

Goodhue County

Outside Agency Funding Request Form

Budget		Estimated 2026	Estimated 2027
Revenues			
	In Kind	\$ 113,000	\$ 129,950
	Grants:	\$ 225,658	\$ 225,658
	State/Federal Funding:	\$ 15,000	\$ 15,000
Cash Match	Other Revenue: Fundraising	\$ 219,053	\$ 230,464
Total Revenues:		\$ 572,711	\$ 601,072
Expenses			
	Salaries:	\$ 252,234	\$ 258,489
	Benefits:	\$ 75,670	\$ 77,546
	Professional Services:	\$ 119,615	\$ 131,576
	Services & Charges:		
	Supplies & Materials:	\$ 10,000	\$ 1,100
	Other Expenses:	\$ 2,192	\$ 2,411
	In Kind or Indirect Match	\$ 113,000	\$ 129,950
Total Expenses:		\$ 572,711	\$ 601,072
Requested Funding From County:		\$ 10,000	\$ 3,000
Number of Staff		3 FT 15 PT	3 FT 15PT

Small Business Development Center



Southeast Region Small Business Development Center 221 First Ave. SW, Suite 600
Rochester, MN 55902

May 8, 2026

Goodhue County
Attn: Scott Areson
509 W. 5th St.
Red Wing, MN 55066

Subject: SBDC Request for 2027 Decrease

Dear Scott,

As we plan ahead at our Small Business Development Center we would like to formally request 2027 request change from \$10,000 to \$3,000. As you know from your past support the SBDC specializes in providing business plan assistance, assisting business owners with access capital, business management support including financial analysis, social media, logo development, marketing, and operations.

Our Small Business Development Center respectfully ask for a \$3,000 in 2027. I will attend the Outside Government Agency Meeting on June 9th to answer any questions you might have.

Your donation will be labeled a qualified (SBDC) donation and will be used for supporting the SBDC Center. Your donation will be acknowledged by the Small Business Development Center in our media print, online marketing and will be showcased at our annual RAEDI meeting.

Please consider giving the requested amount listed above. Your financial support going forward will help us reach our funding shortfalls moving forward. I invite you to contact me if you have any questions. I can be reached at 507.738.1003 or mthein@rochestersbdc.com. For more information regarding SBDC Services go to www.rochestersbdc.com.

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Please make your check payable to the RAEDI Foundation and send your tax-deductible contribution by Dec. 1st, 2026.

RAEDI Foundation
Attention: SBDC
221 First Avenue SW, Suite 600
Rochester, MN 55920

Name of Institution: Goodhue County
Contact Name: _____
Contribution Amount: \$ _____
RAEDI Foundation Tax ID # 36-3521772

The SBDC thanks you for your generous support.

Sincerely,

Mark Thein
SE Regional Director, Small Business Development Center

Small Business Development Center

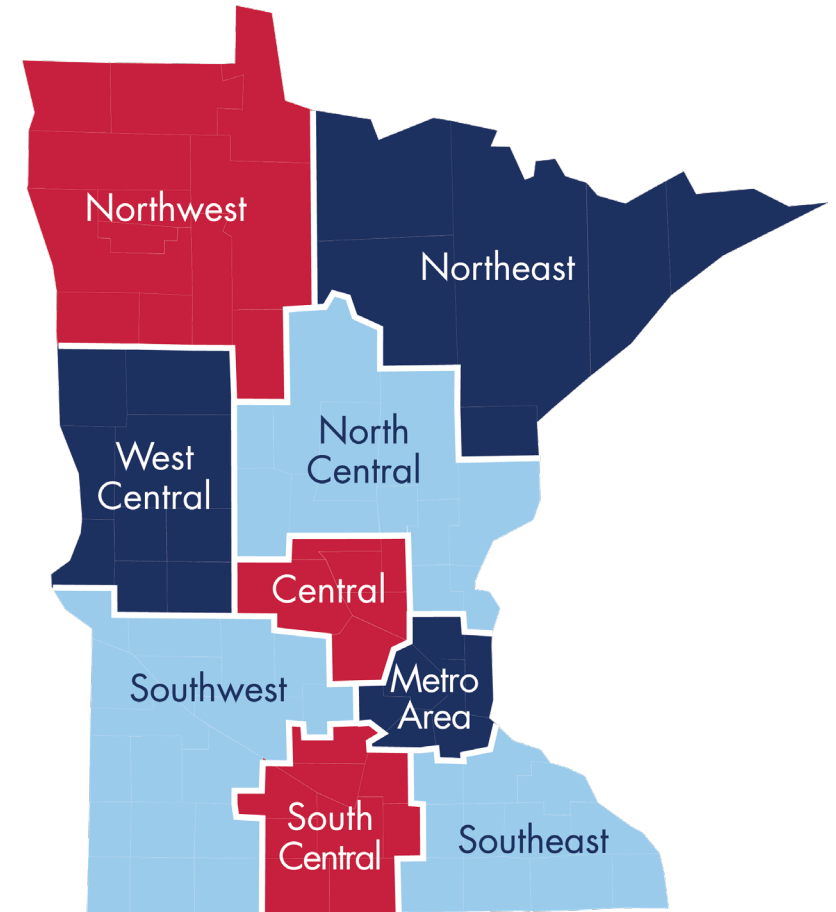
Helping Small Business Grow



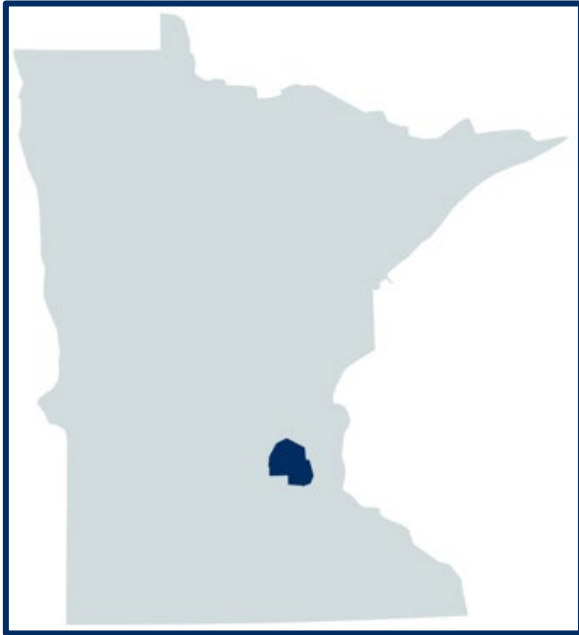
June 9th, 2026

SBDC Overview

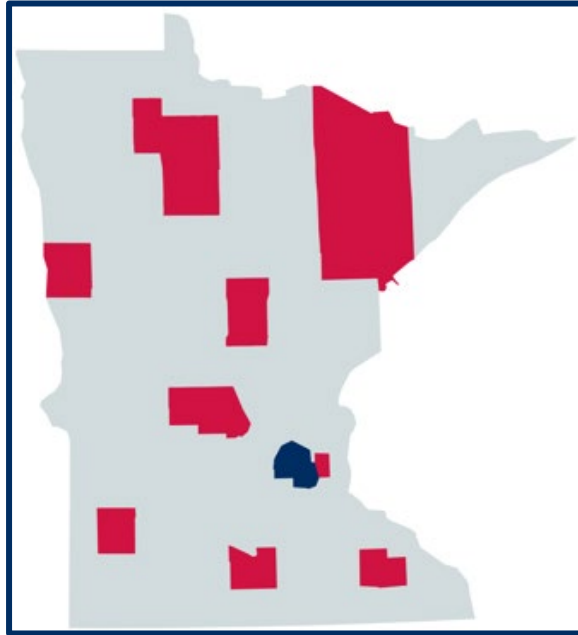
- Small Business Development Centers (SBDCs) are Resource Partners of the Small Business Administration (SBA).
- SBDCs provide one-on-one assistance and training to help entrepreneurs and businesses start, grow, and succeed.
- SBDCs are located nationwide.
- There are 9 SBDCs serving all counties, all sovereign native nations, and all people in the state of Minnesota.



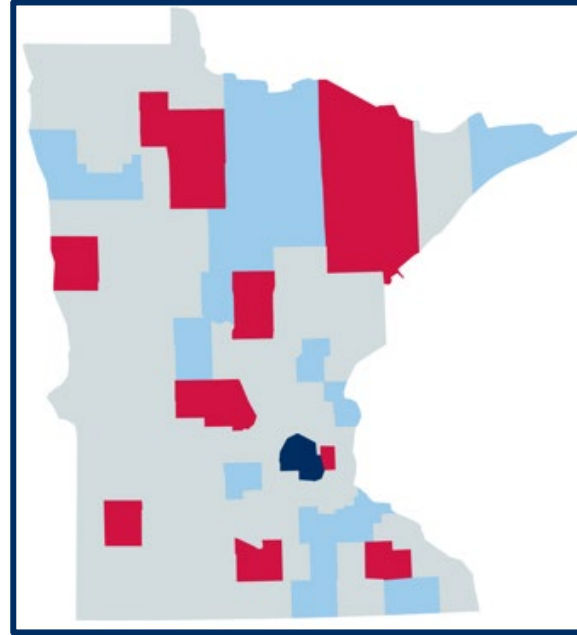
SBDC Overview



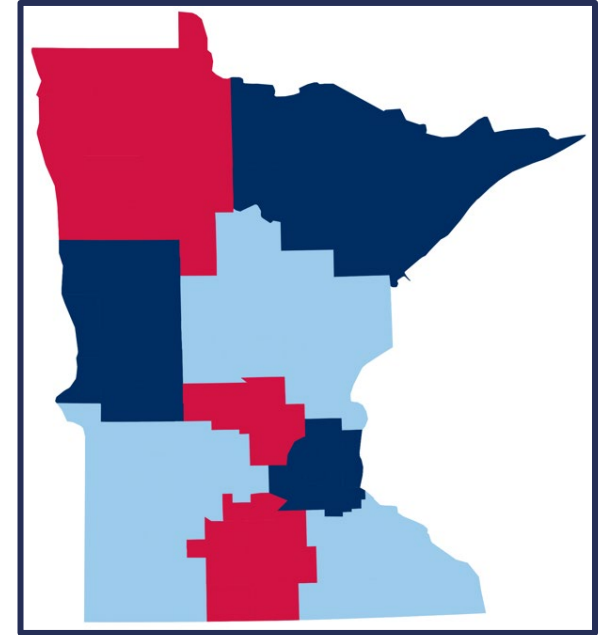
SBA Minnesota District Office



MN SBDC Regional Offices



Regional and Satellite Offices



SBDC Statewide Coverage

SBDCs facilitate access to small business support statewide.

SBDC One-on-One Assistance

- Connect with the SBDC for no-cost support:
 - Start-Up Assistance
 - Logo Development
 - Business Plan Development
 - Access to Capital & Loan Packaging
 - Cash Flow Management
 - Financial Analyses
 - Marketing Plan Development
 - Additional Resource Available to Small Business
 - Market Research
 - Cybersecurity
 - Social Media
 - Buying or Selling a Business
 - Business Valuation(Debt Service Approach)
 - Succession Planning
 - Questions for your Attorney

Connect with your Local SBDC Today

- Go to <https://mnsbdc.ecenterdirect.com/signup> and complete the short sign-up form. Fill out what you can, and guesstimates are okay. Only questions with a red asterisk are required.
- Register for upcoming trainings at <https://mnsbdc.ecenterdirect.com/events>
- Find out more about the 9 SBDCs in Minnesota SE MN is located at www.rochestersbdc.com. Choose 'Find an SBDC' and access email addresses and phone numbers for your SBDC.

Southeast Regional SBDC 2025 (11 Counties Served)

- 533 Clients Served
- 3,395 Total Consulting Hours
- \$25,087,906 Total Capital Raised
- 1,071 Jobs Supported
- Women Clients Served: 247
- Total Business Starts: 25
- Veteran Served: 29



Goodhue County SBDC Metrics

Year 2024

- 59 Clients Served
- 431.25 Total Consulting Hours
- \$26,000,000 Total Capital Raise
- Women Clients Served: 17
- Business Starts: 4
- Veterans Served: 3

Year 2025

- 33 Clients Served
- 344 Total Consulting Hours
- \$120,000 Total Capital Raised
- 6 Women Client Served
- 2 Business Starts
- 2 Veteran Served

Questions and Discussion

Mark Thein

Southeast MN SBDC
Regional Director

mthein@rochestersbdc.com

Phone: 507-738-1003

Cell: 507-459-3060

Thank You



www.rochestersbdc.com