

## **Small Business Development Center (SBDC) – Kochville DDA Proposal**

The SBDC offers consulting services to entrepreneurs looking to start or grow a business. SBDC consultants assist business owners with growing their business and strategizing for the future. SBDC holds educational workshops covering accounting, finance, marketing, human resources and operations management. Finally, their consulting services cover business plan development, market research, raising capital, technology commercialization, financial management, export strategy, strategic planning and organizational development.

On November 25, 2019, the Great Lakes Bay Region – SBDC will begin operations at Saginaw Valley State University (SVSU). Then on January 1, 2020 the Northeast Region – SBDC will begin operations at SVSU. Under this new arrangement with the State of Michigan, SVSU will host the SBDC for both the Great Lakes Bay Region (Midland, Bay, Saginaw Counties) along with Northeast Michigan (Arenac, Ogemaw, Iosco, Oscoda, Roscommon, Alcona, Alpena, Presque Isle, Cheboygan, Otsego, Crawford, Montmorency Counties).

Funding for support of the SBDC comes from the federal government, along with support from regional partners and the host institutions. The current supporters of the Great Lakes Bay / Northeast Region – SBDC include the Herbert H. and Grace A. Dow Foundation, Gerstacker Foundation, Strosacker Foundation and the Northeast Michigan Council of Governments. Other SBDC Regions have municipal government supporters, as well as private businesses who support the operation.

The following proposal enters the Kochville Downtown Development Authority (Kochville DDA) to become a partner and supporter of the SBDC - Great Lakes Bay and Northeast Regions hosted at SVSU. By becoming a partner, the SBDC and SVSU will offer the following:

- Consulting to current or prospective business owners in the Kochville DDA at a location selected by the Kochville DDA; and
- Invitation to SBDC consultant to attend Kochville DDA meetings; and
- 1 small educational workshop per quarter (3-months) by the SBDC in the Kochville DDA; and
- Access of SBDC consultants to DDA members; and
- Invitations to all SVSU College of Business On-Campus Related Events; and
- On-campus rates for renting conference center and classroom space at SVSU for DDA members.

**This proposal asks for the Kochville DDA to support the SBDC at a rate of \$25,000 per year for 5-years, beginning on January 1, 2020 and continuing through December 31, 2025.**

**Current SBDC Partners in the Great Lakes Bay Region**

Herbert H. and Grace A. Dow Foundation	\$98,000
Gerstacker Foundation	\$25,000
Strosacker Foundation	\$5,000

**Current SBDC Partners in the Northeast Region**

Northeast Michigan Council of Governments	\$20,000
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**Proposed SBDC Partners in the Great Lakes Bay Region**

Frankenmuth DDA	\$25,000
Kochville Township DDA	\$25,000

## **Combined SBDC Great Lakes Bay and Northeast Regions Team**

### **Great Lakes Bay Regional Team**

**(OPEN)**, Regional Director  
**Stacie Scherman**, Business Consultant  
**Christopher Curtis**, Business Consultant  
**James Rowley**, Senior Business Consultant

### **Northeast Regional Team**

**David Emmel**, Interim Regional Director (Combined Regions)  
**Carl Bourdelais**, Contract Consultant  
**Michael Nunneley**, Consultant