



# THE BUSINESS DEVELOPMENT COMPANY

*Capital for all the right reasons.*



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## Chances are...

Although its far more likely that you will perish in an asteroid apocalypse than win the Mega Millions Lottery, people still buy tickets. [link](#)

Here are some other things we continue to do, despite unlikely odds.

We continue to be afraid of shark attacks even though we are 4.5 times more likely to be killed by a cow, 6 times more likely to be killed by ants, and 26 times more like to be killed by a deer. [link](#)

Did you know that you are slightly less likely to injure yourself shaving than you are to be wrongfully "convicted" of a crime? For those of you who nick yourself frequently, watch out!

For all those of dating age, it's important for you to know that you're almost 4 times more likely to be accidentally declared dead by the IRS than to date a supermodel. [link](#)

But, odds are funny. No matter what they are, there always seems to be someone who beats them.



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## WHAT ARE THE ODDS? A GREAT DAY AT THE TRACK

I imagine picking four winning horses in thirteen races at the track. That would be a great run!

Well, on March 15th, The Business Development Company was privileged to see four of our current or former borrowers acknowledged by PBN as winners in their respective manufacturing categories. So join us in congratulating all of the 2016 Manufacturing Award Winners.

- John Hazen White, Jr. - Strategic Leadership Award
- Tanury Industries, for Overall Excellence, more than 150 employees
- National Marker Co., Overall Excellence, 50-150 employees
- Custom Design Inc., Overall Excellence, fewer than 50 employees
- Red Hed Manufacturing Inc., Collaboration in Manufacturing
- Agcore Technologies LLC, Emerging Manufacturer
- Edesia, Exporting Excellence
- Bouckaert Industrial Textiles, Green Manufacturing Excellence
- Parmatech Proform, Lean Manufacturing Excellence
- Life Wear Technologies LLC, Product Innovation & Design
- AstroNova, Safety Performance & Records Excellence
- Epec Engineered Technologies, Supply Chain Excellence
- Hope Valley Industries, Workforce Development & Productivity Excellence

Source: [click here](#).

## HOW TO HAVE A WINNING IDEA

In an interesting Blog by Dianne Collins, she uses the metaphor of Thoroughbred Racing to demonstrate what characterizes a winning idea. As she states, you must enter the race and you must have a strategy, but she points out ten other distinctions in her blog entry (found at this [Link](#) ).

1. Respect the idea as an investment.
2. Protect it.
3. Stand behind it.
4. Explore what your idea tells you.
5. Adjust the path of your idea to keep it strong.
6. Make sure your idea has a clear strategy
7. Every idea must have continued support to maintain peak performance.
8. Your passion and perspective provides a clear purpose for your idea.
9. Surround your idea with quality relationships.
10. Keep your mind open so that your idea can grow and expand.

If you or someone you know has a local small business who needs funding, let us know. Referrals are our best source of new business!

Sincerely,

Peter Dorsey  
President  
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