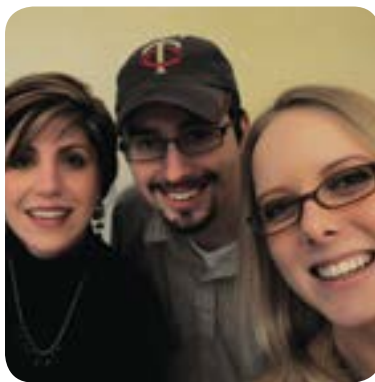




MINNESOTA SMALL BUSINESS DEVELOPMENT CENTERS



Helping Businesses Start, Grow, and Succeed

2015 Annual Report

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 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. Here's what our clients say about the help they got from the MnSBDC:

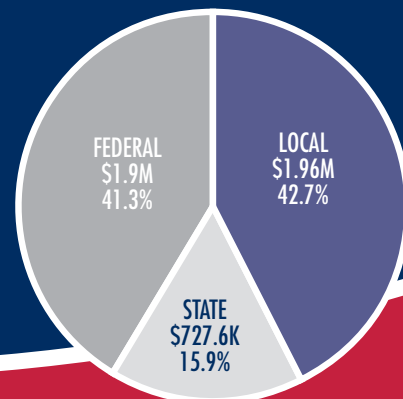
- 90% said the services they received were beneficial
- 94% would recommend the MnSBDC to other business owners

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 businesses grow, start, and succeed.

MnSBDC Funding Sources



In 2014, the Minnesota legislature granted the SBDC additional state funds. These funds will sunset in July 2016.



2015 HIGHLIGHTS

225

New Businesses Created



37,295

Total Hours of Consulting Services



\$130.2M

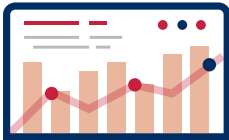


Capital Accessed for Business Investment



3,350

Entrepreneurs/
Businesses Served



\$187.3M

Business Revenue Increased

7,182

Jobs Created and Saved



\$7.68



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

MnSBDC State Advisory Board

Connie Christenson

Economic Development Director
Carlton County EDA
Northeast Region

Diane Quinn

Owner
Kitchens and Beyond
Southeast Region

Douglas Fahrforth

Owner
Blue Star Power Systems
South Central Region

Barbara Keinath

Vice Chancellor of Academic Affairs
U of MN - Crookston
Northwest Region

Roger Meyer

Retired
Twin Cities Region

Peter Nelson

Business Consultant
North Central 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 Karen Doll and Kevin Sheehan, exiting members of the board.

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
umdced@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
smallbusiness@stthomas.edu

SOUTHWEST

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

SOUTH CENTRAL

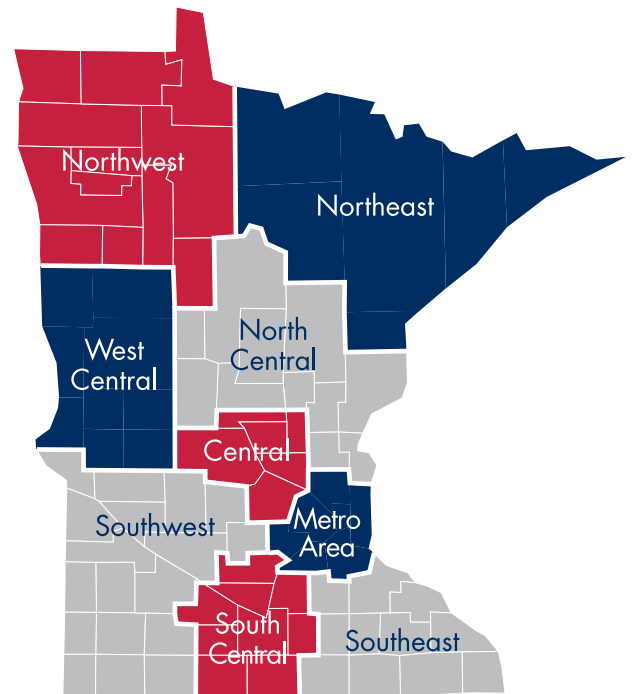
Minnesota State University, Mankato
120 Alumni Foundation Center
1536 Warren Street
Mankato, MN 56001
Phone: 507.389.8875
julie.nelson@mnsu.edu

SOUTHEAST

Rochester Community &
Technical College
Heintz Center
1926 College View Road SE
Rochester, MN 55904
Phone: 507.285.7536
semnsbdc@gmail.com

STATE OFFICE

(Administrative)
Minnesota Department of Employment
and Economic Development/SBDC
1st National Bank Building
332 Minnesota Street
Suite E200
St. Paul, MN 55101-1351
Phone: 651.259.7423
Toll free: 877.653.8333
deed.mnsbdc@state.mn.us



www.mnsbdc.com



U.S. Small Business Administration

Funded in part through a Cooperative Agreement with the U.S. Small Business Administration, Minnesota Department of Employment and Economic Development and regional support partners. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the program sponsors. Programs are open to the public on a nondiscriminatory basis. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance.