

Annual Report 2021



TODD COUNTY
DEVELOPMENT CORPORATION



Building Communities Together

To the Communities and Businesses of Todd County

Building Communities Together

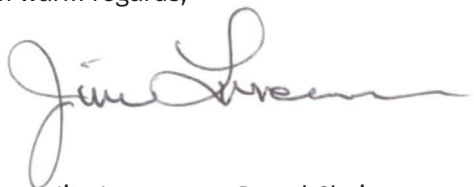
2021 marked 31 years of economic and community development for Todd County Development Corporation (TCDC). Over the past five years, new challenges and opportunities have impacted our current and future direction. We conduct our business with an open mind and perspective. Below are some key developments involving TCDC leadership over these past five years:

- 2016: Launching the TCDC county-wide Golden Shovel informational website bringing digital economic and community information to people.
- 2016: Converting to a 501(c)(3) non-profit status from the IRS. Previously 501(c)(4).
- 2016 Assistance to City of Long Prairie and CTC for broadband development.
- 2016: Initial connection for the Timberlake Hotel/restaurant/event center in Staples.
- 2017: Region Five Golden Shovel partnership to create the “Good Life Website”.
- 2018: Revolving Loan Fund participation of \$150,000 to develop broadband with CTC.
- 2018: Propelled community participation with CTC on a \$2,147,863 Rural Utilities grant for high speed broadband in the Moran Township area.
- 2018: Led community response team on LSC Communications printing plant closing.
- 2019: Connecting D.W. Jones and American Food Group with community on the \$5,000,000+ 2nd Avenue Apartment project in Long Prairie.
- 2019: Assistance to Enterprise CP acquiring the former LSC Communications facility for pasta packaging and production.
- 2020: Facilitating \$1,300,000 federal “Cares Act” grants to business and non-profits.
- 2021: Facilitating \$480,000+ in MN State grants to businesses and non-profits.

TCDC continually explores the way we deliver assistance by maintaining our core principles while being responsive to our surroundings. Our mission to promote and sustain diverse economic and community development through education, training and technical assistance that improves the quality of life for the citizens of Todd County defines our goals.

On behalf of TCDC Board of Directors, committees and volunteers, we thank you for your community support, leadership and guidance.

With warm regards,



Jim Lunemann, Board Chairman



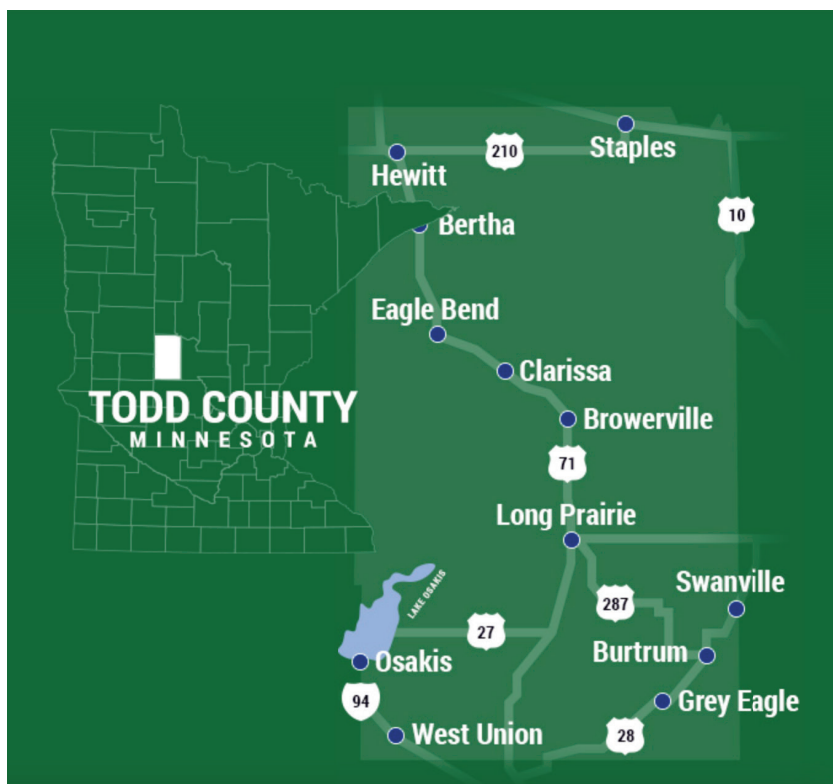
Rick Utech, Executive Director

TODD COUNTY DEVELOPMENT CORPORATION

Building Communities Together

Mission

To sustain and promote diverse economic and community development through education, training and technical assistance that improves the quality of life in Todd County.



Services We Provide

Todd County Development Corporation (TCDC) is a county-wide, 501(c)(3) non-profit economic and community development organization that encourages growth from within.

TCDC's services include:

- Small Business Development Center (SBDC) Outreach Office, providing free education, training and technical assistance to entrepreneurs, businesses and organizations.
- Business assistance revolving loan fund to assist projects by providing low interest fixed "gap" financing. TCDC's gap financing covers the difference of what a lender is able to loan to a project and the equity dollars available from the business.

TCDC website provides:

- Business resource and financing resource information.
- Property site selection assistance through Location One Information System (LOIS) for available Todd County land and buildings.
- Up to date community demographic information provided through ESRI.
- Current news and information.
- Local, state and federal job resources.

Please visit the TCDC website at
<http://www.toddcountydevelopment.org>

Todd County Development Corporation 2021 Annual Report

2021 Todd County Grant Relief Program

COVID-19 business relief continued in 2021 through the Todd County Grant Relief Program. Federal dollars were distributed by the state through counties to assist qualified businesses and non-profits affected by mandated shut-downs in 2020.

Grant guidelines were developed and applications were made available from January 19th through February 19th or until all funding was disbursed. A total of 54 applications were accepted. These applications were processed by TCDC and forwarded for review by a "Grant Review Team". After review, the Grant Review Team forwarded 36 qualified applications to the Todd County Commissioners for approval. The successful applicants were approved by the Todd County Board of Commissioners on March 2, 2021 and 36 grant checks were distributed for a total of \$479,655.

Unlike the federal CARES Act Dollars in 2020, the Todd County Grant Relief program was funded through the State of Minnesota. Todd County received a total of \$486,777 in funds from the state of which 2.5% could be allocated for administrative costs. Due to the number of successful applications, some administration funds were redirected to the grant awards. From August 2020 through March 2021, Todd County Development Corporation processed more than one million eight hundred thousand dollars (\$1,800,000) in grants to Todd County businesses and non-profits.



Todd County Child Care

In the fall of 2021, TCDC was approached by private industry to expedite development of an "extended hour" child care center in Long Prairie. The community had been participating in meetings with First Children's Finance and the Initiative Foundation to assist local child care providers. Extended hour providers were not available and industry was interested exploring a large center to fill the gap for local manufacturers. Meetings with the city, county, First Children's Finance, private industry and a potential child care provider took place to explore the possibilities.

Potential state grant dollars were focused on improvements and equipment, but not construction of a facility. Consensus on space required centered on 5,000 to 6,000 square feet for up to 60 up to 80 children. Two logical options were to locate in vacated space of a former medical facility or construct a new facility. Each option would require public/private grant dollars to renovate or construct a facility. The option of renovating space in an existing facility made sense if grant dollars could be acquired.

In late December of 2021, TCDC sent an RFP to engineering companies for initial drawings and cost estimates to renovate space in the existing medical facility. In 2022, an engineering firm will be chosen to provide the engineering information. TCDC and the project group will utilize the services of First Children's Finance to do financial projections, which will be combined with the estimated renovation cost to determine sources and uses of funds for the project.

Key Performance Indicators

MEASURES	2021 Totals	Pro-Rated Target	2021 Annual Target
Report to County Board	1	1	1
Grants written/assisted & dollar amount	1	1	2 grants
Jobs Created/ Retained (FT)	45	25	25 created/ret.
Facilitated Community/Business projects	2	2	2 Facilitated
Partner Sponsorship dollars received	\$20,700	\$20,000	\$20,000
SBDC (invoiced hours)/Non-SBDC	93/277.5	120	120 hours
Business Retention and Expansion visits	20	20	20 Business R&E visits
Projects financed with TCDC assistance & RLF	\$1,025,000	\$300,000	\$300,000
CARES Act grant hours and grants issued payment	207.5 hours \$479,655 in grants	\$479,655 grants	\$474,000 Original grant dollars allocated

Improving the Communities of Todd County

Todd County Development Corporation (TCDC) Website

The TCDC initiated a complete website re-design on March 25, 2021. Participants in the website re-design included Golden Shovel Agency staff, TCDC directors and Executive Director. Back in 2016, TCDC partnered with the Golden Shovel Agency to help deliver updated information digitally on any device. As part of our partnership with Golden Shovel, TCDC receives a “gate keeper service” and website re-design every five years. In conjunction with our 2021 website re-design, TCDC developed a new logo that complimented the changes. Area economic development partners who utilize Golden Shovel services include the Economic Alliance in Wadena County and City of Long Prairie. This partnership helps TCDC share information and marketing on an area-wide platform.

TCDC website link: www.toddcountydevelopment.org

Todd County Broadband Development

In early 2021, the Todd County Development Corporation Executive Director and Todd County Coordinator met with private and cooperative internet providers to identify areas that could be served in a relatively short timeline (2-4 years). Twelve potential projects were identified, however the cost to public entities (75 – 85%) were extremely high. Potential state and federal dollars, including the American Rescue Program (ARP) were explored as potential funding mechanisms.

In early 2021, a large portion of Todd County was awarded through the Rural Digital Opportunity Fund (RDOF) to LTD Broadband, a company located in Los Vegas, Nevada. In a reverse auction conducted by the Federal Communications Commission (FCC), LTD Broadband received sizable areas in the Midwest which included large portions of Minnesota. LTD has a time period to complete the required long application and claim financial support for developing high speed broadband in the awarded areas. RDOF dollars are funded through the federal government, which makes it difficult for local and regional broadband providers to access other federal dollars for broadband development in areas of Todd County and statewide.

On November 1st, TCDC sponsored a broadband informational meeting to provide updated information and share previously collected data. TCDC held a second Broadband meeting in partnership with the Todd County Broadband Coalition (TCBC) to provide information on their efforts to bring high speed internet service to Todd County. TCBC organized in

mid-2021 through assistance of the Blandin Foundation. TCBC participated in the Blandin “Broadband Accelerator Program” and developed a website, survey and marketing materials to move their effort forward. TCBC includes all interested areas of Todd County and works as a county-wide group focusing the development of high-speed broadband in our rural areas. Check out the Todd County Broadband Coalition’s website at <https://toddcountybroadband.com/>

2nd Avenue Apartments

In May of 2021, D.W. Jones began leasing residential units in the 2nd Avenue Apartment complex in Long Prairie. Origins of the \$5,607,779 apartment project began, back in 2018 through a conversation with D.W. Jones and TCDC. Early projections did not make the project viable without outside financial investment. TCDC approached the Long Prairie Packing Company/American Food Group to inquire about possible financing for the project. A meeting was facilitated between developer D. W. Jones and Long Prairie Packing Company/American Food Group and a partnership formed. The 2nd Avenue Apartment development was the first Minnesota multifamily housing development where a business became a financier and partner in a project.

This partnership between D. W. Jones and Long Prairie Packing Company/American Food Group, led to development of the 37-unit apartment complex. The project was over three (3) years in the making and includes 2 studio, 18 one bedroom, 14 two-bedroom and 3 three-bedroom units. Additionally, 18 indoor heated garage stalls were included in the project.

This project would not have been possible without the partnerships developed by D.W. Jones, the Rosen Family/ Long Prairie Packing Company, Minnesota Housing Finance, City of Long Prairie, Todd County Board of Commissioners, Long Prairie-Grey Eagle School District and many others who contributed to the project.



Thank you to our partners!

2021 PARTNER SPONSORS

Sustaining Partner Sponsor

Todd County

Platinum Partner Sponsor

Todd-Wadena Electric Cooperative

Diamond Partner Sponsors

Long Prairie Economic Development Authority

Minnesota Power

Gold Partner Sponsors

Central Bi-Products/Farmers Union Industries

Lakewood Health System

Long Prairie Packing/American Food Group

Staples Economic Development Authority

Silver Partner Sponsors

American Heritage Bank

Minnesota National Bank

Bronze Partner Sponsors

Central Minnesota Credit Union

In-Kind Partner Sponsors

City of Browerville

City of Long Prairie

City of Staples

Todd County

Long Prairie Area Chamber of Commerce

Regional/State/Federal Economic and Community Development Partners



Committed to the future of rural communities.



Rick Utech, Executive Director | rick.utech@co.todd.mn.us | toddcountydevelopment.org

347 Central Avenue | PO Box 247 | Long Prairie, MN 56347 | Office: 320.732.2128 | Fax: 320.732.2011

Todd County Development Corporation is a 501(c)(3) non-profit and an equal opportunity provider and employer.