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 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. 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
$25.7M Capital accessed for business investment
$3.6M Business revenue increased
1,013 Jobs created and saved
389 Entrepreneurs and businesses served
3,060 Total hours of consulting services
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.

Funding Partners

**HOST INSTITUTION**

**GOLD PARTNERS**

**PLATINUM PARTNER**

**SILVER PARTNER**

Great River Energy

2018 Funding

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<tr>
<th>Local Match</th>
<th>Federal</th>
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<th>State Match</th>
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<td>$76.8K</td>
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