

2021

# VALUE STATEMENT

*West Central Minnesota Small Business Development Center*



## **Supporting Small Businesses in Becker, Clay, Douglas, Grant, Otter Tail, Pope, Stevens, Traverse and Wilkin Counties**

At the WC MN SBDC, we serve a vast array of small business needs by providing our clients with no cost, extensive, one-on-one, long-term professional business advising, low-cost training and other services. Our team of experienced consultants assist in the areas of disaster recovery assistance, business plans, business management and operations, financial packaging and lending assistance, exporting and importing support, procurement and contracting aid and market research services.

Every year we are required to raise funds to match 100% of our Federal dollars. Please help us to continue our economic impact to small businesses in West Central Minnesota with a gift to our 2022 SBDC Matching Funds Campaign. Checks can be made out to “**Concordia College – SBDC**” and sent to the “**Office of Advancement, SBDC at Concordia College**” in the self-addressed envelope provided.

Your donation will enable our consultants to meet with our clients and to provide them with the necessary assistance to help their businesses survive and thrive. Your gift will help us to expand the economic vitality of West Central Minnesota. Thank you for your donation.

### FROM OUR CLIENTS

It's hard to know everything you need to know as a business owner. The SBDC helped us over the years with resources to grow into a bigger company. - Marco Fenu with InLine Motion

Best decision we ever made. They are such a wealth of knowledge. They helped us with our forecasting tools and establishing our business plan. - Lisa Brasgalla with Urban Foods Catering

Part of our success comes from letting other people handle jobs that I am not an expert in. Skip and Deb helped us with our business plan and marketing strategy. - Polly Perkins with LEtoile du Nord Vineyard LLC

The SBDC helped me take a high level concept that's purely idea to apply it and calibrate it to the needs of the market by putting it into a business plan, forecasting the costs and marketing the product. - Clever Mukori from Learn or Teach



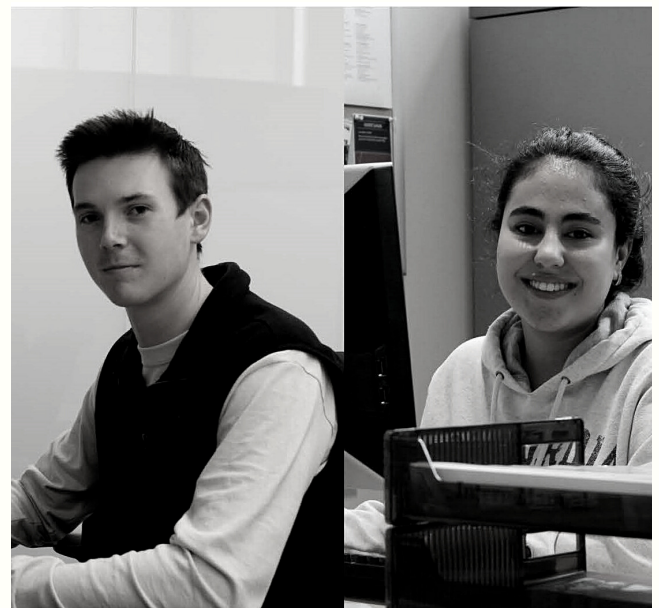
From January 1, 2020 to December 31, 2020, our office

- Served 539 unique clients, compared to 311 unique clients during all of 2019
- Helped our clients access \$2,149,473.35 in COVID related capital
- Helped clients access \$3,877,608.35 in other capital financing
- Answered calls from 114 unique contacts (non-clients) with questions related to COVID 19.
- In 2021, we continue to work with our clients on issues related to COVID 19, such as reopening safely, supply chain issues and workforce strategy. We also see a number of clients coming in for assistance with startups, buy/sell opportunities and marketing strategies.

## Student Worker Experience with the SBDC in 2020

"Getting the opportunity to intern with the SBDC was one of my favorite parts of my education at Concordia College. The experience allowed me to learn about and help real businesses in our area. Being able to participate in business plans as well as write about successful small businesses gave me an insight into the business world that I wouldn't have otherwise." - Jack Magness

"Although a lot of things looked different due to Covid-19, I believe I have gained a lot of new skills and knowledge that certainly will help me in my future career." - Amina Fatkhulloeva



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 by calling 218.299.3037.



### **Our Donation to West Central Minnesota Small Business Development Center**

Business Name \_\_\_\_\_

Contact Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

We want to support the economic impact to small businesses in west central Minnesota by giving  
\$ \_\_\_\_\_ to the annual Concordia College SBDC Matching Funds Campaign.

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