

ENTREPRENEURIAL

# spirit

Helping your business succeed

N O R T H E A S T  
**entrepreneur**  
F U N D

**800-422-0374**

[www.entrepreneurfund.org](http://www.entrepreneurfund.org)

Offices in Virginia, Duluth,  
Grand Rapids, and Superior.

## Greenstone Group Launched

Regional business leaders and members of the local media gathered on January 9 at Duluth's historic Grain Exchange in the Board of Trade Building to celebrate the launch of the Greenstone Group.

The Greenstone Group, an initiative of the Northeast Entrepreneur Fund, aims to increase the number of skilled entrepreneurs and thus build community and business wealth and employment through the growth of locally owned businesses.

By investing in the professional development of high-performing, high-potential entrepreneurs in northeast Minnesota and northwest Wisconsin, the Greenstone Group seeks to foster a culture of entrepreneurship and strengthen entrepreneurs through group-based learning, peer support, and access to a variety of business services.

Addressing the group at the launch event were Duluth Mayor Don Ness, Northeast Entrepreneur Fund President Mary Mathews and Board Chair Bill Hansen, John S. and James L. Knight Foundation Program Director Polly Talen, and Greenstone Group Director Jerry Peterson.



Duluth Mayor Don Ness



Jerry Peterson (standing);  
Mary Mathews (seated)

The Greenstone Group is an initiative of the Northeast Entrepreneur Fund and has partnered with more than 30 organizations and institutions, both public and private, that provide various services to small businesses in the region. Primary funding for the initial stages of program development came through the John S. and James L. Knight Foundation. For more information or to nominate yourself or someone else to participate in the Greenstone Group, please contact Jerry Peterson at 218-726-4870 or [jerry@greenstonegroup.org](mailto:jerry@greenstonegroup.org). Further information can be found at [www.greenstonegroup.org](http://www.greenstonegroup.org).



# total results since 1989...

Program Participants:

**9027**

Businesses Started,  
Stabilized, or  
Expanded:

**977**

Jobs Created  
or Retained:

**2500**

Dollars Loaned:

**\$7,008,168**

# offices...

8355 Unity Drive, Suite 100  
Virginia MN 55792

Ordean Building, Suite 400  
424 West Superior Street  
Duluth, MN 55802

12 NW 3rd Street  
Grand Rapids, MN 55744

1401 Tower Ave, Suite 302  
Superior, WI 54880

# thank you to our funders!

Blandin Foundation

City of Duluth Community  
Development Block Grant

City of Superior Community  
Development Block Grant

Iron Range Resources

John S. and James L.  
Knight Foundation

Minnesota Department of  
Employment & Economic  
Development

Minnesota Power

St. Paul Foundation

U.S. Small Business Administration

St. Louis County Community  
Development Block Grant

# board of directors

**Bill Hansen, Chair**  
Sawbill Outfitters—Tofte, MN

**Mark Peterson, Vice Chair**  
US Bank—Duluth, MN

**Sue Collins, Secretary/Treasurer**  
NE MN Higher Education District—Chisholm, MN

**Dawn Cole**  
Cole Appraisal & Consulting—Eveleth, MN

**Bill Henning**  
Retired—Ely, MN

**Rebecca Spengler**  
A Laundry Room—Ely, MN

**John Stene**  
American Bank—Grand Rapids, MN

**Kaye Tenerelli**  
Superior Business Improvement Dist.—Superior, WI

**Joe Till**  
Till, Salzer, & Blank LTD—Superior, WI

## Thank You to Those Who Participated in Destination Station, March 8

Thank you to all of you who participated in Destination Station at the Northland's NewsCenter Women's Expo at the DECC on Saturday, March 8! Thousands of guests streamed into our space and over 200 took advantage of our free presentations.

Thank you especially to our vendors, speakers, and those who donated prizes.



*Tom and Colleen Ferrian served up samples of "Peace, Love, and Chocolate" to many chocolate-lovers at Destination Station!*



*Lisa Simonson and Sari Svoboda displayed information about their business, Lady Slipper Retreat House.*

### Prize Donations:

- Great Lake Soap Gift Basket
- 16 x 20 Lisa Vogelsang Fine Art Giclee Print
- Tadasana Massage Gift Certificate
- Alotti Biscotti
- Peace, Love, & Chocolate Artisan Chocolate Confections
- Happy Tushies Gift Certificates
- ArmCozies
- Lady Slipper Retreat House Gift Certificate

### Vendors:

- Tom and Colleen Ferrian, Peace, Love, and Chocolate
- Patty Sampson, ArmCozies
- Tina Marcella, Furget Me Not Pet Sitting
- Lisa Simonson & Sari Svoboda, Lady Slipper Retreat House
- Lisa Vogelsang, Lisa Vogelsang Photography
- Hope Wilson, Happy Tushies

### Panelists and Presenters:

- Karen Frye, Eagle Accounting Services - Presenter & Panelist
- Laura Amendola, Tadasana Massage and Cold Fusion Nutrition Club - Panelist
- Jan Cohen, Alotti Biscotti - Panelist
- Jennifer Hawkins, Minnesota Power - Presenter
- Jen Bertsch, Moxy Coaching - Presenter
- Sue Martin, Northeast Entrepreneur Fund - Presenter

## "Start a Business... Here's How!" - New Workshop Offered -

Have an idea for a new business but don't know where to start? The Northeast Entrepreneur Fund's new "Start a Business... Here's How!" workshop will show you how to transform your business idea into reality. Discover how to start your own business by learning about legal considerations, business operations, marketing, financing and practical information that will help you launch a successful business.

**WHEN AND WHERE?** The 2-hour "Start a Business... Here's How!" workshop is held monthly in Duluth, Grand Rapids, and Virginia and also at other locations as scheduled. Check our training calendar at [www.entrepreneurfund.org](http://www.entrepreneurfund.org) for upcoming workshops.

**WHO SHOULD ATTEND:** People who want to start a business or who recently started a business.

**COST:** \$20, pre-registration and payment required.

To sign up for this workshop, call our toll-free number, 1-800-422-0374, or email us at [info@entrepreneurfund.org](mailto:info@entrepreneurfund.org).

## Mary Mathews Elected Vice Chair of Opportunity Finance Network



Northeast Entrepreneur Fund President Mary Mathews was recently elected vice chair on the board of directors for the Opportunity Finance Network. The Opportunity Finance Network (OFN) is the nation's leading network of private financial intermediaries.

The Opportunity Finance Network's mission, "Finding and financing opportunities that others miss," represents the agency's role in advocating positive change in rural, urban, and reservation communities across America.

The Northeast Entrepreneur Fund has been an Opportunity Finance Network member organization since 1994. Mathews has served on the OFN Board of Directors since 2001.

## Rebecca Spengler Joins Board



The Northeast Entrepreneur Fund is pleased to welcome Rebecca Spengler to its Board of Directors.

An experienced entrepreneur, Spengler opened "A Laundry Room, Inc." in Ely in June 2007. Serving the needs of residents and tourists, A Laundry Room, Inc. offers coin-operated service, drop-off fluff-and-fold service, dry cleaning, and commercial laundry services for resorts and outfitters.

Spengler will graduate from Vermilion Community College in spring 2008 with an associate of science degree in business. While at Vermilion, she worked with the Campus Entrepreneurship Initiative to promote and encourage entrepreneurial activity on campus and in the community. She developed E-Camp, an experiential business camp which focused on teaching production, development, and marketing skills to children 6-12 years old.

## Sue Collins Appointed Northeast Higher Education District President



Dr. Sue Collins, Northeast Entrepreneur Fund Board Secretary/Treasurer, has been appointed President of the Northeast Minnesota Higher Education District by the Minnesota State Colleges and Universities Board of Trustees.

The Northeast Higher Education District is a consortium of five colleges in northeast Minnesota: Hibbing Community College, Itasca Community College in Grand Rapids, Mesabi Range Community and Technical College in Virginia and Eveleth, Rainy River Community College in International Falls, and Vermilion Community College in Ely.

Collins holds a doctorate in educational policy and administration from the University of Minnesota and has worked in different areas of college faculty and administration in Minnesota and North Dakota. She has been vice president of the Northeast Minnesota Higher Education District since 2006. Collins will replace retiring president Joe Sertich effective July 1, 2008.

Dr. Collins has served on the Northeast Entrepreneur Fund's board of directors for the past year and works to advocate our Campus Entrepreneurship Initiative, bringing entrepreneurial programs and resources to our region's colleges.

## staff

### Erica Bernard

Loan Program & Administrative Assistant

### Jane Bymark

Business Developer

### Sunny Dilts

Staff Accountant

### Siiri Gilness

Marketing & Communications Assistant

### Rick Hagen

Director, Marketing & Communications

### Steve Jacobson

Business Developer

### Dawn Johnson

Associate Director, Training & Events  
Women's Business Network Program Director

### Susan Martin

Entrepreneurial Trainer  
Campus Entrepreneurship Initiative Coordinator

### Mary Mathews

President

### Jerry Peterson

Director, Greenstone Group

### Brenda Shoberg

Director of Training  
CORE FOUR® National Sales Director

### Carla Tichy

Chief Financial Officer

### Jennifer Turner

Administrative Assistant

### Bob Voss

Director of Lending and  
Business Development Services

### Shawn Wellnitz

Business Developer

## 1st quarter 2008 loans disbursed

- Bare Feet Heating and Cooling Solutions (Ely, MN)
- Hair by Anna (Cook, MN)
- Living on a Picture (Eveleth, MN)
- Lumberjax Property Maintenance (Brainerd, MN)
- Midwest Trucking Agency (Hermantown, MN)
- Mike's Repair Service (Embarrass, MN)
- NMD7, Inc. (Ely, MN)
- No Swetts (Duluth, MN)
- Northwoods Nutrition (Grand Rapids, MN)
- Prospect Farms (Duluth, MN)
- Torke Corporation (Duluth, MN)
- Watersedge Health Center (Two Harbors, MN)

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8355 Unity Drive, Suite 100  
Virginia, MN 55792

RETURN SERVICE REQUESTED

## 2007 Loans Disbursed

A Laundry Room, Inc. (Ely, MN)	Danny Bisbee's Floor Cleaning Service (Aurora, MN)	Northshore Custom Bar Stools (Two Harbors, MN)
Almost a 2 Bit Whatever Shoppe (Grand Rapids, MN)	Empire Investigation and Protective Services (Hibbing, MN)	The Not So Old McDonald's Farm (Duluth, MN)
Anytime Fitness (Grand Rapids, MN)	Good-to-Go Septic Pumping (Virginia, MN)	Peter Lange Trucking (Angora, MN)
Arrowhead Energy and Comfort (Esko, MN)	Hair by Anna (Cook, MN)	Piedmont Greenhouse (Duluth, MN)
ASAP Ship & Print (Hibbing, MN)	Heartland Homes of Duluth, LLC (Duluth, MN)	Polar Insulating (Squaw Lake, MN)
Bare Feet Heating & Cooling Solutions (Ely, MN)	ICU Security Cameras (Duluth, MN)	PS Vending, LLC (Duluth, MN)
BodyArt by Hishart (Grand Marais, MN)	J'N'J's Bakery, Catering, Café, Inc. (Superior, WI)	Safe Life Systems, LLC (Superior, WI)
Brian's Spray Foam Insulation (Warba, MN)	The Last Connection Guys (Orr, MN)	Sandpiper of Duluth (Duluth, MN)
Cindy Litchke Day Care (Coleraine, MN)	Living on a Picture (Eveleth, MN)	Torke Corporation (Duluth, MN)
Coffee Landing Metro/Northwoods Coffee Roasters (International Falls, MN)	No Swetts (Duluth, MN)	Twilight Entertainment (Hibbing, MN)
D&K Advertising, Inc. (Cloquet, MN)		Wade's World of Wood (Bigfork, MN)
		Zakobe Metal Stampings (Grand Rapids, MN)

**our mission:**

*Promoting the entrepreneurial spirit and creating economic wealth and diversity.*