Minnesota Small Business Development Centers

Helping Businesses Start, Grow and Succeed
Who We Are

The Minnesota Small Business Development Center (MnSBDC) network philosophy is based on the principle that helping our small businesses is critical to our economy and the quality of our communities. We offer customized technical assistance and support to businesses at any point in their entire life cycle, from start-up to growth to exit strategies.

Our Services

MnSBDC program services are focused in professional business consultation and training. Our professional business consultants provide confidential assistance at no cost to entrepreneurs and small business owners throughout Minnesota. Below are just some of the areas in which they provide relevant and sound advice:

- Start-up assistance
- Business plan development
- Access to capital and loan packaging
- Business operations
- Cash flow management and financial analysis
- Bookkeeping and accounting systems
- Marketing plan development and market research
- Website development/social media/eCommerce
- Buying or selling a business
- Business valuation and succession planning
- Export/international trade assistance
- Turn-around assistance for struggling businesses

State Advisory Board

<table>
<thead>
<tr>
<th>Name</th>
<th>Title/Region</th>
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<tbody>
<tr>
<td>Connie Christenson</td>
<td>Economic Dev Director, Carlton County EDA, Northeast Region</td>
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<tr>
<td>Douglas Fahrforth</td>
<td>Owner, Blue Star Power Systems, Inc., South Central Region</td>
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<td>Peter Nelson</td>
<td>Business Consultant, North Central Region</td>
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<td>Dan Totushek</td>
<td>President, Dan &amp; Jerry’s Greenhouse, Central Region</td>
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<td>Diane Quinn</td>
<td>Owner, Kitchens and Beyond, Southeast Region</td>
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<td>Dale Umlauf</td>
<td>Vice President, West Central Initiative, West Central Region</td>
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<tr>
<td>Terri Wood</td>
<td>Owner, Woody’s Trucking, Inc., Southwest Region</td>
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<td>Nancy Libersky</td>
<td>District Director, U.S. Small Business Administration</td>
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L to R: Dale Umlauf, Bruce Strong, Connie Christenson, Dan Totushek, Terri Wood, Diane Quinn, Doug Fahrforth, Peter Nelson, Nancy Libersky

2017 STATEWIDE HIGHLIGHTS

- $6.78 Return on investment for every $1 invested in the program
- 5,814 Jobs created and saved
- 213 New businesses created
- 3,445 Entrepreneurs and businesses served
- $124.6M Capital accessed for business investment
- 35,326 Total hours of consulting services
- $80.7M Business revenue increased
- 94% Clients would recommend the SBDC to other business persons

Partners in Success

Our partners share in the vision for Minnesota’s business success and recognize the positive relationship between nurturing small businesses 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 start, grow, and succeed.

2017 Funding

- Federal $2M
- State Match $560.7K
- Local Match $1.9M

45% 43% 12%
Regional Service Centers

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