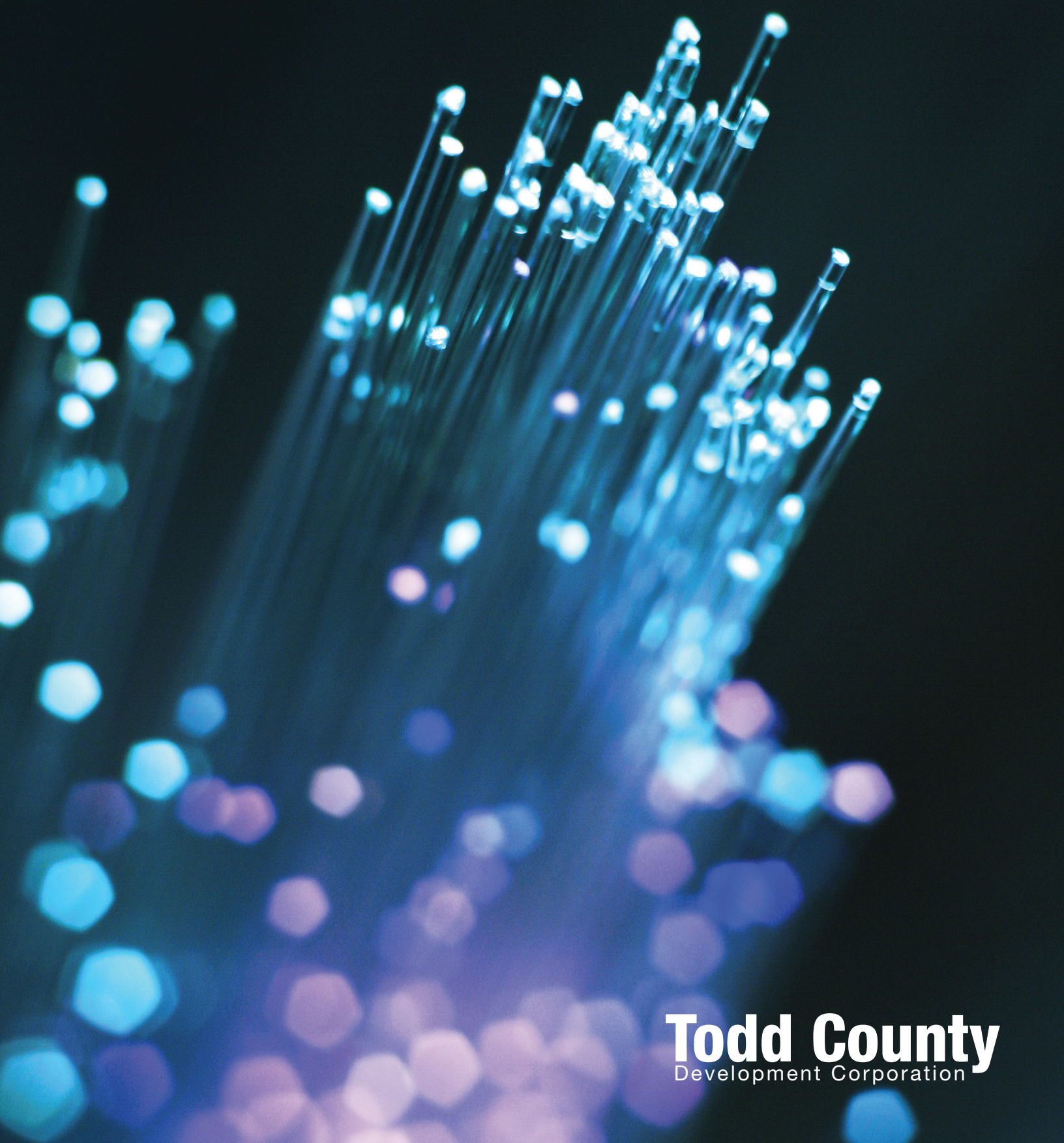


# Annual Report 2018

Building a stronger community together



**Todd County**  
Development Corporation



# TODD COUNTY DEVELOPMENT CORPORATION 2018 ANNUAL REPORT

## Small Business Development Center (SBDC) Outreach Office

TCDC's SBDC Outreach Office must meet state and federal regulations to operate and maintain certification. Annual training for 2018 included:

1. "Knowledge Exchange Program" (KEP), conducted at Central Lakes College (CLC) in Brainerd on May 15th and 16th.
2. SBDC certification on December 13th at CLC, which included training on 2019 rules and regulations by U.S. Small Business Administration and Minnesota Department of Employment and Economic Development (MNDEED).
3. 40 hours of financial, marketing and other business training each year.

## LSC Communications

TCDC led planning efforts by organizing strategic meetings to assist the 236 employees affected by the LSC Communications shut down.

Meeting participants included representatives from LSC Communications, Minnesota Department of Employment and Economic Development (MNDEED), Initiative Foundation, Region Five Development Commission, City of Long Prairie, Long Prairie Area Chamber of Commerce, Rural Minnesota CEP, Grow MN, Region Five Development Commission, Todd County Coordinator and TCDC.

The assistance process began with the MNDEED "Rapid Response" team. MNDEED contracted with Rural Minnesota CEP (Concentrated Employment Program) and Career Solutions through the Minnesota Dislocated Worker Program. Assistance ranged from resume writing/ mock interviews to education financial assistance for re-training and education. LSC Communications provided one week compensation for every year worked plus state unemployment benefits. TCDC additionally participated in and provided financial assistance for a regional job fair conducted by the Long Prairie Area Chamber of Commerce on March 2nd where 42 business recruiters participated.

The LSC Communications facility has 240,000sf of production space and 75,000sf of office space. The facility is listed on the "Location One Information System" (LOIS) national site selector website. TCDC continues working with the real estate broker, CBRE Group, and MNDEED on marketing the property.

## Eagle Bend School

TCDC continues to work with the city of Eagle Bend, Bertha-Hewitt School District and a local Eagle Bend housing group on solutions for the vacant Eagle Bend High School. The Eagle Bend housing group completed an area-wide housing survey to explore housing needs for area. Informational sessions on the survey were held for the public to learn about the survey responses and featured Cheryl Wickersham of UC Homes. UC Homes presented at four public housing meetings held in Browerville, Clarissa, Eagle Bend and Bertha on development possibilities of the site.

## Todd County Housing

This past year, TCDC led or provided support for four housing projects or potential projects. These included:

1. Drafting and providing letters of support and financial assistance for the Staples workforce "Mill Townhouse" project.
2. Working with a developer and local manufacturer on a proposed 32 unit market rate housing project in Long Prairie.
3. Providing technical assistance to the City of Grey Eagle on potential senior housing.
4. Working with the City of Long Prairie and developer to construct an eight unit market rate housing project on the old VFW site.

## Consolidated Telephone Company (CTC)

CTC partnered with TCDC to construct a high speed fiber optic line from Coal Lake in Central Todd County to Browerville and then leading south along Highway 71 into Long Prairie. This

## PERFORMANCE INDICATORS

MEASURES	2018	2017	2018 SBDC Annual Target
Report to County Board	1	1	1
Grants written or assisted/ dollar amount	3/ \$2,600,363	3/\$10,000	2 grants
Jobs Created/ Retained (FT)	38	31	25 created/ret.
Facilitated Community/Business projects	2	2	2 Facilitated
Partner Sponsorship dollars received	\$15,100	\$15,300	\$15,000
Small Business Development Center/Non-SBDC	90.25/54.5	119.25/54.0	140 hours
Business Retention and Expansion visits	22	21	20 Business R&E visits
Dollars financed through/with TCDC assistance	\$959,000	\$344,400	\$ 300,000

project route accomplished two important goals for Todd County residences and businesses which include:

1. Providing a redundant connection for CTC to Browerville and Long Prairie for improved reliability.
2. Providing high speed reciprocal broadband service to businesses and residents along the route of up to 1 gig service.

TCDC delivered assistance for the CTC grant application to USDA Rural Utilities. TCDC provided grant narrative information, coordinating support letters from the community and presenting the project at public meetings. TCDC was informed in early November by CTC of the 85% matching USDA Rural Utilities grant award (\$2,147,863.00). These dollars will be used to construct high speed fiber reciprocal broadband services in the Moran Township area. This Rural Utilities grant was the only one received for 2018 in Minnesota.

TCDC provided as needed support for West Central Telephone Association on the Broadband Fiber projects in Villard and Staples Townships. This project is nearing completion and recipients of this broadband service have the same opportunity to receive up to 1 gig reciprocal broadband service.

## TCDC Revolving Loan Fund (RLF)

Provided management and coordination for the TCDC Revolving Loan Fund (RLF). \$178,000 in loans were approved in 2018 to assist local economic development projects. Since 2012, the TCDC RLF has provided \$415,400 in business assistance loans and leveraged \$1,850,000 in private financing for 8 different projects in Todd County. Total RLF assets for the year ending 2018 equaled \$240,975.08, up 1.5% from 2017 and up 213% from the original RLF start-up of \$113,000.

## Federal “Opportunity Zone” Program

Developed information and resolution for the establishment of priority census tracts for the Federal Job Opportunity zone program. TCDC presented six census tracts listed on a priority basis to the Todd County Board of Commissioners, who approved three as required by MNDEED on a priority basis. MNDEED awarded a federal “Opportunity Zone” status to the Long Prairie Southwest Industrial Park.

## 2018 Meetings and Activities

### Monthly/Quarterly meetings:

- 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.
- Region Five Rural Micro-lending Assistance Program loan committee.
- Long Prairie and Staples Economic Development Authority
- City council and Chamber of Commerce as needed.
- Golden Shovel website gatekeeper meetings.
- Todd County Department Head.

### Activities:

- Participated in a day at the capitol to promote the CentraCare – Long Prairie Wellness Center in Long Prairie.
- Managed the Location One Information System (LOIS) site selector website for Todd County, listing available county-wide commercial/industrial real estate.
- Coordinated the 6th Annual TCDC Dinner held at the Browerville Community Center.
- Assisted the City of Long Prairie to host the Blandin Foundation Board of Directors, whose goal was to focus and discuss key issues and needs of the community.
- Presented on KEYL’s morning program on fiber broadband development in Todd County and the Small Business Development Center services at TCDC.
- Participated with Region-5, MN DEED, MN Rural CEP and the Long Prairie Area Chamber of Commerce on the “Talent Advantage Series” program.
- Participated in SourceWell’s Annual Summit and Innovation Funding in Staples.
- Participated in the Initiative Foundation’s “Growing Home” event.
- Participated in the Region Five Development Commission’s “Intercultural Development Inventory” assessment.
- Participated in community meetings on technology and education possibilities at the Bertha-Hewitt School. At the final meeting, a tour was provided to help learn about technology innovation and cutting edge education methods taught in the school system.
- Coordinated the TCDC Revolving Loan Fund committee meetings and managed documentation.
- Participated in the Blandin Foundation leadership alumni program training.
- Participated in the Staples area community planning meetings.
- Participated in the Long Prairie “Downtown Plan” steering committee meetings.
- Participated in meetings of the Long Prairie Growth group.
- Presented on broadband development at the Todd County Annual Township meeting.

# THANK YOU TO OUR PARTNERS!

## Our Partner Sponsors

Sustaining Partner Sponsor

**Todd County**

Diamond Partner Sponsors – \$2,500 +

**Todd-Wadena Electric Cooperative**

**Minnesota Power**

**Long Prairie Economic Development Authority**

**SourceWell**

Gold Partner Sponsors – \$1,000 +

**Central Bi-Products/Farmers Union Industries**

**Lakewood Health System**

**Long Prairie Packing/ American Food Group**

**Staples Economic Development Authority**

**Minnesota Business Finance Corporation**

Silver Partner Sponsors – \$500 +

**Minnesota National Bank**

Bronze Partner Sponsors – \$200 +

**Central Minnesota Credit Union**

**American Heritage Bank**

Annual Dinner Sponsor

**Dan's Prize**

In-Kind Partner Sponsors

**City of Browerville**

**City of Long Prairie**

**City of Staples**

**Todd County**

## Economic and Community Development Partners



Committed to the future of rural communities.



# TO THE COMMUNITIES AND BUSINESSES OF TODD COUNTY



Eight years ago, Todd County Development Corporation (TCDC) was re-established as an economic and community development organization. Several key goals were accomplished including establishing the first Small Business Development Center (SBDC) in Todd County, gaining IRS recognition as a 501(c)(3) non-profit organization, developing a business revolving loan fund, developing a comprehensive county-wide economic development website, establishing strong relationships with our economic development partners and developing the groundwork for high speed reciprocal fiber broadband to our area.

Development of reciprocal fiber broadband services began with many meetings of the Todd County Broadband Advisory group and continues today through TCDC's cooperative partners and community stakeholders. We work with our cooperative partner providers to help develop quality reciprocal fiber broadband service that is and will be available many areas in rural Todd County.

Our organization clearly values our community and economic development partners who have helped our organization to improve the services we offer in the Todd County. We look forward working together toward 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.

Our Board of Directors, Todd County Commissioner Representatives, RLF Committee and Executive Director would like to thank you for your support and guidance that helps to shape our direction.

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 more compact and stylized than the one to its left, with a shorter horizontal stroke at the end.

Rick Utech, Executive Director



# TODD COUNTY DEVELOPMENT CORPORATION

## 2018 TODD COUNTY DEVELOPMENT CORPORATION AWARD RECIPIENTS

Community Appreciation Award:	<b>Consolidated Telecommunications Company</b>
Economic Impact Awards:	<b>Lakewood Health System – Staples</b> <b>CentraCare Health – Long Prairie</b>
Emerging Business Award:	<b>Rigid Machining - Browerville</b>

### 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.



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