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 ND SBDC network helps individuals to start, manage, and grow their businesses. We are committed to expanding North Dakota’s economy as the premier source for small business assistance. The ND SBDC continually demonstrates impactful results from our services including: business creation, new job creation, capital infusion and job retention. We are proud to consider ourselves part of the family of services that enable North Dakota’s business owners to take the next steps with their firms.

To meet the challenge of providing services to aspiring and experienced entrepreneurs, we operate 11 professionally staffed SBDC offices across North Dakota. The ND SBDC network is funded by the U.S. Small Business Administration, ND Department of Commerce, University of North Dakota and local-match partners. With a strong focus on collaboration, the network achieves its 1:1 match requirement with participation by lenders, cities, counties, and economic development agencies across the state. Our confidential business advising services are offered at no cost to SBDC clients.

**Network Funding & Economic Impact**

<table>
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<tr>
<th>FUNDING SOURCES</th>
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<tbody>
<tr>
<td>Federal 39%</td>
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<tr>
<td>Local 38%</td>
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<tr>
<td>State 23%</td>
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<tr>
<th>EXPENSE BY CATEGORY</th>
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<tbody>
<tr>
<td>Personnel 81%</td>
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<tr>
<td>Travel 7%</td>
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<tr>
<td>Other 12%</td>
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| Client Success Stories |

**SKY ZONE**
Over the course of 2 years, five entrepreneurs worked on starting a business that would be fun and successful in Fargo. Sky Zone is an indoor trampoline park that opened its doors in December 2014. They are off to a great start with 5 full-time employees and 57 part-time. The onsite business manager is also part owner, which the investors felt was an important addition. The ND SBDC helped transition their business plan into a format for bank loan applications; and the SBA loan application.

**iCare**
James Van Raden
With the heart of a true entrepreneur, James stated "I think the reason I became an entrepreneur was one, because of circumstances, but additionally, because I could be the master of my own destiny. I could decide how I would take care of my team, I could decide how I took care of my customers, and I could decide how I would lay my own bricks in my path to success. I could be the author of my own story."

**Flower Central**
Niki Brose
Brose elaborates on meeting with the SBDC: “[The role of the SBDC] was HUGE, especially with the business plan. My husband told me ‘Mary Beth can help us!’ I liked when she analyzed the numbers and said ‘This will not go’ and explained why. We began to consider the idea of opening our own floral business, after developing a business plan and a new budget based on plan “B”. Mary Beth was confident in saying this plan can work!”

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| 1,046 Clients Advised |
| 6,510 Hours of Consultation |
| 113 New Businesses Created |
| 698 New Jobs Created/Jobs Retained |
| $72,736,893 Capital Infusion |
| 62 Primary Sector Businesses |
**In the Spotlight**

**Mary Beth Votava**
Minot SBDC Center Director

Mary Beth Votava is the Center Director of the Minot SBDC. She has been with the ND SBDC since July of 2000.

“Working for the ND SBDC is an honor and a privilege. Through the years I feel I have learned as much from my clients as they from me. No project is too big, too small or too over the top. Clients have shown me that integrity, conviction and belief in oneself is a driving factor to their success. Entrepreneurs are risk takers at heart. The work that the SBDC does, ensures their plans are well thought out, make good fiscal sense, and that they have solid information in which to base their business decisions on. As we face the challenges and opportunities that 2016 has to offer, I am encouraged that ND business owners will continue to grow and prosper in the ND business-friendly climate we are known for. And as always, the ND SBDC team will be ready to help them in any way we can, ensuring their successes and longevity.”

**Mike Mabin**
Founder, Agency MABU

Prior to founding Agency MABU, Mike Mabin was employed at St. Alexius Medical Center for over 20 years as the Vice President of Marketing & Development. In 2001, Mabin acted on a long-time dream to start and operate his own business. Together with his wife, they opened Agency MABU, an acronym which stands for Marketing & Advertising Business Unlimited. MABU offers a full range of services to clients throughout the nation including graphic design, website development, public relations and video production.

Starting as a one-person consulting firm, Agency MABU has steadily grown over the past decade to generate revenues of $3 million dollars annually, while employing over two dozen full-time and part-time associates. The company is headquartered in Bismarck and has a satellite office in Fredericksburg, Virginia to better serve its federal clients.

Mabin is an enrolled member of the Turtle Mountain Chippewa Tribe in Belcourt, North Dakota. As the owner of a minority-owned company, Mabin has proactively worked to provide training and employment opportunities to Native Americans.

**Susan Shearer**
Advisory Board Chair/
President, Harvey Sand & Gravel, Inc.

Susan is a longtime resident of Harvey, graduating from Harvey High School in 1976. She attended Mary College (University of Mary) and Minot State University. In 1980, she returned to Harvey to work in the family business, Harvey Sand & Gravel, Inc. She is currently the President of the Corporation.

Susan is a member of St. Cecelia’s Catholic Church, Harvey Eagles Club, VFW Auxiliary, and the American Legion Auxiliary. She has also been appointed to the ND Unemployment Advisory Council, Associated General Contractors Board of Directors, and is Chair of the ND SBDC Advisory Board. She is a past Harvey Park Board and City Council member.

Her hobbies include bowling, reading, jigsaw puzzles, traveling, watching football and spending time with her family.

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**ND SBDC Network Map**

**ND SBDC Lead Center**
University of North Dakota
140 Gamble Hall
293 Centennial Drive, Stop 7308
Grand Forks, ND 58202-7308
701.777.3700

**Bismarck Regional Center**
Bank of North Dakota
1200 Memorial Highway
Bismarck, ND 58504
701.328.5665

**Fargo Regional Center**
NDSU Research & Technology Park
1854 NDSU Research Circle N, Suite #7
Fargo, ND 58102
701.499.5273

**Minot Regional Center**
1925 South Broadway, Suite #2
Minot, ND 58701
701.857.8211

**Williston Regional Center**
Williston State College
113 4th Street E.
Williston, ND 58801
701.713.3839

**Bowman Office**
13 ½ East Divide
Bowman, ND 58623
701.523.5880

**Crosby Office**
200 North Main Street
Crosby, ND 58730
701.965.6006

**Grand Forks Regional Center**
UND Center for Innovation
4200 James Ray Drive, Suite #205
Grand Forks, ND 58202
701.738.4851

**Jamestown Regional Center**
South Central Dakota Regional Council
419 NE 5th Street
Jamestown, ND 58401
701.952.8060

**Wahpeton Office**
ND State College of Science
228 Horton Hall
Wahpeton, ND 58076
701.671.2682

**Devils Lake Regional Center**
North Central Planning Council
417 NE 5th Street
Devils Lake, ND 58301
701.662.8131

**Grand Forks Regional Center**
UND Center for Innovation
4200 James Ray Drive, Suite #205
Grand Forks, ND 58202
701.738.4851

**Jamestown Regional Center**
South Central Dakota Regional Council
419 NE 5th Street
Jamestown, ND 58401
701.952.8060

**Wahpeton Office**
ND State College of Science
228 Horton Hall
Wahpeton, ND 58076
701.671.2682
Our Partners & Sub-Award Hosts

Bank of North Dakota
Bottineau County
Bottineau Economic Development Corporation
Common Enterprise Development Corporation
Dakota Certified Development Corporation
Enderlin Community Development Corporation
Grand Forks County
Greater Fargo Moorhead Economic Development Corporation
McHenry County

NDSU Research & Technology Park, Inc.
North Central Planning Council
North Dakota State College of Science
Richland County Job Development Authority
Rugby Job Development Authority
South Central Dakota Regional Council
Starion Financial
US Bank
Wahpeton Community Development Corporation
Wahpeton Economic Development Commission

Local Match Partners

Advisory Board Members

Susan Shearer (Chair), Harvey Sand & Gravel Inc., Harvey
Marty Opdahl (Vice Chair), American Bank Center, Dickinson
Duane Bowman, Dakota Western Bank, Bowman
Ellen Huber, City of Mandan, Mandan

Bev Kadrmas, BJ Kadrmas Inc., Dickinson
Mike Mabin, Agency MABU, Bismarck
Chuck Neubauer, Starion Financial, Bottineau
Bruce Walker, Coldwell Banker, Minot

Staff Members

ND SBDC Lead Center
David K. Martin: State Director
Tiffany Ford: Assistant State Director
Andrea Hyduke: UND Marketing Intern

Bismarck SBDC
Nancy Krogen-Aibel: Center Director
Dave Kleppe: Procurement Manager

Dickinson SBDC
Ray Ann Kilen: Center Director
Cory McCaskey: Business Advisor
Renee Townsend: Business Advisor
Teran Doerr: Business Advisor, Bowman
Laura Weber: Business Advisor, Bowman

Fargo SBDC
Paul Smith: Center Director
Justin Neppl: Business Advisor, Wahpeton

Grand Forks SBDC
Josh Klug: Center Director

Jamestown SBDC
Deb Kantrud: Center Director
Georgia Miller: Business Advisor

Minot SBDC
Mary Beth Votava: Center Director

Williston SBDC
Keith Olson: Center Director
Shirelle Sorensen: Business Advisor
Kaycee Lindsey: Business Advisor, Crosby

Created by: Andrea Hyduke: SBDC Marketing Intern