

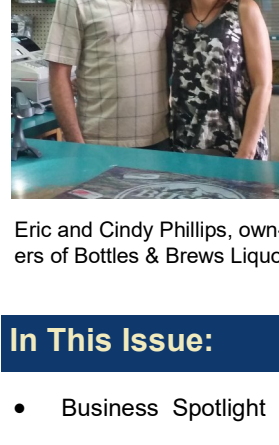


FOCUS ON BUSINESS

Business Spotlight

Q2 2016

Eric and Cindy Phillips recently purchased the former Rainbow Bottle Shop and have renamed it "Bottles & Brews Liquor". Eric and Cindy worked with SBDC consultant, Shannon Benolken. Here's what they have to say about their experience:



Eric and Cindy Phillips, owners of Bottles & Brews Liquor

"Shannon was amazing and helped us through every step of the process of purchasing our business. She first helped us create a business plan for Bottles & Brews and then also helped us develop projections so we could obtain the financing we needed to purchase the business. Thanks to Shannon's help we were able to obtain financing from Woodland Bank.

IEDC would like to thank our partners at Woodland Bank for making this project possible!

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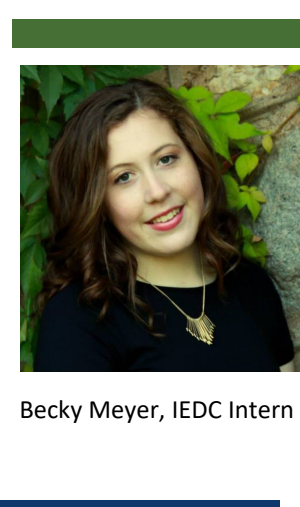
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Quick Snippets

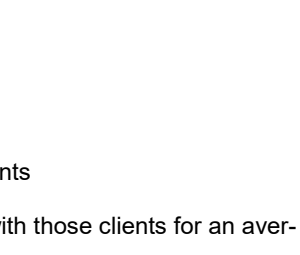
- **IEDC's Annual Meeting** was held April 5th. Thank you to speakers Gary Johnson, Paul Bunyan Communications and Mark Phillips, IRRRB. Also, a huge thanks to all of our partners who took time out to help celebrate our 2015 accomplishments. We couldn't do it without you!
- **Connect Itasca** - Paul Bunyan Communications is making good progress on their expansion into the Balsam area and has grown the number of committed locations from 1,255 to approximately 1,400. We are working with other providers on a couple of additional broadband expansion projects for Itasca County. The MN Border to Border grant cycle for 2017 starts this fall and we are working with our partners to investigate possible expansion projects.
- **Iron Range Regional Rail Initiative** - IEDC continues to help lead this effort for Itasca County. Discussions have started with the Itasca County Regional Rail Authority. Work continues on potential funding for pre-engineering work. The team continues to analyze what is the best route for an Itasca County connector from Cohasset to approximately the Coleraine area.
- **It takes a village**, or, in this case, more than one. Tamara Lowney, APEX, Mark Zimmerman, IEDC, Rob Mattei, City of Grand Rapids, Max Peters, City of Cohasset, Ben DeNucci, Nashwauk, and Tim Johnson, Marcell/Bigfork, have formed a brainstorming team to research and identify key marketing points to help answer the question, "Why Itasca County?".
- **#3 in a series of business and succession planning seminars** was held April 26th. Fifteen representatives from 10 local businesses participated in the roundtable format presentation. Speakers for the seminar were Pat Kane from Lefty's Party Tent & Rental and Mark Hawkinson of Hawkinson Construction. Roundtable discussions were led by Mike Andrews, Dennis O'Toole, Bob Palmquist and Brad Zumbaum.
- **We love interns!** We'd like to introduce you to Becky Meyer, our summer intern. Becky is a student at UMD, majoring in marketing and Hispanic Studies. She will be assisting staff on various projects including research for IEDC's branding and website development project. We're excited to have her. Welcome, Becky!



Gary Johnson, Paul Bunyan Mark Phillips, IRRRB



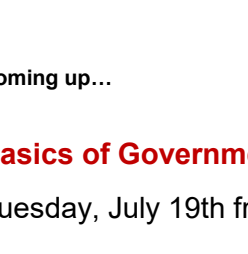
Becky Meyer, IEDC Intern



Never too old for superheroes

Hire character. Train skill. – Peter Schutz

Small Business Development Center (SBDC) Updates



2016 YTD SBDC Update:

- Consulted with 90 unique clients
- Spent 621 consulting hours with those clients for an average of 7 hours per client
- Assisted 4 client in starting a new business
- Recorded capital investment of \$3,324,528 YTD
- Helped clients create or maintain 85 jobs in the Itasca Area!

Coming up...

Basics of Government Contracting

Tuesday, July 19th from 8:30 a.m.— noon, Itasca Technology Exchange

Register online: <http://mnptac.ecenterdirect.com/events/signup/1105>

Time to pay those quarterly taxes!!

To remove your name from our mailing list, please [click here](#).

Questions or comments? E-mail us at info@itascadv.org or call 218.326.9411