

# Annual Report 2019

30 years of building stronger  
communities together



**Todd County**  
Development Corporation

# Todd County Development Corporation 2019 Annual Report

## LSC Communications facility, Long Prairie

On October 31, 2018, Quad Graphics of Wisconsin agreed to acquire Chicago based LSC Communications for 1.4 Billion dollars which included the 315,000 Long Prairie facility. In July of 2019, the sale was terminated due to a U.S. Department of Justice lawsuit to block the combination on antitrust grounds. Government lawyers argued the deal would combine two commercial printers on a nationwide scale to print and distribute magazines, books and catalogs, setting the stage for price hikes and service cuts.

In late October, TCDC was approached by an investor group from Alexandria about the facility followed by the group entering into a purchase agreement. TCDC worked with the investors, City of Long Prairie and Minnesota Department of Employment and Economic Development (MNDEED) to assist and help bring Enterprise CP, LLC to the facility. MNDEED programs were evaluated included the job creation fund, workforce training and Minnesota Investment Fund (MIF). Enterprise CP, LLC, operates as a pasta packaging company. Future plans may include installing a pasta manufacturing line.

## Consolidated Telephone Company (CTC)

TCDC assisted in public meetings and application process for Consolidated Telecommunications Company's (CTC) \$2,147,863 USDA Rural Utilities grant to bring high-speed fiber broadband service to Moran Township. TCDC participated at CTC's May 20th ground-breaking ceremony, presenting along with CTC CEO Kristi Westbrook and Jackie Anderson of U.S. Representative Colin Peterson's office. Both CTC and West Central Telephone Association continue to advance high speed broadband services to the rural areas of Todd County.

## Small Business Development Center (SBDC) Outreach Office

TCDC's SBDC Outreach services are made possible through a partnership between the Small Business Administration (SBA) and the Minnesota Department of Employment and Economic Development (MNDEED). TCDC completed the following in 2019:

1. 117.5 hours of business technical services to eleven different businesses.
2. Annual certification in December of each year including, code of conduct, rules and regulations set forward by the SBA and MNDEED.
3. 40+ hours of financial, marketing and other business training each year.

## Location One Information System (LOIS)

TCDC provided coordination of the LOIS site selector website for available commercial and industrial properties in Todd County. LOIS is a national online location analysis tool designed for communities and economic development organizations to promote available site and building inventory. LOIS has an integrated GIS tool for customizable layers with market information, demographics, workforce, infrastructure, housing, business and industry. Site selectors and real estate consultants are 98% more likely to search for property and community data online.

## Performance Indicators

MEASURES	2019	2018	2019 SBDC Annual Target
Report to County Board	1	1	1
Grants written/assisted & dollar amount	3/ \$45,000	3/ \$2,150,363	2 grants
Jobs Created/ Retained (FT)	33	38	25 created/ret.
Facilitated Community/Business projects	2	2	2 Facilitated
Partner Sponsorship dollars received	\$17,400	\$15,100	\$15,000
Small Business Development Center/Non-SBDC hrs.	117.5/92.5	90.25/54.5	140 hours
Business Retention and Expansion visits	21	22	20 Business R&E visits
Dollars financed through/with TCDC assistance	\$2,381,000	\$959,000	\$ 300,000

# To the Communities and Businesses of Todd County



## 30 years of Building Communities Together

Thirty years ago, on May 22 1990, Todd County Development Corporation (TCDC) was formed and registered with the State of Minnesota. The original Board of Directors included Donald Dorosh, Becky Sellnow, LeRoy Williams and Tom Allen. In 1993, TCDC was designated and recognized as a 501 (c)(4) non-profit organization by the Internal Revenue Service.

Years later, in early 2010, a group of county-wide stakeholders reorganized TCDC and developed a new strategic plan and direction. The County-wide stakeholders included county commissioners, public and private sector representatives. Throughout the process, guiding assistance was provided by the Initiative Foundation and Region Five Development Commission to develop future goals and strategies. In November of 2010 TCDC welcomed a new executive director to carry out these goals and strategies and begin a new era for TCDC.

Key accomplishments over the past nine years include:

- Development of a county-wide revolving loan fund.
- Developing the first Small Business Development Center (SBDC) in Todd County.
- Establishing IRS recognition as a 501(c)(3) non-profit organization on March 22, 2016.
- Developing a comprehensive county-wide economic development website.
- Building strong relationships with our community and economic development partners.
- Leading the groundwork for high speed reciprocal fiber broadband in rural areas.
- Guiding the development of workforce housing and child care establishment.

We appreciate everyone that helped our organization to grow, improve the services we offer and develop key partnerships. Together, we all can continue 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.

On behalf of our TCDC Chair, Board of Directors, Todd County Commissioner Representatives, RLF Committee and Executive Director, we would like to thank you for your support and guidance.

With warm regards,

A handwritten signature in black ink, appearing to read "Jim Lunemann". The signature is fluid and cursive, with a long horizontal stroke at the end.

Jim Lunemann, Board Chairman

A handwritten signature in black ink, appearing to read "Rick Utech". The signature is fluid and cursive, with a long horizontal stroke at the end.

Rick Utech, Executive Director

# Todd County Development Corporation

## 2019 Todd County Development Corporation Award Recipients

### COMMUNITY APPRECIATION AWARD:

**LEAP group in Staples (Leadership, Engagement, Advocacy, Positiveness)**

### ECONOMIC IMPACT:

**Pro Ag Agricultural Cooperative**

### EMERGING BUSINESS:

**Agua Gorda Cooperative**

## 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.



Rick Utech, Executive Director | [rick.utech@co.todd.mn.us](mailto:rick.utech@co.todd.mn.us) | [toddcountydevelopment.org](http://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.

## Todd County Housing

TCDC continues to be actively involved in county-wide housing. Our organization appreciates the community leadership and commitment of Rosen's Diversified, Inc./American Food Group and housing developer D.W. Jones for their efforts to help cultivate additional workforce housing in Long Prairie. We are additionally thankful for the support of Todd County, City of Long Prairie and Long Prairie-Grey Eagle Schools for their actions to move quality workforce housing forward in our community. Through these efforts, a proposed 37-unit quality market-rate workforce housing proposal is moving forward to help our growing industries.

We are additionally appreciative for leadership and commitment by the City of Staples for development of quality housing. The City of Staples and Central Minnesota Housing Partnership (CMHP) recently partnered to develop the 42-unit Mill Townhome workforce housing project in Staples. TCDC along with other organizations provided support toward the project. Over the past three years, more than 100 quality housing units have been developed in the City of Staples.

Other potential workforce housing projects continue to gain momentum in the cities of Grey Eagle and Eagle Bend.

## Business Succession Workshops

During the months of September and October, TCDC held a series of "lunch and learn" business succession workshops for people planning to buy, sell or retire from a business. Eight business succession workshops were held with four in Long Prairie and four in Staples. A team approach incorporating your accountant, financial planner, attorney, insurance and family was the main area of focus. These eight workshops were made possible through the generosity and commitment of the Initiative Foundation and USDA Rural Development.

## TCDC Revolving Loan Fund (RLF)

Provided management and coordination for the TCDC Revolving Loan Fund (RLF). Since 2012, the TCDC RLF has provided \$427,400 in business assistance loans while leveraging \$1,981,000 in private financing for 9 different projects in Todd County. Total RLF assets for the year ending 2019 equaled \$245,171.09, up 1.8% from 2018 and up 217% from the original RLF start-up of \$113,000.

## 2019 Commitments and Activities

- Central Minnesota "Creating Entrepreneurial Opportunities" (CEO) advisory board.
- Region Five Economic Development Professionals.
- Staples LEAP (Leadership, Engagement, Advocacy & Positiveness).
- Minnesota Association of Professional County Economic Developers (MAPCED).
- Tri-State Manufacturers Association.
- R5DC NCEDA Rural Micro-lending Assistance Program loan committee Chair.
- Long Prairie and Staples Economic Development Authority
- City council and chamber of commerce meetings.
- Presenter on KEYL's morning program on community and economic development Todd County.
- Partner with chamber of commerce "Talent Advantage Series" workforce program.
- Region Five Development Commission's "Intercultural Development Inventory" (IDI) participation.
- TCDC Revolving Loan Fund Committee Coordinator.
- Todd County Annual Township meeting presenter.





# Thank you to our partners!

## 2019 PARTNER SPONSORS

### Sustaining Partner Sponsor

**Todd County**

### Platinum Partner Sponsor

**Todd-Wadena Electric Cooperative**

### Diamond Partner Sponsors

**Long Prairie Economic Development Authority**

**Minnesota Power**

**SourceWell**

### 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

**Minnesota National Bank**

### Bronze Partner Sponsors

**American Heritage Bank**

**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**

**Long Prairie Area Chamber of Commerce**

## Economic and Community Development Partners

