



June 1, 2021
Goodhue County Board
Stacy Nimmo, Executive Director of Red Wing Ignite
Grant Request 2022-23

Red Wing Ignite advances innovation by bringing together like-minded individuals to create a thriving community. We provide resources, networks and needed expertise for students, entrepreneurs and businesses to succeed in a 21st Century economy.

We thank you for the \$10,000 we received last year. We leveraged those dollars and focused our efforts on supporting students, entrepreneurs and businesses.

We continue to steward grant and other funding made available by the EDA, State, and local sources. As a partner of the Center on Rural Innovation organization, we are connecting and networking with other like-minded rural communities across the nation. Red Wing Ignite serves as 1 of 6 innovation hubs for LaunchMN funding through MN DEED as we collaborate with 16 partner organizations in 11 counties across SE Minnesota.

These designations affirm the ecosystem that we are building to foster innovation. Red Wing Ignite is committed to strengthening Goodhue County in all of these areas, as demonstrated in our 2020 accomplishments listed below:

Building our Future Workforce

CONNECTING STUDENTS TO BUSINESSES

ELEVATING STEAM LEARNING

- Completed our 3rd year facilitating the Goodhue Co. Collaborative Youth Skills Training/Learn and Earn Grant through the MN Department of Labor and Industry through the pandemic.
 - 5 participating school districts, 21 manufacturing employer worksites as learning placements for students, and 6 local companies provided virtual industry tours
- Certified 10 students with an industry recognized credential (OSHA 10) who also earned college credit
- Retained 3 students as regional employers - 2 entry level machinists and 1 electrical apprentice
- Participated in RWPS District Advisory Committee and Winger Flight Paths

program implementation

Advancing our Entrepreneurs

PARTNERING WITH REGIONAL, STATE, AND NATIONAL NETWORKS

- Became a satellite site for MN SE Small Business Development Center - offering free consulting services to any business owner in Goodhue County

- Expanded Entrepreneurs First Collaborative to include 16 partner organizations across the SE Region
- Held 8 series of R.E.D Talk sessions hosted with area entrepreneurs with 130+ attendees
- 125 attendees for the virtual E1 Ignite Cup
 - 2019 and 2020 Ignite Cup winners went on to win \$70K in the 2020 MN Cup pitch event

SUPPORTING and MENTORING ENTREPRENEURS

- Completed 314 hours of 1:1 mentoring with entrepreneurs
- Offered 2864.5 hours of educational entrepreneurship events/webinars with 2670 in attendance across the SE Minnesota region in collaboration with E1 partners
- Completed 650 hours of Lean Startup Training for 18 entrepreneurs alongside ILT Studios
- \$22,125.24 in Technical Assistance funding awarded to 10 area businesses

Strengthening our Business Environment

HOSTING A CO-WORKING SPACE TO WORK AND MEET

- Managed coworking space in accordance with CDC COVID-19 guidelines and recommendations and closed when prompted by the state of MN
- Hosted virtual programs, such as *Marketing in the Morning*
- Expanded programming to support entrepreneurs, students, and other stakeholders by pivoting to virtual platforms like: Zoom, Remo, Gathertown, and Mural

MANAGING A REGIONAL MAKERSPACE

- We are currently in a relaunch for 2021 after being closed most of 2020 due to the pandemic
- Expanded on Visioning Committee for 2021 relaunch

GROWING THE TALENT PIPELINE

- Offered digital upskilling “The Future is Digital Challenge” in partnership with Center on Rural Innovation to provide Goodhue County residents with opportunities to obtain Nanodegrees in business analytics, digital marketing, and front-end web development
 - 13 enrolled and 4 awarded nanodegree certificates: 3 in Digital Marketing and 1 in Business Analytics
- Brought on a Lead for Minnesota: Hometown Fellow from Lead for America/AmeriCorps as Red Wing Ignite’s Community Engagement Catalyst

Looking Forward:

Red Wing Ignite will continue to ignite innovation in rural Minnesota by bringing together the talent and resources needed to create an innovative ecosystem. We will leverage our unique strengths and our proven success convening and leading stakeholders across public and private sectors. As local, state and federal funding is secured we will:

1-**Advance Innovators and Entrepreneurs** through the continued creation and ongoing management of a hybrid incubator using virtual and in-person education, mentoring with top talent, technical assistance funds, access to investors and individual coaching.

2-**Enhance Regional Connectivity** by convening ecosystem builders and stakeholders in 11 counties of SE MN to administrate the Entrepreneurs First (E1) Collaborative. Creating a concentration of talent, people and resources to directly benefit entrepreneurs and the organizations serving them by simplifying the way individuals navigate the entrepreneurial ecosystem.

3-**Cultivate the Workforce of the Future** by convening industry, education and workforce development to attract, retain, and develop the talent needed to meet employer demand. RWI will advance students through worksite learning and hybrid courses in high demand, high growth fields

Budget		Estimated 2022	Estimated 2023
Revenues			
	Fees:	\$ 2,000	\$ 2,000
	Grants:		\$ 40,000
	State/Federal Funding:	\$ 602,734	\$ 460,000
	Other Revenue:	\$ 27,300	\$ 27,300
Total Revenues:		\$ 632,034	\$ 529,300
Expenses			
Administrative	Salaries & benefits :	\$ 164,597	\$ 154,400
Program services leads- entrepreneur education, workforce development, E1 Collaborative partners	Program services:	\$ 162,200	\$ 150,000
Makerspace, technical assistance for entrepreneurs, OSHA 10 training for	Program expenses:	\$ 138,400	\$ 125,000
Accounting, legal, insurance etc.	Professional Services:	\$ 18,960	\$ 18,000
telephone,internet,website, repairs and maint.	Services & Charges:	\$ 13,560	\$ 13,000
Marketing printing, misc supplies, meeting expenses,	Supplies & Materials:	\$ 60,360	\$ 45,000
travel, events, makerspace	Other Expenses:	\$ 13,560	\$ 12,000
	Capital:	\$ 60,000	\$ 20,000
Total Expenses:		\$ 631,637	\$ 537,400
Requested Funding From County:		\$ 15,000	\$ 15,000
Number of Staff		5.25 = 1.75 - employees , 1.5 contractors, 1 Lead4MN Fellow, 1 VISTA	5.25 = 1.75 employees, 1.5 contractors, 2 VISTA