

MINNESOTA SMALL BUSINESS DEVELOPMENT CENTERS



*Helping
Businesses
Grow
and
Succeed*



THE MINNESOTA SMALL BUSINESS
DEVELOPMENT CENTERS
ADVISORY BOARD



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Economic Development Director
Carlton County EDA
Northeast Region



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Executive Director
Pine Island EDA
Southeast Region

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South Central Region



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Northwest Region



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Retired
Twin Cities Region



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Business Consultant
North Central Region



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Executive Vice President
Rural Computer Consultants
Southwest Region

DAN TOTUSHEK
President
Dan & Jerry's Greenhouse
Central Region



DALE UMLAUF
Vice President
West Central Initiative
West Central Region



NANCY LIBERSKY
District Director
U.S. Small Business Administration

*Thanks is given to Jill J. Johnson and
Carie Fuhrman, exiting members of the board.*

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 three primary areas – professional business consultation, training, and access to capital. 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

We don't provide direct financing, but can help you identify funding sources and access all types of capital including SBA loans, private bank loans, microloans and venture capital.

Our Clients

Our clients cover the spectrum – women, veterans, minorities, experienced, novices, young, old and in between. We've included just a few success stories, but here's what our clients say about the help they got from the MnSBDC:

- 88% said the services they received were beneficial
- 93% would recommend the MnSBDC to other business owners

Partners In Success

Our partners share in the vision for Minnesota's business success and recognize the direct positive relationship between nurturing small business and the well-being of their communities, regions and the state as a whole. Funding for the program comes from the U.S. Small Business Administration, the Minnesota Department of Employment and Economic Development, the institutions of higher learning that host our regional centers, 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 entrepreneurs and businesses grow and succeed.

2014 MINNESOTA SBDC HIGHLIGHTS



3,367 Entrepreneurs/
Businesses Served



35,830 Total Hours of
Consulting Services



7,828 Jobs Created and Saved



\$104.2M Capital Accessed for
Business Investment



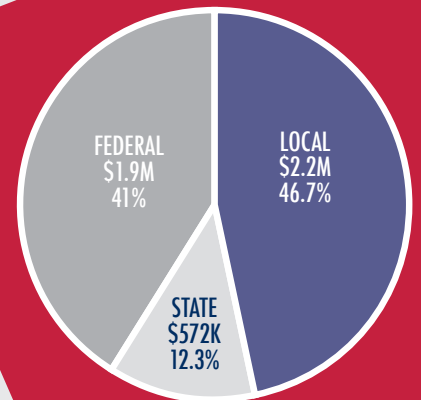
228 New Businesses Created



\$306.3M Business Revenue Increased



\$7.14 Return on Investment for Every
\$1 Invested in the Program



Minnesota SBDC
Budget Sources 2014



MNSBDC Regional and Lead Centers

NORTHWEST

University of Minnesota Duluth
Center for Economic Development
201 3rd Street NW, Suite 203
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
umcded@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
smallbus@stthomas.edu

SOUTHWEST

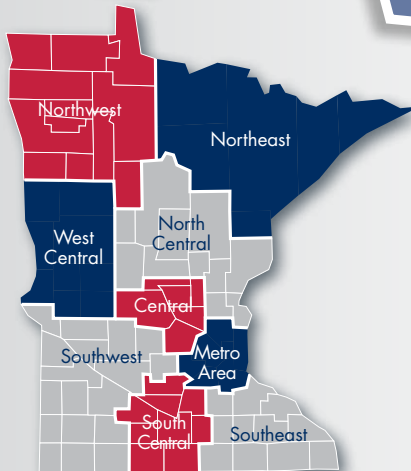
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State University
1501 State Street
Science and Technology Building
Room 201
Marshall, MN 56258
Phone: 507.537.7386
sbdc@smsu.edu

SOUTH CENTRAL

Minnesota State University, Mankato
120 Alumni Foundation Center
1536 Warren Street
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SOUTHEAST

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Technical College
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STATE OFFICE

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