



**Full Spectrum Float owners,  
Tom Geisler and Luke Aho**

## Client Spotlight

Do you need to reduce stress, improve sleep or relieve headaches? Float tanks, which were first developed in the 1950s and '60s, have re-entered mainstream culture and are drawing new converts.

Tom Geisler and Luke Aho, owners of **Full Spectrum Floats LLC** located in downtown Mankato, created a business that offers flotation therapy: a simple, effective, and non-invasive treatment for individuals seeking recovery or relaxation through the process of floating.

The density of the salt water puts the floater in an environment where approximately 80% of the gravity typically felt is no longer affecting the body. The owners claim that this environment provides many therapeutic benefits to their customers including:

- Pain relief and injury recovery
- Help with medical conditions such as arthritis and fibromyalgia
- Injury recovery for athletes
- Relief from stress and insomnia

Tom and Luke initially engaged with the SBDC in 2016. With the help of SBDC consultant, Wendy Anderson, they assembled a complete financing package including a SBA 7(a) loan through Profinium Bank and gap financing partners, Region Nine Development Commission and Southern Minnesota Initiative Foundation. The funding got them up and running.

Then Tom and Luke turned to marketing opportunities and strategy. Working within their marketing budget, SBDC consultant, Hannah Bretz, guided them on creating a digital marketing program, developing effective branding, website content, search engine optimization, and planning a grand opening event. Up next is creating a consistent marketing plan for the future.



**24**  
New businesses created



**489**  
Jobs created and saved



**\$19.1M**  
Capital accessed for business investment



**407**  
Entrepreneurs and businesses served



**\$1.8M**  
Business revenue increased



**4,252**  
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



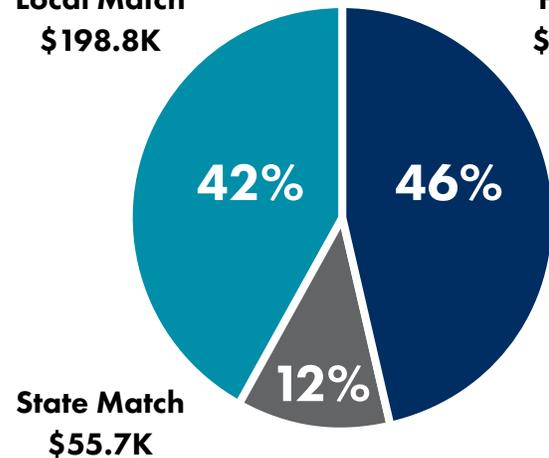
### GOLD PARTNERS



## 2017 Funding

Local Match  
\$198.8K

Federal  
\$222.1K



State Match  
\$55.7K

### SILVER PARTNERS

- Blue Earth County
- Brown County
- City of Fairmont
- City of Le Center
- City of New Ulm
- City of Saint Peter
- City of Sleepy Eye
- City of Springfield
- Farmers State Bank of Trimont
- First Bank Blue Earth
- First National Bank - Le Center
- First National Bank Minnesota - St. Peter
- Minnesota Valley Federal Credit Union
- Nicollet County
- Pioneer Bank - St. James
- Roundbank - Waseca
- State Bank of Fairmont
- Waseca County
- Wells Federal Bank - Wells

POWERED BY



U.S. Small Business Administration



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.

### SOUTH CENTRAL REGION

Minnesota State University - Mankato  
424 North Riverfront Dr, Suite 210  
Mankato, MN 56001  
Phone: 507.389.8875  
[julie.nelson@mnsu.edu](mailto:julie.nelson@mnsu.edu)

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