



Minnesota Small Business Development Centers



*Helping
Businesses
Start, Grow
and Succeed*



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 market 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**

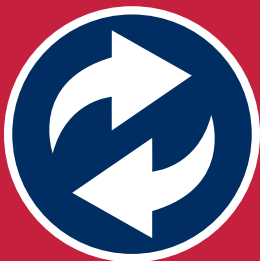
K&C Foreign Auto Imports was the 2012 MN Central Region SBDC success story. Since then, managing partner, C Chanthkhammy, has continued to meet regularly with SBDC Consultant Bruce Thielman.

Together, they have developed strategies for effective change resulting in a doubling of sales, increased efficiencies and a better understanding of their market.

They have been able to obtain two SBA loans to expand their business and are currently working to secure another. If successful the funding will enable greater growth, significantly improve process flow, and ultimately increase sales.

2016 HIGHLIGHTS

\$7.68



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

227



New Businesses
Created

7,182



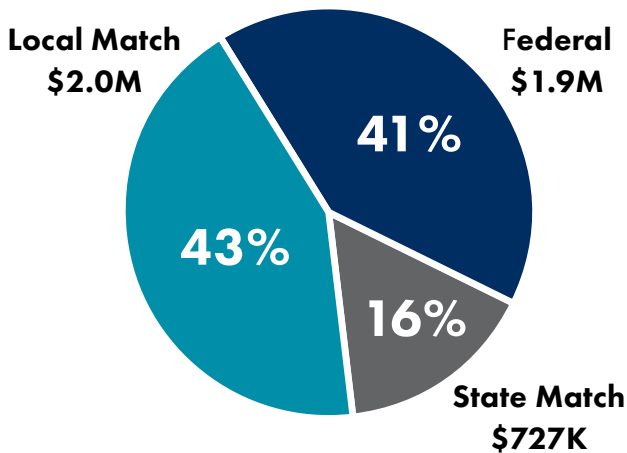
Jobs Created
and Saved

\$106.3M



Capital Accessed for
Business Investment

2016 Funding



Partners in Success

Our partners share in the vision for Minnesota’s business success and recognize the positive relationship between nurturing small business and the well-being of their communities, regions and the state. Funding for the program comes from the U.S. Small Business Administration, the Minnesota Department of Employment and Economic Development, and our most important local partners—the institutions of higher learning that host our regional centers. Other local funding partners include many community lenders, economic development organizations, corporate donors, and private individuals. We’re so grateful for their incredible continuing commitment to this program. Together, we are helping businesses grow, start, and succeed.

State Advisory Board

Connie Christenson

Economic Dev Director
Carlton County EDA
Northeast Region

Douglas Fahrforth

Owner
Blue Star Power Systems, Inc.
South Central Region

Peter Nelson

Business Consultant
North Central Region

Dan Totushek

President
Dan & Jerry’s Greenhouse
Central Region

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Owner
Kitchens and Beyond
Southeast Region

Dale Umlauf

Vice President
West Central Initiative
West Central Region

Terri Wood

Owner
Woody’s Trucking, Inc.
Southwest Region

Nancy Libersky

District Director
U.S. Small Business
Administration

Special thanks to Barbara Keinath and Roger Meyer, exiting members of the board.



Left to right: Bruce Strong, Dale Umlauf, Doug Fahrforth, Connie Christenson, Dan Totushek, Terri Wood, Nancy Libersky, Peter Nelson

\$274.2M



Business Revenue Increased

3,339



Entrepreneurs and Businesses Served

34,000



Total Hours of Consulting Services

94%



Clients Would Recommend the SBDC to other Business Persons

Regional Offices

NORTHWEST

University of Minnesota Duluth
Center for Economic Development
201 3rd Street NW
Bemidji, MN 56601
Phone: 218.755.4255
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NORTH CENTRAL

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NORTHEAST

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WEST CENTRAL

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CENTRAL

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TWIN CITIES METRO AREA

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SOUTHWEST

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SOUTH CENTRAL

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SOUTHEAST

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U.S. Small Business Administration



www.mnsbdc.com

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