

TODD COUNTY DEVELOPMENT CORPORATION

2012 ANNUAL REPORT



Our Mission

Sustain and Promote diverse economic development that improves the quality of life in Todd County

Our Goals

To facilitate assistance to local businesses in order to retain and create quality jobs.

To pursue new, sustainable business opportunities that connect existing resources and supply chains.

To develop a multi-level marketing plan the promotes Todd County's balanced life style, agronomy based work force and progressive business policies.

To have an affective expression of ownership and collaboration across all communities.

To promote and encourage infrastructure development that supports retention and growth of quality jobs.

"Our gratitude goes out to those who make Todd County a great place to live and do business."



"Partnerships we developed along the way"



MINNESOTA SMALL BUSINESS DEVELOPMENT CENTERS



Shaping the Future of Small Business

North Central Regional Center

U.S. Small Business Administration



Your Small Business Resource



Department of Employment and Economic Development



A letter to our business and community partners

Over the past two years, services provided by Todd County Development Corporation (TCDC) have grown considerably through goals that have taken seed and grown to reality. Our goal accomplishments could not have been possible without the partnerships we developed along the way. These partnerships, both public and private sector stakeholders, gave us the tools to be successful.

Our gratitude goes out to those who make Todd County a great place to live and do business.

Our 2013 goals include:

- Grow the services we provide to pre-venture, new and existing businesses through our Small Business Development Center, "Going into Business Classes, Revolving Loan Fund and partner programs.
- Create ten public Wi-Fi hotspots and conduct eight e-commerce/technology learning sessions in Todd County.
- Support countywide high speed broadband service to all communities.
- Promote community alignment and collaboration across all communities.

The TCDC Board of Directors, Todd County Commissioners representatives, our RLF Committee and Executive Director would like to thank everyone for your continued support. Working together is vital to achieving our mission.

We look forward to many future achievements and serving you in 2013.

With warm regards,

Victor Carlson

2012 Board Chairman

Rick Utech

Executive Director

2012 Highlights

Small Business Development Center (SBDC)

On January 1, 2012, TCDC opened a North Central SBDC Satellite Center in Long Prairie. The SBDC was made possible through our partnership with the North Central SBDC office at Central Lakes College in Brainerd, the Long Prairie Economic Development Authority and Todd-Wadena Electric Cooperative.

As an SBDC satellite center, TCDC provides “free” business technical consulting services to pre-venture and existing small businesses in Todd County. These services include start-up assistance, access to capital and loan packaging, business planning, financial analysis, cash flow projections, succession planning, strategic planning, feasibility analysis and e-commerce/technology, marketing, operations, management assistance.

“Going into Business for Yourself” classes

Beginning in October of 2012, TCDC began to offer “Going into Business for Yourself” classes in Long Prairie and Staples. These classes are part of our SBDC services and offered on a quarterly basis to pre-venture and new businesses through community education in Long Prairie and Staples.

Partner Contribution Program

TCDC developed a “Partner Sponsor” program in 2012 to assist our mission of economic and community development and become less reliant on public dollars from Todd County. We achieved our goal raising 10 percent of our budget through partner contributions in 2012 and have set a goal in 2013 of 20%. Partner Sponsorships in addition to other revenue streams, will help to assure that TCDC stays diversified as an economic development organization and provide proactive services to our businesses and communities.

County-wide Broadband (Fiberband) Initiative

In 2012, TCDC worked with the Todd County Administrator and broadband task group to improve broadband service in Todd County. A county-wide feasibility study was conducted and results were presented to the public last May. The county-wide goal is a minimum of 20meg download and 10meg upload service speed. In October, TCDC became part of the newly formed Todd County “Fiberband” Committee by the Todd County Board of Commissioners. The committee met with Congressman Colin Peterson and Senior Economic Development Officer, Toni Merdan, to discuss the challenges and barriers we face as a rural community. Working together we are working to shape the future of high speed broadband service in Todd County. In December of 2012, TCDC began working on possible broadband/technology projects for 2013. Included were 2 proposals to create 10 public Wi-Fi hotspot locations and conducting e-commerce/technology training. We anticipate that new broadband grant programs may be available in 2013 to help assist our efforts.

Business Contacts

TCDC has made it a point to visit as many businesses as possible over the last two years and learn more on about them. Our future goal is to concentrate on fewer, but more targeted visits where we can assess needs and then locate resources that will help those businesses succeed.

TODD COUNTY DEVELOPMENT CORPORATION

Performance Indicators

MEASURES	2011 TCDC year end	2012 TCDC year end totals	2013 Target
Business Contacts (Todd County Businesses)	105	112	
Business Contacts (Potential Todd County Businesses)	31	35	
Progress Report to County Board	4	2	2
Montly Report to County Administrator/Board	12	12	12
Establish "Revolving Loan Fund" (RLF)	Established	-	-
Decrease Reliance on County Funding (Partner Contributions)	In process	\$ 8,300.00	20% / \$16,800
Grant Writing (Awarded) \$99,000.00 USDA Rural Development "Rural Business Enterprise Grant" (RBEG)	\$99,000 USDA RD RBEG Awarded	\$ 13,000.00	\$100,000
Jobs Created	22	26	30 created and
Jobs Retained		22	retained

Contact Information

Rick Utech, Executive Director
 347 Central Avenue, Suite 1
 Long Prairie, MN 56347
 Office: 320-732-2128
 Fax : 320-732-2011
 rick.utech@co.todd.mn.us



Thank you to everyone who supported our efforts in 2012

Sustaining Partner Sponsor: Todd County and the Board of Commissioners

Todd County Development Corporation 2012 "PARTNER SPONSORS"

Minnesota Power, An ALLETE Company – **Diamond** Partner Sponsor

City of Long Prairie Economic Development Authority – **Gold** Partner Sponsor

Initiative Foundation – **Gold** Partner Sponsor

Lakewood Health System – **Gold** Partner Sponsor

Long Prairie Packing/American Food Group – **Silver** Partner Sponsor

Minnesota National Bank – **Silver** Partner Sponsor

Central Bi Products/Farmers Union Industries – **Silver** Partner Sponsor

Arvig Communications – **Bronze** Partner Sponsor

Central Lakes College– Individual/Non-profit Sponsor

In-Kind Partners

Todd County and Cities of Browerville, Long Prairie & Staples

Todd County Development Corporation is an equal opportunity provider and employer