



Client Spotlight

An entrepreneur tinkering in the garage is the classic vision of the American business start-up. It is from those humble beginnings that **Jack Pine Brewery** formed. Starting a business was new to Patrick and Sara Sundberg. They reached out to the North Central SBDC and met with business consultant, Mike Paulus for assistance in completing their business plan and financial projections.

After a successful \$15,000 Kickstarter campaign and calling in a few favors, Patrick was able to build a brewery and taproom in the Baxter industrial park. By January 2013, they were brewing beer and selling to customers; it was a formula that spelled success for the fledgling enterprise. As the business continued to grow the SBDC continued to work with Patrick to ensure that the growth was sustainable and could be supported financially. In 2015, demand for his product was surging.



Jack Pine Brewery owner, Patrick Sundberg

The company embarked on a major expansion project to move from a small, leased space to a new 10,000 square foot facility where they could brew, can, and let their customers enjoy their products every day of the week. The SBDC worked with Sundberg to develop a loan proposal, identify

sources of funding and bring together the players needed to allow a small business owner to realize his dreams. "The SBDC was with us year after year helping us make decisions about equipment, staff and distribution outlets," says Sundberg, "The SBDC is a real asset to our community."



25

New businesses created



1,013

Jobs created and saved



\$25.7M

Capital accessed for business investment



389

Entrepreneurs and businesses served



\$3.6M

Business revenue increased



3,060

Total hours of consulting services

North Central Region

Small Business Development Center

www.clcmn.edu/smallbusiness

Partners in Success

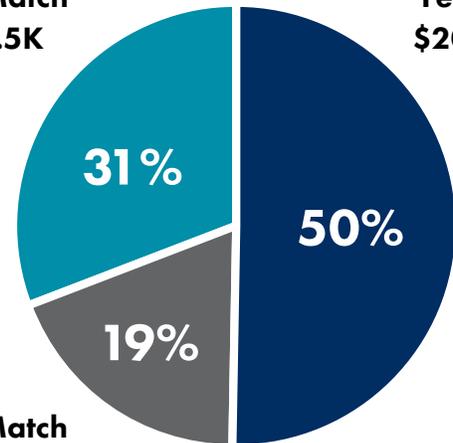
Our partners share in the vision for Minnesota's business success and recognize the positive relationship between nurturing small businesses and the well-being of their communities, regions, and the state. Funding for the program comes from the U.S. Small Business Administration, the Minnesota Department 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.

2018 Funding

Local Match
\$125.5K

Federal
\$204.9K



State Match
\$76.8K

Funding Partners

HOST INSTITUTION



GOLD PARTNERS



PLATINUM PARTNER



SILVER PARTNER

Great River Energy



POWERED BY



U.S. Small Business Administration



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