



July 2, 2020

Mr. Darrell Pettis
Le Sueur County Administrator
88 South Park Avenue
Le Sueur, MN 56058

Dear Mr. Pettis:

We want to invite Le Sueur County to join Blue Earth, Martin, Watonwan, and Brown Counties to utilize the services provided by The Regional Center for Entrepreneurial Facilitation. Our services are solely focused on helping entrepreneurs achieve success, and thus creating and or saving jobs. The RCEF model focuses on each County's strengths through the utilization of independent contractors that are highly specialized and take a collaborative approach when serving small businesses. We specifically look for champions, the leaders within communities that are highly regarded and have the capacity to be servant leaders to those they serve.

Small businesses are especially in need of help and support at this time during the (COVID-19) pandemic. It is the mission of RCEF to be a preferred resource and provide support to those in need. Our consultants are working very hard to help our client's sort through the red tape and assisting them to understand their options and apply for appropriate funding. Our goal is to continue helping small businesses stay open or reopen. We need our small businesses to survive so that they will continue to be a part of Le Sueur Counties' future success.

In 2019, RCEF was approved for \$291,000 of state funding for the period beginning July 1, 2019, until June 30, 2021 to provide our facilitation services to Blue Earth, Brown, Faribault, Le Sueur, Martin, Nicollet, Sibley, Watonwan and Waseca Counties. In a 1:1 matching model, the State of Minnesota will match every dollar up to \$291,000. The funding will support RCEF efforts to provide **Free and Confidential** business consulting services to the small businesses in your county. Several of the counties listed have made partnership commitments with RCEF. Your level of partnership and funding can be customized to fit your county's needs and budget. For every dollar your County commits, the State of Minnesota will match dollar for dollar the cost of the services we provide. With this state funding, RCEF has plans to assign one lead business consultant to each county. This consultant, along with our team, will provide services to entrepreneurs and small business owners, and assist the County with resources to address EDA needs.

I would welcome the opportunity to discuss further the services and resources RCEF can provide to your County and answer any questions you might have regarding our services. Please feel free to reach out to me at any time.

Kind regards,

A handwritten signature in blue ink, appearing to read "Bryan Stading", with a long horizontal line extending to the right.

Bryan Stading
Executive Director
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Office: (507) 344-7897

County and Current Matching Contribution

- Blue Earth – Partner, \$50,000
- Brown – Partner, In-kind / Office Space
- Faribault
- Le Sueur
- Martin – Partner, \$66,500 / Office Space
- Nicollet
- Sibley – Partner, In-kind / Office Space
- Watonwan – Partner, \$9,000 / Office Space
- Waseca

Services Provided

- Business Plans
- Sales & Marketing Plans
- Financial Analysis & Planning
- Succession Planning
- Strategic Planning
- Needs, Goals and Business Assessment
- Start-up Assistance
- Professional Management Advice
- Expansion Planning