

# Growth

## Marketing, Sales, Financing, Space

### We Need Sales Strategy Help

Help growing sales of our existing products in established markets	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
Help with sales of our new products	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
Help breaking into new markets	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	

### We Need Advice or Guidance For Growth

Experts to work with us in marketing	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
Help with our business development strategy	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
To understand new market applications of our current capabilities	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
Advice on using technology to increase sales	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
<b>Other / Write-In:</b> Navigating amazon sales	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	

# Growth (Continued)

## Marketing, Sales, Financing, Space

### We Need A Building or Equipment

A bigger or better facility to grow our business	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
Financing for new production equipment or space	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
<i>Other / Write-In:</i> Utilize existing buildings after renovation - <i>and</i> - Strengthen Recycling as a present and future technology	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	

### We Need Funding

Access to capital to implement a growth opportunity	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
We need a financing plan	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	

# New Product Development

## R&D, Prototyping, Testing, Experts

### We Need Ideas To Develop New Products

Engineering ideas to help develop the next great idea	Small business   > 20 Employees	●●●●●●●●
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	●●●●●●
Connections to designers who can help expand our opportunities	Small business   > 20 Employees	●●●
	Medium business   21 - 50 Employees	●
	Large Business   < 50 Employees	●●●●●●●●●●
To meet entrepreneurs with an idea that needs to be manufactured	Small business   > 20 Employees	●●●●●●●●●●●●●●
	Medium business   21 - 50 Employees	●
	Large Business   < 50 Employees	●●●●
New technology to improve or change my products	Small business   > 20 Employees	●●
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	●●●
Flexible working space to develop new ideas	Small business   > 20 Employees	●●
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	●

### We Need Testing Facilities

Material analysis testing	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	●
	Large Business   < 50 Employees	●
Metal testing	Small business   > 20 Employees	●
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	●●
Clean room or bio-med testing facility	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
Repeat automated testing facility	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
<i>Other / Write-In:</i> Food regulation	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	●

# New Product Development (Continued)

## R&D, Prototyping, Testing, Experts

### We Need People to Help Drive Growth

People with a technology background to drive company forward	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
People with strategic skills to develop our next generation company	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
Collaboration with different groups of influence	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	

### We Need Help with Research and Development

Expertise to design new products	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
Lab and engineering help for new product idea	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
Access to funding for new equipment or materials	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	

# Talent

## Employee Hiring, Development, and Retention

### We Need To Train Current Employees

Training for floor workers on new technology	Small business   > 20 Employees	●●
	Medium business   21 - 50 Employees	●●●●●●
	Large Business   < 50 Employees	●●●●●●●●
Training for process improvement	Small business   > 20 Employees	●●●●
	Medium business   21 - 50 Employees	●●●●●●●●●●
	Large Business   < 50 Employees	●●●●●●●●●●
Training for more problem-solving skills	Small business   > 20 Employees	●●
	Medium business   21 - 50 Employees	●●●●●●●●●●
	Large Business   < 50 Employees	●●●●●●●●
Training to advance skills in technology	Small business   > 20 Employees	●●●●●●
	Medium business   21 - 50 Employees	●●●●●●
	Large Business   < 50 Employees	●●●
Training to support management team development	Small business   > 20 Employees	●●
	Medium business   21 - 50 Employees	●●●●
	Large Business   < 50 Employees	●●●●●●●●
<i>Other / Write-In:</i> Communicate better with limited English workers, interpreters, translation	Small business   > 20 Employees	●
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	

# Talent (Continued)

## Employee Hiring, Development, and Retention

### We Need to Hire New People

We need to hire entry level floor workers	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
We need to hire machine operators	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
We need to hire engineers	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
We need to hire quality control inspectors	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
We need to hire accounting, sales, or finance professionals	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
<i>Other / Write-In:</i> We need to hire experienced metal fabrications welder	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
<i>Other / Write-In:</i> We need to hire good machinists	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
<i>Other / Write-In:</i> We need Internships/Co-op programs for engineering	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
<i>Other / Write-In:</i> We need to hire experienced production employees (paint,welder,wood)	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
<i>Other / Write-In:</i> We need to hire production maintenance Techs	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	

# OPERATIONS

## Systems, Processes, Supply Chain

### We Need to Improve Supply Chain

We need help financing a material or parts supplier	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
We need support with our inventory systems	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	

### We Need to Improve Systems and Processes

Help with a new manufacturing process	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
Help with manufacturing engineering	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
Help with process flow for quality improvement	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
Software to help improve operations	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
<b>Other / Write-In:</b> Preventative, maintenance, CNC machines, manual machines	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	

# OPERATIONS (Continued)

## Systems, Processes, Supply Chain

### We Need People in Operations

Technology experts to improve systems	Small business   > 20 Employees	●
	Medium business   21 - 50 Employees	●●
	Large Business   < 50 Employees	●●●●
Process improvement experts	Small business   > 20 Employees	●●●
	Medium business   21 - 50 Employees	●●
	Large Business   < 50 Employees	●●●●
Trained production staff for our new process system	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	●●●
	Large Business   < 50 Employees	●●●●●
<i>Other / Write-In:</i> Efficient energy procurement to minimize overhead costs and implement more budget stability	Small business   > 20 Employees	●
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	

### We Need Access to Modern Equipment

Wood fabrication equipment	Small business   > 20 Employees	●
	Medium business   21 - 50 Employees	●
	Large Business   < 50 Employees	
Metal fabrication equipment	Small business   > 20 Employees	●●●●
	Medium business   21 - 50 Employees	●●
	Large Business   < 50 Employees	●●
Welding equipment	Small business   > 20 Employees	
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	
<i>Other / Write-In:</i> A sewing lab that can make samples.	Small business   > 20 Employees	●●
	Medium business   21 - 50 Employees	
	Large Business   < 50 Employees	