



# MINNESOTA RESOURCES FOR STARTUPS AND SMALL BUSINESSES

## BUSINESS RESOURCES

Program Name	Description	Contact
<a href="#"><u>Small Business Assistance</u></a>	First point of contact for individuals and firms with questions about the start-up, operation, or expansion of a business in Minnesota. They produce numerous publications and informational videos.	Phone: 651-556-8425 or 800-310-8323 Email: <a href="mailto:deed.mnsbao@state.mn.us">deed.mnsbao@state.mn.us</a>
<a href="#"><u>Small Business Development Centers (SBDC)</u></a>	Provides no cost, one-on-one business consulting, group training, and assistance in securing capital. They serve all types and stages of businesses. Over 30 service centers located across the state.	Phone: 651-259-7423 or 1-877-653-8333 Email: <a href="mailto:deed.mnsbdc@state.mn.us">deed.mnsbdc@state.mn.us</a>
<a href="#"><u>Community Partnerships Program</u></a>	DEED has partnered with organizations to provide high quality free or low cost professional business development and technical assistance services. Many of these organizations also provide additional services such as loan capital.	Email: <a href="mailto:mnsbp.deed@state.mn.us">mnsbp.deed@state.mn.us</a>
<a href="#"><u>Launch Minnesota</u></a>	A collaborative effort to accelerate the growth of startups and amplify Minnesota as a national leader in innovation. The <a href="#"><u>statewide network</u></a> , organized in a hub-and-spoke model with 80+ partners, works together to create strong regional networks to help entrepreneurs start and scale. Other resources: <a href="#"><u>Statewide Calendar</u></a> of training, webinars and events, <a href="#"><u>Friday Forum</u></a> to connect with startup community.	Email: <a href="mailto:launchminnesota@state.mn.us">launchminnesota@state.mn.us</a>
<a href="#"><u>Entrepreneur and Small Business Support Organizations Directory</u></a>	Explore resources and services that Minnesota offers to entrepreneur and small businesses and use the filters to find support organizations to match your needs.	<a href="https://public.tableau.com/app/profile/magda.olson/viz/EntrepreneurandSmallBusinessSupportOrganizationsDirectory?publish=yesEntrepreneurandSmallBusinessSupportOrganizationsDirectory/Directory?publish=yes">https://public.tableau.com/app/profile/magda.olson/viz/EntrepreneurandSmallBusinessSupportOrganizationsDirectory?publish=yesEntrepreneurandSmallBusinessSupportOrganizationsDirectory/Directory?publish=yes</a>

## FUNDING OPPORTUNITIES

Program Name	Description	Funding	Typical Customer	Contact
<a href="#"><u>Launch MN Innovation Grants</u></a>	Provides grants to innovative and scalable technology startup businesses in Minnesota.	Business Operations Grants up to \$35,000 and Matching SBIR/STTR Phase 1 and 2 Grants up to \$50,000.	Startup companies focused on high technology, new proprietary technology, or a new proprietary product, process, or service in specified fields.	Email: <a href="mailto:LaunchMinnesota@state.mn.us">LaunchMinnesota@state.mn.us</a> Website: <a href="http://mn.gov/deed/business/financing-business/deed-programs/launch-innovation/">mn.gov/deed/business/financing-business/deed-programs/launch-innovation/</a>
<a href="#"><u>Emerging Entrepreneur Loan</u></a>	Provides loans to businesses that are owned and operated by minorities, low-income persons, women, veterans and/or persons with disabilities.	DEED provides funding to certified non-profit lenders who make loans ranging from \$5,000 to \$150,000. Most loans require a 1:1 match from private sources.	Small businesses majority owned and operated by one or more women, veterans, or BIPOC, low-income or disabled individuals.	Email: <a href="mailto:Jason.Burak@state.mn.us">Jason.Burak@state.mn.us</a> Certified lender directory and lender referral contact form: <a href="http://mn.gov/deed/business/financing-business/deed-programs/elp">mn.gov/deed/business/financing-business/deed-programs/elp</a>
<a href="#"><u>Angel Tax Credit</u></a>	Provides a 25-percent tax credit to investors or investment funds that make equity investments in startup companies focused on high technology, new proprietary technology, or a new proprietary product, process or service in specified fields.	Businesses are eligible for up to \$4M in investment via the program. Investors may receive up to \$125,000 (filing single) or \$250,000 (filing jointly) in tax credits per year for their investments.	Businesses, Investors and funds. Startup companies focused on high technology, new proprietary technology, or a new proprietary product, process, or service in specified fields.	Email: <a href="mailto:angel.credit@state.mn.us">angel.credit@state.mn.us</a> Website: <a href="http://mn.gov/deed/angelcredit">mn.gov/deed/angelcredit</a>
<a href="#"><u>Native American Business Loan Program</u></a>	Supports the development of Indian-owned and operated businesses in Minnesota and promotes economic opportunities for Indian people throughout Minnesota.	Covers 75% of project cost up to funds in Minnesota based tribe account. Average loan over the past five years \$57,000.	Member of a federally recognized Minnesota based band or tribe	Email: <a href="mailto:Lori.Hanson@state.mn.us">Lori.Hanson@state.mn.us</a> Website: <a href="https://mn.gov/deed/business/financing-business/deed-programs/nativeamerican/">https://mn.gov/deed/business/financing-business/deed-programs/nativeamerican/</a>
<a href="#"><u>Border Cities Enterprise Zone</u></a>	Border Cities Enterprise Zone provides business tax credits (property tax credits, sales tax credit on construction equipment and materials, new or existing employee credits) to qualifying businesses that are the source of investment, job creation or retention in certain border cities. Financial assistance amount is determined by the respective city pursuant to published program guidelines.	Financial assistance amount is determined by the respective city pursuant to published program guidelines.	Businesses located in the border cities of Breckenridge, Dilworth, East Grand Forks, Moorhead, Ortonville, and the Development Zone of Taylors Falls.	Email: <a href="mailto:Stephen.Wolff@state.mn.us">Stephen.Wolff@state.mn.us</a> Website: <a href="http://mn.gov/deed/business/financing-business/tax-credits/border-cities">mn.gov/deed/business/financing-business/tax-credits/border-cities</a>

## FUNDING OPPORTUNITIES *(continued)*

Program Name	Description	Funding	Typical Customer	Contact
<a href="#">STEP Grant</a>	Provides financial and technical assistance to qualifying Minnesota small businesses with an active interest in exporting products or services to foreign markets.	Up to \$7,500 for approved export-development activities	Companies looking to export their products and services to foreign markets	Email: <a href="mailto:Jackie.Geiger@state.mn.us">Jackie.Geiger@state.mn.us</a>
<a href="#">Automation Loan Participation Program</a>	Companion loans intended to fill gap financing needs for businesses purchasing machinery, equipment, or software to increase productivity and automation.	Loans of up to \$500,000, 5 to 7 year term, 1% interest rate, private financing match required	Minnesota-based manufacturing, distribution, technology and warehousing businesses with fewer than 500 employees	Email: <a href="mailto:SSBCI.DEED@state.mn.us">SSBCI.DEED@state.mn.us</a> Website: <a href="http://mn.gov/deed/business/financing-business/deed-programs/ssbci">mn.gov/deed/business/financing-business/deed-programs/ssbci</a>
<a href="#">Direct Investment Venture Capital</a>	Direct investments in Minnesota-based startups.	Equity investments in seed and early-stage Minnesota-based startups	Minnesota-based seed-stage and early-stage startups	Email: <a href="mailto:mnsbcbvc@umn.edu">mnsbcbvc@umn.edu</a>
<a href="#">Growth Loan Fund</a>	Growth Loan Fund provides direct loans to early-stage businesses that qualify for the Angel Tax Credit or are working with accredited investors or a VC firm. Loans range from \$100,000 to \$400,000 based on 20% of the total investment in a defined funding round, not to exceed 12 months.	Loans will range from \$100,000 to \$400,000 based on 20% of the total investment in a defined funding round, not to exceed 12 months	Minnesota-based early-stage businesses that have raised less than \$250,000 or slightly later-stage businesses that are not yet ready for a Series A round	Email: <a href="mailto:SSBCI.DEED@state.mn.us">SSBCI.DEED@state.mn.us</a> Website: <a href="http://mn.gov/deed/business/financing-business/deed-programs/ssbci">mn.gov/deed/business/financing-business/deed-programs/ssbci</a>
<a href="#">Minnesota Loan Guarantee Program</a>	DEED will provide 80% loan guarantees for qualified loans made by enrolled lenders; lenders are responsible for setting loan terms.	Guarantees up to \$800,000 with a .25% guarantee fee on loans enrolled by banks, credit unions, CDFIs and other nonprofit lenders; businesses apply directly with enrolled lenders	New or existing Minnesota-based small businesses that are eligible under SSBCI guidelines and using funds for eligible business purposes, including working capital and start-up costs	Email: <a href="mailto:SSBCI.DEED@state.mn.us">SSBCI.DEED@state.mn.us</a> Website: <a href="http://mn.gov/deed/business/financing-business/deed-programs/ssbci">mn.gov/deed/business/financing-business/deed-programs/ssbci</a>
<a href="#">Small Business Loan Participation Program</a>	DEED will purchase 25% to 30% participations in loans made by approved CDFI and nonprofit lenders; lenders are responsible for setting loan terms.	Participations will range from \$10,000 to \$250,000; businesses apply directly with approved lenders	New or existing Minnesota-based small businesses that are eligible under SSBCI guidelines and using funds for eligible business purposes, including working capital and start-up costs	Email: <a href="mailto:SSBCI.DEED@state.mn.us">SSBCI.DEED@state.mn.us</a> Website: <a href="http://mn.gov/deed/business/financing-business/deed-programs/ssbci">mn.gov/deed/business/financing-business/deed-programs/ssbci</a>
<a href="#">Promise Grant</a>	Grants to businesses that have been adversely affected by structural racial discrimination, civil unrest, lack of access to capital, loss of population or an aging population, or lack of regional economic diversification	\$86.5 million <i>Grants will range from \$10,000 to \$50,000</i>		<i>Program expected to release applications in <b>January 2024</b>. Businesses will apply through NDC and the Minnesota Initiative Foundations.</i>
<a href="#">Promise Loan</a>	Loans to businesses, nonprofits, and developers that have been adversely affected by structural racial discrimination, civil unrest, lack of access to capital, loss of population or an aging population, or lack of regional economic diversification	\$30 million		<i>Program expected to release applications in <b>January 2024</b>. Eligible recipients will apply through partner organizations (the Minnesota Initiative Foundations and MEDA).</i>
<a href="#">Expanding Opportunity Fund</a>	Long-term loans to nonprofit lenders, who will in turn make loans to small businesses. Applicants must be certified lenders that are enrolled in one or more federally-funded state programs.	\$23 million		<i>Program expected to release applications in <b>October 2023</b>.</i>

## TRAINING PROGRAMS

Program Name	Description	For more information
<a href="#">SciTech</a>	Connects college students in science, technology, engineering and math (STEM) disciplines with paid internships in small to mid-sized Minnesota businesses. Companies receive assistance finding qualified candidates and a \$1:\$1 matching stipend to cover 50% of the intern's wages (capped at \$2,500) when they hire a student through SciTech.	Website: <a href="http://scitechmn.org">scitechmn.org</a>
<a href="#">Job Training Incentive Program</a>	Grants to new or expanding businesses located in Greater Minnesota for the purposes of training workers as quickly and efficiently as possible.	Website: <a href="http://mn.gov/deed/business/financing-business/training-grant/partnership">mn.gov/deed/business/financing-business/training-grant/partnership</a>
<a href="#">Automation Training Incentive Program</a>	Provides grants of up to \$35,000 to existing businesses for the express purpose of training incumbent workers as quickly and effectively as possible on new automation technology. The program is available to existing businesses located in Greater Minnesota that are investing in new automation technology at the project location.	Website: <a href="http://mn.gov/deed/business/financing-business/training-grant/atipp">mn.gov/deed/business/financing-business/training-grant/atipp</a>
<a href="#">MN Job Skills Partnership Program</a>	Providing training for both new and existing employees of participating businesses throughout the state.	Website: <a href="http://mn.gov/deed/business/financing-business/training-grant/partnership/index.jsp">mn.gov/deed/business/financing-business/training-grant/partnership/index.jsp</a>