting the program - sustainability
- Building the Process
 - CARE Model
 - Defining BRE and the effects
 - Organizational Development
 - Identify Stakeholders
 - Identify Champions
 - Identify Partners
 - Sector Identification
 - Visitation Explanation & Exercise
- Managing the Process
 - Processing Field Data
 - Red Flag Issues
 - Yellow Flag Issues
 - Green Flag Issues
 - Identifying System Issues
 - Marketing the Program
 - Lessons from Beyond
- Unique BRE Issues and Programs
 - Business Clusters
 - Silver Tsunami
 - Out Migration
 - Succession Planning
 - Accessibility
 - Specific Sector Targeting
- Panel with Practitioners

End Session One