

NORTH DAKOTA SMALL BUSINESS DEVELOPMENT CENTERS

Your Ideas - Our Expertise - Your Success

Lead Center Office
3125 University Ave
Grand Forks, ND 58202
leadcenter@sbdc.org

STATEWIDE 2024 IMPACTS



154

New Businesses Created



5557

Jobs Supported



2394

Individual Clients
Advised & Trained



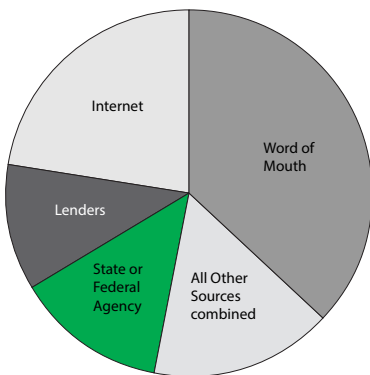
\$90,985,932

Client Capital Formation

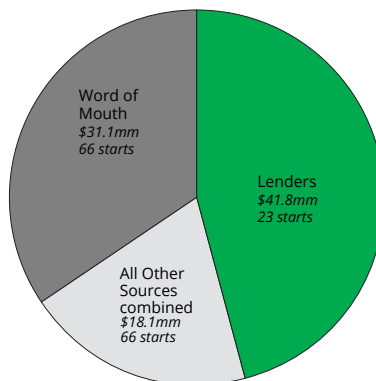
UNLOCK THE POTENTIAL

Lenders and small business professionals are valuable partners in connecting entrepreneurs with the SBDC. Often, lenders refer business owners who show promise but may need additional support to overcome specific challenges. The SBDC works with these clients to refine their business plans and financial projections, helping them become better prepared for the lending process and improving their chances of securing funding.

Client Referral Sources

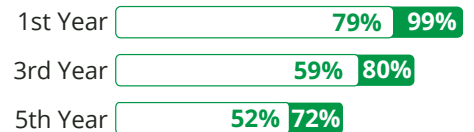


Capital Impact Referral Sources



Success Rates

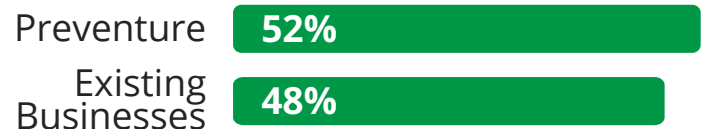
National average of businesses remaining open over time (white bar) as compared with those assisted by the ND SBDC (green bar).



TOP 5 INDUSTRIES

1. Retail Trade
2. Other Services
3. Health Care and Social Assistance
4. Accommodation & Food Services
5. Manufacturing

BUSINESS STATUS



CLIENT TESTIMONIALS



A great deal of the success of any business is understanding how and where the profits are made. The advice and work that Mary Beth contributed to our operation are as invaluable today as was the day we got it. We go and get the data reviewed periodically and when our situation has changed. We consider this SBDC and Mary Beth a very important part of our management needs.

MARK KOK Great Northern Ag

I'm a huge advocate of the ND SBDC and the impact of their work in our region. The local advisors often meet with clients in the important early stages when they are not ready to lay out a business plan or be prepared for financing. After working with the SBDC, they have a clear path to profitability and know their numbers inside and

out. Additionally, they are an incredibly valuable resource for the growing number of small business owners transitioning into retirement and helping with succession planning.

CHRIS MOEN Alerus Financial

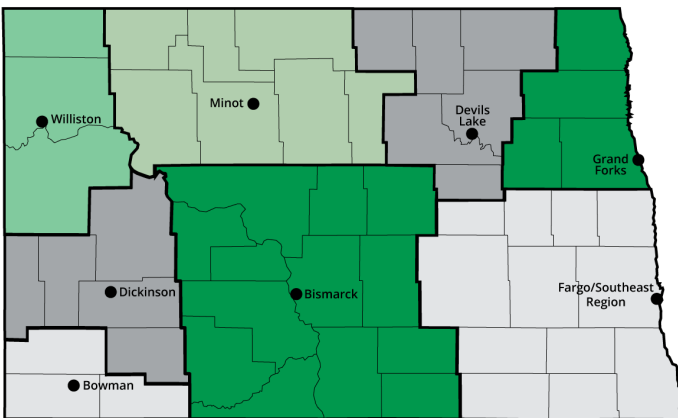
As an economic developer who works more with younger companies, ND SBDC is always my top referral. Their guidance, especially for financial projections and market research, is invaluable for the companies' financial health and for assessing financing they may need for their growth. One of our loan programs requires applicants to work with SBDC, as we trust the SBDC's review and advice.

JOHN MACHACEK Chief Innovation Officer Greater Fargo Moorhead EDC



SBDC PROGRAM INFO

As the state's largest and most impactful small business development organization, the ND SBDC is the catalyst for business development and growth. Our team of credentialed advisors serves small business owners and entrepreneurs across the state, providing expertise, insights, and connecting and leveraging resources to ensure client success, resulting in economic impacts that strengthen local communities. We are your small business resource partner. When small businesses thrive, communities thrive, North Dakota thrives.



Funded in part through a cooperative agreement with the U.S. Small Business Administration.

ND SBDC LEAD CENTER

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ndsbd.org