



## **Board of Directors**

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Chairman of Tuohy Furniture  
Chatfield, MN

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Owner of Rushford, Harmony & Preston Foods  
Rushford, MN

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President & CEO of Tri-County Electric, Rushford,  
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City Administrator  
Blooming Prairie, MN

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[Retired] Mayo Clinic Health System  
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### **Bill Rohe**

Senior VP at Security State Bank  
Spring Valley, MN

### **Dwayne Lee**

Development Director of 504 Corporation  
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### **Richard Bodensteiner**

Partner at Automated Equipment LLC  
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### **Larry Anderson**

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### **David A. Grewe**

Sr. VP/Regional Sr. Lender at Merchants Bank  
Winona, MN

## **A Message from the CEO & President**

As I pause to reflect on 2012, it is again obvious that CEDA has a great thing going to assist rural America in efforts to create jobs, increase company productivity, increase the tax base and make our area a better place to live, work, recreate and do business. With the direction of the Board of Directors, the team that has been assembled is a strong advocate for the communities, counties and organizations that we represent. The confidence of our benefactors enhances the program that has been established. Thank you to all that have been a part of this successful model. Your confidence in our organization is greatly appreciated!

CEDA is a very unique non-profit organization. Unlike many such organizations, we do not depend on government or contributions for our major revenue. About 95 percent of our budget comes from the services we provide. These services are such that if we don't perform to the satisfaction of our contract holders, we are out the door—and we should be. We have established ourselves as an organization that produces results in a non-invasive manner. As an organization, we will continue to exceed the expectations.

As many of you are aware, with the Board's leadership, we have completed some staff restructuring to allow me to concentrate more on spreading the word about the model we have created. As we move forward in 2013, we will be making internal changes that allow the company to continue as a lean organization with all aspects in place for the company to continue for years to come. We will also be spreading our footprint into geographic and service areas that see the need for cost-effective, professional assistance in moving the region forward.

We look forward to working with you and for you in 2013.

Sincerely,

*Ron*

Ron Zeigler, CEO & President



### **Blooming Prairie, MN** [www.bloomingprairie.com](http://www.bloomingprairie.com)

- With an EDA land grant, Hormel Foods will fill the Industrial park by building a \$4 million data center.
- A successful Manufacturers Forum, hosted by the EDA, featured Senator Amy Klobuchar.
- The EDA and Chamber continue work on downtown beautification and signage for the community.
- A metal fabrication company opened for business in Blooming Prairie with EDA assistance.

### **Chatfield, MN** [www.ci.chatfield.mn.us](http://www.ci.chatfield.mn.us)

- The EDA made \$8,490 in revolving loans to local businesses.
- Advocacy efforts continued with the legislature to include Chatfield Center for the Arts in a state bonding bill.
- Plans were created for an industrial park, which could open 40+ acres for development and improve utility service in the community.
- Work continues to redevelop a residential block into additional commercial space.

### **Dodge County, MN** [www.co.dodge.mn.us](http://www.co.dodge.mn.us)

- Dodge County was awarded \$5,000 from Ag-Star for a Food Hub Feasibility Study, which is now in development.
- \$25,000 in economic development loans were issued to local businesses, retaining 9 jobs.
- A county-wide discussion was coordinated to develop ways to increase student involvement in the community.
- Partnering with the University of Minnesota Extension, a county-wide leadership group was explored.

### **Eyota, MN** [www.eyota.govoffice.com](http://www.eyota.govoffice.com)

- The EDA created the Eyota Investment Fund—an account with approved DEED guidelines utilizing the repaid funds from the 2008 flood. The EDA made one loan from the fund to transfer the ownership of an existing business.
- The EDA worked with Jem's Confections, an on-line candy and cake business, to locate a USDA kitchen—which they purchased after eighteen months of leasing. The new location has allowed the business to expand retail hours.
- With revolving funds, the EDA assisted in the transfer of ownership of an existing business to create Amy's Salon 211.
- The EDA received a grant to expand the Farmers Market by allowing the market to accept food support EBT payments.

### **Fillmore County, MN** [www.co.fillmore.mn.us](http://www.co.fillmore.mn.us)

- CEDA staff worked with several businesses on business development and financial planning.
- The Fillmore County EDA was awarded an Incentive Grant from the Southern MN Initiative Foundation for a Succession Planning Program in Fillmore County.
- The economic impact of the silica sand industry was researched and reported on for the county's Silica Sand Committee.

### **Goodhue County, MN** [www.co.goodhue.mn.us](http://www.co.goodhue.mn.us)

- CEDA continued to administer the MN Investment Fund for the Goodhue County Flood Project. \$1,067,287 has been disbursed to 6 businesses for flood recovery.
- In partnership with CEDA, the Goodhue County EDA hosted the 4<sup>th</sup> Annual EDA Summit in October at Welch Village. The focus was expanding outdoor recreational opportunities to drive tourism development and grow the county's economy.

### **Grand Meadow, MN** [www.cityofgrandmeadow.com](http://www.cityofgrandmeadow.com)

- A \$2,000 Alliant Energy grant and a \$500 Arvig Phone Co. donation will help make improvements to Veteran's Memorial Park.
- An auto service company received \$30,000 in revolving loan funds, and the grocery store utilized \$3,500 in SCDP funds.
- The EDA published a Business Directory, awarded scholarships to two students for their help on the city website, and hosted the National Night Out Picnic.
- Preliminary cost estimates and bids for Phase 2 development of the Industrial Park were prepared.

### **Harmony, MN** [www.harmony.mn.us](http://www.harmony.mn.us)

- \$55,688 in commercial rehab loans sparked an additional \$67,726 in private investment for local commercial buildings.
- \$15,000 in revolving loan funds were provided to local businesses.
- Grants totaling \$11,000 were acquired for new park equipment.
- The EDA assisted with the establishment of a local community foundation.

### **Howard County, IA** [www.howard-county.com](http://www.howard-county.com)

- HCBT worked with 12 different businesses and supplied \$589,000 in revolving loan funds, creating 42 new jobs and retaining another 65 jobs over the next two years.
- Over 40 unique, innovative entrepreneurs ranging from the individual employer to businesses with over 25 employees met with HCBT staff to chart paths of starting a new adventure or growing their current businesses.
- HCBT has written over \$2,600,000 of new housing applications, saving local contractors almost \$350,000 of sales tax refunds and tax credit savings this year through the Enterprise Zone program.
- The Northeast Iowa Regional Housing Trust Fund is through cycle 3, and Howard County invested \$16,000 in 2012 and received \$73,966.76 of direct benefits for our residents and local housing stock.
- More businesses, organizations, and individuals are taking advantage of the HCBT-hosted classes, including such topics as eBay, CEO of Customer Service, The Brain Gain, and QuickBooks.

# 2012 Highlights

## Lake City, MN [www.lakecityeda.com](http://www.lakecityeda.com)

- Four façade improvement grants were awarded to downtown Lake City businesses. The grants totaled about \$32,000 and spurred an additional \$53,000 of private investment from the recipient owners.
- Customer Service Training, hosted by the EDA and Chamber, was presented by Workforce Development Inc., and was designed to impress the importance of, and methods for, great customer service.
- The EDA and Chamber of Commerce held a variety of activities and events to celebrate Manufacturer's Week, and recognized Automation Services, Inc. as Lake City's Manufacturer of the Year in 2012.
- The EDA provided gap financing in the form of a revolving loan for the purchase of a local salon.

## LeRoy, MN [www.visitleroy.com](http://www.visitleroy.com)

- A business roundtable was arranged and facilitated for area businesses and highlighted available financial assistance, marketing opportunities, and challenges facing small rural businesses.
- Work continues on entrance signage for the community.
- The EDA and consultants helped stabilize occupancy and improve quality of life issues and finances at the EDA-owned senior living facility.

## Lewiston, MN [www.lewistonmn.org](http://www.lewistonmn.org)

- With EDA assistance, the city received a Mn/DOT Safe Routes to Schools grant of \$100,000+ to improve paths to schools. This grant is the first step in a citywide Master Trails Plan, also developed with aid from the EDA.
- The EDA also wrote a successful Mn/DOT landscaping grant to improve the Highway 14 corridor through the city.
- Plans began for potential enhancements to the former lagoons in order to repurpose the site for recreational and educational uses. The project is developing in cooperation with the Soil & Water Conservation, the DNR, and many more.
- \$21,500 in economic development loans went to local businesses, resulting in a new business and the 3 full-time jobs.
- CEDA's Administrative Operations contract provided daily governmental and utility administration, assisted with transitioning to a new server and computers, including paperless City Council meetings; instituted direct deposit for employees; provided administration for a street/utility improvement project and the development of future infrastructure projects; and began the process to offer on-line billing and payments for the city's utility services.

## Mabel, MN [www.mabelmn.com](http://www.mabelmn.com)

- The EDA assisted with the new City of Mabel website.
- The new Mabel Community Center/City Hall was marketed, including recognizing the donors of the \$1 million plus project.
- Efforts continue with a community group seeking to establish a new coop grocery store to replace the grocery store that closed. The EDA will be involved with acquisition and demolition of properties need for construction of the new building.

## Preston, MN [www.prestonmn.org](http://www.prestonmn.org)

- The City Revolving Loan Fund became an EDA program under new guidelines approved by and overseen by the City Council.
- The EDA approved a 2012 Housing Incentive Program to promote energy efficiency and the use of Preston Bucks to reinforce shopping locally. Three home purchase projects and two home rehab projects were approved through the program.
- Area land owners worked with the EDA in an effort to support the necessary steps that support the future revitalization of land along the Root River. The EDA submitted an application for state brownfield funds to improve the land.
- The EDA brought in a buyer for a property that will soon be home to NAPA Auto Parts and Root River Hardware.
- The National Trout Center, an EDA project, transitioned to a 501(c)(3) organization, and a full-time director was hired.

## Rushford, MN [www.rushford.govoffice.com](http://www.rushford.govoffice.com)

- Business Flood Loan follow-up continued, including jobs reporting, forbearances, quarterly financials, filing required documents with the state, and more.
- The EDA issued second-term loan documents enabling Historic Bluff Country to remain in Rushford.
- Business subsidy revolving loan funds were provided to two high-tech businesses
- The EDA also assisted with business financials and follow-up on business leads as needed.

## Rushford Village, MN [www.rushfordvillage.govoffice.com](http://www.rushfordvillage.govoffice.com)

- CEDA's Administrative Operations contract provided all governmental administration, budget and audit preparation, financial recording and reporting, the required follow-up for the financing and construction of the city's new water well, tasks associated with hiring a new city clerk, and coordination of Tri-City Meetings with Peterson and Rushford.
- Business Flood Loan follow-up continued as needed, and criteria and polices were developed for a revolving loan fund with loan repayments.
- Ordinance revisions with the Zoning Board continued in 2012.

## St. Charles, MN [www.stcharlesmn.org](http://www.stcharlesmn.org)

- Tax Increment Financing was utilized to complete infrastructure improvements to the Whitewater Industrial Park, allowing an existing business to expand.
- Revolving loans were provided to three businesses to make improvements that will potentially allow them to expand their businesses.
- CEDA staff worked with an existing business to help with refinancing existing debt and accessing additional capital to purchase the building they were leasing.

# More highlights and CEDA financials

## Spring Valley, MN [www.springvalley.govoffice.com](http://www.springvalley.govoffice.com)

- The EDA worked with Fillmore County to assist with the purchase of the Root River Country Club, an area asset.
- Programming for succession planning was developed and shared with the Fillmore County EDA.
- Hardscrabble Hide and Fur, a revolving loan fund recipient, moved to the city and the business grew faster than expected.
- The EDA continued to pursue the organization, design, and economic restructuring for downtown revitalization.
- USDA grant funds were provided to two area businesses for expansion.

## Stewartville, MN [www.stewartvillemn.com](http://www.stewartvillemn.com)

- The EDA coordinated the sale of downtown commercial property for renovation.
- Numerous community marketing activities were organized.
- The business subsidy policy and the revolving loan fund program were both updated.
- The EDA began "Shovel Ready" site certification.

## West Concord, MN [www.westconcordmn.com](http://www.westconcordmn.com)

- A home will be built on one of the EDA-owned housing lots after some time with no activity
- A charter school is under development within the community.
- Three new businesses opened in town: a computer service store, a CAD engineering firm, and a chiropractic clinic.
- Multiple successful business forums were held at which engaged local business owners helped shape the EDA's future goals.

## Additional CEDA Projects

- Through the SE Minnesota Small Business Development Center at Rochester Community & Technical College, CEDA worked with 29 clients, providing 253 hours of assistance.
- Developed a Marketing Plan for Spring Valley and a Feasibility Study in Howard County, IA for the Patty Elwood Center.
- Completed the Business and Entrepreneurial Support Team (BEST) of Waseca Area Feasibility Study .
- Administered several Small Cities Development Program Projects:
  - Spring Grove—Commercial Rehabilitation: \$180,000 in funds for a goal of 9 projects; 6 are in various stages of construction. Through 2012, \$109,140 in grant funds were committed, along with \$49,820 in private funds.
  - Lanesboro—Housing Rehabilitation: \$300,000 in funds for a goal of 15 housing units; 8 are in various stages of construction. Commercial Rehabilitation: \$100,000 in funds for a goal of 5 projects; 4 projects are in various stages of construction.
  - Wykoff—Public Facilities: \$500,000 in funds for the city's Wastewater Treatment Plant. Bid specifications were submitted to Rural Development and DEED for final approval.
  - Spring Valley—a SCDP application for Commercial and Rental Rehabilitation was submitted in February 2013, requesting \$539,750 in SCDP funds.

*Read more 2012 highlights at [www.cedausa.com](http://www.cedausa.com)*

**CEDA's services are made possible through contracts with our member communities and the following investors:**

Ace Communications Group  
AgStar Financial Services  
Alliant Energy Economic and Community Development  
Altura State Bank  
Alum-line  
Ayars & Ayars, Inc.  
Dan & Tami Christianson  
David Drown Associates, Inc.  
Eastwood Bank  
Eitzen Banking & Insurance  
F&M Community Bank  
First Southeast Bank  
Johnny Mango's Cabernet Catering  
Mayo Clinic Health System—Lake City  
Merchants Bank  
Mississippi Welders Supply  
People's Energy Cooperative  
Root River State Bank  
Rushford State Bank  
State Bank Financial  
Mike & Gina Tuohy  
Tri-County Electric  
Wolter & Raak  
Xcel Energy

## 2012 Financials

	Actual	Budget
Revenues	\$903,096	\$903,906
Expenses	\$910,299	\$893,675
Net before depreciation	(\$7,203)	\$10,231
Net after depreciation	(\$14,254)	\$201



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