

Client Spotlight

Mike Dukart started out like many other small business owners—underfunded and working long hours in his basement. He had developed an easy-to-use and versatile deer calling system with informational DVDs on how to use it, and started his business, **Illusion Hunting Systems**.

After a few years, Mike was starting to penetrate the market. However, he needed additional capital to make the next leap. At the recommendation of his banker, Mike met with SBDC consultant, Rick Indrelie at the Southeast Region SBDC to fine tune his business plan for a larger loan. A few months later the loan was approved.

Mike used the funding to work on manufacturing and jump-start his marketing plan to educate fellow deer hunters on his product. His son, Jeff, created infomercials which launched Illusion Hunting Systems sales to the next level. As a result, the business has grown significantly over the

past 10 years. Mike's products are now distributed nationally.

Mike's deer calling system is patented and unique in several ways. The call can produce several different calls from one unit and product quality is second to none. It can be used in all types of weather conditions, making it the benchmark of the industry.

Mike says, "If it wasn't for the help we received from Rick Indrelie and the SBDC my company would not be where it is today. My main focus had always been on product development, but Rick helped me better understand and work through the financial aspects of my business, which proved to be vital for our growth."



Illusion Hunting Systems owners, Jeff, Mike, and Chris Dukart



22
 New businesses created



503
 Jobs created and saved



\$24.7M
 Capital accessed for business investment



385
 Entrepreneurs and businesses served



\$10.1M
 Business revenue increased



2,889
 Total hours of consulting services

Southeast Region

Small Business Development Center

www.rochestersbdc.com

Partners in Success

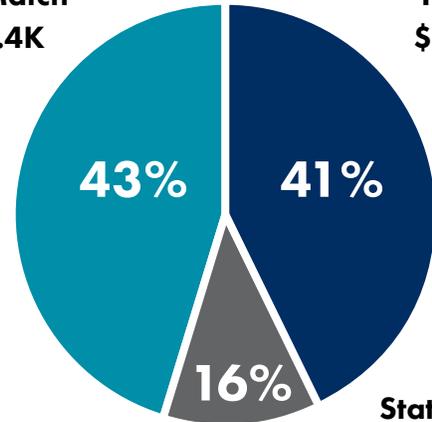
Our partners share in the vision for Minnesota's business success and recognize the positive relationship between nurturing small businesses and the well-being of their communities, regions, and the state. Funding for the program comes from the U.S. Small Business Administration, the Minnesota Department 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.

2017 Funding

Local Match
\$165.4K

Federal
\$160.4K



State Match
\$60.2K

Funding Partners

HOST INSTITUTION



SILVER PARTNERS

1st United Bank
504 Corporation
Bank of Zumbrota
Bremer Bank
Citizens Bank Hayfield
City of Red Wing
City of Winona
Coulee Bank
Dairyland Power Cooperative
First Security Bank
First State Bank LeRoy
Foresight Bank
Home Federal Savings Bank
Merchants Bank
Minnesota Business Finance Corp
Olmsted National Bank
Peoples State Bank Plainview
Pine Island State Bank
Think Bank
Wells Fargo
West Bank
Winona National Bank

GOLD PARTNERS



POWERED BY



U.S. Small Business Administration



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