

# GROW MINNESOTA!<sup>®</sup> PARTNERSHIP

We know Minnesota's economy



## GROW MINNESOTA!<sup>®</sup> - INVALUABLE SERVICES DURING COVID-19 PANDEMIC and BEYOND

The Grow Minnesota! Partnership highlights its 2020 achievements in a challenging year that emphasized the importance of local business retention work and the accompanying business assistance provided by Grow Minnesota! Partnership's staff and its statewide partnership. Grow Minnesota! has been on the frontlines to provide information and connections where businesses need them most. In addition to providing assistance, this outreach - along with the Minnesota Chamber's Economic Dashboard - provides keen insights into how Minnesota companies are responding. Leaders and businesses throughout Minnesota recognize the strength, value, and innovation of our statewide partnership. The Minnesota Chamber's Grow Minnesota! team stands ready to assist Minnesota businesses and its partners in 2021. We will work together on Minnesota's economic recovery and growth.

### COVID-19 DIRECT ASSISTANCE SINCE MARCH 2020

- Grow Minnesota! staff provided timely direct assistance to close to **2,000** Minnesota businesses, assisting **98% within 24 hours** and **2% within 48 hours**.
- Formal face-to-face or virtual Grow Minnesota! visits were scheduled and completed with an additional **406 businesses** with **123** of those businesses receiving personalized follow-up assistance\*. **30%** of the visits occurred in the metro area and **70%** in Greater Minnesota
- Grow Minnesota! established, maintained, and updated daily the **sole statewide comprehensive database** of local CARES Act and other COVID-19 business relief programs, with **close to 700 listings**.
- Grow Minnesota!'s **MN Supplier Match** initiative reached out to **close to 200** businesses that were experiencing supply chain disruption, **over 50** of those received additional customized assistance.
- The **MN Supplier Match database** that is open to all Minnesota businesses expanded to include a **special COVID-19 section**, allowing for the sourcing of critical PPE and other supply chain needs. Close to **1,037 suppliers registered** and there have been **over 600 database logins since April 2020**.
- **Two MN Supplier Match industry roundtables** were held focusing on the supply chains for **health care and med-tech sectors** with **over 100 participants**, and **close to 60 connections made**.



**2,000**  
Businesses  
assisted



**98%**  
assisted  
within  
**24 hours**

- Grow Minnesota! online **24/7 Economic Development Resources** have received **3,515 hits year-to-date**.

- \*The COVID-19 pandemic's impact on the ability to complete formal face-to-face Grow Minnesota! visits in 2020 is significant.

### Schedule a Grow Minnesota! business visit today

We want to help your business grow! Contact Kathi Schaff director, Grow Minnesota!<sup>®</sup> Partnership at [kschaff@mnchamber.com](mailto:kschaff@mnchamber.com) to schedule a business visit and learn more about our services and resources. Visits are confidential and are currently being conducted virtually. You can link to a listing of our local Grow Minnesota! partners here.

#### VICKI STUTE

vice president, programs .....[vstute@mnchamber.com](mailto:vstute@mnchamber.com)  
and business services

#### KATHI SCHAFF

director, Grow Minnesota!<sup>®</sup> Partnership.....[kschaff@mnchamber.com](mailto:kschaff@mnchamber.com)

#### SEAN O'NEIL

director, economic research.....[soneil@mnchamber.com](mailto:soneil@mnchamber.com)

To view more business resources and/or to request a visit, go to  
<https://www.mnchamber.com/your-opportunity/grow-minnesota-partnership>.

## GROW MINNESOTA!®

Your connection to critical business resources



# MINNESOTA SUPPLIER MATCH DATABASE 2020

-  Close to **1,100** businesses registered
-  **600** businesses Sourcing logins since April 2020
-  New section for **COVID-19 supplies**

## Minnesota Supplier Match Database

*Database contains over 60 searchable categories, including COVID-19 PPE supplies!*

*Open to all Minnesota businesses at no additional cost.*

<https://www.surveymonkey.com/r/supplier-match>

Grow Minnesota!’s Minnesota Supplier Match is a database that highlights Minnesota’s robust supply chain and increases business-to-business activity in the state. This distinct program creates value for businesses that want the advantages of sourcing from local suppliers – customization, accessibility, rapid delivery, shared networks and trusted quality. It helps suppliers looking for new business opportunities with Minnesota-based customers. And it helps Minnesota’s economy by keeping more dollars in the state and making our suppliers and buyers more competitive.

Register as a supplier here and be found by others statewide. In order to access the database for sourcing purposes, email [suppliermatch@mnchamber.com](mailto:suppliermatch@mnchamber.com) to receive login credentials.



Minnesota Chamber of Commerce  
**MN SUPPLIER MATCH**



## Grow Minnesota! 24/7 Online Economic Development Resources

*Connecting businesses to regional and state resources in seven key categories*

<https://www.mnchamber.com/economic-development-resources>

The Minnesota Chamber of Commerce's Grow Minnesota! program strives to direct resources to businesses so they can invest, prosper, and grow in Minnesota. Whether you are starting, relocating, or expanding your company, we want to help you find the business assistance resources you need to succeed, and in turn, contribute to Minnesota's economic growth.

Grow Minnesota! plans to expand the resource directory in 2021. Currently, regional and state resources that encompass seven key areas are included in the directory, business financing, entrepreneurship, environmental and energy resources, exporting and importing, research and data tools, starting and managing a business, and workforce development assistance. For city and county level resources, we rely on our local Grow Minnesota! partners.

## 24/7 Online Resources



Close to  
**150**  
resources  
included



**3,515**  
hits in 2020  
Year-to-date

## Minnesota Chamber Energy Smart and Waste Wise

*Back in the field conducting socially distanced site visits*



Minnesota Chamber of Commerce  
**WASTE WISE**

Minnesota Waste Wise and Energy Smart are programs of the Minnesota Chamber of Commerce that provide technical assistance and funding to Minnesota businesses to help reduce waste, conserve energy, and save money. Although the impacts of COVID-19 briefly forced these programs to only meet with businesses virtually, both are back out in the field conducting socially distanced site visits and abiding by all CDC guidelines to ensure the health and safety of everyone.

It's possible to save money and the environment at the same time. So far in 2020, **Waste Wise** has worked with



Minnesota Chamber of Commerce  
**ENERGY SMART**

**over 500** Minnesota businesses, to **divert over 730,000 pounds** of material

## 2020 Waste Wise and Energy Smart Results



Assisted over **800 businesses**



Diverted over **730,000 pounds** of material from the trash stream



**84 Energy efficiency projects** saving enough energy to power 134 homes per year!



Provided over **\$1.4 million** in grant funding and utility rebates

from entering the trash stream. At the same time, **Energy Smart** has worked with **over 300 businesses** to facilitate **84 energy efficiency improvement projects** that are conserving **1.4 million kWh of electrical energy and over 2,000 dekatherms of natural gas annually. That's enough energy to power 134 homes per year!** In order to achieve these sustainability efforts, Waste Wise and Energy Smart have **provided businesses with over \$1.4 million in grant funding and utility rebates**, resulting in over **\$103,000** in ongoing annual expenses on waste and energy bills.

## GROW MINNESOTA! PARTNERS STEP UP DURING COVID-19 TO HELP BUSINESSES RECOVER

All of our Grow Minnesota! partners continue to lead efforts in their communities to help their local businesses recover and grow. Included below are just a few examples from around the state.

Recently, Steve Grove, the Commissioner of Minnesota's Department of Employment and Economic Development recognized local chambers of commerce for playing a role, "We're grateful to **local Chambers across Minnesota**, who are **stepping up** to help distribute masks to local businesses. This one-time push is a win-win for our communities - businesses can access free masks, and more Minnesotans can mask up." (Source: <https://mn.gov/governor/covid-19/news/?id=1055-442040>)



### Fergus Falls "Pay it Forward" Grants

<http://www.fergusfalls.com/news/details/pay-it-forward-fund-announces-14-grant-recipients>



### Crookston Chamber of Commerce Takes "Shop Local" to a new Level - generating over \$200,000 in local shopping

<https://www.kroxam.com/2020/05/05/crookston-community-turns-in-more-than-200000-in-receipts-resulting-in-15880-in-chamber-bucks/>

### Owatonna "Safe Shop Zone" spreading the word to consumers that Owatonna businesses are open.

<https://owatonna.org/now-open-safe-shop-zone/>



A collaboration of the **Southwest Initiative Foundation, Willmar Lakes Area Chamber, Worthington Chamber of Commerce, and Marshall Area Chamber of Commerce** addressed the diversity of their restaurants by creating multilingual video resources for re-opening restaurants. Videos are available in English, Spanish, Somali and Karen languages.

<https://swifoundation.org/restaurant-guidelines/>

**MetroNorth Chamber - Relief. Re-Open. Recover. Three-pronged campaign focused on helping local businesses.**



**Relief.  
Re-Open.  
Recover.**

<https://www.metroNorthchamber.org/relief-re-open-recover>

## GROW MINNESOTA! PARTNERSHIP

*We care about Minnesota businesses*

The Grow Minnesota! Partnership is helping to grow our state's economy. Our passion to retain and grow Minnesota businesses aligns with the overall mission of the Minnesota Chamber of Commerce.

### GROW MINNESOTA!® PARTNERSHIP Minnesota Chamber Staff

#### VICKI STUTE

vice president, programs ..... [vstute@mnchamber.com](mailto:vstute@mnchamber.com)  
and business services

#### KATHI SCHAFF

director, ..... [kschaff@mnchamber.com](mailto:kschaff@mnchamber.com)  
Grow Minnesota!® Partnership

#### SEAN O'NEIL

director, economic research... [soneil@mnchamber.com](mailto:soneil@mnchamber.com)

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