

Central Iron Range Business Resource Guide

The resources you need to start, grow, and finance your business in the Hibbing area

Resource Name	Technical Assistance	Workforce Development and Employment Services	Energy Efficiency	Gap and Specialty Financing and Incentives	Local Banking Partners	Infrastructure, Permitting, and Utilities	Additional Resources
Advanced Minnesota		X					
AEOA			X				
American Bank					X		
Broadband Internet Providers						X	
CareerForce		X					
Chisholm Economic Development Authority				X			
City of Chisholm						X	
City of Hibbing						X	
DEED		X		X			
Entrepreneur Fund	X			X			
Great River Energy Economic Development				X			
Hello Iron Range		X					
Hibbing Area Chamber of Commerce							X
Hibbing Community Credit Union					X		
Hibbing Economic Development Authority				X			
Hibbing High School Career Academy		X					
Hibbing Economic Development Authority						X	
Iron Range Makerspace							X
Iron Range Resources & Rehabilitation				X			
Lake Country Power						X	
Minnesota Power						X	
MinnPACE			X				
National Bank of Commerce					X		
NEMOJT		X					
North Ridge Community Credit Union							
Northland Small Business Development Center	X						
NORTHFORCE	X	X					
Northland Connection							X
Northland Foundation				X			
Security State Bank					X		
St. Louis County						X	
TechTank							X
US Bank					X		
U.S. Department of Agriculture			X				
Wells Fargo					X		



TECHNICAL ASSISTANCE

Helping businesses plan for success through services like business plans, strategic planning, cash flow management and budgeting, loan packaging, succession planning, human resources, business valuation, intellectual property, and more.

Entrepreneur Fund | www.entrepreneurfund.org

Technical Assistance | Gap Lending and Specialty Financing and Incentives

The Entrepreneur Fund accelerates business growth with business loans and flexible financing, fuel success with strategic support and help promote a culture of entrepreneurship throughout the region. In addition to small business financing, they also offer technical assistance and networking cohorts for entrepreneurs. Entrepreneur Fund advising and services are at no cost to a business.

Primary Contact: Miranda Kishel | 218-735-6027 | mirandak@entrepreneurfund.org

Northland Small Business Development Center | www.northlandsbdc.org

Technical Assistance

The Northland Small Business Development Center (SBDC) helps anyone seeking assistance to start, manage, or grow a business. SBDC consultants can help you with business plans, cash flow projections, marketing plans, locating financing, and more. Consulting services are offered at no charge to clients.

Primary Contact: Vicki Hagberg | 218-228-8552 x103 | vicki@northlandsbdc.org

NORTHSPAN | www.northspan.org

Technical Assistance

Northspan works with companies of all sizes through growth and transition to grow the economy in the communities. Northspan can assist with structuring and facilitating financing for projects, provide business valuation and succession planning services, and more.

Primary Contact: Bob Palmquist | bpalmquist@northspan.org

WORKFORCE DEVELOPMENT AND EMPLOYMENT SERVICES

Helping businesses find, attract, train, and retain quality employees who have the skills to meet your needs

Advanced Minnesota | www.advancedmn.org

Workforce Development and Employment

Advanced Minnesota Workforce Training Solutions is a Customized Training and Continuing Education provider and a member of Minnesota State Colleges and Universities. Advanced Minnesota specializes in delivering premier instructional programming in Mining & Manufacturing, CDL & Transportation, Healthcare, Business Solutions, Emergency Services, MSHA & Safety, and more!

Primary Contact: Trent Janezich | 218-969-0045 | Trent.Janezich@minnstate.edu

CareerForce | www.careerforcemn.com

Workforce Development and Employment

CareerForce is Minnesota's career development and talent matching resource dedicated to your success. CareerForce offers talent matching opportunities, talent development strategies, regional wage and demand data, and diversity, equity, and inclusion resources.

Primary Contact: Renee Prout | 218-735-6174 | Renee.prout@nemojt.org

DEED | www.mn.gov/deed

Workforce Development and Employment | Gap and Specialty Financing

The Minnesota Department of Employment and Economic Development (DEED) is the state's principal economic development agency. DEED programs promote business recruitment, expansion, and retention, international trade, workforce development, and community development.

Primary Contact: Shawn Herhusky | 218 349-1428 | shawn.herhusky@state.mn.us

Hello Iron Range | www.helloironrange.com

Workforce Development and Employment

Hello Iron Range is a talent attraction website that provides statistics about the Iron Range, stories of those who choose to live on the Iron Range, and a directory of services important to those who relocate to the area.

Primary Contact: Beth Pierce | 218-749-8161 | beth@ironrange.org

Hibbing High School Career Academy | www.facebook.com/bluejacketcareeracademies/
Workforce Development and Employment

Bluejacket Career Academies are optional student pathways that include a set of high school courses, possible post-secondary courses, and work-related experiences that will help prepare our students in their pursuit of high skilled, high demand 21st Century careers. The real-world experiences will help strengthen the connections with local business and industry partners as well as give these partners a voice in the skills being developed.

Primary Contact: Mikal Brown | 218-208-0848 | mikal.brown@isd701.org

NEMOJT | www.neomjt.org
Workforce Development and Employment

Northeast Minnesota Office of Job Training (NEMOJT) serves job seekers, youth and adults interested in training/education, including career planning, job search strategies, and financial support for job activities. Services for employers include wage reimbursement for hiring eligible individuals, hiring assistance, assistance for laid off employees, and talent development.

Primary Contact: Renee Prout | 218-735-6174 | Renee.prout@nemojt.org

NORTHFORCE | www.northforce.org
Workforce Development and Employment

The NORTHFORCE team connects regional employers with career-minded individuals who want to live and work right here in the Northland. We work directly with employers to help them find the team members they need and review every NORTHFORCE job post before it goes live.

Primary Contact: Desiree Yourczek | 218-780-5346 | desiree@northforce.org

ENERGY EFFICIENCY

Grants, loan programs, and energy audit services to help businesses be more energy efficient

AEOA | www.aeoa.org/housing/businessenergyretrofit
Energy Efficiency

The Arrowhead Economic Opportunity Agency (AEOA) administers the Business Energy Retrofit (BER) and Downtown Building Rehabilitation (DBR) grant programs in partnership with the Minnesota Department of Iron Range Resources and Rehabilitation. Grants are available to assist business owners with energy efficient improvements and code compliance upgrades to their buildings. Visit AEOA website for detailed information on the BER and DBR grant programs.

Primary Contact: Vince Meyer | 218-735-6828 | vincent.meyer@aeoa.org

MinnPACE | www.minnpace.com

Energy Efficiency

With its unique structure, PACE (Property Assessed Clean Energy) financing allows commercial property owners to invest in energy saving projects with no money down until the following year. Payments are rolled into a special property tax assessment, with cost savings exceeding payment due.

Primary Contact: Michael Linder | 651-204-6236 | mjl@sppa.com

U.S. Department of Agriculture | www.rd.usda.gov/mn

Energy Efficiency

The U.S. Department of Agriculture administers the Rural Energy for America Program (REAP), which provides grants and loan guarantees to small businesses in rural areas. Funds may be used for renewable energy systems and installation of energy efficiency improvements.

Primary Contact: Tom Leach | 218-829-5965 ext. 111 | thomas.leach@mn.usda.gov

GAP AND SPECIALTY FINANCING AND INCENTIVES

Financing options designed to supplement a conventional loan or loans for specific business types or sizes only. Incentive programs may also be available from these organizations.

Chisholm Economic Development Authority | www.ci.chisholm.mn.us/

Gap and Specialty Financing and Incentives

The Chisholm Economic Development Authority assists the community with economic development projects including redevelopment, new development, and business retention. Loan, grant, and incentive programs are also available.

Primary Contact: Stephanie Skraba | 218-254-7960 | sskraba@ci.chisholm.mn.us

Minnesota Department of Employment and Economic Development | www.mn.gov/deed

Workforce Development and Employment | Gap and Specialty Financing and Incentives

The Minnesota Department of Employment and Economic Development (DEED) is the state's principal economic development agency. DEED programs promote business recruitment, expansion, and retention, international trade, workforce development, and community development.

Primary Contact: Brad Brzezinski | 218-310-7757 | bradley.brzezinski@state.mn.us

Entrepreneur Fund | www.entrepreneurfund.org

Technical Assistance | Gap Lending and Specialty Financing and Incentives

The Entrepreneur Fund accelerates business growth with business loans and flexible financing, fuel success with strategic support and help promote a culture of entrepreneurship throughout the region. In addition to small business financing, they also offer technical assistance and networking cohorts for entrepreneurs.

Primary Contact: Miranda Kishel | 218-404-4877 | mirandak@entrepreneurfund.org

Great River Energy Economic Development | www.econdev.greatriverenergy.com

Gap Lending and Specialty Financing and Incentives

Great River Energy offers loan programs for large, high-impact projects through its Business Expansion loan program for Lake Country Power customers. Eligible customers can also access the E3 Fund for low-interest loans for energy efficient equipment.

Primary Contact: Jeff Borling | 218-355-8088 | jboring@greenergy.com

Hibbing Economic Development Authority | www.ci.hibbing.mn.us/business/

Gap and Specialty Financing and Incentives

Hibbing Economic Development Authority (H.E.D.A.) offers development assistance for new and expansion-minded businesses interested in locating in Hibbing. H.E.D.A. coordinates a Loan Program for construction or equipment with other area lending institutions, allowing for flexible terms. Hibbing provides a wide array of economic development incentives including Industrial Revenue Bond capabilities, four industrial park sites, and a district steam system.

Primary Contact: Tom Dicklich | 218-312-1600 | tdicklich@ci.hibbing.mn.us

Iron Range Resources & Rehabilitation | www.mn.gov/irrrb

Gap and Specialty Financing and Incentives

Iron Range Resources & Rehabilitation provides flexible, low-interest loans and loan guaranties to businesses relocating or expanding in the region. The loans may be used for: land and building acquisition, building renovation, new building construction, land improvements, machinery and equipment purchases, inventory purchases and equity capital. In addition, a variety of grants are available to local and tribal units of government, educational institutions, and nonprofits that promote livable communities and workforce development.

Primary Contact: Janelle Greschner | 218-735-3029 | Janelle.greschner@state.mn.us

Minnesota Power Economic Development | www.mnpower.com/Community/Programs
Gap Lending and Specialty Financing and Incentives

Minnesota Power works with partners like IRRR, DEED, APEX, Northspan, and our local economic development organizations to help attract, retain, and grow our local businesses and regional economy. Minnesota Power's Business Expansion Incentive (BEI) program is available to any new or existing commercial or industrial customers with expanded electrical demand of 350 kW or greater. Significant discounts apply to the customer's electrical demand charges in years one to five, with normal charges resuming in year six.

Primary Contact: Arik Forsman | 218-290-5496 | aforsman@mnpower.com

Northland Foundation | www.northlandfdn.org/loans/
Gap and Specialty Financing and Incentives

The goal of our Business Services is to help establish new businesses and assist with the expansion of existing businesses. We work with for-profit and nonprofit entities and offer SBA loans, direct loans, participation loans, emerging entrepreneur loans, and a quick turn loan program.

Primary Contact: Alex Bastien | 218-723-4040 | alex@northlandfdn.org

LOCAL BANKING PARTNERS

Our local Chamber member financial institutions can assist with all your banking needs and connect you to specialty finance partners when applicable.

American Bank | www.ambnk.com/

Primary Contact: Jennifer Wainionpaa | 218-262-5000 | jwainionpaa@ambnk.com

Hibbing Community Credit Union | www.hccu.net

Primary Contact: Waylon Vitters | 218-263-8815 | waylon@hccu.net

National Bank of Commerce | www.nbcbanking.com

Primary Contact: Roger Mischke | 218-263-4642 | RMischke@nbcbanking.com
Celia Cameron | 218-263-4642 | ccameron@nbcbanking.com

North Ridge Community Credit Union | www.nrccu.org

Primary Contact: Nicholas Mathiowetz | 218-471-2121 | NicholasM@nrccu.org

Security State Bank | www.ssbhibbing.com
Primary Contact: Greg Hoag | 218-263-2225 | ghoag@ssbhibbing.com

US Bank | www.usbank.com
Primary Contact: Tonya Carlson | 218-262-7122 | tonya.carlson@usbank.com

Wells Fargo | www.wellsfargo.com
Primary Contact: Jeremy Rodorigo | 218-262-7403 | jeremy.d.rodorigo@wellsfargo.com

INFRASTRUCTURE, PERMITTING, AND UTILITIES

Businesses interested in building or expanding in our area may need to access these government services and public and private utilities.

Broadband Internet Providers Infrastructure, Permitting, and Utilities

Century Link | <https://www.centurylink.com/> | 855-891-4083

CTC | <https://www.goctc.com/> | Alicia Wood | 218-735-3091 | alicia@goctc.com

Mediacom | <https://mediacomcable.com/> | 885-224-2253

Paul Bunyan | <https://paulbunyan.net/> | Chuck Hildebrandt | 218-999-7442 | chuck@paulbunyan.net

City of Chisholm | www.ci.chisholm.mn.us Infrastructure, Permitting, and Utilities

These contacts are applicable for within the city limits of Chisholm:

Engineering/Public Works: James Johnson | 218-254-7907 | jjohnson@ci.chisholm.mn.us

Public Utility: Denise Kealy | 218-254-7905 | dkealy@ci.chisholm.mn.us

Building Official/Zoning Administration: Mandy Galli | 218-254-7906 | mgalli@ci.chisholm.mn.us

City of Hibbing | www.ci.hibbing.mn.us Infrastructure, Permitting, and Utilities

These contacts are applicable for within the city limits of Hibbing:

Engineering/Public Works: Jesse Story | 218-312-1571 | jstory@ci.hibbing.mn.us

Building Official/Zoning Administration: Pat Green | 218-312-1576 | pgreen@ci.hibbing.mn.us

Hibbing Public Utilities | www.hpuc.com

Infrastructure, Permitting, and Utilities

Service Department: 218-262-7712

Lake Country Power | <http://lakecountrypower.coop/>

Infrastructure, Permitting, and Utilities

Primary Contact: Todd Johnson | 218-485-2250 | tjohnson@lcp.coop

Minnesota Power | <https://www.mnpower.com/>

Infrastructure, Permitting, and Utilities

Customer Service Department: 1-800-228-4966

St. Louis County | www.stlouiscountymn.gov/

Infrastructure, Permitting, and Utilities

These contacts are applicable for St. Louis County outside of cities with their own zoning ordinances. County tax abatement financing may be available for certain businesses through the EDA where the project is located.

Building, Zoning, and Wetland Permitting: LandUseInfo@stlouiscountymn.gov

ADDITIONAL RESOURCES

Our area hosts many additional business resources to help businesses grow and thrive.

Hibbing Area Chamber of Commerce | www.hibbing.org

Additional Resources

The Hibbing Area Chamber promotes a healthy Iron Range business environment and connects businesses with resources to grow. The Hibbing Area Chamber promotes member businesses, provides training opportunities, offers networking opportunities, and advocates for business's needs.

Primary Contact: Shelly Hanson | 218-262-3895 | s.hanson@hibbing.org

Iron Range Makerspace | www.ironrangemakerspace.com

Additional Resources

Iron Range Makerspace is a co-working and business incubation facility which houses tools and equipment from a broad range of trades that makers come to. Iron Range Makerspace provides retail space for its members' goods, conference facilities, and a commercial kitchen in addition to lab, shop, and fabrication facilities.

Primary Contact: Andrew Hanegmon | 218-966-1192 | ironrangemakerspace@gmail.com

Northland Connection | www.northlandconnection.com

Additional Resources

Northland Connection aims to provide economic development data and analysis to recruit, expand, and retain businesses across the region. It powers responsive data services with a human touch and hosts the most curated regional commercial real estate database in Minnesota.

Primary Contact: Karl Schuettler | 218-481-3899 | kschuettler@northspan.org

TechTank | www.techtankmn.com

Additional Resources

3500 square feet of shared contemporary workspace, private rooms, and conference rooms. Our members are part of a community where we network and learn together, and you have access to TV's, large whiteboard walls, high speed fiber optic internet, and printing services. Free parking, educational events, and fun networking events.

Primary Contact: Karine Woodman | 218-312-1220 | Kwoodman@techtankmn.com