



Large Business Attraction and Expansion

Thursday, February 23rd, 2017

1:00 p.m. – 3:00 p.m.

Detroit Reman – 3895 South Hughes Road, Hibbing, MN 55746

AGENDA

1. Introductions and General Discussion

- A. February 23rd, 2017 Meeting Recap
- B. New Business/Agenda Items

2. Discussion on 2017 goals and objectives

- Work on conducting and completing a skills assessment for this area.
- Focus on bringing the business community and private sectors to these meeting.
- Set up, possibly 12, BR and E Visits.

3. Discussion of BRNE visits

- A. Drew Digby has compiled a list of businesses that IRRRB has had communication with.

4. Develop a list of businesses that we would like to invite to these meetings.

5. Set Next Meeting

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Detroit Reman

February 23rd, 2017

1:00 p.m. – 3:00 p.m.

In Attendance: Curt Antilla, Steve Giorgi, Brad Brzezinski, Scott Sundvall, Lorrie Janatopolous, Arik Forsman, Brian Hanson, Sara Ferkul and Drew Digby

Discussion on what companies are doing already to help businesses. APEX and IRRRB are already doing a lot to assist businesses. Pushing workforce and having a site selector come to this area should be a top priority.

Meeting with businesses to help them grow or expand their existing business instead of looking at recruiting new businesses. How can our group expand these businesses markets?

Reconvening a Recharge the Range event and inviting businesses to this meeting. Let the businesses know what direction this group is going. Then get feedback from those businesses to see if we are heading in the right direction.

Discussion on BR & E visits:

Compiling a list of businesses that we can visit. Our goal will be 3-4 visits before our next meeting.

Drew provided a list of businesses that IRRRB has talked with within the last 2 years. Brian will be checking to see what businesses on that list APEX has met with. Brian has agreed to have a representative from APEX attend the meetings with businesses. Following the GROW Minnesota structure. Grow Minnesota already has questions aimed at businesses so you ask the correct questions. We can look through the questions and decide what we want to ask and possibly add some of our own. APEX can then enter the information into the GROW system. It was also emphasized that follow up with the business is extremely important.

Focusing on workforce needs. Organizing visits with back office companies: Delta, Anthem, Blue Cross Blue Shield and healthcare providers.

MN Dot is finalizing their manufacturing and transportation data that they compiled last year (2016). They completed over 100 business visits. And the data will be released in spring 2017.

How can businesses become aware of grant or training opportunities? Also how do businesses know which opportunities they should use? Better publicity to make businesses aware. Is there an organization that can have a staff member that focuses on opportunities and training for businesses, and making them aware of when they are available and when they are closing? Being more of a helpline for businesses and organizations.

Next Meeting: May 2017 – Specific date not chosen.