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collaboration  
makes for  
a great  
community.

**We salute RAEDI.**

# MEETING AGENDA

11:30 a.m. | **Meet & Greet**

11:45 a.m. | **Lunch is Served**

12:05 p.m. | **Welcome & Remarks**  
**John Wade, 2020 RAEDI Chair**

12:15 p.m. | **Remarks**  
**Ryan Nolander, RAEDI President**

12:20 p.m. | **Keynote Speaker**  
**Mr. David Ollila, President of Skypoint Ventures and  
Co-Founder of 100K Ideas**

1:00 p.m. | **Adjourn**

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## Mr. David Ollila

David Ollila had his first idea for a product as a seven-year-old worried about his mother cutting fruit. Though the idea never quite stuck, David hasn't stopped tinkering to find solutions to problems he encounters. A serial entrepreneur, innovator and inventor, he now holds 16 patents on everything from sporting goods to wearable technology. While constantly thinking about new ideas, David provides his expertise and experience to help cultivate entrepreneurship and opportunity in Flint at Skypoint Ventures, 100K Ideas, and the Ferris Wheel Innovation Center.

Since joining Skypoint as its President and Chief Innovation Officer, David has helped develop an ecosystem to foster entrepreneurship in the community. He learned early on that tools, resources, and support are not always available to people on the ground floor. Unsatisfied with this reality, David set out to change it. He led the charge to develop the Ferris Wheel building into an innovation hub that many local businesses now call home. He also co-founded 100K Ideas to help passionate innovators create products, services, and startups of their own.

In addition, his work is literally on display throughout the Ferris Wheel building. When he and Phil Hagerman set out to renovate the building to fit their vision, they quickly found there was no viable solution. So, David built one. He designed a flexible, inexpensive, and quick-to-install prototype that was used to build out the seven-story building. Now that product is yet another Flint-based business: Divide by Design.

Before joining Skypoint, David was the founding director of Invent@NMU, a nationally recognized innovation and commercialization center located at Northern Michigan University, which helps aspiring inventors get their ideas to market and spurs economic development in the Upper Peninsula. He also started several ventures, including Marquette Backcountry Ski, the first helmet camera, and U.P. Mountain Biking Magazine. David's pivotal work improving and growing local economies has captured the attention of leaders at all levels and earned him multiple invites to the White House.

## Message from Ryan Nolander

### RAEDI President

Greetings! During 2019, RAEDI saw continued success through our program of work.

We have invested approximately \$2.3 million of the City of Rochester's Economic Development Funds in 17 local companies. These businesses have leveraged this investment by raising an additional \$145 million in follow-on funding and have created over 135 new jobs. In addition, the Southeast Minnesota Capital Fund, a private investment angel fund with 56 investors, continues to make investments. The Fund, created by RAEDI, has invested \$1.2 million in 12 companies in southeast Minnesota with more opportunities in the pipeline.

The Mayo Clinic Business Accelerator has served over 61 companies since its inception in 2013. There are currently 15 tenants, and 7 have graduated from the Accelerator to relocate elsewhere in the community where they continue to grow our local economy.

The 504 Corporation team assisted 15 area businesses in securing financing of \$8.4 million resulting in a total investment of \$21.3 million. Currently, they have another 15 loans in process representing an additional \$31.8 million of total investment and are servicing 135 loans with an outstanding balance of around \$54 million.

We continue to work regionally, and 2020 will be another busy year as we continue to focus on industries such as agriculture, manufacturing, technology, and tourism. A few regional highlights from the last year include the creation of the Women's Entrepreneur Forum, Global Entrepreneurship Week, the Intercultural Cities Initiative, SE MN Manufacturers Week Student Tours, the Diversification Loan Fund legislation, and our annual regional entrepreneurial celebration, R.A.V.E. We also have started working closer on programming with our regional partners like the Southern Minnesota Initiative Foundation (SMIF), Community Economic Development Associates (CEDA), Southeast Service Cooperative, Southeast Minnesota League of Municipalities (SEMLM), and the Kabara Institute for Entrepreneurial Studies.

The long-term result of RAEDI's efforts will be growth and opportunity for Rochester area communities, businesses, and citizens. We thank our current investors for their support and look forward to continuing this great work.



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### **Ryan Nolander**

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### **Laura Hart**

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504 Corporation

### **Mary Oudekerk**

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Development Officer  
504 Corporation

# 2019 HIGHLIGHTS

## WE (Women Entrepreneurs) Forum Begins in 2019

RAEDI partnered with Saint Mary's University Kabara Institute for Entrepreneurial Studies to sponsor a series of monthly entrepreneurial forums & workshops specific for women starting a business. This successful program continues in 2020.



## R.A.V.E. (Recognizing Awarding Valuing Entrepreneurs)

R.A.V.E. was held at Rochester Technology Campus in Rochester on October 22, 2019.

### Entrepreneur honorees:

Four Daughters Vineyard & Winery, Spring Valley | Geneticure, Inc., Rochester | Clean Plus, Inc., West Concord | Lifetime Achievement Award, Leigh J. Johnson, Custom Alarm/Custom Communications, Inc., Rochester | Warrior Award, Neela Mollgaard, Executive Director, Launch Minnesota



## RAEDI Hosts EDAM on the Road

RAEDI was host to members of EDAM (Economic Development Association of Minnesota) at the **Castle Community** in Rochester in July. Attendees from across Minnesota involved with economic development learned about the re-purposing and reuse of the facility that was built in 1915. The building served as an armory and later as a Senior Center until it was converted into a multi-use space to become an arts and culture community center.



## RAEDI Helps Coordinate Student Tours During Manufacturing Week

- 500 high school and college students attended tours
- 30 manufacturers participated
- 15 high schools transported students
- 13 communities were visited
- 9 partner organizations coordinated tours





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*Pictured: Hilton Rochester Mayo Clinic Area*



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# Mayo Clinic Business Accelerator

RAEDI manages and leases space to business startups in the Mayo Clinic Business Accelerator. The accelerator has been in operation since March 2013.

## TENANTS

**15** | **61**  
in 2019 | since 2013

## AVERAGE LENGTH OF STAY

**27**  
months

**7** graduates  
since 2013



## Economic Development Fund (EDF)

The EDF provides loans for projects that result in growth and diversification of the local economy. These projects help create & retain jobs, spur additional business investments, and generate tax revenue.

**20**  
**19**

2 new investments

\$150K disbursed

\$152K repaid

Since 2013, participated in **25**  
investment rounds (total of 17 companies)

**96** jobs created    **\$2.3M** disbursed    **\$145M** in follow-on investments

# SE MN Capital Fund

Regional angel investment fund created in 2017 by RAEDI that provides financial support to the growing number of startups in the region.

**\$2M**  
fund

**56**  
investors

**180+**

investments considered

**12**

investments closed

**\$1.2M invested to-date**



**95**

new jobs projected within two years

## SBA 504 Fixed-Asset Loan Program

**\$21.3M** total project investment

**15**

loans funded in 2019 totaling \$8.4M

135 loans in portfolio currently at \$54.0M

RAEDI manages the fixed-asset loan program through the 504 Corporation. The program finances long-term fixed assets with below-market fixed rate loans for 10, 20 or 25-year terms.

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