



# 2022 CEDA ANNUAL REPORT

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# A Message from Our CEO

One of the most fulfilling parts of my role as President and CEO of Community and Economic Development Associates (CEDA) is watching the successes we achieve year over year as we continue to move the needle for rural America. Last year was one of growth and innovation as we expanded our team and our reach, forging new partnerships and developing programs that will positively impact the lives of the people in our rural communities. Through the hard work and steadfast dedication of our CEDA board and team members, we are able to continue to provide a uniquely CEDA level of assistance to our rural American cities, counties, organizations and businesses.

I invite you to read our annual report to see the extent of the impact our team has had on the communities in which we serve.

A few highlights from this past year:

- The Grants Department had another record-breaking year, this time in the number of grants awarded - we were able to successfully author 56 grants, bringing a total of \$2,575,916.39 into the region for our communities and partners to execute projects.
- The Marketing Department continues to design and implement significant events and programs that promote our organization and opportunities within our communities, such as the Regional Development Tour, small business trainings, service offering expansion and new contract recruitment.
- The Government Relations Department continues to build relationships with state and federal legislators, highlighting the impactful work we are doing throughout Minnesota, Iowa and Wisconsin and being a resource for those in elected and appointed positions.
- The Workforce Development Department, in collaboration with South Central Service Cooperative, expanded into one new school district, creating more opportunities for local employers to engage with students and generate a talent pipeline to combat workforce shortages. We will begin working with several more school districts in the upcoming year, continuing to expand this department and its impact.
- The Planning Department was re-structured and expanded, bringing on a new two-person team working to provide housing studies, comprehensive plans, land use plans, strategic planning sessions and more to our rural communities.

In addition to our wonderful board and team members that are able to execute this work, I would also like to take this opportunity to thank the CEDA investors and partners who believe in our mission and continue to support us. Your trust and belief in our organization is greatly appreciated! I also want to thank the cities, counties and organizations that contract with us to provide services to help make your communities wonderful places to live and work. Your confidence in our abilities is also greatly appreciated!

As we move forward into 2023, we are excited to continue to build on the momentum of 2022 and continue to innovate, grow our impact and provide the excellent services you have grown to expect from our organization.

Thank you for all that you do!



# 2022 COMMUNITY HIGHLIGHTS

Community Highlights are bullet points submitted by team members from every CEDA community, featuring three projects that our team helped facilitate over the course of the year. These projects demonstrate the impact CEDA has in our rural communities. Read on to learn more about what we accomplished in 2022!

## **BENSON, MN POP. 3,480**

- Authored and was awarded a total of \$32,000 in grants from Swift County ARP, Benson Community Foundation, Galen Hanson Foundation and Sonsteng Foundation to add two new water features to the Benson Family Aquatic Center.
- Conducted a feasibility study examining the purchase of a 127-acre piece of land for the location of a new industrial park.
- Established a strong social media presence that filled an existing gap in communication between the community and city leadership.

## **BLUE EARTH, MN POP. 3,174**

- Administered three \$25,000 forgivable loans to business owners purchasing existing businesses.
- Authored and was awarded a \$20,000 Blandin Foundation Rural Leadership Boost Grant and a \$10,000 SMIF Grant to continue supporting and developing welcoming initiatives.
- Initiated a collaboration with the Minnesota State University, Mankato Task Force to better connect international students with workforce opportunities in rural Minnesota.

## **CANNON FALLS, MN POP. 4,220**

- Executed the sale of an EDA-owned property and development agreement for the construction of a 79-unit market rate-apartment complex.
- Acquired a blighted property from the county and demolished the existing structures to prepare the site for development; sold the newly developable property to the local housing initiative for the construction of a single-family home.
- Purchased a 40-acre piece of developable land near the school campus to build new housing options for the community.

## **CHATFIELD, MN POP. 2,997**

- Administered \$8,700,000 of a State Bonding Grant for Phase II renovations of the Chatfield Center for the Arts.
- Negotiated development agreements and land purchases for multiple commercial, residential and city projects in alignment with community strategic development goals.
- Assisted in updating state legislation to create more flexibility in TIF law for small rural cities to more easily incentivize development.

## **CLAREMONT, MN POP. 513**

- Authored and was awarded a \$6,000 Minnesota Energy Resources Grant to install professional grade soccer nets at Henning Park.
- Collaborated with the Planning and Zoning Committee to update the city's Land Use Plan focused on future development opportunities.
- Partnered with a local developer to implement a Workforce Housing Program that will generate 10 affordable starter homes, recruit first-time home buyers to the community and provide financial literacy training.

## COLERAINE, MN POP. 2,006

- Authored and was awarded a \$50,000 Blandin Leadership Boost Grant to install playground equipment near Cotton Park.
- Explored community partnership and funding opportunities for the Eagle Ridge Golf Course, Mt. Itasca Ski Club and Greenway Joint Recreation Association.
- Explored funding opportunities to make improvements to city park equipment and the recreation center.

## DAWSON, MN POP. 1,466

- Authored and was awarded a \$70,000 Blandin Foundation Rural Leadership Boost Grant to improve existing park features.
- Created a Fix-Up Fund Program that provides up to \$10,000 in grants to local businesses for exterior building improvements; administered six grants.
- Administered a \$12,995 revolving loan to a local health foods store, a \$92,000 revolving loan to a custom cabinetry maker and a \$20,000 revolving loan to a construction company for business improvements.



## DODGE COUNTY, MN POP. 20,867

- Updated the county's Tax Abatement Policy to include an abatement option specifically for affordable housing projects.
- Conducted a research study on alternative child care models around the state and surveyed the Dodge Center community to determine what model would best meet the county child care needs.
- Implemented a Business Spotlight Program that recognizes new businesses who have opened within the past year by publishing a local news article and highlighting them on the county website and social media accounts.

## ELLENDALE, MN POP. 676

- Authored and was awarded \$491,000 in deferred loans through Minnesota Housing's Workforce Housing Development Program for the construction of a 20-unit market-rate apartment complex.
- Facilitated a partnership with Keen Bank to have a vacant property donated to the EDA.
- Administered a \$10,000 revolving loan to a local bar and restaurant for updates to the facility.

## EYOTA, MN POP. 2,006

- Assisted the start-up of Due North Coffee by providing marketing insights, administering a \$20,000 revolving loan and awarding them a \$15,000 grant.
- Authored and was awarded a \$10,000 Minnesota DOT Highway Beautification Grant, a \$3,500 People's Energy Cooperative Grant and a SMIF Paint the Town Grant to refresh the historic city mural.
- Assisted in recruiting a new bank to the city by providing marketing insights and community data to interested parties and facilitating informational meetings on the community.



## **FAIRMONT, MN (INTERIM) POP. 10,487**

- Provided Interim Economic Development services from May through September as a full-time search was conducted.
- Managed economic development projects within the city, including de-federalizing a Revolving Loan Fund, conducting an RFP process for the sale of an EDA-owned building and administering the Minnesota Valley Action Council SCDP.
- Managed day-to-day administrative functions of the Economic Development office including developing meeting agendas and packets, administering revolving and child care loans and visiting local businesses to provide service information.

## **FARIBAULT COUNTY, MN POP. 13,921**

- Administered a \$2,886,205 CDBG-CV Broadband Grant and facilitated the installation of fiber internet in the communities of Bricelyn, Delavan, Elmore and Frost.
- Partnered with the Faribault County Sheriff's Office to fund \$30,000 in equipment updates, providing shields and helmets to all of the deputies in the county.
- Authored and was awarded a \$15,000 Good Food Access Program Grant to provide a healthy and convenient grab and go section at the Kiester Market.

## **FILLMORE COUNTY, MN POP. 21,228**

- Hosted the 2022 Fillmore County Agriculture Summit, featuring presenters on Emotional Wellness, Ag Entrepreneurship, Sustainable Agriculture, Succession Planning, Financial Risk Management and Alternative Crop Investment.
- Collaborated with the Houston County EDA, Southeast Service Cooperative, Workforce Development, Inc. and Southeast Minnesota Perkins Consortium to transition the Bluff Country Collaborative to a braided funding model.
- Coordinated with regional stakeholders to craft a Letter of Interest to the U.S. DOT for their Thriving Community Grant Program to form an 11-County Regional Transportation Organization.

## **FRAZEE, MN POP. 1,335**

- Collaborated with local businesses to create a new Frazee Business Brochure.
- Completed construction of the Downtown Commercial Building Infill Project and welcomed Seip Drug as the first tenant.
- Identified a development partner and target site for an affordable housing development.

## **GOODHUE COUNTY, MN POP. 47,582**

- Facilitated a Landlord Summit webinar series, providing education to local landlords on how to assist tenants in tough economic times, how to make their property a good investment and tenant legal rights.
- Provided input on CARES Act and ARPA funding initiatives to further housing and business development.
- Facilitated a Housing Summit webinar series, providing community education on Section 8 Housing.

## **GOODHUE, MN POP. 1,250**

- Participated in the Regional Development Tour, resulting in a promotional video for the city and showcasing community assets and opportunities to regional commercial, industrial and residential stakeholders.
- Administered \$5,000 in façade improvement grants to two downtown businesses for exterior building improvements; approved \$10,000 in grants for four additional façade improvement projects.
- Assisted a local entrepreneur in developing a business plan to renovate the railroad depot building into a new coffee, ice cream and sandwich shop.

## GOODVIEW, MN POP. 4,158

- Assisted in creating and promoting the Goodview Community Foundation.
- Administered multiple façade improvement grants and one revolving loan to local businesses for exterior building improvements and business assistance.
- Assisted in the sale of an EDA-owned property and negotiated the terms of the development agreement.

## HARMONY, MN POP. 1,043

- Administered a total of \$195,000 in loans to seven local businesses to assist with purchasing equipment, opening operations, general business improvements and expansion.
- Updated the Home Rebate Program by increasing the maximum rebate to \$20,000; the program has created a total of 19 new homes and added \$3,325,000 to the tax base to-date.
- Administered a \$40,000 grant to a downtown commercial building for exterior building improvements.

## HAYFIELD, MN POP. 1,364

- Authored and was awarded a \$28,700 Minnesota DOT Safe Routes to School Planning Assistance Grant to assist with the planning of a trail expansion.
- Authored and was awarded a \$40,000 Minnesota DNR Protect Community Forests Grant to address trees infested with the invasive emerald ash borer on public lands.
- Authored and was awarded a \$10,000 SMIF Small Town Grant to host a community bike rodeo to recruit members to the city's trail planning committee and fund the purchase of a small fleet of bicycles for community use.



## HOUSTON COUNTY, MN POP. 18,843

- Utilized a SMIF Grant to open Keep Company Co-Working, a workspace for businesses and entrepreneurs in the county without their own offices.
- Authored and was awarded a \$42,000 First Children's Finance Grant to help address child care needs in the community.
- Expanded the Bluff Country Collaborative, a partnership between Fillmore and Houston County schools, businesses and local organizations to create a workforce pipeline.

## HOWARD COUNTY BUSINESS AND TOURISM, IA POP. 9,469

- Established a \$250,000 Housing Revolving Loan Fund to assist developers and owners looking to build rental properties, speculative builds or downtown upper-story housing units.
- Upgraded three community, economic and tourism websites: [www.crescochamber.com](http://www.crescochamber.com), [www.howard-county.com](http://www.howard-county.com) and [www.iowawrestlinghalloffame.com](http://www.iowawrestlinghalloffame.com), reflecting a 7.2% increase in local tourism dollars.
- Met with 26 entrepreneurs and administered \$149,400 in revolving loans, resulting in the creation of 23 new jobs and the retention of another 20 jobs.

## **ITASCA COUNTY, MN POP. 45,014**

- Authored and was awarded a total of \$2,703,319 in Blandin Foundation grants that were allocated to 22 different communities as seed funding to identify and execute projects.
- Authored and was awarded \$503,190 in grants that were used to purchase playground equipment in five communities.
- Assisted the City of Deer River with Emergency Crisis Management after a tornado ripped through the community by connecting them with resources, redirecting the Day of Action to heavily affected areas and assisting businesses and private residents with disaster relief.

## **JACKSON, MN POP. 3,323**

- Completed the construction of an 8,500 square foot retail center featuring Cabin Coffee and Subway as tenants.
- Sold a 300,000 square foot speculative building to a local manufacturer looking to expand, creating 30 new high-paying jobs in the community.
- Administered a local Business Challenge, resulting in one new business opening in the central business district and an existing business relocating for expansion.

## **KASSON, MN POP. 6,851**

- Collaborated with the city, county and school district to provide tax abatement for the construction of a 51-unit market-rate apartment complex.
- Assisted in the development of a 47-unit income-restricted Low-Income Housing Tax Credit apartment complex by initiating the TIF application process with the developer.
- Authored and was awarded a \$10,000 SMIF grant to complete a Downtown Assessment through Rethos.

## **KENYON, MN POP. 1,894**

- Implemented new marketing strategies to increase community awareness on local business programs, including the Façade Improvement Program, and development opportunities in the business park.
- Collaborated with the city to update their Strategic Plan.
- Collaborated with various city department heads to revise the city's Capital Improvement Plan to budget for future projects.

## **LAKE CITY, MN POP. 5,252**

- Finalized a development agreement to construct a 32-unit income-restricted affordable housing apartment complex, providing \$1,663,166 in TIF assistance.
- Participated in the Regional Development Tour, resulting in a promotional video for the city and showcasing community assets and opportunities to regional commercial, industrial and residential stakeholders.
- Facilitated the completion of a General Development Plan for a city-owned brownfield site.

## **LAKE CRYSTAL, MN POP. 2,539**

- Authored and was awarded a \$5,000 Compeer Financial Rural Feasibility Study Grant to partially fund a Hotel Feasibility Study.
- Administered a \$25,000 revolving loan to a new downtown bakery to assist with start-up costs.
- Worked with local business and city officials to annex a 97-acre piece of surrounding land for business and recreational development.

## LANESBORO, MN POP. 724

- Assisted with the conversion of a church into a nine-unit market-rate apartment complex by administering a \$75,000 loan in collaboration with MiEnergy and Dairyland Power and providing a \$50,000 city tax abatement.
- Administered a \$25,000 revolving loan for the start-up of Clara's Eatery and a \$40,000 revolving loan for the succession of High Court Pub.
- Authored and was awarded a \$9,500 SMIF Grant to construct a "Livability" tab for the city's website to provide community information to current and potential residents and businesses.

## LEROY, MN POP. 957

- Authored and was awarded two grants to purchase and install a new shelter at Wind Tower Observation Park.
- Collaborated with the city to complete a Community Housing Study.
- Administered a revolving loan to a new downtown business to assist with start-up and operational costs.



## LEWISTON, MN POP. 1,533

- Facilitated the update of the Community Comprehensive Plan.
- Updated the Facade Improvement Program application and guidelines, and administered six façade improvement grants to local businesses for exterior building improvements.
- Facilitated the sale of an EDA-owned building to Lang's Dairy for business expansion into the community.

## LE SEUER, MN POP. 4,213

- Authored and was awarded a \$5,000 Compeer Financial Rural Feasibility Study Grant to partially fund a Comprehensive Housing Study.
- Initiated the application process for a U.S. DOT Rebuilding American Infrastructure with Sustainability and Equity Grant for highway improvement planning, and a DNR Outdoor Recreation grant for the development of a Frisbee Golf Course.
- Administered façade improvement forgivable loans to three local businesses for exterior building improvements.

## MANTORVILLE, MN POP. 1,111

- Authored and was awarded a \$46,000 Minnesota DNR Protect Community Forests Grant to address trees infested with the invasive emerald ash borer on public lands.
- Authored and was awarded a \$5,000 SEMAC Grant for the Larger Than Life Art Exhibit, displaying local artists' photography outside around the community.
- Authored and was awarded a \$3,000 Dodge County SHIP Grant for a new park bench and picnic table at Denneson Park.



## **MAPLETON, MN POP. 1,710**

- Authored and was awarded a \$10,000 SMIF Small Town Grant to expand community marketing efforts, including the design of a new logo and development of a new city website.
- Authored and was awarded a \$5,000 Compeer Financial Rural Feasibility Study Grant to design redevelopment plans for the former Mapleton School site.
- Collaborated with SMIF's Early Childhood Education Consultant to assess regional child care needs and evaluate the feasibility of a regional child care center.

## **MARTIN COUNTY, MN POP. 20,025**

- Worked with a popular local restaurant on a digital marketing campaign for succession planning and brought KEYC News to Fairmont for a story segment on the business.
- Developed a community profile for the county highlighting population characteristics and area attractions to recruit businesses and developers.
- Authored and was awarded a \$13,000 SMIF Grant to organize an inclusive outreach event aimed at helping Spanish-speaking community members learn about and access services and resources from local agencies and area nonprofits.

## **MURDOCK, MN POP. 306**

- Authored and was awarded a \$10,000 Minnesota State Historic Preservation Office Grant to perform an assessment that will inform staff what needs to be done on a local property to compose a competitive application for a second grant.
- Authored and awarded a \$25,000 Swift County Grant to build a new bathroom building at the historical Sabin S. Murdock House Park.
- Authored and was awarded a \$50,000 Blandin Foundation Rural Leadership Boost Grant to fund a one-day/week CEDA contract and project seed funding to identify and execute projects.

## **NOBLES COUNTY, MN POP. 22,290**

- Authored and was awarded a \$150,000 DEED Grant to address the child care shortage through the creation of a program that will assist current and new providers in creating capacity and maintaining their businesses.
- Collaborated with county staff and regional nonprofits to coordinate provider recruitment and support events, for both new and existing providers.
- Developed a newsletter for child care providers featuring event dates, business tips and spotlighting local providers.

## **NORTHOME, MN POP. 155**

- Organized a community campground clean-up day to engage residents in local beautification efforts.
- Assisted with the creation of a new tourist and visitors center through site identification and resource connection.
- Collaborated with the county to promote the industrial park, resulting in the identification of a potential new tenant.

## **PINE ISLAND, MN POP. 3,769**

- Authored and was awarded a \$5,500 SMIF Grant to organize a bookkeeping workshop that provided local businesses the opportunity to meet with accounting specialists and receive access to a free excel workbook for tracking business finances.
- Assisted in creating and promoting the Pine Island Area Community Foundation.
- Created a Facade Improvement Program to provide forgivable loans to downtown businesses for exterior building improvements and administered one loan.

## RUSHFORD VILLAGE, MN POP. 790

- Worked with the University of Wisconsin, La Crosse's Recreation Management Program to host four community input sessions to collect community feedback on existing recreational trails and the potential development of new ones.
- Worked with the University of Wisconsin, La Crosse's Recreation Management Program to assist four groups of students with developing plans for new recreational trails.
- Began the Land Use Planning process through data collection and developable site identification.

## SIBLEY COUNTY, MN POP. 14,836

- Assisted in the revitalization and sale of a local gas station and convenience store for \$1,500,000.
- Facilitated the sale of a liquor store to new owners and helped them develop a business plan focusing on the distribution of products from local breweries and wineries.
- Created and distributed a county-wide economic resource folder for entrepreneurs that includes information for start-ups, existing businesses and succession planning.

## SPRING GROVE, MN POP. 1,256

- Designed, marketed and administered a Restaurant Challenge Program, which provided technical assistance and allocated \$35,000 in grant funding to local entrepreneurs interested in starting or expanding a restaurant in town.
- Raised over \$15,000 in grants and donations to renovate a defunct downtown city-owned alley into a pocket park, resulting in the installation of market lights, cafe tables and a mural by a local artist.
- Sold two lots in the industrial park to a local business, Western Son, LLC, for an expansion project.



## SPRING VALLEY, MN POP. 2,447

- Provided support and guidance to assist in the formation of the Spring Valley Business Alliance, a 501(c)6 non-profit who has a goal to bring together local businesses to network and share ideas.
- Facilitated several grant-funded community projects including the development of a \$14,000 Disc Golf Course, a Community Bike Rental Program and the installation of a \$6,000 Spring Valley Creek Mural.
- Assisted 20 local businesses with organizing 'Wednesdays on Broadway', a monthly community event that hosted more than 70 vendors, community organizations and faith groups and consisted of live music, food, drinks and activities.

## ST. CHARLES, MN POP. 3,990

- Collaborated with the city to facilitate tax abatement assistance for a market-rate single and multi-family housing development to expand housing options in the community.
- Administered the Commercial Rehabilitation Deferred Loan Program to two local businesses for exterior building improvements.
- Assisted a building owner in exploring financial assistance opportunities through the City to rehabilitate a historic downtown building into mixed-use commercial and residential rentals.

## **STEWARTVILLE, MN POP. 6,687**

- Created a Commercial Exterior Beautification Program and administered a total of \$25,000 in grants to nine local property owners for exterior, permanent property improvements.
- Hosted 12 coffee break events to solicit community engagement and gather input from residents on relevant topics like law enforcement, community events, housing, and business incentives.
- Planned the annual Bear Cave Summer Concert Series which included scheduling bands, arranging community informational booths and booking local food trucks to engage the community and promote local activities.

## **WABASHA, MN POP. 2,559**

- Authored and was awarded a \$30,000 Children's First Finance Grant to assist five new in-home child care providers with start-up costs, resulting in the creation of 50 new child care slots.
- Administered \$145,000 in revolving loans to four businesses to assist with business succession, start-up costs, property acquisition and building improvements.
- Authored and was awarded a total of \$20,000 in grants from SMIF and the Minnesota Housing Partnership to complete a Community Housing Study.

## **WEST CONCORD, MN POP. 861**

- Designed and implemented a Restaurant Challenge to identify potential entrepreneurs interested in opening a new restaurant, or expanding current operations, to the community.
- Assisted the local museum in identifying and authoring grants for building updates and maintenance.
- Initiated the housing development process for a piece of city-owned land.

## **WINNEBAGO, MN POP. 1,391**

- Authored and was awarded \$109,000 in DEED Demolition Loan Funds to demolish a building and create developable land.
- Administered \$33,000 in commercial exterior grants and \$44,000 in revolving loans to local businesses for exterior building improvements and business assistance.
- Authored and was awarded a total of \$22,531 in grants from Compeer Financial, the Bevcomm Foundation and Minnesota Housing Partnerships to complete a Community Housing Study.

## **WINONA COUNTY, MN POP. 49,671**

- Collaborated with the city to complete a Community Housing Study.
- Collaborated with the Winona County GIS Department to create a Food Map, identifying and promoting locally sourced food products and encouraging regional tourism.
- Assisted in expanding OpenGov online service offerings to include the Revolving Loan Fund and county permitting applications.

## **ZUMBROTA, MN POP. 3,726**

- Participated in the Regional Development Tour, resulting in a promotional video for the city and showcasing community assets and opportunities to regional commercial, industrial and residential stakeholders.
- Assisted in the completion of a 57-unit market-rate apartment complex by providing a total of \$3,695,920 in city development assistance.
- Provided \$10,000 in funding to a local business group for the purchase of a main street speaker system, which plays music and is used for city announcements.

# SPECIAL PROJECT HIGHLIGHTS

## Emerging Entrepreneur Loan

CEDA authored and was awarded a \$100,000 DEED Grant in 2021 that allows staff to provide loans to start-up or existing businesses that have been operational for two years or less in rural communities. The goal of this program is to foster employment and business growth in rural Minnesota. The first program loan was administered to the DeMarce Theater in Benson, MN for \$50,000 to remodel the facility.

## Planning Department

CEDA expanded the Planning Department, hiring a full-time Director of Planning and Planning Specialist. Under new leadership, formal processes were implemented for the procurement, development and completion of Comprehensive and Strategic Plans, Housing Studies and Community Surveys.

## Marketing Intelligence Dashboard

CEDA utilized their customer analytics software to complete 14 Market Potential Analysis, Community Profiles and Feasibility Studies across a variety of industries, including healthcare, childcare and food service. These analyses can be leveraged to attract and justify new business ideas and development, growing the economic vitality of the rural communities we contract with.

## Spring Grove Community Real Estate Fund

CEDA worked with REVocity and local investors in Spring Grove, MN, to facilitate the creation of a locally-governed real estate fund. The fund raised over \$600,000 for community impact investment projects in 2022, including the purchase and renovation of three historic Main Street buildings and plans for a new housing development on blighted city property.

## Small Business Trainings

CEDA partnered with Southern Minnesota Initiative Foundation (SMIF) to organize, market and host small business trainings to provide marketing and business development tools on topics such as bookkeeping, food licensing, website development and digital marketing. Overall, 13 trainings were provided to 82 attendees.

## Rural Entrepreneurial Venture (REV)

CEDA staff helped facilitate the REV program in four communities: Blue Earth, Spring Valley, Lanesboro and Mapleton. In Blue Earth, the REV program helped the community launch a Welcome Basket program for new residents and supported additional welcoming initiatives through a \$30,000 grant. In Spring Valley, the REV program led to the creation of a local business alliance who planned weekly summer downtown block parties featuring local retailers, food and beverage vendors and activities. In Lanesboro, the REV program led to the creation of the Lanesboro Entrepreneur Network, a committee who provides tools and resources to new and existing businesses, promotes tourism and assists with housing development. In Mapleton, the REV program led to the creation of a business roundtable program to engage the business community, and expanded community marketing efforts with the design of a new city logo and website.



# WORKFORCE DEVELOPMENT HIGHLIGHTS

Authored and was awarded a \$40,000 Future Ready CTE! Grant for Blue Earth Area (BEA) Schools for the creation of a drone academy, and authored and was awarded a \$40,000 Future Ready CTE! Grant for United South Central (USC) Schools for the installation of a coffee shop on the school campus.

Worked with BEA and USC School Districts to create a community retention program where students are given career exploration tours to highlight job opportunities within the region with the intention of encouraging students to return to the area after graduation. One of these tours resulted in a job opportunity for one student post-high school. Additionally, worked with local employers to create new job opportunities for high-school aged students in their facilities with the option to turn into a full-time position after graduation.

Worked with Lake Crystal Wellcome Memorial (LCWM) Schools to coordinate financial literacy and employable skills seminars for senior students, plan and host a job fair featuring local employers, partner with local businesses to update the Career Wheel, and plan manufacturing tours for classes of students.

## GRANTS DEPARTMENT HIGHLIGHTS

Authored and was awarded a \$250,000 USDA Value-Added Producer Grant for Cannon River Winery in Cannon Falls, MN which will be used to expand their market.

Administered Minnesota Community Development Block Grant - Coronavirus (CDBG-CV) for Ceylon, MN to bring fiber internet to the home of residents (\$983,105 grant); Benson, MN to retrofit the Armory into an emergency shelter (\$678,000 grant); Faribault County, MN for the installation of fiber internet in the communities of Briceyn, Delavan, Elmore and Frost (\$2,886,206 grant); and Wabasha, MN to assist nine businesses with HVAC replacement through the City of Wabasha HVAC Improvement Grant (\$107,350 grant).

Authored applications for the USDA Rural Energy for America Program (REAP) to assist farmers in southeast Minnesota in the acquisition of solar panels on their farms. These solar panels will allow them to generate their own energy, and will set them up for a more sustainable future.

Presented information on the grant writing process at the League of Minnesota Cities Fall Forum. In this presentation, the steps a community should take to prepare for a grant were highlighted and the collaborative process between CEDA's Grants Department and clients was outlined.

## REGIONAL DEVELOPMENT TOUR

CEDA hosted its annual **Regional Development Tour** through Zumbrota, MN; Lake City, MN; and Goodhue, MN.



Check out the  
Community  
Promotional Videos!



# CEDA SMALL CITIES DEVELOPMENT PROGRAM HIGHLIGHTS

CEDA continues to work with Minnesota's Department of Employment and Economic Development to administer the Small Cities Development Program. This program distributes federal block grant dollars to communities with fewer than 50,000 residents. Qualifying cities and counties can utilize funding for housing, public infrastructure and commercial rehabilitation projects. Altogether, the program includes nearly \$7 million in federal, state, and local matching dollars.

## BLUE EARTH

Blue Earth was awarded a \$317,400 grant for the rehabilitation of 12 owner-occupied homes. Grants began disbursement in 2022, with the completion of two projects and an additional five projects going out for bid. CEDA is administering all funds.

## HAYFIELD

Hayfield was awarded a \$581,900 grant for the rehabilitation of owner-occupied homes. The grant closed out in 2022, with the completion of 23 projects. CEDA administered all funds.

## CALEDONIA

Caledonia was awarded a \$824,698 grant for the rehabilitation of owner-occupied housing, rental housing and commercial properties. The grant closed out in 2022, with the completion of 10 commercial projects and 14 rental projects. CEDA administered the commercial, mixed-use rental and multifamily rental portion of the grant and Semcac administered the owner-occupied portion of the grant.

## HOKAH

Hokah was awarded a \$721,625 grant for the rehabilitation of owner-occupied housing, rental housing and commercial properties. Grants began disbursement in 2022, with two rental projects and two commercial projects beginning construction, and several more projects going out for bid. CEDA administered all funds.

## HARMONY

Harmony was awarded a \$1,017,750.00 grant for the rehabilitation of owner-occupied homes and commercial properties. Funds will begin disbursement in 2023. CEDA will partner with Semcac to administer the funds.

## RED WING HRA

The Red Wing HRA was awarded a grant for the rehabilitation of housing and commercial properties. Grants were being disbursed in 2022, with the completion of one commercial project and two additional commercial projects going out for bid. CEDA partners with the HRA in administering the funds.

# BOARD OF DIRECTORS

**Michael P. Tuohy, Chair**

COO, TUOHY Furniture  
Chatfield, MN

**Erin Sparks, Vice Chair**

Economic Development Lead, Great River Energy  
Maple Grove, MN

**Ryan McCarville, Secretary**

Owner/Sales Manager, Camp-Site RV, Inc.  
Cresco, IA

**Becca Sell, Treasurer**

Business Advisor, Think Bank  
Rochester, MN

**Brian Krambeer**

President/CEO, MiEnergy  
City of Rushford Village, MN and Cresco, IA

**Dwayne Lee**

Director of Business Development, 504 Corporation  
Rochester, MN

**Jimmie-John King**

Mayor, City of Stewartville  
Stewartville, MN



## CEDA STAFF

Ron Zeigler  
Cris Gastner  
Chris Giesen  
Jason Passmore  
Joya Stetson  
Courtney Bergey Swanson  
Alexandria Slocum  
Allison Wagner  
Amber Patten  
Amy Schaefer  
Angie Kopplow  
Annie Nichols  
Ben Strand  
Bryan Stading  
Cailin Richard

Cathy Enerson  
Chris Hahn  
Cora Boelman  
Dave Schmidt  
Don Lorsung  
Dusty Liston  
Dylan Armstead  
Emily Davis  
Hillary Tweed  
Honey Burg  
Jennifer Howard  
Joe Maffit  
Joshua Schuetz  
Kathy Lane  
Kelly Wilkens

Kurt Meister  
Laura Qualey  
Lisa Randall  
Michael Monson  
Missy Hvitved  
Mitch Massman  
Munira Alimire  
Rebecca Charles  
Robert Harris III  
Sandra Drees  
Sarah Carling  
Shelley Pohlman  
Spiff Slifka  
Staci Allmaras  
Zach Bubany

## FINANCIALS

	2022 (unaudited)	2021	2020	2019
Revenue	\$2,595,534	\$2,830,781	\$2,868,781	\$1,933,538
Expense	\$2,881,819	\$2,489,033	\$2,206,164	\$1,817,187
Net Income	(\$286,285)	\$341,748	\$662,617	\$116,351



# OUR FUNDING PARTNERS

*Thank you for your commitment to the economic vitality of rural communities!*

## DIAMOND LEVEL PARTNERS



## GOLD LEVEL PARTNERS



## SILVER LEVEL PARTNERS

- 504 CORPORATION
- DAIRY FARMERS OF AMERICA
- DAKOTA ELECTRIC
- F&M COMMUNITY BANK
- FIRST SOUTHEAST BANK
- GREAT RIVER ENERGY
- ITC MIDWEST
- MERCHANTS BANK
- MINNESOTA BUSINESS FINANCE CORPORATION
- MISSISSIPPI WELDERS
- ROCHESTER CITY LINES
- ROOT RIVER STATE BANK
- RSP ARCHITECTS
- STEELE-WASECA CO-OP
- ZUMBROTA FORD

## BRONZE LEVEL PARTNERS

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- CRESCO BANK & TRUST
- FIRST FARMERS & MERCHANTS
- FORESIGHT BANK
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- HOME FEDERAL BANK
- KRAKERJAK MARKETING AND STRATEGIES
- LAKESHORE AGENCY
- LAKE CITY PORT AUTHORITY
- MARKET & JOHNSON
- MINNWEST BANK
- PRAIRIE ISLAND TRIBAL COUNCIL
- RUSHFORD STATE BANK
- SHORT ELLIOTT HENDRICKSON
- SXSE BREWERY
- THINK MUTUAL BANK
- XCEL ENERGY

*Want to be a champion for rural communities? We'd love to get you on the list! Reach out to our team at [info@cedausa.com](mailto:info@cedausa.com) for more details.*