

FINANCIAL & TECHNICAL RESOURCE GUIDE



IRON RANGE
Resources
Your vision. Our backing.™

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Iron Range Resources would appreciate any additions or deletions.
Please call 800-765-5043

Revised February 2007

BUSINESS DEVELOPMENT

Organization	Program Name	Qualifier or Eligibility	Funds
Iron Range Resources Development Strategies PO Box 441 Hwy 53 South Eveleth, MN 55734 800-765-5043 218-744-7400 fax: 218-744-7402 web site: www.ironrangeresources.org	Bank Participation Loan	Manufacturing, industrial, technology innovative businesses Land , building, equipment, working capital, inventory and equity Prevailing wage must be paid	Maximum loan: \$250,000 Interest rate: 3% less than government securities Maximum 50% of project cost Loan term: Banks
Iron Range Resources Development Strategies PO Box 441 Hwy 53 South Eveleth, MN 55734 800-765-5043 218-744-7400 fax: 218-744-7402 web site: www.ironrangeresources.org	Industrial Revenue Bonds	Manufacturing, industrial, technology innovative businesses Land, building and equipment Long term fixed rate Industrial and manufacturing field Prevailing wage must be paid Many other-creative financing packages are available	Tax exempt issue \$10 million Taxable issues - no cap Interest rate: variable
Iron Range Resources Development Strategies PO Box 441 Hwy 53 South Eveleth, MN 55734 800-765-5043 218-744-7400 fax: 218-744-7402 web site: www.ironrangeresources.org	Build and Lease Program	Manufacturing, industrial, technology innovative businesses Work with communities to build and lease.	Financial incentives.
Iron Range Resources Development Strategies PO Box 441 Hwy 53 South Eveleth, MN 55734 800-765-5043 218-744-7400 fax: 218-744-7402 web site: www.ironrangeresources.org	Venture Program	Manufacturing, industrial, technology innovative businesses Start up or expansion or growth oriented companies Taconite Tax Relief Area People profit and innovation Business Plan required Qualification and experience of management, business strategy, market: financial projects, risk assessment	Loans, purchase of stock, exchange for partial ownership
Iron Range Resources Development Strategies PO Box 441 Hwy 53 South Eveleth, MN 55734 800-765-5043 218-744-7400 fax: 218-744-7402 web site: www.ironrangeresources.org	Tax Free Job Zone (JOBZ)	Manufacturing, industrial, technology innovative businesses State tax exemptions include: State income tax for operators or inventors Property tax on commercial and industrial improvements State and local sales tax on goods and services purchased State corporate franchise taxes	Tax exempt up to 12 years Starting January 1, 2004 58 subzones 3,271 acres Jobs must pay \$10.58 hr. including benefits Business subsidy agreement required

BUSINESS DEVELOPMENT

Organization	Program Name	Qualifier or Eligibility	Funds
		Wind energy production tax Employment tax credit for high paying jobs	
Minnesota Venture Capital Association 120 Sixth Street, Ste 2005 Minneapolis, MN 55402 612-333-0002 fax: 612-376-7334 email: gary@smaby.com	Venture Capital	The Association meets every month to hear presentations from leading business people and policy makers on issues of interest to the Minnesota venture capital industry. The MVCA also sponsors "deal lunches" intended to foster informal discussions regarding local start-up companies	Over 60 venture capital companies
EDA Jack Arnold 104 Federal Building Duluth, MN 55811 (218) 720-5326 web site: www.doc.gov/eda	EDA - Loan Guarantee	Manufacturing or Commercial Enterprises One job per 20,000 loan guarantee Equity -15% - 25% Land, Bld., equipment and working capital Communities of declining population or poverty	Maximum: \$10,000,000 Minimum \$750,000 Interest Rates: 1.25% to 2.5% above the prime rate Maximum guarantee 80% 5-10 million 70% Terms 5-20 years
EDA Jack Arnold 104 Federal Building Duluth, MN 55811 (218) 720-5326 web site: www.doc.gov/eda	Public Works Grants	State, cities, counties, higher education or political subdivision Attract new industry, encourage business expansion 50% matching grants for Industrial Business Parks, incubator, skill training facilities, waste treatment, access roads, water & sewer, technology, streets and brownfields Must be long term employment and benefits Expansions of Industrial or commercial facilities Significant private investment-market based Create or retain private sector jobs-high skilled, high wages Major layoffs or plant closings	Grants FY06 - \$158 million
EDA Jack Arnold 104 Federal Building Duluth, MN 55811 (218) 720-5326 web site: www.doc.gov/eda	Economic Adjustment Assistance	State, cities or other political subdivisions 50% matching funds Comprehensive, entrepreneurial, innovation based economic development to enhance competitiveness of the region support technology-led, economic development Rehabilitation of buildings, revolving loan funds, technical assistance, equipment, infrastructure, organizational development.	Grant Funds FY06 - \$44 million
EDA Jack Arnold 104 Federal Building Duluth, MN 55811 (218) 720-5326 web site: www.doc.gov/eda	Economic Development Planning Grant Program	Economic Development districts Units of state or local government Higher education, non profit Define development goals Determine project opportunities Develop policies How planning affects the area	Grants: Range- \$10,000-\$450,000 FY05 FY07 - \$27 million

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Organization	Program Name	Qualifier or Eligibility	Funds
		Priority given currently funded grantees	
<p>Minnesota Power Nancy Aronson Norr Economic Development Dept. 30 West Superior Street Duluth, MN 55802 218-723-3913 800-228-4966 fax: 218-723-3984 web site: www.mnpower.com/econdev</p>	<p>Economic Development Loan Fund MCCF Loan</p>	<p>MN Power, SWL&P customers, or those served by our municipal customers Manufacturing, Agriculture, Information and High Tech. Working Capital, land, bld., equipment Must demonstrate credit worthiness, repayment ability and personal guarantee Loan amount tied to electricity load</p>	<p>Maximum loan \$2 million Minimum loan \$50,000 Interest Rate: fixed for the term of the loan based on risk, personal guarantees and collateral Loan: origination fee 1.75% Term: 10-20 yrs. Equity- 10% private equity Collateral – 100% loan value First shared or subordinated Debt service 1.1 to 1</p>
<p>Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us</p>	<p>HELP Loan Jobs Skill Partnership Program</p>	<p>Assist Minnesota businesses in obtaining training for new and existing employees. Required to contract for training</p>	<p>Maximum loan: \$250,000 Origination fee 2% Terms: no more 5 year Interest: No interest</p>
<p>Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us</p>	<p>Small Business Innovation Research(SBIR) Small Business Technology Transfer (STTR)</p>	<p>Small businesses under 500 employees Located in US Cooperation R&D between small business and U.S. government</p>	<p>Grants Phase I – Feasibility study 100k 6 months-12 months Phase II – 750k 2 years Phase III – Commercialization</p>
<p>Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us</p>	<p>Minnesota Investment Fund</p>	<p>Cities, counties, townships to be used for business start-ups or expansions. Eligible activities are land, building, property acquisitions, site improvements, new construction, building renovation, purchase of machinery and equipment and training. At least 50% of project cost must be privately financed, 70% preferred At least one job must be created for every \$20,000 of funds received. At least \$1 of private funds must be leveraged for every \$1 of grant funds. Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent</p>	<p>Grant to community for business loans Applicant may not receive more than \$500,000 in a fiscal year. Terms: 5-20 years Interest rate: negotiable Collateral: Personal guarantee may be required</p>

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Organization	Program Name	Qualifier or Eligibility	Funds
		community development needs - at least 51% must be filled by LMI people.	
Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us	Small Business Development Loan Program	Manufacturing and Industrial businesses Net worth must be less than \$6 million Net Profits must be \$2 million Less than 500 employees Building, land, equipment, etc. No working capital or refinance	One job per 35 ,000 funds Loans: \$1 to \$5 million Terms: 10-20 years 20% of project cost financed privately Interest rate: fixed market rate Collateral: First mortgage on real property some cases-guarantees
Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us	Small Cities Block Grant Program	Eligible applicants are cities, counties and townships outside St Louis County Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs Eligible activities include acquisition of property, construction or upgrading of public facilities including water treatment plants, wastewater treatment plants, rehabilitation of housing, residential, commercial, and buildings. Also, new construction.	Maximum Grants: Housing or public facilities \$600,000 Comprehensive project 1.4 million Application due November 1, awards made in March
Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us	Minnesota Job Skills Partnership Program	Awarded to educational Institutions to develop cooperative training programs with business as a partner Educational infrastructure necessary to support businesses located or locating in Minnesota Request for wage subsidies and tuition reimbursement ineligible	Grants: Maximum \$400,000 Cash or In Kind Match 1:1 Duration: 12 month - 3 years
Minnesota Department of Employment and Economic Development Tim Campbell First Natl. Bank Bldg. 332 Minnesota Street Ste 200 St Paul, MN 55101 651-297-1291 800-657-3858 web site: www.deed.state.mn.us	Tourism Loan Program	For public, resorts, etc., with over night lodging Up to 50% of project cost Buildings, site, equipment Resorts, bed and breakfasts, cabins, cottage, hotels, motels, ski lodges, campground and rv parks	Term: 5-10 years Loans: 50% of project cost or \$65,000 Interest: Treasury note rate Septic 2% Maximum available for septic loan \$65,000 Security: collateral and personal guarantees

BUSINESS DEVELOPMENT

Organization	Program Name	Qualifier or Eligibility	Funds
Minnesota Department of Employment and Economic Development Tim Campbell First Natl. Bank Bldg. 332 Minnesota Street Ste 200 St Paul, MN 55101-2146 651-297-1291 800-657-3858 web site: www.deed.state.mn.us	Micro Enterprise Grant Program	Start-ups and expansions Business must employ less than 5 people, women, minorities, low income Technical assistance: evaluating ability, making knowledgeable choices, developing new management, business plans, expenses	Technical assistance \$2,000 maximum Loans - \$1,000 - \$25,000
Minnesota Department of Employment and Economic Development Meredith Udoibok First Natl. Bank Bldg. 332 Minnesota Street Ste 200 St Paul, MN 55101 web site: www.deed.state.mn.us 1-800-657-3858	Greater Minnesota Business Development Public Infrastructure Grant Program	Cities, wastewater collection, treatment, drinking water, storm sewer, utilities, streets, manufacturing, technology, warehouses and agri-companies. Criteria: local match, public and private capital, jobs created	Grant up to 50% of project Capital cost Total amount \$20 million Bonding 2006
Minnesota Department of Employment and Economic Development Meredith Udoibok First Natl. Bank Bldg. 332 Minnesota Street Ste 200 St Paul, MN 55101 web site: www.deed.state.mn.us 1-800-657-3858	Greater Minnesota Redevelopment Grant Program	Redevelop old industrial, residential or commercial property 50% of costs Contamination remediation-15 pts. TIF financing –25 pts. Redevelop potential –in municipalities –90 pts. Public transit- 5 pts Mulit-purpose project – 15 pts.	Priority to Greater MN projects \$20 million Bonding 2006
Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us	Section 108 Loan Guarantee Program	Pledge of future CDBG funds Eligible applicants are cities, counties, and townships outside St Louis County - less 50,000 Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs - at least 51% must be filled by LMI people Economic Development, Historic districts, housing, commercial areas, micro enterprises, technological and bio-chemical or special economic development project, building, land, utilities, etc.	Guaranteed - may not exceed five times entitlement community annual CDBG grant Terms: 6-10 years Rates: below market
Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528	Contamination Cleanup	Cities, port authority, HRA, EDA cleanup of contaminated sites tax base increase, social value reduced public health threat, amount of clean up MPCA approved Criteria: tax base increase, jobs created, reduced threat of	Grants: Maximum \$400,000 25% local match

BUSINESS DEVELOPMENT

Organization	Program Name	Qualifier or Eligibility	Funds
web site: www.deed.state.mn.us email: heather.rand@state.mn.us		public health, cost, match	
Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us	Minnesota Pathways Program	Provides state grants to educational institutions for the development of training programs for individuals transitioning from public assistanc to work. Grants are awarded to educational institutions that partner with businesses located in or intending to locate in the state. Cash or in-kind contribution match from participating businesses required. Public and/or private educational institutions working in partnership with at least one business. Preference given to projects that provide employment and encourage employees to define career paths.	Grants fund limit \$400,000 match 1:1 from business term: up to 3 years
Carla Carlson - CAP Coordinator University of Minnesota Rural Development Humphrey Center, Suite 154 301 19 th Avenue South Minneapolis, MN 55455 612-624-5260 fax: 612-624-9084 email: ccarlson@hjh.umn.edu	Community Assistance Program	Skilled student researchers for community diversity, engineering, planning, economic, K-12, children, youth, family, housing, tourism, etc.	Students available in summer Fall Spring
USDA Rural Development David Gaffaney Business Programs Specialist 410 Agri Bank Bldg. 375 Jackson Street St Paul, MN 55101-1853 651-602-7814 fax: 651-602-7814 web site: www.rurdev.usda.gov	Business and Loan Guarantees (B&I Guarantee)	Fee is 2% of amount guaranteed. Loans to profit-motivated businesses to create jobs in areas under 50,000. Annual financial statements required. Land, bldg., equipment and working capital, tourist and recreation facilities, hotels and motels, housing development site, community facility projects. Simplified application forms for loans guarantees under \$400,000	Maximum: 80% - 5 million - 60% - 10-25 million 70% - 5-10 million Equity: 20% Interest: negotiable between lender and business Terms: 15-20 years 7 years machinery Collateral: secured-personal & corporate guarantees required Maximum is \$25 million Real properties approved according to FIRREA
USDA Rural Development Robyn Holdorf 410 Agri Bank Bldg. 375 Jackson Street St Paul, MN 55101-1853 651-602-7791 web site: www.rurdev.usda.gov	Intermediary Relending Program	Land, building, equipment and working capital, feasibility studies and professional services Population under 25,000 State, local government or private non-profit corporation Intermediary involved	subsequent app. of \$750,000 each up to \$15 million Terms: 30 years Interest rate: 1% Maximum loan: \$250,000 to businesses Collateral: Real or personal property No more than 25% IRP for loans exceeding \$150,000
MPCA Mark Koplitz 520 Lafayette Road St. Paul, MN 55155-4194 1-800-657-3864	Petroleum Brownfields Program	The purpose of the program is to provide the technical assistance and liability assurance needed to expedite and facilitate the development, transfer, investigation and/or cleanup of property that is contaminated with petroleum.	Grant reimburse up to 92.5% of cleanup cost. \$32 million FY06 \$6.2 million to DEED for contamination program

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Organization	Program Name	Qualifier or Eligibility	Funds
<p>USDA Rural Development David Gaffaney Business Programs Specialist 410 Agri Bank Bldg. 375 Jackson Street St Paul, MN 55101-1853 651-602-7814 fax: 651-602-7814 web site: www.rurdev.usda.gov</p>	<p>Community Facility Loan Program/Guarantee and Grants</p>	<p>Cities, townships and counties under 20,000 pop. for loans 20,000 pop. for grants Firehalls, trucks, clinics, nursing homes and hospitals, schools Daycare centers, airports, fairgrounds, maintenance buildings, incubators</p>	<p>Guarantee maximum 90% Loans – 1% fee Interest rate: no higher than commercial bond rate or as low as 4.5% Grants: up to 75% of facility – max. \$50,000 Loan term: 40 years Repayment usually by revenue from use of facility Collateral : G.O. Bonds</p>
<p>USDA Rural Development David Gaffaney Business Programs Specialist 410 Agri Bank Bldg. 375 Jackson Street St Paul, MN 55101-1853 651-602-7814 fax: 651-602-7814 web site: www.rurdev.usda.gov</p>	<p>Rural Broadband Loans & Grants</p>	<p>Cities, counties, townships less 20,000 population construction, improvement acquisition of facilities or equipment for broadband</p>	<p>Terms: set in mortgage FY05 \$560 million nationally Loans & Grants 20% Equity First lien on property Interest 4%</p>
<p>USDA Rural Development Community and Business Programs Specialist Kathy Coyle 809 8th Street SE Detroit Lakes, MN 56501 218-847-5694 ext. 122 web site: www.rurdev.usda.gov Email: Kathy.coyle@mn.usda.gov</p>	<p>Rural Business Enterprise Grants (RBEG)</p>	<p>Public bodies non profit corporations Less Than 50,000 population Less than state median household income less than \$1 million in revenue Less than 50 employees Experience of applicant Applicant has substantial experience in administering such programs Technological innovations and commercialization of new products and processes by business land, building, equipment, streets, roads, parking areas, start up cost, training, revolving loan fund Save existing jobs, create jobs High unemployment exceed state rate, MHI is less state's MHI</p>	<p>Grants \$5,000 - \$500,000 Most under \$100,000</p>
<p>USDA Rural Development David Gaffaney Business Programs Specialist 410 Agri Bank Bldg. 375 Jackson Street St Paul, MN 55101-1853</p>	<p>Rural Economic Development Loans & Grants</p>	<p>Public bodies, community development, incubator, medical and training facilities</p>	<p>Revolving loan for public bodies Loans – 0% interest for 10 years Grants - 20%</p>

BUSINESS DEVELOPMENT

Organization	Program Name	Qualifier or Eligibility	Funds
651-602-7814 fax: 651-602-7824 web site: www.rurdev.usda.gov			
USDA Rural Development Community and Business Programs Specialist Kathy Coyle 809 8 th Street SE Detroit Lakes, MN 56501 218-847-5694 ext. 121 web site: www.rurdev.usda.gov Email: Kathy.coyle@mn.usda.gov	Rural Business Opportunity Grant (RBOG)	Public bodies and non-profit Identify and analyze business opportunities that will use rural materials or resources Technical assistance, business support centers Local development planning, Training and technology centers Higher wage, higher skill levels, leverage, major closes, sufficient financial strength and experience to accomplish desired activities or objectives	Grants- mostly \$50,000 and less Nation wide 80% equity receives most points
USDA Rural Development Community and Business Programs Specialist Kathy Coyle 809 8 th Street SE Detroit Lakes, MN 56501 218-847-5694 ext. 121 web site: www.rurdev.usda.gov Email: Kathy.coyle@mn.usda.gov	Rural Cooperative Development Grants (RCDG)	Non profits and higher education Grant from establishing and operations centers for community development, incubator, medical, training and feasibility projects 20% match -0- interest loan or grant to borrower to relend as a -0- interest loan Creation or retention of jobs in rural areas.	Grant funds for revolving loan fund only
USDA Rural Development Robyn Holdorf 410 Agri Bank Bldg. 375 Jackson Street St Paul, MN 55101-1853 651-602-7812 web site: www.rurdev.usda.gov	Value Added Ag Product	Independent producers, producer groups cooperatives Planning grants, business plans, professional fees Working capital, salaries, utilities	Grants \$500,000 100% match
USDA Rural Development David Gaffaney Business Programs Specialist 410 Agri Bank Bldg. 375 Jackson Street St Paul, MN 55101-1853 651-602-7814	Rural Strategic Investment Program	No metro counties under 50,000 (St Louis out) Planning grants of \$100,000 Innovation grants of \$3 million Innovation grants to develop critical infrastructure for Economic Development, Job Training, Workforce Development, Collaboration	\$8 million for Planning Grants and \$87 million for Innovation Grants

BUSINESS DEVELOPMENT

Organization	Program Name	Qualifier or Eligibility	Funds
fax: 651-602-7824 web site: www.rurdev.usda.gov		between private and public maintenance of strong local and regional economics	
USDA Rural Development David Gaffaney Business Programs Specialist 410 Agri Bank Bldg. 375 Jackson Street St Paul, MN 55101-1853 651-602-7814 fax: 651-602-7824 web site: www.rurdev.usda.gov	Renewable Energy or Energy Efficiency	Biomass, wind, solar or geothermal Purchase renewable energy systems – make energy improvements	Grants \$10,000 - \$250,000 Not to exceed 25% of project \$23 million annually 2003-2007
USDA Rural Development David Gaffaney Business Programs Specialist 410 Agri Bank Bldg. 375 Jackson Street St Paul, MN 55101-1853 651-602-7814 fax: 651-602-7824 web site: www.rurdev.usda.gov	Rural Business Investment Program	For profit operation Similar to SBIC Must have private capital \$2.5 million Net financial worth less \$6 million –promote economic development and job opportunities Establish Venture Capital for rural areas	Grant over extended period 10% of private capital or \$1 million Debentures guarantees up to 300%
John Elden Northland Foundation Suite 610 Sellwood Building 202 W Superior Street Duluth, MN 55802 218-723-4040 800-433-4045 fax: 218-723-4048 web site: www.john@northlandfdn.org	Business Loan Program	Stimulate private investment and provide jobs to low income people Technology innovate industries, manufacturing, wood products, Agri-processing, information and tourism industries Leverage: 1:1 and job creation Land, building, equipment and working capital, leasehold improvements	Loans: \$5,000-\$500,000 Interest rate: negotiable below market Terms: 5 years- working capital 10 years- equipment 20 years- real estate All loans adequately secured and personally guaranteed
Kurt Johnson Northland Foundation Suite 610 Sellwood Building 202 W Superior Street Duluth, MN 55802	Arrowhead Technology Fund	Inventors and entrepreneurs with innovative products Technology and product development Commercialization activity for new product or technology	Loans range from: \$1,000 - \$10,000 higher is possible Matching 1:1

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Organization	Program Name	Qualifier or Eligibility	Funds
218-723-4040 800-433-4045 fax: 218-723-4048 web site: www.kurt@northlandfdn.org			
John Elden Northland Foundation Suite 610 Sellwood Building 202 W Superior Street Duluth, MN 55802 218-723-4040 800-433-4045 fax: 218-723-4048 web site: www.northlandfdn.org	Loan Guarantee Program	Increase availability of bank credit-otherwise not available Manufacturing, wood products, agriprocessing, information industries, tourism and technologically innovated industries Land, building, equipment and working capital, leasehold improvements	Maximum guarantee loan: \$80,000 or 80% of loan financing Term: up to 15 yrs Interest rate: set by the bank All loans adequately secured and personally guaranteed guarantee fee – 2% of loan
John Elden Northland Foundation Suite 610 Sellwood Building 202 W Superior Street Duluth, MN 55802 218-723-4040 800-433-4045 fax: 218-723-4048 web site: www.northlandfdn.org	Royalty Fund	Create employment opportunities or save jobs fixed assets, working capital, refinancing Must demonstrate long term financial potential and ability to repay loan Repayment-low interest note payments or royalties tied to profits annually	maximum \$100,000 term: negotiable-maybe deferred up to 2 years interest rate: below market, as low as 3%
John Elden Northland Foundation Suite 610 Sellwood Building 202 W Superior Street Duluth, MN 55802 218-723-4040 800-433-4045 fax: 218-723-4048 web site: www.northlandfdn.org	Asset Building Loan Program	Fixed assets, land, building, leasehold improvements, equipment and working capital Businesses that provide: employment benefits with family sustaining wage levels, individual development accounts, employment of low income people	Adequately secured and personally guaranteed Origination fee 1.5% First position on assets financed Terms: 5 - 20 years Loans: maximum \$500,000 one job per 10,000 loan Low income - 80% median must receive health insurance Interest rate – generally below market and negotiable
Two Harbors Development Commission Mike Valentine 1313 Fairground Road PO Box 248 Two Harbors, MN 55616 218-834-3489 fax: 218-834-5074	Financing Program	Benefits citizens of Two Harbors in jobs or tax base Leverage 1:1 Land, building, equipment, working capital and inventory	Maximum loan: \$200,000 or 50% of project cost Terms: 5 years - working capital 10 years- equipment 20 years- land and building

BUSINESS DEVELOPMENT

Organization	Program Name	Qualifier or Eligibility	Funds
web site: www.twoharbors.com email: thdc@lakenet.com			
Cook County Office of the Auditor Court House PO Box 1150 Grand Marais, MN 55604 218-387-3000 fax: 218-387-2610 web site: www.grandmaraismn.com/edu/	Development Loan Program	For-profit businesses Maximum 33% of project Land, building, equipment Leverage 2:1	Maximum loan: \$100,000 Rates: .05% - 1.5% above 10 year T-Bond Terms: 10-20 years
Itasca Economic Development Corporation Peter McDermott 12 NW Third Street Grand Rapids, MN 55744 1-800-890-JOBS peterm@itascadv.org Website: www.itascadv.org	Itasca Building Development Fund JOBZ Project Management Small Business Development Center Host Site Parent company for Itasca Technology Exchange offering technical assistance, flexible leasing, shared facilities amenities	Assist business establishing in, expanding in, or relocation to Itasca County area; provide site location assistance, liaison to services and resources.	Itasca Building Development Fund Free counseling and business assistance
Itasca Economic Development Corporation Rick Utech 12 NW Third Street Grand Rapids, MN 55744 1-800-890-JOBS rick@itascadv.org Website: www.itascadv.org	Tax Free Job Zone (JOBZ)	Manufacturing, industrial, technology innovative businesses; State tax Exemptions include: state income tax for operators or inventors, property tax on commercial and industrial improvements; State and local sales tax on goods and services purchased; state corporate franchise taxes; wind energy production tax; employment tax credit for high paying jobs.	Tax exempt through 12/31/20015 22 sub zones 670 acres
Arrowhead Community Economic Assistance Corp 8880- A Main Street Bank Bldg. Box 406 Mountain Iron, MN 55768-0406 218-735-8201 email: aceac@rangenet.com	Community-based economic development	For-profit and non-profit organizations and businesses Limited to 50% of total project costs Fixed assets, working capital, start ups, expansions and existing businesses(restructure) Priority to distressed community, unemployed, low-income, minority benefit Target projects which can be replicated or reach outside service area.	Loans range from \$500 - \$50,000 Typical range is \$1,000 - \$10,000 Term-3 year - 10 years Interest rate: below market current 8% Other: Equity pass through for highly targeted Projects

BUSINESS DEVELOPMENT

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Agriculture Utilization Research Institute (AURI) Edgar Olson Northern Office PO Box 599 Crookston, MN 56716 web site: www.auri.org</p>	Initial Product Assessment	<p>For-profit businesses, increased use of existing or new crops to foster long term economic benefits to MN Improve process technologies and value added agricultural products Technical services/feasibility studies/marketing</p>	<p>Maximum loan: \$9,500 Interest rate: negotiable Match: 1:1</p>
<p>Dave Hasskamp Aitkin County Growth 316 First Avenue NW Aitkin, MN 56431 218-927-2172 email: businessgrowth@charterinternet.net</p>	First County Fund	<p>Land, building, equipment and working capital Manufacturing, process operation or tourism 50% of project cost from other sources</p>	<p>Maximum loan: \$50,000 Terms: 5 years or less Interest rate: negotiable below market rate</p>
<p>Michael Blumfield Community Reinvestment Fund 801 Nicollet Mall Ste 1800 West Minneapolis, MN 55402 800-475-3050 or 612-338-3050 direct #: 612-305-2052 fax: 612-338-3236 email: Michael@crfusa.com web site: www.crfusa.com</p>	Community Reinvestment Fund	<p>Provides capital for economic development (manufacturing, commercial, microloans, community facilities) and affordable housing. Capital generated by purchasing existing economic development loans at fair market value, then sell on secondary market Create joint lending programs or other financial structures. Bundle the purchased loan and use them to issue bonds to private investors CRF is non profit organization</p>	<p>Four products: Purchase of existing loans Advanced commitments to new loans Structured financing Loans to lenders based on current portfolio</p> <p>Highly flexible terms</p>
<p>Jennifer Novak Community Reinvestment Fund 801 Nicollet Mall Ste 1800 West Minneapolis, MN 55402 800-475-3050 or 612-338-3050 fax: 612-338-3236 email: jennifer@crfusa.com web site: www.crfusa.com</p>	New Market Tax Credit	<p>Up to 5 years to place allocation with investors Up to 12 months to place equity with investors Buy loans made to businesses by community development entities Tax credit for amount invested CDE up to more than 39%</p>	<p>\$400 million tax credits terms: any length Tax credits 5%- 3yrs. And 6% -4 yrs Total 39%</p>
<p>Grow America Fund National Development Council 708 Third Avenue 7th Floor New York, NY 10017 212-682-1106 fax: 212-573-6118 web site: www.ndc-online.org</p>	New Market Tax Credit	<p>Up to 5 years to place allocation with investors Up to 12 months to place equity with investors Buy loans made to businesses by community development entities Tax credit for amount invested CDE up to more than 39%</p>	<p>\$121 million credits</p>
<p>Grow America Fund National Development Council 708 Third Avenue</p>	Loan Program	<p>Most small businesses that meet SBA eligibility activity Create permanent jobs and investment of working capital, machinery and equipment, land and building</p>	<p>Loans: \$50,000 to \$2 million Rates: Price plus 1% floating or fixed Terms: 10-25 years</p>

BUSINESS DEVELOPMENT

Organization	Program Name	Qualifier or Eligibility	Funds
7 th Floor New York, NY 10017 212-682-1106 fax: 212-573-6118 web site: www.ndc-online.org		Personal guarantee required and collateral	
Grow America Fund National Development Council 708 Third Avenue 7 th Floor New York, NY 10017 212-682-1106 fax: 212-573-6118 web site: www.ndc-online.org	Corporate Equity Fund	Equity for low-income housing Tax credits and historic tax credits New construction and rehab	Equity: \$252,000 to \$8 million
Dr Nina M Archabal Director Minnesota Historical Society State Historic Preservation Office 345 Kellogg Blvd. West St Paul, MN 55102 651-296-5434 web site: www.mnhs.org	Rehabilitation Tax Credits	Building must be depreciable Rehabilitation must be substantial Building must be certified Historic structure	20% of amount spent on Historic rehabilitation 10% for building build before 1936 and non historic
Susan Haugen Minnesota Housing Finance Agency 400 Sibley Street\ Ste 300 St Paul, MN 55101-1998 651-296-9848 web site: www.mhfa.state.mn.us	Housing Tax Credits	Developers of housing units for tenants where 20% of household incomes are 50% or less area median income or 40% of household incomes are 60% or less area median income Gross rents requirements for 15 - 30 years	10 year reduction in federal tax liability 9% tax credit for new construction and substantial rehabilitation 4% for federally subsidized unit Qualified acquisitions
Local Unit of Government	Tax Increment Financing	Frequently used tool for development Cities, HRA's and EDA's Method of financing new development, land, building, public utilities, site improvements, water & sewer, housing Pay as you go basis through issuance of project development note assessment agreement with city and developer Taxes based on tax increment of project	Based on tax increment of development secured by tax increment and guarantee Bonds, pay-as-go notes
Local Unit of Government	Tax Abatement	Public infrastructure School district, city, county, township- individually approved Tax rebate Required public hearings Tax abatement may reduce all or part of property tax amount	10 years exempt from levy limits greater of 5% entity levy on \$100,000 per year no effect on the net debt 20 years-manufacturing,, mining, technology, agriculture, and R&D

BUSINESS DEVELOPMENT

Organization	Program Name	Qualifier or Eligibility	Funds
		Maximum 10% or 200,000	
Local Unit of Government	Industrial Development Bonds Minnesota Statue 469.152	Revenue bonds on behalf of private borrower construction, land requisition, equipment, conduit bonds, hospitals, nursing homes, hotel/resorts, manufacturing project no general obligation Tax exempt financing	maximum \$10 million terms 12% of average life interest: 7 day variable rate on fixed based on serial bond on term bond rate Maximum loan \$2 million
Accountant	Manufacturing Deduction	Based on domestic production, manufacturers, construction, electrical, gas, A&E firms, software development	Gross 3% - 2005-2006 6% - 2007-2009 9% - 2009 after
Andrew Amaroso Small Business Administration 610 C. Butler Square Bldg. 100 North Sixth Street Minneapolis, MN 55404 612-370-2324 web site: www.sba.gov	SBA Loan (7A) Guarantee	For profit that meet size and maximum employee standards Building, land, equipment, furniture, fixtures, inventory and working capital SBA express for loans \$350,000 or less Maximum guarantee is 50% Collateral-property and maybe personal guarantee	Maximum guarantee: \$1.5 million or 75% of amount needed Terms: 5-7 working capital, 10 yr. fixed assets 25 years real estate Fees: 2-3.5% Interest rates: negotiated between borrower and lender. Fixed rates generally do not exceed prime rate plus 2.25% to 2.75%
Andrew Amaroso Small Business Administration 610 C. Butler Square Bldg. 100 North Sixth Street Minneapolis, MN 55404 612-370-2324 web site: www.sba.gov	SBA Loan 504	50 % of project cost Business with net worth of not more than \$7 million or net income of \$2.5 million historical earnings 30% equity, satisfactory credit history, adequate cash flow and appropriate debt/net worth One job per \$50,000 Building, equipment, lease hold, street improvements, utilities and parking lots	Range \$100,000 - \$1 million Terms: 10 years equipment and 25 years real estate Interest rate: Prime plus 2.75% Fees: 2 to 3% Collateral: fixed assets senior lien Equity 10%
Andrew Amaroso Small Business Administration 610 C. Butler Square Bldg. 100 North Sixth Street Minneapolis, MN 55404 612-370-2324 web site: www.sba.gov	Microloan Program	Any small business Used for inventory, working capital and equipment purchases Technical and management assistance Must meet SBA standards	Loans: \$500 - \$25,000 Terms - up to 6 years Interest rate - vary according to intermediary lender Rates are competitive Personal guarantees and collateral required
Andrew Amaroso Small Business Administration 610 C. Butler Square Bldg.	Small Business Investment Company	Program created to fill a gap between availability of venture capital and needs of small businesses in start up or growth stage. SBIC must be small companies with capital	300% of private funds Debt securities - loans for which the small business issues a security that can be converted into equity

BUSINESS DEVELOPMENT

Organization	Program Name	Qualifier or Eligibility	Funds
100 North Sixth Street Minneapolis, MN 55404 612-370-2324 web site: www.sba.gov		\$3,000,000, qualified management team, sound operation	Loans and debt securities 5 years - 20 years term 13 SBIC in Minnesota
Andrew Amaroso Small Business Administration 610 C. Butler Square Bldg. 100 North Sixth Street Minneapolis, MN 55404 612-370-2324 web site: www.sba.gov	Hub Zones	Qualified census tract, less 80% household income, Federal contracts awarded, sole source contracts, Small business: owned by US Citizens and 35% must live in Hub Zone	Federal contract preference
Northeast Entrepreneur Fund, Inc. 8365 Unity Drive Ste 100 Virginia, MN 55792 800-422-0374 218-749-4191 fax: 218-749-5213 web site: www.entrepreneurfund.org	Micro Loans	Working capital, inventory, machinery, equipment	Maximum loan: \$35,000 Term: up to 6 yrs Rates: competitive
Northeast Entrepreneur Fund, Inc. 8365 Unity Drive Ste 100 Virginia, MN 55792 800-422-0374 218-749-4191 fax: 218-749-5213 web site: www.entrepreneurfund.org	Loan Fund	Inventory, equipment, working capital, building Starting and expanding business Business plan, repayment plan, financial statements Aitkin, Carlton, Cass, Cook, Crow Wing, Koochiching, Pine, St. Louis, Lake (and Douglas County, WI). Business plan, cash flow, financial statements, income tax returns (2 yrs)	Loan amount: up to \$100,000 Loan: 60 days-10 years Interest: fixed – higher than banks \$100,000 existing businesses \$35,000 business start-up
Local Bank	Real Estate Investment Trust (REIT)	Corporation on business that combines the capital of many investors to acquire real estate Investors receive benefits of ownership in large scale commercial real estate	Loans, equity, stocks, etc.
		Similar to tax increment financing-quick-flexible	

BUSINESS DEVELOPMENT

Organization	Program Name	Qualifier or Eligibility	Funds
Local Unit of Government	Locally Accountable Subsidy Transactions (LAST)	Only city and county taxes involved Virtually any economic development project Abut for@ test only, more flexible debt pledge is more limited	No LGA penalty Grants and Loans
Local Initiatives Support Corporation 733 Third Avenue New York, NY 10017 212-455-9800 web site: www.liscnet.org	Local Initiative Managed Assets Corporation	Local initiative must be established to access these programs Nations largest non-profit syndication of federal low income housing, tax credits 41,000 new homes Attract new capital for community development by creating a secondary market for affordable housing and retail space and commercial community facilities	Grants/Loans Secondary market for loans raised over \$155 million from banks, insurance companies, pension funds Loans-3 years
Local Unit of Government City or Townships within three miles of Taconite Mine	Mining Effects Tax Distribution	50%-infrastructure- public building, water & sewer, roads and recreation 50% - cooperative projects	Tax varies from \$3,000 - \$325,000 per year per city
St Louis County Community Development Division Nancy Larson 117 Northland Center 307 First Street South Virginia, MN 55792 218-749-9741 fax: 218-749-7194 web site: www.co.st-louis.mn.us	Community Development Block Grant Development Program (CDBG)	Eligible applicants are cities, counties and townships within St Louis County, excluding Duluth Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs- Specific income criteria must be met Areas housing, economic development Physical improvement and public service	Loans Grants to public entities
City of Silver Bay 7 Davis Drive Silver Bay MN 55614 218-226-4408 Email: sbay@silverbay.com	Revolving Loan	Significant capital investment FTE and increased tax base Fixed assets, equipment, working capital	Rates: established by City Fixed Terms: established by City
Great River Energy Thomas R. Lambrecht	Rural Business Cooperative Services Program- USDA	Start up costs, Incubator project, fostering rural economic growth, promote economic development 50 pts	No interest loans up to \$450,000 Grant for revolving loan funds - \$200,000 max.

BUSINESS DEVELOPMENT

Organization	Program Name	Qualifier or Eligibility	Funds
PO Box 78 Sandstone, MN 55072 888-539-5265 web site: www.greatriverenergy.com email: tlambrecht@greenergy.com	Rural Economic Development Loans and Grants (REDLG)	Job creation 25 pts Increase per capital income 25 pts Diversify the area 10 pts	Terms: 10 yrs- may be deferred two years Match Funds 20 % for grants
Curt Anttila Economic Development Coordinator East Range Joint Powers Board City Hall Aurora, MN 55705 218-229-3671 fax: 218-229-3561 web site: www.d.umn.edu	Loan Program	Must be located in East Range area (Aurora, Hoyt Lakes or Town of White) Resorts, tourism, innovative industries, manufacturing Maximum 50% of project Industrial service, forestry, wood products and agriculture Create jobs, expand tax base and increase economic productivity Land, building, equipment, working capital and inventory	Maximum loan: \$25,000 Terms: 5-20 years Interest rate: 6.5%
Bob Palmquist, Senior Loan Officer Minnesota Community Capital Fund 221 West First Street Duluth, MN 55802 800-860-6223 fax: 218-529-7592 email: bpalmquist@mncommunitycapitalfund.org	Minnesota Community Capital Fund	Must be located in MCCF Member Community Entities become members with contributions a member board Class A member - \$100,000 or more Class B member - \$50,000 to \$100,000 Class C member - \$25,000 to \$50,000 Revolving loans through the sale of pre-approved loans in secondary market loans of up to ten times the amount contributed.	Loans from \$50,000-\$2.5 million, depending on the project location Loan organization fee Flexible loan terms and interest rates Terms: real estate 20 year Equipment 10 years
Eveleth Economic Development Authority Tiffany Anderson 413 Pierce Street Eveleth MN 55734 218-744-1396	Revolving Loan Fund	Building, equipment, land and inventory GAP Financing	Loans \$1,000-\$150,000 Terms: 5 yrs. With a 9-10 yr. amortization Rate: 4%
Jerry Nagel Northern Great Plains, Inc. 4838 Rocking Horse Circle Ste. 201 Fargo, ND 58104 701-364-1350 mobile 218-280-1105 fax: 701-364-1350 web: www.ngplains.org	Northern Great Plains Authority	Iowa, Minnesota, Nebraska, North & South Dakota High poverty, unemployment and out migration Public infrastructure, transportation or telecommunication for economic development, business development, job training and education	Distributed by state population Allocation: FY05 \$1.49 All administrations
Minnesota Investment Network 1600 University Avenue Ste. 401 St Paul, MN 55104 651-632-2140 fax: 651-632-2145 web site: www.mincorp.org	Equity Fund	Primarily manufacturing and technology companies with operations in rural MN. We define rural as that area outside the seven counties of Minneapolis and St. Paul.	Equity: Common Stock, convertible preferred stock, subordinated debt with conversion privileges and/or warrants. Investments range from \$50,000 to \$750,000 per transaction.

BUSINESS DEVELOPMENT

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Minnesota Investment Network 1600 University Avenue Ste. 401 St Paul, MN 55104 651-632-2140 fax: 651-632-2145 web site: www.mincorp.org</p>	Rain Fund	<p>Primarily early-to-later-stage manufacturing and technology companies with operations in rural MN. We define rural as that area outside the seven counties of Minneapolis and St. Paul. 50-70% return of start-ups 30-50% return on second stage 25-30% later stage</p>	<p>Equity: Common Stock, convertible preferred stock, subordinated debt with conversion privileges and/or warrants. Investments range from \$25,000 to \$100,000 per transaction per fund. Capital investment: \$500,000</p> <p>Typically, two or more funds will co-invest in each transaction.</p>
<p>Bob Palmquist Arrowhead Regional Dev. Commission Northspan Group 221 W First Street Duluth, MN 55802 800-232-0707 fax: 218-722-2335 web site: www.northspan.org</p>	ARDC Revolving Loan Program	<p>Manufacturing wood products, technological innovation, tourism, etc. One job per \$10,000 Leverage: 2:1 Land, Bldg., equipment and working capital Prevailing wage</p>	<p>Loans: \$10,000 - \$100,000 Interest rate: Prime minus 4% -minimum 6% Origination fee: 1 2 % Loan terms: 5-20 years Loan service fee: 1 % per year Adequately secured and personally guaranteed</p>
<p>Greg Randa Lake Country Power 2810 Elida Drive Grand Rapids, MN 55744 218-326-6671 800-421-9959 fax: 218-326-8136</p>	Business Financing Loan & Loan Guarantee	<p>Land, Building, equipment, working capital Non-profit or for profit entities qualify Enhance employment and business opportunities Job creation or retention Livable wage levels, quality of life and economic impact Strong credit-worthiness, 3 yr. financial</p>	<p>Loans: \$5,000 - \$100,000 depending on criteria Interest rate: 2% less prime Term: 3 to 10 years Equity- 10% of project Guarantee: 80% of project up to \$100,000</p>
<p>Black Line Group Scott Schmidt 3030 Harbor Lane, Ste 216 Plymouth, MN 55447 763-550-0111 Email: scott@blacklinegrp.com</p>	R&D (Research & Development) Tax Credit	<p>Incentive provided by the government to companies that make product/process development and improvement investments in their business.</p>	<p>Federal Tax Credit Over \$7 billion in credits 2006</p>
<p>Great River Energy Thomas R. Lambrecht PO Box 78 Sandstone, MN 55072 888-539-5265 web site: www.greatriverenergy.com email: tlambrecht@greenergy.com</p>	Business Financing Program	<p>Land, improvements, building construction & renovation, machinery and equipment, working capital Electrical Service from GRE distribution Co-ops Credit worthiness, equity commitment, collateral and personal guarantees Limit 50% of project cost 10% owner equity required</p>	<p>Loans - \$5,000-\$200,000 Interest rates competitive with local banks Terms: Competitive with local lenders</p>
<p>Hibbing Economic Development Authority Duane Northagen 401 East 21st Street Hibbing MN 55734 218-262-3480 Ext. 116 Email: dnorthagen@ci.hibbing.mn.us</p>	Revolving Loan Fund	<p>Manufacturing, technology, tourism Land & building, Land, machinery, equipment, inventory Use Minnesota Community Capital Fund Maximum participation 50% of project</p>	<p>Loans: \$50,000 and less Terms of loan consistent with the bank Interest rate consistent with the bank</p>

BUSINESS DEVELOPMENT

Organization	Program Name	Qualifier or Eligibility	Funds
US Army Corp of Engineers Russell K. Snyder 190 Fifth Street East St Paul, MN 55101-1638 email: russe.k.snyder@usace.army.mil	Section 569 Monies	Northeastern Minnesota waste treatment, water supply environmental restoration and related facilities "pilot project"	Grants 75% of project costs

COMMUNITY CENTERS

Organization	Program Name	Qualifier or Eligibility	Funds
USDA Rural Development David Gaffaney Business Programs Specialist 410 Agri Bank Bldg. 375 Jackson Street St Paul, MN 55101-1853 651-602-7814 fax: 651-602-7814 web site: www.rurdev.usda.gov	Community Facility Loan Program and Grants	Cities, townships and counties under 20,000 pop. for loans 20,000 pop. for grants Firehalls, trucks, clinics, nursing homes and hospitals, schools, industrial parks, airports, fairgrounds, maintenance buildings	Loans Interest rate: no higher than commercial bond rate or as low as 4.5% Grants: 75% of facility - max. \$50,000 Loan term: 40 years Repayment usually by revenue from use of facility Collateral: G.O. Bonds
USDA Rural Development David Gaffaney Business Programs Specialist 410 Agri Bank Bldg. 375 Jackson Street St Paul, MN 55101-1853 651-602-7814 fax: 651-602-7814 web site: www.rurdev.usda.gov	Community Facility Guaranteed Loans	Cities, townships and counties under 20,000 pop. unable to borrow money elsewhere Firehalls, trucks, clinics, nursing homes and hospitals, schools, industrial parks, airports, fairgrounds, maintenance buildings, recreation facilities	Collateral: bonds, assessments Easements: building & machinery, accounts receivable Terms: 40 years Loan guarantees Interest rate: lender buys guarantee from RDA for 1% - rates are negotiated between lender and business
First Bank System PO Box 522 Minneapolis, MN 55480	Grant Program	Building and equipment grants. Social welfare, cultural organizations, youth organizations, community development disables, public library, renovation grants	Grant range: \$1,000 - \$8,000
Blandin Foundation 100 North Pokegama Avenue Grand Rapids, MN 55744 web site: www.blandinfoundation.org	Grant Program	Governmental units and non-profit organizations - 501(c)3 tax-exempt, or units of government in the Grand Rapids/Itasca County area Emphasis on leadership, economic opportunity, education, housing, health and human services, arts and humanities and environmental affairs	Grants Blandin Foundation is a separate distinct organization from Blandin Paper Company
Mandy Skypala Minnesota Historical Society Grants Office 345 Kellogg Blvd. West St Paul, MN 55102-1906 651-296-5478 fax: 651-282-2374 web site: www.mnhs.org	State Capital Project Grants in Aid Program	Historic preservation grants Funds are used for the preservation of publicly owned historic properties. Eligible applicants are public entities, Three project categories: Acquisition, Restoration/Preservation, and Building Systems/Accessibility. Priority is given to properties listed on the National Register of Historic Places or have been designated a National Historic Landmark. Work must meet the Secretary of the Interior's Standards for Rehabilitation.	1:1 match - cash, in-kind or donated services \$320,000 Fall, 2003 Maximum: \$75,000 Minimum: \$10,000 Applications due late summer/fall.
Kresge Foundation John W. Marshall, President 3215 W Big Beaver Road	Community Development Block Grant	Tax exempt, charitable organizations, health care, human services, science, environment, arts and humanities and public	Grant funds Considerations: financial stability, demand for

COMMUNITY CENTERS

Organization	Program Name	Qualifier or Eligibility	Funds
PO Box 3151 Troy, MI 48007-3151 313-643-9630		affairs Eligible projects include: construction of facilities, renovation of facilities, purchase of major equipment at a cost of at least \$300,000 and purchase of real estate	your program or services is increasing, effective board, administration, program leadership are in place and track record substantiates quality programs and services Grant amount is based upon a match of 50%
St Louis County Community Development Division Nancy Larson Northland Office Center Ste 117 307 First Street South Virginia, MN 55792 218-749-9741	Community Development Block Grant Development Program (CDBG)	Eligible applicants are cities, counties and townships within St Louis County, excluding Duluth Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs- Specific income criteria must be met	Loans Grants to public entities
Minnesota Department of Employment and Economic Development Jim Wroblewski 320 W Second Street Duluth, MN 55802 218-733-2100 fax: 218-723-4689 web site: www.deed.state.mn.us	Small Cities Block Grant Program	Eligible applicants are cities, counties and townships outside St Louis County- less 50,000 Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs.	Maximum Grants: Housing or public facilities - \$600,000 Comprehensive project 1.4 million Applications due-October Awards made in March
Ordean Foundation 501 Ordean Building 424 W Superior Street Duluth, MN 55802 218-726-4785	Grant Program	Homeless, health organizations, disabled, community development, youth organizations, women, elderly, minorities and churches	Grants range from \$5,000 to \$25,000
Grow America Fund 41 East 42 nd Street Suite 1500 New York, NY 10017	Grant Program	Most small businesses that meet SBA eligibility activity Creates permanent jobs and investment of working capital, machinery and equipment, land and building Personnel guarantee required and collateral	Loans: Up to \$1 million Rates: Price plus 1% floating or fixed Terms: 10 - 25 years
Community Reinvestment Fund 2400 Foshay Tower 821 Marquette Avenue Minneapolis, MN 55402 800-475-3050 web site: www.crfusa.com	Community Reinvestment Fund	Community Development projects- water, sewer, roads, buildings, business, etc. Buys loans from economic development organizations and use them as collateral to sell bonds to private investors	Loans: fair market value

COMMUNITY CENTERS

Organization	Program Name	Qualifier or Eligibility	Funds
Bob Palmquist Arrowhead Regional Development Commission Northspan Group 221 W First Street Duluth, MN 55802 800-232-0707	Rural Economic Development Loans and Grants	Local and state governments and non-profits Criteria: Long term rural economic development and job creation, communities with the greater economic hardship Majority of funding for community under 25,000	Grants: \$400,000 maximum, used for revolving loan Loans: non-interest loans - \$400,000 max. Terms: 10 years
Minnesota Department of Children Family and Learning Capital Square 550 Cedar Street St Paul, MN 55101 web site: www.educ.state.mn.us	Youth Enrichment Grant	Academic enrichment, homework assistance, computer and technology, arts and cultural activities, school to work, athletic and recreational activities	Grants: \$1,000,000
Minnesota Department of Children Family and Learning Capital Square 550 Cedar Street St Paul, MN 55101 web site: www.educ.state.mn.us	Bonding	Academic enrichment, homework assistance, computer and technology, arts and cultural activities, school to work, athletic and recreational activities	Grants: \$10.8 million - 1998

FIRE HALLS

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Mandy Skypala Minnesota Historical Society Grants Office 345 Kellogg Blvd West St Paul, MN 55102-1906 651-296-5478 fax: 651-282-2374 web site: www.mnhs.org</p>	<p>State Capital Project Grants in Aid Program</p>	<p>Historic preservation grants Funds are used for the preservation of publicly owned historic properties. Eligible applicants are public entities, Three project categories_Acquisition, Restoration/Preservation, and Building Systems/Accessibility. Priority is given to properties listed on the National Registry of Historic Places or have been designated a National Historic Landmark. Work must meet the Secretary of the Interior's Standards for Rehabilitation.</p>	<p>Grants: \$500,000 for FY 2001-2002 1:1 match – cash, in-kind or donated service Maximum: \$75,000 Minimum: \$10,000</p>
<p>Blandin Foundation 100 North Pokegama Avenue Grand Rapids, MN 55744 web site: www.blandinfoundation.org</p>	<p>Grant Program</p>	<p>Governmental units and non-profit organizations - 501(c)3 in the Grand Rapids/Itasca County area Emphasis on leadership, economic opportunity, education, housing, health and human services, arts and humanities and environmental affairs</p>	<p>Grants Blandin Foundation is a separate distinct organization from Blandin Paper Company</p>
<p>St Louis County Community Development Division Nancy Larson Northland Office Center Ste 117 307 First Street South Virginia, MN 55792 218-749-9741</p>	<p>Community Development Block Grant Development Program (CDBG)</p>	<p>Eligible applicants are cities, counties and townships within St Louis County, excluding Duluth Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs- Specific income criteria must be met</p>	<p>Loans Grants to public entities</p>
<p>Kresge Foundation John W. Marshall, President 3215 W Big Beaver Road PO Box 3151 Troy, MI 48007-3151 313-643-9630</p>	<p>Community Development Block Grant</p>	<p>Tax exempt, charitable organizations, health care, human services, science, environment, arts and humanities and public affairs Eligible projects include: construction of facilities, renovation of facilities, purchase of major equipment at a cost of at least \$300,000 and purchase of real estate</p>	<p>Grant funds Considerations: financial stability, demand for your program or services is increasing, effective board, administration, program leadership are in place and track record substantiates quality programs and services Grant amount is based upon a match of 50%</p>
<p>USDA Rural Development David Gaffaney Business Programs Specialist 410 Agri Bank Bldg. 375 Jackson Street St Paul, MN 55101-1853 651-602-7814 fax: 651-602-7814 web site: www.rurdev.usda.gov</p>	<p>Community Facility Loan Program/Guarantee and Grants</p>	<p>Cities, townships and counties under 20,000 pop. for loans 20,000 pop. for grants Firehalls, trucks, clinics, nursing homes and hospitals, schools industrial parks, airports, fairgrounds, maintenance buildings, incubators</p>	<p>Guarantee maximum 90% Loans – 1% fee Interest rate: no higher than commercial bond rate or as low as 4.5% Grants: up to 75% of facility – max. \$50,000 Loan term: 40 years Repayment usually by revenue from use of facility Collateral : G.O. Bonds</p>

FIRE HALLS

Organization	Program Name	Qualifier or Eligibility	Funds
<p>USDA Rural Development Community Development Manager 203 First Street South Ste 104 Virginia, MN 55792 218-741-3929</p> <p>fax: 218-741-9407 web site: www.rurdev.usda.gov</p>	<p>Community Facility Guaranteed Loans</p>	<p>Cities, townships and counties under 20,000 pop. unable to borrow money elsewhere Firehalls, trucks, clinics, nursing homes and hospitals, schools, industrial parks, airports, fairgrounds, maintenance buildings, recreation facilities</p>	<p>Collateral: bonds, assessments Easements: building & machinery, accounts receivable Terms: 40 years Loan guarantees Interest rate: lender buys guarantee from RDA for 1% - rates are negotiated between lender and business</p>
<p>USDA Rural Development Community Development Manager 203 First Street South Ste 104 Virginia, MN 55792 218-741-3929</p> <p>fax: 218-741-9407 web site: www.rurdev.usda.gov</p>	<p>Rural Fire Fighters and Emergency Personnel Grant Program</p>	<p>Provides scholarships to local government units to train fire fighters and emergency personnel in fire fighting, EMS, hazardous materials and bio-agents.</p>	<p>\$10 million per year 2003 – 2007</p>

INDUSTRIAL PARKS

Organization	Program Name	Qualifier or Eligibility	Funds
EDA Jack Arnold 104 Federal Building Duluth, MN 55811 (218) 720-5326 web site: www.doc.gov/edu/eda	EDA - Loan Guarantee	Manufacturing or Commercial Enterprises One job per 20,000 loan guarantee Equity -15% - 25% Land, Bld., equipment and working capital Communities of declining population or poverty	Maximum: \$10,000,000 Minimum \$750,000 Interest Rates: 1.25% to 2.5% above the prime rate Maximum guarantee 80% 5-10 million 70% Terms 5-20 years
EDA Jack Arnold 104 Federal Building Duluth, MN 55811 (218) 720-5326 web site: www.doc.gov/eda	Public Works Grants	State, cities, counties, higher education or political subdivision Attract new industry, encourage business expansion 50% matching grants for Industrial Business Parks, incubator, skill training facilities, waste treatment, access roads, water & sewer, technology, streets and brownfields Must be long term employment and benefits Expansions of Industrial or commercial facilities Significant private investment-market based Create or retain private sector jobs-high skilled, high wages Major layoffs or plant closings	Grants FY06 - \$158 million
Great River Energy Thomas R. Lambrecht PO Box 78 Sandstone, MN 55072 888-539-5265 web site: www.greatriverenergy.com email: tlambrecht@greenergy.com	Business Financing Program	Land, improvements, building construction & renovation, machinery and equipment, working capital Electrical Service from GRE distribution Co-ops Credit worthiness, equity commitment, collateral and personal guarantees Limit 50% of project cost 10% owner equity required	Loans - \$5,000-\$200,000 Interest rates competitive with local banks Terms: Competitive with local lenders
Iron Range Resources Development Strategies PO Box 441 Hwy 53 South Eveleth, MN 55734 800-765-5043 218-744-7400 fax: 218-744-7402 web site: www.ironrangeresources	Tax Free Job Zone (JOBZ)	Manufacturing, industrial, technology innovative businesses State tax exemptions include: State income tax for operators or inventors Property tax on commercial and industrial improvements State and local sales tax on goods and services purchased State corporate franchise taxes Wind energy production tax Employment tax credit for high paying jobs	Tax exempt up to 12 years 58 subzones 3,271 acres Jobs must pay \$10.58 hr. with benefits Business subsidy agreement required

INDUSTRIAL PARKS

Organization	Program Name	Qualifier or Eligibility	Funds
<p>USDA Rural Development Community and Business Programs Specialist Kathy Coyle 809 8th Street SE Detroit Lakes, MN 56501 218-847-5694 ext. 121 web site: www.rurdev.usda.gov Email: Kathy.coyle@mn.usda.gov</p>	<p>Rural Business Enterprise Grants (RBEG)</p>	<p>Public bodies non profit corporations Less Than 50,000 population Less than state median household income less than \$1 million in revenue Less than 50 employees Experience of applicant Applicant has substantial experience in administering such programs Technological innovations and commercialization of new products and processes by business land, building, equipment, streets, roads, parking areas, start up cost, training, revolving loan fund Save existing jobs, create jobs High unemployment exceed state rate, MHI is less state's MHI</p>	<p>Grants \$5,000 - \$500,000 Most under \$100,000</p>
<p>USDA Rural Development David Gaffaney Business Programs Specialist 410 Agri Bank Bldg. 375 Jackson Street St Paul, MN 55101-1853 651-602-7814 fax: 651-602-7824 web site: www.rurdev.usda.gov</p>	<p>Business and Loan Guarantees (B&I Guarantee)</p>	<p>Fee is 2% of amount guaranteed. Loans to profit-motivated businesses to create jobs in areas under 50,000. Annual financial statements required. Land, bldg., equipment and working capital, tourist and recreation facilities, hotels and motels, housing development site, community facility projects. Simplified application forms for loans guarantees under \$400,000</p>	<p>Maximum: 80% - 5 million - 60% - 10-25 million 70% - 5-10 million Equity: 20% Interest: negotiable between lender and business Terms: 15-20 years 7 years machinery Collateral: secured-personal & corporate guarantees required Maximum is \$25 million Real properties approved according to FIRREA</p>
<p>USDA Rural Development Robyn Holdorf 410 Agri Bank Bldg. 375 Jackson Street St Paul, MN 55101-1853 651-602-7791 web site: www.rurdev.usda.gov</p>	<p>Intermediary Relending Program (IRP)</p>	<p>Land, building, equipment and working capital, feasibility studies and professional services Population under 25,000 State, local government or private non-profit corporation</p>	<p>Subsequent aoo. Of \$750,000 each up to \$15 million Terms: 30 years Interest rate: 1% Maximum loan: \$250,000 to businesses Collateral: Real or personal property</p>
<p>USDA Rural Development David Gaffaney 410 Agri Bank Bldg. 375 Jackson Street St Paul, MN 55101-1853 651-602-7814 web site: www.rurdev.usda.gov</p>	<p>Rural Business Investment Program</p>	<p>For profit operation Similar to SBIC Must have private capital \$2.5 million Net financial worth less \$6 million –promote economic development and job opportunities Establish Venture Capital for rural areas</p>	<p>Grant over extended period 10% of private capital or \$1 million Debentures guarantees up to 300%</p>

INDUSTRIAL PARKS

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Northspan Group Bob Palmquist 221 West First Street Duluth, MN 55802 800-232-0707 web site: www.northspan.org</p>	<p>Rural Economic Development Loans and Grants</p>	<p>Local and state governments and non-profits Criteria: Long term rural economic development and job creation, communities with the greater economic hardship, business start-ups, Incubators and medical projects. Majority of funding for community under 25,000</p>	<p>Grants \$10,000 - \$200,000 Match 20% used for revolving loans Loans: (non interest loans) \$10,000 -\$450,000 Term: 10 years All loans will be secured Loans may be deferred up to 2 years Fees: 2 % of principal amount</p>
<p>Minnesota Power Economic Development Dept. Nancy Aronson Norr 30 West Superior Street Duluth, MN 55802 218-723-3913 800-228-4966 web site: www.mpelectric.com</p>	<p>Economic Development Loan Fund MCCF Loan</p>	<p>MN Power, SWL&P customers, or those served by our municipal customers Manufacturing, Agriculture, Information and High Tech. Working Capital, land, bldg., equipment Must demonstrate credit worthiness, repayment ability and personal guarantee Loan amount tied to electricity load</p>	<p>Maximum loan \$2 million Minimum loan \$50,000 Interest Rate: fixed for the term of the loan based on risk, personal guarantees and collateral Loan: origination fee 1.75% Term: 10-20 yrs. Equity- 10% private equity Collateral – 100% loan value First shared or subordinated Debt service 1.1 to 1</p>
<p>Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us</p>	<p>Small Business Development Program</p>	<p>Manufacturing and Industrial businesses Net worth must be less than \$6 million Net Profits must be \$2 million Less than 500 employees Building, land, equipment, etc. No working capital or refinance</p>	<p>One job per 35 ,000 funds Loans: \$1 million to \$5 million Terms: 10-20 years 20% of project cost financed privately Interest rate: fixed market rate Collateral: First mortgage on real property some cases-guarantees</p>
<p>Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us</p>	<p>Minnesota Investment Fund</p>	<p>Cities, counties, townships to be used for business start-ups or expansions. Eligible activities are land, building, property acquisitions, site improvements, new construction, building renovation, purchase of machinery and equipment and training. At least 50% of project cost must be privately financed, 70% preferred At least one job must be created for every \$20,000 of funds received. At least \$1 of private funds must be leveraged for every \$1 of grant funds. Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs - at least 51% must be filled by LMI people.</p>	<p>Grant to community for business loans Applicant may not receive more than \$500,000 in a fiscal year. Terms: 5-20 years Interest rate: negotiable Collateral: Personal guarantee may be required</p>

INDUSTRIAL PARKS

Organization	Program Name	Qualifier or Eligibility	Funds
Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us	Contamination Cleanup	Cities, Port authority, HRA, EDA cleanup of contaminated sites tax base increase, social value reduced public health threat, amount of clean up MPCA approved	Grants: Maximum \$400,000 25% local match
Minnesota Department of Employment and Economic Development Meredith Udoibok 300 Metro Square 121 7 th Place East St Paul, MN 55101 800-657-3858 web site: www.deed.state.mn.us 1-800-657-3858	Greater MN Redevelopment Grant Program	Redevelop old industrial, residential or commercial property 50% of costs Contamination remediation-15 pts. TIF financing –25 pts. Redevelop potential –in municipalities –90 pts. Public transit- 5 pts Multit-purpose project – 15 pts.	Priority to Greater MN projects \$20 million Bonding 2006
Minnesota Department of Employment and Economic Development Meredith Udiobok 300 Metro Square 121 7 th Place East 800-657-3858 St Paul, MN 55101 web site: www.deed.state.mn.us 1-800-657-3858	Greater Minnesota Business Development Public Infrastructure Grant Program	Cities, wastewater collection, treatment, drinking water, storm sewer, utilities, streets, manufacturing, technology, warehouses and agri-companies. Criteria: local match, public and private capital, jobs created	Grant up to 50% of project Capital cost Total amount \$20 million Bonding 2006
Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us	SCOR Small Corporate Offering Registration	Start up companies to raise up to \$1 million annually by selling securities directly to the public Provide large pool of investors Enhance job growth, business operation and expansiony	Stock: \$1 million annually SEC registration offering must sell for at least \$5 per share Application fee \$100 Fee: 1/10 % of one percent of offering price

INDUSTRIAL PARKS

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us</p>	<p>Section 108 Loan Guarantee Program</p>	<p>Pledge of future CDBG funds Eligible applicants are cities, counties, and townships outside St Louis County - less 50,000 Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs - at least 51% must be filled by LMI people Economic Development, Historic districts, housing, commercial areas, micro enterprises, technological and bio-chemical or special economic development project, building, land, utilities, etc.</p>	<p>Guaranteed - may not exceed five times entitlement community annual CDBG grant Terms: 6-10 years Rates: below market</p>
<p>Blandin Foundation 100 North Pokegama Avenue Grand Rapids, MN 55744 web site: www.blandinfoundation.org</p>	<p>Grant Program</p>	<p>Governmental units and non-profit organizations - 501(c)3 in the Grand Rapids/Itasca County area Emphasis on leadership, economic opportunity, education, housing, health and human services, arts and humanities and environmental affairs \</p>	<p>Grants Blandin Foundation is a separate distinct organization from Blandin Paper Company</p>
<p>St Louis County Community Development Division Nancy Larson Northland Office Center Ste 117 307 First Street South Virginia, MN 55792 218-749-9741</p>	<p>Community Development Block Grant Development Program (CDBG)</p>	<p>Eligible applicants are cities, counties and townships within St Louis County, excluding Duluth Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs- Specific income criteria must be met Areas housing, economic development Physical improvement and public service</p>	<p>Loans Grants to public entities</p>
<p>US Army Corp of Engineers Russell K. Snyder 190 Fifth Street East St Paul, MN 55101-1638 email: russel.k.snyder@usace.army.mil</p>	<p>Section 569 Monies</p>	<p>Northeastern Minnesota waste treatment, water supply environmental restoration and related facilities "pilot project"</p>	<p>Grants 75% of project costs</p>
<p>Bob Palmquist Arrowhead Regional Dev. Commission Northspan Group 221 W First Street Duluth, MN 55802 800-232-0707 fax: 218-722-2335 web site: www.northspan.org</p>	<p>ARDC Revolving Loan Program</p>	<p>Manufacturing wood products, technological innovation, tourism, etc. One job per \$10,000 Leverage: 2:1 Land, Bldg., equipment and working capital Prevailing wage</p>	<p>Loans: \$10,000 - \$100,000 Interest rate: Prime minus 4% -minimum 4% Origination fee: 1 2 % Loan terms: 5-20 years Loan service fee: 1 % per year Adequately secured and personally guaranteed</p>

INDUSTRIAL PARKS

Organization	Program Name	Qualifier or Eligibility	Funds
<p>John Elden Northland Foundation Suite 610 Sellwood Building 202 W Superior Street Duluth, MN 55802 218-723-4040 800-433-4045 fax: 218-723-4048 web site: www.john@northlandfdn.org</p>	<p>Business Loan Program</p>	<p>Stimulate private investment and provide jobs to low income people Technology innovate industries, manufacturing, wood products, agriprocessing, information and tourism industries Leverage: 1:1 and job creation Land, building, equipment and working capital</p>	<p>Loans: \$5,000-\$250,000 Interest rate: negotiable Terms: 5 years- working capital 10 years- equipment 20 years- real estate All loans adequately secured and personally Guaranteed</p>
<p>Two Harbors Development Commission Mike Valentine 5 Fairground Road PO Box 248 Two Harbors, MN 55616 218-834-3489 fax: 218-834-5074 web site: www.twoharbors.com email: thdc@lakenet.com</p>	<p>Financing Program</p>	<p>Benefits citizens of Two Harbors in jobs or tax base Leverage 1:1 Land, building, equipment, working capital and inventory</p>	<p>Maximum loan: \$200,000 or 50% of project cost Terms: 5 years - working capital 10 years- equipment 20 years- land and building</p>
<p>Curt Anttila Economic Development Coordinator East Range Joint Powers Board City Hall Aurora, MN 55705 218-229-3671 fax: 218-229-3561</p>	<p>Loan Program</p>	<p>Must be located in East Range area (Aurora, Hoyt Lakes or Town of White) Resorts, tourism, innovative industries, manufacturing Maximum 50% of project Industrial service, forestry, wood products and agriculture Create jobs, expand tax base and increase economic productivity Land, building, equipment, working capital and inventory</p>	<p>Maximum loan: \$25,000 Terms: 5-20 years Interest rate: 6.5%</p>
<p>Cook County Office of the Auditor Court House PO Box 1130 Grand Marais, MN 55604 218-387-2282 fax: 218-387-2610</p>	<p>Development Loan Program</p>	<p>For-profit businesses Maximum 33% of project Land, building, equipment Leverage 2:1</p>	<p>Maximum loan: \$100,000 Rates: .05% - 1.5% above 10 year T-Bond Terms: 10-20 years</p>

INDUSTRIAL PARKS

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Dr Nina M Archabal Director Minnesota Historical Society State Historic Preservation Office 345 Kellogg Blvd. West St Paul, MN 55102 651-296-5434 web site: www.mnhs.org</p>	<p>Rehabilitation Tax Credits</p>	<p>Building must be depreciable Rehabilitation must be substantial Building must be certified Historic structure</p>	<p>20% of amount spent on Historic rehabilitation 10% for building build before 1936 and non historic</p>
<p>Susan Haugen Minnesota Housing Finance Agency 400 Sibley Street\ Ste 300 St Paul, MN 55101-1998 651-296-9848 web site: www.mhfa.state.mn.us</p>	<p>Housing Tax Credits</p>	<p>Developers of housing units for tenants where 20% of household incomes are 50% or less area median income or 40% of household incomes are 60% or less area median income Gross rents requirements for 15 - 30 years</p>	<p>10 year reduction in federal tax liability 9% tax credit for new construction and substantial rehabilitation 4% for federally subsidized unit qualified acquisitions</p>
<p>Local Unit of Government</p>	<p>Tax Increment Financing</p>	<p>Cities, HRA's and EDA's Method of financing new development, land, building, public utilities, site improvements, water & sewer, housing Pay as you go basis through issuance of project development note assessment agreement with city and developer Taxes based on tax increment of project</p>	<p>Based on tax increment of development secured by tax increment and guarantee Bonds, pay-as-go notes</p>
<p>Andrew Amaroso Small Business Administration 610 C. Butler Square Bldg. 100 North Sixth Street Minneapolis, MN 55404 612-370-2324 web site: www.sba.gov</p>	<p>SBA Loan (7A) Guarantee</p>	<p>For profit that meet size and maximum employee standards Building, land, equipment, furniture, fixtures, inventory and working capital SBA express for loans \$350,000 or less Maximum guarantee is 50% Collateral-property and maybe personal guarantee</p>	<p>Maximum guarantee: \$1.5 million or 75% of amount needed Terms: 5-7 working capital, 10 yr. fixed assets 25 years real estate Fees: 2-3.5% Interest rates: negotiated between borrower and lender. Fixed rates generally do not exceed prime rate plus 2.25% to 2.75%</p>
<p>Local Unit of Government</p>	<p>Locally Accountable Subsidy Transactions (LAST)</p>	<p>Similar to tax increment financing-quick-flexible Only city and county taxes involved Virtually any economic development project Abut for@ test only, more flexible debt pledge is more limited</p>	<p>No LGA penalty Grants and Loans</p>
<p>Minnesota Investment Network 1600 University Avenue Ste. 401 St Paul, MN 55104 651-632-2140 fax: 651-632-2145 web site: www.mincorp.org</p>	<p>Equity Fund</p>	<p>Cultivate successful businesses Achieve market rate of return Create new sources Monitor operations</p>	<p>Equity: Common Stock, Convertible preferred Stock, Subordinated debt with conversion privileges or warrants</p>

INDUSTRIAL PARKS

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Minnesota Investment Network 1600 University Avenue Ste. 401 St Paul, MN 55104 651-632-2140 fax: 651-632-2145 web site: www.mincorp.org</p>	<p>Rain Fund</p>	<p>Pool financial resources of accredited individuals and institutions Provide professional equity financing expertise Access deal flows</p>	<p>Provides seed and growth equity 10% of capital up to \$100,000 Must be capitalized at minimum of \$500,000</p>
<p>Itasca Economic Development Corporation Peter McDermott 12 NW Third Street Grand Rapids, MN 55744 1-800-890-JOBS peterm@itascadv.org Website: www.itascadv.org</p>	<p>Itasca Building Development Fund JOBZ Project Management Small Business Development Center Host Site Parent company for Itasca Technology Exchange offering technical assistance, flexible leasing, shared facilities amenities</p>	<p>Assist business establishing in, expanding in, or relocation to Itasca County area; provide site location assistance, liaison to services and resources.</p>	<p>Itasca Building Development Fund Free counseling and business assistance</p>
<p>Itasca Economic Development Corporation Rick Utech 12 NW Third Street Grand Rapids, MN 55744 1-800-890-JOBS rick@itascadv.org Website: www.itascadv.org</p>	<p>Tax Free Job Zone (JOBZ)</p>	<p>Manufacturing, industrial, technology innovative businesses; State tax Exemptions include: state income tax for operators or inventors, property tax on commercial and industrial improvements; State and local sales tax on goods and services purchased; state corporate franchise taxes; wind energy production tax; employment tax credit for high paying jobs.</p>	<p>Tax exempt through 12/31/20015 22 sub zones 670 acres</p>

LIBRARIES

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Mandy Skypala Minnesota Historical Society Grants Office 345 Kellogg Blvd West St Paul, MN 55102-1906 651-296-5478 fax: 651-282-2374 web site: www.mnhs.org</p>	<p>State Capital Project Grants in Aid Program</p>	<p>Historic preservation grants Funds are used for the preservation of publicly owned historic properties. Eligible applicants are public entities, Three project categories_Acquisition, Restoration/Preservation, and Building Systems/Accessibility. Priority is given to properties listed on the National Registry of Historic Places or have been designated a National Historic Landmark. Work must meet the Secretary of the Interior's Standards for Rehabilitation.</p>	<p>Must meet Secretary of Interior standard for rehabilitation Grants: \$975,000 for 1998-2000 1:1 match \$500,000 1999 Fall Maximum: \$75,000 Minimum: \$10,000</p>
<p>First Bank System PO Box 522 Minneapolis, MN 55480</p>	<p>Grant Program</p>	<p>Building and equipment grants. Social welfare, cultural organizations, youth organizations, community Development disabled, Public Library, renovation grants</p>	<p>Grand range: \$1,000 - \$8,000</p>
<p>USDA Rural Development David Gaffaney Business Programs Specialist 410 Agri Bank Bldg 375 Jackson Street St Paul MN 55101-1853 651-602-7814 Fax: 651-602-7814 web site: www.rurdev.usda.gov</p>	<p>Community Facility Loan Program/Guarantee and Grants</p>	<p>Cities, townships and counties under 20,000 pop. for loans 20,000 pop. for grants Firehalls, trucks, clinics, nursing homes and hospitals, schools industrial parks, airports, fairgrounds, maintenance buildings, Incubators, daycare centers</p>	<p>Guarantee maximum 90% Loans – 1% fee Interest rate: no higher than commercial bond rate or as low as 4.5% Grants: up to 75% of facility – max. \$50,000 Loan term: 40 years Repayment usually by revenue from use of facility Collateral : G.O. Bonds</p>
<p>Office of Assistant Secretary for Educational Research and Improvement Washington DC</p>	<p>Construction Funds</p>	<p>Funds may be used for books and other library materials, library equipment, salaries and other operating expenses for strengthening the capacity of the State Library administrative agencies for meeting the needs of the people of the States.</p>	<p>\$100,000 Grants</p>
<p>Blandin Foundation 100 North Pokegama Avenue Grand Rapids, MN 55744 web site: www.blandinfoundation.org</p>	<p>Grant Program</p>	<p>Governmental units and non-profit organizations - 501(c)3 in the Grand Rapids/Itasca County area Emphasis on leadership, economic opportunity, education, housing, health and human services, arts and humanities and environmental affairs</p>	<p>Grants Blandin Foundation is a separate distinct organization from Blandin Paper Company</p>
<p>Ordean Foundation 501 Ordean Building 424 W. Superior Street Duluth, MN 55802 218-726-4785</p>		<p>Homeless, health organizations, disabled, community development, youth organizations, women, elderly, minorities, and churches</p>	<p>Grants range from: \$500 - \$25,000</p>
<p>Kresge Foundation John W. Marshall, President 3215 W Big Beaver Road PO Box 3151 Troy, MI 48007-3151 313-643-9630</p>	<p>Community Development Block Grant</p>	<p>Tax exempt, charitable organizations, health care, human services, science, environment, arts and humanities and public affairs Eligible projects include: construction of facilities, renovation of facilities, purchase of major equipment at a cost of at least \$300,000 and purchase of real estate</p>	<p>Grant funds Considerations: financial stability, demand for your program or services is increasing, effective board, administration, program leadership are in place and track record substantiates quality programs and services Grant amount is based upon a match of 50%</p>

LIBRARIES

Organization	Program Name	Qualifier or Eligibility	Funds
EDA Jack Arnold 104 Federal Building Duluth, MN 55811 (218) 720-5326 web site: www.doc.gov/edu/eda	EDA - Loan Guarantee	Manufacturing or Commercial Enterprises One job per 20,000 loan guarantee Equity -15% - 25% Land, Bld., equipment and working capital Communities of declining population or poverty	Maximum: \$10,000,000 Minimum \$750,000 Interest Rates: 1.25% to 2.5% above the prime rate Maximum guarantee 80% 5-10 million 70% Terms 5-20 years

MEDICAL FACILITIES

Organization	Program Name	Qualifier or Eligibility	Funds
<p>USDA Rural Development David Gaffaney Business Programs Specialist 410 Agri Bank Bldg. 375 Jackson Street St Paul, MN 55101-1853 651-602-7814 fax: 651-602-7814 web site: www.rurdev.usda.gov</p>	<p>Community Facility Loan Program/Guarantee and Grants</p>	<p>Cities, townships and counties under 20,000 pop. for loans 20,000 pop. for grants Firehalls, trucks, clinics, nursing homes and hospitals, schools Daycare centers, airports, fairgrounds, maintenance buildings, incubators</p>	<p>Guarantee maximum 90% Loans – 1% fee Interest rate: no higher than commercial bond rate or as low as 4.5% Grants: up to 75% of facility – max. \$50,000 Loan term: 40 years Repayment usually by revenue from use of facility Collateral : G.O. Bonds</p>
<p>Blandin Foundation 100 North Pokegama Avenue Grand Rapids, MN 55744 web site: www.blandinfoundation.org</p>	<p>Grant Program</p>	<p>Governmental units and non-profit organizations - 501(c)3 in the Grand Rapids/Itasca County area Emphasis on leadership, economic opportunity, education, housing, health and human services, arts and humanities and environmental affairs</p>	<p>Grants Blandin Foundation is a separate distinct organization from Blandin Paper Company</p>
<p>Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us</p>	<p>Small Cities Block Grant Program</p>	<p>Eligible applicants are cities, counties and townships outside St Louis County- less 50,000 Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs - at least 51% must be filled by LMI people. Eligible activities include acquisition of property, construction or upgrading of public facilities including water treatment plants, wastewater treatment plants, streets and sidewalks, rehabilitation job residential, commercial, and industrial buildings. Also, new construction or expansion of businesses and industries.</p>	<p>Maximum Grants: Housing \$600,000 Comprehensive project 1.4 million</p>
<p>Great River Energy Thomas R. Lambrecht PO Box 78 Sandstone, MN 55072 888-539-5265 web site: www.greatriverenergy.com email: tlambrecht@grenergy.com</p>	<p>Rural Economic Development Loans and Grants</p>	<p>Local and state governments and non-profits Criteria Long term rural economic development and job creation, communities with the greater economic hardship</p>	<p>Grants: \$10,000 - \$400,000 Match: 20% Loans: Non-interest loans \$10,000 - \$400,000 Terms 10 years May be deferred up to 2 years All loans will be secured Fees: 2 % of principal amount</p>
<p>Kresge Foundation John W. Marshall, President 3215 W Big Beaver Road PO Box 3151 Troy, MI 48007-3151 313-643-9630</p>	<p>Community Development Block Grant</p>	<p>Tax exempt, charitable organizations, health care, human services, science, environment, arts and humanities and public affairs Eligible projects include: construction of facilities, renovation of facilities, purchase of major equipment at a cost of at least \$300,000 and purchase of real estate</p>	<p>Grant funds Considerations: financial stability, demand for your program or services is increasing, effective board, administration, program leadership are in place and track record substantiates quality programs and services Grant amount is based upon a match of 50%</p>

MEDICAL FACILITIES

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Eileen Halloran Office of Rural Health Policy Health Resources and Services Admin. Public Health Service Dept. of Health and Human Services 5600 Fishers Lane Rockville, MD 20857 301-443-0835</p>	<p>Rural Health Outreach Grants</p>	<p>Consortia on 3 or more health care providers Four areas: 1. Ambulatory or mental health care 2. Emergency medical services 3. Training for health care professionals 4. Health and safety programs</p>	<p>Grants</p>
<p>Bob Palmquist Arrowhead Regional Dev. Commission Northspan Group 221 W First Street Duluth, MN 55802 800-232-0707 fax: 218-722-2335 web site: www.northspan.org</p>	<p>ARDC Revolving Loan Program</p>	<p>Manufacturing wood products, technological innovation, tourism, etc. One job per \$10,000 Leverage: 2:1 Land, Bld., equipment and working capital</p>	<p>Loans: \$10,000 - \$100,000 Interest rate: Prime minus 4% -minimum 4% Origination fee: 1 2 % Loan terms: 5-20 years Loan service fee: 1 % per year</p>
<p>Andrew Amaroso Small Business Administration 610 C. Butler Square Bldg. 100 North Sixth Street Minneapolis, MN 55404 612-370-2324</p>	<p>SBA Loan (7A) Guarantee</p>	<p>For profit that meet size and maximum employee standards Building, land, equipment, furniture, fixtures, inventory and working capital</p>	<p>Maximum guarantee: \$750,000 Terms: 5-7 working capital 25 years real estate Fees: 2-3.875%</p>
<p>Andrew Amaroso Small Business Administration 610 C. Butler Square Bldg. 100 North Sixth Street Minneapolis, MN 55404 612-370-2324</p>	<p>SBA Loan 504</p>	<p>50 % of project cost Business with net worth of not more than \$6 million or net income of \$2 million historical earnings 30% equity, satisfactory credit history, adequate cash flow and appropriate debt/net worth One job per \$35,000 Building, equipment, lease hold, street improvements, utilities and parking lots</p>	<p>Range \$100,000 - 25 million Terms: 10 years equipment and 25 years real estate Interest rate: Prime plus 2.75% Fees: 2 to 3.875% Collateral: fixed assets - senior lien</p>
<p>U.S. Department of Housing and Urban Development 451 7th Street S.W. Washington, DC 20410 202-708-1112 TTY: (202) 708-1455</p>	<p>Hospital Mortgage Insurance Program Section 242</p>	<p>Mortgage insurance for construction, modernization and equipment. Feasibility study required.</p>	<p>Loans – no minimum or maximum Terms – up to 25 years Interest rate – Fixed competitive Financing fees Loan value – 90% maximum</p>

MEDICAL FACILITIES

Organization	Program Name	Qualifier or Eligibility	Funds
Doug Benson Minnesota Department of Health Office of Rural Health & Primary Care PO Box 64882 St Paul, MN 55164-0882 651-201-3842 800-366-5424	Rural Hospital Capital Improvement Program	Hospitals with 50 or fewer beds Update, remodel or replace aging hospital facilities	Grants - \$1.7 million in 2006 Maximum award \$125,000
Doug Benson Minnesota Department of Health Office of Rural Health & Primary Care PO Box 64882 St Paul, MN 55164-0882 651-201-3842 800-366-5424	Minnesota Rural Flex Grant	Critical access hospitals, rural hospitals with 50 beds or less Clear description of problem (20 pts) Reasonable work plan (20 pts) Collaboration and cooperation (20 pts) Clear and realistic budget (10 pts)	Grants Maximum \$25,000
Foundation Center 79 Fifth Avenue 16 th Street New York, NY 10003-3076 800-424-9736	Minnesota Foundation which Fund Health Care	Various qualifications in each program.	Grants

RECREATION/TOURISM

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Brian Anderson ARDC Regional Planning Division 221 West First Street Duluth, MN 55802 218-722-5545 800-232-0707 www.ardc.org</p>	<p>ISTEA Program</p>	<p>Scenic or historic programs, pedestrian or bike trails Scenic easements Landscaping Restoration of historic transportation building Preservation of abandoned railroad corridors</p>	<p>Grants \$1,500,000 Northwest MN FY07 Maximum - \$400,000 Minimum - \$50,000 Match – 20%</p>
<p>John Velin LCMR Room 65 State Office Building St Paul, MN 55155 651-296-2406 800-657-3550 email: lcmr@commissions.leg.state.mn.us web site: www.commissions.leg.state.mn.us/lcmr/lcmr.htm</p>	<p>Legislative Commission on Minnesota Resources Funding Sources: Environment and Natural Resources Trust Fund Future Resources Fund</p>	<p>Open to everyone A Strategic Plan sets funding priorities each odd numbered years Focus on protection, conservation, water, land, fish, wildlife Acquire, protect, state, regional and local parks and trails Rehabilitate State parks Wetlands and wildlife habitat Reduce Pollution- conserve and promote healthy water</p>	<p>Direct allocations or by contracts No minimum or maximum amount Total amount available: \$22.6 million</p>
<p>Local Grants Program Department of Natural Resources Office of Management & Budget 500 Lafayette Road Box 10 St Paul, MN 55155-4010 651-296-6047 web site: www.dnr.state.mn.us</p>	<p>Natural and Scenic Program</p>	<p>Eligible applicant cities, counties, townships, school districts Project cost at least \$10,000 50/50 match For title acquisition and permanent easement acquisition</p>	<p>Grants Maximum: \$500,000 Minimum: \$5,000 Application due on March 31</p>
<p>Local Grants Program Department of Natural Resources Office of Management & Budget 500 Lafayette Road Box 10 St Paul, MN 55155-4010 651-296-6047 web site: www.dnr.state.mn.us</p>	<p>Outdoor Recreation Program</p>	<p>Eligible applicant cities, counties, townships, school districts 50/50 match Parks, trails, picnic shelters, playgrounds, athletic facilities, boat accesses, fishing piers, swimming beaches, campgrounds, baseball fields, basketball, soccer/football fields, skating rinks and tennis courts</p>	<p>Grants Minimum: \$10,000 Application due March 31 Maximum awardable - currently \$250,000 Local share-cash or in-kind</p>
<p>Local Grants Program Department of Natural Resources Office of Management & Budget 500 Lafayette Road Box 10 St Paul, MN 55155-4010 651-296-6047 web site: www.dnr.state.mn.us</p>	<p>Regional Park Grant Program</p>	<p>Park acquisition, trails, picnic facilities, boat accesses, fishing piers, swimming beaches, playgrounds</p>	<p>Grant 60% eligible cost minimum of \$40,000 project cost Application due March 31 Local share-cash or in-kind</p>

RECREATION/TOURISM

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Andrew Holak St Louis County Land Department Forest Recreation Specialist 320 W. 2nd Street Room 607 Duluth, MN 55802 218-726-2659</p>	<p>Outdoor Recreation Project Fund Program</p>	<p>Public agencies or governmental subdivisions. School playgrounds, ski areas, sport facilities, soccer fields, football, tennis and baseball courts, etc.</p>	<p>Grant Fund up to \$20,000</p>
<p>Les Ollila Regional Supervisor Trails and Waterways Unit Dept. of Natural Resources 1201 E Hwy 2 Grand Rapids, MN 55744 218-327-4409 web site: www.dnr.state.mn.us</p>	<p>Federal Recreational Trails Fund</p>	<p>State agencies, counties, cities, townships and private organizations Acquisition, maintenance, rehabilitation and development of national trails, construction of new trails, condemnation of property</p>	<p>Grants Maximum: \$100,000 Minimum: \$5,000 Up to 50% of eligible cost</p>
<p>Les Ollila Regional Supervisor Trails and Waterways Unit Dept. of Natural Resources 1201 E Hwy 2 Grand Rapids, MN 55744 218-327-4409 web site: www.dnr.state.mn.us</p>	<p>Snowmobile Grants In Aid</p>	<p>Counties, cities, townships 65% of eligible cost - maintenance 90% of eligible cost - grooming Maintenance of existing trails Linkage to population centers New trail systems</p>	<p>Grants: variable</p>
<p>Les Ollila Regional Supervisor Trails and Waterways Unit Dept. of Natural Resources 1201 E Hwy 2 Grand Rapids, MN 55744 218-327-4409 web site: www.dnr.state.mn.us</p>	<p>Regional Trail Grant Program</p>	<p>Cities, counties and townships development of regional trail projects- useable trails 20 year maintenance requirement 50% match regionally significant trails Land acquisition and trail development Local/area support demonstrated</p>	<p>Grants Maximum: \$250,000 Minimum: \$5,000 Application due February</p>
<p>Les Ollila Regional Supervisor Trails and Waterways Unit Dept. of Natural Resources 1201 E Hwy 2 Grand Rapids, MN 55744 218-327-4409 web site: www.dnr.state.mn.us</p>	<p>All-terrain Vehicle Grant in Aid</p>	<p>65% of total eligible cost for development, maintenance and administration of trails Trail grooming, maintenance are cost shared up to 90% Significant public use and multi-use</p>	<p>Grants</p>

RECREATION/TOURISM

Organization	Program Name	Qualifier or Eligibility	Funds
Les Ollila Regional Supervisor Trails and Waterways Unit Dept. of Natural Resources 1201 E Hwy 2 Grand Rapids, MN 55744 218-327-4409 web site: www.dnr.state.mn.us	Cross County Ski Trail Grants	Counties, cities, townships Development, maintenance, winter grooming and trail administration Project that links population centers Cost sharing up to 65% Winter trail grooming - 90%	Grants
Les Ollila Regional Supervisor Trails and Waterways Unit Dept. of Natural Resources 1201 E Hwy 2 Grand Rapids, MN 55744 218-327-4409 web site: www.dnr.state.mn.us	Off-Highway Vehicle Damage	Repair damage caused by Off-Highwat (OHV) Area where OHV is not permitted	Grants
Les Ollila Regional Supervisor Trails and Waterways Unit Dept. of Natural Resources 1201 E Hwy 2 Grand Rapids, MN 55744 218-327-4409 web site: www.dnr.state.mn.us	Four Wheel Drive Vehicle Grants	Counties, cities, townships ORV organizations Trail development, maintenance Improvements and acquisitions 65% of eligible cost Trail grooming, maintenance - up to 90%	Grants
Les Ollila Regional Supervisor Trails and Waterways Unit Dept. of Natural Resources 1201 E Hwy 2 Grand Rapids, MN 55744 218-327-4409 web site: www.dnr.state.mn.us	Local Trail Connections Grant Program	Cities, counties, townships Promote access between people and destinations Residential to park areas Land acquisition and trail development Local support provided by resolution	Grants minimum: \$5,000 Maximum: \$50,000 50% of eligible cost – cash match Application due February
Bureau of Land Management 1849 C Street NW Washington DC 20240-0001 202-452-7790	Recreation Resource Management	Managing and/or upgrading recreational resources and related facilities Matching requirements	Grants Range: \$10,000 - \$120,000

RECREATION/TOURISM

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Cheryl M. Hargrove, Manager National Trust for Historic Preservation 1785 Massachusetts Avenue NW Washington DC 20036-2117 202-673-4063 fax: 202-673-4050</p>	<p>National Register of Historic Places</p>	<p>Preservation of nationally significant historic projects</p>	<p>Grants</p>
<p>First Bank System PO Box 522 Minneapolis, MN 55480</p>	<p>Grant Program</p>	<p>Building and equipment grants. Social welfare, cultural organizations, youth organizations, community development disabes, public library, renovation grants</p>	<p>Grant range: \$1,000 - \$8,000</p>
<p>Blandin Foundation 100 North Pokegama Avenue Grand Rapids, MN 55744 web site: www.blandinfoundation.org</p>	<p>Grant Program</p>	<p>Governmental units and non-profit organizations - 501(c)3 in the Grand Rapids/Itasca County area Emphasis on leadership, economic opportunity, education, housing, health and human services, arts and humanities and environmental affairs</p>	<p>Grants Blandin Foundation is a separate distinct organization from Blandin Paper Company</p>
<p>Bush Foundation 900 First National Bank Building 332 Minnesota Street St Paul, MN 55101 651-227-0891</p>	<p>Grant Program</p>	<p>Board interest in education, human services, health, arts and humanities Looks for other support</p>	<p>Grants</p>
<p>Minnesota Department of Employment and Economic Development Community Development Division First Natl. Bank Bldg. 332 Minnesota Street Ste 200 St Paul, MN 55101 651-296-5005 web site: www.deed.state.mn.us</p>	<p>Tourism Loan Program</p>	<p>Tourism businesses providing overnight lodging 50% of eligible cost Building, site and equipment</p>	<p>Term: 5-10 years Loans: 50% of project cost or \$65,000 Interest: Treasury note rate Septic 2% Maximum available for septic loan \$65,000 Security: collateral and personal guarantees</p>
<p>Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us</p>	<p>Rural Challenge Grant Program Loans & Grants</p>	<p>Businesses limited to technologically innovative industries, value-added manufacturing, agri-processing, information industries, agricultural marketing and tourism in rural Minnesota. Eligible activities are property acquisition, site improvements, new construction, building renovation, purchase of machinery and equipment and working capital. Up to 50% of start-up or expansion cost Benefit to low income people Create or retain jobs for low income</p>	<p>Loans: \$5,000 - \$100,000 Interest rates: 3% - 10% Loan terms: 5-20 years Dollar for dollars match on grants 1:1 match Sufficient cash flow by business to cover proposed debt service</p>

RECREATION/TOURISM

Organization	Program Name	Qualifier or Eligibility	Funds
<p>National Scenic Byways Program 400 7th Street SW Room 3222 HEPM Washington DC 20590 1-800-429-9297 In MN: 651-284-3754 web site: www.byways.org</p>	<p>Scenic Byways Program</p>	<p>Shoulders, passing lanes, bike trails, maintain access, interpretive information, protecting historical places related to state and national scenic by programs</p>	<p>Grants ranging from \$3,300 - \$942,000</p>
<p>Tim Campbell Minnesota Office of Tourism 320 West Second Street Ste 707 Duluth, MN 55802 800-657-3637 web site: www.deed.state.mn.us</p>	<p>Tourism Organizational Partnership Program</p>	<p>Explore Minnesota logo project Consumer Advertising Program-50% media cost, 80% out of state circulation Out of state sport shows-50% of booth rental Group Tours-50% of show registration Travel Trade Advertising-50% of media space Many other programs</p>	<p>Maximum grant - \$20,000</p>
<p>National Park Service Recreation Grant Division PO Box 37127 Washington DC 20013</p>	<p>Parks and Recreation Resource Program</p>	<p>50/50 match Develop local parks and recreation systems</p>	<p>Grants</p>
<p>Andrew Amaroso Small Business Administration 610 C. Butler Square Bldg. 100 North Sixth Street Minneapolis, MN 55404 612-370-2324</p>	<p>SBA Loan (7A) Guarantee</p>	<p>For profit that meet size and maximum employee standards Building, land, equipment, furniture, fixtures, inventory and working capital</p>	<p>Maximum guarantee: \$750,000 Terms: 5-7 working capital 25 years real estate Fees: 2-3.875%</p>
<p>Andrew Amaroso Small Business Administration 610 C. Butler Square Bldg. 100 North Sixth Street Minneapolis, MN 55404 612-370-2324</p>	<p>SBA Loan 504</p>	<p>50 % of project cost Business with net worth of not more than \$6 million or net income of \$2 million historical earnings 30% equity, satisfactory credit history, adequate cash flow and appropriate debt/net worth One job per \$35,000 Building, equipment, lease hold, street improvements, utilities and parking lots</p>	<p>Range \$100,000 - 25 million Terms: 10 years equipment and 25 years real estate Interest rate: Prime plus 2.75% Fees: 2 to 3.875% Collateral: fixed assets - senior lien</p>
<p>John Stokirch DNR 500 Lafayette Road, Box 39 St Paul, MN 55155-4039 651-259-5501 Fax: 651-297-1157</p>	<p>State Park Road Account Program</p>	<p>Cities, counties, townships to upgrade roads which provide access to public lands, state parks, or state campgrounds.</p>	<p>Grants</p>

RECREATION/TOURISM

Organization	Program Name	Qualifier or Eligibility	Funds
Local Grant Program DNR 500 Lafayette Road, Box 39 St Paul, MN 55155-4039 651-259-5501 Fax: 651-297-1157	Water Recreation Acquisition & Development	Counties, cities, townships Improve public asses to MN public lakes and rivers Acquisition, development, docks, boat accesses, ramps, A&E	Grants
Susan Wilfhite DNR 500 Lafayette Road Box 52 St Paul, MN 55155-4052 651-259-5640 Fax: 651-297-5475	Fishing Pier Grants	Counties, cities, townships To improve fishing opportunities for children, elderly and disabled	Grants Maximum- \$25,000
Kim Elverum DNR 500 Lafayette Road Box 52 St Paul, MN 55155-4052 651-259-5640 Fax: 651-297-5475	County Boat and Water Safety Grants	County Sheriffs Department 100% eligible cost Patrol, search and rescue, removal of hazards, boat and water safety	Grants
Kent Skaar DNR 500 Lafayette Road Box 52 St Paul, MN 55155-4052 651-259-5640 Fax: 651-297-5475	Clean Vessel Act Grants	Public and private marinas 75% of eligible costs	Grants Maximum \$10,000

SENIOR CENTERS

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Mandy Skypala Minnesota Historical Society Grants Office 345 Kellogg Blvd West St Paul, MN 55102-1906 651-296-5478 fax: 651-282-2374</p>	<p>State Capital Project Grants in Aid Program</p>	<p>Public entities, priority to properties designated national historic landmark, national register of historic places Public purpose, publicly owned land, building or capital improvements</p>	<p>Must meet Secretary of Interior standard for rehabilitation Grants: \$975,000 for 1998-2000 1:1 match \$500,000 1999 Fall Maximum: \$75,000 Minimum: \$10,000</p>
<p>St Louis County Community Development Division Nancy Larson Northland Office Center Ste 117 307 First Street South Virginia, MN 55792 218-749-9741</p>	<p>Community Development Block Grant Development Program (CDBG)</p>	<p>Eligible applicants are cities, counties and townships within St Louis County, excluding Duluth Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs- Specific income criteria must be met</p>	<p>Loans Grants to public entities</p>
<p>Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.dted.state.mn.us email: heather.rand@state.mn.us</p>	<p>Small Cities Block Grant Program</p>	<p>Eligible applicants are cities, counties and townships outside St Louis County- less 50,000 Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs - at least 51% must be filled by LMI people.</p>	<p>Maximum Grants: Housing or public facilities \$600,000 Comprehensive project 1.4 million Applications due October 1 Awards made in March</p>
<p>USDA Rural Development Roger Clapp 512 NE C Street Brainerd, MN 56401 218-829-5965 ext 4 fax: 218-829-8764 web site: www.rurdev.usda.gov email: roger.clapp@mn.usda.gov *Northshore - see Duluth office pg. 9</p>	<p>Community Facility Loan Program and Grants</p>	<p>Cities, townships and counties under 20,000 pop. for loans 20,000 pop. for grants Firehalls, trucks, clinics, nursing homes and hospitals, schools, industrial parks, airports, fairgrounds, maintenance buildings</p>	<p>Loans Interest rate: no higher than commercial bond rate or as low as 4.5% Grants: 75% of facility - max. \$50,000 Loan term: 40 years Repayment usually by revenue from use of facility Collateral: G.O. Bonds</p>
<p>Blandin Foundation 100 North Pokegama Avenue Grand Rapids, MN 55744 web site: www.blandinfoundation.org</p>	<p>Grant Program</p>	<p>Governmental units and non-profit organizations - 501(c)3 in the Grand Rapids/Itasca County area Emphasis on leadership, economic opportunity, education, housing, health and human services, arts and humanities and environmental affairs</p>	<p>Grants Blandin Foundation is a separate distinct organization from Blandin Paper Company</p>

SENIOR CENTERS

Organization	Program Name	Qualifier or Eligibility	Funds
Arrowhead Regional Development Commission (ARDC) 221 W First Street Duluth, MN 55802 800-121-0707	Board on Aging Grant Program	Alter an existing facility Construct new facility Acquire a facility Purchase equipment 75% Federal, 25% local match	Grants Minimum \$2,000
Mardag Foundation 600 Norwest Center St Paul, MN 55101 651-224-5464	Grant Program	Higher education, monitoring child welfare, elderly environment, youth organizations	Grants range from \$5,000 - \$50,000
Ordean Foundation 501 Ordean Building 424 W Superior Street Duluth, MN 55802 218-726-4785	Grant Program	Homeless, health organizations, disabled, community development, youth organizations, women, elderly, minorities and churches	Grants range from \$5,000 to \$25,000
First Bank System PO Box 522 Minneapolis, MN 55480	Grant Program	Building and equipment grants. Social welfare, cultural organizations, youth organizations, community development disables, public library, renovation grants	Grant range: \$1,000 - \$8,000
Kresge Foundation John W. Marshall, President 3215 W Big Beaver Road PO Box 3151 Troy, MI 48007-3151 313-643-9630	Community Development Block Grant	Tax exempt, charitable organizations, health care, human services, science, environment, arts and humanities and public affairs Eligible projects include: construction of facilities, renovation of facilities, purchase of major equipment at a cost of at least \$300,000 and purchase of real estate	Grant funds Considerations: financial stability, demand for your program or services is increasing, effective board, administration, program leadership are in place and track record substantiates quality programs and services Grant amount is based upon a match of 50%

TOWN HALLS

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Kresge Foundation John W. Marshall, President 3215 W Big Beaver Road PO Box 3151 Troy, MI 48007-3151 313-643-9630</p>	<p>Community Development Block Grant</p>	<p>Tax exempt, charitable organizations, health care, human services, science, environment, arts and humanities and public affairs Eligible projects include: construction of facilities, renovation of facilities, purchase of major equipment at a cost of at least \$300,000 and purchase of real estate</p>	<p>Grant funds Considerations: financial stability, demand for your program or services is increasing, effective board, administration, program leadership are in place and track record substantiates quality programs and services Grant amount is based upon a match of 50%</p>
<p>St Louis County Community Development Division Nancy Larson Northland Office Center Ste 117 307 First Street South Virginia, MN 55792 218-749-9741</p>	<p>Community Development Block Grant Development Program (CDBG)</p>	<p>Eligible applicants are cities, counties and townships within St Louis County, excluding Duluth Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs- Specific income criteria must be met</p>	<p>Loans Grants to public entities</p>
<p>Blandin Foundation 100 North Pokegama Avenue Grand Rapids, MN 55744 web site: www.blandinfoundation.org</p>	<p>Grant Program</p>	<p>Governmental units and non-profit organizations - 501(c)3 in the Grand Rapids/Itasca County area Emphasis on leadership, economic opportunity, education, housing, health and human services, arts and humanities and environmental Affairs</p>	<p>Grants Blandin Foundation is a separate distinct organization from Blandin Paper Company</p>
<p>USDA Rural Development Roger Clapp 512 NE C Street Brainerd, MN 56401 218-829-5965 ext 4 fax: 218-829-8764 web site: www.rurdev.usda.gov email: roger.clapp@mn.usda.gov</p>	<p>Community Facility Loan Program and Grants</p>	<p>Cities, townships and counties under 20,000 pop. for loans 20,000 pop. for grants Firehalls, trucks, clinics, nursing homes and hospitals, schools, industrial parks, airports, fairgrounds, maintenance buildings</p>	<p>Loans Interest rate: no higher than commercial bond rate or as low as 4.5% Grants: 75% of facility - max. \$50,000 Loan term: 40 years Repayment usually by revenue from use of facility Collateral: G.O. Bonds</p>
<p>USDA Rural Development Roger Clapp 512 NE C Street Brainerd, MN 56401 218-829-5965 ext 4 fax: 218-829-8764 web site: www.rurdev.usda.gov email: roger.clapp@mn.usda.gov</p>	<p>Community Facility Guaranteed Loans</p>	<p>Cities, townships and counties under 20,000 pop. unable to borrow money elsewhere Firehalls, trucks, clinics, nursing homes and hospitals, schools, industrial parks, airports, fairgrounds, maintenance buildings, recreation facilities</p>	<p>Collateral: bonds, assessments Easements: building & machinery, accounts receivable Terms: 40 years Loan guarantees Interest rate: lender buys guarantee from RDA for 1% - rates are negotiated between lender and business</p>

WATER AND SEWER

Organization	Program Name	Qualifier or Eligibility	Funds
USDA Rural Development Community and Business Programs Specialist 410 Agri Bank Bldg. 875 Jackson Street St Paul, MN 55101-1853 651-602-7800 web site: www.rurdev.usda.gov	Water and Waste Disposal Loans and Grants	Applicants are public bodies Cities, townships and counties under 10,000 population unable to borrow money elsewhere water & sewer system, lines, pumping stations, storage tanks, treatment plant water system improvements Grants available if the median income is \$46,993 or below	Grants if MHI is below \$46,993 Loans: No higher than Commercial bond rate or as low as 4.5% Loan term: 40 years Security is general obligation bonds Loan interest rate depends upon the median household income of the borrower Maximum grant to any on borrower 75% of eligible cost
USDA Rural Development Community and Business Programs Specialist 410 Agri Bank Bldg. 875 Jackson Street St Paul, MN 55101-1853 651-602-7800 web site: www.rurdev.usda.gov	Emergency Community Water Assistance Grants	Applicants are public bodies with population under 10,000 unable to borrow money elsewhere Provides for waste disposal services to areas that face significant health risks Construct and extend community water and waste disposal systems Application with median household income at or below state average	Grants Maximum: \$500,000 \$75,000 on repairs, replacements, maintenance FY05 - \$0 Applications accepted Oct. 1 – Dec. 31
USDA Rural Development Community and Business Programs Specialist 410 Agri Bank Bldg. 875 Jackson Street St Paul, MN 55101-1853 651-602-7800 web site: www.rurdev.usda.gov	Solid Waste Management Grant	Private and non-profit organizations With proven experience and ability to provide technical assistance Grants to eliminate pollution to water resources and to improve planning of solid waste	Grants Application October – December 31 st
USDA Rural Development Community and Business Programs Specialist Kathy Coyle 809 8 th Street SE Detroit Lakes, MN 56501 218-847-5694 ext. 121 web site: www.rurdev.usda.gov Email: Kathy.coyle@mn.usda.gov	Rural Business Enterprise Grants (RBEG)	Public bodies non profit corporations Less Than 50,000 population Less than state median household income less than \$1 million in revenue Less than 50 employees Experience of applicant Applicant has substantial experience in administering such programs Technological innovations and commercialization of new products and processes by business land, building, equipment, streets, roads, parking areas, start up cost, training, revolving loan fund High unemployment exceed state rate, MHI is less state's MHI	Grants \$5,000 - \$500,000 Most under \$100,000

WATER AND SEWER

Organization	Program Name	Qualifier or Eligibility	Funds
<p>USDA Rural Development David Gaffaney Business Programs Specialist 410 Agri Bank Bldg. 375 Jackson Street St Paul, MN 55101-1853 651-602-7814 fax: 651-602-7824 web site: www.rurdev.usda.gov</p>	<p>Business and Loan Guarantees (B&I Guarantee)</p>	<p>Fee is 2% of amount guaranteed. Loans to profit-motivated businesses to create jobs in areas under 50,000. Annual financial statements required. Land, bldg., equipment and working capital, tourist and recreation facilities, hotels and motels, housing development site, community facility projects. Simplified application forms for loans guarantees under \$400,000</p>	<p>Maximum: 80% - 5 million - 60% - 10-25 million 70% - 5-10 million Equity: 20% Interest: negotiable between lender and business Terms: 15-20 years 7 years machinery Collateral: secured-personal & corporate guarantees required Maximum is \$25 million Real properties approved according to FIRREA</p>
<p>Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us</p>	<p>Small Cities Block Grant Program</p>	<p>Eligible applicants are cities, counties and townships outside St Louis County- less 50,000 Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs - at least 51% must be filled by LMI people. Eligible activities include acquisition of property, construction or upgrading of public facilities including water treatment plants, wastewater treatment plants, streets and sidewalks, rehabilitation job residential, commercial, and industrial buildings. Also, new construction or expansion of businesses and industries.</p>	<p>Maximum Grants: Housing \$600,000 Comprehensive project 1.4 million</p>
<p>Minnesota Department of Employment and Economic Development Becky Sabie 500 Metro Square 121 7th Place East St Paul, MN 55101-2146 651-297-3799 800-657-3858 web site: www.deed.state.mn.us</p>	<p>Wastewater Infrastructure Fund (Grants)</p>	<p>The Wastewater Infrastructure Fund is a state supplemental grant program that is only for high cost-high priority projects that are either: 1) eligible for USDA Rural Development grants or 2) done in conjunction with a water pollution control revolving fund loan Projects must be included on the MPCA's Project Priority List</p>	<p>Availability of funds is dependant upon legislative appropriation</p>
<p>Minnesota Department of Employment and Economic Development Becky Sabie 500 Metro Square 121 7th Place East St Paul, MN 55101-2146 651-297-3799 800-657-3858 web site: www.deed.state.mn.us</p>	<p>DTED- Public Facilities Authority (PFA) Water Pollution Control - Revolving Fund</p>	<p>City, county, sanitary district or other governmental unit Construction of wastewater treatment facilities and related collection systems Project approved by MPCA priority list and PFA Intended Use Plan Must demonstrate that all financing is in place Construction costs, equipment and machinery, bond issuance cost, site preparation</p>	<p>Loan term: 20 years Rates are set quarterly minus discounts based on demographics Below market Financial capability to repay loan Must issue a GO Bond as security</p>

WATER AND SEWER

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Minnesota Department of Employment and Economic Development Becky Sabie 500 Metro Square 121 7th Place East St Paul, MN 55101-2146 651-297-3799 800-657-3858 web site: www.dted.state.mn.us</p>	<p>DTED- Public Facilities Authority (PFA) Drinking Water Revolving Loan Program</p>	<p>Cities, towns, townships Included on the Minnesota Department of Health priority projects list and PFA Intended Use Plan Water treatment, storage and distribution Site preparation, land acquisition, construction, engineering, equipment, bond cost, interest cost, etc.</p>	<p>Loan terms: 20 years Rates are set quarterly minus discounts based on demographics Below market Must issue a GO Bond as security</p>
<p>Minnesota Department of Employment and Economic Development Community Development Division 900 American Center Building 150 East Kellogg Blvd St Paul, MN 55101 651-296-5005 web site: www.deed.state.mn.us</p>	<p>Tourism Loan Program</p>	<p>Tourism businesses providing overnight lodging 50% of eligible cost Building, site and equipment</p>	<p>Term: 5-10 years Loans: 50% of project cost or \$65,000 Interest: Treasury note rate Septic 2% Maximum available for septic loan \$65,000 Security: collateral and personal guarantees</p>
<p>Minnesota Department of Employment and Economic Development Jim Wroblewski 320 W Second Street Duluth, MN 55802 218-733-2100 fax: 218-723-4689 web site: www.deed.state.mn.us</p>	<p>Minnesota Investment Fund</p>	<p>Cities, counties, townships to be used for business start-ups or expansions. Eligible activities are land, building, property acquisitions, site improvements, new construction, building renovation, purchase of machinery and equipment and training. At least 50% of project cost must be privately financed, 70% preferred At least one job must be created for every \$20,000 of funds received. At least \$1 of private funds must be leveraged for every \$1 of grant funds. Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs - at least 51% must be filled by LMI people.</p>	<p>Grant to community for business loans Applicant may not receive more than \$500,000 in a fiscal year. Terms: 5-20 years Interest rate: negotiable Collateral: Personal guarantee may be required</p>
<p>Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 800-657-3858 fax: 218-723-4689 web site: www.deed.state.mn.us</p>	<p>Section 108 Loan Guarantee Program</p>	<p>Pledge of future CDBG funds Eligible applicants are cities, counties, and townships outside St Louis County - less 50,000 Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs - at least 51% must be filled by LMI people Economic Development, Historic districts, housing, commercial areas, micro enterprises, technological and bio-chemical or special economic development project, building, land, utilities, etc.</p>	<p>Guaranteed - may not exceed five times entitlement community annual CDBG grant Terms: 6-10 years Rates: below market</p>

WATER AND SEWER

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Great River Energy Thomas R. Lambrecht PO Box 78 Sandstone, MN 55072 888-539-5265 web site: www.greatriverenergy.com email: tlambrecht@grenergy.com</p>	<p>National Rural Utility Cooperative Finance Corporation</p>	<p>Population of 20,000 or less Loans guaranteed by local cooperative Engineering studies, financial forecasts business plans</p>	<p>Loans Terms: 15 - 30 years</p>
<p>St Louis County Community Development Division Nancy Larson Northland Office Center Ste 117 307 First Street South Virginia, MN 55792 218-749-9741</p>	<p>Community Development Block Grant Development Program (CDBG)</p>	<p>Eligible applicants are cities, counties and townships within St Louis County, excluding Duluth Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs- Specific income criteria must be met Areas housing, economic development Physical improvement and public service</p>	<p>Loans Grants to public entities</p>
<p>EDA Jack Arnold 104 Federal Building Duluth, MN 55811 (218) 720-5326 web site: www.doc.gov/eda</p>	<p>Public Works Grants</p>	<p>State, cities, counties, higher education or political subdivision Attract new industry, encourage business expansion 50% matching grants for Industrial Business Parks, incubator, skill training facilities, waste treatment, access roads, water & sewer, technology, streets and brownfields Must be long term employment and benefits Expansions of Industrial or commercial facilities Significant private investment-market based Create or retain private sector jobs-high skilled, high wages Major layoffs or plant closings</p>	<p>Grants FY06 - \$158 million</p>
<p>Michael Blumfield Community Reinvestment Fund 2400 Foshay Tower 821 Marquette Avenue Minneapolis, MN 55402 800-475-3050 direct #: 612-338-3050 fax: 612-338-3236 email: Michael@crfusa.com web site: www.crfusa.com</p>	<p>Community Reinvestment Fund</p>	<p>Provides capital for economic development (manufacturing, commercial, microloans, community facilities) and affordable housing. Capital generated by purchasing existing economic development loans at fair market value, by creating joint lending programs or other financial structures. CRF is non profit organization</p>	<p>Four products: Purchase of existing loans Advanced commitments to new loans Structured financing Loans to lenders based on current portfolio Highly flexible terms</p>

WATER AND SEWER

Organization	Program Name	Qualifier or Eligibility	Funds
Local Unit of Government	Locally Accountable Subsidy Transactions (LAST)	Similar to tax increment financing-quick-flexible Only city and county taxes involved Virtually any economic development project Abut for@ test only, more flexible debt pledge is more limited	No LGA penalty Grants and Loans
Minnesota Rural Water Financial Authority Ruth Hubbard Rural Route Box 29 Elbow Lake, MN 56531	Construction Finance Program	Provide funding for communities which have received a permanent loan commitment from United States Department of Agriculture	Loan terms: 3-15 months Rates: Market level Interim financing only
LCMR 100 Constitution Avenue Rm 65, State Office Building St Paul, MN 55155 800-657-3550 fax: 651-296-1321 web site: www.lcmr.leg.mn	Healthy Waters	Control of erosion and reduction of pollutants Reducing pollution on humans, fish and wildlife Practices that protect the environment	State Wide \$50 million

WASTE TREATMENT SYSTEMS

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Minnesota Department of Employment and Economic Development Becky Sabie 500 Metro Square 121 7th Place East St Paul, MN 55101-2146 651-297-3799 800-657-3858 web site: www.deed.state.mn.us</p>	<p>Water Pollution Control Revolving Fund</p>	<p>Cities, counties, sanitary district, Indian tribe Construction of waste water treatment facilities and related collection systems Project approved by MPCA priority list Must demonstrate that all financing is in place Site preparation, construction cost, engineering cost, equipment and machinery Bond issues</p>	<p>Loans Maximum term: 20 years Rates are set quarterly minus discounts based on demographics</p>
<p>Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us</p>	<p>Small Cities Block Grant Program</p>	<p>Eligible applicants are cities, counties and townships outside St Louis County- less 50,000 Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs - at least 51% must be filled by LMI people. Eligible activities include acquisition of property, construction or upgrading of public facilities including water treatment plants, wastewater treatment plants, streets and sidewalks, rehabilitation job residential, commercial, and industrial buildings. Also, new construction or expansion of businesses and industries.</p>	<p>Maximum Grants: Single Purpose Comprehensive project 1.4 million Application due October 1, awards made in March</p>
<p>Minnesota Department of Employment and Economic Development Becky Sabie 500 Metro Square 121 7th Place East St Paul, MN 55101-2146 651-297-3799 800-657-3858 web site: www.deed.state.mn.us</p>	<p>Wastewater Infrastructure Fund</p>	<p>The Wastewater Infrastructure Fund is a state supplemental grant program that is only for high cost-high priority projects that are either: 1) eligible for USDA Rural Development grants or 2) done in conjunction with a water pollution control revolving fund loan Projects must be included on the MPCA's Project Priority List Project cost – those necessary to meet municipality need and 50% projected residential growth</p>	<p>Availability of funds is dependant upon legislative appropriation Grant: 80% amount needed to reduce sewer charge \$25 per month on 1.4% of median income maximum grant: \$4 million</p>
<p>Minnesota Department of Employment and Economic Development Meredith Udoibok 300 Metro Square 121 7th Place East St Paul, MN 55101 web site: www.deed.state.mn.us</p>	<p>Contamination Cleanup Grant Program</p>	<p>Cities, port authorities, HRA, EDA and counties Tax base increase, social value, reduces public health threat Amount of cleanup cost and local match Cleanup for new development 75% grant for eligible cleanup cost MPCA approved cleanup site Criteria: tax base increase, jobs created, reduced threat to public Health, cost, match</p>	<p>Grants 25% local match 25 to Greater Minnesota</p>

WASTE TREATMENT SYSTEMS

Organization	Program Name	Qualifier or Eligibility	Funds
Minnesota Department of Employment and Economic Development Meredith Udoibok 300 Metro Square 121 7 th Place East St Paul, MN 55101 web site: www.deed.state.mn.us	Small Community Wastewater Treatment Program	Expenditures associated with replacement of non-complying ISTS systems Includes design construction	Loans – 100% of project up to \$500,000 Communities with median household income below the state average may receive 50% of the funding in the form of a grant.
Minnesota Department of Employment and Economic Development Meredith Udoibok 300 Metro Square 121 7 th Place East St Paul, MN 55101 web site: www.deed.state.mn.us	Greater MN Redevelopment Grant Program	Redevelop old industrial, residential or commercial property 50% of costs Contamination remediation-15 pts. TIF financing –25 pts. Redevelop potential –in municipalities –90 pts. Public transit- 5 pts Multit-purpose project – 15 pts.	Priority to Greater MN projects \$20 million Bonding 2006
Minnesota Department of Employment and Economic Development Jim Wroblewski 320 W Second Street Duluth, MN 55802 218-733-2100 fax: 218-723-4689 web site: www.deed.state.mn.us	Section 108 Loan Guarantee Program	Pledge of future CDBG funds Eligible applicants are cities, counties, and townships outside St Louis County - less 50,000 Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs - at least 51% must be filled by LMI people Economic Development, Historic districts, housing, commercial areas, micro enterprises, technological and bio-chemical or special economic development project, building, land, utilities, etc.	Guaranteed - may not exceed five times entitlement community annual CDBG grant Terms: 6-10 years Rates: below market
St Louis County Community Development Division Nancy Larson Northland Office Center Ste 117 307 First Street South Virginia, MN 55792 218-749-9741	Community Development Block Grant Development Program (CDBG)	Eligible applicants are cities, counties and townships within St Louis County, excluding Duluth Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs- Specific income criteria must be met Areas housing, economic development Physical improvement and public service	Loans Grants to public entities
EDA Jack Arnold 104 Federal Building Duluth, MN 55811 (218) 720-5326 web site: www.doc.gov/eda	Public Works Grants	State, cities, counties, higher education or political subdivision Attract new industry, encourage business expansion 50% matching grants for Industrial Business Parks, incubator, skill training facilities, waste treatment, access roads, water & sewer, technology, streets and brownfields Must be long term employment and benefits Expansions of Industrial or commercial facilities Significant private investment-market based Create or retain private sector jobs-high skilled, high wages Major layoffs or plant closings	Grants FY06 - \$158 million

WASTE TREATMENT SYSTEMS

Organization	Program Name	Qualifier or Eligibility	Funds
USDA Rural Development 410 Agri Bank Bldg 375 Jackson Street St. Paul, MN 55101-1853 651-602-7814 Web site: www.rurdev.usda.gov	Water & Wastewater Disposal Grant and Loan Program	Applicants are public bodies - non profits Cities, townships and counties under 10,000 population Applicant must be unable to borrow money elsewhere at rates and terms to make the project affordable Water and waste disposal system, solid waste systems and Construction	Grants if MHI is below \$46,993 Loans: No higher than commercial bond rate or as low as 3.25% Loan term: 40 years security is general obligation Loan interest rate depends upon the median household income of the borrower Maximum grant to any one borrower 75% of eligible cost
USDA Rural Development Roger Clapp 410 Agri Bank Bldg 375 Jackson Street St. Paul, MN 55101-1853 651-602-7814 Web site: www.rurdev.usda.gov	Rural Water and Waste Grant to alleviate Health Risks	Applicants are public bodies Cities, townships and counties under 10,000 population Applicant must be unable to borrow money elsewhere at rates and terms to make the project affordable Water and waste disposal system, solid waste systems and construction Provides for waste disposal services to areas that face significant health risk	Grants and Loans Grants are made to reduce annual charges to a reasonable level
USDA Rural Development Community and Business Programs Specialist Kathy Coyle 809 8 th Street SE Detroit Lakes, MN 56501 218-847-5694 ext. 121 web site: www.rurdev.usda.gov Email: Kathy.coyle@mn.usda.gov	Rural Business Enterprise Grants	Revolving Loan Program Less Than 50,000 population Less than state median household income less than \$1 million in revenue Less than 50 employees Experience of applicant Applicant has substantial experience in administering such programs Technological innovations and commercialization of new products and processes by business	Grants \$5,000 - \$500,000
Great River Energy 410 Agri Bank Bldg 375 Jackson Street St. Paul, MN 55101-1853 651-602-7814 Web site: www.rurdev.usda.gov	National Rural Utilities Cooperative Finance Corporation	Population of 20,000 or less Loans guaranteed by local rural cooperative Engineering studies, financial forecast, business plans	Loans Terms: 15 - 30 years
Minnesota Office of Environmental Assistance Nancy Skuta 520 Lafayette Road Suite 200 St Paul, MN 55155-4100 651-296-3417 800-657-3843	Financial Assistance Grant Program	B-1: Pollution Prevention B-2: Development of marketing for recyclable and problems materials B-3: Waste education information B-4: Establishing solid waste separation and collection projects B-5: Sustainable communities	Grants: \$100,000 maximum

WASTE TREATMENT SYSTEMS

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Michael Blumfield Community Reinvestment Fund 2400 Foshay Tower 821 Marquette Avenue Minneapolis, MN 55402 800-475-3050 direct #: 612-338-3050 fax: 612-338-3236 email: Michael@crfusa.com web site: www.crfusa.com</p>	<p>Community Reinvestment Fund</p>	<p>Provides capital for economic development (manufacturing, commercial, microloans, community facilities) and affordable housing. Capital generated by purchasing existing economic development loans at fair market value, by creating joint lending programs or other financial structures. CRF is non profit organization</p>	<p>Four products: Purchase of existing loans Advanced commitments to new loans Structured financing Loans to lenders based on current portfolio</p> <p>Highly flexible terms</p>
<p>Grow America Fund National Development Council 41 East 42nd Street Ste 1500 New York, NY 10017 212-682-1106 fax: 212-573-6118</p>	<p>Loan Program</p>	<p>Most small businesses that meet SBA eligibility activity Create permanent jobs and investment of working capital, machinery and equipment, land and building Personal guarantee required and collateral</p>	<p>Loans: \$50,000 to \$2 million Rates: Price plus 1% floating or fixed Terms: 10-25 years</p>
<p>John Velin LCMR 65 State Office Building St Paul, MN 55155 651-296-1321 800-657-3550 web site: www.commissions.leg.state.mn.us</p>	<p>Grant Program</p>	<p>Sustainability, results, innovation, partnerships, statewide significance, leveraging, discrimination and information base</p>	<p>Minnesota Future Resources Fund (MS 116) \$15.5 million Minnesota Environment and Natural Resources Trust Fund - \$22.4 million</p>
<p>Markell Lanpher Minnesota Pollution Control Agency 520 Lafayette Road St Paul, MN 55101 800-657-3864 web site: www.pca.state.mn.us</p>	<p>Individual Sewage Treatment System Grants</p>	<p>Small cluster soil treatment systems Individual sewage treatment systems</p>	<p>Grants</p>
<p>Local Unit of Government</p>	<p>Locally Accountable Subsidy Transactions (LAST)</p>	<p>Similar to tax increment financing-quick-flexible Only city and county taxes involved Virtually any economic development project Abut for@ test only, more flexible debt pledge is more limited</p>	<p>No LGA penalty Grants and Loans</p>

WASTE TREATMENT SYSTEMS

Organization	Program Name	Qualifier or Eligibility	Funds
US Army Corp of Engineers Russell K. Snyder 190 Fifth Street East St Paul, MN 55101-1638 email: russel.k.snyder@usace.army.mil	Section 569 Monies	Northeastern Minnesota waste treatment, water supply environmental restoration and related facilities "pilot project"	Grants 75% of project costs

HOUSING

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Greater Minnesota Housing Fund</p> <p>332 Minnesota Street Suite 1310-E St Paul, MN 55101 800-277-2258 fax: 651-221-1904 web site: www.gmhf.com</p>	<p>Down Payment Assistance (DPA)</p>	<p>Assist Low –moderate Assist communities in stabilizing their workforce 80% of statewide median Greater MN area Must meet GMHF approved mortgage criteria</p>	<p>Down payment assistance – up to \$2500 – form of a grant sales price may not exceed \$148,000-\$163,000 Local funding must be in place- grants or no interest loans</p>
<p>Greater Minnesota Housing Fund</p> <p>332 Minnesota Street Suite 1310-E St Paul, MN 55101 800-277-2258 fax: 651-221-1904 web site: www.gmhf.com</p>	<p>Multi-family and Supportive Housing GAP Loan</p>	<p>80% of state-wide median income, adjusted for family size New construction including modular and manufactured Townhomes, duplexes, apartments Preservation of affordable family housing Permanent supportive housing for homeless/near homeless. Community must demonstrate a need for affordable housing Other source of funding must be in place</p>	<p>Low or no interest deferred loans Local funds required GMHF funds up to \$75,000 per affordable unit(\$30,000/unit for permanent supportive housing)</p>
<p>Greater Minnesota Housing Fund</p> <p>332 Minnesota Street Suite 1310-E St Paul, MN 55101 800-277-2258 fax: 651-221-1904 web site: www.gmhf.com</p>	<p>Single Family GAP Loan Program</p>	<p>80% of statewide median income, adjusted for family size Single family new construction not to exceed \$131,000(2003 limits) Must be connected to water and sewer source Must meet GMHF mortgage criteria Homebuyer must complete homebuyer education course</p>	<p>GAP financing up to \$15,000 Local funds required</p>
<p>Greater Minnesota Housing Fund</p> <p>332 Minnesota Street Suite 1310-E St Paul, MN 55101 800-277-2258 fax: 651-221-1904 web site: www.gmhf.com</p>	<p>GMHF Employer Assisted Housing Program</p>	<p>80% of statewide median income, adjusted for family size New rental or single family housing Entry cost assistance (new or existing) Employer participation, cash, land donation, down payment assistance leadership, etc</p>	<p>Match of employer contribution to affordable housing 1:1 minimum \$500 per unit Up to \$15,000 per unit for new construction Up to \$5,000 per family for entry cost assistance Technical assistance available \$20,000 per unit maximum Fixed 0% interest deferred loans</p>
<p>Greater Minnesota Housing Fund</p> <p>332 Minnesota Street Suite 1310-E St Paul, MN 55101 800-277-2258 fax: 651-221-1904 web site: www.gmhf.com</p>	<p>Building Better Neighborhoods</p>	<p>80% of statewide median income, adjusted for family size New affordable single family subdivision development Utilize economies of scale and cost saving techniques Maximum sale price of \$132,000-\$156,000 Local government provides 5-10% of development cost. Minimum of 18 homes for BBN Technical Assistance Employer involvement</p>	<p>Multiple funding sources available to provide loans for land, infrastructure, construction financing & GAP financing Technical assistance grants available Local funds required GAP Financing (0% interest deferred loans) Interior financing</p>

HOUSING

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Greater Minnesota Housing Fund 332 Minnesota Street Suite 1310-E St Paul, MN 55101 800-277-2258 fax: 651-221-1904 web site: www.gmhf.com</p>	Supportive Housing	<p>Housing units low income Rehab and new construction Less 80% state median income</p>	<p>Loans 0% Maximum \$30,000</p>
<p>Greater Minnesota Housing Fund 332 Minnesota Street Suite 1310-E St Paul, MN 55101 800-277-2258 fax: 651-221-1904 web site: www.gmhf.com</p>	Single Family Interim Financing	<p>Below 50% of median income Fill gaps in construction financing Increase production of affordable starter homes Project must meet GMHF Building Better Neighborhood guidelines Non-profit and for profit developers Land acquisition, infrastructure and construction</p>	<p>Interim financing up to \$15,000 Interest: 2% Funds should revolve 3 year term</p>
<p>Curt Heidt Federal Home Loan Bank 907 Walnut Street Des Moines, IA 50304</p>	Community Investment Program (CIP)	<p>New construction, purchase or rehab 115% of area median Community development 80% of area median</p>	<p>Loans in the form of advances to member financial institution for affordable housing Loans to low to moderate people Term: long term Rates: low</p>
<p>Curt Heidt Federal Home Loan Bank 907 Walnut Street Des Moines, IA 50304</p>	Affordable Housing Program (AHP)	<p>Rental or home ownership New construction, purchase or rehab 50 - 80% of area median 20 % of rental units to 50% median income</p>	<p>Interest rate subsidies Down payments Cost reduction</p>
<p>Dr Nina M Archabal Director Minnesota Historical Society State Historic Preservation Office 345 Kellogg Blvd. West St Paul, MN 55102 651-296-5434 web site: www.mnhs.org</p>	Rehabilitation Tax Credits	<p>Building must be depreciable Rehabilitation must be substantial Building must be certified Historic structure</p>	<p>20% of amount spent on Historic rehabilitation</p>
<p>USDA Rural Development 410 Agri Bank Bldg 375 Jackson Street St Paul, MN 55101-1853 651-602-7800</p>	Rural Rental Housing Loans Section 515	<p>Eligible housing: families, elderly, congregate, group homes, and cooperative Applicants, individuals, organizations, or tribes Subsidized loan program to develop rental or cooperative housing Applicant must have the ability and experience to develop and manage a multi-family housing project Funding based on statewide incomes and substandard housing Serves low income tenants, very low, low and moderate incomes Applicants receiving low-income housing tax credits –5% equity other – 3% equity</p>	<p>Loans- not to be prepaid Terms: 30 years Interest: current market rate with an interest credit agreement reducing the loan to a minimum of 1% Collateral: real estate financed Funds: published in notice of funding availability (NOFA) Fees: none</p>

HOUSING

Organization	Program Name	Qualifier or Eligibility	Funds
USDA Rural Development Community Development Manager 203 First Street South Ste 104 Kristin Zigan Virginia, MN 55792 218-741-3929 fax: 218-741-9407 web site: www.rurdev.usda.gov email: Kristin.Zigan@mn.usda.gov	Rural Housing Site Loans Section 523 and 524	Short term loans to finance building sites Public or private local non-profit with legal authority to buy, develop and sell home sites Population 20,000 or less Self help method of construction Low to moderate income	Loans Interest: 3% - 5.23 524 – market conditions Terms: 2 years Fees: none
USDA Rural Development Community Development Manager 203 First Street South Ste 104 Virginia, MN 55792 218-741-3929 fax: 218-741-9407 web site: www.rurdev.usda.gov	Direct Single Family Housing Loans Section 502	Sole source or home-down payment assistance loans for repair or improvement Applicant: acceptable credit history, 80% county median income, repayment capacity, US citizen Population 20,000 or less	Loans- 100% appraised value Interest: as low as 1% APR Terms: 33 years Collateral: mortgage
USDA Rural Development 375 Jackson Street Ste 410 St Paul, MN 55101 651-602-7804 fax: 651-602-7800 web site: www.rurdev.usda.gov	Housing Preservation Grant Section 533	Public or private non-profit Loans and grants, interest buydowns for repairs and rehabilitation or replacement houses for home owners, renters and co-ops. Program that finances repairs and rehabilitation activities. Pass through money to qualify for very low and low income recipients Experience in conducting successful rehabilitation program in areas where business is conducted. Grantee may be public or private non-profit	Grants Funding based on annual appropriation
USDA Rural Development Community Development Manager 203 First Street South Ste 104 Kristin Zigan Virginia, MN 55792 218-741-3929 fax: 218-741-9407 web site: www.rurdev.usda.gov	Section 502 Guaranteed Rural Housing Loan Program	Loans for first time home buyers Homeowners without adequate housing Cities - 20,000 and less Acceptable credit history, 115% of county median income and occupy on a permanent basis, without adequate housing	100% loan of value Financing for the purchase and/or repair of existing and newly constructed dwelling Loan terms: up to 30 years Interest: negotiated with lender-low as % apr. loan guarantees collateral: mortgage Fee: 1.5% of loan
USDA Rural Development 375 Jackson Street Ste 410 St Paul, MN 55101 651-602-7800 fax: 651--602-7826 web site: www.rurdev.usda.gov	Guaranteed Rural Rental Housing Loans Section 538	Non-profit corporations, public bodies for profit Loan guarantees are provided in partnership with public and private lending to provide rental housing for low and moderate income. New or improved units for very low, low, or moderate income households Loan guarantees for construction, acquisition or rehab 115% of area median income	Terms: up to 40 years Notes: negotiated between the lender and borrower annual appropriation rate based on 30 year treasure bond fee: \$2500 when formed application is filed equity 10% - 3% non-profit on public body collateral- first mortgage

HOUSING

Organization	Program Name	Qualifier or Eligibility	Funds
<p>USDA Rural Development</p> <p>375 Jackson Street Ste 410 St Paul, MN 55101 651-602-7800 fax: 651--602-7826 web site: www.rurdev.usda.gov</p>	<p>Section 523 Self- Help Technical Assistance Grant</p>	<p>State, political subdivision or non-profit Developing and administering a program of technical and supervisory assistance to low income families to build homes.</p>	<p>Predevelopment Grant : \$10,000</p>
<p>USDA Rural Development</p> <p>375 Jackson Street Ste 410 St Paul, MN 55101 651-602-7800 fax: 651--602-7826 web site: www.rurdev.usda.gov</p>	<p>Section 514 & 516</p>	<p>Loans and grants used to purchase and improve land, construct new housing, daycare or renovate buildings</p>	<p>Equity 10% Interest rate Term 33 years Collateral mortgage</p>
<p>USDA Rural Development</p> <p>375 Jackson Street Ste 410 St Paul, MN 55101 651-602-7800 fax: 651--602-7826 web site: www.rurdev.usda.gov</p>	<p>Section 504 Repair-Loans and Grants</p>	<p>Loans for basic repairs, installing essential features 50% county median Grants – 62 and over unable to pay loan Reasonable credit history Own inadequate housing</p>	<p>grants: \$7500 maximum Interest rate: 1% APR Terms: 10-20 years Collateral: mortgage Loans: \$20,000 maximum</p>
<p>Virginia HRA John Jarvi PO Box 1146 442 Pine Mill Court Virginia, MN 55792-1146 218-741-2610</p>	<p>Rent Assistance Program Section 8</p>	<p>St Louis County north of Cotton 30% of adjusted monthly income towards rent and utilities Privately owned duplexes, townhomes, apartments, single family</p>	<p>Rental assistance Maximum rent is from \$277-\$821 depending on number of bedrooms Income limits: \$15,350 - \$28,900</p>
<p>Virginia HRA Jim Paske PO Box 1146 442 Pine Mill Court Virginia, MN 55792-1146 218-741-2610</p>	<p>Redevelopment Program</p>	<p>Provides tax increment and tax levy program to purchase and demolish dilapidated properties</p>	<p>Tax increment and tax levy</p>
<p>Virginia HRA Brenda Slattery PO Box 1146 442 Pine Mill Court Virginia, MN 55792-1146 218-741-2610</p>	<p>Public Housing</p>	<p>80% of adjusted monthly income toward rent and utilities Rouchleau Senior Bldg/Duplex Family Units Columbia Senior Bldg/Pine Mill Court Family Units</p>	<p>Rent assistance Income limits: \$15,250 - \$28,900 \$24,500 - \$46,250</p>

HOUSING

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Minnesota Department of Employment and Economic Development Jim Wroblewski 320 W Second Street Duluth, MN 55802 218-733-2100 fax: 218-723-4689 web site: www.deed.state.mn.us</p>	<p>Small Cities Block Grant Program</p>	<p>Eligible applicants are cities, counties and townships outside St Louis County- less 50,000 Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs - at least 51% must be filled by LMI people. Eligible activities include acquisition of property, construction or upgrading of public facilities including water treatment plants, wastewater treatment plants, streets and sidewalks, rehabilitation job residential, commercial, and industrial buildings. Also, new construction or expansion of businesses and industries</p>	<p>Maximum Grants: Housing \$600,000 Comprehensive project 1.4 million</p>
<p>Minnesota Department of Employment and Economic Development Jim Wroblewski 320 W Second Street Duluth, MN 55802 218-733-2100 fax: 218-723-4689 web site: www.deed.state.mn.us</p>	<p>Section 108 Loan Guarantee Program</p>	<p>Pledge of future CDBG funds Eligible applicants are cities, counties, and townships outside St Louis County - less 50,000 Federal objectives are to benefit low and moderate income (LMI) people, eliminate slums and blight, or alleviation of urgent community development needs - at least 51% must be filled by LMI people Economic Development, Historic districts, housing, commercial areas, micro enterprises, technological and bio-chemical or special economic development project, building, land, utilities, etc.</p>	<p>Guaranteed - may not exceed five times entitlement community annual CDBG grant Terms: 6-10 years Rates: below market</p>
<p>Minnesota Department of Employment and Economic Development Meredith Udoibok 300 Metro Square 121 7th Place East St Paul, MN 55101 web site: www.deed.state.mn.us</p>	<p>Redevelopment Grant Program</p>	<p>Redevelop old industrial, residential or commercial property 50% of costs Contamination remediation-15 pts. TIF financing –25 pts. Redevelop potential –in municipalities –90 pts. Public transit- 5 pts Multit-purpose project – 15 pts.</p>	<p>Priority to Greater MN projects \$20 million Bonding 2006</p>
<p>Minnesota Department of Employment and Economic Development Meredith Udoibok 300 Metro Square 121 7th Place East St Paul, MN 55101 web site: www.deed.state.mn.us</p>	<p>Contamination Cleanup Grant Program</p>	<p>Cities, port authorities, HRA, EDA and counties Tax base increase, social value Amount of cleanup cost and local match Cleanup for new development 75% grant for eligible cleanup cost</p>	<p>Grants 25% local match 25 to Greater Minnesota</p>
<p>Local Units of Government</p>	<p>General Obligation Bonds</p>	<p>Local unit of government Can raise taxes to pay bonds Land, building, or improvement Very low risk Bond referendum Cheapest type of debt for government</p>	<p>Back by the full faith and credit of local unit of government Low interest rate-low risk bonds Exempt Federal Taxation</p>

HOUSING

Organization	Program Name	Qualifier or Eligibility	Funds
Local Units of Government	Private Activity Bonds	Private entities offer tax exempt bonds at a lower interest rate Used for economic incentives Limited to federal and state statutes Volume cap \$50 per capital	Tax exempt - low interest bonds Section 141 IRS Code
Local Units of Government	Essential Function Bonds	Public agency such as HRA Owner is a public agency	Tax exempt financing Lower interest rate Anot backed by taxing authority@
Local Units of Government	Special Assessment	Sidewalks, pavement, gutters, curbs, water, sewer and storm sewer	Low interest bonds Paid by assessments on the property
Local Units of Government	Tax Increment Financing Tax Abatement	Method of financing new development, land, building, public utilities, site improvements, water & sewer Pay as you go basis through issuance of project development note assessment agreement with city and developer	Based on tax increment of development secured by tax increment and guarantee
Arrowhead Economic Opportunity Agency Lorraine Erickson 702 Third Avenue South Virginia, MN 55792 800-662-5711 web site: www.aeoa.org 218-749-2912 ext. 205	Home Improvement and Rehabilitation	Livability, energy improvements, additions, garages, wells, septic ownership and income criteria for applicants	Low interest loans Deferred loans
Arrowhead Economic Opportunity Agency Dana Hiltunon/Barb Ackerson 702 Third Avenue South Virginia, MN 55792 800-662-5711 web site: www.aeoa.org 218-749-2912 ext. 405	Affordable Housing Development	Purchase, rehabilitation of multi-unit housing, including low-moderate units, single room occupancies, homeless shelters and rehabilitation of blighted, vacant homes	Low interest loans Low to moderate
Arrowhead Economic Opportunity Agency Dorene Wehrli 702 Third Avenue South Virginia, MN 55792 800-662-5711 web site: www.aeoa.org 218-749-2912 ext. 217	Home Ownership Training and Counseling/Foreclosure Prevention	Available to anyone in Lake, Cook and St Louis Counties (excluding Duluth)	Home buyer Training and counseling Down Payment & Closing Cost Assistance

HOUSING

Organization	Program Name	Qualifier or Eligibility	Funds
<p>Minnesota Housing Partnership Liz Juelich 1821 University Avenue West Suite S-137 St Paul, MN 55104 651-649-1710 800-728-8916 fax: 651-649-1725 web page: www.mhponline.org</p>	Capacity Building Grants	<p>Non profits, local units of government, HRA Activities to provide affordable housing, such as training, new office technology and strategic planning</p>	<p>Grants up to \$3,000 Match 1:1</p>
<p>Minnesota Housing Partnership Liz Juelich 1821 University Avenue West Suite S-137 St Paul, MN 55104 651-649-1710 800-728-8916 fax: 651-649-1725 web page: www.mhponline.org</p>	Community Building Grants	<p>City, township, county Non profit, public agency or Indian Tribe To support innovative, multi-agency efforts to help communities plan for adding or preserving affordable housing Housing needs assessment, regional planning efforts, community development plans</p>	<p>Maximum grant is \$10,000 RFP basis, leverage required leverage 1:1</p>
<p>Minnesota Housing Partnership Randell Hemmertin 1821 University Avenue West Suite S-137 St Paul, MN 55104 651-649-1710 800-728-8916 fax: 651-649-1725 web page: www.mhponline.org</p>	Predevelopment Loans	<p>Application, deal structuring, attorney fees</p>	<p>Maximum grant is \$50,000 leverage 1:1 Interest 0%</p>
<p>Minnesota Housing Partnership Liz Juelich 1821 University Avenue West Suite S-137 St Paul, MN 55104 651-649-1710 800-728-8916 fax: 651-649-1725 web page: www.mhponline.org</p>	Recoverable Grants	<p>Non-profit, local governments, HRA Feasibility grants, site analysis, zoning, legal fees</p>	<p>Maximum \$10,000 Match 1:1</p>
<p>Minnesota Housing Partnership 1821 University Avenue West Suite S-137 St Paul, MN 55104 651-649-1710 800-728-8916 fax: 651-649-1725 web page: www.mhponline.org</p>	Land Acquisition Loans	<p>Greater Minnesota non profits, local units of government Earnest money and option fees on land acquisition, legal, A&E soil studies, etc.</p>	<p>Zero interest loans up to \$200,000 Terms – 4% - 5 year loans</p>

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<p>Minnesota Housing Partnership Linda Ewing 1821 University Avenue West Suite S-137 St Paul, MN 55104 651-649-1710 800-728-8916 fax: 651-649-1725 web page: www.mhponline.org</p>	<p>Organizational Investment Program</p>	<p>Promote the long-term stability of organizations to develop and maintain affordable housing Non profit developers of affordable housing Multi-year commitments of funding and organization support</p>	<p>14 participating agencies received \$2 million</p>
<p>Minnesota Housing Partnership 1821 University Avenue West Suite S-137 St Paul, MN 55104 651-649-1710 800-728-8916 fax: 651-649-1725 web page: www.mhponline.org</p>	<p>Community Housing Development Organization (CHDO) Technical Assistance</p>	<p>Contract with HUD provider project-specific assistance Site selection, assembling development teams, marketing or organizational development support, financial management, reporting multi and single family production</p>	<p>Technical assistance</p>
<p>Minnesota Housing Partnership 1821 University Avenue West Suite S-137 St Paul, MN 55104 651-649-1710 800-728-8916 fax: 651-649-1725 web page: www.mhponline.org</p>	<p>Housing Development Consulting</p>	<p>Affordable housing, developers throughout Minnesota Consulting services include: Obtains project financing, coordinating local, state and federal approval Processes new building technology and strategic planning</p>	<p>Consulting services</p>
<p>Kootasca Community Action Julie Heglund Itasca Resource Center 1213 SE Second Avenue Grand Rapids, Mn 55744 218-327-6711 800-422-0312</p>	<p>Energy Assistance</p>	<p>Assistance toward heating bills for approximately 3000 households annually Clients are eligible for furnace repair or replacement if a homeowner</p>	<p>Heating assistance</p>
<p>Kootasca Community Action Becky Longtin-Hoard Itasca Resource Center 1213 SE Second Avenue Grand Rapids, Mn 55744 218-327-6715 800-422-0312</p>	<p>Family Homeless Prevention Crisis and Outreach Services Program</p>	<p>Individuals and families who are low income and homeless or at risk</p>	<p>Rent assistance Mortgage foreclosure prevention Transportation Child care</p>

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Organization	Program Name	Qualifier or Eligibility	Funds
Kootasca Community Action Scott Zahorik Itasca Resource Center 1213 SE Second Avenue Grand Rapids, Mn 55744 218-327-6713 800-422-031	Housing Rehabilitation Programs Weatherization	Permanent repairs to homes You must own the property you are improving Adjusted gross at \$10,000 or less for deferred, \$18,000 for accessibility deferred loan Net value of assets \$25,000 or less	Grants or loans up to \$10,000 Up to 15 years to pay loans Minimum payment of \$20 per month
Kootasca Community Action Sandy O'Fallon Itasca Resource Center 1213 SE Second Avenue Grand Rapids, Mn 55744 218-327-6729 800-422-0312	Home Buyer Program	Home buyer education, counseling, down payment and closing cost 80% median income Not owned house last 3 years	Education, counseling and down payment and closing cost assistance
Kootasca Community Action Scott Zahorik Itasca Resource Center 1213 SE Second Avenue Grand Rapids, Mn 55744 218-327-6713 800-422-0312	Purchase Rehabilitate and Sell Program	Single family homes are purchased, rehabilitated and sold to first time, at risk home buyers	Homes for resale
Local Initiatives Support Corporation 733 Third Avenue New York, NY 10017 212-455-9800	National Equity Fund	Local initiative must be established to access these programs Nations largest non-profit syndication of federal low income housing, tax credits 41,000 new homes	Low income housing tax credits
Local Initiatives Support Corporation 733 Third Avenue New York, NY 10017 212-455-9800	Local Initiative Managed Assets Corporation	Local initiative must be established to access these programs Nations largest non-profit syndication of federal low income housing, tax credits 41,000 new homes Attract new capital for community development by creating a secondary market for affordable housing and EDA loans	Secondary market for loans raised over \$155 million from banks, insurance companies, pension funds
Minnesota Housing Finance Agency Susan Haugen 400 Sibley Street Ste 300 St Paul, MN 55101-1998 651-296-9848 web site: www.mhfa.state.mn.us	Housing Tax Credits	Developers of housing units for tenants where 20% of household incomes are 50% or less area median income or 40% of household incomes are 60% or less area median income Gross rents requirements for 15 - 30 years	\$8,700,000 in 2003 10 year reduction in federal tax liability 9% tax credit for new construction and substantial rehabilitation 4% for federally subsidized unit qualified acquisitions \$600,000 maximum credit
Minnesota Housing Finance Agency Maggie Demco 400 Sibley Street Ste 300 St Paul, MN 55101-1998 651-297-3294	Bridges	People with severe and persistent mental illness on housing choice voucher/Section 8 waiting list. Bridge from temporary subsidy to permanent affordable housing.	Rental assistance- households will pay 30% of gross income as rent; utility deposits and crisis housing funds related to long term hospitalization.

HOUSING

Organization	Program Name	Qualifier or Eligibility	Funds
web site: www.mhfa.state.mn.us			
Minnesota Housing Finance Agency Joyce Kraus 400 Sibley Street Ste 300 St Paul, MN 55101-1998 651-297-3294 800-710-8871 web site: www.mhfa.state.mn.us	Family Homeless Prevention and Assistance Programs	Funds can be used for a broad range of purposes, To prevent homelessness for families, singles and youth. Not to be used to acquire, rehabilitate, or construct permanent or transitional housing	Grants 24 months of rental assistance
Minnesota Housing Finance Agency Tere Hopponen 400 Sibley Street Ste 300 St Paul, MN 55101-1998 651-296-8161 web site: www.mhfa.state.mn.us	Home Rental Rehabilitation Program	Private, individual, corporations, partnerships Rehabilitate privately owned rental property to support affordable, decent, safe and energy efficient housing for lower income families Must meet HQS Single family, duplex, tri plex, four plex, which are not federally subsidized existing rental Must meet HUD rent income requirements	Grants- Up to \$14,000 per unit range Deferred mortgage loans-forgivable No rent increases during the first year Terms- existing mortgage -5 year forgivable grant under \$100,000
Minnesota Housing Finance Agency Kim Lieberman 400 Sibley Street Ste 300 St Paul, MN 55101-1998 651-296-9841 web site: www.mhfa.state.mn.us	Housing Opportunities for Persons with AIDS Program (HOPWA)	Non profits and local government Family income cannot exceed 80% local median income Capital funding, housing services and rental assistance, construction, rehab.	Grants Deferred and forgiven \$274,480-Greater MN 2001 Term: 10-30 years Interest: 0%
Minnesota Housing Finance Agency Amy Long 400 Sibley Street Ste 300 St Paul, MN 55101-1998 651-297-3123 web site: www.mhfa.state.mn.us	Housing Trust Fund Rental Assistant Program	Non profit, for profit, cities, etc. Development, construction, acquisition, preservation of low income housing, tenant based rental assistance 75% rental to individuals with family income at or below 30% of Minneapolis/St Paul area Rental housing, equity, cooperatives, owner occupied housing	Deferred loans without interest generated by interest earning on trust accounts Terms- 30 years Interest – 0-1%
Minnesota Housing Finance Agency Julie LaSota 400 Sibley Street Ste 300 St Paul, MN 55101-1998 651-296-9827 web site: www.mhfa.state.mn.us	Low and Moderate Income Rental Program (LMIR)	Acquisition, rehabilitation and new construction of rental buildings housing low to moderate income 40%-60% average median or 20%-50% average median and 25% unrestricted. Balance up to 100% AMI	Mortgage funds Minimum- \$100,000 Maximum- \$8 million at market interest, 30 years amortization and below market fully amortized 30 year loans
Minnesota Housing Finance Agency Diana Lund 400 Sibley Street Ste 300	Flexible Financing for Capital Cost	Individuals, for profits, non profits, cities, HRA's New construction, acquisition, rehab of permanent rental and existing supportive housing for current LMIR participants.	Loans deferred Terms: 30 yrs

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Organization	Program Name	Qualifier or Eligibility	Funds
St Paul, MN 55101-1998 651-296-7991 web site: www.mhfa.state.mn.us		Priority will be given to developments providing new affordable rental units 40% - 60% average median income	Interest: 0-1%
Minnesota Housing Finance Agency Julie LaSota 400 Sibley Street Ste 300 St Paul, MN 55101-1998 651-296-9827 web site: www.mhfa.state.mn.us	Nonprofit Capacity Building Revolving Loan Program	Non profits, local units of government Indian tribal organizations Grants can be used for a variety of activities including analysis of housing needs and staff training Report to the MHFA upon completion 80% of state median income	Deferred loans Terms: 2 yrs. Interest; set by administrator (LISL)
Minnesota Housing Finance Agency Brenda Nieland 400 Sibley Street Ste 300 St Paul, MN 55101-1998 651-297-3294 web site: www.mhfa.state.mn.us	Economic Development and Housing Challenge Program (EDHC)	For profit, non-profit, HRA Development, acquisition, rehab, new construction to support economic development, or job creation/retention. Must include contributions from local employer. Rental housing 80% of area median.	State appropriation Deferred loans/grants 30 years Interests: 0-1%
Minnesota Housing Finance Agency Maggie Demco 400 Sibley Street Ste 300 St Paul, MN 55101-1998 651-297-3294 web site: www.mhfa.state.mn.us	Rental Assistance for Family Stabilization	Self-sufficiency program administrators for Section 8 housing Rental assistance payments to families on public assistance In counties in which Section 8 existing market rents are the highest 1/3 of average rents in the state Program is not adding new participants.	
Minnesota Housing Finance Agency Crystal Carlson 400 Sibley Street Ste 300 St Paul, MN 55101-1998 651-296-8215 web site: www.mhfa.state.mn.us	Rental Rehabilitation Loan Program	Owners of rental property occupied by low and moderate income tenants Property improvement loans are available statewide to residential rental property owners Income less than 80% statewide median income Equity in property, positive cash flow	Installment loans Terms: 6% - 15 years \$25,000 - single family structure \$10,000 - multi family up to maximum \$100,000 per structure Loans over \$5,000 secured with mortgage
Minnesota Housing Finance Agency Sue Ude 400 Sibley Street Ste 300 St Paul, MN 55101-1998 651-296-8215 800-710-8871 web site: www.mhfa.state.mn.us	Community Fix-up Fund Program	Low to moderate income homeowners Credit worthy and ability to repay the loan Maximum income limit \$89,000 Owner occupied – one to four units	Installment loans Maximum ; \$35,000 Term: 20 years Fixed interest: 2%, 4%, 6%, or 8% Over \$10,000 secured with mortgage Loans: up to 100% loan to value
Minnesota Housing Finance Agency Reed Erickson 400 Sibley Street Ste 300 St Paul, MN 55101-1998	Community Rehabilitation Fund	Cities or non profit organizations Single family construction, acquisition, rehabilitation, demolition, permanent financing and refinancing grants for GAP financing	Grants to cities: \$2 million

HOUSING

Organization	Program Name	Qualifier or Eligibility	Funds
651-296-9848 web site: www.mhfa.state.mn.us			
Minnesota Housing Finance Agency Kathy Dipprey Aanerud 400 Sibley Street Ste 300 St Paul, MN 55101-1998 651-296-8215 web site: www.mhfa.state.mn.us	The Fix-up Fund	Banks, credit unions and housing agencies Low to moderate income-\$89,000 household income Homeowners who occupy the property to be improved Creditworthy and ability to repay the loan Single family or duplex Improvements to livability, accessibility or energy	Installment loans Secured with mortgage Loans: up to 100% loan to value Maximum- \$35,000 below market rates
Minnesota Housing Finance Agency Kim Stuart 400 Sibley Street Ste 300 St Paul, MN 55101-1998 651-296-9959 web site: www.mhfa.state.mn.us	Community Activity Set-Aside Program	Financial institutions, non profits or local governments Identifies community housing need Increase home ownership, partnership of lenders and community	Below market interest rate Mortgage revenue bonds Terms: 30 years
Minnesota Housing Finance Agency Ed Niewinski 400 Sibley Street Ste 300 St Paul, MN 55101-1998 651-296-8215 800-710-8871 web site: www.mhfa.state.mn.us	Entry Cost Home Ownership Opportunity Program (ECHO)	Financial institutions or non profits that originate mortgage loans and sell to secondary market Loans are discounted 26% at purchase by MHFA 80% of state median income Maximum home purchase \$112,500	Interest – 5% simple Maximum \$3,000 existing and new construction \$7,000 disabled Equity of 1% of purchase price, Terms: 10 years Loan to value of at least 90% Funds for closing costs and down payment Appraisal required
Minnesota Housing Finance Agency Tara Douville 400 Sibley Street Ste 300 St Paul, MN 55101-1998 651-297-3133 web site: www.mhfa.state.mn.us	Foreclosure Prevention Assistance Program	Community based non profit organization Designed to assist individuals facing foreclosure or evictions	Homeowner/rental assistance in the form of interest free loans Grants for administration costs
Minnesota Housing Finance Agency Tara Douville 400 Sibley Street Ste 300 St Paul, MN 55101-1998 651-297-3133 web site: www.mhfa.state.mn.us	HECAT: Homeownership Education, Counseling and Training	Non profit housing providers Provides financial support for eligible, low and moderate income, first time homebuyers	Grants Limit: \$25,000 per application
Minnesota Housing Finance Agency Tara Douville 400 Sibley Street Ste 300 St Paul, MN 55101-1998 651-296-8215 800-710-8871 web site: www.mhfa.state.mn.us	Home Equity Conversion Counseling	Non profit entity \$50,000 for home equity conversion counseling Senior owners HAO Certified counselors	Counseling- options available under a reverse mortgage.

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Organization	Program Name	Qualifier or Eligibility	Funds
Minnesota Housing Finance Agency Barb Collins 400 Sibley Street Ste 300 St Paul, MN 55101-1998 800-710-8871 web site: www.mhfa.state.mn.us	Home Ownership Assistance Fund (HAF)	Modest income people who are purchasing homes on first time basis Provides monthly assistance and entry cost assistance Single family and duplexes	Zero Interest: Deferred second mortgage loans Up to \$3,000 for down payment and closing costs Monthly payment assistance \$60 month
Minnesota Housing Finance Agency Tara Douville 400 Sibley Street Ste 300 St Paul, MN 55101-1998 800-710-8871 web site: www.mhfa.state.mn.us	Home Stretch Home Buyer Training Program	Housing professional, organization or collaboration of local housing providers Financing, purchasing, closing, qualifying, etc.	Technical assistance
Minnesota Housing Finance Agency Nancy Slattsveen 400 Sibley Street Ste 300 St Paul, MN 55101-1998 651-269-2198 web site: www.mhfa.state.mn.us	Innovative and Inclusionary Housing Loan Program	For profit and non profit Pool of funds to be used for encouraging innovations in the development or rehabilitation of single or multi family residential housing	Revolving loan fund for interim financing Interest free
Minnesota Housing Finance Agency Barb Collins 400 Sibley Street Ste 300 St Paul, MN 55101-1998 800-710-8871 web site: www.mhfa.state.mn.us	Minnesota Mortgage Program	Income at or below MHFA limits Mortgage loans at below market interest rates for low to moderate income, first time home buyers One and two family residents	Loans: fixed rate 15- 30 years below market interest HAF loans are interest free
Minnesota Housing Finance Agency Barb Collins 400 Sibley Street Ste 300 St Paul, MN 55101-1998 651-297-3122 web site: www.mhfa.state.mn.us	Minnesota City Participation Program	Cities, HRA and economic development authorities Mortgage revenue bond funds for a period of four to six months to assist communities in meeting local home ownership goals One and two family residence	Mortgage revenue bonds
Minnesota Housing Finance Agency Ed Niewinski 400 Sibley Street Ste 300	Minnesota Urban and Rural Homesteading Program	Political subdivisions, non profit organization or HRA Grants to acquire single family vacant, condemned or abandoned rehabilitate properties- sell for contract for deed- 0% Homeless, public assistance, haven=t owned a home in the last 3 years	Financing mechanism to purchase properties, rehab. or demo for new. Construction of single family.

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Organization	Program Name	Qualifier or Eligibility	Funds
St Paul, MN 55101-1998 651-297-3130 web site: www.mhfa.state.mn.us		80% of state median income or \$43,040 Local partnerships, private investment	
Minnesota Housing Finance Agency Julie LaSota 400 Sibley Street Ste 300 St Paul, MN 55101-1998 651-296-9827 web site: www.mhfa.state.mn.us	Preservation Affordable Rental Investment Funds (PARIF)	First or subordinated loans for acquisition, rehab., debt restructuring,, equity takeout.	\$9 million annually Interest 0-1% Terms – existing Federal Existing rental housing in jeopardy of losing funds
Minnesota Housing Finance Agency Donna Dimatteo 400 Sibley Street Ste 300 St Paul, MN 55101-1998 800-710-8871 web site: www.mhfa.state.mn.us	Home Improvement Loan Program- Rehabilitation	Single family, duplexes, livability, accessibility, energy efficiencies Income Limits: 1 person - \$16,150, 8 persons- \$30,500	Assets not to exceed \$25,000 Maximum loan- \$5,000 Term- 30years

BUSINESS DEVELOPMENT – Technical Assistance

Organization	Program Name	Technical Assistance	Eligibility
<p>Chris Maddy Arrowhead Business Connection 221 W 1st Street Duluth, MN 55801 218-529-7561 email: cmaddy@northspan.org web site: www.northspan.org</p>	<p>Arrowhead Business Connection (ABC)</p>	<p>Labor availability Real estate locations Customized training and education High tech communications Creative financial incentives</p>	<p>Seven County Area – St. Louis, Cook, Lake, Itasca, Aitkin, Carlton and Koochiching</p>
<p>Chris Maddy Arrowhead Business Connection 221 W 1st Street Duluth, MN 55801 218-529-7561 email: cmaddy@northspan.org web site: www.northspan.org</p>	<p>Regional Economic Development Web Site www.northlandconnection.com</p>	<p>Follow International Economic Development Council standards of demographics, workforce leading employers, buildings, education, industrial parks, etc.</p>	<p>Northeastern Minnesota</p>
<p>Arrowhead Community Economic Assistance Corp Attn: Carol 8880-A Main Street Bank Bldg. Box 406 Mountain Iron, MN 55768-0406 218-735-8201 email: aceac@rangenet.com</p>	<p>Community Development Financial Institution (CDFI) MN Community Development Corporation (CDC)</p>	<p>Community Development Planning Project Feasibility studies Management Assistance Project financing & packaging Technical assistance for business startups Building Business Workshops NxLevel Training for existing businesses</p>	<p>Seven county communities and business area (excluding Duluth) Workshops and Classes</p>
<p>Randy Lasky Northspan Group Inc. 221 West 1st Street Duluth, MN 55802 1-800-232-0707 email: rlasky@d.umn.edu web site: www.northspan.org</p>	<p>Business Services</p>	<p>Technical loan reviews Assistance in accessing economic funding Grant and loan applications SBA loans – 7A and 504 Building and Sites Market Feasibility Management of large scale development projects</p>	<p>Located in Northeastern Minnesota</p>

BUSINESS DEVELOPMENT – Technical Assistance

Organization	Program Name	Technical Assistance	Eligibility
<p>Elaine S Hansen University of Minnesota Duluth, Regional Director Duluth Technology Village 11 East Superior Street, Suite 210 Duluth, MN 55802 218-726-7298 toll free – 888-387-4594 email: ehanson@umdced.com web site: www.umdced.com</p>	<p>Small Business Development Centers</p>	<p>One on one business counseling in planning, marketing, financial analysis and loan packaging.</p> <p>Workshops and seminars-see website.</p>	<p>Carlton, Itasca, Koochiching, Lake, and St. Louis, Aitkin and Cook Counties UMD VCC_ Ely HCC – Hibbing Mesabi – Virginia NRRI- Duluth</p>
<p>Elaine S Hansen University of Minnesota Duluth, Regional Director Duluth Technology Village 11 East Superior Street, Suite 210 Duluth, MN 55802 218-726-7298 toll free – 888-387-4594 email: ehanson@umdced.com web site: www.umdced.com</p>	<p>Computer and Business Workshops</p>	<p>Computer and Business workshops regularly held. Customized Training and E-training opportunities are also available. See website for listing of scheduled sessions.</p>	
<p>Elaine S Hansen University of Minnesota Duluth, Regional Director Duluth Technology Village 11 East Superior Street, Suite 210 Duluth, MN 55802 218-726-7298 toll free – 888-387-4594 email: : ehanson@umdced.com web site: www.umdced.com</p>	<p>21st Century Arrowhead Initiative</p>	<p>On-site evaluations of a company’s information technology needs. Recommendations are made on computer hardware, software, Internet, service providers, website hosting, website design, or other needed vendor services.</p>	<p>Taconite Tax Relief Area</p>
<p>Elaine S Hansen University of Minnesota Duluth, Regional Director Duluth Technology Village 11 East Superior Street, Suite 210 Duluth, MN 55802 218-726-7298 toll free – 888-387-4594 email: : ehanson@umdced.com web site: www.umdced.com</p>	<p>“S2B” Program (Student to Business Initiative)</p>	<p>Students from the Labovitz School of Business and Economics provide businesses with a team approach to business solutions in the areas of marketing, information technology, and more.</p>	

BUSINESS DEVELOPMENT – Technical Assistance

Organization	Program Name	Technical Assistance	Eligibility
Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us	Industry Assistance Business Development Specialists	Specialists in the area of financial programs, supply sources and business planning assistance Trades opportunities and venture partners	Computer, Electrical, Healthcare, Medical Device, Bioscience, Printing and Publishing, Wood Products, Call Centers, and Plastics Businesses
Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us	Business Development and Site Location Services	Assist businesses establishing in, and expanding in, or relocating to Minnesota; provide information about sites; be liaison to local government resources.	State wide
Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us	Minnesota Job Skills Partnership Program	Awarded to educational Institutions to develop cooperative training programs with business as a partner Educational infrastructure necessary to support businesses located or locating in Minnesota Request for wage subsidies and tuition reimbursement ineligible	Grants: Maximum \$400,000 Cash or In Kind Match 1:1 Duration: 12 month - 3 years
Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us	Positively Minnesota BizNice	Make regulatory compliance a smoother friendlier, more efficient hassle-free experience State permitting, licensures and regulations	State wide

BUSINESS DEVELOPMENT – Technical Assistance

Organization	Program Name	Technical Assistance	Eligibility
<p>Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us</p>	<p>Minnesota Pathways Program</p>	<p>Provide state grants to educational institutions for the development of training programs for individual transitioning from public assistance to work. Grants are awarded to educational institutions that partner with businesses. Funds may be used for educational infrastructure improvements necessary to support businesses located in or intending to locate in the state. Cash or in-kind contribution match from participating businesses required.</p>	<p>Public and/or private educational institutions working in partnership with at least one business. Preference given to projects that provide employment and encourage employees to define career paths.</p>
<p>Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us</p>	<p>MNPRO</p>	<p>JOBZ Properties Provide detailed information on economic development and related topics and services; track commercial real estate for sale or lease in Minnesota. An integrated web site combining the Department of Employment and Economic Development Property Tracking System and Minnesota Community Profiles.</p>	<p>State wide</p>
<p>Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us</p>	<p>Minnesota Trade Office Minnesota Explorer</p>	<p>Assist companies in exporting their products and services Leads trade missions to promote Minnesota products One-one counseling, referrals, tradeshow and help foreign companies locate in Minnesota Evaluate your export readiness Advise on market research and development Assist in market entry strategies</p>	<p>Statewide</p>

BUSINESS DEVELOPMENT – Technical Assistance

Organization	Program Name	Technical Assistance	Eligibility
<p>Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us</p>	<p>Dislocated Worker Programs</p>	<p>Serve individuals dislocated from long-held jobs due to factors such as technological changes, investment strategies, and changes in consumption and competition. The goal is to help dislocated workers obtain new employment quickly. These programs focus on upgrading current job skills, retraining workers whose skills are not marketable and providing support services. Unemployment Insurance and Pension; Healthcare coverage</p>	<p>State wide</p>
<p>Minnesota Department of Employment and Economic Development Heather Rand 320 W Second Street Duluth, MN 55802 218-723-4610 888-345-4528 web site: www.deed.state.mn.us email: heather.rand@state.mn.us</p>	<p>Analysis and Evaluation Office</p>	<p>Site cost comparisons, industry reports, trade analysis, business climate, cost/benefit analysis</p>	<p>State wide</p>
<p>Carla Carlson – CAP Coordinator University of Minnesota Rural Development Humphrey Center, Suite 154 301 19th Avenue South Minneapolis, MN 55455 612-624-5260 fax: 612-624-9084 email: ccarlson@hjh.umn.edu</p>	<p>Community Assistance Program</p>	<p>Skilled student researchers for community diversity, engineering, planning, economic, K-12, children, youth, family, housing, tourism, etc.</p>	<p>Deadlines – March Students available in summer and fall</p>

BUSINESS DEVELOPMENT – Technical Assistance

Organization	Program Name	Technical Assistance	Eligibility
<p>Minnesota Power Nancy Aronson Norr Economic Development Department 30 West Superior Street Duluth, MN 55802 218-723-3913 800-228-4966 fax: 218-723-3989 web site: www.mnpower.com/econdev/</p>	<p>Business Development Services</p>	<p>Information of regional assets Site location Financial resources available Deal packaging, Community profiles Real estate data banks Workforce statistics Links to economic development partners and financial resources.</p>	<p>Minnesota Power Customer</p>
<p>NRRI 5013 Miller Trunk Hwy Duluth, MN 55811 218-720-4294 fax: 218-720-4219 web site: http://www.nrri.umn.edu</p>	<p>Mining and Minerals</p>	<p>Research New Generation Taconite Operation Research Copper-Nickel Research in Non Ferrous Metal Research Quality Pellet Research Aggregates Research Direct Reduced Iron</p>	<p>Seven County Arrowhead Region</p>
<p>NRRI 5013 Miller Trunk Hwy Duluth, MN 55811 218-720-4294 fax: 218-720-4219 web site: http://www.nrri.umn.edu</p>	<p>Minnesota Forest Resources</p>	<p>Hybrid Poplar Technology Transferring Peatlands Creative Wood Product Materials Forest Product Pilot Plant</p>	<p>Seven County Arrowhead Region</p>
<p>NRRI 5013 Miller Trunk Hwy Duluth, MN 55811 218-720-4294 fax: 218-720-4219 web site: http://www.nrri.umn.edu</p>	<p>Entrepreneurial Development Program</p>	<p>Hands on Educational which teaches small businesses the mechanics of business success.</p>	<p>Seven County Arrowhead Region</p>

BUSINESS DEVELOPMENT – Technical Assistance

Organization	Program Name	Technical Assistance	Eligibility
<p>Northeast Entrepreneur Fund, Inc. 8355 Unity Drive Ste 100 Virginia, MN 55792 800-422-0374 218-749-4191 fax: 218-749-5213 web site: www.neefund.org</p>	<p>CORE FOUR – Business Planning Course Training 1:1 Technical Assistance</p>	<p>Starting and expanding business services Classroom training and individual consulting in business areas of marketing, financial structuring, managing cash flow and setting business goals, personal, market, operation and financial assessment</p>	<p>Serves Seven County Arrowhead Region and Douglas County in Wisconsin</p>
<p>USDA Rural Development Community and Business Programs Specialist Kathy Coyle 809 8th Street SE Detroit Lakes, MN 56501 218-847-5694 ext. 121 web site: www.rurdev.usda.gov Email: Kathy.coyle@mn.usda.gov</p>	<p>Rural Business Opportunity Grant (RBOG)</p>	<p>Public bodies and non-profit Identify and analyze business opportunities that will use rural materials or resources Technical assistance, business support centers Local development planning, Training and technology centers Higher wage, higher skill levels, leverage, major closes, sufficient financial strength and experience to accomplish desired activities or objectives</p>	<p>Seven County Area</p>
<p>USDA Rural Development 410 Agri Bank Building 375 Jackson Street St Paul, MN 55101 651-602-7800 web site: www.rurdev.usda.gov</p>	<p>Rural Cooperative Development Grants</p>	<p>Grants for establishing and operating centers for cooperative development Feasibility studies, training, technical assistance, education, research, loans and grants</p>	<p>Seven County Area</p>
<p>USDA Rural Development 410 Agri Bank Building 375 Jackson Street St Paul, MN 55101 651-602-7800 web site: www.rurdev.usda.gov</p>	<p>Community Development Technical Assistance</p>	<p>Community Planning and development, partnership building, identification of resources and data analysis. FY 05 \$17,628,375</p>	<p>Seven County Area</p>

BUSINESS DEVELOPMENT – Technical Assistance

Organization	Program Name	Technical Assistance	Eligibility
<p>EDA Jack Arnold 104 Federal Building Duluth, MN 55811 218-720-5326 web site: www.doc.gov/eda</p>	<p>Economic Development Planning Grant Program</p>	<p>Develop a Comprehensive Economic Development Strategy Develop policies Priority given to currently funded grantees See page 3</p>	<p>Seven County Area</p>
<p>EDA Jack Arnold 104 Federal Building Duluth, MN 55811 218-720-5326 web site: www.doc.gov/eda</p>	<p>Economic Adjustment Assistance</p>	<p>Rehabilitation of building, revolving loan funds, technical assistance, equipment</p>	<p>Seven County Area</p>
<p>EDA Jack Arnold 104 Federal Building Duluth, MN 55811 218-720-5326 web site: www.doc.gov/eda</p>	<p>University Centers Program</p>	<p>Accredited institutions of higher education Distressed areas – high level unemployment, low income families, substantial loss of population Establish university centers which provide technical assistance to private and public sectors</p>	<p>Grants FY 2005 - \$75,000-\$200,000 range</p>
<p>Andrew Amaroso Small Business Administration 610 C Butler Square Bldg. 100 North Sixth Street Minneapolis, MN 55404 612-370-2324 web site: www.sba.gov</p>	<p>Small Business Development Center</p>	<p>Technical assistance one-on-one Cash flow management, improve sales, marketing strategies Manufacturers, wholesalers, contractors, professional services and technology-based industries</p>	<p>Technical Assistance</p>

BUSINESS DEVELOPMENT – Technical Assistance

Organization	Program Name	Technical Assistance	Eligibility
Minnesota Technology 111 Third Avenue South Minneapolis, MN 55401 800-325-3073	Business Growth and Strategic Planning	Strategic Competencies Competitive Analysis MVC Analysis Market Segmentation Building a Culture of Innovation Innovation Blitz Market Intelligence Roundtable Product Development	Statewide Manufacturing and Technology
Minnesota Technology 111 Third Avenue South Minneapolis, MN 55401 800-325-3073	E-Business and Internet Marketing	Internet and e-Business Seminars, assessment and advice Internet Business Technology Lean Enterprise Management Systems Technical Information Service	Statewide Manufacturing and Technology
Minnesota Technology 111 Third Avenue South Minneapolis, MN 55401 800-325-3073	Lean Manufacturing	Principals of lean enterprise Value stream mapping 5S System Cellular Flow Manufacturing Lean Culture	Statewide Manufacturing and Technology
Minnesota Technology 111 Third Avenue South Minneapolis, MN 55401 800-325-3073	Marketing and Sales	Competitive Analysis MVC Analysis Market Segmentation	State wide
University of Minnesota Extension Northland Office Center 301 1 st Street South, Suite 114 Virginia, MN 55792-2668 218-749-7120 Fax: 218-749-0698 Email: Virginia.stlouis@extension.umn.edu Web site: www.extension.umn.edu	Business Retention Expansion Program	Interview 30-100 Firms Respond to Firms' immediate concerns Perform strategic planning	State wide

BUSINESS DEVELOPMENT – Technical Assistance

Organization	Program Name	Technical Assistance	Eligibility
<p>Michelle Ufford Northeast Minnesota Office of Job Training PO Box 1028 Virginia, MN 55792 1-800-325-5332 218-748-2200 fax: 218-748-2240 www.jobtrainingmn.org</p>	<p>Customized Training Workforce Development</p>	<p>Will reimburse one-half of new workers' salaries while they are trained at the worksite Trained to your specifications</p>	<p>Northeastern Minnesota</p>
<p>Michelle Ufford Northeast Minnesota Office of Job Training PO Box 1028 Virginia, MN 55792 1-800-325-5332 218-748-2200 fax: 218-748-2240 www.jobtrainingmn.org</p>	<p>WorkForce Center Services for Individuals Workforce Development</p>	<p>Career Planning Labor Market Information Resume Matching Apprenticeship Placement Services Training Information Job Search School to Work</p>	<p>Northeastern Minnesota</p>
<p>Michelle Ufford Northeast Minnesota Office of Job Training PO Box 1028 Virginia, MN 55792 1-800-325-5332 218-748-2200 fax: 218-748-2240 www.jobtrainingmn.org</p>	<p>WorkForce Center Services for Businesses Workforce Development</p>	<p>Employment Information Employee Development Job Development Services Planning Data Staff Recruitment Labor Market Information and Testing and Screening Paid Internships</p>	<p>Northeastern Minnesota</p>
<p>Michelle Ufford Northeast Minnesota Office of Job Training PO Box 1028 Virginia, MN 55792 1-800-325-5332 218-748-2200 fax: 218-748-2240 www.jobtrainingmn.org</p>	<p>Adult Work Experience Workforce Development</p>	<p>Age 22 and up Income eligible Lack a high school diploma Reading/math skills deficient</p>	<p>Northeastern Minnesota</p>

BUSINESS DEVELOPMENT – Technical Assistance

Organization	Program Name	Technical Assistance	Eligibility
<p>Michelle Ufford Northeast Minnesota Office of Job Training PO Box 1028 Virginia, MN 55792 1-800-325-5332 218-748-2200 fax: 218-748-2240 www.jobtrainingmn.org</p>	<p>Special Need Population Services Workforce Development</p>	<p>Welfare Reform At Risk Youth Programs Dislocated Workers Program Disadvantage Adult Program</p>	<p>Northeastern Minnesota</p>
<p>Joe Sertich Northeast Higher Education District 801 SW Hwy 169 Ste #3 Chisholm, MN 55719 (218)254-7976 fax: 218-254-7972 email: sertich@ironworld.com web site: www.truenorth.mnscu.edu</p>	<p>True North Workforce Development, Regional Planning, Resource Alignment</p>	<p>Computer Drafting Information Specialist Service Technician Software Application Internet Administration CISCO Network, Webmaster Network Administration Customized training Tech North Prep Centers</p>	<p>Northeastern Minnesota</p>
<p>Minnesota Investment Network 1600 University Avenue Ste. 401 St Paul, MN 55104 651-632-2140 fax: 651-632-2145 web site: www.mincorp.org</p>	<p>Equity Fund</p>	<p>Cultivate successful businesses Achieve market rate of return Create new sources Monitor operations</p>	<p>Equity: Common Stock, Convertible preferred Stock, Subordinated debt with conversion privileges or warrants</p>
<p>Minnesota Investment Network 1600 University Avenue Ste. 401 St Paul, MN 55104 651-632-2140 fax: 651-632-2145 web site: www.mincorp.org</p>	<p>Rain Fund</p>	<p>Pool financial resources of accredited individuals and institutions Provide professional equity financing expertise Access deal flows</p>	<p>Provides seed and growth equity 10% of capital up to \$100,000 Must be capitalized at minimum of \$500,000</p>

BUSINESS DEVELOPMENT – Technical Assistance

Organization	Program Name	Technical Assistance	Eligibility
<p>Joe Sertich Northeast Higher Education District 801 SW Hwy 169 Ste #3 Chisholm, MN 55719 (218)254-7976 fax: 218-254-7972 email: sertich@ironworld.com web site: www.truenorth.mnscu.edu</p>	<p>Center for Excellence Engineering and Manufacturing</p>	<p>Prepares engineering graduates, engineering technologists and manufacturers for needs of Minnesota. Industry Education Partnership</p>	<p>Rainy River, Hibbing, Itasca, Vermillion, Mesabi College – Northeast Higher Education District</p>
<p>Joe Sertich Northeast Higher Education District 801 SW Hwy 169 Ste #3 Chisholm, MN 55719 (218)254-7976 fax: 218-254-7972 email: sertich@ironworld.com web site: www.truenorth.mnscu.edu</p>	<p>Manufacturing Skills Standards Council (MSSC) Program</p>	<p>Assessments based on skill standards Programs on: Quality practices and continuous improvement, maintenance, safety, manufacturing processes</p>	<p>Rainy River, Hibbing, Itasca, Vermillion, Mesabi College – Northeast Higher Education District</p>
<p>Grow America Fund National Development Council 41 East 42nd Street Ste 1500 New York, NY 10017 212-682-1106 fax: 212-573-6118 web site: www.ndc-online.org</p>	<p>Technical Assistance</p>	<p>Leverage private investment Evaluate prospective borrowers, fund lenders, developers and equity Underwriting and deal structures</p>	<p>Nation wide</p>
<p>Christy James Community Cluster Coordinator 3811 West 31st Street Minneapolis, MN 55416 612-920-5421 web site: www.minnesotaruralpartners.org</p>	<p>BIZ Pathways -virtual entrepreneurial network-</p>	<p>Find resources in geographic area and industry for business development State wide resources, tools, events Writing business plans Long range planning</p>	<p>State wide</p>

BUSINESS DEVELOPMENT – Technical Assistance

Organization	Program Name	Technical Assistance	Eligibility
<p>Connie Sabetti Minnesota Department of Employment and Economic Development Minnesota Workforce Center 820 North 9th Street, Ste 250 Virginia, MN 55792 218-748-2246 fax: 218-748-2288 email: Justin.klander@state.mn.us</p>	<p>Minnesota Workforce Center</p>	<p>Internet recruiting Minnesota Job Bank Federal Tax Credits Job openings Resumes Workforce information</p>	<p>State wide</p>
<p>Small Business Development Center c/o Itasca Economic Development Corporation Michael D. Andrews 12 NW 3rd Street Grand Rapids, MN 55744 800-890-JOBS mikea@itascadv.org</p>	<p>Small Business Development Center</p>	<p>One on one business counseling to individuals interested in expanding or starting a business. Loan packaging, business plan assistance, marketing and financing assistance, business site selection, JOBZ project management.</p>	<p>State wide, but primarily in the Itasca County area.</p>