

South Central

Small Business Development Center

South Central Region SBDC Success Story

Friendly, fashionable and forward thinking. Mary Kaus, Nicole Panko and Sally Weness want to be all these things for their customers. The three friends opened **Heat Blowdry Bar & Wax Studio** in June 2016 to give their customers a positive experience while being treated to hair styling with spark.



Each have integral roles in the business. Nicole does Heat's graphic design and marketing. Mary provides business acumen, and Sally is the master hair stylist.

Heat is a hybrid salon that specializes in blowouts and waxing, but also offers traditional salon services: cuts, colors, men's cuts, bridal and perms. The interior of the salon is elegant and modern, complete with Cambria countertops and herringbone floors – a unique, comfortable place to be pampered and hang out.

The owners are happy with how sales have grown each month, and they have loyal guests. The biggest surprise so far is that people do not know what a blowout is! Blowdry bars are widely popular in most major cities, but the concept is new to Mankato.

Business consultant Wendy Anderson worked with the owners group to discuss timelines, types of loans, gap funding, and the documents needed for a loan. She guided them in developing a thorough business plan, then realistic numbers and cash flow projections for their lender, Wells Federal Bank.

"Without her support," says the group, "we would have been like lost puppies. She was a guiding force in creating Heat."



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2016 HIGHLIGHTS



\$11.6M

Capital Accessed
for Business
Investment

832

Jobs Created
and Saved



30

New
Businesses
Created

3,816

Hours of
Consulting
Services



400

Entrepreneurs
and Businesses
Served

\$5.8M

Business
Revenue
Increased

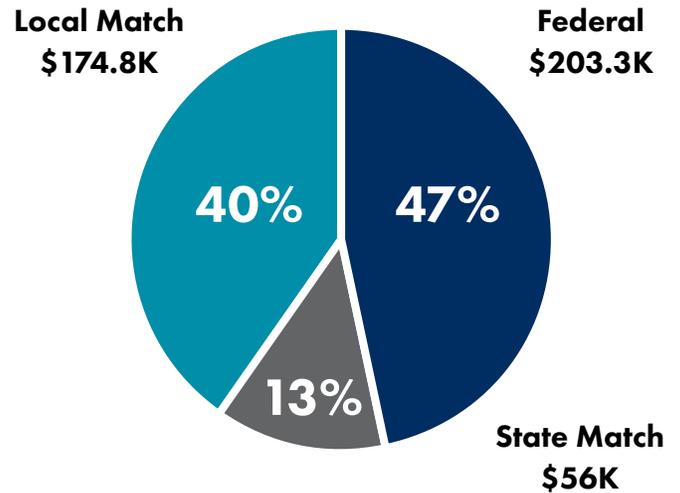


South Central Small Business Development Center

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.

2016 South Central SBDC Funding



South Central SBDC Funding Partners

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