MISSION
We help North Dakotans to start, manage, and grow their business.

VISION
We are North Dakota’s collaborative small business development resource.

CORE VALUES
Collaboration-Accountability-Teamwork-Service-Professionalism-Integrity

ndsbdc.org
Network Funding & Economic Impact

The North Dakota Small Business Development Centers is a partnership between the federal government (U.S. Small Business Administration), State of North Dakota (Commerce Department), and North Dakota University System (University of North Dakota) that provides training and technical assistance to entrepreneurs and small businesses across North Dakota. We serve all 53 counties in our state and help to impact and diversify our state and local economies. Our mission, vision, and core values appear on the front cover of our 2018 Annual Report.

Federal mandates for SBDC networks include a requirement for state and local match funding for federal dollars received and a requirement that business advising services be provided free to eligible clients. Clients are entrepreneurs and small businesses in North Dakota, and referrals come from lenders, economic developers, and other clients who have benefited from and appreciate our free business advising services. Program partners and sponsors are listed on the back of this Annual Report.

**FUNDING SOURCES**

- Local: 36%
- Federal: 42%
- State: 22%

**EXPENSE BY CATEGORY**

- Salary: 86%
- Other: 8%
- Travel: 6%

**Client Success Stories**

**Bowman Lodge & Convention Center**
Doug Peterson - Bowman

In March of 2012, Doug Peterson was seeking to expand the business plan and formalize financial projections to present to potential investors for his project. He found the help needed at the Bowman SBDC. In addition to reviewing the pieces already in the works, research was provided on lodging tax collected, traffic counts, and other economic indicators to support financial projections. Services went beyond the financials. “I want to thank the staff at SBDC for all of the help with bringing the Bowman Lodge and Convention Center to completion,” Peterson says.

**Benson County Farmers Press**
Denise Westad - Minnewaukan

Denise Westad sought help from the Devils Lake SBDC for financial projects prior to purchasing Consolidated Newspapers, Inc. in July 2014. Since that time, she has grown the staff, purchased new equipment, and purchased another community newspaper, utilizing the assistance and expertise of the SBDC each step of the way. The two offices are able to work together in the publication of both newspapers. The Benson County Farmers Press and The Lakota American continue to serve their local communities providing a local news source to maintain citizens’ quality of life.

**L&M Woodworking**
Leo Griffin - Dwight

Leo Griffin wanted to own and operate his own cabinet business for years. After over two decades in the industry, he knew he had the skills to both build custom cabinets and install them as well. He reached out to his local SBDC for help with business planning and capital formation. Leo was able to secure an SBA loan guarantee and broke ground on his shop in the fall of 2014. Every year since opening, he has outpaced expectations and projections with his eye for details and a commitment to customer satisfaction. He continues to call on the SBDC for ongoing questions and business advising.
Keith Olson has been in the Williston office since 2003, after moving out west from Adams, ND, in 1999 to become the economic development director for Burke and Divide counties. Working in the west through the ups and downs of the oil and ag economy seldom leads to any dull days.

Keith says, “We have had the opportunity to work with great and diverse clients making every day a new learning opportunity. I’ve been able to build on strong relationships with our lenders and experienced economic developers allowing our referral pipeline to stay full.”

“Our support in the region has been phenomenal and our clients keep coming. I think it is wonderful that people are becoming aware of the range of free services we provide that all too often flies under the radar.”

“It is so rewarding when we help clients start or grow their business or even plant the seed with ideas and financial forecasting that lenders appreciate. “With SBDC involvement, we see more success in business start-ups. Entrepreneurs launch their ventures with a better handle on financing needs, plans for the unexpected and adequate working capital to weather a storm.”

“It’s a great day when Ellen has the chance to attend a ribbon cutting or deliver a plant to a new business. It’s even better when that business is still there serving customers years later!”

As the president of the Economic Development Association of North Dakota, Ellen Huber is a member of the SBDC Advisory Board. She represents approx. 80 economic development organizations and stakeholders on the front line of growing businesses and communities in North Dakota. With 12 years of service as the City of Mandan’s Business Development and Communications Director, Ellen knows firsthand the vital role played by the SBDC in nurturing business start-ups.

She says, “The SBDC is a critical link in the process for people looking to start businesses.” They receive helpful input on their business ideas and financial forecasting that lenders appreciate. “With SBDC involvement, we see more success in business start-ups. Entrepreneurs launch their ventures with a better handle on financing needs, plans for the unexpected and adequate working capital to weather a storm.”

“Everyone has been so warm and inviting. I am really grateful that we can work together to make it an all-around great experience for our clients... and for free!”

Before joining SBDC, Nicole Evans was an Assistant Director of Technology providing technology support for the College of Business and SBDC. Nicole’s passion for technology made it hard for her to leave her position, but she knew there was an opportunity to help others with their small businesses. Nicole, being a current owner of two small businesses herself can empathize with other owners.

“There’s a lot of chaos that can run around in one’s head when it comes to business,” Evans says. “How do I hire someone? What is the best bookkeeping system? What if I run out of money? How do I complete quarterlies? Every day is different and so are the questions. Since Nicole joined SBDC, she has been very thankful for the relationships she has been able to establish with SBDC staff and clients, lenders, and stakeholders in her region.

“Everyone has been so warm and inviting. I am really grateful that we can work together to make it an all-around great experience for our clients... and for free!”

Keith Olson says, “It is so rewarding when we help clients start or grow their business or even plant the seed with an idea... and the unexpected will happen! It’s a great day when Ellen has the chance to attend a ribbon cutting or deliver a plant to a new business. It’s even better when that business is still there serving customers years later!”

As the president of the Economic Development Association of North Dakota, Ellen Huber is a member of the SBDC Advisory Board. She represents approx. 80 economic development organizations and stakeholders on the front line of growing businesses and communities in North Dakota. With 12 years of service as the City of Mandan’s Business Development and Communications Director, Ellen knows firsthand the vital role played by the SBDC in nurturing business start-ups.

She says, “The SBDC is a critical link in the process for people looking to start businesses.” They receive helpful input on their business ideas and financial forecasting that lenders appreciate. “With SBDC involvement, we see more success in business start-ups. Entrepreneurs launch their ventures with a better handle on financing needs, plans for the unexpected and adequate working capital to weather a storm.”

“It’s a great day when Ellen has the chance to attend a ribbon cutting or deliver a plant to a new business. It’s even better when that business is still there serving customers years later!”

Before joining SBDC, Nicole Evans was an Assistant Director of Technology providing technology support for the College of Business and SBDC. Nicole’s passion for technology made it hard for her to leave her position, but she knew there was an opportunity to help others with their small businesses. Nicole, being a current owner of two small businesses herself can empathize with other owners.

“There’s a lot of chaos that can run around in one’s head when it comes to business,” Evans says. “How do I hire someone? What is the best bookkeeping system? What if I run out of money? How do I complete quarterlies? Every day is different and so are the questions. Since Nicole joined SBDC, she has been very thankful for the relationships she has been able to establish with SBDC staff and clients, lenders, and stakeholders in her region.

“Everyone has been so warm and inviting. I am really grateful that we can work together to make it an all-around great experience for our clients... and for free!”

Keith Olson has been in the Williston office since 2003, after moving out west from Adams, ND, in 1999 to become the economic development director for Burke and Divide counties. Working in the west through the ups and downs of the oil and ag economy seldom leads to any dull days.

Keith says, “We have had the opportunity to work with great and diverse clients making every day a new learning opportunity. I’ve been able to build on strong relationships with our lenders and experienced economic developers allowing our referral pipeline to stay full.”

“Our support in the region has been phenomenal and our clients keep coming. I think it is wonderful that people are becoming aware of the range of free services we provide that all too often flies under the radar.”

“It is so rewarding when we help clients start or grow their business or even plant the seed with someone who comes back later ready to start after having time to put all the pieces in place,” Olson says.

As the president of the Economic Development Association of North Dakota, Ellen Huber is a member of the SBDC Advisory Board. She represents approx. 80 economic development organizations and stakeholders on the front line of growing businesses and communities in North Dakota. With 12 years of service as the City of Mandan’s Business Development and Communications Director, Ellen knows firsthand the vital role played by the SBDC in nurturing business start-ups.

She says, “The SBDC is a critical link in the process for people looking to start businesses.” They receive helpful input on their business ideas and financial forecasting that lenders appreciate. “With SBDC involvement, we see more success in business start-ups. Entrepreneurs launch their ventures with a better handle on financing needs, plans for the unexpected and adequate working capital to weather a storm.”

“It’s a great day when Ellen has the chance to attend a ribbon cutting or deliver a plant to a new business. It’s even better when that business is still there serving customers years later!”

Before joining SBDC, Nicole Evans was an Assistant Director of Technology providing technology support for the College of Business and SBDC. Nicole’s passion for technology made it hard for her to leave her position, but she knew there was an opportunity to help others with their small businesses. Nicole, being a current owner of two small businesses herself can empathize with other owners.

“There’s a lot of chaos that can run around in one’s head when it comes to business,” Evans says. “How do I hire someone? What is the best bookkeeping system? What if I run out of money? How do I complete quarterlies? Every day is different and so are the questions. Since Nicole joined SBDC, she has been very thankful for the relationships she has been able to establish with SBDC staff and clients, lenders, and stakeholders in her region.

“Everyone has been so warm and inviting. I am really grateful that we can work together to make it an all-around great experience for our clients... and for free!”

Keith Olson says, “It is so rewarding when we help clients start or grow their business or even plant the seed with an idea... and the unexpected will happen! It’s a great day when Ellen has the chance to attend a ribbon cutting or deliver a plant to a new business. It’s even better when that business is still there serving customers years later!”

As the president of the Economic Development Association of North Dakota, Ellen Huber is a member of the SBDC Advisory Board. She represents approx. 80 economic development organizations and stakeholders on the front line of growing businesses and communities in North Dakota. With 12 years of service as the City of Mandan’s Business Development and Communications Director, Ellen knows firsthand the vital role played by the SBDC in nurturing business start-ups.

She says, “The SBDC is a critical link in the process for people looking to start businesses.” They receive helpful input on their business ideas and financial forecasting that lenders appreciate. “With SBDC involvement, we see more success in business start-ups. Entrepreneurs launch their ventures with a better handle on financing needs, plans for the unexpected and adequate working capital to weather a storm.”

“It’s a great day when Ellen has the chance to attend a ribbon cutting or deliver a plant to a new business. It’s even better when that business is still there serving customers years later!”

Before joining SBDC, Nicole Evans was an Assistant Director of Technology providing technology support for the College of Business and SBDC. Nicole’s passion for technology made it hard for her to leave her position, but she knew there was an opportunity to help others with their small businesses. Nicole, being a current owner of two small businesses herself can empathize with other owners.

“There’s a lot of chaos that can run around in one’s head when it comes to business,” Evans says. “How do I hire someone? What is the best bookkeeping system? What if I run out of money? How do I complete quarterlies? Every day is different and so are the questions. Since Nicole joined SBDC, she has been very thankful for the relationships she has been able to establish with SBDC staff and clients, lenders, and stakeholders in her region.

“Everyone has been so warm and inviting. I am really grateful that we can work together to make it an all-around great experience for our clients... and for free!”

Keith Olson says, “It is so rewarding when we help clients start or grow their business or even plant the seed with someone who comes back later ready to start after having time to put all the pieces in place,” Olson says.
Our Partners & Sub-Award Hosts

Program Sponsors

Bank of North Dakota
Benson County JDA
Bottineau County EDC
Bowman County Development Corporation
Cavalier County JDA
City of Grafton
City of Williston - STAR Fund
Dakota Business Lending
Dickinson Chamber of Commerce
Eddy County
Enderlin CDC
Forward Devils Lake
Grand Forks County
Grand Forks Region EDC
Greater Fargo Moorhead EDC
Jamestown/Stutsman Development Corp.
Lisbon STAR Fund
McKenzie County JDA
Mountrail County JDA
NDSU Research & Technology Park, Inc.
North Central Planning Council
Ramsey County
Richland County JDA
Rolette County
Rugby JDA
Stark Development Corporation
Towner County EDC
US Bank
Wahpeton CDC
Walsh County JDA
Williston Economic Development

State Advisory Board Members

Duane Bowman, Dakota Western Bank - Bowman
Jim Boyd, Strategic Plan ND, LLC - Jamestown
Kevin Davidson, First Community Credit Union - Devils Lake
Rachael Eider, RH Standard - Grand Forks
Cherie Harms, Leonardite Products - Williston
Ellen Huber, City of Mandan - Mandan
John Machacek, Greater Fargo Moorhead EDC - Fargo
Chuck Neubauer, Starion Bank - Bottineau

ND SBDC Lead Center
David K. Martin, State Director
Tiffany Ford, Associate State Director
Marnie Schuschke, Resource Coordinator

Bismarck SBDC
Nancy Krogen-Abel, Regional Director

Bowman SBDC
Teran Doerr, Center Director
Laura Weber, Business Advisor

Devils Lake SBDC
Sandy Shively, Center Director
Angie Ruud, Business Advisor

Dickinson SBDC
Darrell Neubert, Business Advisor

Fargo SBDC
Paul Smith, Regional Director

Grand Forks SBDC
Nicole Evans, Regional Director

Jamestown SBDC
Nancy Krogen-Abel, Interim Business Advisor

Minot SBDC
Mary Beth Votava, Regional Director

Wahpeton SBDC
Nicole Evans, Interim Business Advisor

Williston SBDC
Keith Olson, Center Director
KayCee Lindsey, Business Advisor

ND PTAC Program
Dave Kleppe, PTAC Program Manager
Cathy Lindquist, PTAC Program Advisor

VBOC of the Dakotas
Wendy Klug, Program Manager
Marnie Schuschke, Resource Coordinator

Program Staff Members