

M I N N E S O T A



**ECONOMIC  
DEVELOPMENT**  
Resource Guide

2024 EDITION

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## Export Assistance

Our staff in the Minnesota Trade Office (MTO) guide companies through the challenges of conducting international business and have answers for their most pressing questions.

Services We Provide:

- ✓ Basic guidance for companies new to exporting
- ✓ Technical, regulatory and logistical information for more experienced companies
- ✓ Market intelligence and research
- ✓ Help with the art of conducting business across borders and cultures

The MTO offers educational seminars, workshops and export promotional events. **See page 59 for details.**

Minnesota-based companies interested in export promotional events may also use the services of our foreign offices — consultations must be arranged through our **Minnesota-based staff.**

In addition, the MTO serves as the Minnesota Office of Protocol, ensuring the State's appropriate diplomatic etiquette and practices, and serving as the State's liaison with the diplomatic community – the Minnesota Consular Corps.

## Our Services

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The MTO provides training and expertise that Minnesota companies need to export goods and services successfully worldwide with a focus on small and mid-sized companies.

## For more information

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[mn.gov/deed/trade](https://mn.gov/deed/trade)

# LOCATION & EXPANSION ASSISTANCE

## Location and Expansion Assistance

If you're looking to expand an existing business, relocate from another state or country, or need guidance for a complex startup, expansion or relocation, the Department of Employment and Economic Development (DEED) can help. DEED consultants have the right background, information and connections to other state and local agencies to help turn your plans to reality.

### Business Development Managers

DEED business development managers are stationed in the Twin Cities metro area and key regions throughout the state. They work closely with companies of all types to help them locate and expand in communities throughout Minnesota. These services may include:

- ✓ Industry specialist initiatives
- ✓ Comprehensive site selection
- ✓ Project management

[mn.gov/deed/joinusmn/about/business-development](https://mn.gov/deed/joinusmn/about/business-development)

### Office of Foreign Direct Investment

Foreign Direct Investment (FDI) assistance is available through the Minnesota Trade Office (MTO) to facilitate and expedite the location and operational processes for businesses originating outside of the U.S.

In addition to DEED staff, the state has offices and staff in key markets to help foreign companies explore business startup, expansion, and relocation opportunities in Minnesota.

[mn.gov/deed/fdi](https://mn.gov/deed/fdi)

### For more information

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[JoinUsMN.com](https://JoinUsMN.com)

## Minnesota Business First Stop

Minnesota Business First Stop streamlines the permitting and regulatory process for complex startups, expansion or relocations that overlap multiple agencies of state government.

### The Right People, the Right Answers, the Right Time

We take the confusion out of starting, expanding or relocating a complex business in Minnesota by helping to coordinate all state agencies that have a role in the development process.

Licensing, permitting and regulatory matters. The First Stop Team cuts through the thicket of state agencies, programs and services to find the right answers and the right resources to make your project happen quickly and successfully.

### First Stop Team Partners

Minnesota Business First Stop is managed by DEED and includes representatives from these state agencies:

- ✓ Agriculture
- ✓ Commerce
- ✓ Employment and Economic Development
- ✓ Iron Range Resources and Rehabilitation
- ✓ Labor and Industry
- ✓ Natural Resources
- ✓ Pollution Control
- ✓ Revenue
- ✓ Transportation

### For more information

[mn.gov/deed/firststop](https://mn.gov/deed/firststop)

# LOCATION & EXPANSION ASSISTANCE

## Minnesota Marketing Partnership

This public-private partnership works together to develop a broad-based marketing initiative to promote Minnesota and its business economy at local, regional and national venues. Your input helps influence and shape Minnesota's economic development marketing strategy.

As a Minnesota Marketing Partnership partner, you can leverage your marketing dollars and help increase Minnesota's visibility to site selectors and corporate real estate managers statewide, regionally and nationally.

You also increase the visibility of your community, organization or region by participating as a sponsor in the various events and activities offered throughout the year.

The Business Development Office administers the partnership.

## Join the Minnesota Marketing Partnership

The Minnesota Marketing Partnership is an annual membership effective January 1 to December 31 of each calendar year.

## For more information

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[joinusmn.com/mmp](http://joinusmn.com/mmp)

## Shovel-Ready Site Certification

This program certifies that sites have already completed the most time-consuming technical and regulatory aspects of development including: planning, zoning, surveys, title work, environmental studies, soils analysis and public infrastructure engineering, ownership status, general site information, specific tests and assessments, utility services and transportation access completed prior to putting the site up for sale or lease.

Shovel-ready site certification offers communities a competitive edge by taking much of the time, expense, unpredictability and risk out of development, making the sites more attractive to companies and site-selection consultants looking for locations for business startups, expansions or relocations.

## Eligibility

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Communities work with DEED to receive shovel-ready certification for sites.

## For more information

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[joinusmn.com/sites-buildings](https://joinusmn.com/sites-buildings)

# SMALL BUSINESS & INNOVATION

## Launch Minnesota

Launch Minnesota is a statewide collaborative effort to accelerate startups and amplify Minnesota as a national leader in innovation. The program offers Innovation Grants to early-stage businesses and Education Grants to Entrepreneurial Support Organizations. Launch Minnesota also assists startups and small businesses by providing connections to education and creating a more collaborative and connected startup ecosystem in Minnesota.

The objectives of the Launch Minnesota Network:

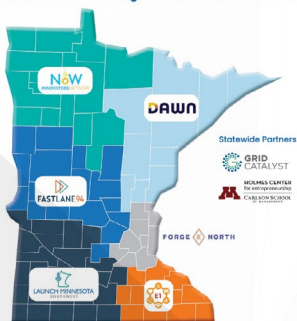
- ✓ Increase new business formation by recruiting and supporting entrepreneurs and fostering new business ideas.
- ✓ Work collaboratively with other organizations across the state to build on each other's strengths.
- ✓ Enhance and foster our state's innovation ecosystem.
- ✓ Streamline startup services and support the full life-cycle of start-ups.

## For more information

[LaunchMinnesota.org](https://LaunchMinnesota.org)

Email: [launchminnesota@state.mn.us](mailto:launchminnesota@state.mn.us)

### Launch Minnesota's Regional and Statewide Partners





## Small Business Assistance

The Small Business Assistance Office provides the in-depth information that is so crucial to business success yet too costly for many business people to obtain on their own.

The office offers individual consultation services along with a comprehensive series of business guidebooks.

Consultants field all kinds of inquiries, ranging from complex tax, regulatory, financial, managerial and business structure to basic questions, such as:

- ✓ What are the tax consequences of forms of business organizations?
- ✓ What license or permits will I need?
- ✓ How do federal and state securities laws affect raising business capital?

## Eligibility

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In general, these services are available to any business with fewer than 500 employees.

## For more information

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[mn.gov/deed/sbao](http://mn.gov/deed/sbao)

## Small Business Assistance Partnerships

DEED partners with local and regional community-based organizations across the state to support the startup, growth, and success of Minnesota's diverse entrepreneurs and small business owners through the delivery of high quality free or low cost professional business development and technical assistance services.

Our partners represent and empower the success of businesses owned and operated by Black, Indigenous, and people of color (BIPOC) individuals, veteran, women, persons with disabilities, and entrepreneurs located in Greater Minnesota.

### Eligibility

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Nonprofit organizations or public entities (including higher education institutions) engaged in business development or economic development; community development financial institutions; or community development corporations.

### For more information

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[mn.gov/deed/bizpartner](https://mn.gov/deed/bizpartner)

To see all grantees/partners, please visit:  
[mn.gov/deed/business/help/small-business-partnerships/partners.jsp](https://mn.gov/deed/business/help/small-business-partnerships/partners.jsp)

## Small Business Development Centers

The statewide network of Small Business Development Centers (SBDCs) provides the professional expertise and guidance that every small business owner needs to flourish in today's competitive and ever-changing business world.

SBDCs provide:

- ✓ One-on-one professional and confidential business consulting at no-cost
  - » Pre-venture businesses — Entrepreneurship readiness assessments, business planning assistance, buying or selling a business
  - » Startup businesses — Getting started, bookkeeping and accounting help, marketing assistance, website development and using social media, financial analysis
  - » Established businesses — Managing business expansion and growth, improving cash flow, succession planning, international trade, turnaround assistance for struggling businesses
- ✓ Assistance in accessing capital. We can help to identify and secure financing from traditional and non-traditional sources
- ✓ Training programs. We provide training programs at a nominal cost on every subject pertinent to owning and operating a business

## Eligibility

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In general, these services are available to any business with fewer than 500 employees.

## For more information

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[mnsbdc.com](http://mnsbdc.com)





# GRANTS

## Minnesota Job Creation Fund

This program provides financial incentives to new and expanding businesses that meet certain job creation and capital investment targets.

Companies deemed eligible to participate may receive up to \$1 million for creating or retaining high-paying jobs and for constructing or renovating facilities or making other property improvements. For extremely large projects, companies may be eligible to receive up to \$2 million. Award amounts depend on job creation and investment levels.

### Eligibility

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The program is available to businesses engaged in select industries including manufacturing, warehousing, distribution and technology-related industries, among others. Business submits an application which must include local government support documents.

To be eligible, the business must meet requirements including:

- ✓ Invest at least \$500,000 in real property improvements and create at least 10 full-time jobs if the business is located in the Twin Cities area
- ✓ Invest at least \$250,000 in real property and create at least 5 full-time jobs if the business is located in Greater Minnesota or owned by minorities, women, veterans or persons with disabilities
- ✓ Meet wage and compensation requirements
- ✓ Have other location options outside of Minnesota
- ✓ Operate in an eligible industry and project has not started

### For more information

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[mn.gov/deed/jobcreation](https://mn.gov/deed/jobcreation)

## PROMISE Act Grants

The Minnesota Department of Employment and Economic Development (DEED) will oversee the Providing Resources & Opportunity & Maximizing Investments in Striving Entrepreneurs (PROMISE) Act grants.

This program, through a series of statewide partner organizations, will award grants to eligible businesses in specific communities. A total of \$86,480,000 million will be awarded as grants in multiple rounds starting in 2024 through 2025.

Grant funds can be used for working capital to support payroll expenses, rent or mortgage payments, utility bills, equipment, and other similar expenses that occur in the regular course of business.

## Eligibility Requirements

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Eligible businesses will:

- ✓ Have primary business operations located in the State of Minnesota
- ✓ Be located in a community that has been adversely affected by structural racial discrimination, civil unrest, lack of access to capital, a loss of population or an aging population, or a lack of regional economic diversification
- ✓ Be registered with the Minnesota Secretary of State, if required by Minnesota State Law
- ✓ Sole proprietors operating their business under their own name do not need to be registered with the Secretary of State
- ✓ Have gross annual revenue of \$750,000 or less based on 2021 taxes
- ✓ Maintain ongoing operations as of the date of application

Businesses will be awarded grant funds based on

# GRANTS

gross annual revenue in the prior year.

- ✓ Businesses with gross annual revenue in the prior year of \$100,000 or less can receive \$10,000
- ✓ Businesses with gross annual revenue in the prior year of more than \$100,000 but no more than \$350,000 can receive \$25,000
- ✓ Businesses with gross annual revenue in the prior year of more than \$350,000 but no more than \$750,000 can receive \$50,000

For the purposes of this grant program, business means both for-profit businesses and nonprofit organizations that earn revenue in ways similar to businesses.

## For more information

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For questions contact the promise grants team at [Promise.Grants@state.mn.us](mailto:Promise.Grants@state.mn.us).

Visit [mn.gov/deed/business/financing-business/deed-programs/promise-grant](https://mn.gov/deed/business/financing-business/deed-programs/promise-grant) for more details.



## STEP Grant Program: Export Assistance

This matching grant program provides financial and technical assistance to qualifying small and medium-sized businesses with an active interest in exporting products or services to foreign markets.

Participants may be first-time exporters or companies that are currently exporting but are interested in expanding into new international markets.

### Financial Assistance Available

Minnesota businesses may apply for reimbursement of up to \$500\* for export training or up to \$7,500\* for approved export-development activities, including:

- ✓ Participation in trade missions
- ✓ Exhibiting at trade shows or industry-specific events
- ✓ Translation of marketing materials
- ✓ Development of foreign language websites
- ✓ Gold Key or other business matchmaking services
- ✓ Company-specific international sales activities
- ✓ Testing and certification (such as CE marking) required to sell products in foreign markets

\* Amount is subject to change.

### Eligibility

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Activities must be pre-approved in order to be eligible for reimbursement. Companies **MAY NOT APPLY** for reimbursement for activities or payments that have already taken place.

To apply, visit the DEED website for the application form, instructions and complete eligibility requirements.

### For more information

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[mn.gov/deed/step](https://mn.gov/deed/step)

## Minnesota Forward Fund Program

The Minnesota Forward Fund provides resources that the state can leverage to increase business retention, expansion, and the attraction of projects in both new and existing industries; it also provides funding to meet the state match requirements of federal funding programs, such as the CHIPS Act. Only projects for which federal funding requires state matching dollars are eligible for the Minnesota Forward Fund.

### Eligibility

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The fund has \$400 million to be used for:

- ✓ \$50 million is to provide businesses with matching state funds required by federal programs
- ✓ \$100 million is to match existing federal funds made available in the federal Consolidated Appropriations Act for bio-industrial facilities and an aerospace facilities
- ✓ \$250 million is to match federal funds made available in the federal CHIPS Act for the semi-conductor industry

### For more information

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[mn.gov/deed/business/financing-business/deed-programs/forward-fund](https://mn.gov/deed/business/financing-business/deed-programs/forward-fund)

## Automation Loan Participation Program

DEED makes companion loans intended to fill gap financing needs for businesses purchasing machinery, equipment, or software to increase productivity and automation. Loans are made in conjunction with private financing, typically a bank. The private financing must cover at least 50% of the automation-related costs. Loans may be up to \$500,000 with 1% interest on a 5 to 7-year term.

### Eligibility

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Eligible borrowers include manufacturing, distribution, technology and warehousing businesses located in Minnesota. The program targets businesses with fewer than 500 employees.

Borrowers apply jointly with the private lender.

### For more information

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[mn.gov/deed/business/financing-business/  
deed-programs/ssbci/automation-loan/](https://mn.gov/deed/business/financing-business/deed-programs/ssbci/automation-loan/)

# LOANS & INVESTMENT

## Launch Minnesota Innovation Grants

Launch Minnesota Innovation Grants are targeted to the most promising innovative scalable technology businesses in Minnesota. Together, we're working to help reduce the risk for Minnesota technology startups and entrepreneurs, who are solving problems and growing our state's innovation ecosystem.

### Innovation Grants

The Innovation Grant reimburses business expenses, incurred in Minnesota, for research and development, direct business expenses (including wages of employees, but not salaries or wages of 20% or more owners of the business or their family members), and the purchase of technical assistance and services. Qualifying businesses may receive grants up to \$35,000, which are disbursed on a 2:1 reimbursement basis (grantee spends \$2, then gets reimbursed \$1).

### Eligibility

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- ✓ Primary business activity is in innovative technology or in an innovative business model or product
- ✓ Business operations and headquarters are located in Minnesota
- ✓ Business has not been in operation for more than 10 years
- ✓ Business has raised less than \$1 million in equity financing
- ✓ Business has not previously received a Launch Minnesota Innovation Grant

### For more information

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[LaunchMinnesota.org](https://LaunchMinnesota.org)

Email: [launchminnesota@state.mn.us](mailto:launchminnesota@state.mn.us)

## Community Wealth Building Program

This program supports the growth of employee-owned businesses, cooperatives, and commercial land trusts that are at least 51% owned by persons who are Black, Indigenous, People of Color, immigrants, low-income, women, veterans, or persons with disabilities.

These low-interest loans are obtained through our partner organizations that have authority to determine the specific interest rate, collateral requirements, and other terms of each loan. The state's share of a Community Wealth-Building loan ranges from \$50,000 to no more than \$500,000.

### Eligibility

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Factors that partner organizations consider when evaluating a loan application include, in part:

- ✓ Whether a project would be unlikely to be undertaken unless a loan is made under the program
- ✓ Whether a business is located in the lowest income areas
- ✓ Whether the project encourages tax-base revitalization, private investment, job creation for targeted groups, creation and strengthening of business enterprises, assistance to displaced businesses, and promotion of economic development in low-income areas

### For more information

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[mn.gov/deed/business/financing-business/deed-programs/community-wealth](https://mn.gov/deed/business/financing-business/deed-programs/community-wealth)

## Direct Investment Venture Capital

The program is administered by the University of Minnesota's Office of Investments & Banking.

The program invests in Minnesota-based seed and early-stage startups and targets key sectors such as advanced manufacturing, agtech/foodtech, climate tech, life sciences, software, and technology.

### Eligibility

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Eligible businesses include Minnesota startups seeking seed and early stage investments.

### For more information

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[mnsbcivc.umn.edu](https://mnsbcivc.umn.edu)

## Emerging Developer Fund Program

Grants and loans can be made to emerging developers through partner organizations, such as Twin Cities LISC, for predevelopment grants and predevelopment, construction, and bridge loans for eligible projects. This program is not directly administered by DEED.

### Eligibility

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Emerging Developers must have limited access to traditional financing, have completed real estate development training, is either a minority, woman, person with a disability, or low income person.

Eligible projects must stimulate community stabilization or revitalization, be in a disadvantaged community, directly benefit residents of a low-income household, increase the supply and improve the condition of affordable housing and ownership, support growth needs of community-based enterprises that promote economic stability or improve supply of quality of job opportunities or promote wealth creation.

### For more information

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[mn.gov/deed/government/financial-assistance/business-funding/emerging-developer/index.jsp](https://mn.gov/deed/government/financial-assistance/business-funding/emerging-developer/index.jsp)

## Emerging Entrepreneur Loan Program

The program supports the growth of businesses owned and operated by minorities, low-income persons, women, veterans and/or persons with disabilities.

DEED provides funding to certified nonprofit partners to make loans to these Minnesota businesses throughout the state. The program is designed to encourage private investment, provide jobs for minority and low-income persons, create and strengthen minority business enterprises, and promote economic development in low-income areas.

### Eligibility

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Startup and expansion costs, including normal expenses such as machinery and equipment, inventory and receivables, working capital, new construction, renovation and site acquisition, are eligible for the program. Finance of existing debt is not permitted. Private match of programs funds is required.

Businesses in most industries are eligible. However, a retail business is only eligible if it is a beginning microenterprise, defined as businesses that have fewer than five employees and have generated sales revenue for two years or less.

Businesses should apply directly with a certified lender. Once the lender approves the loan, they will forward the loan package to DEED for approval by the commissioner and disbursement of funds for the project.

### For more information

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[mn.gov/deed/business/financing-business/deed-programs/elp](https://mn.gov/deed/business/financing-business/deed-programs/elp)



## Growth Loan Fund

The program supports technologically innovative early-stage Minnesota businesses through low-interest loans that complement equity raises. Loans are based on 20% of equity raised in a single 12-month round.

Loans range from \$100,000 to \$400,000. Interest is 1% on a 7-year term with principal payments deferred until year 4.

## Eligibility

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Eligible borrowers include Minnesota businesses that plan to raise equity investments over the next 12 months. Businesses must meet be:

- ✓ Certified to participate in the Angel Tax Credit (ATC) Program; or
- ✓ Identified by a venture or angel fund for investment; or
- ✓ Identified by an individual accredited investor for investment.

The program follows additional Angel Tax Credit eligibility guidelines.

## For more information

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[mn.gov/deed/business/financing-business/deed-programs/ssbci/growth-loan](https://mn.gov/deed/business/financing-business/deed-programs/ssbci/growth-loan)

## Minnesota 21st Century Fund

This program makes loans or equity investments in industrial processing, production, manufacturing or technology projects in the taconite assistance area (the Iron Range).

Loans or equity investments from the fund require matching investments from facility owners. For facilities in the state's taconite tax relief area, the Iron Range Resources and Rehabilitation Board may match the fund's investment.

### Eligibility

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Owners of innovative processing, production, manufacturing, or technology facilities are eligible.

### For more information

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[mn.gov/deed/business/financing-business/deed-programs/minerals](https://mn.gov/deed/business/financing-business/deed-programs/minerals)

## Minnesota Investment Fund

This program provides up to \$1 million in financing to help add new workers and retain high-quality jobs. The program focuses on industrial, manufacturing and technology-related industries and aims to increase the local and state tax base and improve economic vitality.

### Eligibility

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Funds are awarded to local units of government that provide loans to assist expanding businesses. Cities, counties, townships, selected economic development organizations and recognized Indian tribal governments are eligible. Local government submits an application on behalf of the expanding business.

All projects must meet minimum criteria for private investment, number of jobs created or retained and wages paid.

At least 50 percent of total project costs must be privately financed through owner equity and other lending sources.

The expenditures financed by Minnesota Investment Fund and match must not have been completed.

### Local Loan Funds

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Over the years, many communities that participated in MIF have created local revolving loan funds that complement MIF loans. These loan programs are accessed directly through the local government.

### For more information

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[mn.gov/deed/mif](https://mn.gov/deed/mif)

## Minnesota Loan Guarantee Program

DEED provides guarantees to enrolled lenders for up to 80% of loan principal, not to exceed \$800,000. The guarantee is intended to mitigate risk and increase capital access to small businesses located across Minnesota. Enrolled lenders include banks and nonprofit community lenders.

### Eligibility

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Businesses in most industries are eligible. The business must have fewer than 500 employees. The loan may not be used for passive real estate, goodwill, or other uses prohibited under the State Small Business Credit Initiative (SSBCI).

Borrowers must apply directly with an approved lender. Lenders are responsible for all credit decisions and loan terms.

### For more information

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[mn.gov/deed/business/financing-business/deed-programs/ssbci/loan-guarantee](https://mn.gov/deed/business/financing-business/deed-programs/ssbci/loan-guarantee)

## Minnesota Reservist and Veteran Business Loan Program

This program provides loans to businesses that are affected when certain employees are called to active military duty. It also makes loans to individual veterans who have returned from active duty and want to start their own business.

The program provides one-time, interest-free loans of \$5,000 to \$20,000.

### Eligibility

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Business loans are for existing small businesses that have an essential employee called to active service in the military reserves for 180 days or longer on or after September 11, 2001. The business must be injured substantially due to the employee's absence.

Startup loans are available for veterans who were on active duty on or after September 11, 2001 and are seeking financial assistance to start their own businesses.

### For more information

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[mn.gov/deed/business/financing-business/deed-programs/reservists](https://mn.gov/deed/business/financing-business/deed-programs/reservists)

## Native American Business Loan Program

This program supports the development of Native-owned and operated businesses and promotes economic opportunities for Native people throughout Minnesota.

Loan proceeds may cover startup and expansion costs, including normal expenses such as machinery and equipment, inventory, receivables, working capital, new construction, renovation, and site acquisition.

### Eligibility

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Applicants must be enrolled members of a federally recognized Minnesota-based band or tribe. Businesses must be wholly owned by an enrolled member and can be located anywhere in the state, although most of the loans are made to businesses on a reservation.

Owners must provide a portion of the financing needed to undertake the project. Financing of existing debt is not permitted.

### For more information

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[mn.gov/deed/business/financing-business/deed-programs/nativeamerican](https://mn.gov/deed/business/financing-business/deed-programs/nativeamerican)

## PROMISE Act Loan Program

The PROMISE loan program helps for-profit and nonprofit businesses in communities that have been adversely affected by structural racial discrimination, civil unrest, lack of access to capital, a loss of population an aging population, or a lack of regional economic diversification. For the Twin Cities Metro area, businesses should contact Metropolitan Economic Development Association (MEDA) for details ([meda.net/commerciallending](https://meda.net/commerciallending)). If your business is located in Greater Minnesota, contact one of the six Minnesota Initiative Foundations in your region ([greaterminnesota.net](https://greaterminnesota.net)). They are ' Foundation, West Central Initiative, Initiative Foundation, Southwest Initiative Foundation, and Southern Minnesota Initiative Foundation.

### Eligibility

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- ✓ Eligible projects include acquisition of real property, site preparation, predesign, design, engineering, repair, or renovation of facilities façade improvements, and construction of buildings, infrastructure, and relate site amenities; landscaping; and street-scaping.
- ✓ Borrowers can be a business, nonprofit organization, or developer.
- ✓ Borrower cannot be a partner organization or a local unit of government.
- ✓ Borrowers must have gross annual revenues of less than \$1,000,000 based on 2021 taxes.
- ✓ Borrowers must be located in a community that has been adversely affected by structural racial discrimination, civil unrest, lack of access to capital, a loss of population or an aging population, or a lack of regional economic diversification. Contact one of the lenders above for details.

### For more information

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[mn.gov/deed/business/financing-business/deed-programs/promise-loan](https://mn.gov/deed/business/financing-business/deed-programs/promise-loan)

## Small Business Loan Participation Program

DEED purchases 25% to 30% participation in loans made by approved nonprofit community lenders. Purchased participations range from \$10,000 to \$250,000.

### Eligibility

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Businesses in most industries are eligible. The business must have fewer than 500 employees. The loan may not be used for passive real estate, goodwill, or other uses prohibited under the State Small Business Credit Initiative (SSBCI).

Borrowers must apply directly with an approved lender. Lenders are responsible for all credit decisions and loan terms.

### For more information

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[mn.gov/deed/business/financing-business/deed-programs/ssbci/loan-participation](https://mn.gov/deed/business/financing-business/deed-programs/ssbci/loan-participation)



## Angel Tax Credit

This program provides tax incentives to investors or funds that invest in startup businesses that are primarily focused on high technology or new proprietary technology.

Key features of the refundable Angel Tax Credit include:

- ✓ A 25 percent tax credit for investments in small, emerging businesses
- ✓ A maximum credit of \$125,000 per person per year (\$250,000 if married filing jointly)
- ✓ Portion of credits reserved for investments in women-owned and minority-owned businesses and firms located outside the Twin Cities metro area

## Eligibility

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Four types of businesses qualify for angel investments:

- ✓ Those using proprietary technology to add value to a product, process or service in a qualified high-technology field
- ✓ Those researching or developing a proprietary product, process or service in a qualified high-technology field
- ✓ Those researching, developing or producing a new proprietary technology for use in agriculture, tourism, forestry, mining, manufacturing or transportation
- ✓ Those researching or developing a proprietary product, process or service for use in agriculture, tourism, forestry, mining, manufacturing or transportation

\*Additional requirements apply.

## For more information

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[mn.gov/deed/angelcredit](https://mn.gov/deed/angelcredit)

## Border Cities Enterprise Zone Program

This program provides tax credits to qualifying businesses that are the source of investment and job creation or retention in the cities of Breckenridge, Dilworth, East Grand Forks, Moorhead and Ortonville. Tax benefits include property tax credits, debt financing credit on new construction, sales tax credit on construction equipment and materials, and new or existing employee credits.

### Eligibility

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Businesses locating or existing in those cities are eligible, unless they are:

- ✓ Recreation or entertainment facilities
- ✓ Owned by a fraternal or veterans organization
- ✓ Owned by a public utility
- ✓ Used in operation of a financial institution
- ✓ Owned by a retail food or beverage service business operating under a franchise agreement requiring the business to be located in the state

### For more information

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[mn.gov/deed/business/financing-business/tax-credits/border-cities/index.jsp](https://mn.gov/deed/business/financing-business/tax-credits/border-cities/index.jsp)

## Data Centers Tax Credit

This program provides sales tax exemptions to businesses that build or refurbish data centers.

Qualifying projects receive sales tax exemptions for up to 20 years on:

- ✓ Computers and servers
- ✓ Cooling and energy equipment
- ✓ Energy use
- ✓ Software
- ✓ And pay no personal property tax. Ever.

## Eligibility

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Companies building *new* data or network operation centers of at least 25,000 square feet must invest at least \$30 million in the first four years to qualify for the tax break.

Companies refurbishing *existing* data or network operation centers of at least 25,000 square feet must invest \$50 million in the first two years to qualify for the tax break.

## For more information

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[mn.gov/deed/datacenter](https://mn.gov/deed/datacenter)

# TAX CREDITS & EXEMPTIONS

## Film Production Tax Credit Program

This program provides tax credits to production companies that produce feature film, television, or commercial productions in Minnesota. Key features of the Film Production Tax Credit include:

- ✓ A 25% percent transferable tax credit for expenses incurred in Minnesota
- ✓ Nearly \$25 million in credits are available each year through 2030
- ✓ Allocations are issued per project on a first-come first-served basis

## Eligibility

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Production companies apply for a tax credit allocation prior to beginning principal photography in Minnesota. Businesses must meet program requirements including:

- ✓ Expend at least \$1,000,000 in a consecutive 12-month period
- ✓ Employ Minnesota residents to the extent practicable
- ✓ Purchase goods and services from Minnesota companies
- ✓ Promote Minnesota by visibly displaying an approved logo in the end credits
- ✓ Remain in good standing with the Secretary of State and taxing authorities

\*Additional requirements apply.

## For more information

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[FilmInMN.DEED@state.mn.us](mailto:FilmInMN.DEED@state.mn.us)

[mn.gov/deed/business/financing-business/tax-credits/film-production](https://mn.gov/deed/business/financing-business/tax-credits/film-production)

## Foreign Trade Zones

Foreign Trade Zones (FTZs) provide two major benefits that can save businesses time and money: Minimization of duty/import user fees and quicker supply chains. They can help businesses reduce or eliminate duty payments and merchandise processing fees, accelerate global supply chains, and improve their competitive position in domestic and foreign markets.

FTZs are commerce sites set up in or near U.S. Customs ports of entry where merchandise is considered legally outside U.S. Customs territory. They are generally used for storage, testing, cleaning, processing, assembling, manufacturing, re-labeling, repackaging, displaying, exhibition and repairing of merchandise.

Minnesota has three FTZs:

- ✓ Greater Metropolitan Area Foreign Trade Zone (GMAFTZ)
- ✓ Duluth Seaway Port Authority Foreign Trade Zone
- ✓ International Falls Foreign Trade Zone

DEED's Business Development Office administers the GMAFTZ. Minnesota's FTZs have magnet site locations that offer businesses leased storage or distribution space that can be quickly brought on line.

In addition, businesses anywhere in the state can establish a subzone or usage-driven site at their facility.

## For more information

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[mn.gov/deed/ftz](https://mn.gov/deed/ftz)

## Greater Minnesota Job Expansion Program

This tax refund program provides sales tax rebates to existing businesses located in Greater Minnesota that are approved by DEED and meet job creation, wage levels and other eligibility requirements.

### Eligibility

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Businesses must meet program requirements including:

- ✓ Have operated for at least one year in Greater Minnesota
- ✓ Meet wage and compensation requirements
- ✓ Will add at least two employees or 10 percent of current staff, whichever is greater, within three years
- ✓ Meet industry eligibility including not being engaged in retail, gambling, entertainment, among many other industries
- ✓ Demonstrate that the expansion wouldn't occur without assistance
- ✓ Have a significant share of sales from the facility to non-Minnesota customers

### For more information

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[mn.gov/deed/jobex](https://mn.gov/deed/jobex)

## Research and Development Tax Credit

Minnesota's Credit for Increasing Research Activities or R&D credit, reduces income or franchise tax. If your business paid certain research and development (R&D) expenses in Minnesota, you may qualify for the Credit for Increasing Research Activities. The R&D credit is equal to 10 percent of qualifying expenses up to \$2 million, and 4 percent for expenses above that level.

Qualifying expenses are the same as for the federal R&D credit — defined in Section 41 of the Internal Revenue Code — but must be for research done in Minnesota.

Examples include R&D-related wages, supplies and research contracted outside your business. Contributions to qualified nonprofit organizations that make grants to early-stage technology businesses in Minnesota also may qualify. S corporations, partnerships and C corporations are eligible to claim the credit.

### For more information

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Contact the Minnesota Department of Revenue  
[revenue.state.mn.us/rd-credit-overview](https://revenue.state.mn.us/rd-credit-overview)

## OTHER STATE & LOCAL BENEFITS

### Single Sales Factor Apportionment

Apportionment formulas determine how much of a business's income is taxable in a state. Many states apportion corporate income using the in-state proportions of the corporation's sales, payroll and property to determine corporate franchise tax. Minnesota uses only sales in-state to apportion corporate income.

Single sales apportionment is beneficial to Minnesota businesses whose Minnesota sales factor is lower than the average of their Minnesota property and payroll factors.

All other things being equal, increasing non-Minnesota sales will reduce the amount of Minnesota taxable income, since more income will be attributed to or apportioned outside of Minnesota.

### Throwback

Over half of the states with corporate taxes also use "throwback rules" in defining the sales factor. Throwback rules treat sales to out-of-state buyers as in-state sales, if the buyer's state cannot tax the business/seller or if the purchaser is a federal government agency. These "thrown-back" sales increase in-state sales factor and corporate tax, decreasing the benefits to the taxpayer of single sales apportionment. Minnesota does not have a throwback rule.



### **Tax Increment Financing**

Cities, counties and development authorities often use Tax Increment Financing (TIF) to help finance project costs. TIF is used to encourage private development and to pay for public improvements, such as streets, sidewalks, sewer and water, and similar public infrastructure improvements that are related to the development.

### **Tax Abatement**

Local governments may use property tax abatement to help finance certain economically beneficial projects. Property taxes are forgiven for a period of time. Or the taxes are captured for a period of time and an up-front payment is made to help with project costs.

### **Personal Property Exemption**

In Minnesota, only real property such as land and buildings, is taxable. Personal property is exempt from the property tax. Anything that is not real property is personal property. The main characteristic of personal property is that it is movable without causing damage to itself or the real estate.

### **Capital Equipment Exemption**

Businesses that buy or lease qualifying capital equipment (machinery and equipment used in manufacturing) for use in Minnesota are eligible for an up-front exemption from Minnesota state and local sales or use.



## Border-to-Border Broadband Development Grant Program

This program helps to promote the expansion of access to broadband service in unserved and underserved areas of the state.

Grants will be awarded to ISP's (Internet Service Providers) for last mile or middle mile broadband infrastructure construction and installation. The infrastructure deployed through the project must be scalable to broadband speeds of at least 100 Mbps download and upload. A grant awarded to a single project may not be for more than 50 percent of the project cost and not exceed \$5 million.

### Eligibility

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Eligible applicants include an incorporated business or partnership, a political subdivision, an Indian tribe, a Minnesota nonprofit organized under state law, or a Minnesota limited liability corporation organized under state law for the purpose of expanding broadband access.

### For more information

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[mn.gov/deed/b2b](https://mn.gov/deed/b2b)

# BROADBAND DEVELOPMENT FUNDING

## Line Extension Connection Program

The purpose of the program is to award grants for the extension of existing broadband infrastructure to unserved locations. People can report to the Office of Broadband Development (OBD) that a wired broadband service is unavailable at their residence or business by entering information on the online application or by calling 651-259-7610 and requesting a paper application or by talking to someone at OBD who will complete the application on their behalf. The Line Extension Connection Program will provide a grant to the broadband provider to cover the cost to run the wire for the broadband service to the home. The resident is then responsible for the monthly cost of service.

### For more information

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The Office of Broadband Development (OBD) will conduct a reverse auction, select the winning provider bidder, and contract with that broadband provider for the line extension to be built. Upon completion of the line extension construction, OBD will award the funding based on the contract terms up to \$25,000 per extension.

### For more information

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[mn.gov/deed/broadband](https://mn.gov/deed/broadband)

## Low Population Density Grant Program

This program helps to promote the expansion of access to broadband service in unserved and underserved areas of the state that are the most difficult and costly areas of the state.

Grants will be awarded for last mile or middle mile broadband infrastructure construction and installation. The infrastructure deployed through the project must be scalable to broadband speeds of at least 100 Mbps download and upload. A grant awarded to a single project may not be for more than 75 percent of the project cost and not exceed \$10 million.

### Eligibility

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Eligible applicants include an incorporated business or partnership, a political subdivision, an Indian tribe, a Minnesota nonprofit organized under state law, or a Minnesota limited liability corporation organized under state law for the purpose of expanding broadband access.

### For more information

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[mn.gov/deed/broadband](https://mn.gov/deed/broadband)

[Deed.broadband@state.mn.us](mailto:Deed.broadband@state.mn.us)

# COMMUNITY DEVELOPMENT FUNDING

## Child Care Economic Development Grant Program

This program provides grants to local communities to increase the supply of quality child care providers to support economic development. At least 50% of the funds must go to communities outside the metropolitan area (as defined under Minn. Stat. 473.121, subd. 2. Unless otherwise exempted recipients must obtain a 50% non-state match to grant funds in either cash or in-kind contributions.

Grant funds must be used to implement solutions to reduce the child care shortage in the state, including but not limited to the following:

- ✓ Funding for child care business start-ups or expansion
- ✓ Training
- ✓ Facility modifications or improvements required for licensing
- ✓ Direct subsidies or incentives to retain employees
- ✓ Assistance with licensing and other regulatory requirements

### Eligibility

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Grants through this program are awarded to eligible local communities. An eligible local community is defined as one or more of the following:

- ✓ County
- ✓ City
- ✓ School district
- ✓ Development region
- ✓ Workforce service area
- ✓ Initiative Foundation service area
- ✓ Political subdivision
- ✓ Defined geographic area located in the State of Minnesota.

### For more information

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[mn.gov/deed/childcare](https://mn.gov/deed/childcare)  
[cced.deed@state.mn.us](mailto:cced.deed@state.mn.us)

## Small Cities Development Program

This program provides financial assistance to communities by supporting local economic development including housing, public infrastructure and commercial rehabilitation projects.

The maximum grant award for a Single Purpose project is \$600,000. The maximum grant award for a Comprehensive project is \$1.4 million. The timeline to complete projects is normally 30 months, depending on project size and scope.

DEED receives funding for the program from the U.S. Department of Housing and Urban Development.

There are three categories of funds under the program: housing grants, public facility grants and comprehensive grants, which frequently include housing with a commercial activity or public facility activity.

## Eligibility

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Cities with fewer than 50,000 residents and counties with fewer than 200,000 residents are eligible. Indian tribal governments and entitlement communities that receive funds directly from HUD are ineligible.

Proposed projects must meet one of three federal objectives:

- ✓ Benefit people of low and moderate incomes
- ✓ Eliminate slum and blight conditions
- ✓ Eliminate an urgent threat to public health or safety

In addition, need, impact and cost effectiveness must be documented and the general public must be involved in the application process.

## For more information

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[mn.gov/deed/government/financial-assistance/community-funding/small-cities.jsp](https://mn.gov/deed/government/financial-assistance/community-funding/small-cities.jsp)

## Airport Infrastructure Renewal Grant Program

This program helps counties, airport authorities, or cities to redevelop or construct new facilities, or infrastructure, including broadband, necessary for airport infrastructure renewal economic development projects.

It provides up to 50 percent of the capital costs of a facility or infrastructure necessary to keep or enhance jobs, increase tax base, and expand or create new economic development.

### Eligibility

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Eligible applicants are cities and counties located outside of the seven-county metropolitan area and airport authorities.

Eligible projects are expected to use the grant funds for the capital costs of redevelopment of an existing facility or construction of a new facility; and for public and private infrastructure costs, including broadband infrastructure costs, necessary for an eligible airport infrastructure renewal economic development project.

Economic development projects include manufacturing, technology, warehousing and distribution, and research and development.

Retail and office space development are ineligible.

### For more information

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[mn.gov/deed/government/financial-assistance/  
business-funding/airport/application.jsp](https://mn.gov/deed/government/financial-assistance/business-funding/airport/application.jsp)



## Greater Minnesota Business Development Infrastructure Grant Program

This program helps stimulate new economic development, create new jobs and retain existing jobs through investments in public infrastructure.

It provides grants to counties or cities of up to 50 percent of the capital costs of the public infrastructure necessary to expand or retain jobs in the area, increase the tax base, or expand or create new economic development.

### Eligibility

---

Eligible applicants are statutory or home rule counties or cities outside of the Twin Cities seven-county metropolitan area.

Eligible projects include publicly-owned infrastructure that supports economic development projects, including water and wastewater needs, storm sewers, utility extensions and streets.

Economic development projects include:

- ✓ Manufacturing
- ✓ Technology
- ✓ Warehousing and distribution
- ✓ Research and development
- ✓ Agricultural processing
- ✓ Industrial park development

Retail developments and office space developments are not eligible.

### For more information

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[mn.gov/deed/government/financial-assistance/business-funding/infrastructure](https://mn.gov/deed/government/financial-assistance/business-funding/infrastructure)

## **Innovative Business Development Public Infrastructure Program**

This program focuses on job creation and retention through the growth of new innovative businesses.

The program provides grants to local governmental units statewide for up to 50 percent of the capital cost of the public infrastructure necessary to expand or retain jobs.

### **Eligibility**

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Local governmental units (cities, counties, townships, special districts, or other political subdivisions or public corporations) are eligible to apply for a grant.

A local match will be required.

Projects must involve publicly-owned infrastructure related to a development project, or research park development that would be used by an innovative business that is engaged in proprietary technology.

Funds from this program can also be used for telecommunications, bridges, parking ramps, demolition, hazard remediation, predesign, construction, equipment and furnishings.

### **For more information**

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[mn.gov/deed/bdpi](https://mn.gov/deed/bdpi)

## Transportation Economic Development Infrastructure Program (TEDI)

TEDI is a competitive grant program available to communities for public infrastructure and road projects that create jobs, support economic development and improve the transportation system. Funds may be used to fund predesign, acquisition of land, construction, reconstruction, and infrastructure improvements.

TEDI is a collaboration with MnDOT's Transportation Economic Development program (TED) and both programs may be used on a project. TED may provide up to 70 percent of the costs for trunk highway improvements while TEDI provides grants to assist with projects non-trunk highway costs of projects.

### Eligibility

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Eligible applicants must be local units of government. Although private entities are not eligible, they may enter into agreements with eligible borrowers to request funding for eligible projects.

Matching funds from the applicant may come from other federal, state, local and private funding sources.

### For more information

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[mn.gov/deed/ted](https://mn.gov/deed/ted)

# SITE CLEANUP & REDEVELOPMENT FUNDING

## Cleanup Revolving Loan Program

This program provides low-interest loans through the U.S. Environmental Protection Agency to clean up contaminated sites that can be returned to marketable use.

Loans may pay for contamination cleanup. A 22% match is required.

### Eligibility

---

Cities, counties, developers, economic development authorities, housing redevelopment authorities, port authorities, and for-profit and nonprofit organizations are eligible.

To qualify for financing:

- ✓ Applicants must own or demonstrate legal control of the site to be developed
- ✓ The site must be enrolled in the appropriate Minnesota Pollution Control Agency Voluntary Cleanup Program
- ✓ The site must have a pre-approved Response Action Plan for cleanup of contamination defined by state law
- ✓ The applicant cannot have caused or worsened the contamination

### For more information

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[mn.gov/deed/government/financial-assistance/cleanup/cleanuprevolvingloanprogram.jsp](https://mn.gov/deed/government/financial-assistance/cleanup/cleanuprevolvingloanprogram.jsp)

## Contamination Cleanup and Investigation Grant Program

This program helps communities to offset costs for assessing and cleaning up contaminated sites for redevelopment.

The program assists development authorities in contamination investigations, and the development of Response Action Plans (RAPs) and cleanup of contamination. Grants are awarded to those sites where there is planned redevelopment.

Contamination Cleanup grants pay for up to 75 percent of the costs of cleaning up contaminants (defined under state law) or petroleum contamination not eligible for reimbursement under Minnesota's Petrofund.

### Eligibility

---

Cities, counties, economic development authorities, port authorities, housing and redevelopment authorities and federally recognized tribes are eligible. Both publicly- and privately-owned sites with known or suspected soil or groundwater or vapor contamination qualify.

Applications are ranked on several criteria. They include the tax base increase and the number of jobs created resulting from the site cleanup and development.

Applicants must pay at least a 25 percent local match. If they are located within the 7-county metropolitan area, they must also participate in the Met Council's Local Housing Incentives programs.

### For more information

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[mn.gov/deed/government/financial-assistance/cleanup/contamination.jsp](https://mn.gov/deed/government/financial-assistance/cleanup/contamination.jsp)

# SITE CLEANUP & REDEVELOPMENT FUNDING

## Demolition Loan Program

This program helps development authorities with the costs of demolishing blighted buildings on sites that have development potential but where no immediate development plans exist.

The following terms apply:

- ✓ Loans are low-interest (2 percent)
- ✓ Loans are interest-free for first two years
- ✓ Principal and interest payments will start in year three
- ✓ Loan terms cannot exceed 15 years

If the site is developed, the remaining principal and interest (up to 50 percent of the loan) may be forgiven based on development benefits.

## Eligibility

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Eligible applicants are development authorities, including cities, counties, port authorities, housing and redevelopment authorities, and economic development authorities.

Demolition activities, including interior remediation such as asbestos abatement, are eligible. Loans can pay up to 100 percent of demolition costs for a qualifying site. The loans may also assist with site acquisition costs.

Property and buildings must be publicly owned.

## For more information

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[mn.gov/deed/government/financial-assistance/cleanup/demolition.jsp](https://mn.gov/deed/government/financial-assistance/cleanup/demolition.jsp)

## Redevelopment Grant Program

This program helps communities with the costs of redeveloping blighted industrial, residential or commercial sites and putting land back into productive use.

The program assists development authorities with demolition, infrastructure improvements, stabilizing unstable soil, installing ponding or other environmental infrastructure and interior abatement for adaptive reuse projects.

Grants are awarded to those sites where there is a planned redevelopment.

Grants pay up to half of redevelopment costs for a qualifying site, with a 50 percent local match.

## Eligibility

---

Eligible applicants are cities, counties, port authorities, housing and redevelopment authorities, and economic development authorities. Both publicly and privately owned sites qualify.

Applications are ranked on several criteria. They include the tax base increase and job creation resulting from the redevelopment of the site.

Applicants must make a 50 percent local match to be eligible for grant funds.

For additional qualifications, see DEED's website.

## For more information

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[mn.gov/deed/government/financial-assistance/cleanup/redevelopmentgrantprogram.jsp](https://mn.gov/deed/government/financial-assistance/cleanup/redevelopmentgrantprogram.jsp)





## Automation Training Incentive Program

This program provides grants of up to \$35,000 to existing businesses for the purpose of training workers as quickly and efficiently as possible on new automation technology. The program is available to small businesses located in Greater Minnesota that are investing in new automation technology.

### Eligibility

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The business must be located in Greater Minnesota and have 150 or fewer full-time employees company wide. In addition, the business must be an employer in a manufacturing or skilled assembly production industry. The jobs of those being trained must be permanent, full-time positions that pay wages of at least 120% of federal poverty guidelines for a family of four.

### For more information

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[mn.gov/deed/mjsp](https://mn.gov/deed/mjsp)

# WORKFORCE TRAINING

## Job Training Incentive Program

This program provides grants of up to \$200,000 to new or expanding businesses for the purpose of training new workers as quickly and efficiently as possible. The program is available to businesses located in Greater Minnesota. Grant funds may be used for direct training costs for training provided in-house; by institutions of higher education; by federal, state, or local agencies; or private training or educational providers.

### Eligibility

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The business must be located in Greater Minnesota.

The new jobs must pay wages at least equal to 120% of federal poverty guidelines for a family of four, plus benefits. The new jobs must also provide at least 32 hours of work per week for a minimum of nine months per year.

The business must be able to demonstrate that its training needs cannot be met through a Minnesota Job Skills Partnership grant.

Additional eligibility and project requirements apply.

### For more information

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[mn.gov/deed/mjsp](https://mn.gov/deed/mjsp)

## Minnesota Job Skills Partnership

The MJSP program works with businesses and educational institutions to train or retrain workers, expand work opportunities and keep high-quality jobs in the state. The goal is to target short-term training for full-time employment in the growth sectors of the state's economy.

MJSP offers grants through a variety of programs to offset training-related expenses incurred by business, industry and educational institutions to meet current and future workforce needs.

The main grant option, the Partnership Program, provides up to \$400,000 for training new workers and existing employees of participating businesses. Other training program options include the Pathways Program and the Low Income Worker Training Program, which offer assistance for training low-income individuals.

## Eligibility

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Training projects pair at least one public or private accredited Minnesota educational institution and one business, with the exception of the Low Income Worker Training Program option. That program provides grants to Minnesota public, private or nonprofit entities that provide employment services to low-income individuals.

Additional eligibility and project requirements apply.

## For more information

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[mn.gov/deed/mjsp](https://mn.gov/deed/mjsp)

# WORKFORCE TRAINING

## Pipeline Dual Training Grants

Dual Training Grants are part of the Minnesota Dual-Training Pipeline, which was established by the Minnesota Legislature in 2014 to expand dual training and apprenticeship programs. Dual-training programs provide structured on-the-job training and related instruction so employees can develop the necessary occupational competencies to succeed in their chosen career.

Employers can use Dual Training Grants to train employees in an occupation for which a competency standard has been identified in one of the four Minnesota Dual-Training Pipeline industries. The employers must have an agreement with a training institution or program to provide the competency training. Grant funds can be used to cover student/employees' tuition, fees and required materials for the related instruction training.

### Eligibility

---

Employers or organizations representing employers to train employees in a competency standard in the following industries:

- ✓ Advanced manufacturing
- ✓ Agriculture
- ✓ Health care services
- ✓ Information technology

The maximum grant is \$150,000 per application based on a maximum of \$6,000 per trainee. Matching funds may be required.

### For more information

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[dli.mn.gov/business/workforce/pipeline-dual-training-grants](https://dli.mn.gov/business/workforce/pipeline-dual-training-grants)

## Export Education and Training Services

Minnesota Trade Office (MTO) is staffed by experts who offer seminars and events across the state to help small and mid-sized companies learn how to export goods and services successfully. These training sessions, frequently offered in partnership with other international business specialists, also provide opportunities for networking.

Some seminars are on particular countries or industry sectors, but many have a broader focus. All MTO and international-focused events are on the online event calendar.

Minnesota businesses also can make connections around the globe by participating in MTO organized mission trips and delegations to international trade shows. STEP grants can provide funding to qualifying Minnesota businesses to help them develop their export plans. **See page 15 for details.**

### Eligibility

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Classes are open to everyone. Subscribe to MTO information on DEED's website for a calendar of upcoming seminars and events.

### For more information

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[mn.gov/deed/business/exporting/events](https://mn.gov/deed/business/exporting/events)

# SCITECH INTERNSHIP PROGRAM

## SciTech Internship Program

SciTech is a paid internship program that connects college students in science, technology, engineering and math (STEM) disciplines with rewarding hands-on opportunities at small to mid-sized Minnesota companies that need their skills. The focus is on strengthening Minnesota's STEM industries and developing an experienced and well-trained workforce. Businesses receive a dollar-for-dollar cash match up to 50 percent of the intern's wages (\$2,500 maximum), providing a low-cost option for small and medium-sized companies that otherwise would not have access to qualified interns.

### Eligibility

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Eligible students must be a Minnesota resident or attend college in Minnesota. They must be 18 years of age or older and be in good academic standing, enrolled in a STEM degree at an accredited U.S. college. Registration as community college student with 24 completed credits, as a junior or senior at a four-year institution, or as a master's degree student is required.

Eligible companies must be for-profit businesses with fewer than 250 employees, registered to do business in Minnesota, and operating in qualifying industries. They must offer an internship that provides hands-on industry experience, focusing on STEM.

Other eligibility requirements and opportunities apply and are available on the SciTech website.

### For more information

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[scitechmn.org](http://scitechmn.org)

## Workforce Strategy Consultants

Workforce Strategy Consultants offer demand-driven workforce solutions tailored to meet specific business needs through a customized consultation process including strategies around hiring, training, and retaining a skilled diverse workforce.

Workforce Strategy Consultants work one-on-one with employers to develop workforce strategies such as fostering an inclusive workplace, community and school collaboration for building talent pipelines, establishing career pathways, labor market analysis, participation in business-led sector partnerships, and accessing grant funding opportunities and tax credits. They also provide referrals to local, regional, and national resources, and support employers with business retention and layoff aversion services in connection with the Rapid Response team.

### Eligibility

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Workforce strategy consultants are available statewide at no fee to employers.

### For more information

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[mn.gov/deed/joinusmn/about/workforce](https://mn.gov/deed/joinusmn/about/workforce)

# CAREERFORCE LOCATIONS

## CareerForce Locations

At CareerForce locations throughout Minnesota, employers can get assistance with a broad range of workforce services. CareerForce is led by a partnership of DEED, the Governor's Workforce Development Board and Minnesota Association of Workforce Boards, in partnership with other workforce organizations in the state. Services include hiring events, talent attraction and recruitment, space for candidate screenings, workforce strategy consultation, labor market information, employer seminars, disability employment services, help hiring veterans, workplace inclusion assistance and more.

CareerForce also provides connections to resources to help with customized workforce training, foreign labor, grant opportunities, layoff aversion, unemployment insurance, work opportunity tax credits, federal bonding, and other assistance.

### [CareerForceMN.com](https://www.careerforcemn.com)

CareerForceMN.com is a website offering personalized tools to Minnesota employers. With a no-fee account, businesses can create a profile page to attract potential job candidates and can access customized regional data on employment, wages, occupational demand and more. Job postings approved for the national labor exchange display on **CareerForceMN.com** and listings are updated daily.

### [MinnesotaWorks.net](https://www.minnesotaworks.net)

Minnesota employers can sign up for a no-fee account on MinnesotaWorks.net to post their job openings on the site. Jobs posted on MinnesotaWorks.net display on the national labor exchange and also show up on CareerForceMN.com. Plans are being developed to integrate the job bank feature of **MinnesotaWorks.net** into **CareerForceMN.com**.

## For more information

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[CareerForceMN.com](https://www.careerforcemn.com)







## STATE AGENCIES & OTHER RESOURCES

The **Minnesota Department of Agriculture** provides funding and information for a variety of food production businesses, including farming, farm machinery, seed supply, food processing, sales and marketing.

[mda.state.mn.us](https://mda.state.mn.us)

MDA's **Rural Finance Authority** offers low-interest loan programs to farmers for a variety of business activities.

[mda.state.mn.us/financebudget/agfinance](https://mda.state.mn.us/financebudget/agfinance)

**Sustainable Aviation Fuel Tax Credit:** The new refundable tax credit provides \$1.50 per gallon of sustainable aviation fuel produced or blended in Minnesota and certified for use in planes departing Minnesota airports. Additionally, Minnesota has enacted a construction materials sales tax exemption through 2034 to further incentivize the location of these facilities in Minnesota.

[revenue.state.mn.us/sustainable-aviation-fuel-credit](https://revenue.state.mn.us/sustainable-aviation-fuel-credit)

The **Minnesota Department of Commerce** provides information on funding options for consumers and business, including low-income programs, grants, loans and rebates.

[mn.gov/commerce/industries/energy/financial-assistance](https://mn.gov/commerce/industries/energy/financial-assistance)

The **Minnesota State Competitiveness Fund** assists eligible Minnesota entities to seek federal grant awards for energy projects under the federal Inflation Reduction Act (IRA) and the Infrastructure Investment and Jobs Act (IIJA). It provides critical state resources to help draw down federal funds, provide technical assistance on projects, and expand grant-writing capacity for eligible entities.

[shorturl.at/ruHY9](https://shorturl.at/ruHY9)

## STATE AGENCIES & OTHER RESOURCES

The **Minnesota Pollution Control Agency** has various opportunities available for receiving grants and other financial assistance for environmental projects in Minnesota.

[pca.state.mn.us/about-mpca/contract-grant-and-loan-opportunities](https://pca.state.mn.us/about-mpca/contract-grant-and-loan-opportunities)

The **Minnesota Public Facilities Authority** provides municipal financing programs and expertise to help communities build public infrastructure that preserves the environment, protects public health and promotes economic growth.

[mn.gov/deed/pfa](https://mn.gov/deed/pfa)

The **Business Administration (SBA) Minnesota** provides help with SBA services including funding programs, counseling, federal contracting certifications, and disaster recovery. We can also connect you to our partner organizations, lenders, and other community groups that help small businesses succeed.

[sba.gov/district/minnesota](https://sba.gov/district/minnesota)

The **Minnesota Department of Revenue** manages the state's revenue system and administers state tax laws. The Minnesota Sales and Use Tax Business Guide provides information businesses need to know, including Sales Tax Fact Sheets and Industry Guides.

[revenue.state.mn.us](https://revenue.state.mn.us)

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**MINNESOTA DEPARTMENT OF  
EMPLOYMENT AND ECONOMIC  
DEVELOPMENT**

Matt Varilek, Commissioner

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**DEED ECONOMIC  
DEVELOPMENT DIVISION**

Kevin McKinnon, Deputy Commissioner

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**Business Development:** Catalina Valencia

**Business Finance:** Jeff Nelson

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