

THANK YOU!

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Todd County

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Todd-Wadena Electric Cooperative

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Long Prairie Economic Development Authority

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Staples Economic Development Authority

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Dan's Prize

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National Joint Powers Alliance

City of Browerville

City of Long Prairie

City of Staples

Todd County

REGIONAL ECONOMIC DEVELOPMENT PARTNERS



Blandin Foundation
STRENGTHENING RURAL MINNESOTA



BUILDING A STRONGER

COMMUNITY TOGETHER

Todd County
Development Corporation

2017 ANNUAL REPORT

KEY TCDC INITIATIVES



SMALL BUSINESS DEVELOPMENT CENTER (SBDC) OUTREACH OFFICE

TCDC's North Central Regional Outreach Office logged 126.75 hours of billable SBDC technical business assistance to in 2017. Our SBDC technical assistance services are "FREE" to anyone who signs up with the SBDC system. TCDC also provided another 54 hours of free non-SBDC assistance that was provided to businesses throughout Todd County. Additionally 40 hours of required continuing education (marketing, finance, technology, etc.) were logged to meet SBDC certification with the North Central SBDC office at Central Lakes College, State of Minnesota Department of Employment and Economic Development (MNDEED) and Federal Small Business Administration (SBA).

TCDC "REVOLVING LOAN FUND" (RLF)

The TCDC RLF began in 2011 with a balance of \$113,000 dollars originating from a MN DEED "Minnesota Investment Fund" loan repayment dedicated for economic development. TCDC identified an opportunity to apply for a USDA Rural Development "Rural Business Enterprise Grant" (RBEG) and received funding of \$99,000 dollars in late 2011. RLF dollars are loaned to good business projects at a lower fixed interest rate and favorable terms. Since January of 2012, \$247,400 has been loaned to local businesses, with \$140,000 of those loans paid in full plus interest. All loans have been current and no late payments. As of December 31, 2017, the TCDC RLF had an asset amount of \$237,470 dollars, up \$25,470 over a five year period.

2016 TCDC ANNUAL DINNER

The TCDC 4th Annual Dinner had a total of 72 participants (not including Directors, Volunteers and Staff). Dan's Prize was the dinner sponsor and the TCDC Board of Directors prepared and served the meal. Business recognition awards were presented to the following:

COMMUNITY APPRECIATION AWARD:
National Joint Powers Alliance

ECONOMIC IMPACT AWARDS: City of Long Prairie and the Timberlake Hotel/Event Center



"THE GOOD LIFE" REGION FIVE MARKETING WEBSITE

In early 2017, Region Five Development Commission and economic development professionals were finalizing the marketing brand and website design of the new Region Five "The Good Life" website. The purpose of the website was to develop a region-wide brand, help attract workforce talent to our communities and market the amenities within our region. The official Region Five "The Good Life" website was launched in June of 2017. As part of the NJPA Innovation grant, we were able to include nearly \$40,000 for community branding projects. Applications for these community grants included awarding \$5,000 for the Staples community wide marketing campaign and \$3,500 for marketing the Cinco de Mayo event in Long Prairie.

The Region Five "Good Life" website became a reality through the work of Region Five county economic development professionals and Region Five Development Commission. A \$100,000 National Joint Powers Alliance (NJPA) Innovation Grant was secured and the Golden Shovel Agency was retained to help develop the regional economic development website. As an "in-kind" match, Region Five Development Commission and all 5 county economic development professionals contributed to the process to prepare the application and help provide content. The Region Five "Good Life" website can be found at: www.thegoodlifenorhtcentralmn.com/the-good-life.

Earlier in 2016, TCDC had launched their own Golden Shovel website and used content available through their website for the "Good Life" regional website. To further the content on both TCDC and "Good Life" regional website, TCDC retained the assistance of a NJPA summer intern to provide assistance incorporating updates and content. Website improvements included business/community resources, site selection and adapting a "snap shot" feature on all community pages with and the ability to access complete community and county demographic data. TCDC's website can be found at: www.toddcountydevelopment.org.



TIMBERLAKE HOTEL IN STAPLES

Through the efforts of the City of Staples TCDC, the Timberlake Hotel and Event Center was completed in Staples. The project began construction in the fall of 2016 and opened for business in June of 2017. Seventy Five percent (75%) of the construction workers on this project were local.

The Timberlake Hotel and Timbers Event Center in Staples, is a smaller version of the much larger Timberlake Lodge and Event Center in Grand Rapids. The owners, Ives Family, operate multiple hotel and rental properties throughout the Midwest. The new facility is located on the north side of Highway 10, next to NJPA and Dairy Queen in Staples.

BLANDIN FOUNDATION'S "LEADERSHIP IN ETHNICALLY DIVERSE COMMUNITIES" PROGRAM

Last fall, the Blandin Foundation held a new program in Long Prairie, "Leadership in Ethnically Diverse Communities" (LEDC). This program is designed to help build relationships and develop leadership capacity in ethnically diverse communities. The participants represented all sectors of the Long Prairie community. TCDC was part of the volunteer steering committee that had a goal of 24 participants for the "Leadership in Ethnically Diverse Communities" (LEDC) program. The program began in September and continued through October with a total of 4 sessions.

STUDENT SUCCESS DAY AT CENTRAL LAKES COLLEGE (CLC) - STAPLES

On October 20th, Melissa Radermacher of the Staples EDA and Rick Utech of TCDC presented "Going into Business" to 38 incoming students. The community resources presentation was held at the CLC campus in Staples. Students participated in two break-out sessions sponsored by the Staples EDA and TCDC.

WORKFORCE HOUSING

TCDC has been working with the City of Long Prairie and Eagle Bend on potential workforce housing to support the housing needs of our industry. The City of Staples has been working with developers to create new workforce rental properties over the past few years.

Recent meetings with the City of Long Prairie, Central Minnesota Housing Partnership and Jacki Anderson of Congressman Colin Peterson's office have taken place on potential workforce housing projects in the Long Prairie area. Workforce rental housing is essential to help our business grow and a priority for TCDC in 2018.

2017 MEETINGS AND ACTIVITIES:

- ▶ Region Five Economic Development Professionals meetings, which include representatives from Region Five Development Commission, MN DEED and USDA Rural Development.
- ▶ U.S. Economic Development Authority compliance checks for Region Five Development Commission. TCDC currently is a loan committee member on the "Rural Micro-lending Assistance Program" (RMAP) board and a full corporation member of Region Five's NCEDA Board.
- ▶ Meetings and projects of the Long Prairie and Staples Economic Development Authorities.
- ▶ Assistance and support for the Todd County Broadband development effort in Long Prairie (Consolidated Telecommunications Company) and in northern Todd County (West Central Telephone Association) for high-speed broadband development and coordinating information to the Todd County Broadband Committee members.
- ▶ 21 BR&E visits with Todd County businesses in 2017.

- ▶ Member and committee member of the Minnesota Association of Professional County Economic Developers (MAPCED).
- ▶ Monthly, quarterly, semi-annual and annual reporting to USDA Rural Development. MN Secretary of State, MN Attorney Generals' Office, MN DEED and the North Central Small Business Development Center at Central Lakes College.
- ▶ Manage and coordinate for the TCDC "Revolving Loan Fund" (RLF), maintaining bi-monthly ACH electronic payments for business development loans. Completed compliance reporting to Minnesota DEED and USDA Rural Development.
- ▶ Coordinated monthly meetings of the TCDC Board of Directors and generating necessary meeting documentation.
- ▶ Area Chamber of commerce meetings.
- ▶ Advisory board member of the Staples/Wadena High Schools CEO program
- ▶ Provide updates at the Browerville, Bertha, Hewitt, Grey Eagle and Eagle Bend City Council meetings on TCDC projects, goals and initiatives.
- ▶ Prepared funding requests to secure "Partner Sponsor" funding from area businesses and cities.
- ▶ Participated in the State SBDC Knowledge Exchange Program (KEP) at St. Cloud State, annual certification training at Central Lakes College and documenting 40 hours of continuing education required by the State of Minnesota and Small Business Administration for SBDC certification.
- ▶ Developed a work plan and submitting a request to the National Joint Powers Alliance (NJPA) for a 2017 summer intern. Specific duties for the intern were to develop and add content to the TCDC corporate website, Todd County TCDC web pages, Region Five "The Good Life" regional website and assist communities with their websites.
- ▶ Steering committee member on the Long Prairie downtown visioning plan for the city comprehensive plan.
- ▶ Participated in Todd County "Active Shooter" training.
- ▶ Provided letters of support for the grant funding to CentraCare Regional Community Well Being Facility in Long Prairie, Regional Food Coops coalition, West Central Telephone Association's Broadband project in Northern Todd County, Northcentral SBDC at Central Lakes College and Latino Economic Development Corporation (LEDC) for USDA Rural Development project funding.
- ▶ Participated as a voting member in the 2017 NJPA Innovation funding for projects in Region Five. The Hilltop Regional Kitchen in Eagle Bend was awarded \$90,000 for their project.
- ▶ Participated as a member in full corporation meetings of the North Central Economic Development Association (NCEDA).



KEY PERFORMANCE INDICATORS

MEASURES	TO DATE	2017 SBDC ANNUAL TARGET
Report to County Board	1	1
Grant Writing	3 (\$10,000)	2 grants awarded
Jobs Created/ Retained (FT)	31/17	25 created/ret.
Facilitated Community/Business projects	2	2 Facilitated
Partner Sponsorship & donation dollars received	\$15,700	\$15,000
Small Business Development Center/Non-SBDC	126.75/54.0	125 hours
Business Retention and Expansion visits	21	20
Business dollars financed with /TCDC assistance	\$344,400	\$300,000
In-kind services received from non-county sources	\$6,791	Value of In-kind services

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 broad-band 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.

TCDC STRATEGIC MAPPING PRIORITIES

- ▶ Embrace a unified county vision
 - ▶ Expand rural broadband development
 - ▶ Continuously review, revise and update TCDC's marketing initiatives
 - ▶ Support and promote local agricultural producers and business
- ▶ Strengthen and improve TCDC's connections and visibility as a "1-stop-shop" for community and economic development
 - ▶ Attract high quality jobs and workforce housing to our communities through focused strategic priorities

To our Communities, Citizens, and Businesses of Todd County

As Todd County Development Corporation (TCDC), we are proud to have completed our seventh full year since re-organization in late 2010. 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"* continues to guide us each day.

TCDC provides a full range of services including professional technical assistance for start-up or expanding businesses, business financial assistance, site selection, business recruitment, and community technical support. These services encourage business investment, create new jobs, and support growth in Todd County.

Over the past seven years, key accomplishments include:

- Developed the TCDC Revolving Loan Fund to help assist pre-venture and expanding businesses.
- Established a Minnesota "Small Business Development Center" (SBDC) Outreach Office, providing 890 plus hours of free business technical services.
- Direct role in the creation of 216 new jobs and the retention of 165 job all in Todd County.
- Active leader in broadband development projects.
- Launched the TCDC economic development website and partnered to develop the Region Five "Good Life" marketing/branding website.
- Engaged \$7,663,000 business project dollars financed with TCDC assistance.

On behalf of the Todd County Development Corporation Board of Directors, the Commissioner Representatives, the Revolving Loan Fund Committee, volunteers, and Executive Director, we appreciate your continued support and guidance that help us succeed as a community.

With warm regards,

Jim Lunemann, Board Chairman

Rick Utech, Executive Director