

GET THE HELP YOU NEED



Iowa Small Business Development Centers

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**PROFESSIONAL
BUSINESS ASSISTANCE**

Your Local Center:

Northwest Iowa SBDC
Iowa Lakes Community College
1900 N. Grand Ave., Suite B-1
Spencer, IA 51301

Contact:

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Assistance centers are located in:

Ames	Marion
Burlington	Mason City
Council Bluffs	Ottumwa
Creston	Sioux City
Davenport	Spencer
Dubuque	Urbandale
Fort Dodge	Waterloo
Iowa City	

To find your nearest center, go to:
www.iowasbdc.org



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OUR COUNSELING AND TRAINING FOCUSES ON SPECIFIC BUSINESS NEEDS, HELPING TO MAKE YOUR BUSINESS THE BEST IT CAN BE.

Shannon and John Latham of Sheffield will tell you that growing a business is hard work, but with the help of the Small Business Development Center, the owners of Latham Hi-Tech Hybrids, Inc. are succeeding. We helped them refine all aspects of their business plan, including marketing, financing, and operations. In addition, we critiqued and helped prepare

“We faced the same problems every new company faces – although we had the background, the connections and the education to be successful, we needed to supplement it with the skills and experience of the SBDC. No one did the work for us, but because of the SBDC, the work we did was much more effective.”

for a venture capital presentation and a statewide business plan competition contest. Along with being awarded \$100,000 in funding from the Wellmark Community Venture Fund, the company’s business plan placed third out of 87 entries statewide, winning a \$10,000 prize. Their company is successfully penetrating a five state region, has exceeded its projected sales plans – with continuing double digit percentage increases – and has plans to increase its current sales force of 35 employees even further.

Professional Counseling

- Business Planning & Modeling
- Financing Opportunities
- New Business Guidance
- Cash Flow Projections
- Market Research Services
- Loan Proposal Assistance
- Business Growth Strategies
- Business Succession
- Human Resource Management
- Business Disaster Counseling
- ...and more!

Affordable Training Classes

We offer a wide variety of classes and workshops:

- Smart Start–Basic Business Start-Up
- Writing a Business Plan
- Business Succession
- Marketing and Public Relations
- Government Procurement
- Accounting
- Human Resources
- ...and many more!



What We Do

Our 15 regional business assistance centers provide practical, hands-on assistance to all types of businesses, from start-ups to 500 employee firms, to companies with new and promising technologies.

We provide free, confidential, customized business counseling in all 99 Iowa counties. We also conduct low-cost, educational workshops that provide practical skills and techniques for all kinds of businesses. Let us help you today!

COUNSELING THAT WORKS

SBDC Regional Director Dan Wubbena helped Mike Brown of MLS Trucking in Sioux City write a business plan, do financial projections, and make a presentation to a private financier that resulted in the purchase of two new tractor-trailers, funds to start the business, the acquisition of three new accounts, and the hiring of three full-time employees. The company has since purchased three additional tractor-trailers and hired three more employees.