



FROM THE SEPTEMBER 8<sup>th</sup>  
MEETING

# Canaan Economic Development

*Just imagine –*

*Then do it!*

WE NEED YOUR EMAIL!  
NO EMAIL, NO INVITE.  
MAIL ONLY FOR NON COMPUTER  
LITERATES  
email [sduffy@canaannh.org](mailto:sduffy@canaannh.org)

# Agenda

September 8: 7 PM - Canaan Hall

## TRADES INCUBATOR SPACE

What's it look like?

What are the steps to create it?

What resources do we need?

What resources do we have?

What can we use for replacement  
resources?

Novel strategies?

# What is an Incubator Space - Examples

Business incubators originated in the United States in the late 1950s. Incubation in the United States over 50 years ago, worldwide incubation programs now include over **7,000 incubators around the world**. The first business incubator, a privately owned for-profit centre, was started in **Batavia, New York in 1959**.

Business incubation is a **business support process** for multiple businesses that accelerates the successful development of start-up companies by providing entrepreneurs with array of **shared resources and services at lower cost** .

There are several types of incubators such as:  
1) Technology incubator, 2) **Service incubator**,  
3) Mixed–use incubator, 4) Manufacturing incubator, 5) Incubator for web-related business, and 6) **Community revitalization incubator**.

# Services

## Yellow means likely would help trades

- Shared Office / **Work Spaces**
- Conference room
- **Photocopying**
- **Receptionist** coverage
- Word processing/typist
- Security
- **Computer equipment**
- Fax machine
- **Office equipment**
- Business resource library
- Audio/visual equipment
- **Extra storage**
- **Bookkeeping**
- **Group health** insurance
- Secretarial services
- **Postage machine** use
- Binding machine use

### **Other**

- Computer software
- Secured mailboxes
- Manufacturing equipment
- **Below-market office space**
- Flexible leases
- Dedicated **phone services**
- Common lounge areas
- Business waiting areas
- Membership in professional orgs.
- Chamber of Commerce benefits
- Relocation services
- Custodial/Maintenance services
- Workers Compensation
- Installation and use of **licensed Microsoft professional software**
- **\$250/month** shared offices

# Management Services

- Business plans
- Marketing
- Accounting
- Government grants and loans
- Legal services
- Patent assistance
- Computer training
- International trade
- Government procurement
- Equity and debt financing
- Access to sophisticated computer processing - Estimating Software?
- Access to other resources outside the incubator
- Research and development
- Business taxes
- Notary services
- Desktop publishing and design
- Website design and training
- Technology support services
- Mentoring
- Access to interns
- Bid preparation
- Email
- Advertising
- Joint bidding

# Incubator Space – What trades?

- Welding
- Plumbing
- Electrical
- Carpentry
- Drywall
- Windows/Doors
- Siding



# Incubator Space – What trades?

- Roofing
- Painting
- Auto mechanics
- Small Engine Repair
- Auto Restoration (specialty or everyday)
- Renovation/Remodeling
- Gizmo maker

# Incubator Space – What trades?

- Consultants/Mentors/Advisors/Investors
- Septic
- Wells
- Machinists/Tool & Die
- Electronic specialists
- Masons
- CAD/3d printing

# Incubator Space – What trades?

- CDL & heavy equipment operators
- Motor/Engine building
- Metal fabricator/Dyno
- Joint training

# What services would be useful?

- Artists/graphic designers
- Bookkeepers/Billing
- Printing
- Work Spaces
- Photocopying
- Receptionist
- Computer equipment Office equipment
- Extra storage
- Group health
- Postage machine
- Phone services
- Licensed Microsoft professional software

# What services to trades would be useful?

- Business plans
- Marketing
- Accounting Legal services
- Equity and debt financing
- Access to sophisticated computer processing - Estimating Software?
- Business taxes
- Website design and training
- Bid preparation
- Email
- Advertising
- Joint bidding

# What about training?

- Writing
- Reading
- Technical Educator
- Grant writing
- Personal Economics
- Business Planning
- Communication skills

# What about training?

- Permit/Legal help
- Business Law classes
- OSHA/safety training
- Regulations Manuals available
- Apprenticeship programs
- Curriculum development
- Work ethic/responsibility training
- Self-help training

# What about Advertising

- **NEXT MEETING**



What steps are necessary

- **NEXT MEETING**

What resources do we need?

- **NEXT MEETING**

**FOR THE NEXT MEETING**

**HOW CAN THE TOWN  
HELP A NEW BUSINESS?**