

## Helping Good Businesses Become Better

NBDC PROVIDES SERVICES AND CONSULTING SUPPORT TO THOUSANDS OF BUSINESSES EACH YEAR. BY HELPING NEBRASKA BUSINESSES START, GROW, AND TRANSITION TO NEW GENERATIONS OF OWNERS, NBDC CONTRIBUTES TO OUR STATE'S THRIVING ECONOMY AND HIGH QUALITY OF LIFE.

## PROFESSIONAL SERVICES for each stage of your business

### Who are we?

NBDC consultants are credentialed business advisers with academic degrees and professional certifications. Our financial consultants have earned the Economic Development Finance Professional (EDFP) certification. We have professionals who are certified in government contracting, exporting, lean manufacturing, technology commercialization and sustainable business practice.

### How much does it cost?

Start-up, loan packaging and basic market plan consulting are provided to small businesses at no cost. Fees are charged for more complex services including management training, business valuation, advanced market research and exit planning.

### Who qualifies?

Anyone wishing to start or grow a business in Nebraska qualifies for NBDC services. All services are confidential and impartial.

### How do you start?

Contact any NBDC consultant listed on this brochure or visit [nbdc.unomaha.edu](http://nbdc.unomaha.edu).



## BUSINESS DEVELOPMENT

Achieve higher sales through technology commercialization, market research, government contracting, subcontracting, and international sales.

### FINANCIAL MANAGEMENT

Get assistance in cash flow management and forecasting. We are so successful at loan packaging that most of our client referrals are from commercial banks.

## OPERATIONS MANAGEMENT

Help your company become more productive and profitable with Lean and sustainable business practices and an organizational development strategy.



### TRANSITION

- Business Valuation
- Succession Planning
- Business Sale

### SALES

- Government Contracting
- Subcontracting
- Exporting
- Market Research
- Sales Force Training

### OPERATIONS

- Lean Enterprise
- Sustainability
- Leadership
- Training & Kaizen
- Project Management

### CAPITAL ACCESS

- Loan Packaging
- Funding Sources
- SBIR/STTR

### BUSINESS PLAN

- Lean Business Model
- Financial Projections

### MARKET POTENTIAL

- Market Analysis
- Feasibility Studies

### IDEA

## PRE VENTURE

## START UP

## EXPANSION

## SUCCESSION





# ECONOMIC IMPACT

In 2017, NBDC business centers served **865 clients**, helping them invest **\$37.8 million** in their businesses. NBDC services resulted in **\$221.3 million** increase in sales realized by clients, **\$496.5 million** total economic impact for Nebraska,\* and **1,858 jobs** created or saved.

\*Total state-wide economic impact includes direct, indirect, and induced impact as calculated using the IMPLAN economic model

Learn more at [nbdc.unomaha.edu](http://nbdc.unomaha.edu)

## OUR PARTNERS

NBDC is a program of the University of Nebraska at Omaha College of Business Administration. Services are provided in cooperation with Chadron State College, University of Nebraska at Kearney, University of Nebraska–Lincoln and Wayne State College. Partial funding is provided by the U.S. Small Business Administration, the U.S. Defense Logistics Agency, the U.S. Environmental Protection Agency and First National Bank of Omaha.



Funded in part through a Cooperative Agreement with the U.S. Small Business Administration.

The University of Nebraska does not discriminate based on race, color, ethnicity, national origin, sex, pregnancy, sexual orientation, gender identity, religion, disability, age, genetic information, veteran status, marital status, and/or political affiliation in its programs, activities, or employment.

## NEBRASKA CENTER DIRECTORS



### SCOTTSBLUFF

**Margaret Akin**  
Panhandle Research and Extension Center  
4502 Avenue I  
308.635.7513  
[makin@unomaha.edu](mailto:makin@unomaha.edu)



### CHADRON

**Gary Dusek**  
Burkhiser Technology Center  
1000 Main Street  
308.432.6282  
[nbdc@csc.edu](mailto:nbdc@csc.edu)



### NORTH PLATTE & MCCOOK

**Charlie McPherson**  
1101 Halligan Dr, N.Platte  
402 Norris Ave, McCook  
308.340.0422  
[cmcpherson@unomaha.edu](mailto:cmcpherson@unomaha.edu)



### KEARNEY

**Odee Ingersoll**  
UNK West Center Bldg  
Room 125E  
1917 W. 24th Street  
308.865.8344  
[ingersollo@unk.edu](mailto:ingersollo@unk.edu)



### GRAND ISLAND

**Sara Bennett**  
Grand Island Chamber of Commerce  
309 W. 2nd Street  
308.382.9210  
[bennettsa2@unk.edu](mailto:bennettsa2@unk.edu)



### WAYNE & NORFOLK

**Loren Kucera**  
Wayne State College  
Gardner Hall  
Norfolk Area Chamber of Commerce  
609 W. Norfolk Ave  
402.375.7575  
[LoKucer1@wsc.edu](mailto:LoKucer1@wsc.edu)



### LINCOLN

**Umeda Islamova**  
UNL Center for Entrepreneurship 315F  
730 N. 14th Street  
402.472.4092  
[umeda@unl.edu](mailto:umeda@unl.edu)



### OMAHA

**Aretha Boex**  
UNO College of Business Administration  
6708 Pine Street  
402.554.6633  
[aboex@unomaha.edu](mailto:aboex@unomaha.edu)



### STATE DIRECTOR

**Catherine Lang**  
University of Nebraska at Omaha  
College of Business Administration  
Omaha, NE 68182  
402.554.2521  
[nbdc@unomaha.edu](mailto:nbdc@unomaha.edu)



### EXPORTING AND MARKETING

**Josh Nichol-Caddy**  
University of Nebraska at Omaha  
College of Business Administration  
Omaha, NE 68182  
402.554.4092  
[jnicholcaddy@unomaha.edu](mailto:jnicholcaddy@unomaha.edu)



# NEBRASKA

## BUSINESS CONSULTING AND SERVICES



UNIVERSITY OF NEBRASKA AT OMAHA  
COLLEGE OF BUSINESS ADMINISTRATION

**nbdc**  
NEBRASKA BUSINESS  
DEVELOPMENT CENTER