

NORTHWEST REGION

Small Business
Development Center

2015 HIGHLIGHTS

16
New Businesses
Created



3,043

Total Hours of
Consulting
Services



\$10.4M

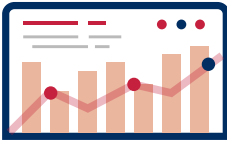


Capital Accessed for
Business Investment



267

Entrepreneurs/
Businesses
Served



\$22.4M

Business Revenue
Increased

793

Jobs Created
and Saved

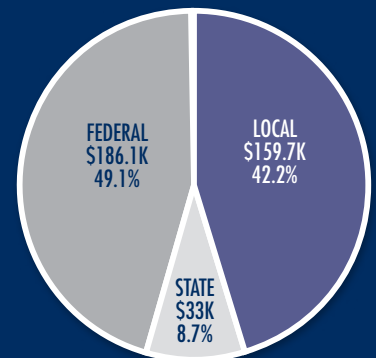


\$7.68



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

Northwest SBDC Funding Sources



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

Turning Great Ideas into Great Businesses

The Northwest SBDC, in partnership with the SBA Micro-Loan program, hosts the Annual IDEA competition which connects promising local entrepreneurs with the best resources and access to capital it takes to launch a successful venture.



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Northwest SBDC Success Story

Dairy Queen – It was obvious early on that Andrew Peralta has the entrepreneurial spirit. Andrew’s father had taught him that “hard work pays off” and he has followed this advice. At age 10, he wanted a bicycle so he mowed lawns, saved his money and got a bike. Peralta and a friend launched A & P Lawn Service at age 13. Realizing they needed equipment, he designed t-shirts with their company name and sold them to classmates. “That was before I had ever heard the term cash-flow, just knew we needed some cash to operate” recalls Peralta. They earned enough to buy the equipment. Peralta’s hard work continued when, at age 15, he was hired at the Thief River Falls Dairy Queen. Over the years he worked hard eventually becoming the General Manager but he had a desire own that Dairy Queen. To ensure he was ready when the opportunity came, Peralta had another successful entrepreneurial endeavor, buying houses, fixing them up, and reselling them for a profit.



In June of 2015 Peralta made his dream a reality. The Dairy Queen business came on the market for close to \$1.5M, a price that did not surprise or deter the 26 year old. After contacting the Northwest Small Business Development Center (NWSBDC) for assistance, and working with Business Consultant Grant Oppegaard, he completed his financial projections and business plan and approached the president of his local bank for a loan. He also secured the additional funding required from the Unity Bank North and the Northwest Regional Development Commission, active supporters in the growth of small businesses. Within a short period of time Andrew Peralta was the new sole owner of the successful Thief River Falls Dairy Queen. Oppegaard was very impressed with this young entrepreneur saying, “Andrew is a hardworking, young man with the kind of business sense, values, and ethics that gives the millennial generation a good name. He is a credit to his community”.

Northwest SBDC Funding Partners

HOST INSTITUTION



PLATINUM PARTNERS



GOLD PARTNERS



SILVER PARTNERS

Border State Bank • Bremer Bank Crookston • Bremer Bank of Warren
Citizen’s National Bank Park Rapids • Citizen’s State Bank of Roseau
First State Bank • Headwaters Regional Finance Corporation
Hubbard County Regional Economic Development Commission
Minnesota Business Finance Corporation • Minnesota Power
Otto Bremer Foundation • Ultima Bank Minnesota • Unity Bank North

Reflects 2014-2016 funding support.

Helping Businesses Start, Grow and Succeed

NORTHWEST REGION MINNESOTA SBDC

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