

# WEST CENTRAL REGION

Small Business  
Development Center

## 2015 HIGHLIGHTS

26

New Businesses  
Created



5,391

Total Hours of  
Consulting  
Services



\$33.3M

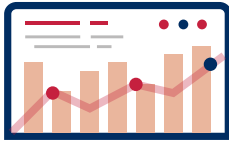


Capital Accessed for  
Business Investment

293



Entrepreneurs/  
Businesses  
Served



\$52.6M

Business Revenue  
Increased

763

Jobs Created  
and Saved



\$7.68

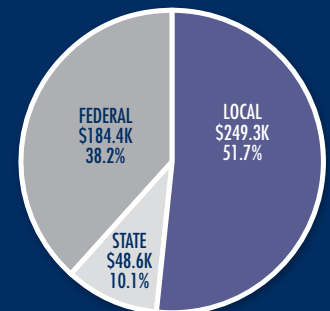


Return on  
Investment for  
Every \$1 Invested  
in the Program

### Celebrating Our Students

The West Central SBDC assists clients from start-up to succession planning. We engage students of the Offutt School of Business in many client projects.

### West Central 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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Small Business Development Center



## West Central SBDC Success Story

**China Panda** – Positive, caring, and determined are words used to describe Angel Li, business owner of China Panda. Angel and her family have successfully secured a bank loan as well as purchased and renovated a former bakery to open the restaurant, China Panda, in Morris, Minnesota. China Panda serves high quality, fresh Chinese food during lunch and evening hours.

Prior to starting China Panda in Morris, Angel and her husband purchased and managed China Panda in Glenwood, Minnesota. With all the college students and limited ethnic restaurants in Morris, she saw a need for a Chinese restaurant in Morris. Angel grew up cooking Chinese food with her family and she wanted to be able to share her talents and love for fresh Chinese food.

After a local lender informed Angel about the West Central Minnesota Small Business Development Center (WC MN SBDC), Angel registered to meet with a consultant. Throughout Angel's consulting experience with the WC MN SBDC, she met with consultants to assist with creating a business plan, marketing strategies, cash flow projections, and other financial documents.



While Angel and her husband purchased and managed a Chinese restaurant in Glenwood, she was not sure how to start a business, create a customer base from scratch, and prepare financial information for bank and community loans. With the help of the West Central Minnesota Small Business Development Center, Angel was able to achieve these milestones.

At the beginning everything seemed new, especially with English as second language. Then after receiving consulting from the WC MN SBDC for several months, on February 27, 2015 China Panda opened its doors and Angel's dream became a reality.

For more information on China Panda, visit their Facebook Page (China Panda Morris) or visit their website, [www.chinapandaglenwood.com](http://www.chinapandaglenwood.com).

If interested in the consulting services of the WC MN SBDC, visit their website at [offuttschoolofbusiness.org/sbdc](http://offuttschoolofbusiness.org/sbdc).

## West Central SBDC Funding Partners

### HOST INSTITUTION

**CONCORDIA  
COLLEGE**

OFFUTT SCHOOL of BUSINESS

### PLATINUM PARTNERS



### SILVER PARTNERS

Alexandria Area Economic Development Commission • Barnesville Economic Development Authority  
Bell State Bank & Trust • City of Moorhead - Economic Development Authority  
Minnesota Business Finance Corporation • Moorhead Business Association  
Susan and Peter Geib

Reflects 2014-2016 funding support.

*Helping Businesses Start, Grow and Succeed*

**WEST CENTRAL REGION MINNESOTA SBDC**

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