



2023

ANNUAL REPORT

A YEAR OF DOING BIG THINGS
IN SMALL COMMUNITIES

☎ (507) 867-3164

✉ info@cedausa.com

🌐 CEDAUSA.com



A Message from Our CEO

2023 was a monumental year for Community & Economic Development Associates (CEDA). Through a combination of grant writing and strategic partnership development we broke organizational funding records, expanded our reach into new territories and continued to move the needle for rural America in housing expansion, small business support and workforce development. Some highlights from the past year:

- We testified in front of the Minnesota Legislature, resulting in the passage of a bill that provided \$627,000 in funding to create a grant program to provide technical assistance and direct project funding to 18 small, rural cities across the state;
- Our CEDA Team Members and the Grants Department had another record-breaking year, successfully authoring 78 grants that brought in a total of \$8,018,099.79 in funding for our communities and partner organizations; and
- Our long-term relationship with Compeer Financial expanded in July with the largest investment ever received by CEDA. Compeer Financial invested \$1,000,000 in the success and expansion of CEDA with the opportunity to earn additional dollars annually for four additional years.

The outcomes we saw last year are a testament to the passion, commitment and investments of our partner agencies, financial supporters and staff. Although the road was not always easy, the results are undeniable.

So - where do we go from where?

With the collaborative partnerships we have established, CEDA has strategically positioned itself to continue expanding our reach and service offerings over the next several years. However, regardless of how CEDA evolves, one thing will stay the same - our commitment to serving rural communities and guiding them towards economic success.

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

Thank you for all that you do for rural America!



2023 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 2023!

ARLINGTON, MN POP. 2,247

- Evaluated and prepared recommendations for over 300 building and zoning permit applications.
- Assisted the City in updating their building and zoning application forms and restructuring the building and zoning permit application process.
- Initiated discussions with a developer on constructing a new housing development and began planning for a 2024 Workforce Housing Development Program application through Minnesota Housing.

BENSON, MN POP. 3,480

- Facilitated the development of ten housing units with CSNelson Properties as part of a multi-phase, market-rate housing development on a formerly vacant City-owned site.
- Collaborated with the Planning Commission to update the City's Land Use Plan to create a Mixed-Use Zoning District for future development.
- Facilitated the sale of the former Fibrominn Fuel Hall building to Abundant Ag, creating new employment opportunities in the community.

BLUE EARTH, MN POP. 3,174

- Collaborated with the City of Winnebago and City of Wells to create and implement a Housing Tax Abatement Program at the City and County level, designed to promote new development of owner-occupied housing units.
- Planned and hosted week-long activities and initiatives as part of the City's participation in Welcoming America's Welcome Week, including a community bonfire, t-shirt day, community mural, story walk and bi-lingual yard signs.
- Coordinated and hosted an Entrepreneurial Course through the local Rural Entrepreneurial Venture cohort to provide assistance to entrepreneurs looking to start a business, and existing businesses looking to scale and grow their business.

CANNON FALLS, MN POP. 4,220

- Purchased a 40-acre parcel of land and broke ground on infrastructure development, creating shovel-ready lots for future single-family home construction.
- Secured \$469,000 in state funding to make upgrades and improvements to the John Burch Park athletic field, including reconstruction of a limestone retaining wall and concrete seating area, spectator safety improvements and replacement of the first base dugout.
- Authored and was awarded a \$514,500 Small Cities Development Program grant to allow low- and moderate-income homeowners to rehabilitate, improve, repair or increase energy efficiency in their homes through forgivable loans.

CHATFIELD, MN POP. 2,997

- Managed the state grant contract for a \$8,700,000 renovation of the Chatfield Center for the Arts and facilitated the owner's oversight of the project.
- Administered \$410,000 in Tax Increment Financing for the construction of a 14-unit market-rate apartment complex.
- Secured special state legislation to allow for the use of Tax Increment Financing for the development of a 60-room hotel.

CLAREMONT, MN POP. 513

- Assisted the City in identifying diverse funding sources for the development of a community baseball field and submitting competitive funding applications.
- Conducted research on regional, state and federal funding opportunities for the purchase and installation of inclusive playground equipment.
- Conducted community outreach to gauge interest in the development of a local gas station and convenience store and identify potential project partners and stakeholders.

COLD SPRING, MN POP. 4,164

- Managed the Initiative Foundation's Main Street Revitalization Grant Program application process for Cold Spring, awarding a total of \$500,000 in funds to local businesses for economic recovery projects.
- Completed construction on a 60-unit, market-rate apartment complex that was partially funded as part of the 2021 Workforce Housing Development Program through Minnesota Housing.
- Initiated discussions with a landowner on purchasing 80 acres of farmland for a new housing development and business park.



COLERAINE, MN POP. 2,006

- Authored and was awarded a \$135,000 grant on behalf of Greenway Joint Recreation Association to replace the recreation facility roof and hockey arena ice plant.
- Authored and was awarded a \$38,000 grant for a playground replacement project.
- Initiated discussions with a developer on constructing a new housing development and facilitated meetings between the developer and housing stakeholders in the community.

DAWSON, MN POP. 1,466

- Authored and was awarded a \$15,000 PrimeWest grant to purchase river equipment and grills for Gnome Park, fund swimming lesson scholarships and subsidize pool passes.
- Facilitated the sale of a downtown business, preserving a community asset and preventing a storefront in the downtown district from becoming vacant.
- Utilized Blandin Foundation grant dollars and local business donations to rebuild basketball and tennis courts in Gnome Park.

DODGE COUNTY, MN POP. 20,867

- Coordinated and hosted three free training sessions for over 40 childcare providers in the area to get their mandatory continuing education credits for the year.
- Supported the construction and opening of the Dodge County Renovation ReUse Center, a facility designed for people to drop off and purchase household items and building materials to reduce the amount of waste going to the landfill.
- Secured \$2,100,000 in state funding to stabilize the Wasioja Seminary Ruins.

ELLENDALE, MN POP. 676

- Authored and was awarded a \$37,800 Minnesota Pollution Control Agency (MPCA) Small Communities Planning grant for stormwater, wastewater, and community resilience.
- Authored and was awarded a MPCA Targeted Brownfield Assessment grant to conduct an environmental assessment on a brownfield property and develop a Response Action Plan to support future redevelopment.
- Collaborated with the City to develop a Strategic Plan.

EYOTA, MN POP. 2,006

- Assisted in recruiting a new bank to the City by providing marketing insights and community data and facilitating informational meetings on the community, resulting in the opening of a Foresight Bank branch within the Eyota Market.
- Authored and was awarded grants to add trees to screen the highway from a new townhome development, market the City's Farmers Market and update the 2024 Comprehensive Plan.
- Administered a \$30,000 revolving loan to the Eyota Market and \$26,571 in façade improvement grants to the American Legion, Bowman Commercial Building and Oh Brian's Bar and Restaurant.

FARIBAUT COUNTY, MN POP. 13,921

- Implemented and managed a Childcare Forgivable Loan Program, distributing a total of \$27,500 through nine forgivable loans to support childcare throughout the County.
- Completed administration of a \$2,886,206 State of Minnesota CDBG-CV Broadband grant, resulting in the establishment of fiber internet infrastructure across the communities of Brice lyn, Delavan, Elmore and Frost.
- Crafted and distributed a county-wide business newsletter featuring upcoming events and providing valuable business and industry insights, tailored to businesses within the community.

FILLMORE COUNTY, MN POP. 21,228

- Developed the first Bluff Country Collaborative (BCC) Annual Report to showcase the impact the BCC and its partners have on area businesses and students through workforce pipeline creation
- Initiated planning and sponsorship solicitation for the 2024 Fillmore County Agricultural Summit, an event for community members interested in agriculture to connect and learn about the latest agricultural practices and trends from industry experts.
- Connected rural entrepreneurs to resources and new business opportunities, including the Rural Business Innovation Lab.

FRAZEE, MN POP. 1,335

- Facilitated the demolition of dilapidated buildings in the City's downtown district and advised site re-use for the newly vacant lot, including repair of brickwork on surrounding buildings and development of a pocket park that will include a mural, parking spaces for visitors and spaces for food trucks to park and hook up their equipment.
- Assisted in seeking tenants for a downtown retail space by conducting market research on commercial lease rates, working with financial advisors to evaluate the building proforma and marketing the property for lease.
- Conducted a Business Needs Survey to collect feedback from the business community on community amenities, land use guidelines, the real estate market and local workforce.

GOODHUE COUNTY, MN POP. 47,582

- Hosted the Regional Development Tour in three communities, resulting in a promotional video for each City and event showcasing community assets and opportunities to regional commercial, industrial and residential stakeholders.
- Organized and hosted the 2023 Goodhue County EDA Summit that brought together industry professionals for networking and presentations on annexation and landowner partnerships, growing your industrial park, leveraging federal funding and regional employment and workforce trends.
- Participated in the Goodhue County Housing Committee that brought together regional housing stakeholders to discuss housing obstacles, opportunities and programs.

GOODHUE, MN POP. 1,250

- Updated the Façade Improvement Program application and guidelines, and administered two façade improvement grants to local businesses for exterior building improvements.
- Authored and was awarded a \$5,000 Compeer Financial Rural Feasibility grant to conduct a Master Park and Trail Connection Plan for Cranson Heights Park.
- Created and implemented Business Subsidy Guidelines and Tax Increment Financing Guidelines for the City to begin offering tax incentives to local businesses and developers.

GOODVIEW, MN POP. 4,158

- Facilitated the sale of 1.5 acres of EDA-owned land to Kickass Beef Jerky Company for the development of a distribution center and retail store.
- Administered four façade improvement grants and one revolving loan to local businesses for exterior building improvements and business assistance.
- Assisted multiple businesses with marketing efforts to sell or lease their commercial and industrial buildings.

HARMONY, MN POP. 1,043

- Secured \$4,000,000 in state funding to construct a five-mile bike trail extension to the area's largest tourism attraction and connect the Minnesota and Iowa trail systems.
- Administered \$40,000 in downtown revitalization grants to two Main Street businesses for exterior building improvements, including brickwork and a door repair.
- Administered \$31,500 in rebates as part of the New Home Rebate Program, creating two new living units and \$933,000 in new tax base for the City.



HAYFIELD, MN POP. 1,364

- Completed administration of the Safe Routes to School (SRTS) Planning Assistance grant program through the Minnesota Department of Transportation (DOT), resulting in a trail plan that will be used to apply for the 2024 SRTS Infrastructure grant.
- Collaborated with the Minnesota Department of Agriculture to remove and replace trees infested with Emerald Ash Borer and created a City-wide management plan for addressing Emerald Ash Borer trees in the future.
- Created and launched a new Residential Development Revolving Loan Fund Program to assist contractors and developers with housing development start-up costs.

HILL CITY, MN POP. 613

- Facilitated community engagement sessions and created and distributed a community projects survey to collect feedback from the community on economic and community development goals.
- Assisted in coordinating a \$131,000 volunteer-led community playground build.
- Initiated the planning and funding processes for a community message board, which will create a place for community members to gather information on local activities.

HOUSTON COUNTY, MN POP. 18,843

- Collaborated with First Children's Finance, Workforce Development Inc. and the Houston County Core Childcare Team to create a Community Solution Action Plan for Childcare within the County.
- Administered \$150,000 in revolving loans to three local businesses, assisting with expansion, new construction and equipment purchases.
- Collaborated with regional stakeholders as part of the Bluff Country Collaborative to establish workforce pipelines between students and local employers, including planning and hosting a regional job and career fair for high school students.

HOWARD COUNTY BUSINESS & TOURISM, IA POP. 9,469

- Authored and was awarded over \$340,000 in grant funds, including \$203,800 from the State of Iowa to establish a new Childcare Solutions Program designed to recruit and retain childcare professionals and \$100,000 from the State of Iowa Community Catalyst grant to rebuild the Cresco Theatre and Opera House Scene Shop.
- Administered \$385,000 in revolving loans, creating 16 new jobs and retaining another 23 jobs in the County and bringing the total amount of funds in circulation throughout the County to \$1,083,000.
- Assisted in the creation of two new revolving loan fund programs for housing development: the Howard County Housing Revolving Loan Fund which has loaned \$180,000 to create three new housing units and the CUSB Bank Historic Downtown Cresco Revolving Loan Fund which has loaned \$70,000 to create three new housing units.

ITASCA COUNTY, MN POP. 45,014

- Assisted 12 communities with grant identification and writing support and strategic budget planning, resulting in \$983,000 of grant funds being awarded throughout the County.
- Organized seven community builds which led to the installation of almost \$1,000,000 of equipment in the County.
- Grew the organization's impact within the County, expanding the number of communities served to 34 with a minimum of 115 active projects.

JACKSON, MN POP. 3,323

- Collaborated with DBS Groups to secure financing for and break ground on a 240-unit, market-rate workforce housing development.
- Authored and was awarded a Minnesota Housing Finance Authority grant, in collaboration with United Community Action Partners, to build four single-family spec homes.
- Administered a local Business Challenge, resulting in three new businesses opening in the community.

KENYON, MN POP. 1,894

- Collaborated with Minnesota State University, Mankato students to create a redevelopment plan for Depot Park.
- Authored and was awarded 32-gallons of paint through the Southern Minnesota Initiative Foundation (SMIF) Paint the Town grant program to re-paint the historic depot in Depot Park.
- Created a façade improvement program and administered over \$20,000 in façade improvement grants to local businesses for exterior building improvements.

LAKE CITY, MN POP. 5,249

- Authored and was awarded a \$10,000 AARP Demonstration grant to create awareness and educate the community on Accessory Dwelling Units (ADUs) and their benefits, and provide equitable access to designs and blueprints of ADUs.
- Authored and was awarded a \$10,000 SMIF Small Town grant to improve communication between the City and community, coordinate a local winter event that is tailored towards residents, increase engagement between local residents and businesses and implement programs that promote available downtown commercial spaces.
- Administered \$132,562 in Tax Increment Financing to a local manufacturing for a 6,800 square foot warehouse expansion that will create nine full-time jobs.

LAKE CRYSTAL, MN POP. 2,539

- Facilitated the purchase of over 20 acres of land for the EDA to lead development of Crustal Gardens Housing Project, a housing development consisting of both single- and multi-family housing.
- Collaborated with the City to facilitate the installation of broadband fiber-optic internet to all homes and businesses in the City through Consolidated Communications.
- Collaborated with the City to facilitate the annexation of 400 acres of agricultural land, preparing for future industrial development.

LANESBORO, MN POP. 724

- Administered a \$15,000 revolving loan to a local restaurant for equipment and a \$30,000 revolving loan to a local entrepreneur for building acquisition of a hotel.
- Administered a \$50,000 Blandin Foundation grant to increase winter tourism, including conducting a winter tourism study through the University of Minnesota, creating and releasing a winter marketing RFP, evaluating RFP responses and selecting a marketing firm, and implementing a winter marketing plan that resulted in winter itineraries and a promotional video.
- Collaborated with the Rural Entrepreneurial Venture cohort, LEAN, to provide education and resources to the local business community.



LEROY, MN POP. 957

- Authored and was awarded a grant to create a new City website and logo.
- Updated the Revolving Loan Fund Program guidelines to make the program more accessible to small- and medium-sized businesses in the community.
- Designed a window cling for LeRoy Commercial Club businesses who accept LeRoy Bucks to display in their front windows.

LEWISTON, MN POP. 1,533

- Organized and hosted an EDA Gala that provided an opportunity for small businesses to connect with local legislators.
- Marketed the Revolving Loan Fund Program and Façade Improvement Program through community outreach, resulting in the application and administration of four new façade improvement grants and one new revolving loan.
- Authored and was awarded \$13,743 in grants through three organizations to assist with funding for small-scale City projects.

LE SUEUR, MN POP. 4,213

- Facilitated an RFP process for a vacant piece of City-owned property, resulting in a verbal commitment to convey 150 acres of land to the City's largest employer for an expansion project and development of a state truck stop.
- Administered \$15,000 in façade improvement loans to four local businesses for exterior building improvements, resulting in over \$40,000 of business improvements.
- Authored and was awarded a \$5,000 Compeer Financial Rural Feasibility grant to complete a Community Housing Study, the completion of which has led to housing development interest from multiple real estate developers.

MADELIA, MN POP. 2,396

- Created a Tax Abatement Policy and Tax Increment Financing Policy for the City to begin offering tax incentives to local businesses and developers.
- Completed administration of a \$13,639 U.S. Department of Agriculture (USDA) Community Facilities grant that provided funds for the City to purchase new sirens.
- Created and implemented fund management procedures and program fund restrictions to guide programmatic spending.

MANTORVILLE, MN POP. 1,111

- Authored and was awarded \$13,000 in grants for parks improvements and programming.
- Collaborated with the City to facilitate the annexation of over 40 acres of agricultural land, preparing for future development.
- Facilitated the installation of new playground equipment at Denneson Park.

MAPLETON, MN POP. 1,710

- Restructured the Revolving Loan Fund Program to streamline the application process and recapitalize the fund.
- Collaborated with the Rural Entrepreneurial Venture cohort to launch a Business Roundtable Discussion Series to collect feedback from the business community and better understand their needs.
- Authored and was awarded \$35,000 in grants to support local economic development programming and a new City website to better market the community.

MARTIN COUNTY, MN POP. 20,025

- Created and distributed surveys to 2,277 agricultural producers to collect insights on the needs, challenges and aspirations of local food producers.
- Authored and was awarded two \$5,000 Compeer Financial Rural Feasibility grants to conduct Community Housing Studies in the City of Granada and the City of Truman.
- Administered tax abatement for an events center that will generate a \$2,200,000 investment in the Sherburn community.

MURDOCK, MN POP. 306

- Designed and implemented a Fix Up Fund for local businesses to improve the exterior of the buildings and administered one grant to Riley's Bus Service to update their building façade.
- Authored and was awarded a \$25,000 Swift County grant for the construction of a new bathroom building in a local park.
- Authored and was awarded a \$3,000 Pioneer grant to replace the City of Murdock sign and install landscape around the sign base.

NOBLES COUNTY, MN POP. 22,290

- Awarded \$96,000 in grant funds to childcare providers for facility improvements, equipment purchases, curriculum materials, safety materials and professional development.
- Assisted with the opening of three new licensed family childcare providers, including a special family childcare program started in partnership with the Ellsworth School District.
- Authored and was awarded funding from Nobles County and the Southwest Initiative Foundation (SWIF) to host two events for childcare providers and their children, and authored and was awarded funding from Nobles Cooperative Electric's Operation Round Up for six additional events.

NORTHOME, MN POP. 155

- Secured a total of \$112,452 in funding through grants and community donations for a playground replacement project.
- Assisted in coordinating a volunteer-led community playground replacement that resulted in 55 volunteers working a total of 550 hours to complete the build.
- Organized and moderated two County Commissioner candidate forums in preparation of the special primary and general elections.

ORONOCO, MN POP. 1,802

- Conducted community outreach to begin building relationships within the community and raise awareness on the newly proposed EDA.
- Initiated planning for a large-scale community engagement project that will include mail survey, in-person community engagements sessions to collect feedback from the community on economic and community development goals.
- Drafted By-Laws for a proposed EDA Board, to be presented to and adopted by City Council in 2024.

PELICAN RAPIDS, MN POP. 2,577

- Revitalized the EDA after ten years of stagnation and restructured the organization to better assist the local business community.
- Assisted in the creation of a local marketing group to support businesses during downtown road construction, fundraising \$13,000 in initial capital.
- Collaborated with the City to update their website to better market the community and communicate with residents.



PINE ISLAND, MN POP. 3,769

- Administered \$10,000 in façade improvement loans to two local businesses for exterior building improvements, resulting in over \$30,000 of business improvements.
- Negotiated a purchase agreement for 22 acres of land between the City and a commercial land developer.
- Administered an \$86,000 revolving loan for the expansion of KAATS Gymnastics.

RUSHFORD VILLAGE, MN POP. 790

- Authored and was awarded a \$5,000 Compeer Financial Rural Feasibility Study grant to conduct a mail survey and an in-person community engagement event.
- Created and distributed mail surveys to 406 community members to collect feedback from the community on strengths and opportunities of the City, which elicited a return rate of 23% and will be used to update the City's Comprehensive Plan.
- Organized and hosted an in-person community engagement session to gain insight from community members on what they want for the future of the community, which will be used to update the City's Comprehensive Plan.

SIBLEY COUNTY, MN POP. 14,836

- Assisted multiple entrepreneurs with creating business plans, financial projections and marketing plans for their businesses.
- Facilitated the sale and purchase of existing businesses to new owners.
- Appointed as the Rural Entrepreneurial Venture Coach for the City of Winthrop and the City of Ribbons to assist each community with creating and implementing an entrepreneurial development program.

SPRING GROVE, MN POP. 1,256

- Collaborated with the City and a local development group to secure a \$312,990 Minnesota Department of Employment and Economic Development (DEED) Redevelopment grant and \$250,000 in legislative appropriations from the State of Minnesota to redevelop a lot that was destroyed by a fire into a mixed-use building with 14 rental housing units and first floor commercial.
- Administered the Spring Grove Restaurant Challenge, resulting in the creation of the new Fiesta Rosita restaurant, expansion of Fat Pat's Brewery and distribution of over \$20,000 in grants between businesses to support equipment and start-up costs.
- Authored and was awarded a \$25,000 grant and participation in the Department of Public Transformation Activate Rural cohort that will develop creative programming for and encourage student engagement in activating the Spring Grove Cinema.

SPRING VALLEY, MN POP. 2,447

- Facilitated improvements to Willow Park including installation of an 18-hole disc golf course and commercial flagpole, resulting in over \$25,000 of investment into the community amenity.
- Managed updates and content for the Spring Valley EDA website which serves as a community resource for news, upcoming activities and event registration.
- Collaborated with the City Engineers and Planners to update and revise the City of Spring Valley Planning and Zoning Ordinances, and presented them to City Council for adoption.

ST. CHARLES, MN POP. 3,990

- Provided a \$30,000 revolving loan to The Giftary to purchase a historic downtown building for their business expansion.
- Provided a \$40,000 commercial rehabilitation grant to a downtown building owner to assist with the renovation of two adjoining downtown buildings that will result in three new commercial spaces and nine new residential rental units.
- Provided a \$5,000 commercial rehabilitation grant to Versatile Woodworks to renovate their newly acquired downtown commercial building.

STEWARTVILLE, MN POP. 6,687

- Authored and was awarded a \$230,000 Minnesota Investment Fund grant, \$800,000 Job Creation Fund grant and administered \$2,471,841 in Tax Increment Financing for the 105,000 square-foot expansion of a large manufacturer in the community that created 35 jobs.
- Collaborated with the local Chamber of Commerce to design and launch a program for new businesses in the community to receive up to \$250 to host public grand opening celebrations.
- Authored and was awarded a \$92,000 grant to create the Stewartville Skatepark and assisted with implementation of funds through grant administration and project management.

WABASHA, MN POP. 2,559

- Completed a Community Housing Study, hosted a housing forum with regional real estate developers to share local development opportunities and created three proposals for future housing development on three City-owned properties.
- Completed administration of a childcare grant that created 40 additional childcare slots in the community.
- Administered a \$50,000 Blandin Foundation grant to create a community mural, implement an initiative to reduce social isolation among seniors, host a food share stakeholder engagement meeting, support a senior connection series, conduct a community-wide survey on healthy aging and support the creation of a local dog park.

WEST CONCORD, MN POP. 861

- Authored and was awarded a \$5,000 Compeer Financial Rural Feasibility Study grant to complete a feasibility report with Stantec for the redevelopment of the former charter school into ten new single-family homes.
- Authored and was awarded a \$10,000 Legacy grant on behalf of the historical society for roof replacement and drainage system repairs in the West Concord Historical Society & Community Center building.
- Facilitated the sale of EDA-owned lots for single-family home development.

WINNEBAGO, MN POP. 1,391

- Participated in Minnesota Housing Partnerships' Housing Institute, an 18-month learning program designed to bring housing stakeholders together to share their knowledge and experiences, and leverage insights gained to develop and pursue housing projects.
- Collaborated with the City of Blue Earth and City of Wells to create and implement a Housing Tax Abatement Program at the City and County level, designed to promote new development of owner-occupied housing units.
- Authored and was awarded a \$50,000 Minnesota Department of Natural Resources Releaf grant.

WINONA COUNTY, MN POP. 49,671

- Facilitated a County-wide Housing Study through HKGI and Loci.
- Conducted preliminary research on local Farmers Market Food Hubs and initiated a Food Hub Feasibility Study, funded by Winona County SHIP, with Wilder Research to collect additional data and information.
- Marketed the Revolving Loan Fund Program through community outreach to local banks and lending institutions, resulting in the application and administration of three new revolving loans.



ZUMBROTA, MN POP. 3,726

- Authored a Development Agreement between the City and Christ Evangelical Lutheran Ministry Center, which will include development of an elementary school and daycare.
- Authored and was awarded a \$55,000 grant for Emerald Ash Borer tree removal.
- Collaborated with the local newspaper publisher to create and distribute City visitor guides that are designed to generate awareness and interest in local businesses and development opportunities.

WORKFORCE DEVELOPMENT

Madelia Public High School

- Madelia Public Schools and SouthPoint Financial collaborated to bring a hands-on experience to students called, “SouthPoint Budget City”. During this simulation, students stepped into the shoes of an adult, complete with an assigned occupation, salary, spouse, student loan debt, credit card debt and medical insurance payments. This activity helped students develop a practical understanding of financial management.
- Updated the Minnesota Career Fields, Clusters & Pathways Guide to include local business logos and required classes.
- Students attended Construct Tomorrow, an event that brings awareness to high school students about the amazing post-secondary opportunities in the construction and building trades industries. At the events, students learned about salary ranges and educational requirements for a diverse range of industries, and had the chance to engage in hands-on activities that showcased trade skills.

United South Central High School

- Students job-shadowed professionals in the community as a component of their Business Education Course, which provided employer engagement with students, generated awareness on the roles and responsibilities of potential careers paths and provided students with firsthand experience on what the various jobs entail.
- Students attended Construct Tomorrow, an event that brings awareness to high school students about the amazing post-secondary opportunities in the construction and building trades industries. At the events, students learned about salary ranges and educational requirements for a diverse range of industries, and had the chance to engage in hands-on activities that showcased trade skills.
- Students participated in the County Day, an event focused on highlighting careers in local government. At the event, students had the opportunity to visit their County offices, attend a regularly scheduled County Board of Commissioners meeting, tour various county departments and learn about courses of study they could pursue to prepare them for a role as a local government staff member or elected official.

New Richland-Heartland-Ellendale-Geneva

- Students attended Career Navigator, an event designed for students to explore various career opportunities available in the community by participating in hands-on activities. Following the event, students had the opportunity to express interest in future career paths to gather additional career-focused information.
- Students attended Construct Tomorrow, an event that brings awareness to high school students about the amazing post-secondary opportunities in the construction and building trades industries. At the events, students learned about salary ranges and educational requirements for a diverse range of industries, and had the chance to engage in hands-on activities that showcased trade skills
- Students participated in Stars of the Future, an event that provides an opportunity for ProStart students to explore the Culinary and Hospitality Industries.

GRANTS DEPARTMENT HIGHLIGHTS

Authored and was awarded a total of \$75,980 across two Department of Natural Resources grants for the removal and replacement of trees infested with Emerald Ash Borer for the community of Zumbrota.

Worked with the City of Taopi on a fundraising plan to build a community center after the town was devastated by a tornado. The CEDA Grants Department held a community engagement session with residents, conducted grant research and pursued several funding sources including federal congressional earmark dollars.

Authored grant applications totalling over \$2,000,000 for communities, small businesses and higher education facilities throughout the state of Minnesota. This work engaged the Grants Department in several ongoing collaborations, including with Minnesota North College and the communities of Stewartville and Zumbrota.

PLANNING DEPARTMENT HIGHLIGHTS

CEDA offers competitively priced studies for rural communities, counties and organizations, including Comprehensive and Strategic Plans, Housing Studies and Community Surveys. In 2023, the Planning Department completed a Comprehensive Plan for Cold Spring, MN; a combined Strategic and Comprehensive Plan for Ellendale, MN; and a Housing Study for Swift County, MN.

SMALL BUSINESS TRAININGS

CEDA partnered with the Southern Minnesota Initiative Foundation (SMIF) to organize, market and host business trainings to provide business development tools to small businesses on topics such as marketing, social media, customer service and business financing. Overall, 3 trainings were provided to 86 attendees.

MARKETING INTELLIGENCE DASHBOARD

CEDA utilized their customer analytics software to complete 16 Community Profiles, Feasibility Studies and Market Potential Analysis across a variety of business types including meat processing facilities, breweries, hotels and hardware stores. 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.

REGIONAL DEVELOPMENT TOUR

CEDA hosted its annual **Regional Development Tour** through Pine Island, MN; Kenyon, MN; and Cannon Falls, MN.



Check out the
Community
Promotional Videos!



SMALL CITIES DEVELOPMENT PROGRAM

CEDA works with Minnesota's Department of Employment and Economic Development to administer the Small Cities Development Program. Qualifying cities and counties can utilize the federal block grant dollars for housing, public infrastructure and commercial rehabilitation projects. Altogether, the program includes nearly \$7,000,000 in federal, state, and local matching dollars.

BLUE EARTH

Blue Earth was awarded a \$317,400 grant for the rehabilitation of owner-occupied housing. Grants began disbursement in 2022, with the completion of three projects and an additional five projects under construction.

DODGE CENTER

Dodge Center was awarded a \$287,500 grant in 2020 for the rehabilitation of owner-occupied housing. The city had a fund balance from the early sale of properties rehabbed through the program. Additional grant disbursement began in 2023.

HARMONY

Harmony was awarded a \$1,017,750.00 grant for the rehabilitation of owner-occupied housing and commercial projects. Grants began disbursement in 2023.

HOKAH

Hokah was awarded a \$721,625 grant for the rehabilitation of owner-occupied housing, rental housing and commercial projects. Grants began disbursement in 2022, with four projects under construction and several more going out for bid.

RED WING HRA

The Red Wing HRA was awarded a grant for the rehabilitation of owner-occupied housing and commercial properties. Grants began disbursement in 2022, with the completion of several projects and more going out for bid.

RURAL BUSINESS INNOVATION LAB

The Rural Business Innovation Lab (RBIL) is a cohort-based, entrepreneurial development program that aims to redefine the false narrative of rural decline. The RBIL program works with businesses in the agriculture, ag tech, sustainability, construction, waste management, water reclamation, workforce development and diversity and inclusion industries. The first cohort successfully completed the program in 2023.

WORKSHOPS

Hosted seven workshops with business experts on topics such as financial management, leadership and human resource.

CONSULTING

Provided over 250 hours of direct one-on-one consulting to eight entrepreneurs and businesses.

FUNDING

Awarded \$360,000 from Compeer Financial and \$175,000 from the DEED Small Business Assistance Partnership grant.

2023 Cohort Participants:

Clear Water Nitrate Reduction

Perennial Pantry

Depot Studios

Makotah Veterinary Center

Southeast Minnesota Food Rescue and Redistribution

3Cricketeers

Stablefeed

The Meatery

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FINANCIALS

| | 2023 | 2022 | 2021 | 2020 |
|------------|-------------|-------------|-------------|-------------|
| Revenue | \$4,649,842 | \$2,595,534 | \$2,830,781 | \$2,868,781 |
| Expense | \$3,561,043 | \$2,881,819 | \$2,489,033 | \$2,206,164 |
| Net Income | \$1,088,799 | (\$286,285) | \$341,748 | \$661,617 |

OUR FUNDING PARTNERS

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

DIAMOND LEVEL PARTNERS



GOLD LEVEL PARTNERS



SILVER LEVEL PARTNERS

- BEVCOMM, Inc.
- Bolten & Menk
- Dakota Electric Association
- F&M Community Bank
- Great River Energy
- ITC Midwest
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- MN Business Finance Corporation
- MN Energy Resources
- Pine Island EDA
- Prairie Island Tribal Council
- Rochester City Lines
- Root River State Bank
- Southeast MN 504 Development Inc.
- Steele-Waseca Co-op Electric
- Think Bank
- Thrivent: Zumbro-Cannon Valley Group
- Xcel Energy

BRONZE LEVEL PARTNERS

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- First Southeast Bank
- Foresight Bank
- Frandsen Bank & Trust
- Jimmy's Salad Dressings and Dips
- Krakerjak Marketing & Sales Strategies
- Market & Johnson
- Minnwest Bank
- Mississippi Welders Supply Co., Inc.
- People's Energy Cooperative
- South x Southeast Brewing Company

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 for more details.