

Kick the Tires Workshop:

One-day business-planning workshop held in a group setting. This workshop analyzes the feasibility of start-up business ventures and serves as a measuring tool that determines the viability of the new business. A key component of the class is the identification of market share and the customer base. If either is insufficient, then the likelihood of business success is severely restricted. Thus, an important outcome of this course is the prevention of possible financial hardship from an unsuccessful business venture.

Outcomes that have resulted from these Economic Development Programs include:

- The Polk County Economic Development Corporation (PCEDC) has collaborated with UWEX and SBDC to promote and sponsor the Small Business Consultation Sessions and 'Kick the Tires' workshop.
- Through this diverse and comprehensive program, educational resources in entrepreneurship that were previously unavailable in Polk County are now available.

*Your county
extension office*



**UW
Extension**
Cooperative Extension
Polk County



<http://polk.uwex.edu/community-development/>

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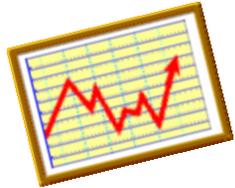
Polk County UW-Extension Business Education Ser- vices

One Stop Shopping for Entrepreneurs

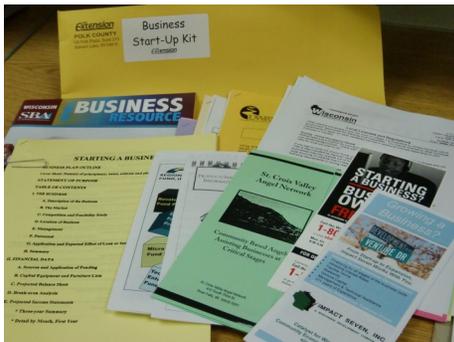
Bob Kazmierski
Community Development
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Balsam Lake, WI 54810

Hours: 8:30 a.m. to 4:30 p.m.
Monday-Friday
Telephone: 715-485-8600
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Business Start-Up Kit



Provides users with a variety of tools to develop business and financial plans. The Business Start-Up Kit is a packet of information that is available to area entrepreneurs, which enables them to begin thinking strategically about their venture. Several fact sheets for start-ups, including loan programs and cash-flow analysis.



Small Business Consultation Sessions

A collaboration with the UW-River Falls Small Business Development Center (Steve Dewald) that are held monthly. These confidential face-to-face sessions are at no cost and are an informal opportunity for local entrepreneurs to have their business plans and financial projections reviewed and analyzed. This program provides information, advising and training to Wisconsin entrepreneurs and small business owners and managers. Assistance provided in Balsam Lake Local Government Center and on the UW River Falls campus. Assistance is available to anyone interested in beginning a small business for the first time or improving or expanding an existing small business, who cannot afford the services of a private consultant.



Core Services:

- Assistance with Business Plan Development
- Finance analysis
- Taxation issues
- Assistance in profit improvement
- Inventory control
- Cash flow management
- Marketing and sales
- Assistance in web site development

NXLevel Business Planning Course:



This 12 week curriculum teaches the skills to research and author realistic business and marketing plans. Tuition is grant reimbursable if course and final business plan is completed. Held at UW-River Falls



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