



**Full Spectrum Float owners,
Tom Geisler and Luke Aho**

Client Spotlight

Do you need to reduce stress, improve sleep or relieve headaches? Float tanks, which were first developed in the 1950s and '60s, have re-entered mainstream culture and are drawing new converts.

Tom Geisler and Luke Aho, owners of **Full Spectrum Floats LLC** located in downtown Mankato, created a business that offers flotation therapy: a simple, effective, and non-invasive treatment for individuals seeking recovery or relaxation through the process of floating.

The density of the salt water puts the floater in an environment where approximately 80% of the gravity typically felt is no longer affecting the body. The owners claim that this environment provides many therapeutic benefits to their customers including:

- Pain relief and injury recovery
- Help with medical conditions such as arthritis and fibromyalgia
- Injury recovery for athletes
- Relief from stress and insomnia

Tom and Luke initially engaged with the SBDC in 2016. With the help of SBDC consultant, Wendy Anderson, they assembled a complete financing package including a SBA 7(a) loan through Profinium Bank and gap financing partners, Region Nine Development Commission and Southern Minnesota Initiative Foundation. The funding got them up and running.

Then Tom and Luke turned to marketing opportunities and strategy. Working within their marketing budget, SBDC consultant, Hannah Bretz, guided them on creating a digital marketing program, developing effective branding, website content, search engine optimization, and planning a grand opening event. Up next is creating a consistent marketing plan for the future.



24
New businesses created



489
Jobs created and saved



\$19.1M
Capital accessed for business investment



407
Entrepreneurs and businesses served



\$1.8M
Business revenue increased



4,252
Total hours of consulting services

South Central Region

Small Business Development Center

www.myminnesotabusiness.com

Partners in Success

Our partners share in the vision for Minnesota's business success and recognize the positive relationship between nurturing small businesses and the well-being of their communities, regions, and the state. Funding for the program comes from the U.S. Small Business Administration, the Minnesota Department of Employment and Economic Development, and our most important local partners—the institutions of higher learning that host our regional centers.

Other local funding partners include many community leaders, economic development organizations, corporate donors, and private individuals. We're so grateful for their incredible continuing commitment to this program. Together, we are helping businesses start, grow, and succeed.

Funding Partners

HOST INSTITUTION



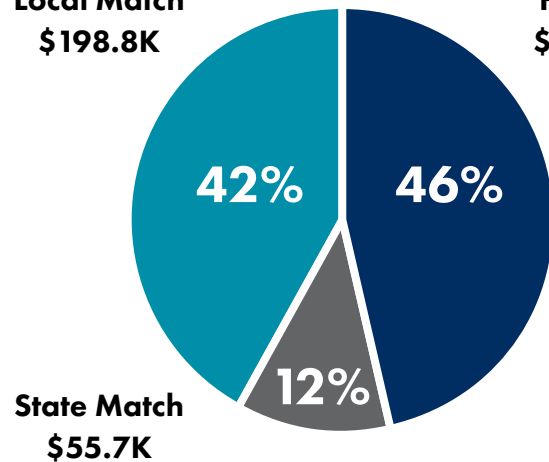
GOLD PARTNERS



2017 Funding

Local Match
\$198.8K

Federal
\$222.1K



State Match
\$55.7K

SILVER PARTNERS

Blue Earth County
Brown County
City of Fairmont
City of Le Center
City of New Ulm
City of Saint Peter
City of Sleepy Eye
City of Springfield
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First National Bank - Le Center
First National Bank Minnesota - St. Peter
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