



LEADING | **EDG**

growing **communities** one business at a time.



Borger EDC – Dan Redd

Pampa EDC – Clay Rice

Perryton CDC – Shawn Campbell

Dumas EDC – Mike Running

Tulia EDC- Dion Miller

Big Spring EDC – Terry Wegman

Muleshoe EDC – Kasey Coker

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Spearman EDC – Suzanne Bellsnyder



Where Do Entrepreneurs Come From?

How Can EDC Make It Easy For People To Start Businesses?

How To Provide Resources & Training For Local Business Owners?

THE WORLD HAS CHANGED



AVERAGE YEARS SPENT AT A JOB

GREECE



FRANCE



GERMANY



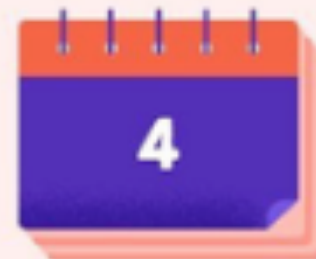
CANADA



BRITAIN



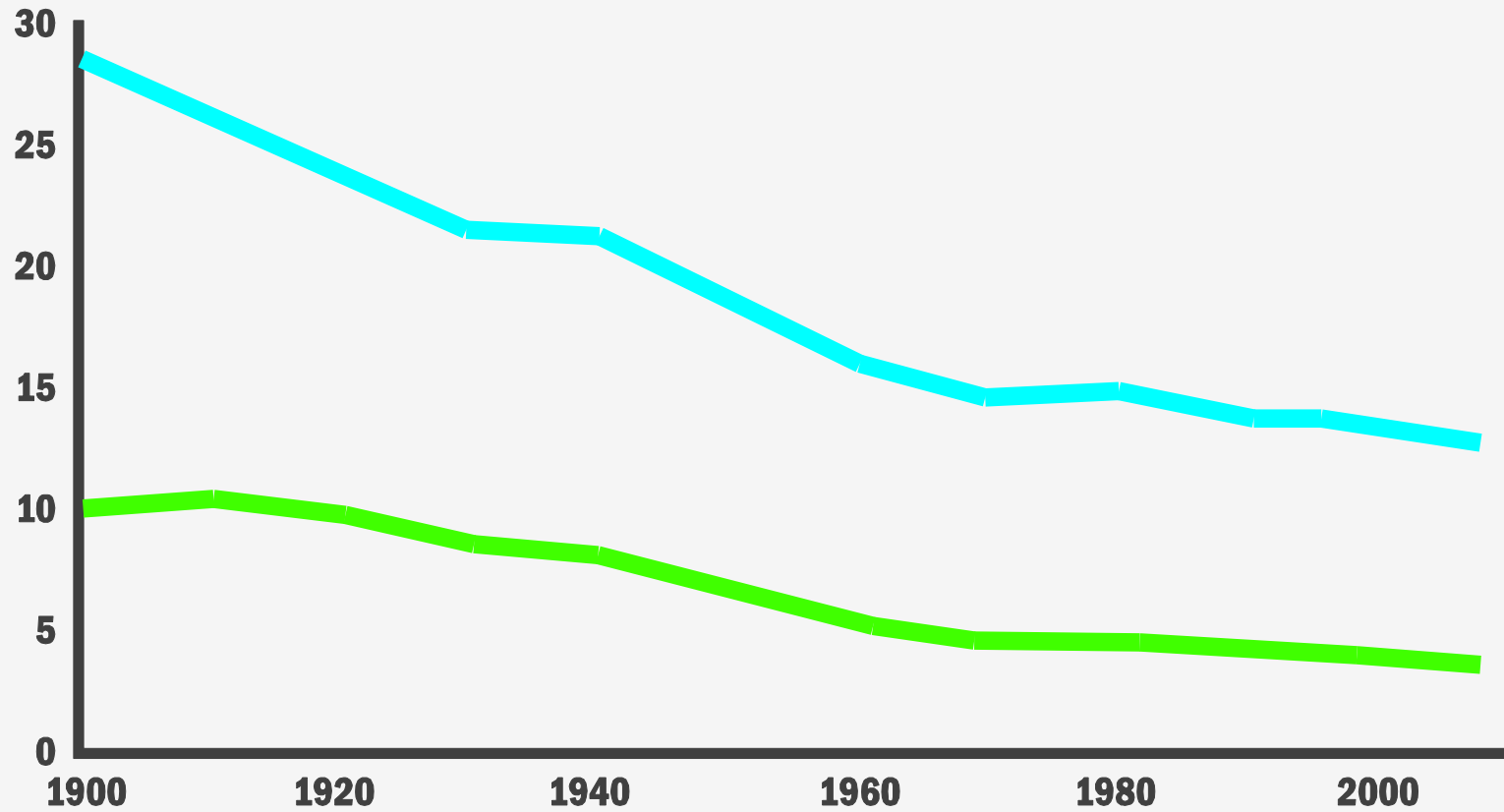
UNITED STATES



SOURCE: CENTER FOR HEALTH AND SCIENCES
RESEARCH CONDUCTED: SEPTEMBER 13, 2015



THE STATE OF RURAL AMERICA













RURAL AND COMPETITIVE

» Recruitment = more competitive

» In a rural setting, almost ALL job growth and innovation stem from micro-businesses

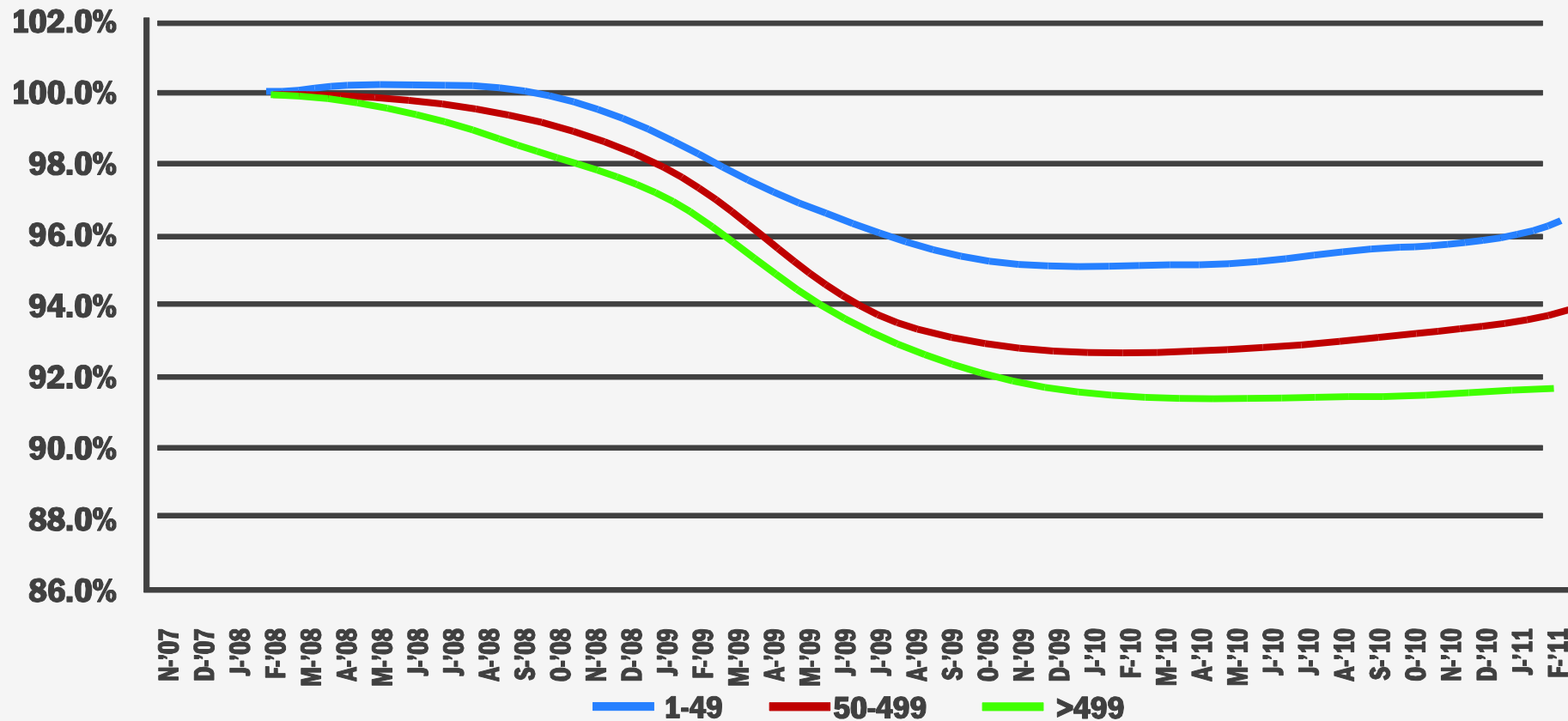


“In the 21st century, America’s communities will derive economic strength by acting regionally to compete globally. Innovation and entrepreneurship are the new engines for job creation, productivity, growth, economic prosperity, and healthy communities.”

***U.S. SECRETARY OF COMMERCE**

JOB LOSSES BY BUSINESS SIZE

Employment as a share of November 2007 levels for businesses with 1-49 employees, 50-499 employees and more than 499 employees, November 2007 to February 2011





By 'flat' I did not mean that the world is getting equal. I said that more people in more places can now compete, connect and collaborate with equal power and equal tools than ever before. That's why an Indian in Bangalore can take care of the office work of American doctors or read the X-rays of German hospitals.

A top-down view of a wooden desk. In the top right corner, a portion of a silver laptop is visible, showing keys like 'tab', 'caps lock', 'shift', 'fn', 'control', 'option', 'command', 'Z', 'X', 'A', 'S', 'D', 'W', 'Q', and 'E'. Below the laptop, a pair of black-rimmed glasses lies horizontally. To the right of the glasses is a white ceramic coffee cup with a yellow handle, partially filled with dark liquid. In the top center, a small green succulent in a dark pot sits on the desk. The bottom right corner shows the edge of a dark tablet or laptop screen. A semi-transparent red banner with white text is centered across the middle of the image.

WHERE DO ENTREPRENEURS COME FROM?

“About two-thirds of American millionaires are self-employed.”

“Self-employed people are four times more likely to be millionaires...most millionaire business owners make their money in dull-normal industries. They build cabinets. They sell shoes. They’re dentists. They own bowling alleys. They make boxes. There’s no magic bullet.”

- THE MILLIONAIRE NEXT DOOR



4 OUT OF 5



NOT BEING CULTIVATED

Youth

Existing Business Owners

Aspiring Entrepreneurs

Baby Boomers

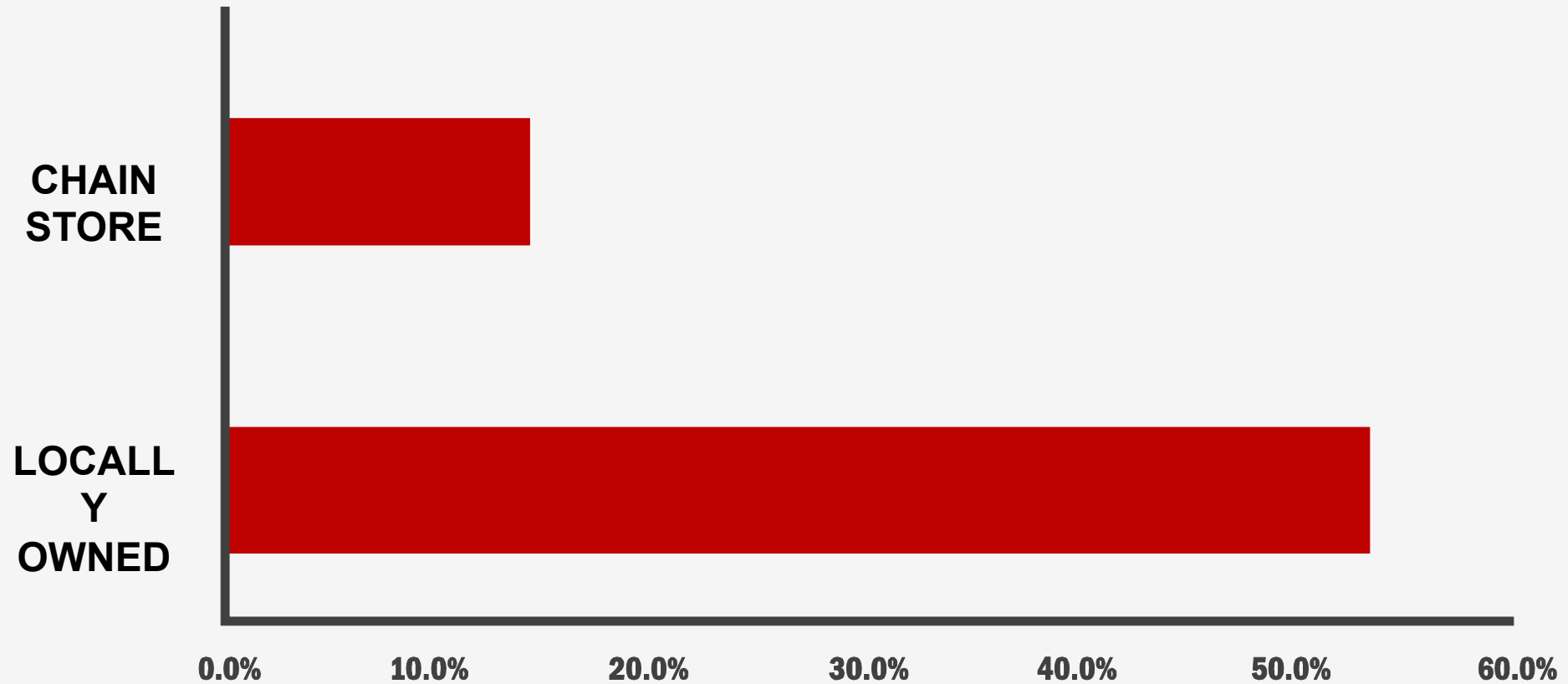
Folks who want to move back

Generational Transfer

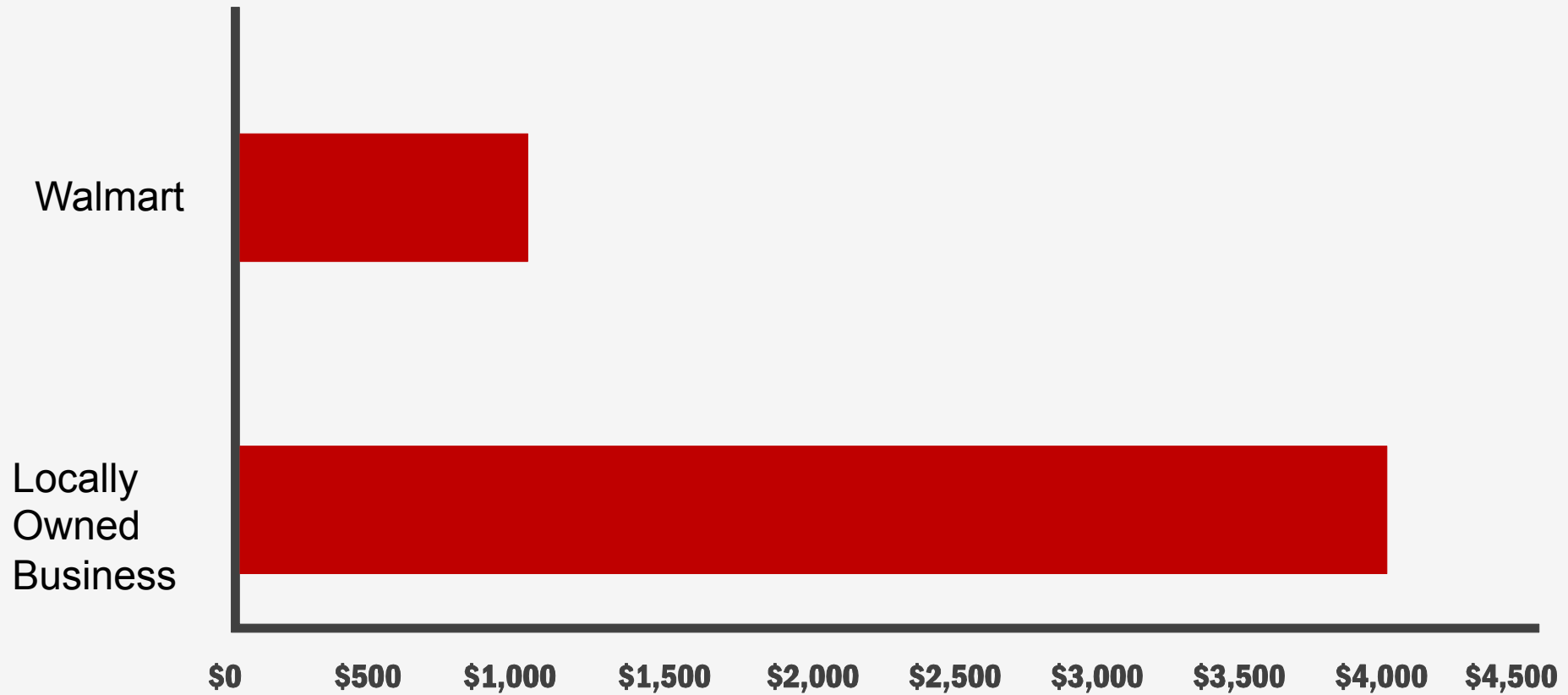
Small Businesses Often Represent One-third Or More Of The Total Employment In Rural Areas.

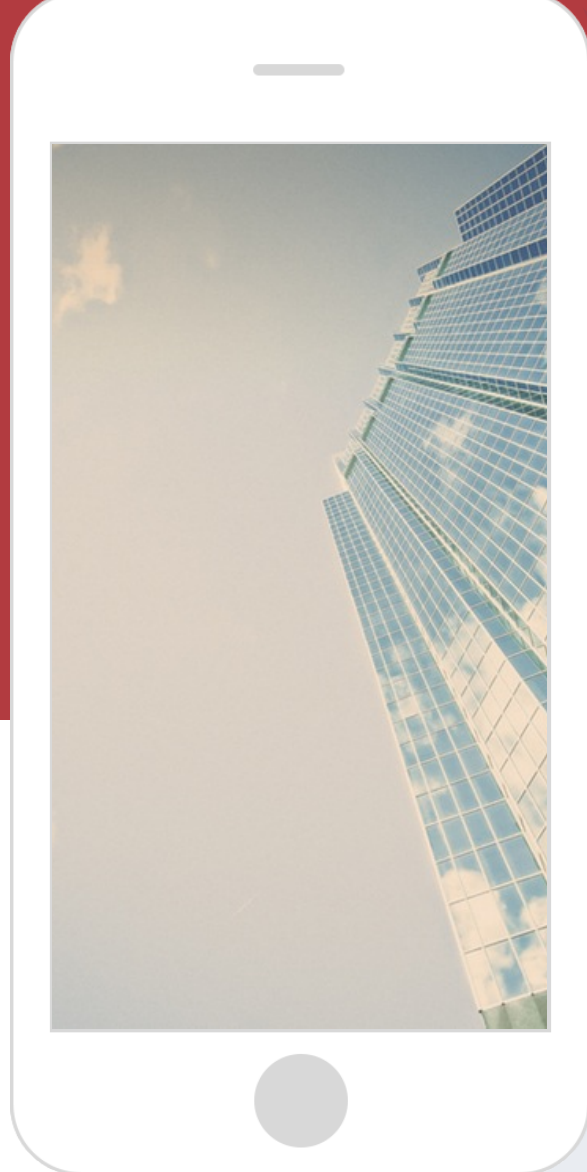


PERCENT OF REVENUE SPENT WITHIN THE STATE



CHARITABLE DONATIONS PER \$1 MILLION IN SALES





GLOBAL ENTREPRENEURSHIP

Out of 35 countries...

The US ranks **6th** in entrepreneurial activity in early-stage entrepreneurship

For established business ownership, the US drops to **26th**.

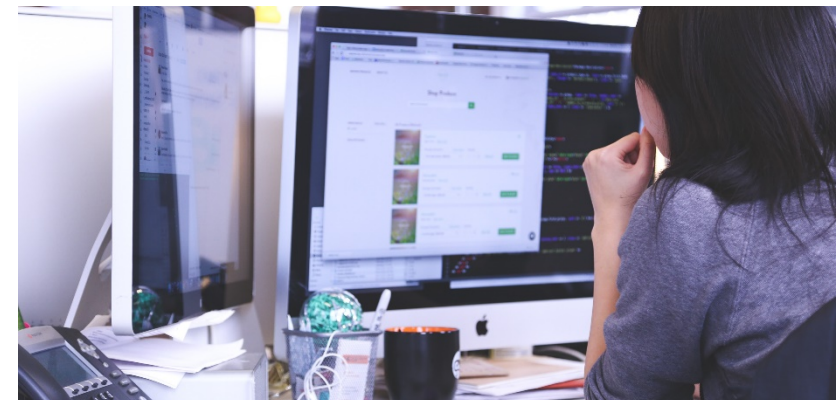
Long term survival... the US ranks **31st** of 35.



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**HOW CAN EDC MAKE IT EASY FOR ENTREPRENEURS?
(AND SUPPORT EXISTING BUSINESSES)**



**FACILITATE
BUILD
NETWORK**

**EDUCATE
CREATE**

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Resources and Training

ACTION!

Promote a Culture of Entrepreneurship

advertise, events, etc.

Reach Your Youth

No debt, no spouse, no fear! Tech driven.

Provide a Place to Go

A one stop shop. A person to talk to.

ENTREPRENEUR DEVELOPMENT

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