

Marshall Economic Development Authority (EDA) 2011 Annual Report

EDA President's Message:

The Marshall EDA had a very exciting year in 2011 with multiple projects happening to cap off a year of change. We made notable progress in our quest to have shovel ready sites available to build on. We also will be completing the final phases of having an industrial park with airport access. The roads will be finished this spring which will connect to the bridge that has already been built over the diversion channel. We have also been working under the new Discover Southwest MN Partnership which has provided us a great opportunity to be partnered with the County and Chamber of Commerce. 2012 has many projects moving forward and will be an exciting year as we proceed with the Amateur Sports and MERIT Center projects. We are committed to the goal of building the Marshall area as a regional hub for economic development, as well as, a place people choose to live, work, and play.

Dave Edens

Business Retention & Expansion Program

The Business Retention & Expansion Strategies program was able to identify four key projects to enhance Lyon County. The four projects are:



- 1) Host a Lyon County Business Summit and promote the Lyon County BR&E Results
- 2) Retain Students, Recruit Newcomers, and Centralize Communications.
- 3) Strengthen Local Capacity to be more resourceful to businesses.
- 4) Improve Retail Trade, Infrastructure and Tourism Opportunities in Lyon County.

First Annual Lyon County Business Summit

The First Annual Lyon County Business Summit was held on May 25th, 2011. Approximately 200 people attended the event. The Business Summit reviewed the BR&E results, Lyon County Census/Demographic Statistics, and had Schwans, Ralco, North Star Insurance, US Bank and SMSU give an overview of their companies. It was well received by the communities in Lyon County. Staff plans to coordinate a business summit annually.

Business Expansion

Titan Machinery built a 200' x 220' two story building on Highway 59. They moved into their new building this fall. Titan



Machinery has added two additional employees and intends to add another 6-8.

Ralco Nutrition has committed to building a new mixing facility and warehouse that is scheduled to begin



construction in 2012. Ralco Nutrition would be creating 75 new jobs over the next five years.



Schwans expanded their extrusion line. They committed to creating at least 64 full-time equivalent jobs in connection with the project.

Land/Building Acquisitions

The EDA assisted in acquiring three properties:

- 1) Hauge Egg: 103 W. Lyon Street
- 2) John Middleton: 107 First Street
- 3) John Middleton: 109 First Street

Lyon County Unemployment Rates

Sept 2011: 4.7%	March 2011: 6.4%
Sept 2010: 5.0%	March 2010: 6.2%
Sept 2009: 5.4%	March 2009: 6.9%

Airpark East

The Madrid Street Bridge construction was completed and the road construction project will be completed next year. Marketing materials will be developed to help promote the available land.



Parkway II Housing

Staff created marketing materials including a virtual tour for Parkway II housing.

Small Cities Development Grant

Housing:

The City of Marshall received a SCDP grant in the amount of \$522,500 to rehabilitate 25 owner-occupied houses. The current Small Cities Development Grant opened up city-wide on October 2nd, 2011. Western Community Action confirmed that there are more applicants than money available. Staff will be submitting another application for funds in the fall of 2012.

Discover Southwest MN Partnership

The Discover Southwest MN Partnership was formed in June 2011. The City of Marshall and Lyon County contracted services with the Marshall Area Chamber of Commerce to work on EDA related activities. The goal of the partnership is to create operational efficiencies, maximize limited financial resources, and create a more coordinated community effort to retain and grow Lyon County. Another purpose is to foster relationships which allow contribution of our individual skills toward the common goal and promote the individual strengths and unique characteristics of each entity to best match potential development prospects with sites and services to fit their needs. A Code of Ethics was adopted by all communities to give guidance on standards of conduct and to enhance professionalism. Staff enhanced the discovermarshall.com website and created discoversouthwestmn.com to serve as an economic development resource for Lyon County and the southwest region. The website has a listing of all property available in Lyon County along with a business directory.



Marshall Municipal Liquors

Staff has provided support on the efforts related to analysis for the expansion of the existing Marshall Municipal Liquors. This analysis included review of existing operations, comparable store reviews, and site selection analysis. Staff also continues to prepare monthly financial reporting on the store based on accounting reports prepared by the Finance Department.



Shovel Ready

Staff is working on getting Marshall Commerce Park, Sonstegard Division I, Parkway III, Parkway IV, and Airpark East as shovel ready sites. Shovel Ready sites puts communities in the best possible position to attract new business and industry. Getting Shovel Ready certified gives communities a competitive edge by making the sites more attractive to companies and site-selection consultants looking for locations for business startups, expansions, or relocations. Shovel Ready sites simplify the development process and greatly reduce risk by eliminating most of the unknowns from the site selection decision and increasing the predictability of getting the land developed, the building constructed and the business up and running.



New Business

Menards home improvement store opened its doors in the spring of 2011. Menards hired between 135-150 people to staff their store.



Website Maintenance & Analytics

Staff updates, maintains, and provides monthly analytics for the following websites:

- 1) marshallmn.com
- 2) discoversouthwestmn.com
- 3) meritcenter.com
- 4) marshallstudio1tv.com

Referrals

Staff has referred four businesses to the Small Business Development Center in 2011.

Board of Directors

Dave Edens-President * Greg Bucher-Vice President
Randy Serreyn-Treasurer * Dan Ritter-City Council
John DeCramer-City Council * Chet Lockwood
Pat Lutterman- Asst. Treasurer

Staff

Ben Martig, Executive Director
Cal Brink, Director
Marcia Loeslie, EDA Assistant



City of Marshall, Minnesota
Economic Development Authority
Consolidated Balance Sheet
12/31/2011

	FUND 204 CRIF	FUND 205 PKWY I	FUND 206 PKWY II	FUND 207 PKWY III & IV	FUND 208 EDA ADMIN	TOTAL
ASSETS						
CASH IN BANK	1,466.63	4,646.02	10,111.61	(142,702.26)	18,670.84	(107,807.16)
CERTIFICATE OF DEPOSIT	525,000.00	100,000.00	325,000.00		125,000.00	1,075,000.00
PASSBOOK SAVINGS	523,950.28					523,950.28
INVESTMENT IN ESCROW AT BREMER (GMHP)						
INTEREST RECEIVABLE	19.42	5.34	17.36		0.51	42.63
ACCOUNTS RECEIVABLE		23,235.38				23,235.83
TAXES RECEIVABLE					1,912.62	1,912.62
PREPAID INSURANCE						
DUE FROM OTHER FUNDS		460,000.00				460,000.00
NOTES RECEIVABLE			63,742.00			63,742.00
LAND HELD FOR RESALE			235,345.00	1,088,663.09		1,324,008.09
LOAN RECEIVABLE-PARIS PARK LMT'D		244,138.79				244,138.79
LOAN RECEIVABLE-SCHWANS R&D						
LOAN RECEIVABLE-IOWA TURKEY (CRIF)	53,864.11					53,864.11
LOAN RECEIVABLE-TURKEY VALLEY (CRIF)	368,573.27					368,573.27
LOAN RECEIVABLE-IOWA TURKEY (MIF)	151,328.97					151,328.97
SOUTHWEST AVIATION (CRIF)	246,720.59					246,720.59
AMOUNT TO BE PROV. FOR L.T. DEBT			760,191.01			760,191.01
TOTAL ASSETS	1,870,923.27	832,025.98	1,394,406.98	945,960.83	145,583.97	5,188,901.03
LIABILITIES AND FUND BALANCE						
LIABILITIES						
ACCOUNTS PAYABLE					187.50	187.50
DEFERRED REVENUE	820,486.94	267,374.79			1,912.62	1,089,774.35
DUE TO OTHER FUNDS		23,235.83	585,365.70	460,000.00		1,068,601.53
ACCRUED VACATION						
LOAN PAYABLE-GMHP REV. LOAN						
LOAN PAYABLE-GMHP			(0.40)			(0.40)
LOANS PAYABLE TO OTHER FUNDS			760,191.01			760,191.01
NOTE PAYABLE-SCHWANS HELP & GAP			63,742.00			63,742.00
TOTAL LIABILITIES	820,486.94	290,610.62	1,409,298.31	460,000.00	2,100.12	2,982,495.99
FUND BALANCE						
UNRESERVED						
DESIGNATED	1,050,436.33	541,415.36	(14,891.33)	485,960.83	143,483.85	2,206,405.04
TOTAL FUND BALANCE	1,050,436.33	541,415.36	(14,891.33)	485,960.83	143,483.85	2,206,405.04
TOTAL LIABILITIES and FUND BALANCE	1,870,923.27	832,025.98	1,394,406.98	945,960.83	145,583.97	5,188,901.03

City of Marshall, Minnesota
Economic Development Authority
Unaudited Consolidated Statement of Revenues and Expenditures
12/31/2011

	FUND 204 CRIF	FUND 205 PKWY I	FUND 206 PKWY II	FUND 207 PKWY III & IV	FUND 208 EDA ADMIN	TOTAL
REVENUES						
CURRENT AD VALOREM TAXES					111,434.72	111,434.72
INTEREST	34,988.63	52.20	291.60		44.07	35,376.50
LOAN PAYMENTS RECEIVED	315,369.03					315,369.03
RENT PARKWAY III				2,893.55		2,893.55
RENT PARKWAY IV				6,528.80		6,528.80
TIF-FUND 230			617,191.01			617,191.01
TRANSFER FROM PARKWAY III & IV			112,500.00			112,500.00
TRANSFER FROM GENERAL FUNDS			143,000.00			143,000.00
REFUNDS AND REIMBURSEMENTS					1,824.00	1,824.00
SALE OF PEROPERTY PARKWAY III						
TOTAL REVENUES	350,357.66	52.20	872,982.61	9,422.35	113,302.79	1,346,117.61
EXPENDITURES						
PERSONNEL					11,574.17	11,574.17
SUPPLIES					388.43	388.43
OTHER OPERATING EXPENSE					79,222.57	79,222.57
AUDIT FEE	559.00			11.00		570.00
BUELTEL-MOSENG LAND SURVEYING						
DAVIS TYPEWRITER						
D & G EXCAVATING						
GENERAL LIABILITY INSURANCE			(139.00)			(139.00)
GREATER MINNESOTA HOUSING FINANCE			925,508.82			925,508.82
KENNEDY & GRAVEN			5,582.00			5,582.00
LYON COUNTY AUD/TRES. R/E TAXES				5,514.00		5,514.00
MMU (STORM WATER UTILITY)				194.81		194.81
QUARNSTROM, DOERING & ETC.						
SOUTHWEST MN HOUSING			143,000.00			143,000.00
SPRINGSTED						
TRANSFER TO PARKWAY II (FUND 206)				112,500.00		112,500.00
TURKEY VALLEY FARMS-LOAN						
TOTAL EXPENDITURES	559.00		1,073,951.82	118,219.81	91,185.17	1,283,915.80
REVENUES OVER (UNDER) EXPENDITURES	349,798.66	52.20	(200,969.21)	(108,797.46)	22,117.62	62,201.81
BEGINNING FUND BALANCE 1-1-11	700,637.67	541,363.16	186,077.88	594,758.29	121,366.23	2,144,203.23
ENDING FUND BALANCE 12-31-11	1,050,436.33	541,415.36	(14,891.33)	485,960.83	143,483.85	2,206,405.04