SBDC Minnesota 2019 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 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

Partners in Success

MnSBDC owes its success to the support of a broad array of public and private partners who recognize the value of the SBDC program, including the SBA, colleges and university host institutions, lenders, local community partners, and state government. We’re so grateful for their incredible continuing commitment to this program. Together, we are helping businesses start, grow, and succeed.

2019 Funding

Federal $2.1M
Local Match $1.9M
State Match $555.9K

2019 HIGHLIGHTS

$5.72
Return on Investment for Every $1 Invested in the Program

173
New Businesses Established or Acquired

4,245
Jobs Created and Saved

$152.5M
Capital Accessed for Business Investment
Client Spotlight

Black Line Conversions, Pine River, MN

Black Line Conversions designs and installs custom interiors in a variety of recreational trailers at its Pine River manufacturing facilities.

“I started working on my own horse trailers at a young age, and things just escalated from there,” said Micah Eveland, Black Line Conversions co-owner. “We are striving to build a high-quality, lightweight, and modern interior for the travel trailer/horse trailer world.”

Facing a backlog of conversion work, Micah and Chelsea Eveland turned to the SBDC at Cass County Economic Development Corporation for assistance in financing the purchase of property to expand their business. The goal: To purchase a property that could be occupied immediately, with enough room to build additional facilities as the business grew. SBDC consultant Marina Lovell assisted in identifying sources of financing for the project and helping guide the business through loan proposal development.

State Advisory Board

Paul Bugbee  
Business Owner  
Bug-Bee Hive Resort  
Central Region

Connie Christenson  
Retired  
Northeast Region

Douglas Fahrforth  
Business Owner  
Blue Star Power Systems, Inc.  
South Central Region

Peter Nelson  
Business Consultant  
North Central Region

Kwame Osafo-Addo  
Program Manager  
Legal Corps  
Twin Cities Region

Diane Quinn  
Business Owner  
Kitchens and Beyond  
Southeast Region

Dale Umlauf  
Economic Dev Consultant  
West Central Region

Terri Wood  
Business Owner  
Woody’s Trucking, Inc.  
Southwest Region

Brian McDonald  
Deputy District Director  
U.S. Small Business Administration

L to R: Dale Umlauf, Bruce Strong, Connie Christenson, Dan Totushek, Terri Wood, Diane Quinn, Doug Fahrforth, Peter Nelson, Nancy Libersky

Not Pictured: Paul Bugbee and Kwame Osafo Addo

$303M  
Business Revenue Increased

3,787  
Entrepreneurs and Businesses Served

32,814  
Total Hours of Consulting Services

94%  
Clients Would Recommend the SBDC to other Business Persons
The Small Business Development Centers are located throughout Minnesota to serve you. Call the nearest office and make an appointment to discuss your business needs or visit our website:

www.mnsbdc.com

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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.