

Survey: **2009 Environmental Scan** [Export Raw Results as Excel](#)Issues: **All**Invited: **28** Responses: **9 (32 %)**

## 1. In support of Utah SBDC Strategic goal number 1

"To provide significant assistance to entrepreneurs that provides high impact to the economy resulting in revenues, profits, and jobs," what more do we need to do?

| Response (most recent of 9)   | Date                   |
|---|------------------------|
| Develop long-term relationships with existing businesses and try to move away from counseling so many start-up companies.   | 1/8/2009 12:30:21 PM   |
| Continue to work with partnering agencies, ie. BEAR   | 12/31/2008 11:17:40 AM |
| Secure additional funding that regional centers could competitively apply for or prepare grants in support of regional center projects and initiatives that lead to business development, job creation, and revenue expansion.                            | 12/23/2008 5:24:15 PM  |
| Be able to provide solid statistics of opportunities for selling goods and services.  | 12/17/2008 12:25:52 PM |
| I think the SBDC has done a fantastic job meeting clients needs. A very large portion of people coming to the center are referred by a former client. That being said, name recognition, and promotion in the community, do much to make businesses aware | 12/17/2008 12:19:25 PM |
| Stop helping start up companies.  | 12/16/2008 4:46:25 PM  |
| The SBDC needs to give directors and employees more time or staff to market to this group, so they can develop the relationships necessary to support this group.   | 12/15/2008 9:32:45 AM  |
| It seems to me that we have a box full of tools to assist businesses with, but it has been hard to get them to want to use them. It's kind of like, You can lead a horse to water, but you can't make them drink, kind of situation. So, thinking about   | 12/12/2008 3:38:49 PM  |
| I think we are on the right course. I would like to see us stay this course, not develop more programs, and let it work.  | 12/11/2008 11:41:14 AM |

[All Responses](#)

"To provide significant assistance to entrepreneurs that enhances long-term survivability of the business," what more do we need to do?

| Response (most recent of 8)  | Date                   |
|--|------------------------|
| Right now this is critical. We need to make businesses aware of our services and encourage their participation in in-depth counseling and training.  | 1/8/2009 12:30:21 PM   |
| n/a  | 12/31/2008 11:17:40 AM |
| See above.   | 12/23/2008 5:24:15 PM  |
| Move away from developing business plans and intensify training on strategic planning.   | 12/17/2008 12:25:52 PM |
| On an individual basis, counselors should form a relationship with pre-venture businesses which lasts far beyond completion of a business plan. Often a pre-venture clients will come to the center seeking start up assistance. Once they start their bus | 12/17/2008 12:19:25 PM |
| the track we are on to help in this area is getting us where we want to be.  | 12/16/2008 4:46:25 PM  |
| Again, we have the training tools already, the question is how do we get the businesses to want to participate. And again, I think it revolves around being  | 12/12/2008 3:38:49 PM  |

|   |                           |
|---|---------------------------|
| informed. We have a great tool in our FastTrac Growth Venture program that hits this question   | PM                        |
| We already have the programs and ability all we need to do is convince the client of their need for a higher level of counseling. However, the client usually wants a Quickie counseling session and doesn't want to do the work of really crunching nu   | 12/11/2008<br>11:41:14 AM |
| <a href="#">All Responses</a>   |                           |
| "To provide significant assistance to entrepreneurs that increases the knowledge and skills of entrepreneurs," what more do we need to do?  |                           |
| Response (most recent of 7)   | Date                      |
| Continue to offer the classes that we currently offer.  | 1/8/2009 12:30:21 PM      |
| continue to offer courses and seminars that will enhance knowledge and skills.  | 12/31/2008 11:17:40 AM    |
| See above.  | 12/23/2008 5:24:15 PM     |
| To provide more live training events for the existing business that stretches their creative thinking.  | 12/17/2008 12:25:52 PM    |
| More effort could be made to increase the quality/quantity of workshops   | 12/17/2008 12:19:25 PM    |
| I would like a list of whatever Angel Investor Groups we may have available.  | 12/12/2008 3:38:49 PM     |
| Same answer as the previous question. The only thing that will help this type of client is to instill in them a desire to take it up a notch and get a higher level of skill.   | 12/11/2008 11:41:14 AM    |
| <a href="#">All Responses</a>   |                           |
| What are we doing now that we should stop doing?  |                           |
| Response (most recent of 6)   | Date                      |
| n/a   | 12/31/2008<br>11:17:40 AM |
| I have been very disappointed in the Gaining Focus program and the dashboard. They are good tools to have in our tool box, but we need something different. This is probably my local office problem, not a state office problem.                         | 12/17/2008<br>12:25:52 PM |
| Overall I am very impressed with the professionalism found within the entire SBDC network. One concern that I do have is regarding certification. Admittedly I have not progressed, as far as I had hoped to in the certification program, but I feel the | 12/17/2008<br>12:19:25 PM |
| Helping start up companies at least decreasing the number we help.  | 12/16/2008 4:46:25 PM     |
| I am not aware of anything at this time.  | 12/12/2008 3:38:49 PM     |
| I don't know of any off hand but if there are plans to develop new exciting programs, that should be put on hold. We need to work on the programs we have and not go in new directions until the current programs have been tested. If they aren't worki  | 12/11/2008<br>11:41:14 AM |
| <a href="#">All Responses</a>   |                           |

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2. In support of our strategic goal #2 "To increase funding to the Utah SBDC program

through increased recognition by our stakeholders as an essential resource and quality program," what more do we need to do?

|   |                           |
|---|---------------------------|
| Response (most recent of 7)   | Date                      |
| Increase visibility of the Utah SBDC as a whole, but of our regional centers as well. | 1/8/2009 12:30:21 PM      |
| n/a   | 12/31/2008<br>11:17:40 AM |

Recognition will naturally follow as we consistently deliver economic impact at the regional level. 12/23/2008 5:24:15 PM

In times of major cutbacks by the State, I don't think we can look to them for additional funding. 12/17/2008 12:25:52 PM

Great question We as individual centers need to be involved more directly in community economic development efforts. Whether that is working with SCORE, or the local Chamber of Commerce, we need to increase our visibility. 12/17/2008 12:19:25 PM

I can only think that our Stake Holders need to be made keenly aware of what resources are available that benefit those businesses that use them and the overall positive benefit it provides to business success. Maybe, they should read some of the e 12/12/2008 3:38:49 PM

We need a better or maybe I should say, different relationship with the stakeholders. I assume we have a good relationship but it seems odd that whenever some new project comes up the power that be, give it to USTAR (or whomever), along with the fun 12/11/2008 11:41:14 AM

[All Responses](#)

"opportunities for grants and program income," what more do we need to do?

Response (most recent of 6)

|  | Date                   |
|--|------------------------|
| n/a  | 12/31/2008 11:17:40 AM |
| Actively seek out/aggressively pursue federal, state, and/or private grant opportunities. Work with regional centers in identifying worthy projects and initiatives that lead to economic impact. Regional Centers with the help of the state office can | 12/23/2008 5:24:15 PM  |
| I new line up of classes that addresses today's economy may create more program income.  | 12/17/2008 12:25:52 PM |
| be creative in finding more ways to take advantage of grants   | 12/16/2008 4:46:25 PM  |
| I don't know much about grants, but program income seems to be in direct proportion to the courses and skills taught by SBDC members.  | 12/12/2008 3:38:49 PM  |
| I think Greg does a good job of staying abreast of opportunities for grants, etc. We need to look harder at where they could be applied to our existing efforts and then go after them.  | 12/11/2008 11:41:14 AM |

[All Responses](#)

3. In support of our strategic goal #3 "To add value to our host institutions and stakeholders,"

what more do we need to do?

Response (most recent of 8)

|  | Date                   |
|--|------------------------|
| We already add value to our host institutions and stakeholders, we just need to be more visible.   | 1/8/2009 12:30:21 PM   |
| n/a  | 12/31/2008 11:17:40 AM |
| Assess/evaluate our programs and services and ask the question, Are we adding value, providing impact? We can do this at the regional level and adjust as appropriate. Given the current budget crisis in higher education, our host institutions ne | 12/23/2008 5:24:15 PM  |
| Be a strong player in the Seed regional programs and work with USTAR and other programs more.  | 12/17/2008 12:25:52 PM |
| I think we do this very well. Communication is key.  | 12/17/2008 12:19:25 PM |
| nothing  | 12/16/2008 4:46:25 PM  |

Continue to make a concerted effort to recognize our host institutions and Stakeholders, whenever we do a course or training event or advertisement. I think we are doing that pretty much know, so I don't know if that answers the question as to what m 12/12/2008 3:38:49 PM

As the budget has shrunk for the state, the only thing my host institution cares about are student FTE's. If we aren't bringing in FTE's we aren't even on the radar right now. 12/11/2008 11:41:14 AM

[All Responses](#)

4. Do you think our current strategic goals need to be enhanced, revised or added to?

Please share your thoughts.

Response (most recent of 6)

| Response  | Date                   |
|---|------------------------|
| No  | 1/8/2009 12:30:21 PM   |
| n/a   | 12/31/2008 11:17:40 AM |
| I think they are still fine.  | 12/17/2008 12:25:52 PM |
| within the next year they need to be reissued. things have changed and we need to change with them. re-evaluate what we can do to have a more effective impact on those we serve. | 12/16/2008 4:46:25 PM  |
| No, I'm good with the ones we have.   | 12/12/2008 3:38:49 PM  |
| No. No. No. Tiny changes on the tiller steers a great ship. If we continue to apply a Turn-around management style, all we are going to do is keep turning around.                | 12/11/2008 11:41:14 AM |

[All Responses](#)

5. Please enter your community's three most pressing training needs in order of priority (i.e. "an agriculture oriented entrepreneur training program").

Please list in order of priority.

Response (most recent of 9)

| Response   | Date                   |
|--|------------------------|
| Financing options/access to capital Customer Service Marketing/Market research   | 1/8/2009 12:30:21 PM   |
| customer service, financial help, managing a business  | 12/31/2008 11:17:40 AM |
| 1. Business Survival Tactics: Converting Adversity into Opportunity 2. The Virtual Entrepreneur 3. Access to Capital   | 12/23/2008 5:24:15 PM  |
| Selling to the government. Developing marketing strategies Strategic planning for a new economy.   | 12/17/2008 12:25:52 PM |
| 1. An E-Commerce oriented training program 2. QuickBooks Training / Fundamental Accounting Principles 3. Market research/analysis training   | 12/17/2008 12:19:25 PM |
| business basics, marketing/customer service, strategic planning  | 12/16/2008 4:46:25 PM  |
| 1. E-Commerce 2. Basic Accounting 3. Legal   | 12/15/2008 9:32:45 AM  |
| There is a need for the FastTrac programs. It has been my experience as a Banker, that most small business owners don't understand the importance of monitoring their growth and has cash flow is connected to healthy growth. Also, there seems to be a c | 12/12/2008 3:38:49 PM  |
| As stated by a recent Chamber/DWS committee meeting the areas of focus for us are Tourism/Recreation, Light Manufacturing, Energy. Anything that can be  | 12/11/2008             |

tailored to those industries.

11:41:14 AM

[All Responses](#)

6. Does our network need to find or develop new training programs to meet your community training needs?

Please share your thoughts and priorities.

Response (most recent of 6)

|  | Date                   |
|--|------------------------|
| n/a  | 12/31/2008 11:17:40 AM |
| yes  | 12/17/2008 12:25:52 PM |
| No I think that may be more effectively handled by the local centers   | 12/17/2008 12:19:25 PM |
| no   | 12/16/2008 4:46:25 PM  |
| We have been lucky so far. We have been able to find trainers in most of what our needs have been, here in the Richfield area. Largely due to the connection with Custom Fit Training. | 12/12/2008 3:38:49 PM  |
| I don't think so. I think we can use what we have and tailor the programs to the needs of the clients.   | 12/11/2008 11:41:14 AM |

[All Responses](#)

7. Please list specific strengths you and your center bring to your community you serve that you could share/teach to other Utah SBDC regions.

Please share your thoughts and related benefits to be derived by the network.

Response (most recent of 5)

|   | Date                   |
|---|------------------------|
| BEAR program, customer service training,  | 12/31/2008 11:17:40 AM |
| Using articles to increase our credentials.   | 12/17/2008 12:25:52 PM |
| BEAR  | 12/16/2008 4:46:25 PM  |
| I'm not sure if I have many strengths, that others don't already have or more. But I do understand banking and can help people prepare to seek financing. I feel I am able to add to the fastTrac Growth Venture classes due to my banking background and | 12/12/2008 3:38:49 PM  |
| I can do everything for everybody. I learned that from my clients over the years. In reality, I think my skills are equivalent to the skill set of other RD's.  | 12/11/2008 11:41:14 AM |

[All Responses](#)

8. Please list specialized skills and training you and your center need to be more effective and efficient.

Please include suggestions of training programs as well as skills.

Response (most recent of 7)

|   | Date                   |
|---|------------------------|
| organizational skills to help organize what needs to be done, and how. I know it is difficult for us were we work directly with CEU, and can't seem to get financial reports, and work with the billing department. Other than that I'm not sure. | 12/31/2008 11:17:40 AM |
| How to operate in a virtual environment: Telecommunication skills, online/web based resources, distance education/training options, technology to support virtual mentoring/coaching, etc.  | 12/23/2008 5:24:15 PM  |

|  |                           |
|--|---------------------------|
| Selling to the government  | 12/17/2008<br>12:25:52 PM |
| QuickBooks, E-Commerce, Market Analysis/Research   | 12/17/2008<br>12:19:25 PM |
| business valuation, how to properly evaluate a business for it weaknesses, growth models,  | 12/16/2008 4:46:25 PM     |
| I am improving my all around computer skills and want to continue to do so.  | 12/12/2008 3:38:49 PM     |
| I would like to find more training in customer service directed at the tourist industry. I would like to develop something like the old Super-Host program. If that could be developed by our network and THEN partnered with the state tourism people | 12/11/2008<br>11:41:14 AM |

[All Responses](#)

9. Please list the Utah SBDC network (statewide) strengths.

One way we will use this question results is to clarify our program value proposition.

| Response (most recent of 7)  | Date                      |
|--|---------------------------|
| Qualified and dedicated team   | 1/8/2009 12:30:21 PM      |
| n/a  | 12/31/2008 11:17:40 AM    |
| 1. The ability to create and innovate. 2. The willingness to support and help each other as a network. 3. Regional champions who pursue, develop and implement programs and services of relevance. 4. A highly committed, loyal and capable team. 5. | 12/23/2008 5:24:15 PM     |
| We are a part of the community.  | 12/17/2008<br>12:25:52 PM |
| becoming more consistant, most counselors are qualified to advise, we all have an area of speciality if we would just rely on each other.  | 12/16/2008 4:46:25 PM     |
| I am not sure if I am that familiar what all of the strengths are. I know that Alan, does 7 habits Mark, does Dashboard Lenn, does BizSmart and that is about it.  | 12/12/2008 3:38:49 PM     |
| We have qualified people dedicated to the success of economic development in their areas. We work very well together as regions. We have few (if any) empire builders that aren't willing to work as a team.   | 12/11/2008<br>11:41:14 AM |

[All Responses](#)

10. Please list formal or informal partnerships your center and the state SBDC maintain make the most difference in moving to our strategic goals.

A simple list in priority sequence would be most helpful.

| Response (most recent of 8)   | Date                   |
|---|------------------------|
| Host institution, economic development, chamber of commerce, banks  | 1/8/2009 12:30:21 PM   |
| n/a   | 12/31/2008 11:17:40 AM |
| 1. Higher Education 2. Public (Not-for-Profit) and Private (For-Profit) Entities 3. National Industry Associations 4. Federal Government (SBA, USDA) 5. State Government (GOED) | 12/23/2008 5:24:15 PM  |
| I still believe the banks are my most important partners and I have not been doing a good job of communicating with them.   | 12/17/2008 12:25:52 PM |

1. SCORE 2. Local Community Development 3. Banks and Credit Unions  
 BEAR, Coutny Economic developers, chamber of commerce, local banks, city economic developers/managers,  
 I am not aware of what those are. Alan, might know.  
 The most effective partnerships at my level of the SBDC are those local partnerships with local entities. In priority of impact to the program... Chambers DWS  
 AOG County Economic Development  
[All Responses](#)

12/17/2008 12:19:25 PM  
 12/16/2008 4:46:25 PM  
 12/12/2008 3:38:49 PM  
 12/11/2008 11:41:14 AM

11.  
 What do you think all Utah SBDC regional centers offer or have in common that we can brag about?  
 Response (most recent of 8)

Dedication, community oriented, knowledge/education  
 n/a  
 Programs of relevance that have made a difference in each of the individual areas and state-wide.  
 We are part of the community.  
 Experience and Education  
 Trainings, knowledge base, accessiblity,  
 Hard working, intelligent, and dedicated people.  
 I'm not sure of the best way to word this so it isn't offensive to some stakeholder. I think one of the greatest things this organization has accomplished over it's existence is the level of service to the community that we have been able to maintai

Date  
 1/8/2009 12:30:21 PM  
 12/31/2008 11:17:40 AM  
 12/23/2008 5:24:15 PM  
 12/17/2008 12:25:52 PM  
 12/17/2008 12:19:25 PM  
 12/16/2008 4:46:25 PM  
 12/12/2008 3:38:49 PM  
 12/11/2008 11:41:14 AM

[All Responses](#)

12. Please respond to the following statements:

We are effective at targeting those clients where our services can make the most difference.

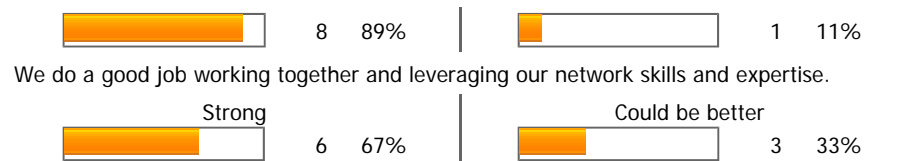


We generally do a good job of providing needed training to the communities we serve.



Our network has a shared vision.





13. In what areas is our program weak, areas of specialized knowledge, skills, resources, strategies...?

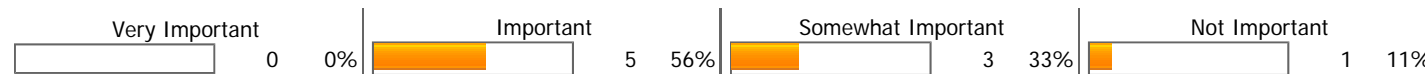
Please list the areas of greatest weakness first.

| Response (most recent of 5)   | Date                   |
|---|------------------------|
| n/a   | 12/31/2008 11:17:40 AM |
| Statewide marketing efforts   | 12/17/2008 12:25:52 PM |
| Practical marketing expertise, we have plenty theoretical expertise. Access to market research tools. | 12/17/2008 12:19:25 PM |
| we do not rely on each other enough, no buy in from the state, are not respected for our skills,      | 12/16/2008 4:46:25 PM  |
| Not aware of any.   | 12/12/2008 3:38:49 PM  |

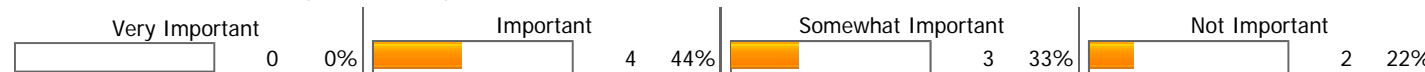
[All Responses](#)

14. We have numerous potential projects that are, will or can facilitate improvement in our program and mitigate weaknesses as well as generate new fee income. What areas should be targeting?

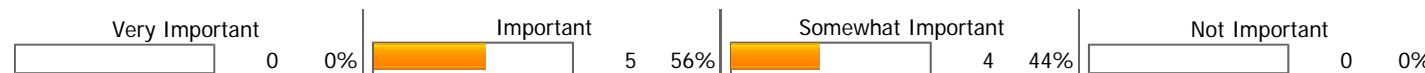
Client assessments



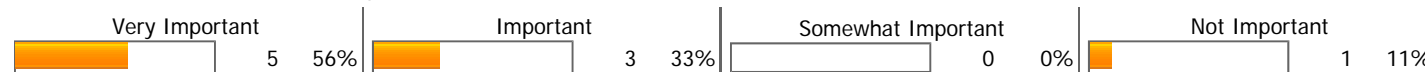
BizSmart-Entrepreneur training for other target industries



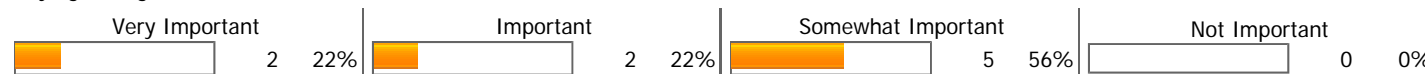
MBA small business review-where MBA students would work with clients



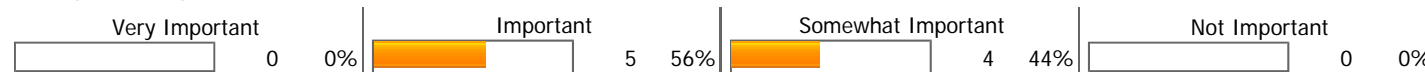
Small business turnaround consulting



Buying/selling a business

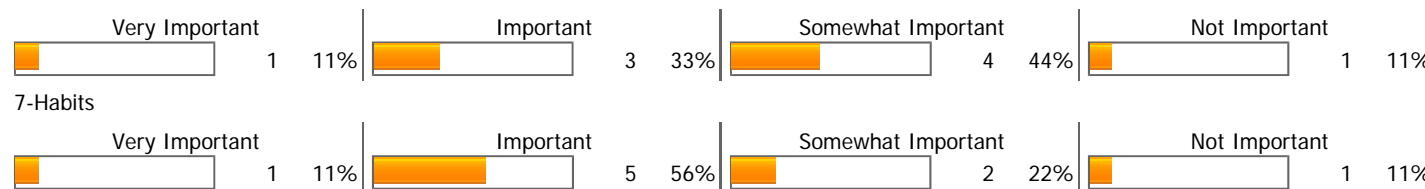


Strategic Planning facilitation services



360 Surveys





15. Please list other projects that we should or could pursue that would help address our weaknesses.

Please be specific and if possible include the value of the proposal.

Response (most recent of 4)

n/a

Date

12/31/2008

11:17:40 AM

I believe the strongest potential for success state-wide is to pursue, at least in part, programs and services of relevance at the regional level. This is where the rubber meets the road. The strongest and most enduring programs are potentially those

12/23/2008 5:24:15 PM

Taking the Ethan's BEAR program to other areas.

12/17/2008

12:25:52 PM

I can only speak for myself and know that most of my weaknesses are computer related. So, that is why I am focused on continuing my computer training for myself, i.e. excel, access, word 2007. Other areas would be computer graphics.

12/12/2008 3:38:49 PM

PM

[All Responses](#)

16. Please list the Utah SBDC organization opportunities you think need to be included or considered for our long-range plans.

Response (most recent of 5)

n/a

Date

12/31/2008 11:17:40 AM

Regional sites who are hungry to make a difference, have an impact.

12/23/2008 5:24:15 PM

Cross region activity and marketing of the program on a statewide level.

12/17/2008 12:25:52 PM

I think a marketing plan to inform our client base about what resources are available for their benefit and growth. Also, better information and training regarding who our partners are and what they do.

12/12/2008 3:38:49 PM

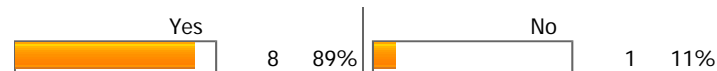
In the future, even though clients prefer face-to-face counseling, the trend will be towards online counseling. We need to stay on the frontline of that effort.

12/11/2008 11:41:14 AM

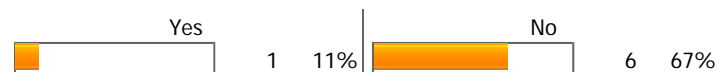
[All Responses](#)

17. Please indicate who you currently partner with from the following list:

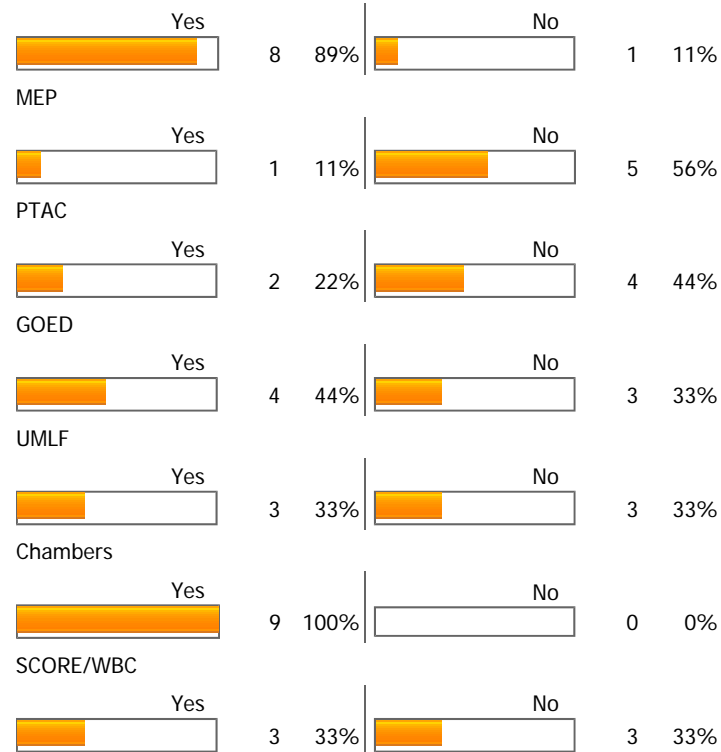
Custom Fit



STIT



Area economic development managers



18. Please list other partners not listed above.

Please note the importance to your community of these relationships.

Response (most recent of 7)

BEAR, United Way

Date

12/31/2008  
11:17:40 AM

Commercial Businesses, Higher Education, Industry Associations, Not-for-Profit Community and Economic Development Entities

12/23/2008 5:24:15 PM

I have many relationships that are not full partnerships.

12/17/2008  
12:25:52 PM

These relationships are very important. SCORE has been an exceptionally great resource for finding clients who are better situated for SBDC services. A more directed approach to involve lending institutions.

12/17/2008  
12:19:25 PM

BEAR

12/16/2008 4:46:25 PM

I partner with Snow College's Auto Dept. to provide UHP Cetification Training for our local businesses. Also, I partner with USU, to assist in providing Quick Book training to our local farmers, ranchers, and business men and women.

12/12/2008 3:38:49 PM

12/11/2008

|  |                        |
|--|------------------------|
| Workforce Services, Associations of Governments<br><a href="#">All Responses</a>   | 11:41:14 AM            |
| <hr/>  |                        |
| 19. Please list opportunities you think the Utah SBDC Network should pursue in our updated strategic plan.<br>Please include the value for each.<br>Response (most recent of 4)  | Date                   |
| n/a  | 12/31/2008 11:17:40 AM |
| 1. Partnerships with higher education in the delivery of programs and services. 2. Partnerships with industry and business.  | 12/23/2008 5:24:15 PM  |
| Sorry, no thoughts   | 12/17/2008 12:25:52 PM |
| I wonder if the bond is as strong state wide with Custom Fit, as it is with Snow College. It has been a great enhancement and provides strength to have CFT and the SBDC over-lap.<br><a href="#">All Responses</a>  | 12/12/2008 3:38:49 PM  |
| <hr/>  |                        |
| 20. Please list the major threats to your center operation as a productive SBDC.<br>On each risk, please note why it should be addressed.<br>Response (most recent of 7)   | Date                   |
| I think the SBDC's are a well-kept secret. We need to get the word out that we are here and willing and able to help   | 1/8/2009 12:30:21 PM   |
| n/a  | 12/31/2008 11:17:40 AM |
| 1. Financial resources to develop, implement and maintain programs and services. Why: It is the fuel that keeps the fire burning.  | 12/23/2008 5:24:15 PM  |
| The start up business has always been the mainstay. There is not much opportunity to start a business right now, so I have to have a substantive program for the existing business beyond writing a business plan.   | 12/17/2008 12:25:52 PM |
| State cuts to the colleges.  | 12/16/2008 4:46:25 PM  |
| I think the biggest threat to our SBDC is the lack of funding available to allow us to do what we need to do as far as customer awareness, knowledge of resources and marketing and advertisement programs to make our customers more aware of what is ava | 12/12/2008 3:38:49 PM  |
| The greatest risk my center faces is the current economic crisis and the related restrictions on loans. Even though I'm still doing the work and my clients are still ready to go into business, the increased down payment, higher credit standards, and  | 12/11/2008 11:41:14 AM |
| <a href="#">All Responses</a>  |                        |
| <hr/>  |                        |
| 21. What are the major risks to the Utah SBDC Network?<br>To clarify the risks, please note why you're including it on the list.<br>Response (most recent of 7)  | Date                   |
| n/a  | 12/31/2008 11:17:40 AM |
| 1. Lack of contribution, failure to add value to our host institutions. Given the current budget crisis in higher education state-wide, this is potentially a serious risk.  | 12/23/2008 5:24:15 PM  |
| 2. Low levels of economic impact. Given the economic circumstances at both   | PM                     |

Well funding is always a risk, but not one that I worry about too much. I think credentials is are biggest concern. 12/17/2008 12:25:52 PM

Funding 12/17/2008 12:19:25 PM

buy in from the state 12/16/2008 4:46:25 PM

Again, funding and communication, is what I see to be on the top of my list. Maybe it is just me and I need to be aware of how to be more in the loop of what is going on. 12/12/2008 3:38:49 PM

The same credit crisis risk I stated earlier. 12/11/2008 11:41:14 AM

[All Responses](#)

22. Regarding risks, what additional concerns should we consider in our strategic planning process?

Please be as specific as possible.

| Response (most recent of 3)  | Date                   |
|--|------------------------|
| n/a  | 12/31/2008 11:17:40 AM |
| How to shift our programs with the community needs.  | 12/17/2008 12:25:52 PM |
| Program income is more of a concern than ever, with all the budget cuts that are taking place. | 12/12/2008 3:38:49 PM  |

[All Responses](#)

23. What other trends do you feel the Utah SBDC program should be proactively learning about and adopting for our own use?

Are there any trends you can see that we should consider in our strategic plans?

| Response (most recent of 6)  | Date                   |
|--|------------------------|
| n/a  | 12/31/2008 11:17:40 AM |
| 1. The increasing trend to outsource in almost all functions of business, health care and government. 2. The growing desire nation-wide to bring offshore work back home. 3. The emergence of virtual businesses where geography and even economic | 12/23/2008 5:24:15 PM  |
| I just keep wanting a deeper level of assistance. Don't know how to get there.   | 12/17/2008 12:25:52 PM |
| E-Commerce and utilizing web technologies. Progress has definitely been made.  | 12/17/2008 12:19:25 PM |
| E-Learning   | 12/15/2008 9:32:45 AM  |
| I think that e-commerace needs to be a State wide skill.   | 12/12/2008 3:38:49 PM  |

[All Responses](#)