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

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

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

www.ndsbdc.org
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 our great state. Our mission, vision and core values appear on the front cover of our 2017 Annual Report.

Federal mandates for SBDC networks include a requirement of 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 benefitted from and appreciated our free business advising services. Program partners and sponsors are listed on the back cover of this Annual Report.

We serve all 53 counties in our state and help to diversify and impact our state and local economies.

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**Client Success Stories**

**Prairie Brothers Brewing Co.**
Don Kenna ~ Fargo

Fargo high school teacher turned entrepreneur, with 8 years of home brewing experience, Don Kenna decided to open his own brewing company in Fargo ND. The Fargo SBDC helped Mr. Kenna develop a business plan and financial projections along with an investor summary sheet. Prairie Brothers now boasts nine beers on tap and is housed in a 3,600-square-foot facility.

“Getting sufficient financing was critical, especially since we had to cover several months of rent and other pre-opening expenses while waiting for our federal alcohol license to be approved,” Kenna said. “The SBDC was instrumental in helping us to be successful in obtaining funding for our project.” With plans to expand further into the bar scene and eventually start a bottling and/or canning operation, there is no stopping this company.

**Grafton True Value**
Kerry DeMars ~ Grafton

Over a decade ago, Kerry DeMars purchased his own hardware store in Grafton. In 2015 Kerry decided to expand his hardware store to include a full-fledged lumber yard. This was no easy task; it required relocating and the finances that comes along with such a big expansion. With the help of the Grand Forks SBDC and Walsh County JDA, a financial package was worked out. SBDC provided guidance and direction that made the new business easier to figure out. Kerry said “The greatest thing about being a business owner is the privilege to work with the public.” Kerry is looking forward to retirement in the next 5-10 years and knows that his business will provide him with the

**JL Beers**
Jesse and Wayne Zwak ~ Minot

Jesse and Wayne Zwak opened JL Beers in Minot in March of 2015. Being no strangers to the restaurant business, owning the Minot Perkins since the 1980s, their decision to purchase the franchise was easy. Jesse used the Minot SBDC to help with the endless amounts of documentation and understanding what the financial partners needed. Overall SBDC made the challenging process of opening and franchising a restaurant a lot easier with advising from Mary Beth in Minot. The success of the company is well noticed by the Minot community. In 2016, it was voted by patrons in Minot Daily News readers’ choice awards the Best Craft Beers and Best Burger in Minot.
John Machacek is a member of our State Advisory Board. With years of entrepreneurial experience John brings a strong knowledge of the workings of the business sector. Not only is he highly involved with business, he helps the community in working with the Greater Fargo Moorhead Economic Development Corporation.

In regards to the influence of ND SBDC on the state, John said, “Many people go into their work with ideas, experiences and interests but not necessarily the know-how to handle the nitty-gritty business planning and forecasting. Having agencies like SBDC and SCORE for those early years of business are extremely helpful.”

Before ND SBDC, Sandy Shively had worked for North Dakota non-profits for almost twenty-five years and was an executive director for a hospital foundation for twelve years.

Sandy wanted to be a part of ND SBDC because it gives her the opportunity to provide assistance to people who know what they want but are unsure how to get there. The most satisfying aspect of working with the SBDC for Sandy, is hearing about business ideas from clients. She says “It is gratifying when you work with a client through the process and they report back ready to start a business.”

In Sandy’s time with ND SBDC, she has seen many small businesses in the state succeed. A lot of small businesses in the state would not be here if ND SBDC Business Advisors were not available to encourage the entrepreneurs and give them the tools they needed. Sandy says “ND SBDC provides a no cost resource to the residents of North Dakota allowing them to better their lives by turning their dreams into a reality.”

Retiring from the North Dakota Highway Patrol as its Chief of Staff, Dave Kleppe is now the Procurement Program Manager for the ND PTAC program. He had a desire to have a second career after the Highway Patrol and came across an SBDC procurement related job. Now with years of procurement experience Dave has found that assisting clients with the relevant registrations and working with them to the point where they are receiving contract awards to be the most gratifying part of the job.

In October 2017, UND and ND SBDC became the prime awardee of the PTAC program. Being the PTAC Program Manager with ND SBDC, Dave can now integrate the procurement program even more closely with ND SBDC.

Dave has watched ND SBDC provide help to North Dakotans at the grass roots level with startups and also with well-established business diversification and growth plans. In the future, he hopes that more people become aware of the services that ND SBDC and ND PTAC provide.
Our Partners & Sub-Award Hosts

Program Sponsors

Bank of North Dakota
Benson County JDA
Bowman County Development Corporation
Cavalier County JDA
City of Grafton
City of Walhalla
City of Williston — STAR Fund
Dakota Business Lending
Dakota Community Bank & Trust
Dickey County
Dickinson Chamber of Commerce
Dunn Country JDA
Eddy County
Enderlin CDC
Forward Devils Lake
Foster County
Griggs County
Grand Forks County
Greater Fargo Moorhead EDC
Jamestown/Stutsman Development Corp.
LaMoure County
Lisbon STAR Fund
Logan County
McHenry County
McIntosh County
Mountrail County JDA
McKenzie County JDA
NDSU Research & Technology Park, Inc.
North Central Planning Council
Ramsey County
Richland County JDA
Rolette County
Rugby JDA
South Central Dakota Regional Council
Staunton Bank
Stark Development Corporation
Towner County EDC
US Bank
Valley City—Barnes CDC
Wahpeton CDC
Wahpeton EDC/JDC
Walsh County JDA
Wells County
Williston Economic Development

State Advisory Board Members

Duane Bowman, Dakota Western Bank, Bowman
Jim Boyd, Strategic Plan ND, LLC, Jamestown
Kevin Davidson, Bremer Bank, 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
Connie Ova, EDND Board President, Jamestown

Program Staff Members

ND SBDC Lead Center
David K. Martin: State Director
Tiffany Ford: Associate State Director
Harrison Krank: UND SBDC Intern

Dickinson SBDC
Darrell Neubert: Business Advisor

Fargo SBDC
Paul Smith: Center Director
Nicole Evans: Center Director
Jamestown SBDC
To be announced: Business Advisor

Minot SBDC
Mary Beth Votava: Center Director

Wahpeton
Justin Neppel: Business Advisor

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

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

Created by: Harrison Krank: SBDC Intern