

BENTON

Economic Partnership, Inc.

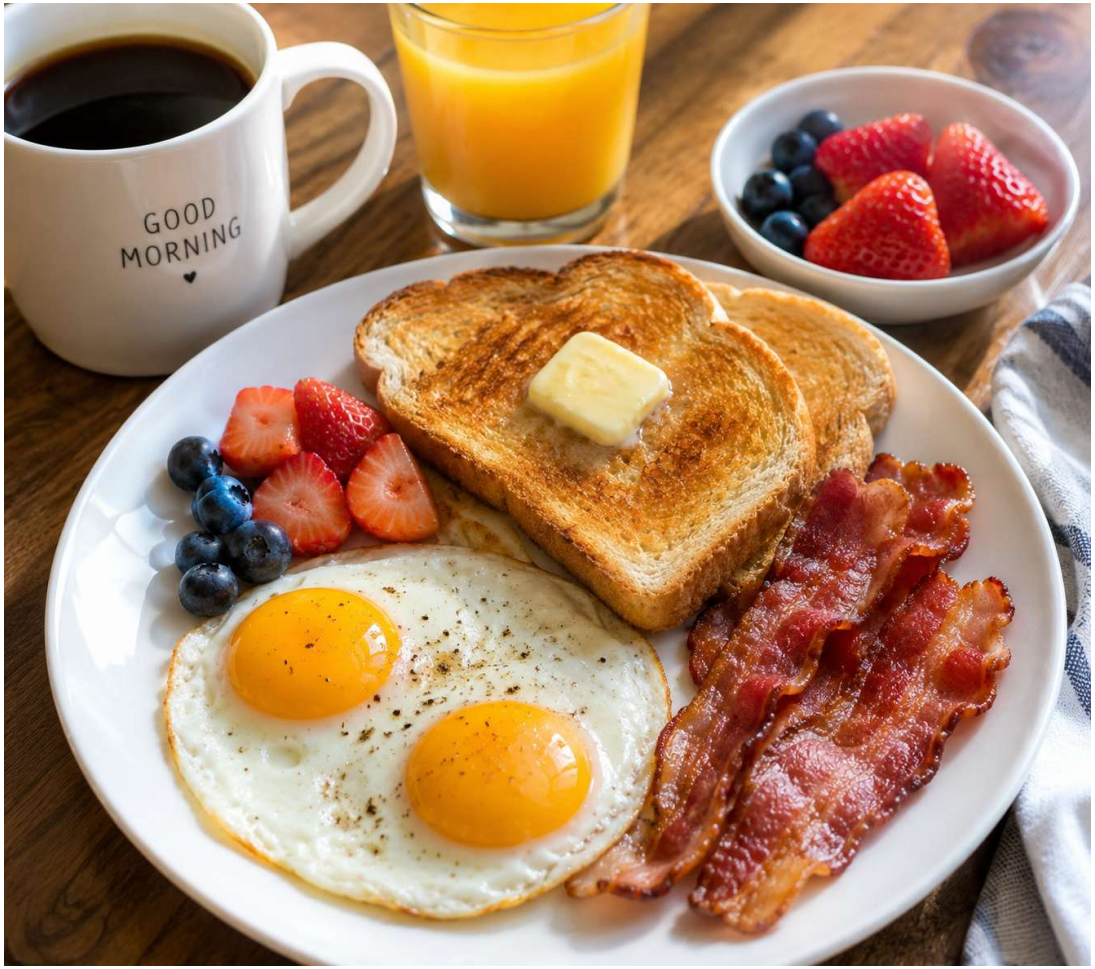
Quarterly Meeting

October 22, 2026

Benton Economic Partnership, Inc.
Quarterly Meeting Agenda
October 22, 2026

7:30 –7:45	Breakfast & Networking
7:45-8:00	Introductions
8:00-8:10	Breakfast Sponsor: Forsman Roofing Solutions LLC
8:10-8:50	Guest Speakers: DEED & DLI
8:50–9:00	Questions and Adjourn

*BEP Board Meeting to Follow



Thank you,
D&L Catering



Introductions











Thank you for attending the Taste of Benton County 2026

Mark your calendars for April 22, 2027, for our 2nd Annual Taste of Benton County

BREAKFAST

PRIORITY COMMERCIAL NATIONWIDE

SPONSOR



Aaron Forsman

Forsman Roofing Solutions LLC | Priority Roofing Minneapolis

BEP QUARTERLY MEMBERSHIP MEETING · OCTOBER 22, 2026

Lucky Isn't a Maintenance Plan

What 25 months of radar says about Benton County's buildings — and a free check-up for yours

Forsman Roofing Solutions LLC | Priority Roofing Minneapolis
Aaron M. Forsman · 952.220.9026 · aaronf@priorityroofs.com

Source: NOAA MRMS MESH hail swaths, Aug. 24, 2024 – Oct. 1, 2026 (see slide 6 and Sources).

Two firms, one standard

Local expertise plus an established installation network

Forsman Roofing Solutions LLC

Aaron’s firm. Forensic roof assessment, storm documentation and claim-ready scope — the paperwork that decides what a building qualifies for.

Priority Roofing Minneapolis

Installation and service partner. Crews and materials to carry the scope through to a finished roof.

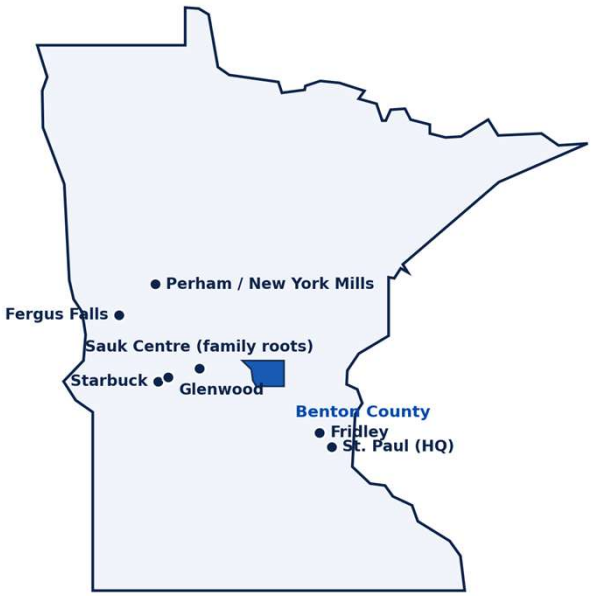
Priority Contracting & Roofing, LLC: #15, Roofing Contractor Top 100 Roofing Contractors of 2026.

Background: nearly a decade with Gradient Financial Group, then three Fortune 500 carriers — so the work starts with documentation, not a bid. Family in Sauk Centre; office in St. Paul.

Source: A. Forsman bio submitted to BEP, Sept. 5, 2026; partnership roles per A. Forsman, Oct. 2026; Priority Contracting & Roofing, LLC, #15, Roofing Contractor Top 100 (2026), roofingcontractor.com.

Working all over Minnesota

Most of it in Central Minnesota and farm country



1 **Otter Tail County**
Perham, New York Mills and Fergus Falls — a family farm, a rural meat processor, rental property

2 **Pope County**
Starbuck and Glenwood — main-street commercial, a storage facility, homes

3 **Twin Cities**
St. Paul historic homes; a Fridley-area fuel station; office in St. Paul

4 **Stearns & Benton**
Sauk Centre family roots; BEP member since August 2026

Source: A. Forsman project files, 2025–2026; BEP membership invoice #1160 (Aug. 26, 2026). Map: U.S. Census county boundaries.

What we do

Assessment and documentation first; installation by a proven partner

ASSESS & DOCUMENT — FORSMAN ROOFING SOLUTIONS

Condition check-ups

Photo-documented baseline of roof and exterior before winter

Storm documentation

Damage documented and claim-ready scope written

Leaks & flashing

Leak tracing and interior-damage follow-up

INSTALL & SERVICE — PRIORITY ROOFING MINNEAPOLIS

Metal roofs & ag buildings

Machine sheds, barns, granaries, shops

Shingle roofing

Tear-off and replacement, homes and light commercial

Gutters & downspouts

Gutters, guards, aprons and downspouts

Source: A. Forsman trade and subcontract records, Sept. 2026; partnership roles per A. Forsman, Oct. 2026.

Buildings that look a lot like yours

Recent and current projects — owners kept private

Family farm, Perham area

Metal machine shed, barns, granary, shingle buildings and gutters — plus a rural meat processor for the same family. Insurance-funded storm restoration.

Main-street commercial, Starbuck

Storm leak, interior water and missing flashing. Damage documented; adjuster meeting held Sept. 28.

Storage facility + home, Starbuck

Three roof systems on one site: metal panel, spray foam and EPDM. Wind-damaged home re-roofed; siding sent to lab for a match.

Rental portfolio, west-central MN

22 properties inspected and storm-documented. A Fergus Falls rental re-roofed after June 2026 hail; supplement approved.

Fuel station, Fridley area

Commercial flat roof. An engineer disputed the damage; core samples showed 6½”+ of layered roofing. Evidence submitted for reinspection.

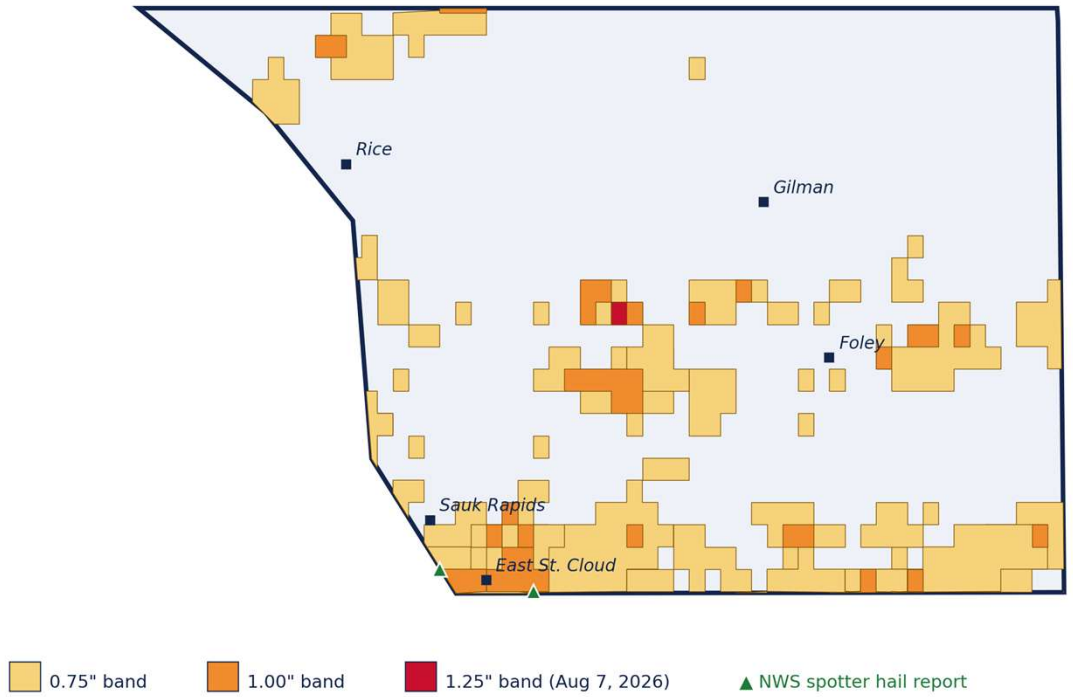
Historic homes, St. Paul

Two homes in the Historic Hill District completed in 2025 under Heritage Preservation Commission review.

Source: A. Forsman project files: farm/processor (Sept. 2026); Starbuck files (Jun.–Sept. 2026); portfolio inspection brief and Fergus Falls file (2026); Fridley core-sample report (Jul. 30, 2026); St. Paul HPC correspondence (May 17, 2026).

26 months of radar over Benton County

Every day radar put hail in a 0.75-inch band or higher, Aug. 2024 – Oct. 2026



13

hail days at the 0.75"+ radar band over Benton County

7

of those reached the 1-inch band

1.25"

top band in the county — Aug. 7, 2026

Source: NOAA MRMS Maximum Estimated Size of Hail (MESH), contoured bands ≥0.75" (band = floor, not a measured stone), 8/24/2024–10/20/2026, Dec.–Feb. excluded; A. Forsman MRMS archive query, Oct. 21, 2026. Spotter reports: NWS LSR. County outline: U.S. Census (generalized).

Lucky ≠ protected

975 employer businesses and 16,944 jobs in Benton County — every one of them under a roof

50 lbs per sq ft

The ground snow load Minnesota requires Benton County buildings to be designed for — every winter, storm or no storm.

Farm buildings: no code

Minnesota's State Building Code does not apply to agricultural buildings — so no code inspection ever looks at your machine shed.

Storms have mostly gone around us. The cost of inaction shows up in the next one — or the next heavy snow.

Source: U.S. Census Bureau QuickFacts, Benton County (County Business Patterns 2023); Minn. R. 1303.1700 (ground snow load); Minn. Stat. § 326B.121, subd. 1(c).

More dollars than you think

Four ways a Benton County building gets paid for

Storm capital

Documented storm damage is restored under the insurance policy you already pay for.

BEP grants & loan fund

BEP administered 134 grants totaling $1,875,774 in 2020–21 and manages the county's economic development loan fund.

Facade improvement

BEP helped Foley build a downtown facade program combining grants and private investment.

Cost segregation

An engineering study can move parts of a building into shorter depreciation lives. Ask your CPA.

"My job is making sure your building qualifies for every dollar BEP administers."

Source: bentonpartnership.org (Grant Accomplishments; testimonials of Benton County Administrator and City of Foley), accessed Oct. 2, 2026; IRS Cost Segregation Audit Techniques Guide (rev. 10/2016).

Your complimentary building check-up

Every business owner in this room — before the cold sets in

1

Fill out the card at your table

Name, building address and the time window that works.

2

Pick a slot

Time is set aside for Benton County before freeze-up.

3

We come to you

Roof and exterior walk, photos, and a plain-English condition summary you keep.

No cost. No contract. No obligation. Just a baseline before winter.

Source: Offer extended to BEP members by A. Forsman, Sept. 5, 2026.

Thank you, Benton County

I’ll come by your table this morning to say hello and pick up your card.

Forsman Roofing Solutions LLC | Priority Roofing Minneapolis
Aaron M. Forsman · 952.220.9026 · aaron@forsmanroofing.com
477 Holly Ave, St. Paul, MN 55102

Scan to save my contact & book a free building assessment

forsmanroofingsolutions.com/aaron

Sources

- Hail: NOAA Multi-Radar Multi-Sensor (MRMS) Maximum Estimated Size of Hail (MESH), swaths ≥1.00 in., Aug. 24, 2024 – Oct. 1, 2026; Dec.–Feb. excluded (winter radar artifacts). Queried from A. Forsman's MRMS MESH archive, Oct. 2, 2026. Storm days = dates a qualifying swath intersected the county. Spotter reports not used.
- County boundaries: U.S. Census Bureau cartographic boundary files. Businesses and jobs: U.S. Census Bureau QuickFacts, Benton County, MN (County Business Patterns 2023: 975 employer establishments, 16,944 employees).
- Ground snow load: Minnesota Rules, part 1303.1700 (50 psf for Benton County).
- Agricultural buildings: Minnesota Statutes § 326B.121, subd. 1(c).
- BEP grants, loan fund and Foley facade program: Benton Economic Partnership, bentonpartnership.org (Grant Accomplishments; testimonials), accessed Oct. 2, 2026.
- Cost segregation: IRS, Cost Segregation Audit Techniques Guide (rev. 10/2016), irs.gov.
- Priority ranking: Priority Contracting & Roofing, LLC (Dallas, TX), #15, "Top 100 Roofing Contractors of 2026," Roofing Contractor, Aug. 3, 2026, roofingcontractor.com. Attributed to Priority, not Forsman Roofing Solutions LLC.
- Background, partnership roles, projects and offer: A. Forsman bio to BEP (Sept. 5, 2026); A. Forsman project files, 2025–2026, incl. St. Paul HPC correspondence (May 17, 2026). Owner names, insurers and dollar figures withheld.

EMPLOYMENT AND ECONOMIC DEVELOPMENT

DEPARTMENT OF LABOR AND INDUSTRY



Della Ludwig
Workforce Strategy Consultant
With
MN Department of Employment and Economic Development



Danielle Kressin
Minnesota Job Skills Partnership (MJSP) Grants Manager



Dan Solomon
Manager of MN Dual-Training Pipeline Programs
With
MN Department of Labor and Industry



DEED Financing & Incentives

Della Ludwig, Central & West Central Workforce Strategy Consultant
Minnesota Department of Employment and Economic Development

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JoinUsMN.com

How we collaborate on business attraction, retention, and expansion efforts

Business Development identifies, pursues and develops business location and expansion opportunities



Business Development matches these projects with the resources available in the State to help them locate/expand here



Workforce strategy helps these projects connect with the tools available across the State's workforce system to help recruit, retain and develop talent



MJSP assists with grants to support new and incumbent workers with the training and development needs of business location/expansion projects

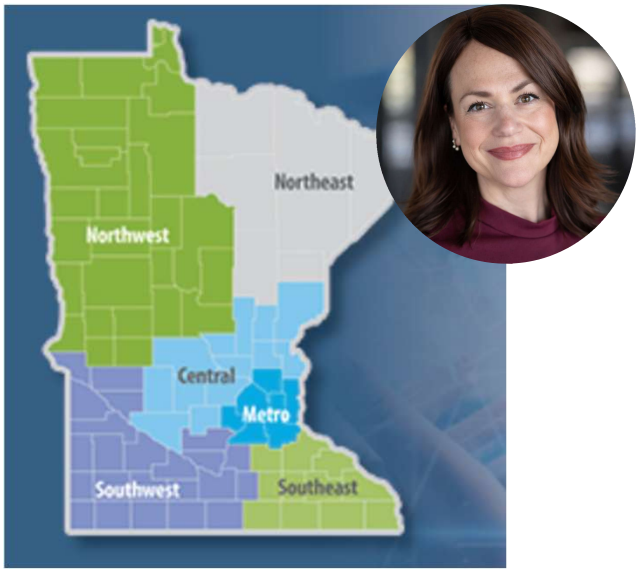


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Workforce Strategy Consultants

- Assess Talent Gaps
- Build Talent Pipelines
- Training Support
- Guide Retention

Jessica Miller
Director of Workforce Strategy
Jessica.Miller@state.mn.us



CareerForce.MN.gov

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JoinUsMN.com

Private Consultations Offered



CareerForce.MN.gov

Mission

Develop innovative workforce solutions by aligning resources, facilitating collaboration, and leveraging expertise in target industry sectors to drive economic equity and growth.

BUILD WHAT MATTERS IN MINNESOTA

DEED Financing & Incentives

Agenda

1. Job Creation Fund (JCF)
2. MN Investment Fund (MIF)
3. Automation Loan Participation Program (ALPP)

BUILD WHAT MATTERS IN MINNESOTA

Job Creation Fund (JCF)

- The Job Creation Fund provides financial incentives to new and expanding businesses that meet certain job creation and capital investment targets
- Companies deemed eligible to participate may receive up to $1 million for creating or retaining high-paying jobs and for constructing or renovating facilities or making other property improvements
  - Companies may receive awards of up to $2 million in Greater MN
- The program is available to businesses engaged in manufacturing, warehousing, distribution, technology-related industries, and other eligible activities. Companies must work with the local government (city, county or township) where a project is located to apply to DEED to receive designation as a Job Creation Fund business
- Projects that begin prior to becoming designated by DEED are not eligible for the Job Creation Fund

Contact: David Heyer, West Central Business Development Manager: david.j.heyer@state.mn.us

https://mn.gov/deed/business/financing-business/deed-programs/mn-jcf/

Job Creation Fund

Qualifying Criteria

Eligible business types including manufacturing, warehouse, distribution and some information technology operations.

$250,000 Real Property Improvements

&

Hire and maintain 5 or more new employees (statewide) for 1 year

Companies receive a tranche of the award each year they maintain the 5 or more employees

&

Minium wage to qualify for the program is $17.01 hr

BUILD WHAT MATTERS IN MINNESOTA

Job Creation Fund Considerations

- Must be able to locate/expand in another state
- Application Time
  - 4-6 weeks for DEED to fully execute a contract
  - Can't start the project until the contract is executed
- City Resolution of Support
- Haven't started the project
  - Haven't signed a building contract
  - Haven't pulled a permit
  - Haven't made a public announcement
- If you don't hit your hiring goals or lay off workers in Minnesota, you could forfeit that year's payment.
- The award is taxable
- Stackable with MIF or ALPP & MJSP
- Prevailing wage
  - Awards above $200,000 require the company to pay prevailing wage on new construction or remodel of buildings.

MN Investment Fund (MIF)

- Funds are awarded to local government who provide loans to businesses
  - Cities, counties, townships, certain development authorities and recognized Indian tribal governments are eligible for this fund
- MIF is a loan program and available to businesses engaged in manufacturing, warehousing, distribution, technology-related industries, and other activities that could be located generally anywhere yet still serve the same market and customers. It is designed to generate new income or wealth to the state that would not be generated by local market demand conditions.
- At least 50% of total project costs must be privately financed through owner equity and other lending sources (most applications selected for funding have at least 70% private financing)
- Projects that receive $500,000 or more in MIF assistance are subject to prevailing wage requirements
- Loans capped at $1M
- More high paying jobs created the larger the loan can be.
- Projects that begin prior to becoming designated by DEED are not eligible for the MN Investment Fund

Contact: David Heyer, West Central Business Development Manager: david.j.heyer@state.mn.us

https://mn.gov/deed/business/financing-business/deed-programs/mif/

Minnesota Investment Fund Considerations

- Bank has to identify a gap in financing
- Not for working capital
- Can’t order equipment until the contract is fully executed
- 8-12 week timeline
- First payment after installation and operational
- Local unit of Government has to hold a public hearing; notification can add a week or two to the timeline
- Last money in, last money out
- Local unit of Government has to offer RLF, TIF, Abatement or other saving
- Prevailing wage on awards over $500,000
- Is considered debt

BUILD WHAT MATTERS IN MINNESOTA

Automated Loan Participation Program (ALPP)

- Through ALPP, DEED makes companion loans intended to fill gap financing needs for businesses purchasing machinery, equipment, or software to increase productivity and automation.

- $500,000 Per Company
- 1% Financing
- No New Employees

https://mn.gov/deed/business/financing-business/deed-programs/ssbci/automation-loan/

Automated Loan Participation Program Considerations

- Eligible borrowers include manufacturing, distribution, technology and warehousing businesses located in Minnesota.
- Eligible industries are evaluated based on NAICS codes and do not include businesses whose primary activity is Retail Trade or Transportation.
- The program targets businesses with fewer than 500 employees, worldwide.
- Loans are made in conjunction with private financing from a lead lender, typically a bank.
- Private financing will ideally be five times the amount of the requested DEED loan and is required to be at least equal to the DEED loan.
- Both loans must be used for qualified automation expenses as defined in the FAQs.
- Loans may be up to $500,000 with 1% interest on a 5 to 7-year term.

Automated Loan Participation Program Considerations

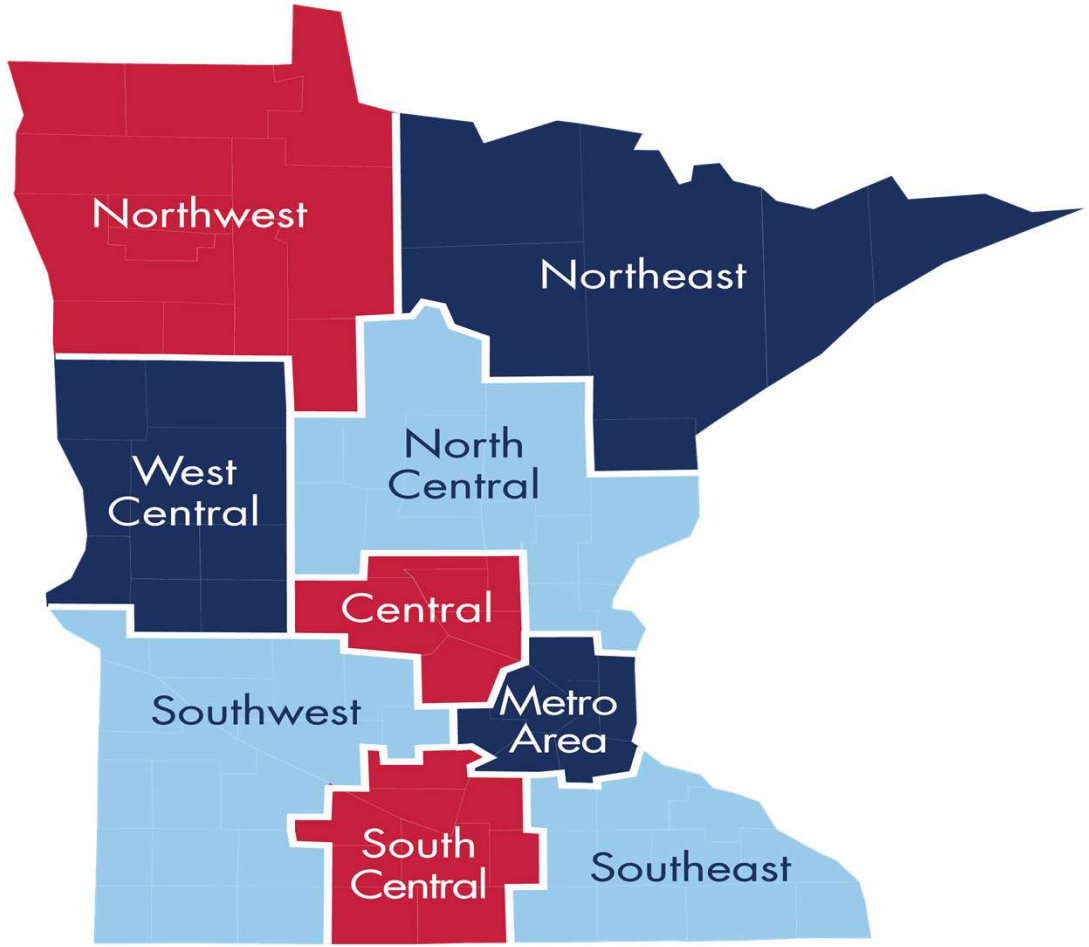
- The loan may not be for the same purpose as any federally guaranteed private financing, including SBA 7(a) and SBA 504 loans, being used for the project.
- The machinery, equipment or software the business will purchase totals less than $20 million and the combined private financing and ALPP loan total less than $5 million.
- Apply directly with the state
- 4 weeks for a fully executed contract
- Can’t order the equipment until contract is executed

Small Business Assistance

9 Small Business Development Centers

St Cloud State University
720 4th Ave S
Miller Center, Room B42
St Cloud, MN 56301

320-308-4842
Regional Director: Michael Heen
michael.heen@stcloudstate.edu
https://mn.gov/deed/business/help/sbdc/



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MINNESOTA
JoinUsMN.com



Business Development

David Heyer
West Central Region
Business Development
Manager &
Foreign Trade Zone Administrator

612-849-1676
david.j.heyer@state.mn.us



DEED Financing & Incentives

Della Ludwig, Central & West Central Workforce Strategy Consultant
Minnesota Department of Employment and Economic Development

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Minnesota Jobs Skills Partnership Training Grants

Who We Are

- MJSP provides grants to businesses, educational institutions, and nonprofit organizations to train or retrain workers, expand work opportunities and keep high-quality jobs in the state.
- Programs: Partnership, Pathways, Low Income Worker Training Program, Job Training Incentive Program, Automation Training Incentive Program.

Partnership Program(MJSP)

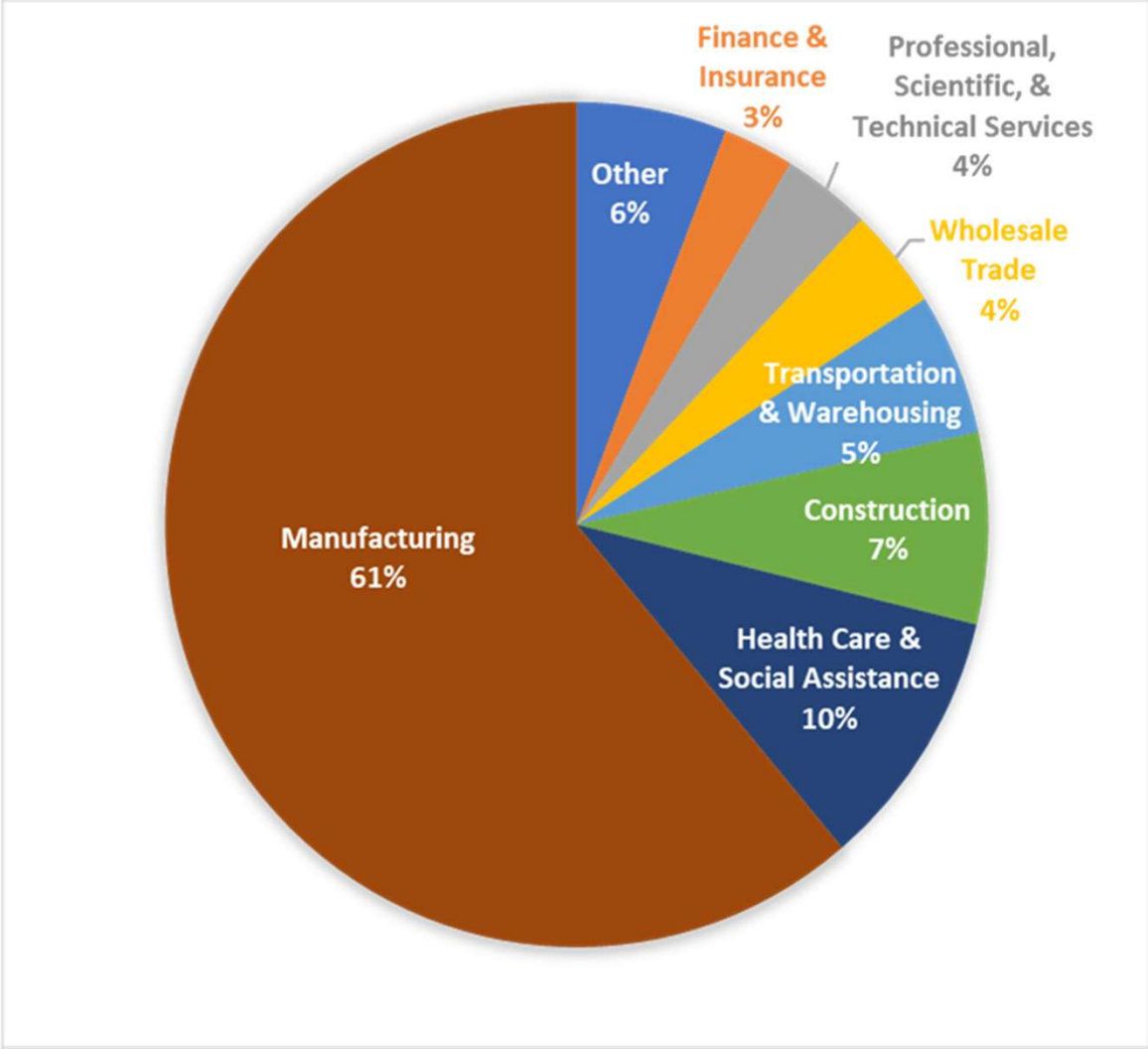
The Minnesota Job Skills Partnership (MJSP) collaborates with businesses, educational institutions, and nonprofit organizations to train or retrain workers, expand employment opportunities, and retain high-quality jobs in Minnesota. The program focuses on short-term training leading to full-time employment in the state's key growth industries, supporting both workforce development and economic competitiveness.

- Grants up to $500,000
- 1:1 business match (cash or in-kind)
- Projects last 1–2 years
- Focus on economic development and capacity building
- Training tailored to business needs (e.g., lean manufacturing, quality systems)
- Training provider: MN accredited educational institution

Partnership Grant Application Process

- Connect with an accredited educational institution for customized training
- Applications accepted three times per year- Final funding determined by MJSP Board
- Grant is awarded to the educational institution partnering with the business

Industries


Finance & Insurance 3%
Professional, Scientific, & Technical Services 4%
Other 6%
Wholesale Trade 4%
Transportation & Warehousing 5%
Construction 7%
Manufacturing 61%
Health Care & Social Assistance 10%

Job Training Incentive Program (JTIP)

Purpose: Provide grants to new or expanding businesses for the purpose of training new workers as quickly and efficiently as possible.

- Grants of up to $200,000 to businesses located in Greater MN.
- $5,000 - $9,000 per new job.
- Business must match the grant .5:1.
- New jobs must pay wages of at least 120% of federal poverty guidelines for a family of four (for 2026 this is $39,600 per year or $18.97 based on a 2,088-hour work year).
- Training provider: educational institution, consultant, equipment vendor, in-house, etc.

Automation Training Incentive Program (ATIP)

Purpose: Provides training grants to assist small businesses located in Greater MN in the adoption of new automation equipment or technology.

- Grants of up to $35,000 to businesses with 150 or fewer employees.
- Business must be in a manufacturing or skilled production industry
- Up to $5,000 per trainee.
- Jobs must pay wages of at least 120% of federal poverty guidelines for a family of four (for 2026 this is $39,600 per year or $18.97 based on a 2,088-hour work year).
- Grant funds are used to pay direct training costs.
- Training provider: educational institution, consultant, equipment vendor, in-house, etc.

JTIP & ATIP Grant Application Process

- Business completes the grant application.
- Application forms are available on our website.
- MJSP staff is available to answer questions and provide technical assistance.
- Applications are accepted year-round (based on available funding)
- Eligible applications meeting the minimum score requirement are approved by the DEED Commissioner and are awarded on a first-come, first-served basis.

Additional Information

Program information, application forms, and report forms:
https://mn.gov/deed/business/financing-business/training-grant/

Application deadlines and board meeting dates:
https://mn.gov/deed/business/financing-business/training-grant/mjsp/ (under "Meeting Schedule" tab)

Examples of funded projects:
https://mn.gov/deed/business/financing-business/training-grant/mjsp/ (under "Funded Projects" tab)

Requests for Proposals:
https://mn.gov/deed/about/contracts/open-rfp.jsp

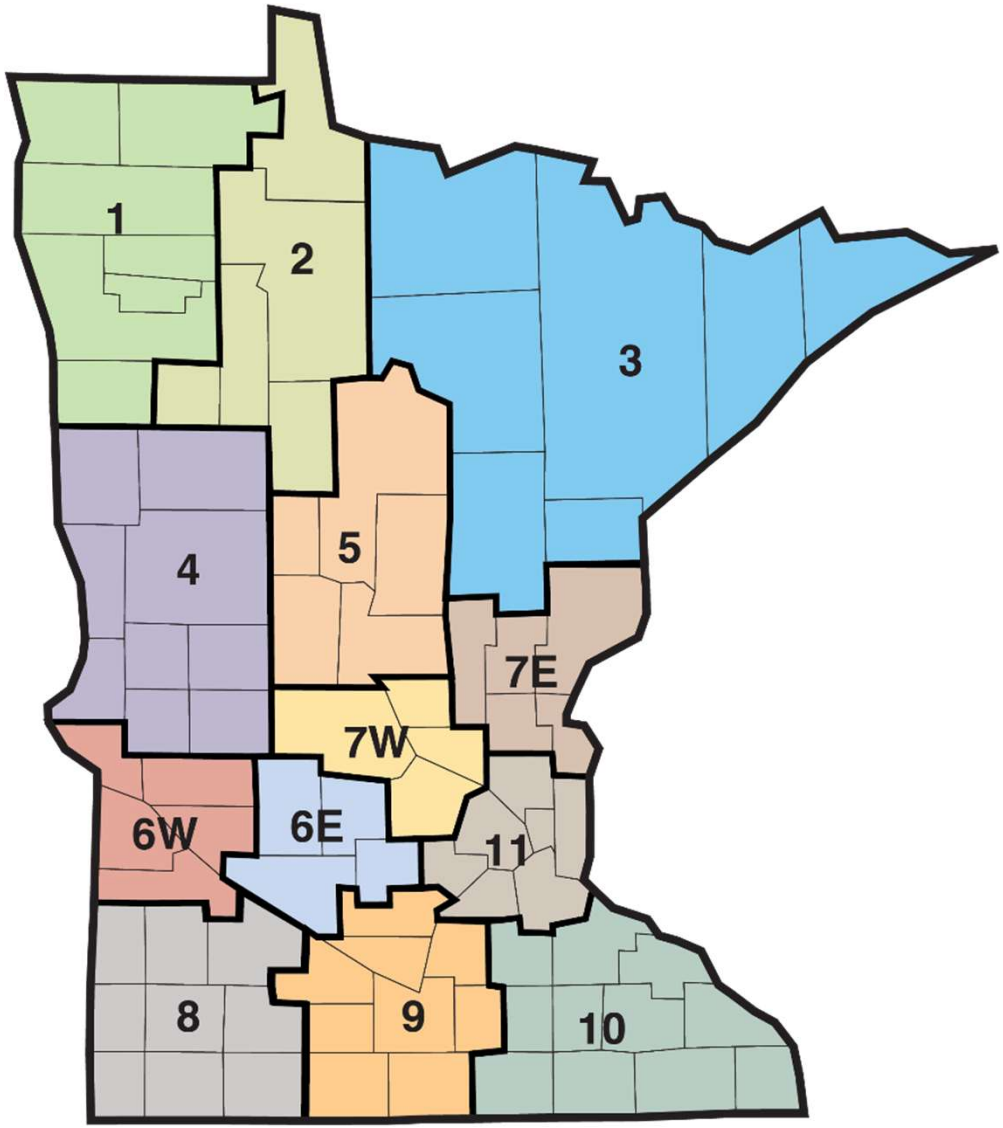
MJSP Contact Information

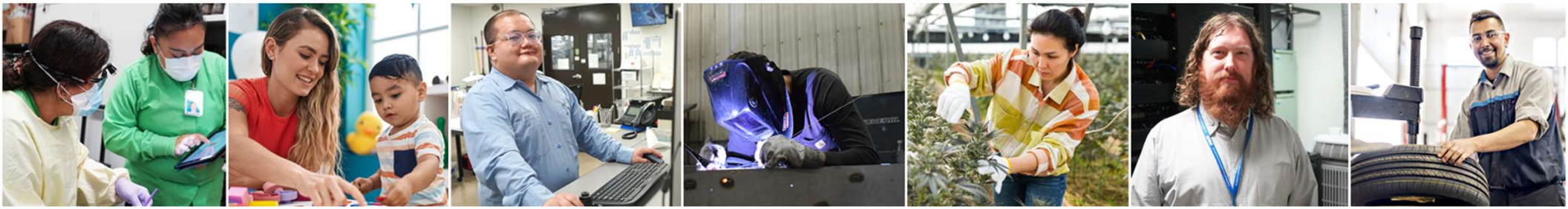
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Minnesota Dual-Training Pipeline
Benton Economic Partnership Quarterly Meeting
October 22, 2026

DUAL-TRAINING PIPELINE

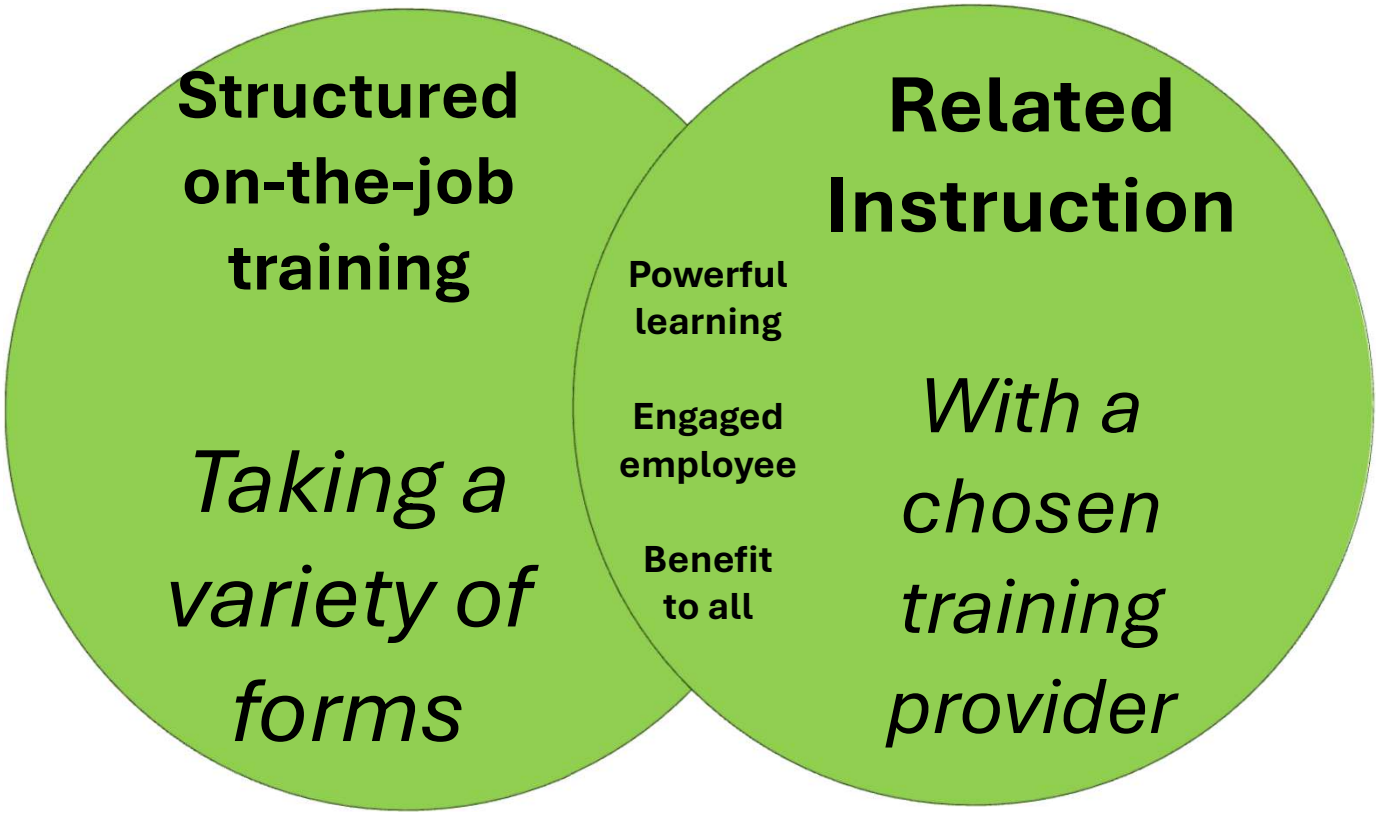
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What is Minnesota Dual-Training Pipeline?

- Source of support to employers to develop their own employment-based, dual-training programs
- An innovative approach to address current and future workforce needs in the key industries of **advanced manufacturing, agriculture, child care, health care services, information technology, legal cannabis industry, and transportation**

DEPARTMENT OF LABOR AND INDUSTRY

Employment-Based Training



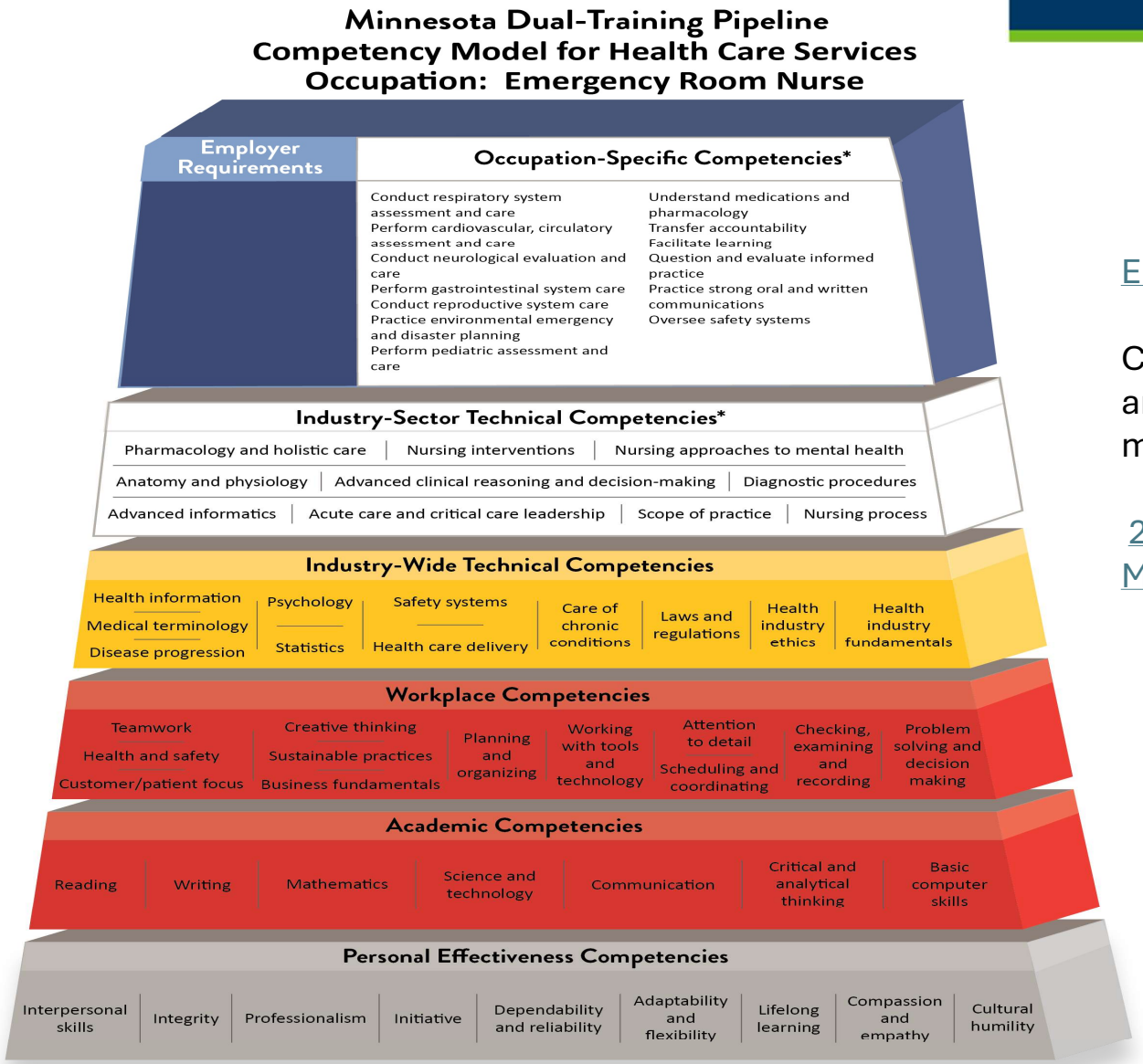
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Minnesota Dual-Training Pipeline Strategies

- **Industry Forums:** *Inform* and *direct* Minnesota Dual-Training Pipeline on industry trends and needs through discussion and strategic planning aimed to expand dual training.
- **Competency Councils:** *Define* and *identify* specific occupational competencies for the seven key industries.
- **Dual-Training Consulting:** *Create* and *disseminate* dual training resources for employers, employees and dual trainees: toolbox, grants, and expanding mentorship networks to set up dual training.

DEPARTMENT OF LABOR AND INDUSTRY

Competency Model Example and New Occupations Surveys



Based on: Fundamentals of Health Care Competency Model, Employment and Training Administration, United States Department of Labor, February 2025. For more detailed information about competency model creation and sources, visit dli.mn.gov/business/workforce/health-care-services.

Emergency Room Nurse

Check out our 10 new potential occupations and fill out surveys to help us ensure we mapped the competencies correctly.

2026 draft occupation competency models | Minnesota Department of Labor and Industry

Dual Training Grant Basics

An eligible DTG applicant must meet all the following:

- Be an employer or organization of employers
- Have a dual-training program
- Employ an eligible dual trainee
- Have an agreement with an eligible related instruction training provider
- If annual gross revenue exceeded $25,000,000 in the previous calendar year, pay for at least 25% of related instruction costs
- If a current or prior DTG recipient, be in good standing on all grant requirements
- If a current or prior recipient of other Minnesota State grant programs, be in good standing on all grant requirements.

OFFICE OF HIGHER EDUCATION

Jacquelynn Mol Sletten Assistant Manager of Grants & Workforce Initiatives
Grace Ferdinandt State Program Administrator

https://ohe.mn.gov/competitive-grants/dual-training-grant

Dual Training Grant

The maximum grant request amount is **$165,000** and limited among the following budget categories:

Budget Category	Grantee Maximum Amount	Grantee Match Required	Expenditures	Dual Trainee Maximum Amount
Related Instruction Costs	$150,000	25% match required, if annual gross revenue exceeded $25,000,000 Maximum: $50,000 ($2,000 per dual trainee)	• Tuition • Fees • Required & recommended books • Required & recommended materials	$6,000
Trainee Support Costs	10% of grant request amount, up to $15,000	None	Associated with Related Instruction: • Transportation • Mileage • Lodging • Meals • Tutoring services • Translation and/or interpreter services	None

OFFICE OF HIGHER EDUCATION

Become a Recognized Dual Training Pipeline Employer

Dual-training recognition badge:

Minnesota Dual-Training Pipeline invites employers using a dual-training program for workforce development to apply for a dual-training recognition badge.



By securing this recognition, businesses and organizations are more likely to attract quality-seeking employees and experience increased retention among their employees. Pipeline staff will review the application and notify the employer regarding the recognition opportunity:

- Once an employer is recognized, they can display the Minnesota Dual-Training Pipeline employer badge on their business properties and website.

2.0

YST@DLI

Youth Skills Training

Youth Skills Training

DEPARTMENT OF LABOR AND INDUSTRY

What is the Youth Skills Training (YST) program?

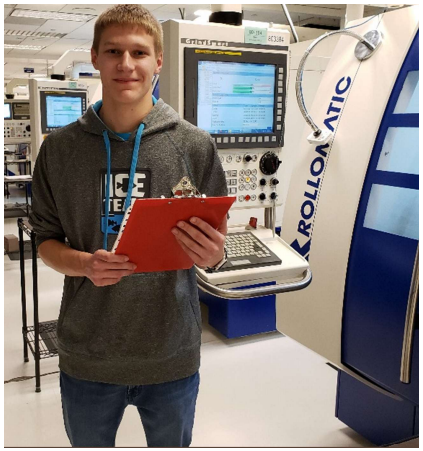
- Supporting partnerships between industry and education.
- Creating opportunities for students to learn about careers in industries.
- Providing industry-related classes for high school credit and safety training.
- Establishing safe, healthy and meaningful paid work experiences for student learners (**16-17 years old**).
- Developing a pathway for future talent for local industries.

YST@DLI
Youth Skills Training

YST program continued

Current YST eligible industries:

- ✓ **Advanced manufacturing**
- ✓ **Agriculture**
- ✓ **Automotive**
- ✓ **Health care**
- ✓ **Information technology**









YST@DLI
Youth Skills Training

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Upcoming Events

Save the Date: Fall Industry Forums:

Nov. 12, 2026, from 9 to 10 a.m.: Child Care Fall Industry Forum
Nov. 12, 2026, from 1 to 2 p.m.: Advanced Manufacturing Fall Industry Forum
Nov. 17, 2026, from 9 to 10 a.m.: Health Care Services Fall Industry Forum
Nov. 17, 2026, from 1 to 2 p.m.: Transportation Fall Industry Forum
Nov. 18, 2026, from 9 to 10 a.m.: Information Technology Fall Industry Forum
Nov. 18, 2026, from 1 to 2 p.m.: Agriculture Fall Industry Forum
Nov. 19, 2026, from 9 to 10 a.m.: Legal Cannabis Fall Industry Forum

DUAL-TRAINING PIPELINE

DEPARTMENT OF LABOR AND INDUSTRY

Thank You and Contact Info



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Thank you for your commitment to Benton Economic Partnership, Inc.



MARK YOUR CALENDARS
OUR ANNUAL MEETING
WILL BE
JANUARY 21, 2027



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