



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

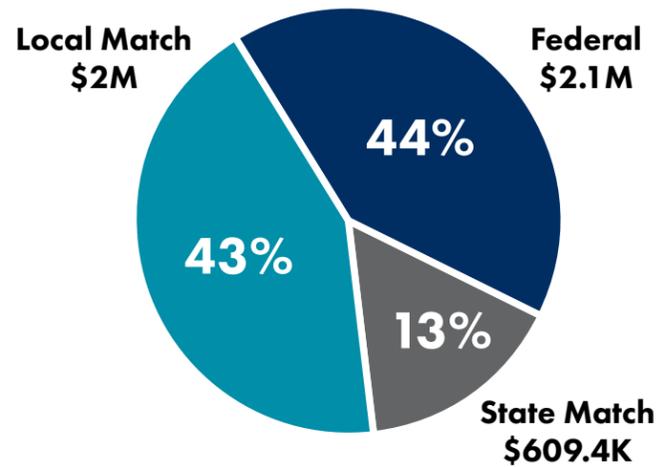
MnSBDC program services are focused in professional business consultation and training. Our professional business consultants provide confidential assistance at no cost to entrepreneurs and small business owners throughout Minnesota. Below are just some of the areas in which they provide relevant and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

Partners in Success

MnSBDC owes its success to the support of a broad array of public and private partners who recognize the value of the SBDC program, including the SBA, colleges and university host institutions, lenders, local community partners, and state government. We're so grateful for their incredible continuing commitment to this program. Together, we are helping businesses start, grow, and succeed.

2018 Funding



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

Paul Bugbee

Business Owner
Bug-Bee Hive Resort
Central Region

Connie Christenson

Retired
Northeast Region

Douglas Fahrforth

Business Owner
Blue Star Power Systems, Inc.
South Central Region

Peter Nelson

Business Consultant
North Central Region

Kwame Osafo-Addo

Program Manager
Legal Corps
Twin Cities Region

Diane Quinn

Business Owner
Kitchens and Beyond
Southeast Region

Dale Umlauf

Economic Dev Consultant
West Central Region

Terri Wood

Business Owner
Woody's Trucking, Inc.
Southwest Region

Brian McDonald

Deputy 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

Not Pictured: Paul Bugbee and Kwame Osafo Addo

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

2018 HIGHLIGHTS

\$5.80



Return on Investment for Every \$1 Invested in the Program

228



New Businesses Created

8,160



Jobs Created and Saved

\$135.8M



Capital Accessed for Business Investment

\$20.1M



Business Revenue Increased

3,738



Entrepreneurs and Businesses Served

37,029



Total Hours of Consulting Services

94%



Clients Would Recommend the SBDC to other Business Persons

Regional Service Centers

NORTHWEST

University of Minnesota Duluth
Center for Economic Development
201 3rd Street NW
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NORTH CENTRAL

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NORTHEAST

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WEST CENTRAL

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CENTRAL

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TWIN CITIES METRO AREA

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SOUTHWEST

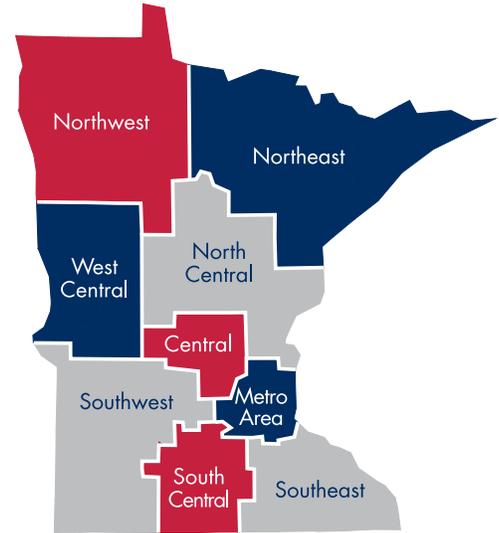
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SOUTH CENTRAL

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SOUTHEAST

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U.S. Small Business
Administration



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