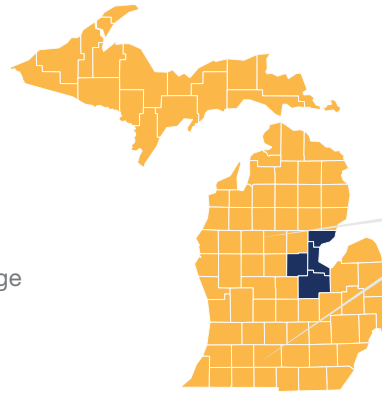




2018 REGIONAL IMPACT



SERVICES PROVIDED

- One-on-One Consulting
- Business Education & Training
- Market Research
- Business Plan Development
- Accessing Capital
- Financial Analysis
- Growth & Strategic Planning
- Cybersecurity
- Export Assistance
- Tech Commercialization

MEET THE GREAT LAKES BAY REGION TEAM

The Great Lakes Bay Region Team has been hosted by Delta College for over 15 years. The Michigan SBDC is an inclusive organization that supports all entrepreneurs and small businesses.

DEDICATED TO ECONOMIC DIVERSITY



Frankenmuth Clock Company

FRANKENMUTH, MICHIGAN

"I started working with the SBDC to start reviewing my plans to purchase the Frankenmuth Clock Company. My consultant Jim's advice, knowledge and experience along with his willingness to help was invaluable to me. Without the SBDC, I would not be the owner of the Frankenmuth Clock Company today! Words cannot express my gratitude to Kristi Kozubal & James Rowley, as they helped guide and eventually solidify the deal that made my dreams come true."

-Greg Burton, Owner of Frankenmuth Clock Company

REGIONAL CLIENTS



26%
MINORITY



54%
WOMEN



8%
VETERANS

TOP INDUSTRIES SERVED



RETAIL



MANUFACTURING



PROFESSIONAL



HOSPITALITY



OTHER

47% - ESTABLISHED BUSINESSES

53% - NEW BUSINESSES

TRANSFORMING THE REGION



Bayne's Apple Valley Farm

FREELAND, MICHIGAN

Jenean and Shawn Coughlin had their eyes on becoming the owners of a long-standing business and commercial property valued at over \$1 million. However, they were unsure how and where to find the ideal financing. While talking with a local credit union about financing options, Jenean was referred to the MI-SBDC. She learned about business planning, available financing options, how to leverage her 401(k) in the loan process, and more.

 **28** BUSINESS LAUNCHES

 **227** NEW OR RETAINED JOBS

 **214** TRAINING ATTENDEES



\$3,360,586

NEW CAPITAL INVESTMENT

TRAINING

The Michigan SBDC's Regional Offices continued to demonstrate their expertise and ability to serve local entrepreneurs by offering in-person workshops focused on areas of highest need for small businesses in their service area. A record number of entrepreneurs have learned about SBDC training offerings and other services thanks to the Michigan SBDC's innovative marketing team.

COMMITTED TO CLIENTS



The Great Lakes Bay Region Team

DELTA COLLEGE

"At the SBDC Great Lakes Bay Region, we truly LOVE the spirit of our small business clients. Whatever your endeavor might be, like opening a new restaurant, planning for the sale of a machine shop, growing a social media following for your professional services, or applying for a loan to expand your facilities, your success is what energizes us. Let us be your champion and thought partner!" -Kristi Kozubal, Regional Director



369 SMALL BUSINESSES SERVED



100% CLIENT SATISFACTION



Kristi Kozubal - Regional Director, kristikozubal@delta.edu