



5% Shift Calculation Worksheet

Use this worksheet to help calculate how much of your business spending you can shift at least 5% to the Greater Mankato regional marketplace*. You do not need to send this worksheet to Greater Mankato Growth.

1. What is the total amount your business/organization spends on **all goods and services annually**?
(Example: \$100,000) \$ _____
2. What is the total dollar amount your business/organization spends annually on goods and services from businesses located **IN** the Greater Mankato regional marketplace*?
(Example: \$30,000) \$ _____
3. Subtract Line 2 from Line 1. This is your total annual spending **OUTSIDE** the regional marketplace*.
(Example: \$70,000) \$ _____
4. Multiply the total from Line 3 by .05.
This is the total amount you're shifting into the regional marketplace* by pledging to shift 5%. \$ _____
(Example: \$3,500)
5. Look at your list of goods and services that are purchased outside of the regional marketplace that could be spent inside. Go to the Greater Mankato Business Directory at greatermankatodirectory.com to search for businesses in the region who you could patronize. Examples of purchases to shift: employee gifts, office supplies, technology, legal and financial services, capital equipment, vehicles, construction services and more.
6. Make the Pledge to be a Buy & Build Greater Mankato Partner by [completing the pledge form](#) and checking **Pledge Option A** to Shift 5%.

Alternate Option B for those unable to shift 5% (because you're already practicing the Buy & Build philosophy):

- 1a. If you cannot shift 5%, because you already spend as much as you can in the region or if the products and services you need are not here, you can still be a Buy & Build Partner by verifying that of the goods and services you need for your business/organization that are currently available in the Greater Mankato regional marketplace your business is already buying at least 65% here*. Verify and enter annual dollar amount spent in the Greater Mankato regional marketplace*: \$ _____
- 2a. Use the Greater Mankato Business Directory at greatermankatodirectory.com to continue to look for quality products and services to Buy & Build Greater Mankato.
- 3a. Make the Pledge to be a Buy & Build Greater Mankato Partner by [completing the pledge form](#) and checking **Alternate Pledge Option B** to pledge that of the goods and services your business/organization needs that are currently available in the Greater Mankato regional marketplace, you will continue to buy at least 65% here.

* The Greater Mankato regional marketplace is defined as the Metropolitan Service Area (MSA), which includes Blue Earth and Nicollet counties, and those communities immediately adjacent.