

# CEO Next Business Institute

*Next level support for growing businesses in Greater MSP*

## About the program

Recognizing the impact growing businesses make on the local economy, Hennepin, Ramsey, Scott and Dakota counties along with the City of St. Paul established a resource program for second stage businesses. The purpose of the program is to help growing companies make a larger impact by offering business research and support at no cost.

### Leverage the power of peer learning

The CEO roundtable provides a confidential forum where participants can share challenges and experiences with a small cohort of other non-competing industry CEOs. The roundtables meet one time per month for a half of a day during the program year (October until June) and are led by an experienced facilitator.

### Get just-in-time expertise

Unlike larger businesses, many smaller businesses need to shore up their internal infrastructure while preparing to grow profitably. CEOs and their businesses are connected with a team of topical experts and research specialists who will spend up to 45 hours addressing areas of human resources, operations and supply chain, accounting and finance, global trade, sales and marketing, succession planning, secondary market research, online marketing and customer prospecting.

### CEO forum events

Monthly, CEOs meet to hear from a guest speaker—typically an entrepreneur who has grown their business. They share their successes and struggles while answering audience questions.

### What businesses are eligible to apply?

The program serves CEOs of for-profit, privately held businesses with 10 to 99 employees and annual revenues between \$1M and \$50M that are past start up stage and have an appetite for growth.

## Contacts

### Hennepin County

**Mary Matze**

Office: 612-348-9812

Email: [mary.matze@hennepin.us](mailto:mary.matze@hennepin.us)

[Hennepin.us/businessassistance](http://Hennepin.us/businessassistance)

### Ramsey County

**Rick Howden**

Office: 651-341-2454

Email: [rick.howden@co.ramsey.mn.us](mailto:rick.howden@co.ramsey.mn.us)

[www.ramseycounty.us/businesses/workforce-business-development/economic-gardening-program](http://www.ramseycounty.us/businesses/workforce-business-development/economic-gardening-program)

### Scott County

**Stacy Crakes**

Office: 952-496-8613

Email: [scrakes@scottfss.org](mailto:scrakes@scottfss.org)

[www.scottcountymn.gov/1196/Economic-Gardening](http://www.scottcountymn.gov/1196/Economic-Gardening)

### City of St. Paul

**Marcq Sung**

Office: 651-266-6615

Email: [marcq.sung@ci.stpaul.mn.us](mailto:marcq.sung@ci.stpaul.mn.us)

[www.stpaul.gov/departments/planning-economic-development/economic-development/economic-gardening-program](http://www.stpaul.gov/departments/planning-economic-development/economic-development/economic-gardening-program)

### Dakota County

**Lisa Alfson**

Office: 651-675-4467

Email: [lalfson@dakotacda.state.mn.us](mailto:lalfson@dakotacda.state.mn.us)

