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 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

2018 Funding

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Local Match</td>
<td>$2M</td>
</tr>
<tr>
<td>Federal</td>
<td>$2.1M</td>
</tr>
<tr>
<td>State Match</td>
<td>$609.4K</td>
</tr>
</tbody>
</table>

2018 HIGHLIGHTS

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Return on Investment for Every $1 Invested in the Program</td>
<td>$5.80</td>
</tr>
<tr>
<td>New Businesses Created</td>
<td>228</td>
</tr>
<tr>
<td>Jobs Created and Saved</td>
<td>8,160</td>
</tr>
<tr>
<td>Capital Access for Business Investment</td>
<td>$135.8M</td>
</tr>
<tr>
<td>Business Revenue Increased</td>
<td>$20.1M</td>
</tr>
<tr>
<td>Entrepreneurs and Businesses Served</td>
<td>3,738</td>
</tr>
<tr>
<td>Total Hours of Consulting Services</td>
<td>37,029</td>
</tr>
<tr>
<td>Clients Would Recommend the SBDC to other Business Persons</td>
<td>94%</td>
</tr>
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Client Spotlight
Justin and Wendy McKinney, owners of The Dog House, were interested in conducting a feasibility study and needed assistance in starting a business, so they contacted the Southwest SBDC. The SBDC coordinated with students employed by the Southwest Marketing Advisory Center to conduct focus groups to determine what the community was looking for when boarding their dogs.

The business opened in 2017, offering a secure facility. Services include a premier boarding kennel and doggie daycare services, designed to improve a dog’s quality of life in a nurturing environment. “When people inquire how we got started, we always direct them to the SBDC,” Wendy said.

State Advisory Board

<table>
<thead>
<tr>
<th>Name</th>
<th>Title/Region</th>
</tr>
</thead>
<tbody>
<tr>
<td>Paul Bugbee</td>
<td>Business Owner, Bug-Bee Hive Resort, Central Region</td>
</tr>
<tr>
<td>Connie Christenson</td>
<td>Retired, Northeast Region</td>
</tr>
<tr>
<td>Douglas Fahrforth</td>
<td>Business Owner, Blue Star Power Systems, Inc., South Central Region</td>
</tr>
<tr>
<td>Peter Nelson</td>
<td>Business Consultant, North Central Region</td>
</tr>
<tr>
<td>Kwame Osafo-Addo</td>
<td>Program Manager, Legal Corps, Twin Cities Region</td>
</tr>
<tr>
<td>Diane Quinn</td>
<td>Business Owner, Kitchens and Beyond, Southeast Region</td>
</tr>
<tr>
<td>Dale Umlauf</td>
<td>Economic Dev Consultant, West Central Region</td>
</tr>
<tr>
<td>Terri Wood</td>
<td>Business Owner, Woody’s Trucking, Inc., Southwest Region</td>
</tr>
<tr>
<td>Brian McDonald</td>
<td>Deputy District Director, U.S. Small Business Administration</td>
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</tbody>
</table>

A huge thank you to Dan Totushek, and Nancy Libersky, exiting members of the board.
Regional Service Centers

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