



**Kato Trucking LLC owners,  
 Ayan Musse and Nagi Obeyd**

## Client Spotlight

**KATO Trucking LLC** is a family-owned business based out of Mankato, Minnesota. Owners Ayan Musse and Nagi Obeyd grew up in Somalia. Ayan came to the United States as a refugee in 1997, and Nagi as an immigrant in 2000. The couple started their business adventure when Nagi came home one day with a big blue truck.

“We had no idea how to start a business, let alone run a business,” says Ayan, “It was very overwhelming.”

Since 2015, the couple worked extensively with several South Central Region SBDC business consultants on their business plan, bookkeeping, QuickBooks, tax planning, cash flow management and marketing. Ayan completed the comprehensive Profit Mastery™ course offered by the SBDC to develop the financial literacy that is essential to every small business owner.

Ayan is the company’s operations manager. In addition, she works with the Greater Mankato Diversity Council as a Diversity and Inclusion Specialist. Nagi is the primary driver. He has aspired to be a business owner, particularly a truck driver, since he was young.

The business has grown and significantly increased sales from \$22,000 in 2015 to more than \$200,000 in 2018. The couple added two drivers in 2018 and plans to add four more by 2020. “The assistance and support we’ve received from the SBDC has been instrumental in starting and expanding our small business,” says Ayan.

The company’s success is due to a commitment to excellence: “We will not compromise our integrity and trust, and we will continue to surpass the expectations of our customers.”



**31**  
 New businesses created



**761**  
 Jobs created and saved



**\$15.9M**  
 Capital accessed for business investment



**484**  
 Entrepreneurs and businesses served



**\$3.3M**  
 Business revenue increased



**5,196**  
 Total hours of consulting services

# South Central Region

Small Business Development Center

[www.myminnesotabusiness.com](http://www.myminnesotabusiness.com)

## Partners in Success

Our partners share in the vision for Minnesota's business success and recognize the positive relationship between nurturing small businesses 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 leaders, 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 start, grow, and succeed.

## Funding Partners

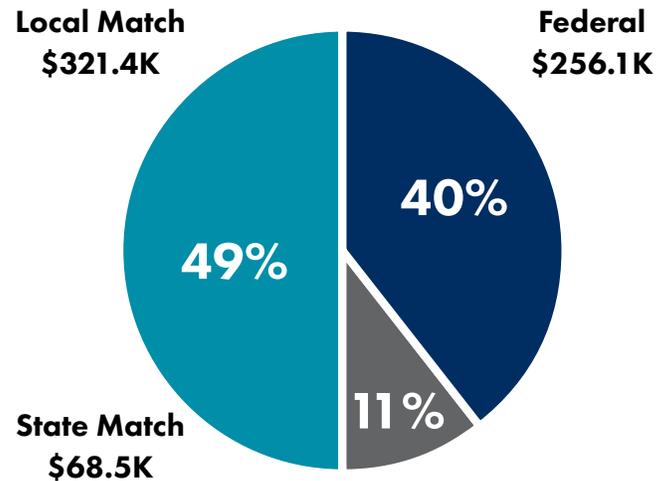
### HOST INSTITUTION



### GOLD PARTNER



## 2018 Funding



### SILVER PARTNERS

Brown County  
CCF Bank - Wells  
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City of Le Sueur  
City of New Ulm  
City of Saint Peter  
City of Sleepy Eye  
Farmers State Bank of Trimont  
First Bank Blue Earth  
First National Bank - Le Center  
Minnesota Valley Federal Credit Union  
Nicollet County  
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