



CENTER FOR ECONOMIC DEVELOPMENT

NewsWire

October 20, 2009

HELPING ENTREPRENEURS AND BUSINESSES GROW AND SUCCEED

A joint program of the Labovitz School of Business and Economics, Natural Resources Research Institute, and Swenson College of Science and Engineering.

Minnesota's Technology Future



Strategically Creating Your "Concept to Commercialization" Technology Development and Funding Plan

Thursday, November 19, 2009
UMD Center for Economic Development

11 E. Superior St., Suite 210
Duluth, MN 55802

10:00 am – 12:00 pm
\$20.00

- Are you looking for opportunities to build upon your strategic plan?
- Are you looking for money to fund your R&D budget and build your product line?
- Did you know that on the average, if successful in a SBIR/STTR Phase I & II, you can receive approximately \$850,000 to take your product from proof of concept to prototype development stage?

STATE GRANTS AND LOANS

DEPARTMENT OF EMPLOYMENT AND ECONOMIC DEVELOPMENT (DEED)

Business and Community Development Office of Entrepreneurship and Small Business Development

Request for Proposals for Grants to Mitigate the Impacts of Transportation Construction on Local Small Businesses

The Minnesota Department of Employment and Economic Development is requesting proposals from local government units for grants to mitigate the impacts of (Minnesota Department of Transportation – DOT) transportation construction on local small businesses within those local government units' borders.

Background

2008 *Laws of Minnesota*, Chapter 308, Sec. 1 required the Minnesota Department of Transportation (Mn/DOT) to provide the legislature with a report on the mitigation of construction impacts on small businesses. The Department of Transportation made that report to the legislature in February 2009, "Report on Mitigation of Transportation Construction Impacts" (hereinafter "the Report").

2009 legislation (2009 *Laws of Minnesota*, Article 8, Section 22), which resulted from the report, provided that the Department of Employment and Economic Development develop and implement a construction mitigation grant program to make grants available to local government units to mitigate the impacts of transportation construction on local small businesses. That legislation states the purpose of the grants:

Purpose. The purpose of the construction mitigation grant program is to mitigate the impacts of transportation construction on local small businesses, to promote the retention of jobs in transportation areas, and to provide outreach to the public and small businesses to minimize interruption to local commerce. The Department of Transportation, Department of Employment and Economic Development and local government units shall work together to ensure that the recommendations of the Department of Transportation's 2009 report to the legislature on transportation construction impacts and statutory changes resulting from the report recommendations are applied when implementing the program.

MN's Tech. Future (cont.)

- Did you know the federal government is looking to use your talent to address their R&D needs and fund a potential commercial product that will help you grow your business?
- Have you considered collaborating with another company, researcher, federal lab?
- Are you thinking 5-10 years out in your strategic plan?
- Have you thought “out of the box” enough to expand your technology opportunities?

Who should attend: All of those seeking commercialization strategies such as:

- An entrepreneurial start-up company needing high-risk capital to prove your concept and commercialize your product, process or service;
- A university researcher, engineer or scientist interested in starting a high-tech business; and/or
- An established small business seeking to build upon your strategic plan and expand your merchandise line by developing new products to address critical needs.

What you will take with you:

- What it takes to compete for your share of the \$2.2+ billion in the SBIR/STTR programs;
- How to fit these opportunities into your strategic plan;
- How will approximately \$850,000 help you commercialize your innovative technology;
- Which agency(s)/collaborators should you target;
- What makes a great research team/collaboration;
- How to put together a quality proposal.

DEED (cont.)

Definitions and Applications

The 2009 legislation provided the following definitions for use in the development and implementation of the grant program:

- “applicant” means a local government unit;
- “commissioner” means the commissioner of the Department of Employment and Economic Development;
- “eligible transportation project entirely or partially funded by state or federal funds” means a project that will affect one or more small businesses as a result of transportation work because the work is anticipated to impair road access for a minimum period of one month;
- “local government unit” means a county, statutory or home rule charter city, town, special district, or other political subdivision;
- “project” has the meaning given it in the Minnesota Statutes, section 161.2415;
- “small business” means a business that employs ten or fewer employees and is located in an area that is adjacent to an eligible project.

The legislation itself is silent as to any definition of “impacts” of transportation construction, but the Report is clear that “impacts” should be understood to mean those effects of transportation construction that reduce or limit the ability of a business to attract and retain customers, and allow for deliveries, shipping, customer access, and other operations. [see Report, p. iv: “potential impacts to small businesses (e.g. parking, traffic, and access...)” and p. 9 reasons for having lost business “loss of access; length of project; less traffic; highway/road closure; detours; lack of or poor signing”].

One hundred thousand dollars (\$100,000) has been appropriated for this grant program which will terminate on July 1, 2011. The funds will be divided between the Twin Cities Metropolitan area and the remaining portion of Minnesota.

Use of Funds

The purpose of the grant funds is to mitigate those impacts of construction (see above) that reduce or limit a business’ ability to attract and retain customers, and allow for deliveries, shipping, customer access, and other operations. The funds are not for the purpose of indemnifying businesses for revenue losses or paying the salary or wages of employees or paying debts or taxes of the business.

The Department of Employment and Economic Development encourages projects that will use the funds for, but not limited to, the costs for directional signage to local businesses affected by detours and road closures, and to provide affected businesses with technical assistance from resources like an area Small Business Development Center to provide marketing and financial consultation and advice. Projects currently underway are also eligible for funding.

Contents of the Application

This grant application process is designed to allow communities optimal flexibility. Each application from a local government unit shall contain:

- the location and duration of the construction project,
- the nature of the impacts,
- a detailed mitigation plan to reduce the impacts and the strategies for delivering the elements of that plan including a schedule for implementation of strategies and expenditure of grant funds,
- the amount of funds requested,

MN's Tech. Future (cont.)

REGISTRATION INFORMATION:

RSVP: Hayley Rowan at Hayley.rowan@state.mn.us or call 651-259-7422

Program Fee: \$20.00
Cash or check will be due the day of the conference. No credit cards please. Receipts will be provided the day of the workshop.

Questions: Contact Betsy Lulfs at 651-259-7441, cell: 651-245-7403 or betsy.lulfs@state.mn.us.

Website:
www.deed.state.mn.us/SciTech.

Please Note: Space is limited so please RSVP early.

Funded in part through a Cooperative Agreement with the U.S. Small Business Administration, Minnesota Department of Employment and Economic Development and regional support partners.
All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the program sponsors. Programs are open to the public on a nondiscriminatory basis.
Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance.
Contact Hayley Rowan at: 651-259-7422.

**MINNESOTA SMALL BUSINESS
DEVELOPMENT CENTERS**



*Shaping
the Future of
Small Business*

DEED (cont.)

Review of Applications

In distributing the grant funds, the Commissioner of Employment and Economic Development is required by the authorizing legislation to consider types of businesses affected by the eligible (Department of Transportation approved) transportation project and to balance funding between eligible transportation projects within the seven county metro area and eligible transportation projects outside of the seven county metropolitan area.

Applications will be reviewed and evaluated by the staff of the Minnesota Department of Employment and Economic Development, Office of Entrepreneurship and Small Business Development.

The Department anticipates negotiating the amount and terms of each grant on a case by case basis.

Date for Submissions

Applications should be submitted by close of business, Monday, November 2, 2009

Applications should be addressed to:

**Michael Myhre, Director
Office of Entrepreneurship and Small
Business Development
Minnesota Department of Employment and
Economic Development
332 Minnesota Street, Suite E200
St. Paul, Minnesota 55101**

Applications will be accepted **only in hard copy**.

Funding Availability

These funds will be available through June 30, 2010 or until expended, whichever comes first.

The Department will strive for rapid review and award the grant funds commensurate with state laws on grant contract execution.

THE WEEK AHEAD

BUSINESS Workshops

[Writing a Business Plan](#)

10/28/2009 (2:00pm-4:00pm) \$25.00

COMPUTER Workshops

[Dreamweaver - Web Page Design III](#)

10/22/2009 (9:00am-12:00pm) \$60.00

[Dreamweaver - Web Page Design IV](#)

10/22/2009 (1:00pm-4:00pm) \$60.00

<u>Photoshop I - Basics of Digital Images</u>	10/27/2009 (9:00am-12:00pm)	\$60.00
<u>Photoshop II - Beyond the Basics of Digital Images</u>	10/27/2009 (1:00pm-4:00pm)	\$60.00
<u>Access I - Basics of Database Management</u>	10/29/2009 (9:00am-12:00pm)	\$60.00
<u>Access II - Beyond the Basics of Database Management</u>	10/29/2009 (1:00pm-4:00pm)	\$60.00

QuickBooks

[QuickBooks](#)

11/10/2009 (9:00am-4:00pm) \$99.00

Regional Workshops

Writing a Business Plan – Virginia

10/28/09 2:00 pm – 4:00 pm \$25.00

Workshops held at Mesabi Range Community & Technical College, Norse Conference Room, 1001 Chestnut Street W., Virginia, MN 55792. To register: 218-742-3438, schristenson@mr.mnscu.edu or www.mr.mnscu.edu/academics/ceclasses.html

Essentials of Bookkeeping – Hibbing

10/29/09 6:00 pm – 8:00 pm \$25.00

Workshops held at Hibbing Community College, Library (L112), 1515 E. 25th Street, Hibbing, MN 55746. To register: 218-262-7259 or 1-800-224-4422 (Ask for Tina), tinahanegmon@hibbing.edu, www.hibbing.edu, www.hcc.mnscu.edu/continuing-ed/continuing-edoverview.html

The University of Minnesota Duluth Center for Economic Development offers numerous workshops to help entrepreneurs and employees operate more efficiently. **All workshops are held at the Duluth Technology Village, 11 E. Superior Street, Suite 210, unless otherwise noted.** To register call: 218-726-7298, 888-387-4594 or register online: www.umdced.com/workshops.

The mission of the University of Minnesota Duluth Center for Economic Development is to assist entrepreneurs and businesses to grow and succeed.

Funded in part through a cooperative agreement with the U.S. Small Business Administration, Minnesota Department of Employment and Economic Development and sponsoring centers. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. For arrangements, contact: UMD Center for Economic Development, 11 E. Superior Street, Suite 210, 218-726-7298

1986 – 2009 Celebrating 23 years of excellence and also recognizing UMD's 25 year partnership with the Minnesota Small Business Development Centers

The University of Minnesota shall provide equal access to and opportunity in its programs, facilities, and employment without regard to race, color, creed, religion, national origin, gender, age, marital status, disability, public assistance status, veteran status, sexual orientation, gender identity, or gender expression.

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