

---

Norfolk Area  
**Small Business**  
Resource Team

[www.norfolksmallbiz.com](http://www.norfolksmallbiz.com)

Established in 2012, the Small Business Resource Team (SBRT) came together to help connect entrepreneurs and business owners to the array of service providers and programs available to them. The idea is to have one point of contact to help expedite the process of receiving assistance when starting or growing your business. The SBRT works together to help avoid the duplication of services and efforts amongst all involved. From writing your first business plan to counseling during a business transition, the SBRT is here to help.

Services include...

### **Business Planning**

Counseling & Mentoring  
 Business Plan Preparation  
 Projections  
 Reports & Studies  
 Government Contracting  
 Rural/Minority Expertise  
 Market Research  
 Strategic Planning

### **Marketing**

Marketing Plans  
 Social Media  
 Networking  
 E-Blasts  
 Groundbreakings  
 Ribbon Cuttings  
 Seminars

### **Financial Assistance**

Gap Financing  
 Loan Guarantees  
 Low Interest Loans  
 Financial Planning/Packaging  
 Energy Audits  
 Tax Incentives  
 Loan Packaging  
 Cash Flow Budgeting

### **Workforce Training**

Customized Workforce Training  
 Skill Advancement  
 On-site Training

### **Property Search**

Site & Building Search  
 Site Infrastructure Identification  
 Free Property Listings

### **Business Transitions**

Business Transition Services  
 Succession Planning  
 Counseling & Mentoring



Left to Right: Russ Wilcox, Midwest Bank & NAEDC Board Member; Mark Zimmerer, Norfolk Area Chamber of Commerce; Courtney Dentlinger, Norfolk Area Economic Development Council; Thomas L. Higginbotham Jr., Northeast Nebraska Economic Development District; Sheryl Hiatt, Nebraska Department of Economic Development; Loren Kucera, Nebraska Business Development Center; Candace Bossard, Norfolk Area Economic Development Council; Bill Shepherd, United States Department of Agriculture; Juan Sandoval, Rural Enterprise Assistance Project; Jason Love, Midwest Bank

---

## Partners

### **Area Chambers of Commerce**

Both the Madison Chamber of Commerce and the Norfolk Area Chamber of Commerce are partners on the Small Business Resource Team. Chambers of Commerce are in place to facilitate business to business connections and networking. This is a place where local business owners can unite to advocate on behalf of the business community.

### **Nebraska Business Development Center (NBDC)**

The Nebraska Business Development Center (NBDC) provides professional consulting to start-up or existing small, for-profit businesses in Northeast and North Central Nebraska. Some areas of specialization are market research, marketing plans, loan packaging, business plans, strategic planning, financial planning, cash flow budgeting, and capital budgeting. Service is provided on a one-on-one basis and all information is kept confidential.

### **Nebraska Department of Economic Development (NDED)**

The Nebraska Department of Economic Development Mission is: To provide quality leadership and services that enable Nebraska communities, businesses, and people to succeed in a global economy. DED's programs serve multiple functions: Support communities with development efforts; assist with starting, retaining and expanding businesses; promote the state for business locations and expansions; encourage increased visitations by travelers.

### **Nebraska Public Power District (NPPD)**

NPPD has an economic development program with a full-time staff dedicated to the promotion of sustained economic growth in Nebraska. NPPD's Economic Development Team partners with NPPD's retail division and wholesale customers concentrating on positioning communities and regions for economic growth, assisting with the expansion and retention of existing industry, and/or attracting new business. Job growth is one measure of the success of economic development efforts.

### **Norfolk Area Economic Development Council (NAEDC)**

The Norfolk Area Economic Development Council office is here to assist your company with its next business expansion including site and building selection, grant and tax incentives, labor force statistics and other community information. Centered on the hub city of Norfolk, the region offers unique Nebraska economic development opportunities through a collaboration of local governments, education, business leadership and technological resources that are organized and dedicated to the success of business. We can also assist you with zoning inquiries, infrastructure placement and permitting.

### **Northeast Community College - Center for Enterprise (CFE)**

The Center for Enterprise is your partner for making your business or organization strong and competitive. We provide training and workshops that help you and your employees stay on top of today's business and industry needs as well as plan for the future. We have access to local, regional, state, national, and international training expertise. Our purpose is to provide high-quality, cost-effective training solutions for our business partners.

### **Northeast Nebraska Economic Development District (NENEDD)**

NENEDD has resources available to fill financial gaps and aid business and industry in expansion and the creation of new job opportunities. We specialize in assisting with business recruitment, retention and expansions. We can also assist with business succession and transition planning.

### **Procurement Technical Assistance & Contracting (PTAC)**

Procurement Technical Assistance (PTAC) is an NBDC program that helps Nebraska business owners sell products and services to government agencies on local, state and federal levels. All basic procurement consulting services are offered at no charge to the business owner.

### **Rural Enterprise Assistance Project (REAP)**

Our Rural Enterprise Assistance Project is committed to strengthening rural communities through small, self-employed business development. We offer four essential services: financing (micro loans), business training, technical assistance, and networking.

### **SCORE**

Norfolk Area SCORE provides free and confidential business advice and mentoring tailored to meet the needs of your small business and your personal objectives.

### **United States Department of Agriculture - Rural Development (USDA)**

To support rural regional economic prosperity, USDA Rural Development provides job training and business development opportunities for rural residents, including cooperative business development, community economic development and strategic community planning and faith-based and self-help initiatives. Funding for most of these efforts is administered by USDA Rural Business Programs. Rural Development also offers programs to provide the educational opportunities, training, technical support, and tools for rural residents to start small businesses and to access jobs in agricultural markets, the green economy, and other existing markets, as well as acquire training in vocational and entrepreneurship skills they can use in the marketplace and business sector.

---