

QuickTime™ and a  
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# Putting it All together

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- Timing is Everything
- Hurdles or Roadblocks
- Show Me the Money
- Call Me Irresistible



## Timing is Everything

- Farmers interested in adding value
- Minnesota model existed
- Potential investors' frame of mind was right
- Monies available from potential investors



## Hurdles or Roadblocks

- Identifying Board Members
  - Need to...
    - Work well together
    - Possess complimentary skill sets
    - Represent large geographic area
- Maintaining the Timeline
  - Minimize slippage



## Hurdles or Roadblocks

- Startup Costs
  - Don't underestimate the cost of putting the project together
    - Feasibility study
    - Legal fees for organizing
    - Permitting costs
    - Fund raising costs
    - Staff costs



## Show Me the Money

- Sources of fund
  - Grants
  - Seed stock



## Call Me Irresistible

- Conduct Feasibility study
- Build network
- Develop business plan
- Select site
- Identify quality builder
- Emphasize strong points
- Present realistic ROI



## Questions?

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