

FOCUSED ON BUSINESS

Q2 2017

Business Spotlight

Andy and Tasha Klockow came to Shannon at the recommendation of Woodland Bank for business planning, financial projections and loan packaging assistance.

Andy and Tasha were a joy for Shannon to work with, partly because they used her as a taste tester! But seriously, as clients, they did everything Shannon asked of them. In their words: *"Shannon put us through business plan boot camp. It was no joke! She scrutinized and challenged every detail down to the last single grain of malted barley, and we are in a confident and knowledgeable position as first time business owners because of that."*

Cantankerous Brewing, scheduled to open this fall, will be located in the big blue building next to Walgreen's. It's a great example of a client taking an old vacant building and turning it into a much anticipated venue – Grand Rapids' first brewery and tap room!



Wayne Bruns, Woodland Bank, with Andy and Tasha Klockow, owners of Cantankerous Brewing

Quick Snippets

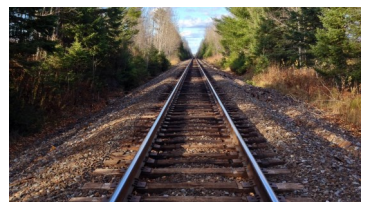
- **IEDC Annual Meeting** - Al Hodnik, Board Chair, CEO and President of Allete, was the keynote speaker at IEDC's 2017 Annual Meeting. Al talked about the opportunities and challenges facing our region and state. It was an excellent and well received presentation.
- **Knowledge Exchange Program (KEP)** - Shannon and Tony Ward attended the MN KEP, a statewide training event sponsored by the Small Business Development Center. The two-day event covered topics including cyber security for small business and a workshop presented by the BBB on preventing scams.
- **Connect Itasca** - The Minnesota State Broadband Office has tentatively earmarked another \$20M statewide for 2017 broadband expansion grants. Mark will be meeting with both Paul Bunyan and Mediacom to discuss future Itasca County expansion efforts
- **Iron Range Regional Rail Initiative** - The pre-engineering assessment is fully funded and expected to be completed in August 2017. An article printed in the Duluth News Tribune caught the attention of the Ashland Area Development Corporation and prompted them to reach out to MN Power and IEDC. Captive rail is a major issue in WI and MI also. A meeting between parties from the Ashland and Itasca Area will be held in the near future.

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Kathy and Jim Hoolihan, Al Hodnik, and Randy Lasky at IEDC's 2017 Annual Meeting



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Quick Snippets

- **A Food Sensory Event**, hosted by the Entrepreneurs Meetup group, was held June 22nd at Mad Dog's. The Agricultural Utilization Research Institute (AURI) and Midwest Pantry provided a workshop prior to the event. Ten local entrepreneurs in the food processing business provided samples of their products and were judged by a panel of 13 local and regional representatives. AURI partners with IEDC to assist clients utilizing value-added agricultural products in their business.
- **L&M Receives Labo Award** - L&M Fleet Supply received a Generations of Success Award at the 25th Annual Joel Labovitz Entrepreneurial Success Awards event held April 27th in Duluth. With a corporate office in Grand Rapids and nine locations in northern Minnesota and northern Wisconsin, the company employs more than 650 people. L&M not only competes strongly against national big-box retailers, it continues to successfully go against statistics that say fewer than 1 percent of all businesses reach a third generation, let alone stay in the same family. Owners are Erik Andersen, Del Matteson and Shawn Matteson. L&M was nominated for the award by Shannon Benolken.



Judging panel at Food Sensory Event



Erik Andersen, L&M Fleet Supply and Elain Hansen, UMD CED

IEDC...focused on business

Small Business Development Center (SBDC) Updates



2017 YTD SBDC Update:

- Consulted with 88 unique clients
- Spent 482 consulting hours with those clients for an average of 5.5 hours per client
- Assisted 7 clients in starting a new business
- Recorded capital investment of over \$3.9M YTD
- Helped clients create or maintain 70 jobs in the Itasca Area!

Coming up...

2nd Annual Tactical Social Media Summit for Business—9/28/17

More information to follow...

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