

Who are we?

The purpose of the Small Business Development Center is to help new entrepreneurs realize their dream of business ownership and assist existing businesses in their efforts to remain competitive. 1,100 SBDC offices around the country provide professional, confidential, and no-cost business consulting services, including one-on-one counseling and training, to individuals starting a business or looking for ways to improve an existing business.

Our consultants meet with clients at the SBDC office or at other sites within their region. They:

- **Assist** clients in starting or improving a business or solving management issues.
- **Educate** clients in all facets of the business planning process.
- **Empower** clients to achieve future planning and problem-solving skills.

Since its inception in 1985, the South Dakota SBDC has helped clients obtain more than \$654 million in financing and has consulted on projects where over 800 jobs were created or retained annually.

South Dakota has SBDC Offices in:
Aberdeen · Brookings · Mitchell
Pierre · Rapid City
Sioux Falls · Watertown · Yankton
State Office in Vermillion

Please see our contact information for each office on the back page.

Our Consulting Services

- **Venturing Into Business**
Learn what it takes to be an entrepreneur and how to understand current regulatory issues
- **Business Planning**
Business Plan guidance and evaluation
- **“Do-it-Yourself” Market Research**
Gather facts and knowledge to make better market-based decisions
- **Marketing**
Learn strategies to effectively market your product and/or service
- **Financing the Small Business**
Explore small business financing programs
- **Financing Analysis**
Assistance in projecting income statements, cash flow statements, balance sheets, and break-evens
- **Cash Flow Planning & Management**
Identify and manage cash needs of a business
- **Business Expansion**
Assistance examining the pros and cons of expansions
- **Small Business Information**
Research a variety of resource materials necessary for starting and/or managing a business

Our Philosophy

SBDC consultants guide and train clients in the areas of assistance required, rather than doing the work for them.

Our Mission

...to deliver premier business consulting to transition South Dakota into the new era.

SBDC Consultants provide individual consulting by appointment only.

Please call the regional office in your area to schedule an appointment.

Brought to You By:

The South Dakota Small Business Development Center (SBDC) is a partnership between the U.S. Small Business Administration, The University of South Dakota, the South Dakota Governor's Office of Economic Development, Citi Bank, Xcel Energy and four host organizations across the state.

LOCATIONS

The SBDC has 7 locations and 2 satellite offices across the state.

- 2329 N. Career Avenue, Ste. 106
1. Sioux Falls, SD 57107
Phone: 605.367.5757 Fax: 605.367.5755
Satellite Office: 116 Market St. Ste.103
Vermillion, SD 57069
Phone: 605.677.6465 Fax: 605.677.6466
 2. 525 University Loop, Ste. 102
Rapid City, SD 57701
Phone: 605.716.0015 Fax: 605.394.6140
 3. 416 Production Street North
Aberdeen, SD 57401
Phone: 605.626.2565 Fax: 605.626.2667
 4. 124 1st Avenue NW, P.O. Box 1207
Watertown, SD 57201
Phone: 605.882.5115 Fax: 605.882.5049
 5. 3431 Airport Rd., Ste. 3
Pierre, SD 57501
Phone: 605.773.2783 Fax: 605.773.2784
 6. 1808 Summit Street P.O. Box 687
Yankton, SD 57078
Phone: 605.665.0751 Fax: 605.665.0303
Satellite Office:
Dakota Wesleyan University
Kelly Center for Entrepreneurship
Mitchell, SD 57301
Phone: 605.665.0751 (Call for appt.)
 7. **State Administrative Office:**
The University of South Dakota
Beacom School of Business
414 East Clark Street
Vermillion, SD 57069
Phone: 605.677.5287 Fax: 605.677.5427

South Dakota Small Business Development Center is a partnership of:

Beadle & Spink Enterprise Community
Black Hills Community Development
Black Hills Power and Light Company
Black Hills Special Service Cooperative
Central Planning District
Citibank (South Dakota), N.A.
City of Chamberlain
City of Mitchell
City of Rapid City
City of Yankton
First District Association of Local Governments
Northeast SD Community Action Program
Planning and Development District III
Rapid City Area Economic Devel. Partnership
SD Office of Tourism and State Development
U.S. Small Business Administration
University of SD Beacom School of Business

**Please visit our website:
www.usd.edu/sbdc**

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www.usd.edu/sbdc

*"From an acorn
a mighty oak may grow"*
~David Everett



Providing
free, confidential
business consulting
to South Dakotans