

Session 4, Breakout A: Getting entrepreneurs into good leases or ownership with training, lending & TA



Instructions: With your worksheet from Session 3, how would you move ahead with:

- A. Connecting your entrepreneur to this site:
 - 1. Obtaining complete property information (price, size, parking, traffic count, etc.)

 - 2. Advising on standard lease/sale terms, without getting deep into pricing or details

- B. Providing more training as needed:
 - 1. Update business plan and projections as needed

 - 2. Connect to relevant training on property maintenance, ownership, equipment, etc.

C. Providing TA before and after your entrepreneur leases or buys a location:

1. review location, building conditions and asking price and terms
2. pro/low bono legal review of lease and other contracts (architect, contractor, etc.)
3. advise entrepreneur on process of building inspection and site improvement plans
4. advise / advocate on processes for permits, contractors and equipment
5. assist on branding, signage, marketing, on-line presence, etc.
6. advise on “back of the house” issues, like staffing up, accounting, POS systems, insurance, etc.
7. other:

D. Providing access to financing:

1. Grants if possible
2. tenant Improvement financing
3. equipment and working capital financing