

TWIN CITIES REGION

Small Business
Development Center

2015 HIGHLIGHTS

21

New Businesses
Created



5,225

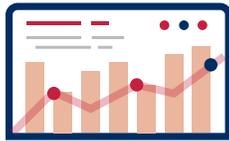
Total Hours of
Consulting
Services



\$4.4M



Capital Accessed for
Business Investment



\$42.9M

Business Revenue
Increased



453

Entrepreneurs/
Businesses
Served

1,170

Jobs Created
and Saved



\$7.68

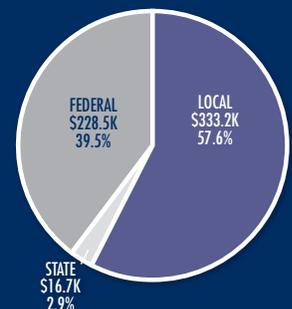


Return on
Investment for
Every \$1 Invested
in the Program

Minority Outreach

The Twin Cities Metro SBDC provides business technical assistance, access to business resources and eliminates barriers for the diverse and underserved entrepreneur communities.

Twin Cities SBDC Funding Sources



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



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TWIN CITIES REGION

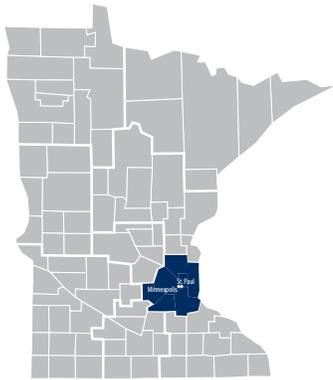
Small Business Development Center



Twin Cities Region SBDC Success Story

Jordan Drilling Solutions – When Misael Jordan came to the United States from Panama in 1999, he found construction work drilling underground to lay cable, conduit and electrical wiring. He worked his way up to foreman, and in 2011 decided to start his own company. Misael and his wife Lisa founded Jordan Drilling Solutions. The company provides directional drilling services, which is a trenchless method of installing underground pipes, conduits and cables with minimal impact on the surrounding area.

When they applied for an equipment loan, their banker referred the couple to the Twin Cities Metro SBDC hosted by the University of St. Thomas for help with their business planning. With guidance provided by consultant Dick Helgeson, the couple put together a three-year business plan, secured the equipment loan and learned QuickBooks. Lisa continued working at her full-time job, giving her nights and weekends to the new business. Within two weeks of the company's official start, Misael hired a full time employee and the company had its first contract.



"If it weren't for the SBDC, it wouldn't have been easy to start the company," said Lisa. "I have a business background, but I've never started a business. Dick told us about all the paperwork we needed to file, and systems to learn... all the steps somebody wouldn't know."

In just its fourth year of operation, the company has grown and now runs two five person crews of full-time employees from April-December. The plan is to continue its path of measured growth in the coming years, and provide more well-paying jobs to the community.

"We hire a lot of people in their young 20s, who decided not to go to college. We've trained them and given them opportunities to make pretty decent money," said Misael, "You can see they now have their own apartments, and their own trucks. I see the progress they're making. It's very rewarding for us."

Twin Cities SBDC Funding Partners

HOST INSTITUTION



PLATINUM PARTNER



GOLD PARTNER



Reflects 2014-2016 funding support.

Helping Businesses Start, Grow and Succeed

TWIN CITIES REGION MINNESOTA SBDC

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