Business Projects at DEED

EDAM Winter Conference
January 24, 2020
Agenda

• Overview of Session
• Introductions
• Panel Discussion
  • Business Development
  • Business Finance
  • MN Job Skills Partnership and other training programs
  • Community Finance
• Wrap
Business Development
Brad Brzezinski
Who we are and how do our projects start?

- DEED Regional Development Representatives
- Projects begin in many ways, with no two being alike.
Project Variables to Consider

• Working with multiple communities
• Non-disclosure agreements
• Moving from one community to another
• Local involvement
  • City
  • County
  • Township
  • EDA/EDC
Understanding the Project

• What does this project look like?
• What sector/industry is the project in?
• New to Minnesota or existing company investment?
• Project investment and job creation estimates?
  • Capital Investment
    • Real property vs equipment investments
  • Job Creation
    • New FT job creation
    • Retention
  • Wage Levels
Moving the Project Forward

Understanding of the project details with all parties
  • Expectations for response to follow up questions/details
  • Backwards planning
  • Local participation & involvement

Continued communication with our DEED Team on project
  • Business Finance Programs
  • Infrastructure Programs
  • Workforce Training Programs
Business Finance

Lisa Dargis
Finance Programs

• Flagship programs (our focus today)
  • JCF
  • MIF

• Targeted programs
  • Specific business types, new programs created all the time

• Tax credits
Timing is Everything

• All projects are unique

• When Loan Officers should be involved

• Timing Issues
  • Application submittal
  • Project start
  • Expenditures
  • Hiring

• How we can help
The Process

• Variety of factors influence awards & scoring
  • Jobs & wages
  • Community needs
  • Capital investment
  • Many others
• Public notice requirements
• Application review
• Legal documents
The Commitment

• Goals and requirements
  • Job creation/retention
  • Capital investment
  • Compliance dates

• Reporting
  • Programmatic
  • Business subsidy

• Accountability
  • Our duty to the Legislature, auditing
MN Job Skills Partnership

Jodie Greising
Training Programs

DEED and MJSP assist businesses in getting the training they need for new and incumbent workers through a variety of programs.

- Partnership Program
- Pathways Program
- Job Training Incentive Program
- Automation Training Incentive Pilot Program
The Process

- Determine which program fits best based on variety of factors:
  - Business size and location
  - Type of training (topics, off-the-shelf or custom)
  - New and/or incumbent workers
  - Training provider

- Partnership & Pathways programs – partner with an educational institution

- Determine the training plan
  - Which employees/occupations will get what training
  - Training provider
  - Cost estimate

- Submit an application
  - Partnership and Pathways grants awarded 3-4 times per year by MJSP board
  - JTIP and ATIPP grants awarded by DEED Commissioner on a first-come, first-serve basis
The Commitment

• Goals and requirements
  • Job creation/retention
  • Educational capacity building
  • Training for in-demand skills
  • Wage increases

• Reporting
  • Progress reports
  • Financial reports
Community Finance

Jeremy LaCroix
Infrastructure Programs

DEED assist units of government with grants to assist with capital costs of public infrastructure necessary for eligible economic development projects.

- Greater Minnesota Business Development Public Infrastructure (BDPI)
- Innovative Business Development Public Infrastructure (IBDPI)
- Transportation Economic Development Infrastructure (TEDI)
- Airport Infrastructure Renewal (AIR)
Determining Eligibility

• Infrastructure Programs are similar but different
  • Eligibility (location, types of businesses)
  • Match requirements (50%, 100%, competitive)
  • Availability of funds
  • RFP or Pipeline application process

• Timing
  • Speculative or committed businesses
  • Fully funding
  • Eligible costs after grant agreement is executed
DEED Assistance

• Business Development staff assists with program information across the agency
• Program Staff assist with more specific program funding questions
• Website has programs’ overviews
• Call program staff prior to writing applications for assistance with which program is the best fit and eligibility