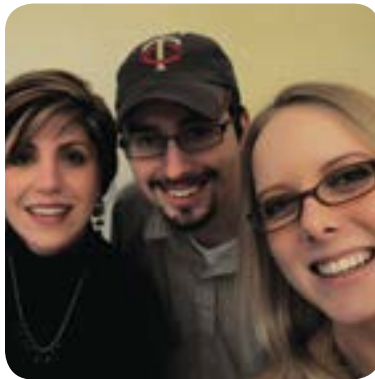




# MINNESOTA SMALL BUSINESS DEVELOPMENT CENTERS



*Helping Businesses Start, Grow, and Succeed*

**2015 Annual Report**

## Who We Are

The Minnesota Small Business Development Center (MnSBDC) network philosophy is based on the principle that helping our small businesses is critical to our economy and the quality of our communities. We offer customized technical assistance and support to businesses at any point in their entire life cycle, from start-up to growth to exit strategies.

## Our Services

MnSBDC program services are focused in professional business consultation and training. Our professional business consultants provide confidential assistance at no cost to entrepreneurs and small business owners throughout Minnesota. Below are just some of the areas in which they provide relevant and sound advice:

- Start-up assistance
- Business plan development
- Access to capital and loan packaging
- Business operations
- Cash flow management and financial analysis
- Bookkeeping and accounting systems
- Marketing plan development and market research
- Website development/social media/eCommerce
- Buying or selling a business
- Business valuation and succession planning
- Export/international trade assistance
- Turn-around assistance for struggling businesses

We don't provide direct financing, but can help you identify funding sources and access all types of capital including SBA loans, private bank loans, microloans and venture capital.

## Our Clients

Our clients cover the spectrum – women, veterans, minorities, experienced, novices, young, old and in between. Here's what our clients say about the help they got from the MnSBDC:

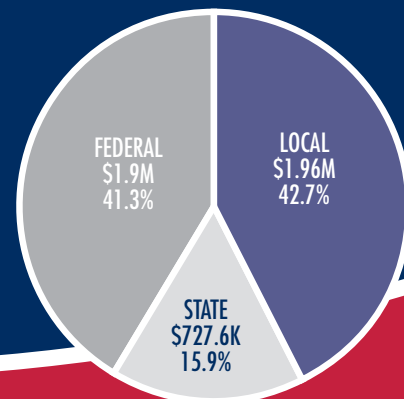
- 90% said the services they received were beneficial
- 94% would recommend the MnSBDC to other business owners

## Partners In Success

Our partners share in the vision for Minnesota's business success and recognize the direct positive relationship between nurturing small business and the well-being of their communities, regions and the state as a whole. Funding for the program comes from the U.S. Small Business Administration, the Minnesota Department of Employment and Economic Development, the institutions of higher learning that host our regional centers, many 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 grow, start, and succeed.

## MnSBDC Funding Sources



In 2014, the Minnesota legislature granted the SBDC additional state funds. These funds will sunset in July 2016.



# 2015 HIGHLIGHTS

225

New Businesses Created



37,295

Total Hours of Consulting Services



\$130.2M

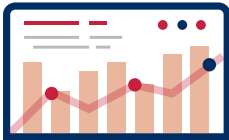


Capital Accessed for Business Investment



3,350

Entrepreneurs/  
Businesses Served



\$187.3M

Business Revenue Increased

7,182

Jobs Created and Saved



\$7.68



Return on Investment for Every \$1 Invested in the Program

## MnSBDC State Advisory Board

### Connie Christenson

Economic Development Director  
Carlton County EDA  
Northeast Region

### Diane Quinn

Owner  
Kitchens and Beyond  
Southeast Region

### Douglas Fahrforth

Owner  
Blue Star Power Systems  
South Central Region

### Barbara Keinath

Vice Chancellor of Academic Affairs  
U of MN - Crookston  
Northwest Region

### Roger Meyer

Retired  
Twin Cities Region

### Peter Nelson

Business Consultant  
North Central Region

### Dan Totushek

President  
Dan & Jerry's Greenhouse  
Central Region

### Dale Umlauf

Vice President  
West Central Initiative  
West Central Region

### Nancy Libersky

District Director  
U.S. Small Business Administration



Thanks is given to Karen Doll and Kevin Sheehan, exiting members of the board.

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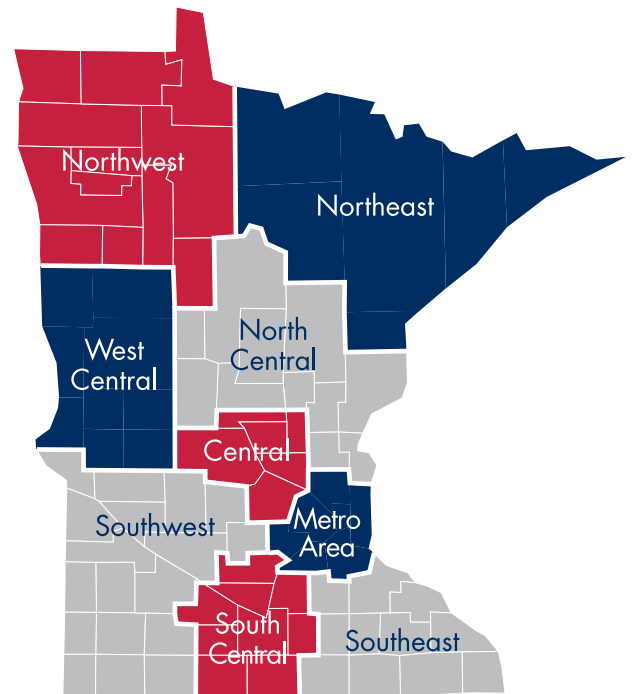
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U.S. Small Business Administration

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