2019 ANNUAL REPORT
MICHIGAN SMALL BUSINESS DEVELOPMENT CENTER

SBDCMICHIGAN.ORG
LETTER FROM THE DIRECTOR

2019 capped off a decade of excellence at the Michigan Small Business Development Center (SBDC) and it’s my pleasure to share this Annual Report with you. The accomplishments that follow highlight the positive and lasting impact that the network made on Michigan businesses and our state’s economy. I’m humbled by the 2019 network performance, the team showed true “Michigan Grit” and rallied to eclipse a demanding set of goals, through teamwork and ingenuity.

Michigan went beyond extraordinary impact numbers and solidified a strategic direction that will keep us relevant for years to come; focusing on 1 Outreach, ensuring that we equitably serve clients, 2 Exceed Performance Objectives, positioning the network for growth and sustainability, 3 Tell Our Story, strengthening our marketing and communication activities and 4 Care for Our People, recognizing and investing in the exceptional team that makes up the Michigan SBDC.

Along the way, our network took strength in connecting-to-purpose through community involvement and client success stories. As a reminder of this connection, I’m pictured with Ray Blount, an entrepreneur who rediscovered his artistic talents and with the help of the Michigan SBDC he created a successful art business, 2 Sues. 2020 will start a new decade of excellence, with a team of dedicated and connected consultants who will keep Michigan a preeminent state to start and grow a business.

STRENGTH IN PARTNERSHIPS

The Michigan SBDC is bolstered by the support of stakeholders: the U.S. Small Business Administration (SBA), Michigan Economic Development Corporation (MEDC) and our host partnerships.

Federal Support
The SBA’s Michigan District Office and the Michigan SBDC work closely together to provide management assistance to current and prospective business owners.

Local Partnerships
Grand Valley State University and the Seidman College of Business host the Michigan SBDC’s State Lead Center. Our team of consultants around the state are hosted at a network of universities and entrepreneurial support organizations.

State Support
The MEDC partners with the SBDC to strengthen the state’s entrepreneurial ecosystem, bolster small businesses and unlock vital federal dollars.

"The Michigan SBDC’s dedication to providing resources to small business owners to help them start, grow and prosper is a critical component of Michigan’s success. I commend the Michigan SBDC for their efforts to strengthen our economy.”

Gretchen Whitmer, Governor, State of Michigan

Ray Blount
Owner, 2 Sues

J.D. Collins
State Director, Michigan SBDC

Constance Logan, U.S. Small Business Administration, Michigan District

Gretchen Whitmer, Governor, State of Michigan

Diana Lawson, Dean Seidman College of Business, Grand Valley State University

Jeff Mason, CEO, Michigan Economic Development Corporation

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**THE KITCHEN BY COOKING WITH QUE**
Detroit, MI
NEW BUSINESS START

Que Broden had always envisioned owning a culinary kitchen to share her passion for vegan food. After working on her dream for years, she was close to having the necessary funding to open her business in Midtown Detroit. Que reached out to the SBDC to help push her dream forward.

**MIDTOWN FRESH MARKET**
Kalamazoo, MI
GENERATE CAPITAL

Kiar Gamsho has the grocery service industry in his blood. Throughout high school and college, Kiar worked alongside his father at their family-owned grocery store. In his mid-twenties, he decided to help expand its reach across the state. Kiar had a vision and recognized that the Michigan SBDC could help him achieve it.

**What the SBDC Provided**
- Market Analysis to expand business to a 2nd Location
- Developed two loan packages: one for purchasing a building and another for the redevelopment of the building
- Connected Midtown Fresh with funding opportunities

**How It Helped the Business**
- Midtown Fresh received $9.4 million in financing for their redevelopment project
- Midtown completed a total renovation of the former 60,000 square foot supermarket and façade into a new multi-purpose complex
- Created close to 50 jobs within the first 6 months of opening
WHAT WE DO

CONSULTING
MARKET RESEARCH
BUSINESS EDUCATION
TECHNOLOGY COMMERCIALIZATION

STATEWIDE TEAM

BUSINESS GROWTH TEAM
Services businesses interested in growing or transitioning.

TECHNOLOGY TEAM
Bridges the gap between technology development and commercialization.

OUR INITIATIVES

BUYING OR SELLING A BUSINESS WORKSHOP
Recognizing a trend in the market, we developed a statewide training that helps entrepreneurs ensure a successful transaction and transition when buying or selling a business.

SMALL BUSINESS BIG THREAT
The SBDC's cybersecurity program, Small Business, Big Threat, is a leading resource to increase small business awareness of cyber threats.

ECOINOMIC INCLUSION*
The Michigan SBDC is committed to equitably serving the state.

PARTNERSHIP EVENTS

MICHIGAN CELEBRATES SMALL BUSINESS
The SBDC is managing partner of the annual awards gala, recognizing excellence in small business including the #MI50toWatch.

GREAT LAKES LENDERS CONFERENCE
The premier banking event in the Midwest, educating lenders on administering SBA loans.

*We believe inclusion is vital for serving our diverse communities to strengthen Michigan’s economy.
HOW IT HELPED

CLIENT DEMOGRAPHICS

Minority-Owned Businesses: 28%
Women-Owned Businesses: 47%
Veteran-Owned Businesses: 6%

IMPACT NUMBERS

100% of goal

BUSINESSES CONSULTED - GOAL: 5,000
6,611 (132%)

TRAINING ATTENDEES - GOAL: 5,000
7,060 (141%)

JOBS CREATED - GOAL: 1,250
2,520 (201%)

NEW BUSINESS STARTS - GOAL: 458
503 (110%)

CAPITAL FORMATION - GOAL: $157,970,654
$199,414,799 (126%)

MEDC & SBA goal for the SBDC

Impact Numbers Reported by Calendar Year
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The Michigan Small Business Development Center is a statewide network funded in part through cooperative agreements with the U.S. Small Business Administration, Michigan Economic Development Corporation and Regional Hosts. The statewide host of the SBDC network is the Seidman College of Business at Grand Valley State University. The Michigan SBDC is nationally accredited by the Association of SBDCs.