

SOUTHWEST REGION

Small Business
Development Center

2015 HIGHLIGHTS

20
New
Businesses
Created



3,400



Total Hours of
Consulting Services

\$15.7M

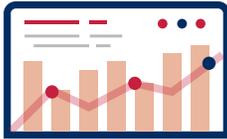


Capital Accessed for
Business Investment



289

Entrepreneurs/
Businesses Served



\$11.1M

Business Revenue
Increased

553

Jobs Created
and Saved



\$7.68

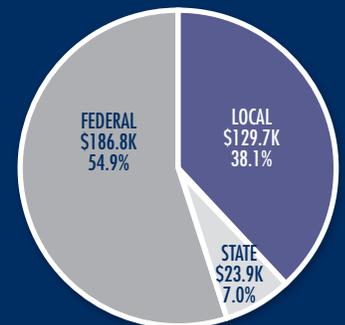


Return on
Investment for Every
\$1 Invested in the
Program

Celebrating Our Students

Students working for Southwest Minnesota State University's Southwest Marketing Advisory Center, gain the experience and understanding of the challenges and opportunities faced by small businesses.

Southwest SBDC Funding Sources



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



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.

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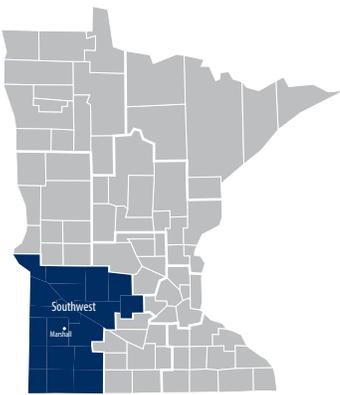


Southwest SBDC Success Story

PurNet – PurNet, located in Worthington, is a materials management company for hospitals and clinics, providing a comprehensive selection of patient care products. Darlene Vortheims, founder and CEO is the proud owner.

In 1990, Darlene, a single mother with two young sons, decided to embark on a business of her own to provide for her family. With prior experience in materials and facilities management, Darlene presented her business plan to a bank loan officer. The banker informed her that she had three strikes against her; she was a woman, a divorced single mother, and starting a service to sale business.

Determined to prove the skeptics wrong, Darlene started PurNet out of her home and became a “one woman show.” Over the years, the company experienced significant growth and quickly outgrew her home office and subsequently three additional office buildings. Eventually, Darlene was faced with the need to build a 10,000 square foot custom facility.



Darlene’s contacted the Southwest SBDC for help. She engaged with business consultants, Abraham Algadi and Ruth Ann Karty who assisted Darlene in designing a plan to create facilities that would readily accommodate the future growth of PurNet.

“Ruth Ann was amazing to work with. Without the assistance she provided, I would never have been able to start or complete the project. Abraham provided assistance behind the scenes. The value of what he provided and the relationships that were built were instrumental in the success of the project,” Vortheims said.

PurNet currently serves 587 centers in 46 different states and employs 24 full time and 2 part time employees. PurNet’s history and potential for growth, creating new jobs in the community, and dedication to creating an excellent workplace and outstanding customer service is a shining example of the teamwork that makes Southwest Minnesota a great place to live and do business.

Southwest SBDC Funding Partners

HOST INSTITUTION



PLATINUM PARTNERS



GOLD PARTNERS



SILVER PARTNERS

Murray County • Yellow Medicine County • Cottonwood County
Nobles County • Dakota Futures

Reflects 2014-2016 funding support.

Helping Businesses Start, Grow and Succeed

SOUTHWEST REGION MINNESOTA SBDC

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