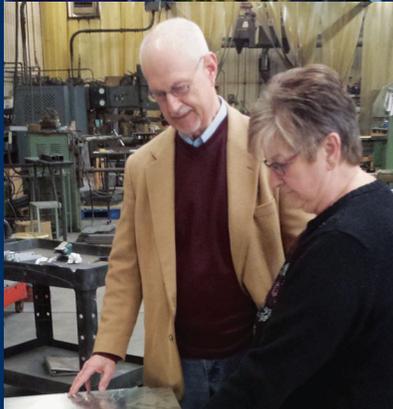


2017 Annual Report



# Minnesota Small Business Development Centers



*Helping  
Businesses  
Start, Grow  
and Succeed*



SBDC consultant, Tom Willett assisted Rose Ryan, owner of Northpost, Inc. with the implementation of the principals of the Entrepreneurial Operating System® in their business to better manage additional growth. The company has survived and grown despite the hardships faced in the manufacturing industry.

## Who We Are

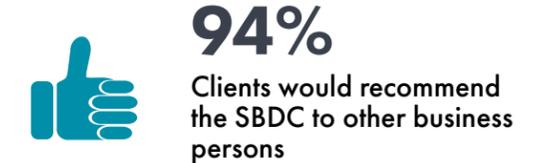
The Minnesota Small Business Development Center (MnSBDC) network philosophy is based on the principle that helping our small businesses is critical to our economy and the quality of our communities. We offer customized technical assistance and support to businesses at any point in their entire life cycle,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

# 2017 STATEWIDE HIGHLIGHTS



## State Advisory Board

**Connie Christenson**  
Economic Dev Director  
Carlton County EDA  
Northeast Region

**Diane Quinn**  
Owner  
Kitchens and Beyond  
Southeast Region

**Douglas Fahrforth**  
Owner  
Blue Star Power Systems, Inc.  
South Central Region

**Dale Umlauf**  
Vice President  
West Central Initiative  
West Central Region

**Peter Nelson**  
Business Consultant  
North Central Region

**Terri Wood**  
Owner  
Woody's Trucking, Inc.  
Southwest Region

**Dan Totushek**  
President  
Dan & Jerry's Greenhouse  
Central Region

**Nancy Libersky**  
District Director  
U.S. Small Business Administration



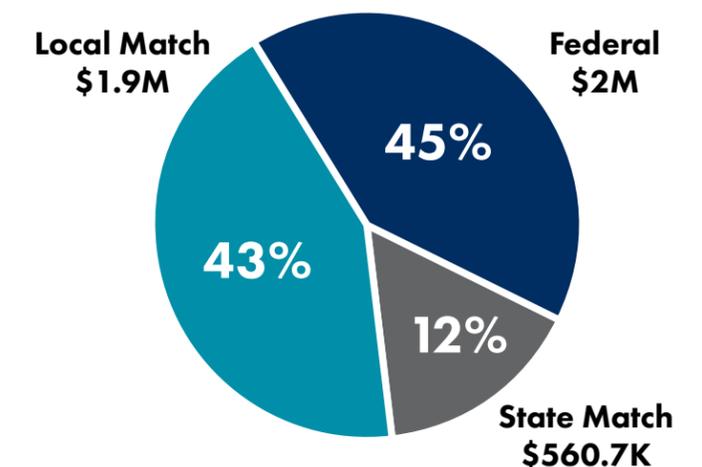
L to R: Dale Umlauf, Bruce Strong, Connie Christenson, Dan Totushek, Terri Wood, Diane Quinn, Doug Fahrforth, Peter Nelson, Nancy Libersky

## 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



# Regional Service Centers

## **NORTHWEST**

University of Minnesota Duluth  
Center for Economic Development  
201 3rd Street NW  
Bemidji, MN 56601  
Phone: 218.755.4255  
nwsbdc@d.umn.edu

## **NORTH CENTRAL**

Central Lakes College  
Business & Industry Center  
501 West College Drive  
Brainerd, MN 56401  
Phone: 218.855.8140  
gbergman@clcmn.edu

## **NORTHEAST**

University of Minnesota Duluth  
Center for Economic Development  
11 Superior Street, Suite 210  
Duluth, MN 55802  
Phone: 218.726.7298  
umdced@d.umn.edu

## **WEST CENTRAL**

Concordia College  
901 8th Street South  
Moorhead, MN 56562  
Phone: 218.299.3037  
sbdc@cord.edu

## **CENTRAL**

St. Cloud State University  
355 5th Avenue South  
St. Cloud, MN 56301  
Phone: 320.308.4842  
klross@stcloudstate.edu

## **TWIN CITIES METRO AREA**

University of St. Thomas  
Terrence Murphy Hall 100  
1000 LaSalle Avenue  
Minneapolis, MN 55403  
Phone: 651.962.4500  
smallbusiness@stthomas.edu

## **SOUTHWEST**

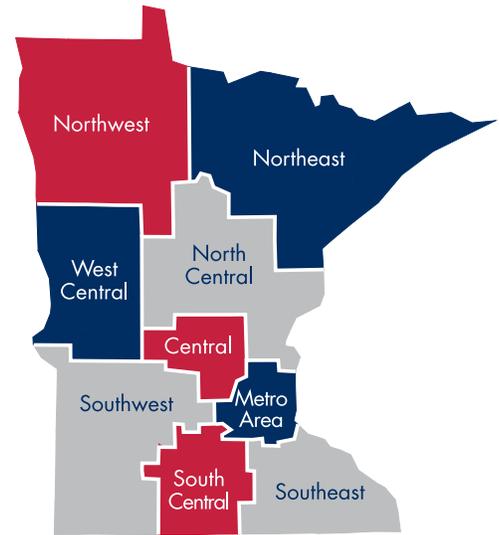
Southwest Minnesota  
State University  
1501 State Street  
Science and Technology Building  
Room 201  
Marshall, MN 56258  
Phone: 507.537.7386  
sbdc@smsu.edu

## **SOUTH CENTRAL**

Minnesota State University, Mankato  
424 North Riverfront Drive, Suite 210  
Mankato, MN 56001  
Phone: 507.389.8875  
julie.nelson@mnsu.edu

## **SOUTHEAST**

Rochester Community &  
Technical College  
Heintz Center  
1926 College View Road SE  
Rochester, MN 55904  
Phone: 507.285.7536  
semnsbdc@gmail.com



## **STATE OFFICE (Administrative only)**

Minnesota Department of Employment  
and Economic Development/SBDC  
1st National Bank Building  
332 Minnesota Street  
Suite E200  
St. Paul, MN 55101-1351  
Phone: 651.259.7423  
Toll free: 877.653.8333  
deed.mnsbdc@state.mn.us



U.S. Small Business  
Administration



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

Funded in part through a Cooperative Agreement with the U.S. Small Business Administration, Minnesota Department of Employment and Economic Development and regional support partners. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the program sponsors. Programs are open to the public on a nondiscriminatory basis. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance.