

Twin Cities

Small Business Development Center

Twin Cities Region SBDC Success Story

Mohamed Omer came to the United States in 2001 from Kenya. He was able to speak six languages, and he found work with Ramsey County Human Services. During a potluck lunch one day, Mohamed brought in sambusa, an East African triangular pastry stuffed with beef or other meat. The reaction of his co-workers was so favorable, he began thinking that it may be a viable business.



In 2015, he began selling sambusa in U of M Farmers Markets, and in 2016 he acquired a food truck and began selling in downtown Minneapolis, St. Paul, and at U of M Farmers Markets. His next opportunity came about as Metro State University in St. Paul solicited bids to operate its on-campus food service operation. Mohamed's banker suggested that he work with the SBDC to develop a comprehensive proposal. The SBDC worked with Mohamed to create a successful

proposal, and in the fall of 2016 **Alimama's Mediterranean Grill** opened at Metro State University.

"The SBDC was most helpful with my proposal and I welcome their guidance as we continue to grow," says Mohamed. The SBDC is now working with Mohamed to acquire two more food trucks to cover a greater area across the Twin Cities, and Alimama's was recently chosen as a vendor for the Vikings' new US Bank Stadium.

In just its fourth year of operation, the company has grown to run two five person crews of full-time employees. The plan is to continue its path of measured growth in the coming years, and provide more good-paying jobs and delicious food to the community.



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2016 HIGHLIGHTS



\$1.6M

Capital Accessed for Business Investment

748

Jobs Created and Saved



12

New Businesses Created

3,878

Hours of Consulting Services



476

Entrepreneurs and Businesses Served

\$7.3M

Business Revenue Increased

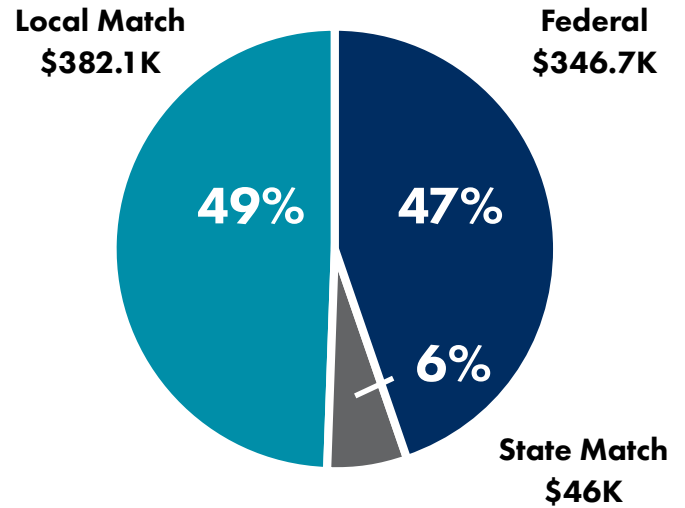


Twin Cities Small Business Development Center

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 Twin Cities SBDC Funding



Twin Cities SBDC Funding Partners

HOST INSTITUTION



PLATINUM PARTNERS



Neighborhood
Development
Center



www.mnsbdc.com

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