STORIES OF IMPACT

- Business
- Pitch Strategy
- Financial
- Projections
- Website
- Analysis
- New Job
- Creation
- Raised Capital
- Established Business Model
- Launched Website

Contact Us
SBDC Upper Peninsula
906-280-5434
SBDC West Michigan
616-331-7370
SBDC Mid Michigan
231-929-5060
SBDC Southwest Michigan
734-477-8762
SBDC Northeast Michigan
517-483-1921
SBDC Southeast Michigan
517-483-1921
SBDC Capital
SBIR/STTR Proposal Assistance
Financial Review
Market Research
Needs Assessment

Grew Team
Obtained Research Funds
Increased Sales
Launched Website
Established Business Model
SBDC Assistance

K-TEC SYSTEMS
Forsake, MI

Facebook.com/MichiganSBDC
@MichiganSBDC
@MichiganSBDC

Launched Website
Established Business Model
SBDC Assistance

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@MichiganSBDC
@MichiganSBDC

Download our Guide to Starting a Small Business available in English, Spanish, and Arabic at: www.SBDCMichigan.org/GuidetoStarting

The Michigan Small Business Development Center is a statewide network funded in part through cooperative agreements with the U.S. Small Business Administration, the Michigan Economic Development Corporation, and Michigan’s 23 Regional Partners. The Michigan SBDC is nationally accredited by the Association of SBDCs.
"Michigan continues to cultivate the launch of new businesses and support the growth of small businesses. The Michigan SBDC's dedication to providing resources to small business owners and connecting them with essential services is a testament to our state’s commitment to economic growth. Thanks to all who attended training, and congratulations to the 394 new businesses that were opened and the 4,634 jobs created or retained."

"It is a great pleasure to see the Michigan SBDC’s dedication to small business development reflected in our achievements. Through our work, we continue to strengthen Michigan's economy."

"Grand Valley State University and the Seidman College of Business are glad to host Michigan's Small Business Development Center. The Michigan SBDC plays a pivotal role in the development and growth of small businesses across the state. We are pleased to have a business owner as our ambassador and to support such an important state-wide mission."

"Michigan continues to cultivate the launch of new businesses and support the growth of small businesses. Through our work, we continue to strengthen Michigan’s economy."

"To all who attended training, and congratulations to the 394 new businesses that were opened and the 4,634 jobs created or retained."

"The Michigan SBDC was a partner in the fifth annual Michigan Cybersecurity Conference that took over 650 in attendance."

"The Michigan SBDC is dedicated to providing resources for new and established entrepreneurs and small business owners throughout the state. Various partnerships throughout the state and our accessibility of SBDC services in underserved communities have allowed us to reach a larger audience of entrepreneurs in Michigan. Our progress toward our economic inclusion goals can also be measured by the impact our services have on underserved entrepreneurs in Michigan."

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**2018 STATEWIDE IMPACT**

<table>
<thead>
<tr>
<th>Businesses Consulted:</th>
<th>Individuals Attended Training:</th>
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<tbody>
<tr>
<td>5,644</td>
<td>6,823</td>
</tr>
</tbody>
</table>

**Michigan SBDC Consultants Generate**

$205,277,934

**Business Ownership**

- 26% Minority
- 47% Women
- 7% Veterans

**Top Industries Served**

- Retail
- Manufacturing
- Professional
- Hospitality
- Other

**10 Years of Transforming Michigan**

$2.3B in capital formation

50,208 jobs created or retained

**BUSINESS SERVICES**

**Small Business, Big Threat**

- Small Business
- Tech Team
- Junior Business Consultant
- Ewing

**Partnership Events**

- Michigan Cybersecurity Conference
- Michigan Celebrates

**Economic Inclusion**

- Great Lakes
- Michigan Celebrates
2018 STATEWIDE IMPACT

5,644 BUSINESSES CONSULTED & 6,823 INDIVIDUALS ATTENDED TRAINING

THE SBDC WAS A PARTNER IN THE FIFTH ANNUAL MICHIGAN CYBERSECURITY CONFERENCE THAT TOOK place in October.

J.D. COLLINS, STATE DIRECTOR

“Michigan continues to cultivate the launch of new businesses and support the growth of small businesses. The Michigan SBDC’s dedication to providing resources to new business owners and connecting them with essential services and support, is a testament to the Michigan SBDC’s commitment to Michigan’s economy.”

“I am proud to share our 2018 Annual Report. The accomplishments found in this report highlight the positive and lasting impact that the network of Michigan SBDCs make in business and our state’s economy. With 11 offices that cover all of Michigan’s 83 counties, the Michigan SBDC again exceeded statewide impact goals, a testament to strong partnerships, mission-driven employees, and collaborative partnerships. The coalition behind the SBDC includes our statewide program stakeholders, the SBA, the MEDC, Grand Valley State University, and a network of supporting hosts and partners. Michigan SBDC went beyond the impact numbers in 2018 by honing several specialty programs including Small Business Big Threat cybersecurity; Senior Business Consultant Jamaal Ewing; and a network of supporting hosts and partners. michigan sbdc was a partner in the fifth annual Michigan Cybersecurity Conference that took place in October.”

Six years ago, the Michigan SBDC was established to train a workforce to meet the needs of the emerging cybersecurity sector. The Michigan SBDC is excited to continue to partner with universities to provide cybersecurity training to Michigan’s workforce. The Michigan SBDC is committed to enhancing the accessibility of cybersecurity education to all Michigan businesses and entrepreneurs.”
It is my pleasure to share our 2018 Annual Report. The accomplishments found in this report highlight the positive and lasting impact that the Network made on Michigan businesses and our state's economy.

With 11 offices that cover all of Michigan's 83 counties, the Michigan SBDC continues to thrive, inspiring startups and job growth across the state. We are pleased to have a strong relationship with such an important partner and look forward to leveraging our continued positive impact.

Michigan Economic Development Corporation (MEDC) President and CEO Mike Tidmore reflects on the work of an incredible team of SBDC consultants who are dedicated to keeping Michigan a preeminent state to start and grow a business. With a successful 2018 behind us, we look forward to 2019.

In 2018, we provided services to more than 5,644 businesses consultative to Michigan SBDC consultants, 6,823 individuals attended training through SBDC consulting, 3,324 startups were opened, 4,634 jobs were created and retained, and $205,277,934 in statewide capital formation.

The Michigan SBDC was a partner in the fifth annual Michigan Cybersecurity Conference that took over 600 attendees.

Small Business, Big Threat is a program designed by the Michigan SBDC to educate entrepreneurs around the United States about cybersecurity. In 2018, the program had over 450 participants and in-person and online business education is an invaluable service offered through the Michigan SBDC.

The SBDC was a partner in the fifth annual Michigan Cybersecurity Conference that took over 600 attendees.

The Michigan SBDC is dedicated to strengthening the accessibility of SBDC services in underserved communities throughout the state. Various community programs such as the Small Business, Big Threat program and the SBDC Tech Team help entrepreneurs and small business owners across the state.

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