

# Central Region

## Small Business Development Center

### Central Region SBDC Success Story

#### Becker Screen Print & Embroidery

was established in May 2013 by Dean and Julie Wall in Becker, MN. Dean had worked in the industry and for other screen printers for 25+ years when he and Julie decided to start their own shop. Dean is experienced in all phases of the business, but is particularly known for his creative and unique designs. Julie brought her administrative skills to the venture. She's famous for insisting on high quality processes and services. It didn't take long for the business to blossom.



Originally, they rented space close to Highway 10 in Becker but within 2 years they had out-grown that location. They purchased a building a block away that allowed them to expand their screen printing and introduce more equipment. Since then they have added two large automated machines to keep up with growing demand.

What began as a four person shop has swelled to 12 employees. The majority of sales are generated through branding for specialty groups that have large orders of apparel shipped to Becker Screen Print, who then imprints custom designs on the front, back or sleeve. Some familiar end users are Caribou Coffee, Sturgis, St. Cloud State, NDSU, and Capella University.

Dean says, "Our start up and continued growth would not have been possible without the involvement of the SBDC. Particularly Bruce Thielman, our consultant, who drives out to see us on a monthly basis. We go over all aspects of the business with him. He has been involved in our major strategic decisions and even smaller problems as they came up." Becker Screen Print & Embroidery has seen sales increase monthly and is very proud to have been profitable after 24 months.



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# 2016 HIGHLIGHTS



**\$18.1M**

Capital Accessed  
for Business  
Investment

**484**

Jobs Created  
and Saved



**19**

New  
Businesses  
Created

**3,177**

Hours of  
Consulting  
Services



**254**

Entrepreneurs  
and Businesses  
Served

**\$5.6M**

Business  
Revenue  
Increased

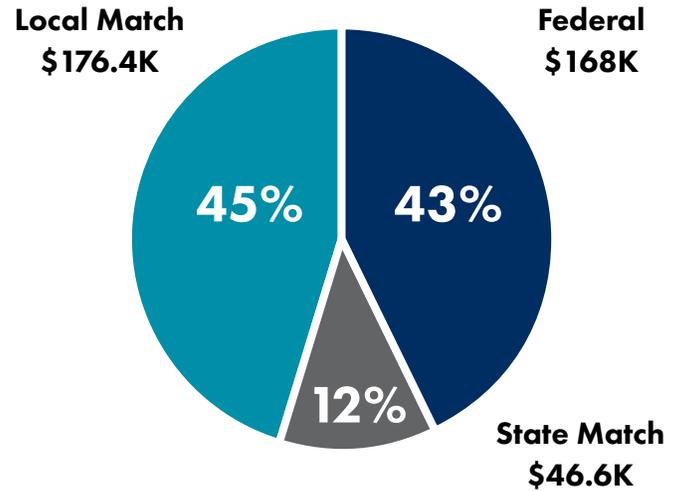


# Central Small Business Development Center

## Partners in Success

Our partners share in the vision for Minnesota's business success and recognize the positive relationship between nurturing small business and the well-being of their communities, regions and the state. Funding for the program comes from the U.S. Small Business Administration, the Minnesota Department of Employment and Economic Development, and our most important local partners—the institutions of higher learning that host our regional centers. Other local funding partners include many community lenders, economic development organizations, corporate donors, and private individuals. We're so grateful for their incredible continuing commitment to this program. Together, we are helping businesses grow, start, and succeed.

## 2016 Central SBDC Funding



## Central SBDC Funding Partners

### HOST INSTITUTION



ST. CLOUD STATE  
UNIVERSITY



**K&C Foreign Auto Imports** was the 2012 MN Central Region SBDC success story. Since then, managing partner, C Chanthkhammy, has continued to meet regularly with SBDC Consultant Bruce Thielman.

Together, they have developed strategies for effective change resulting in a doubling of sales, increased efficiencies and a better understanding of their market.

They have been able to obtain two SBA loans to expand their business and are currently working to secure another. If successful the funding will enable greater growth, significantly improve process flow, and ultimately increase sales.



[www.mnsbdc.com](http://www.mnsbdc.com)

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