



## Client Spotlight

When Matt Kloeckner purchased **Glycol Solutions Inc.** from a retiring owner in May of 2016, he knew the “ins” and “outs” of the industry and services provided. But he turned to Bill Schalow, one of the West Central Region SBDC’s consultants, to get advice on the finer points of owning and operating the business. His main concern at the time was finding financing. Bill provided the necessary financial projections to make his company “bankable.” Matt was then able to receive the necessary financing to expand his business.

Matt is thankful to Bill for guiding him through the process. “Bill had an ‘airline pilot’ approach—he was going to get me there safely.” Matt has not been concerned at all with cash flow since the SBDC helped him obtain financing. The funding has allowed Matt to continue to expand the client base he now serves.

Matt believes the SBDC services would be useful to any business owner, “Good advice isn’t cheap,” Matt says, yet the SBDC offers consulting services for no cost to entrepreneurs and business owners who seek such services. The SBDC has allowed Matt to focus more on servicing his customers and less on cash flow.



Glycol Solutions Inc. owner, Matt Kloeckner



**22**  
New businesses created



**806**  
Jobs created and saved



**\$10M**  
Capital accessed for business investment



**301**  
Entrepreneurs and businesses served



**\$2.1M**  
Business revenue increased



**3,199**  
Total hours of consulting services

# West Central Region

Small Business Development Center

[westcentralsbdc.com](http://westcentralsbdc.com)

## Partners in Success

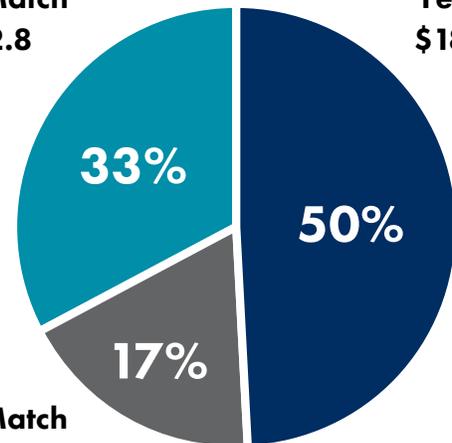
Our partners share in the vision for Minnesota's business success and recognize the positive relationship between nurturing small businesses and the well-being of their communities, regions, and the state. Funding for the program comes from the U.S. Small Business Administration, the Minnesota Department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

## 2018 Funding

Local Match  
\$122.8

Federal  
\$186.6K



State Match  
\$61.8

## Funding Partners

### HOST INSTITUTION

CONCORDIA  
COLLEGE

### PLATINUM PARTNER



### SILVER PARTNER

Minnesota Business Finance Corp

POWERED BY



U.S. Small Business  
Administration



### WEST CENTRAL REGION

Concordia College  
901 8th Street South  
Moorhead, MN 56562  
Phone: 218.299.3037  
[sbdc@cord.edu](mailto:sbdc@cord.edu)

[westcentralsbdc.com](http://westcentralsbdc.com)

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