

### Client Spotlight

**Sag's Hardware Hank** in Wheaton, Minnesota is a store purchased by Ladd and Becky Sumerfelt in December of 2016. Ladd came to the West Central Region SBDC in April of 2015. The existing owner of the store was retiring which presented the Sumerfelt family with a business opportunity that was too good to pass up. The Sumerfelts, however, were in need of input and advice regarding the steps necessary for purchasing and operating a business.

The Sumerfelts sought a variety of advisers in their pursuit of owning Sag's Hardware Hank store including their bank, the existing owner, and the SBDC. SBDC regional director and consultant, Matt Magness, was able to provide the Sumerfelts with guidance on their business purchase, the writing of a business plan, and constructing projections to aid in the financing process. With Matt's assistance, the Sumerfelts were able to jumpstart a successful transition into owning a small business.



From left to right: SBDC regional director, Matt Magness, and Sag's Hardware Hank owners, Becky and Ladd Sumerfelt



**21**  
 New businesses created



**804**  
 Jobs created and saved



**\$10.3M**  
 Capital accessed for business investment



**254**  
 Entrepreneurs and businesses served



**\$6.2M**  
 Business revenue increased



**2,895**  
 Total hours of consulting services

# West Central Region

Small Business Development Center

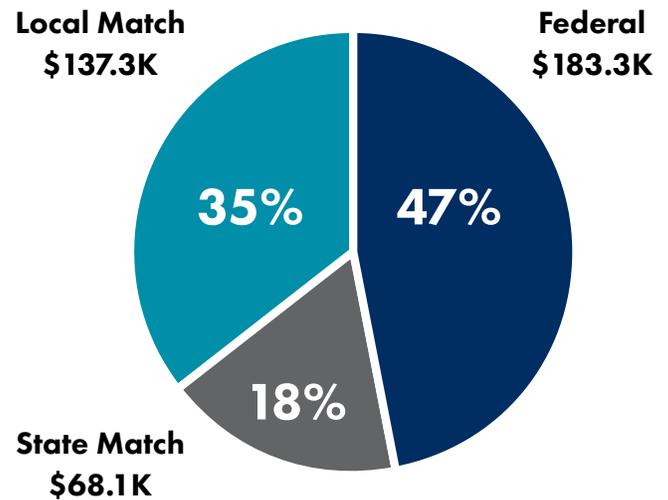
[westcentralsbdc.com](http://westcentralsbdc.com)

## 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.

## 2017 Funding



## Funding Partners

### HOST INSTITUTION

CONCORDIA  
COLLEGE

### PLATINUM PARTNER



### SILVER PARTNER

Moorhead Business Association

POWERED BY



U.S. Small Business  
Administration



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