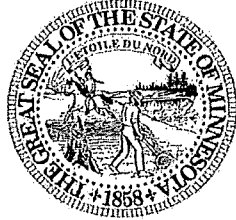


STATE OF MINNESOTA



TIM WALZ
GOVERNOR

RECEIVED

JAN 09 2019

President of the Senate

NOTICE OF APPOINTMENT

Mark Phillips

P.O. Box 441, 4261 Highway 53 South
Eveleth, MN 55734
County of Saint Louis
Congressional District 8

Because of the special trust and confidence I have in your integrity, judgment, and ability, I have appointed and commissioned you to have and to hold the office of:

COMMISSIONER

MINNESOTA IRON RANGE RESOURCES AND REHABILITATION BOARD


Effective: January 7, 2019

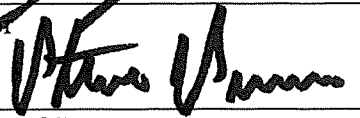
Term Expires: January 2, 2023

This appointment carries with it all rights, powers, duties, and emoluments granted by law and pertaining to this position until this appointment is superseded or annulled by me or other lawful authority or by any law of this State.

IN TESTIMONY WHEREOF, I have hereunto set my hand and caused the Great Seal of the State of Minnesota to be affixed at the State Capitol in the City of Saint Paul, January 7, 2019.





Governor


Secretary of State

Reappointment

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Mark R. Phillips

3365 Breezy Point Road, Tower, MN 55790 | 612-805-6333 | mrphillips@gmail.com

President of the Senate

Qualifications and Experience

- Demonstrated leadership in business development and finance with over 35 years of experience
- Led, with bottom line responsibility, community and economic development organizations in government, private business and the non-profit sector
- Provided marketing and business development leadership for regional office of top 50 construction services firm
- Launched new and creative programs for community and economic development, real estate development and business financing
- Evaluated development plans to determine investment opportunities, leading to investment recommendations
- Mentored and advised numerous entrepreneurs as a director of six privately held companies and one publicly held corporation
- Founded national, state, regional collaborations, bringing common interests together to address community and economic development issues
- Communicated effectively as a local, regional, national and international speaker on community and economic development topics
- Nurtured an exceptional network of statewide business contacts based on active participation in civic, business and alumni organizations
- Researched and coordinated public policy changes at the state and national level
- Coordinated corporate philanthropic efforts and served as chair and trustee of a noted regional foundation
- Executed development fundraising plans for civic, academic and cultural organizations as a volunteer leader

Professional Experience and Accomplishments

DEPARTMENT OF IRON RANGE RESOURCES AND REHABILITATION, EVELETH, MN

COMMISSIONER

01/15 – PRESENT

- Appointed by Governor Mark Dayton to lead the Minnesota Department of Iron Range Resources and Rehabilitation (DIRRR), a regional state agency with a mission of promoting and investing in business, community and workforce development for the betterment of northeastern Minnesota. Financed by a portion of taconite production taxes, paid in lieu of local property taxes, the agency's projects and initiatives are aimed at a vision of advancing regional growth by stabilizing and enhancing the regional economy.
 - Led the development of a four-year strategic plan with defined goals, strategies, outcomes and expenditures.
 - Developed an evaluation methodology that will contribute to an ongoing narrative about the agency's collective impact on the region.
 - Supported four major goal areas that guided the agency to meet its vision and mission, complying with statutory requirements and focusing agency priorities.
 - Developed a strategic road map for economic and community development across the Iron Range, called "Recharge the Range," that consisted of the engagement of nearly 600 community, business and cultural leaders. This effort identified multiple strategic initiatives that included small and large business expansion, natural resources, education and talent development, infrastructure, tourism and recreation and livable communities. This effort produced over a dozen new agency programs, developed based on needs identified by civic engagement.
 - Supported agency diversity and inclusion goals for workforce, procurement and civic engagement.

- Boards, councils and advisory groups under my responsibility included, but were not limited to:
 - Arrowhead Growth Alliance (AGA)
 - Iron Range Economic Alliance (IREA)
 - Natural Resources Research Institute (NRRI) Advisory Board
 - Center for Rural Policy and Development (CRPD) Board
 - Iron Range Higher Education Committee
 - McKnight Foundation Rural Economic Development (RED) Group
 - Governors Task Force on Connected and Automated Vehicles
 - Governor's Rail Advisory Council

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KRAUS-ANDERSON CONSTRUCTION COMPANY, MINNEAPOLIS, MN

10/12 – 01/15

DIRECTOR OF BUSINESS DEVELOPMENT

01/07 – 01/11

- Serving clients nationwide, Kraus-Anderson Construction Company is a leading provider of general contracting and construction management services. Ranked as one of the top 50 construction management/general contracting firms in the United State by Engineering News Record.
 - Provided relationship management services to business owners, real estate developers and architects
 - Developed strategic initiatives for marketing the company's services throughout Minnesota
 - Consulted with Kraus-Anderson clients regarding economic development financing

DEPARTMENT OF EMPLOYMENT AND ECONOMIC DEVELOPMENT (DEED), ST. PAUL, MN

COMMISSIONER

01/11 – 10/12

- Appointed to lead the Minnesota Department of Employment and Economic Development (DEED), the state's principal economic development agency. DEED programs promote business recruitment, expansion and retention; international trade; workforce development; and community development. Responsible for over 70 distinct state and federal programs with annual budgets totaling over \$1 billion and approximately 1,850 employees. DEED's three major functions are:
 - Support business creation, expansion, relocation and retention in Minnesota.
 - Stabilize and stimulate the economy in times of economic downturn through benefit payments,
 - Support the workforce needs of Minnesota's businesses workers and communities.
- Boards, councils and advisory groups under my responsibility included, but were not limited to:
 - Minnesota Agricultural and Economic Development Board (finance)
 - Minnesota Job Skills Partnership Board
 - Minnesota Science and Technology Authority
 - Public Facilities Authority Board
 - Science and Technology Advisory Commission
 - Small Business Development Center Advisory Board
 - Unemployment Insurance Advisory Committee

MARK PHILLIPS MANAGEMENT CONSULTING, OAKDLAE, MINNESOTA

02/05 – 01/07

- Provided management consulting services to business clients, including capital formation, marketing and finance.
 - Secured investment capital for Florida based Internet shopping company, Shop4Zero (now GreenBack Street)
 - Completed due diligence and investment recommendation on Xtech project for the Initiative Foundation of Little Falls, Minnesota
 - Provided marketing and development services to Kraus-Anderson Companies of Minneapolis

NORTHEAST VENTURES CORPORATION, VICE PRESIDENT, DULUTH, MINNESOTA 02/99-02/05
IRON RANGE VENTURES, PRESIDENT, VIRGINIA, MINNESOTA
IRV PROPERTY DEVELOPMENT, INC., PRESIDENT, DULUTH, MINNESOTA

- Northeast Ventures Corporation was a for-profit community development venture capital fund; and Iron Range Ventures was an affiliated, non-profit, community development venture capital fund. Together, these mission driven organizations had over \$16 million under management. Responsibilities included capitalization of venture funds, evaluation and recommendation of investment opportunities, recruitment of competent management and service on the board of directors of portfolio companies. IRV Property Development, Inc., was a for-profit subsidiary of Iron Range Ventures that focused on commercial real estate development in small under-served rural communities,

MINNESOTA POWER (ALLETE), DIRECTOR, CORPORATE RELATIONS, DULUTH, MN 03/89 - 01/99
ECONOMIC DEVELOPMENT, MINNESOTA POWER (ALLETE), DIRECTOR
UPPER MINNESOTA PROPERTIES (SUBSIDIARY OF MINNESOTA POWER), PRESIDENT
SYNERTEC (SUBSIDIARY OF MINNESOTA POWER), BOARD OF DIRECTORS
MINNESOTA POWER PENSION FUND INVESTMENT COMMITTEE, DIRECTOR

- Recruited in 1989 to lead the company's economic development efforts, including direction of Minnesota Power's \$10 million economic development loan program and \$1.75 million in community development venture capital investments. Became Director of Corporate Relations in 1992, which included economic development, public affairs and governmental affairs. Duties expanded to include corporate communications, corporate contributions, serving as company spokesperson, and managing all local, regional, state and federal government activities.

NORWEST BANK MESABI, N.A. (WELLS FARGO), VIRGINIA, MINNESOTA 12/88 - 3/89
VICE PRESIDENT BUSINESS BANKING,

Recruited to supervise all commercial lending activity for Northwest Banks in Virginia, Eveleth, Hoyt Lakes and Ely.

IRON RANGE RESOURCES AND REHABILITATION BOARD (IRRRB) STATE OF MINNESOTA,
EVELETH, MINNESOTA 02/83 - 12/88
DIRECTOR OF COMMUNITY AND ECONOMIC DEVELOPMENT,

- Recruited to develop and manage the agency's economic development programs. Subsequently managed the community development grant programs. The IRRRB is a multi-functional regional agency of the State of Minnesota, whose mission is the development of the area's non-mining resources,

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Awards

- Economic Development of Minnesota - Career Achievement Award President

Education

- University of Minnesota, Carlson School of Management, Minnesota Executive Program
- University of Minnesota Duluth, B.A, Business Administration
- Gustavus Adolphus College

Additional Training

- National Development Council (NDC) - Economic Development Finance Training
- Norwest Bank (Wells Fargo) - Commercial Lending and Management Training
- Edison Electric Institute (EEI) - Senior Management Training

- National Association of Small Business Investment Companies (NASBIC) and National Venture Capital Association(NVCA) - Venture Capital Institute
- Duluth Chamber of Commerce - Leadership Duluth
- Minnesota Chamber of Commerce - Fifty for Minnesota Leadership Program

Professional Affiliations and Activities

- University of Minnesota Center for Transportation Studies
- Economic Development Association of Minnesota
- Minnesota Construction Association
- Minnesota Chamber of Commerce
- Greater MSP Investor Advisors
- Labovitz School of Business and Economics (UMD) Advisory Board

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