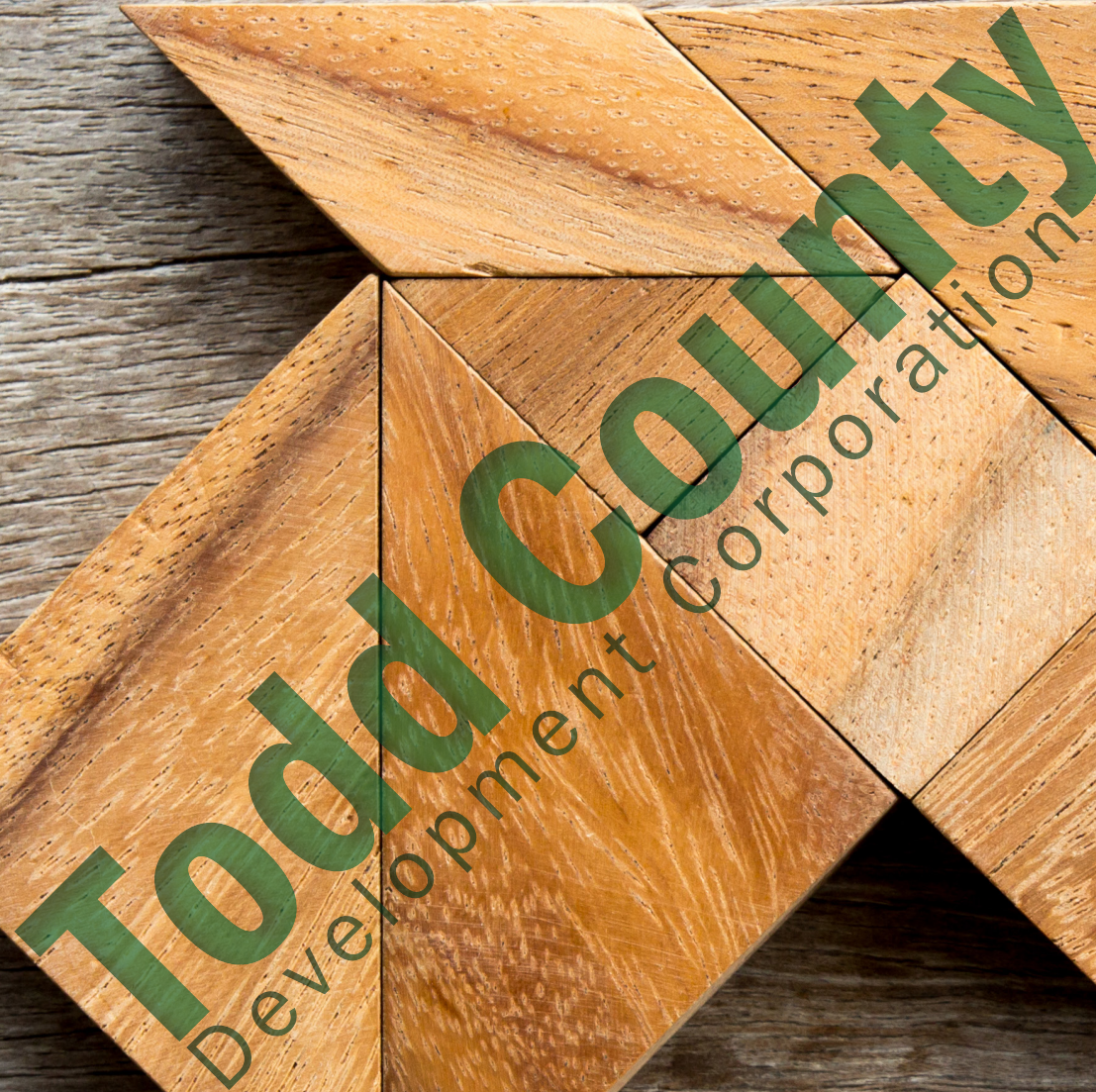


ANNUAL REPORT

b u i l d i n g a s t r o n g e r c o m m u n i t y t o g e t h e r



Todd County
Development Corporation

2016

TO THE COMMUNITIES AND BUSINESSES OF TODD COUNTY

Todd County Development Corporation (TCDC) has served as the economic arm of Todd County since our origination in 1990. Over the past six years, we have established a new vision leading to increased services for our communities and businesses.

Services we provide to our communities and businesses continue to be the groundwork of who we are as an organization. Milestones achieved since 2011 include:

- ▶ Launching the TCDC Revolving Loan Fund for small business development through dedicated county dollars and a matching USDA Rural Development "Rural Business Enterprise Grant".
- ▶ Establishing the first Minnesota Small Business Development Center (SBDC) Outreach Office in Todd County to provide "FREE" professional business technical assistance to pre-venture and established businesses.
- ▶ Coordinating and assisting with broadband fiber development in Todd County and establishing nine new Wi-Fi hot spot locations in Todd County communities.
- ▶ Developing and launching a dedicated TCDC website that provides marketing, site selection, community demographic and current news on projects and initiatives in Todd County.
- ▶ Partnering with Region Five Development Commission and Economic Development Professionals to establish a Region Five marketing and branding website through assistance from the National Joint Powers Alliance.
- ▶ Receiving designation as a 501(c)(3) non-profit organization through the Internal Revenue Service. This status allows TCDC to access more grant opportunities that will help financially assist our economic and community development efforts.

Finally, Todd County Development Corporation is grateful for support we receive from our community and economic development partners and we look forward to breaking new ground in the future.

With warm regards,



Jim Lunemann, Board Chairman



Rick Utech, Executive Director

KEY TCDC INITIATIVES

• TCDC RECEIVES 501(C)(3) NON-PROFIT STATUS

On March 22nd of 2016, TCDC was granted 501(c)(3) non-profit status as an organization. Originally when TCDC filed with the IRS in 1990 a 501(c)(4) designation was granted, however, a 501(c)(3) status is now a required from most granting sources.

• 2016 TCDC ANNUAL DINNER

The TCDC 4th Annual Dinner had a total of 47 participants (not including Directors, Volunteers and Staff). Business achievement awards were presented including:

Community Appreciation Award –

Todd-Wadena Electric Cooperative

Economic Impact Award – ADIUM Oil

(Total Express C-Store, Browerville)

Star Business Award – Minnesota National Bank

• REGION FIVE MARKETING/BRANDING WEBSITE

A new region five marketing/branding website that will to help attract workforce talent and draw people to our region will become reality through the work of Region Five county economic developers and Region Five Development Commission. TCDC and other regional economic development professionals provided grant narrative, a letter of support and letter of commitment to obtain a \$100,000 Innovation Grant from the National Joint Powers Alliance (NJPA). Development of the website started in the fall of 2016 with the assistance of the Golden Shovel Agency and will continue to develop through January and February of 2017. The Region Five website is scheduled to launch in April of 2017.

• TODD COUNTY DEVELOPMENT CORPORATION WEBSITE

In May of 2016, TCDC worked to launch a new economic development web site through Golden Shovel. TCDC developed and launched the new website to market Todd County and use as a resource for businesses, organizations and, communities. The new TCDC website includes full demographic information, information on business assistance, current news and information, helpful links and employment information for area job seekers. The TCDC website additionally includes a presence on social media such as Linked-In, Facebook and Twitter.

• TIMBERLAKE HOTEL IN STAPLES

Mike and Mary Ives, owners of Timberlake Lodge Water Park and Convention Center in Grand Rapids committed to building a new hotel in Staples. The \$4.5 million dollar project will be located on the north side of Highway 10, next to Dairy Queen and National Joint Powers Alliance (NJPA).

In February of 2016, Rick Utech of TCDC approached Mike Ives about the need for new hotels in Staples and Long Prairie. Over the next few weeks, the Ives visited the City of Staples, were impressed with the community and made an agreement to acquire land and purchase an event center that had been closed for a period of time. Last June, Mike, Mary, Burl and Kris Ives hosted a community-wide information session at NJPA to reveal their plans for the facility and answer any questions from the public on the project. The facility is scheduled to be open in early June of 2017.

• CREATING ENTREPRENEURIAL OPPORTUNITIES (CEO)

The CEO 2016/2017 class has 16 students, including 10 students from Staples and 6 from Wadena. The CEO class meets at 7:30 am every morning in a corporate board room. In addition to regular assignments, students develop business plans, host local business guest speakers and tour area businesses to learn what it takes to be an entrepreneur. Students who complete the class receive high school and some college credits. TCDC is the sponsor of the CEO program student loan fund which lends students dollars for their projects.

• INITIATIVE FOUNDATION "THRIVING COMMUNITIES" PROGRAM IN STAPLES

In 2016, the Staples Economic Development Authority embraced the Initiative Foundation's "Thriving Communities" program and set forward steps to improve the economic, skilled workforce and quality of life in the community.

TCDC, National Joint Powers Alliance, LEAP, Staples EDA, Lakewood Health System, MN Power, Mid MN Federal Credit Union, USDA-Rural Development Staples Rotary and Lions Clubs were all investors who helped move the following goals forward:

Economics:

1. Encourage Entrepreneurship, create a culture of innovation and encourage start-ups.
2. Clean-up and improve downtown, existing and new and fill empty spaces.
3. Housing development initiatives/encourage affordable workforce housing.

Quality of Life:

1. Create and retain food and entertainment amenities for all ages.
2. Update and expand community center and programs.
3. Expand walkability (sidewalks, trails and promotion).

Skilled workforce:

1. Create and enhance job skills development collaboration between schools and businesses.
2. Strengthen CLC campus programs, including; licensing trades online programs, child care services for students and housing options.
3. Develop more technical/vocational training at the middle and high school.



2016 at a glance



GRANTS AWARDED:

\$20,000 up 30%



PARTNER SPONSORSHIPS:

\$14,700 up 24%



JOBS CREATED:

46 up 70%



BUSINESS DOLLARS FINANCED:

\$4,890,000 up 260%



JOBS RETAINED
SINCE 2011

119

SBDC BUSINESS
CLIENTS SERVED
SINCE 2012

116

website



UP AND RUNNING: **MAY 2016**

TOTAL VISITORS (QTR 4): **565**

NEW VISITORS (QTR 4): **368**

RETURNING VISITORS (QTR 4): **197**

Small Business Development Center/Non-SBDC SERVICE:

239.75 Hours (119.25/120.5)

Business VISITS (Retention and Expansion): **22**

Facilitated Community PROJECTS: **2**



www.toddcountydevelopment.org

THANK YOU!

2016 PARTNER SPONSORS



Blandin Foundation
STRENGTHENING RURAL MINNESOTA

SUSTAINING PARTNER SPONSOR

Todd County



DIAMOND PARTNER SPONSORS

Todd-Wadena Electric Cooperative

Minnesota Power

Long Prairie Economic Development Authority



GOLD PARTNER SPONSORS

Lakewood Health System

Long Prairie Packing/ American Food Group

Staples Economic Development Authority



SILVER PARTNER SPONSORS

Minnesota National Bank

Central Bi-Products/Farmers Union Industries

Minnesota Business Finance Corporation



BRONZE PARTNER SPONSORS

Central Minnesota Credit Union



ANNUAL DINNER SPONSOR

Dan's Prize



IN-KIND PARTNER SPONSORS

City of Browerville

City of Long Prairie

City of Staples

Todd County

National Joint Powers Alliance





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.

VALUES

To work with honesty, integrity, open and regular communication, respect differences, expect accountability, monitor results, learn from mistakes, maintain confidentiality, speak with one positive voice, expect full board participation and think regionally.

VISION

Todd County will enjoy a vibrant business environment, experiencing sustained growth in broadband technology, technology based business, employment above state averages with quality jobs available for all ages in the work force while fostering a high quality of life.

Rick Utech, Executive Director
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