

## FOCUS ON BUSINESS

Q3 2016

### Business Spotlight

**Larry Goodrie** purchased Right-Way Driving School in June. Larry worked with Shannon Benolken to develop a business plan and obtained funding through the Entrepreneur Fund. As a former teacher, Larry is thrilled to be able to combine his dream of being a business owner with his passion for teaching.

Larry credits Shannon Benolken with helping him through the steep learning curve and making sure everything was in place prior to the purchase and transfer of ownership.

"Business has been outstanding," Larry said. "I have implemented some changes and improvements that have made Right-Way Driving School even more successful. These improvements were due, in large part, to my time spent with the IEDC staff. I can't say enough about my experience with IEDC."



Office manager, Jen Gustafson and owner, Larry Goodrie of Right-Way

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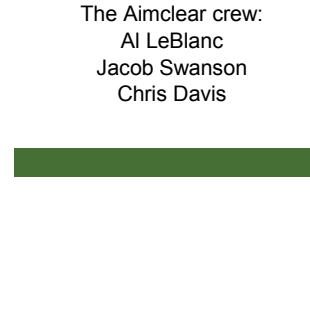
### Quick Snippets

- **UMD Pharmacy Students** visited Grand Rapids on August 18th as part of the "Rural Community Experience" program. The students stopped in at IEDC for a visit with Shannon. Shannon highlighted the benefits of working in a small rural community and gave the students practical advice on starting their own business. She received very positive feedback from the students, with one of them saying, "Shannon was very excited about her job, and it was refreshing to see her passion for Grand Rapids commerce." We couldn't agree more!



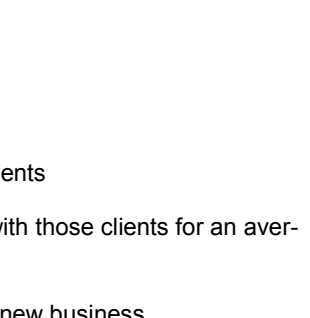
Shannon with UMD Pharmacy students

- **Connect Itasca** - Paul Bunyan is on schedule to provide connectivity to over 1,400 locations in mostly unserved portions of northeast Itasca County. With help from IEDC, Paul Bunyan submitted a 2017 grant request for over 1,100 additional locations in Balsam, Lawrence, Nashauk and Harris Townships.



Paul Bunyan celebrated its expansion project in Balsam

- **Iron Range Regional Rail Initiative** - IEDC continues to help lead this effort for Itasca County. The team, consisting of businesses and economic development agencies in the Arrowhead Region, is working hard to complete the initial engineering assessment report. They are meeting with folks in the central and east range to find champions to help drive the competitive rail initiative.



The Aimclear crew:  
Al LeBlanc  
Jacob Swanson  
Chris Davis

- **ASBDC Conference** - Mark Zimmerman, Shannon Benolken and Mike Andrews attended the Annual ASBDC Conference this year. The conference was packed with educational classes for economic developers and business consultants.

## IEDC...focused on business

### Small Business Development Center (SBDC) Updates

#### 2016 YTD SBDC Update:

- Consulted with 124 unique clients
- Spent 922 consulting hours with those clients for an average of 7.5 hours per client
- Assisted 5 client in starting a new business
- Recorded capital investment of \$4,546,517 YTD
- Helped clients create or maintain 119 jobs in the Itasca Area!



Coming up...

**Profit Mastery class coming February 21-22, 2017**

Contact Shannon at IEDC for more details (326-9411, x25)

## 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](mailto:info@itascadv.org) or call 218.326.9411