



CREATIVE SOLUTIONS FOR BUSINESS AND COMMUNITY DEVELOPMENT

202 West Superior Street
Suite 700
Duluth, MN 55802
(218) 481-7737
www.northspan.org

WHO WE ARE

A 501c(4), private non-profit, fee-based consulting group created in 1985 with a 12-member Board of Directors.



Elissa Hansen
President & CEO



Bob Palmquist
Vice President of Finance &
Business Development



Karl Schuettler
Director of Marketing,
Research, & Analysis



Justin Riemer
Business Developer/
Analyst

MISSION

To improve the economic well being of our clients and their service areas.

APPROACH

- Innovative
- Entrepreneurial
- Systematic

SERVICE AREA

- While our primary service area is Northeast Minnesota and Northwest Wisconsin, we work with clients and partners across the Upper Midwest.
- We are not geographically bound; we build connections that bridge across boundaries and assist communities.

CORE SERVICES

- Business Development
- Fund Administration and Technical Assistance
- Business Valuation and Succession Planning
- Community Development
- Organizational Development

PROGRAMS

- Northland Connection
- NORTHFORCE
- UMFO

BUSINESS DEVELOPMENT

- Actively monitor federal, state, regional, and local funding programs
- Partner to structure and facilitate financing for projects
- Expertise in packaging applications
- Provide expertise and package SBA 7a and SBA loan guaranty sales for banks

FUND ADMINISTRATION AND TECHNICAL ASSISTANCE

- Provide staff support, underwriting, and risk analysis to development organizations and banks
- Administer and staff loan funds
- Conduct third party project financial feasibility analysis for banks and public entities

BUSINESS VALUATION AND SUCCESSION PLANNING

- Assist companies of all sizes through growth and transition
- Received USDA Rural Development grant to expand services

COMMUNITY DEVELOPMENT

- Coordination and facilitation of regional community and development groups
- Project feasibility studies
- Economic impact analyses
- Work with communities to devise strategies for diversification and sustainable growth
- Critically examine, research, and analyze opportunities and challenges, i.e. housing, child care, workforce shortage
- Provide policy recommendations and process for change

NORTHLAND CONNECTION

THE REGION'S ECONOMIC DEVELOPMENT PORTAL

- Manage the Northland's commercial and industrial real estate database
- Compile data sets and accompanying narratives to market the region
- Create customized site selection packages as requested by development partners

More than a website...

www.northlandconnection.com

ORGANIZATIONAL DEVELOPMENT

- Strategic planning and group facilitation that moves conversations toward action while creating a welcoming space for diverse participants and viewpoints
- Organizational change and development assistance
- Crisis response and readiness
- Capacity building and training

NORTHFORCE

YOUR TALENT COMMUNITY

- **Attracting Talent** – We educate prospective talent about the real reasons to come or stay.
- **Managing Talent** – We foster and maintain a line of communication between communities, employers, and prospective talent that is dynamic and constructive.
- **Placing Talent** – We help talent find employers, and employers find talent.
- **Enriching Talent** – We provide opportunities for talent to grow, advance and change the face of the region.
- **Retaining Talent** – We create an environment in which talent thrives and whose contributions are reciprocated in every way possible.

www.northforce.org

UPPER MINNESOTA FILM OFFICE (UMFO)

- Cultivating video production opportunities in the area since 1996. It serves as the point of contact for film production across northeastern Minnesota and supports projects throughout their development
- Provide location scouting for feature films, television commercials, national print campaigns and documentaries
- Crew referrals
- Lodging assistance
- Press and public relations
- Introductions to key officials

ARROWHEAD REGIONAL DEVELOPMENT COMMISSION REVOLVING LOAN FUND

- The Northspan Group provides professional loan fund administrative services to the Arrowhead Regional Development Commission's (ARDC) Revolving Loan Fund.
- ARDC's RLF has been in existence since 1986 and has provided over 140 loans totaling more than \$11 million in loans in the seven county Arrowhead Region.
- Total RLF loan projects have leveraged an additional \$128 million in funding and investment, or a 11.89 leverage ratio.
- Loan program recipients, since inception of the fund, have created or retained 3616 jobs.

ARROWHEAD REGIONAL DEVELOPMENT COMMISSION REVOLVING LOAN FUND

Revolving Loan Fund Guidelines

Eligible Businesses

- Aviation/Aerospace
- Manufacturing
- Renewable Resources
- Technology
- Energy
- Other

ARROWHEAD REGIONAL DEVELOPMENT COMMISSION REVOLVING LOAN FUND

Revolving Loan Fund Guidelines

Leveraging Requirements

- **Jobs**
- Applicants must demonstrate that they will create or retain a minimum of one job per \$10,000 in ARDC/RLF assistance

Private Sector Investment

- Applicants must demonstrate that they will leverage a minimum ratio of two private sector dollars to one ARDC/RLF dollar (2 to 1).

Allowable Use of Proceeds

- Minimum loan size - \$10,000
- Maximum loan size - \$250,000
- Fixed assets, including land and building purchases, building construction, leasehold improvements, and renovations (twenty year term max); and/or

ARROWHEAD REGIONAL DEVELOPMENT COMMISSION REVOLVING LOAN FUND

Revolving Loan Fund Guidelines

Allowable Use of Proceeds

- Acquisition, renovation of machinery and equipment (ten year term max); and/or
- Working capital (term loans only, five year max)

Interest Rate

- Interest rates range from 6% to 7% depending on the risk factors of the project.

Fees and Charges

- **Origination Fee**
- A 1½ percent loan origination fee will be charged to all borrowers participating in the ARDC/RLF.

Loan Servicing Fee

- 1% per year, based on outstanding principle balance.

ARROWHEAD REGIONAL DEVELOPMENT COMMISSION REVOLVING LOAN FUND

Flexible Lending Source

ARDC's Revolving Loan Fund is a flexible lending resource having the ability to offer the following:

- More leverage for a project.
- Flexible collateral requirements.
- If needed, flexibility in situations of constrained cash flow.



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