

GROW MINNESOTA! PARTNERSHIP

We know Minnesota's economy



Business Assistance provides connections to growth opportunities

The Grow Minnesota!® Partnership is Minnesota's premier private sector-led business retention and assistance program. The partnership of more than 90 local chambers and economic development organizations works to spur business growth throughout the state and has been doing so for 16 years. The partnership collectively conducts confidential, comprehensive one-on-one site visits with nearly a thousand businesses each year, tracking on-the-ground business conditions, collecting data on what it takes businesses to stay and grow in Minnesota, and identifying areas where we can provide solutions to business concerns.

Our partnership's one-on-one assistance links businesses to resources that can help them stay and grow in Minnesota. Examples include:

- Minnesota supplier sourcing
- Workforce recruiting and training
- Business financing programs
- Exporting opportunities
- Technical and regulatory assistance
- Networking and business development opportunities
- Economic and labor market research
- Environmental sustainability and energy conservation assistance
- Training/consulting for entrepreneurs and small businesses

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

Leveling the playing field in your next office lease negotiation

CARR Healthcare Realty

www.carr.us

Grow Minnesota! Partnership staff visited with Zachary Lee, a broker with CARR Healthcare Realty, and he shared the following insights. CARR specializes in serving health care professionals in the greater Twin Cities area with their office space needs.

"The current commercial real estate market has been dramatically affected by the economy in the past several years. This has resulted in a very favorable environment for tenants as landlords are extremely motivated to attract new tenants and retain existing ones. Current opportunities include reducing your monthly rent payment, upgrading your office's appearance through an improvement allowance, as well as obtaining free rent and other favorable concessions. One of the keys to a successful negotiation for your new facility, expansion or renovation is to take advantage of the free services of a real estate broker or agent."

Grow Minnesota! staff were able to make personal introductions to connect CARR with Minnesota leaders in architectural design and building contractors.



CARR
HEALTHCARE REALTY

Collapsible Cooler Company

Hopkins

<https://collapsiblecooler.com/>

Fraboni Sausage Company

Hibbing

<https://frabonis.com/>

The Minnesota Chamber's Grow Minnesota! Partnership staff, along with its local partners like the Hibbing Area Chamber, regularly visit businesses throughout the state. Our collective visits identify opportunities for more business-to-business activity in the state, thereby strengthening supply chains here. One such opportunity resulted in linking Collapsible Coolers, a Twin Cities business, with Fraboni Sausage Company located in Hibbing. It was a win-win.

Collapsible Cooler's leadership attended a recent Grow Minnesota! MN Supplier Match Roundtable, and a follow-up visit was completed. During the visit, Grow Minnesota! staff was able to learn more about Collapsible Cooler's products and growth plans. Collapsible Coolers specializes in making packaging for temperature-sensitive products from foods to pharmaceuticals. A successful niche for the company is supplying small to medium-sized businesses and farming/food operations with affordable customized packaging in small to large quantities. Since

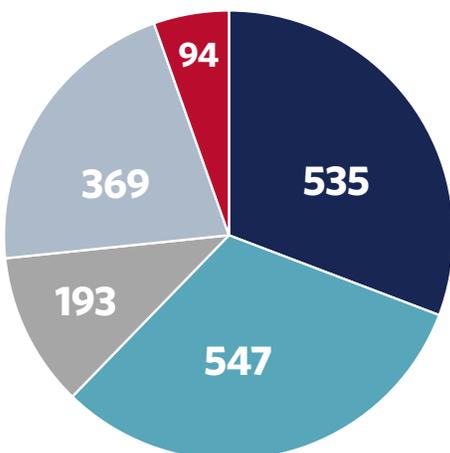
its unique packaging reduces the amount of air in the shipping containers, it allows products to maintain their temperature longer.



Around the same time up on the Iron Range, a Hibbing Area Chamber Grow Minnesota! visit was completed with a longtime community food business, Fraboni Sausage Company. The visit discovered that Fraboni's was looking to expand its online shipments of sausage products. Through regular communications between the Minnesota and Hibbing Area chambers, a match was made. It turned out that Collapsible Coolers is a fit for Fraboni's packaging needs. Fraboni's reports that Collapsible Coolers are cost effective and have helped them streamline their packaging process. Today the companies are doing business with each other, which in turn, is strengthening local economies and business relationships within the state.

HIBBING AREA CHAMBER OF COMMERCE

The chamber is a founding partner of the Grow Minnesota!® Partnership. It has completed 250 business retention visits and provided follow-up assistance to 134 of them. Its Grow Minnesota! work continues to have a positive impact on Hibbing's economy, and, at the same time, contributes to public policy discussions on how to strengthen the state's business climate.



Businesses assisted by company size: 2011-present

Total FTE employee count

- 0 to 10
- 11 to 50
- 51 to 100
- 101 to 500
- 500+

*Data on FTE count unavailable before 2011



Visits by Region* 2003-Present

*7 Regions - McKnight Initiative Foundation territories plus the 7-County Metro area

Grow Minnesota! Partnership <https://www.mnchamber.com/grow/grow-minnesota-partnership>

A robust statewide partnership of local chambers of commerce and economic development entities

CENTRAL MINNESOTA

Big Lake Chamber
Big Lake EDA*
Brainerd Lakes Area Economic Development Corp.*
Brainerd Lakes Chamber
Cuyuna Lakes Chamber
Elk River Area Chamber
Greater St. Cloud Development Corp.*
Long Prairie Chamber
North 65 Chamber
Pine City Area Chamber
Pine City EDA*
St. Cloud Area Chamber

TWIN CITIES

7-COUNTY METRO

Apple Valley Chamber
Burnsville Chamber
Dakota County Regional Chamber
Eden Prairie Chamber
Edina Chamber
Greater Stillwater Chamber

Hastings Area Chamber & Tourism Bureau
Hastings HEDRA*
I94 West Chamber
Lakeville Area Chamber
MetroNorth Chamber
Progress Plus*
Richfield Chamber
River Heights Chamber
Roseville EDA
Saint Paul Area Chamber
Shakopee Chamber
St. Paul Port Authority*
Twin Cities North Chamber
TwinWest Chamber
Vadnais Heights EDC*
Waconia Chamber
White Bear Area Chamber
White Bear EDC*
Woodbury Area Chamber

NORTHEAST MINNESOTA

APEX
Duluth Area Chamber
Entrepreneur Fund

Grand Rapids Area Chamber
Hibbing Area Chamber
International Falls Area Chamber
Itasca Economic Development Corp. (IEDC)*
Laurentian Chamber
Northspan Group

NORTHWEST MINNESOTA

Bemidji Area Chamber
East Grand Forks Chamber
East Grand Forks EDA*
Greater Bemidji*
Thief River Falls Chamber

SOUTHERN/SOUTHEAST MINNESOTA

Albert Lea-Freeborn County Chamber
Albert Lea Economic Development Agency*
Austin Area Chamber
Blooming Prairie Chamber
Fairmont Area Chamber
Fairmont EDA*

Faribault Area Chamber & Tourism
Greater Mankato Growth
Lake City Chamber
Lake City EDA*
Northfield Area Chamber & Tourism
Northfield EDA*
Owatonna Area Chamber
Red Wing Area Chamber
Rochester Area Chamber
Rochester Area Economic Development Inc.*
Waseca Area Chamber
Winona Area Chamber

SOUTHWEST MINNESOTA

Litchfield Area Chamber
Marshall Area Chamber
Meeker Development Corp.*
New Ulm Area Chamber & Visitor Center
Pipestone Chamber
Redwood Area
Development Corp.

Willmar Lakes Area Chamber
Worthington Area Chamber & Visitors Bureau

WEST CENTRAL MINNESOTA

Alexandria Area EDC*
Alexandria Lakes Area Chamber
Detroit Lakes Regional Chamber
Detroit Lakes EDA*
Fergus Falls Area Chamber
Greater Fergus Falls Corporation
M State – Detroit Lakes*

STATEWIDE AFFILIATE PARTNERS

Minnesota Retailers Association
Tri-State Manufacturers Association
University of Minnesota Extension
SCORE – Minneapolis
SCORE – South Metro
SCORE – St Paul

* Denotes local and regional economic development entity co-partners

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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. The program will soon complete its 16th year and operates in partnership with 90 local and regional chambers of commerce and economic development organizations.

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<https://www.mnchamber.com/your-opportunity/grow-minnesota-partnership>

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Minnesota Chamber
of Commerce.**

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