

## Client Spotlight

Several years ago, Mark LaTour contacted the Northeast Region SBDC hosted by the UMD Center for Economic Development for assistance with a new business idea. At that time he and a partner wanted to discuss starting an HVAC/sheet metal fabrication business. They were young, ambitious entrepreneurs ready to begin a new adventure.

Ultimately Mark's friend decided not to pursue this venture. Instead, Mark's wife, Becky, decided she would leave her full-time job as an accounting controller, and tax preparation business that she owned. Together, they started what is now **Sheet Metal Solutions**, an HVAC contractor, metal fabricating and plumbing shop.

The startup took many unexpected turns, as they struggled to find a building that met their needs. They finally found one and the the building



Sheet Metal Solutions owners, Mark and Becky LaTour and family

owners decided to sell the LaTours the building on a contract. They have since refinanced with a local bank and developed a credit line to accommodate their rapid expansion.

SBDC business consultant, Curt Walczak helped the LaTours by assisting with developing financial projections, a business plan, and advice on the different organizations

and types of lending that exist.

Sheet Metal Solutions now has 30 employees on a seasonal basis and has doubled their 2018 revenue projections. Mark and Becky are hard-working and tenacious in making their dream come true. They reflect the culture and work ethic that is inherent in successful entrepreneurs.



**47**  
New businesses created



**1,551**  
Jobs created and saved



**\$16.5M**  
Capital accessed for business investment



**821**  
Entrepreneurs and businesses served



**\$2.2M**  
Business revenue increased



**7,789**  
Total hours of consulting services

# Northeast Region

Small Business Development Center

[www.umdced.com](http://www.umdced.com)

## 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.

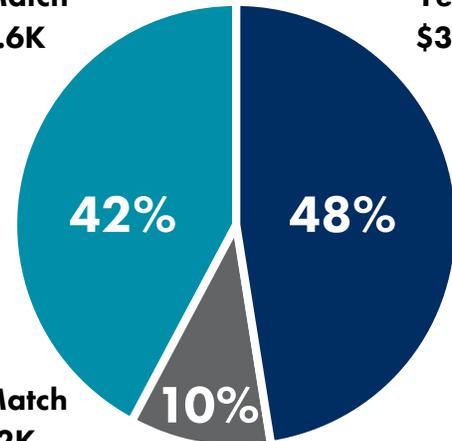
Other local funding partners include many community lenders, economic development organizations, corporate donors, and private individuals. We're so grateful for their incredible continuing commitment to this program. Together, we are helping businesses start, grow, and succeed.

## 2018 Funding

Local Match  
\$292.6K

Federal  
\$331.3K

State Match  
\$73.2K



## Funding Partners

### HOST INSTITUTION

**UMD**

UNIVERSITY OF MINNESOTA DULUTH  
Driven to Discover

### PLATINUM PARTNERS

**IR** IRON RANGE RESOURCES  
& REHABILITATION BOARD



**IEDC**  
Itasca Economic Development Corporation

**Natural Resources  
Research Institute**

UNIVERSITY OF MINNESOTA DULUTH  
Driven to Discover

### GOLD PARTNERS



**MESABI**  
Range College



**Ely**  
Minnesota

### SILVER PARTNER

Minnesota Business Finance

POWERED BY



U.S. Small Business  
Administration



AMERICA'S  
**SBDC**  
MINNESOTA

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