

Grand Enterprise Initiative

Summary Statistics — August, 2016

The Initiative began its work in January of 2012.

New Businesses: 53

New Jobs: 113

Estimated New Sales: \$4.7 million

Of the 53 new businesses, 15 have either closed (10) or relocated (5).

For the life of the project, Enterprise Facilitator Patrick Brower and the Grand Enterprise Initiative Resource Team have worked with:

- 19 Business Expansions
- 24 Diversifications
- 5 Acquisitions
- 29 Minor Tune-ups
- 253 Total Clients

The Grand Enterprise Initiative also works with non-profit organizations and has assisted 24 non-profits in the realms of early education, child care, assistance for the needy, health care and arts organizations.

The Grand Enterprise Initiative builds strong communities in Grand County, one entrepreneur at a time. It does so by offering free and confidential business management coaching to anyone wanting to start or expand a business in Grand County.

Grand Enterprise Initiative

Cumulative Statistics Summary from

January 30, 2012

to January 18, 2017

Client	#	%
01 Granby	87	32%
02 Granby Growth Boundary	36	13%
03 Kremmilling	24	9%
04 Hot Sulphur Springs	12	4%
05 Parshall	34	12%
06 Grand Lake	10	4%
07 Tabernash	22	8%
08 Fraser	49	18%
09 Winter Park		
Total	274	100%

Basic Industries:	#	%
Advertising	1	0%
Agriculture/Ranching	2	1%
Art	7	3%
Construction	12	4%
Education	3	1%
Health Care	3	1%
Hospitality	9	3%
Logging	13	5%
Mfg/Fab/Assy	10	4%
Non-Profit	4	1%
Publishing	6	2%
Real Estate	5	2%
Recreation	70	26%
Retail/Wholesale	118	43%
Services	1	0%
Transportation	10	4%
Other		
Total	274	100%

Types of Assistance:	#	%
Business Concept	267	97%
Team Building	268	98%
Product	224	82%
Marketing	229	84%
Financial Management	220	80%
General Operations	208	76%
Exit		
Research &/or Referrals	8	3%
Total	1,424	

Client Outcomes	#
New Business	53
Expansion	18
Diversification	25
Retention	4
Acquisition	5
On Hold	20
Abandoned	50
Closed	1
Minor Tune-Up	29
Total	205

Client Contacts	#	%
Average contacts per client	4.2	
Total	1151	

Business Creation	#	%
New Businesses Started	53	
Businesses Expanded	18	
Businesses Retained	4	
Total Business Creation	75	

Enterprise Type	#	%
Private	249	91%
Social	25	9%
Total Enterprise Type	274	100%

Job Creation	#
Jobs Created	1130
Jobs Retained	650
Total Jobs	1780

Client Status	#	%
Active	15	6%
Inactive	232	94%
Total Active/Inactive	247	100%

Enterprise Type	#	%
Private	249	91%
Social	25	9%
Total Enterprise Type	274	100%

Est New Sales	\$
Private	4,710,355
Social	
Total	4,710,355

New Capital	\$
Private	
Social	
Total	638,500

(Notes: A "Client" represents one business or prospective business, regardless of the number of owners. A person or business is considered a Client as of the first substantive business meeting with the Facilitator. Clients with multiple business concepts are counted separately for each concept. When assistance is given in an acquisition situation, jobs are counted as retained rather than created. Clients are counted as female if at least one owner is female. Clients are reported inactive when the date of last contact exceeds 90 days prior to the current date.)