

A green rectangular sign with the word "OPEN" in white, bold, sans-serif capital letters. The sign is hanging from a metal frame with a hook at the top center.

TO BUSINESS

Updates

City/County:
Time Frame:

Bloomington
1/1/15-12/31/15

Clients Served:

Client inquiries	3
New Entrepreneur/Start-up	14
Existing Business	12
Total	29

How did client hear about OTB:

- Municipality (newsletter) 14
- Friends/Family 1
- Entrepreneur 2
- Bank Referral- 7
- Other 5

Direct & Facilitated Financing approved:

of loans 3
Amount \$14,000

Capital Leveraged: \$

Jobs retained or created from MCCD closed loan clients:

Program related hours TA/Admin: 125

Types of Services Provided:

Loan Packaging	Business purchase evaluation
Cash flow analysis	Business structure
Partnership agreements	Financial planning
Business plan development	Business feasibility analysis

Industry Segment:

Service	13
Retail	8
Food	3
Construction related	2
Health/Fitness	3

Types of Businesses:

Vision Therapy	Plumbing services	Collections agency
Liquor store	Indoor playground	Career consultant
Convenience store	Restaurant	Petting zoo
Hearing clinic	Mountain bike rentals	Flooring installer
Point of sale systems	Coffee/ wine bar	Commercial real estate management
Vet Hospital		

Client Highlights

Business Type: Plumbing contractor

Location: **Bloomington**

Referred by: Municipality

MCCD Financing: \$12,000

Other Financing/Equity: \$

MCCD provided transactional financing to a plumbing contractor.. This company moved from Burnsville to Bloomington and brought 5 full time employees. The loan provided working capital allowing the company to pay for expenses until paid by the general contractors.

MicroGrants:

MCCD provided 2 \$1,000 MicroGrants to Bloomington residents operating a DJ business and a start-up flooring installation business.

Business Consulting Client:

- Helped entrepreneur develop a 5 year complete financial pro forma for an \$11 million project. Helped him strategize about different partnership arrangements for potential investors.
- Helped a client create a framework to determine pricing and feasibility for a career strategy consulting business
- Provided critical analysis to client who was considering purchasing a liquor store
- Helped client narrow focus of business and take some smaller steps before opening a full-fledged retail store
- Met with loan officers and clients to talk about purchase agreement and potential financing resources for a new business purchase.