

Goodhue County
Outside Agency Funding Request Form

Budget		Estimated 2024	Estimated 2025
Revenues		\$ -	
	In Kind or Indirect Match	\$ 106,528	\$ 108,000
	Grants: SBA Grant	\$ 225,658	\$ 244,000
	State/Federal Funding:	\$ 15,000	\$ 15,000
Cash Match	Other Revenue: Fundraising	\$ 191,698	\$ 193,336
Total Revenues:		\$ 538,884	\$ 560,336
Expenses			
	Salaries:	\$ 237,332	\$ 245,000
	Benefits:	\$ 71,200	\$ 73,336
	Professional Services:	\$ 104,074	\$ 110,000
	Services & Charges:		
	Supplies & Materials:	\$ 13,250	\$ 15,000
	Other Expenses:	\$ 6,500	\$ 7,000
	InKind or Indirect Match	\$ 106,528	\$ 110,000
Total Expenses:		\$ 538,884	\$ 560,336
Requested Funding From County:	County funds would help fill match requirement in Cell	\$ 10,000	\$ 10,000
Number of Staff		3 FT 20 PT	3 FT 20 PT

Cell E10 would help towards our matching funds goal shown in E8.

Southern MN Small Buesiness Develop Center

Small Business Development Center

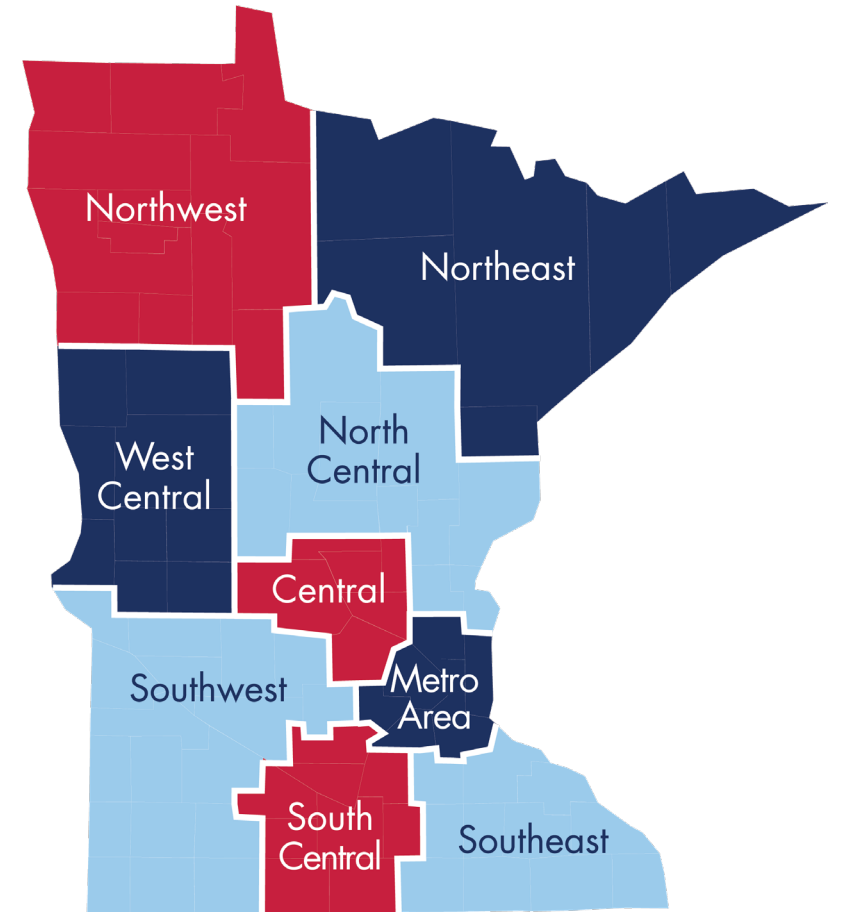
Helping Small Business Grow



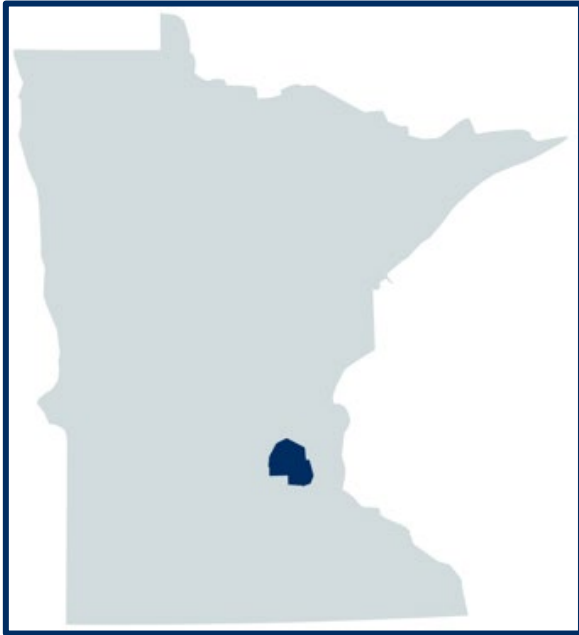
June 13th, 2024

SBDC Overview

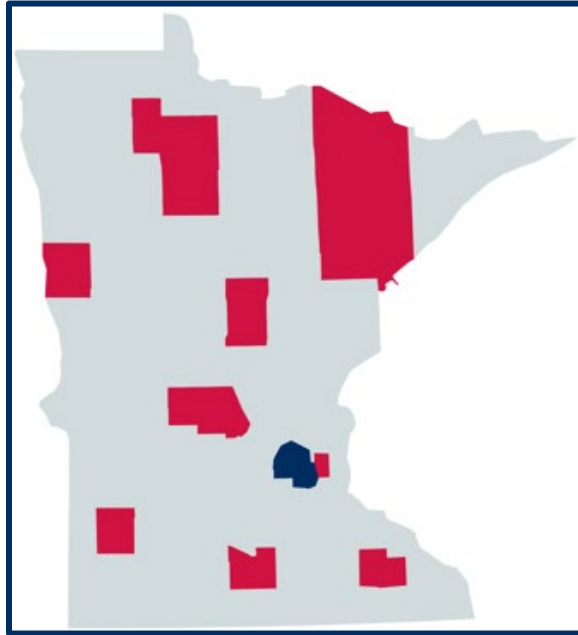
- Small Business Development Centers (SBDCs) are Resource Partners of the Small Business Administration (SBA).
- SBDCs provide one-on-one assistance and training to help entrepreneurs and businesses start, grow, and succeed.
- SBDCs are located nationwide.
- There are 9 SBDCs serving all counties, all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



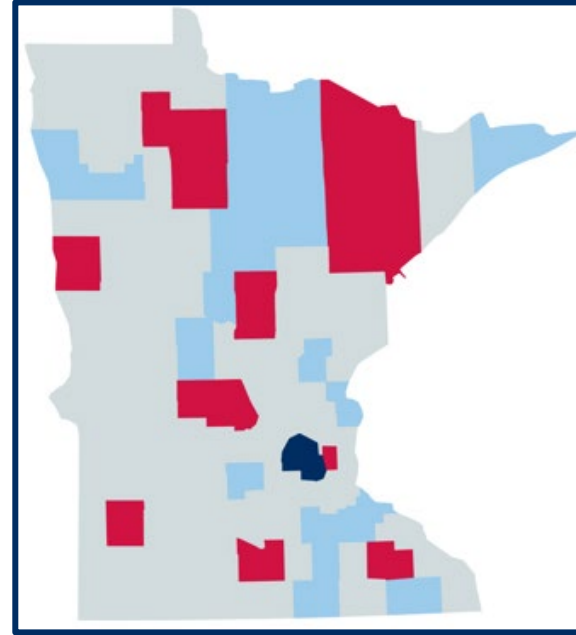
SBDC Overview



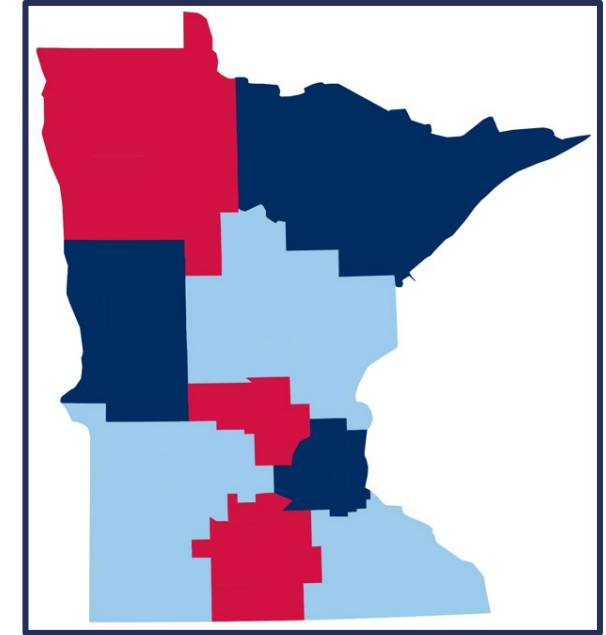
SBA Minnesota District Office



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 (11 Counties Served)

- 552 Clients Served
- 3,100 Total Consulting Hours
- \$12,234,187 Total Capital Raised
- 147 Jobs Created
- Women Clients Served: 276
- Minority Owned Businesses Clients: 149
- Total Business Starts: 28
- Veteran Served: 25



Goodhue County SBDC Metrics

Year 2022

- 39 Clients Served
- 364.5 Total Consulting Hours
- \$500,000 Total Capital Raised
- Women Clients Served: 7
- BIPOC Clients Served: 8
- Veterans Served: 2

Year 2023

- 46 Clients Served
- 360 Total Consulting Hours
- \$182,700 Total Capital Raised
- 15 Women Client Served
- 11 BIPOC Clients Served
- 1 Veteran Served

Questions and Discussion

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Regional Director

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Thank You



www.rochestersbdc.com