



Blandin Foundation
STRENGTHENING RURAL MINNESOTA



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National Joint Powers Alliance



2015 ANNUAL REPORT



OUR MISSION

Sustain and Promote diverse economic development through education, training and technical assistance that improves the quality of life in Todd County.

OUR GOALS

- To facilitate assistance to local businesses in order to retain and create quality jobs.
- To pursue new, sustainable business opportunities that connect existing resources and supply chains.
- To develop a multi-level marketing plan that promotes Todd County's balanced life style, agronomy based work force and progressive business policies.
- To have an affective expression of ownership and collaboration across all communities.
- To promote and encourage technology and infrastructure development that supports retention and growth of quality jobs.

THANK YOU!

Rick Utech, Executive Director
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HEADING IN THE RIGHT DIRECTION



To the Communities, Businesses and Citizens of Todd County

Todd County Development Corporation has provided professional technical assistance for our businesses and communities since our reorganization in 2010. Our organization has succeeded in helping create new jobs, business investment and community growth in Todd County. Looking ahead to the future, our sustained goal is to improve the services we offer and continue our collaboration with community and economic development partners who help us along the way.

The professional technical assistance services we provide to our businesses and communities, remain a cornerstone of who we are at Todd county Development Corporation. Our Small Business Development Center Outreach Office, Revolving Loan Fund (RLF) and professional technical assistance provide the tools that help create quality jobs and strengthen communities. Additionally, education, training and technical assistance relating to broadband, e-business and technology development are just as important to the future growth in Todd County and our region.

Our Board of Directors, Todd County Commissioner Representatives, RLF Committee, volunteers and Executive Director appreciate your support and guidance that help us 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”*.

With warm regards,

Jim Lunemann, Board Chairman

Rick Utech, Executive Director

KEY PERFORMANCE INDICATORS

MEASURES	2015 Actual	2015 Annual Target
Grant Writing	2 (\$15,000)	2 grants
Jobs Created/ Retained	27 created/ 92 retained	25 created
Facilitated Community projects	2	2 Facilitated
Partner Sponsorship dollars received	\$11,900	\$16,000
Small Business Development Center	153.75/130 non-SBDC	200 hours
Business Retention and Expansion visits	21	20 BR&E visits
Business dollars financed with /TCDC assistance	\$1,350,000.00	\$300,000



SMALL BUSINESS DEVELOPMENT CENTER (SBDC) OUTREACH OFFICE

The TCDC Outreach Office logged 153.75 hours of professional SBDC technical assistance with 27 clients in 2015. An additional estimated 130 hours of non-SBDC hours were provided to individuals and organizations at no cost. Additionally, the required goal of 40 hours professional development training was completed to retain our SBDC Outreach Office status.

TCDC REVOLVING LOAN FUND (RLF)

On December 8, 2015, the Petro Plus convenience store in Browerville, opened their doors after being closed for nearly two years. The process stated in early 2015 with the TCDC Revolving Loan Fund (RLF) approving \$100,000 loan to Mielke Mark, Inc. This loan was part of a \$1.35 million dollar financing package coordinated through lead lender Minnesota National Bank. Gap financing partners, North Central Economic Development Association (Region Five Development Commission), Initiative Foundation and TCDC provided the necessary funds to fill the financing gap. This project was part of a \$2.7 million dollar total package that included a sister C-Store in Melrose. Currently, TCDC has three (3) loans in good standing and more than \$100,000 available for business lending projects in Todd County.

NATIONAL JOINT POWERS ALLIANCE (NJPA) INTERN PROGRAM

During the spring semester of 2015, TCDC hosted an intern sponsored by the National Joint Powers Alliance (NJPA). Ben Sorenson, a senior majoring in finance at St. Cloud State University, had an opportunity to learn and work with TCDC Executive Director, Rick Utech on economic and community development, business lending, business research and site selection. We are pleased that Ben's education, part time work experience with Preferred Credit, Inc. during college and NJPA internship experience at TCDC helped to "pave to way" for his new career as a credit analyst at MINN WEST Bank.



Intern Ben Sorenson

BLANDIN COMMUNITY LEADERSHIP PROGRAM (BCLP)

Twenty four (24) individuals from the Long Prairie area were selected to participate in the "Blandin Community Leadership Program" (BCLP) in 2015. Rick Utech and other alumni of the BCLP participated in the steering committee to help select 24 participants. The program consisted of a one week session in March, a two day follow-up session in mid-summer and concluded with a final session and graduation ceremony on September 29th. Graduates of the BCLP are encouraged to become leaders and seek community leadership roles in their communities.

BORDER TO BORDER BROADBAND DEVELOPMENT GRANT APPLICATION FOR THE CITY OF LONG PRAIRIE AREA: "BROADENING OUR HORIZONS TO JUMP-START TODD COUNTY FIBER TO THE HOME".

In the fall of 2015, the City of Long Prairie submitted a "Border to Border" Broadband Development Grant application to the Minnesota Department of Broadband. The project's goal was to provide "fiber to the premise" in the City of Long Prairie and parts of Long Prairie Township. TCDC provided many hours of technical assistance support. Although the application did not make the cut for 2016 funding, other avenues are being pursued to achieve state broadband goals in Long Prairie and throughout Todd County.

TODD COUNTY DEVELOPMENT CORPORATION (TCDC) WEBSITE

TCDC retained the services of "Golden Shovel" to re-energize and expand our website, including a new look and more county-wide information available. Key features will include detailed community demographic information, ability to post business and agricultural events/workshops, ability for businesses to post available jobs and for job seekers to respond and post their resume. The new TCDC website should launch in early April.

2015 TCDC COMMUNITY AND REGIONAL COMMITMENT

- Advisory Board member of "Creating Entrepreneurial Opportunities" (CEO) for high school students at Staples Motley and Wadena-Deer Creek High Schools.
- Sponsored free "Lunch and Learn" workshops in "Business Transition" and "Social Media" in Staples and Long Prairie.
- Loan Committee member of the Rural Micro-lending Assistance Program (RMAP) administered by the North Central Economic Development Association/Region Five Development Commission.
- Member of Minnesota Professional County Economic Developers (MAPCED).
- Serving as a champion for the Region Five Development Commission's "Resilient Communities" Broadband Task Force and member of the Blandin Foundation Broadband Communities Region Five group.