

Bi-State Summit Follow-Up Meeting
November 29, 2006
Kittery Trading Post

Small Business Break Out Session

- We need a joint effort. With broad collaboration, to focus on growing small technology companies.
- The area has a growing number of technology workers and we should tap into this asset to help with these efforts.
- The Northern New England Development Initiative is focusing on economic clusters. The region will have businesses (a few, some many) located in these clusters and we need to be involved in and support these efforts.
- There is a need for education programs and the Community Colleges to support technology businesses.
- We need to find out directly from businesses what their training and education needs are.
- Level regulation and taxation between Maine and New Hampshire. As a corollary, need to find out what works and what does not work on both sides of the border.
- There is a need for micro-financing for mom and pop stores with one to five employees.
- Work with existing businesses and industry trade associations to find out what companies want and to develop programs for these needs.
- We need a seamless education system between Maine and New Hampshire.
- Facilitate discussions between community colleges and trade associations.
- Need to look at sub-regions in Maine and New Hampshire and focus on levels of cooperation that already exist.
- The Region needs to speak with a collective voice.
- The Regional Industrial Park Legislation in Maine allows for sharing expenses and revenues in the development of a regional industrial park. Need to look at a transportation oriented and designed regional industrial park.

- Need to get information on existing business related programs together as small businesses do not know what is available.
- Business sprawl is similar to residential sprawl and can be harmful.
- An incubator would concentrate businesses together and provide an organization and structure that could coordinate existing programs.
- Need to explore virtual incubators.
- There is a need for available and affordable business property. One solution may be the development of office condominiums.
- Need to look at zoning and regulation issues and how they relate to new business development.
- Need to develop entrepreneurial programs at the Community Colleges.
- Look at developing a facilitated entrepreneurial network.
- Need to “Brand” the Region.
- Find a way to keep growing small businesses in the Region.
- Workforce is the key to business and economic growth.
- There is a need for entrepreneurial and small business funding. The Maine Technology Institute is a good model.