



ANOKA COUNTY
Open To Business
Kathleen DuChene – Business Advisor
1/1/2016 – 12/31/2016

Clients Served – 224

Business Stage:

Existing Business – 97
New Entrepreneurs/Start-up/Pre-planning – 85
Client Inquiry – 42*

*Many Client Inquiries turn into meetings later.

Program Hours:

(Includes Direct Client Hours, Program Outreach & Marketing, Advisor Training, Data Collection and Administration)

Total Contract 2258.25

Financing thru 12/31/16:

Loans Approved:

Number - 6
Amount - \$415,000
Leveraged - \$2,230,500
(Bank/Owner Equity)

Micro Grants:

Number - 9
Amount - \$9000

Credit Builder Loans

Number - 6
Amount - \$1520

Referral Source

City Website/Newsletters/Utility Inserts – 150
Other/Internet – 28
Bank Referral – 22
Friends/Family – 13
No Referral Source - 7
Existing Business Owner – 4

Industry Segment

Service – 116
Retail – 43
Food - 19
Manufacturing – 12
Construction – 12
Health & Fitness – 9
Undisclosed/Undecided - 9
Wholesale/Distribution – 2
Technology – 2

Client City (Number represents Business City)

Andover - 16
Anoka - 15
Bethel – 0
Blaine - 29
Centerville - 1
Circle Pines - 1
Columbia Heights - 18
Columbus – 0
Coon Rapids -43
East Bethel - 12
Fridley - 9
Ham Lake - 8
Hilltop - 0
Lexington - 0
Lino Lakes - 9
Linwood - 0
Nowthen - 2
Oak Grove - 1
Other Counties/Undecided/Undisclosed - 33
Ramsey - 24
St. Francis - 3
Spring Lake Park – 0

Financing Approved Through 4th Quarter 2016:

Approved Loan Direct-

Business Type: Lawn/Landscape Services – Commercial/Residential
Location: Purchase Property/Building in Nowthen (Zimmerman Resident)
Referred by: Bank/Other Lender
OTB Financing: \$33,000
Other Financing: \$280,500 Bank Financing/\$35,000 Owner Equity
Employment: NA

Overview: The business provides commercial and residential lawn mowing, seasonal cleanup, light landscaping, and irrigation services. Winter services such as plowing, and snow removal and hauling, are provided to commercial customers on a contract basis. Client has grown out of his current location and needs a larger facility to operate and store equipment. Client found a building/property in Nowthen, MN large enough to house equipment and provide office space. Open To Business approved a loan for \$33,000; we were able to leverage a Bank approved loan of \$280,500 to fill the gap. The Client has put this particular building/property purchase on hold – and is looking at other properties in Anoka County – when he is ready to purchase, Open To Business will be there to help with the Financing.

Approved Loan Direct-

Business Type: Mall Kiosk – Cell Phone Accessories
Location: Ramsey Resident (Minneapolis Business)
Referred by: NA
OTB Financing: \$1000
Other Financing: NA
Employment: 1 Fulltime

Overview: For the last year, Client has been selling cell phone accessories on-line and at trade shows. In November 2015, he set up a kiosk in Minneapolis - Calhoun Square. He operates the kiosk during the day and on weekends, while working a second shift job. Open To Business awarded him a Micro Grant to purchase inventory, which generated a nice profit. Since the Micro Grant worked well for him, Open To Business provided a small Advisor Express loan to help purchase additional inventory.

Approved Loan Direct-

Business Type: Childcare Center
Location: St. Francis Business
Referred by: Started working with Open To Business a couple of years ago.
OTB Financing: \$25,000
Other Financing: \$25,000 Bank Financing/\$10,000 Owner Equity
Employment: Expected to create at least 6 jobs.

Overview: The business owner has worked as a child care teacher, manager and director, but her real goal was to own child care center. Unfortunately, start-up costs can approach hundreds of thousands of dollars, a price tag well beyond her means. Then came the opportunity of a lifetime. A vacant center in St. Francis was available for sale and the total project was under \$60,000. Open To Business partnered with Village Bank to provide financing needed to open the business. With only two other child care centers operating in the city, this business will offer a much needed service to families of young children in and around St. Francis.

Approved Loan Direct-

Business Type: Chemical Dependency Counseling
Location: Anoka Resident (North Minneapolis Business)
Referred by: Worked with Hennepin County Business Advisor
OTB Financing: \$6,000
Other Financing: NA
Employment: 2 Full-time Owners

Overview: This business is a licensed Rule 25 treatment center that offers chemical dependency and mental health services to clients. The business was providing services to its clients for approximately six months, but hadn't received reimbursement for those services from the insurance intermediaries. Payments for services generally come directly from third party insurance providers. The owners injected personal equity into the business to cover initial operating expenses while waiting for certification with two insurance carriers so they could bill for services already provided to clients. Additionally, owners were waiting to receive reimbursement from DHS Medical Assistance Program. The owners contacted Open To Business and requested a transactional loan of \$6,000 to augment its cash flow while waiting to receive payment from DHS.

Approved Loan Direct-

Business Type: Street Sweeping/Cleaning
Location: Blaine Business
Referred by: Bank
OTB Financing: \$200,000
Other Financing: \$200,000 – Owner Equity
Employment: Expected to increase employees and/or keep help employed year round

Overview: Looking to supplement sales/services in the slower winter months, the owner invented a product to help builders. Winters in MN and northern climes are the bane of builders. When the frozen ground is as hard as concrete, builders can either wait until spring to lay foundations or spend weeks (and thousands of dollars) trying to thaw the ground out with propane heaters. A problem solver by nature, the business owner had a better way for builders to deal with winter. He has invented a system that sinks giant drill bits into the ground that is faster and cheaper than the traditional propane heaters. Moreover, the giant drill bits also work well in drying out wet clay, the bane of builders in all climates. Open To Business has provided financing to this Blaine company to purchase the equipment it needs to scale up operations. The business owners have already obtained a contract with a major home builder this winter.

Approved Loan Direct-

Business Type: Dance Studio
Location: Blaine Business
Referred by: Bank
OTB Financing: \$150,000
Other Financing: \$33,000 Owner Equity, and \$1,647,000 Bank/SBA Financing
Employment: NA

Overview: The owner has been dancing or working in dance virtually her whole life, most of it at her current business in Blaine. In 2013, she purchased the company and doubled its enrollment in only three years. Having outgrown her existing space, the business owner found an ideal building in Blaine for her dance studio's new home. A Bank asked Open To Business to provide financing to this \$1.8 million project to help bridge a collateral gap.

Other Financing-

Business Type: Cosmetics – Direct Selling

Location: Blaine Business and Resident

Referred by: Found OTB Info on Internet

OTB Financing: NA

Other Financing: \$1,000 Micro Grant

Employment: 1 Full-time

Overview: Client went through some very difficult personal hardship and has not been able to secure a regular job. She wanted to start her own small business; Open To Business provided a Micro Grant to help her purchase inventory to get the business off the ground.

Business Type: Credit Card Processing/Point of Sale Equipment

Location: Anoka Business and Resident

Referred by: Found OTB Info in City of Anoka Newsletter

OTB Financing: NA

Other Financing: \$1,000 Micro Grant

Employment: 1 Full-time

Overview: This client started the business a couple of years ago after years of experience in the industry. The family had gone through some tough times, both personally and financially, which limited his ability to get the business started. I keep in touch with owner and the business continues to move in the right direction, in spite of a very competitive environment. I awarded this client another Micro Grant this year to continue efforts with growing the business. The money is used for website development and marketing efforts. I use this client for professional referrals to other small businesses with point of sale needs.

Business Type: Personal and Professional Coaching/Unique Keynote Speaker

Location: Business Services offered in Anoka County, Resident in Hennepin County

Referred by: Met Client at Lino Lakes Quad Area Chamber Meeting

OTB Financing: NA

Other Financing: \$1,000 Micro Grant

Employment: 1 Full-time

Overview: This client went through some very difficult times personally, and this had a devastating effect financially. He has a unique approach to his business coaching style, his life and work experience in a long sales career serve him well with this business. I've kept in touch with this client and his business is growing by leaps and bounds. The Micro Grant I awarded was used to fund professional networking memberships.

Business Type: Construction Remodeling/Attic Insulation Services

Location: Ham Lake Business and Resident

Referred by: Found OTB in Ham Lake City Newsletter

OTB Financing: NA

Other Financing: \$1,000 Micro Grant

Employment: 2 Full-time

Overview: This couple had a prosperous growing construction business in the state of Colorado; however, about one year ago the business was shut down due to alleged illegal dealings with a partner. They were not aware, and somewhat naïve about what was happening behind closed doors. The couple had to file bankruptcy, were left with no money, and only their house in MN. They are looking to start over, no partners, and came to me looking for help on how to get a business started in MN. They qualified for a Micro Grant, and this helped with

getting their work truck and equipment transported back to MN. I referred them to professional accounting and legal services to also assist in the process.

Business Type: Residential Cleaning Business

Location: Blaine Business and Resident

Referred by: Friend

OTB Financing: NA

Other Financing: \$1,000 Micro Grant

Employment: 1 Full-time

Overview: This client has professional experience in the financial industry and was a licensed broker. She fell on some hard times personally and professionally. She has personal family obligations that don't allow her to return to a professional work career, so was operating a cleaning business and decided to work towards growing the business into something larger with potentially more employees. She is at a financial disadvantage this point in her life, and qualified for a Micro Grant. This grant has allowed her to purchase necessary supplies and equipment to get the business started.

Business Type: Inventor of Engine Part

Location: Ramsey Business and Resident

Referred by: Found OTB in Ramsey City Newsletter

OTB Financing: NA

Other Financing: \$1,000 Micro Grant

Employment: 1 Full-time

Overview: This client is an engineer and was in the process of creating an engine part that could potentially be manufactured and used in car engines to obtain better/cleaner gas mileage. He is retired and on limited income, so the Micro Grant will be used to further his process of securing a Patent for his design. He had family members also involved and they were working on finding someone to help him make a prototype so he could test the part in small engines.

Business Type: On Line Antique/Gift Shop

Location: Andover Business and Resident

Referred by: Found OTB in Andover City Newsletter

OTB Financing: NA

Other Financing: \$1,000 Micro Grant

Employment: 1 Full-time

Overview: This is a talented and unique individual with a wide variety of experience. She was previously owner of a franchise fitness center for women in a very small community. Declining enrollment and additional competition forced her to close the business, leaving the couple with substantial debt. In the meantime the owner developed some long term health issues and cannot work a regular job. Her husband went back to school to get his teaching degree, and is tutoring on a part-time basis. She wants to develop an online business to supplement their income while her husband is preparing for a teaching career. Owner is a very creative person, and the Micro Grant has allowed her to move forward with purchasing some needed supplies and computer equipment to get the business started.

Business Type: On Line Woman's Clothing Boutique

Location: Ramsey Business and Resident

Referred by: Found OTB in Ramsey City Newsletter

OTB Financing: NA
Other Financing: \$1,000 Micro Grant
Employment: 1 Fulltime

Overview: Client wants to start an online woman's clothing boutique business. She is a single parent, working a fulltime job but wants to create additional income. I'm providing guidance to set up the business, write her business plan, etc. She is using the Micro Grant for fees associated with set up, purchasing some equipment, and clothing samples.

Business Type: Commercial Interior Cleaning Business
Location: Fridley Business and Resident
Referred by: Found OTB on the Internet
OTB Financing: NA
Other Financing: \$1,000 Micro Grant
Employment: 1 Full-time

Overview: Client is a single parent, homeschooling his son, and looking to create additional income with his business. He has experience in commercial cleaning and needed the Micro Grant to purchase supplies, repair his van, and purchase insurance to get established.

Credit Builder Loans - Open To Business works in partnership with several non-profit organizations to offer the credit building program. Our partners provide financial counseling in conjunction with small personal loans from Open To Business. This combination of counseling with loans is helping program participants improve their credit scores. Better credit scores can mean lower interest rates on car and business loans, as well as, more affordable costs on insurance and housing.

1st Quarter 2016 – Anoka County

Open To Business provided 3 Credit Builder Loans for a total of \$800 to Anoka County residents – all living in either Coon Rapids or Spring Lake Park.

2nd Quarter 2016 – Anoka County

Open To Business provided 2 Credit Builder Loans for a total of \$480 to Anoka County residents – one living in Fridley and one living in Oakgrove.

3rd Quarter 2016 – Anoka County

There were no Credit Builder Loans for Anoka County in 3rd Quarter.

4th Quarter 2016 – Anoka County

Open To Business provided 1 Credit Builder Loan for a total of \$240 to Anoka County residents – one living in Fridley.