

# 2012

## Marshall EDA Annual Report

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### EDA President's Message:

Marshall EDA has been part of another exciting year in the Marshall Community. We now have multiple developments including lots with airport accessibility that are ready for development. As we look back at 2012, we do so with a feeling of accomplishment and look forward to 2013 being another year of growth and excitement for the Marshall Area.

David Edens, Jr.

## RALCO NUTRITION



Ralco Nutrition has committed to building a new warehouse in a newly developed shovel ready site that is to begin construction in 2013 and be completed within one year. The new warehouse will be 10,000 square feet and will give Ralco the ability to grow on the 15 acres site into the future.

## BRAU BROTHERS BREWING COMPANY



Brau Brothers Brewing Company has committed to relocation to Marshall from Lucan, Minnesota. The craft brewery has been operating in Lucan, MN for over a decade and will be moving to Marshall in 2013 into a 35,000 square foot building that is being remodeled to accommodate their needs. This 2 million dollar expansion will enable Brau Brothers to continue growth within the region and nation for years. Plans call for a sampling room as well as limited menu to make tours at the brewery a great experience for everyone.

## BEND-RITE FABRICATION

Bend-Rite Fabrication completed a new \$500,000 addition in late 2012 that added more than 10,000 square feet and gave them the potential to increase employees and provide improved working conditions for current employees.

## AVERA MARSHALL CLINIC EXPANSION



Avera Marshall is nearing completion of a 22,500 square foot medical office building. The new facility will include 40 additional exam rooms, testing and lab space.

## AVERA CANCER INSTITUTE MARSHALL

Avera Marshall announced plans in December of 2012 for a 13 million dollar cancer center. The expansion would be incorporated by adding new space and remodeling existing leased space which will be vacated by ACMC in March. Construction will begin in June of 2013 and be completed in July 2014. The facilities will provide regional service to a primary area of Lincoln and Lyon Counties and up to a secondary service area up to 40 miles from Marshall.

## AFFILIATED COMMUNITY MEDICAL CENTER



Affiliated Community Medical Center (ACMC) Marshall has grown to 25 physicians and mid-level practitioners, featuring on-site and visiting providers in 19 specialties, with 120 support staff. ACMC is currently constructing a two-story building which will be approximately 45,000 square feet and will include space for primary care, specialty services, visiting specialists, lab, and imaging – including the addition of MRI. ACMC will continue to lease space at the Market Street Mall for purposes of records storage and potential for future medical services. They have also indicated the potential to expand their facility to provide same day surgeries for certain procedures.

## HERITAGE POINTE ASSISTED LIVING

Heritage Pointe is currently constructing a \$4.4 million assisted living/senior housing apartment complex that will consist of approximately 58 units of senior housing units. The buildings will contain assisted living senior apartments and memory support units. The building is located adjacent to the Marshall downtown and was a City-lead project that included the removal of a former public Junior High School building.

## REINHART FOODSERVICE

Reinhart FoodService has started a 30,000 square foot expansion of freezer and dock area as well as some interior remodeling. This expansion will enable needed space as well as future growth and continue to develop as a regional distribution center.

## AIRPARK EAST

Airpark East is a new expansion opening private and public development opportunities at the Southwest Minnesota Regional Airport. The facilities will provide immediate access for development of commercial hangar space and related aviation development. The Discover Southwest MN Partnership (economic development entity for Marshall and Lyon County) has been contracted with to develop a recruitment plan for private entities to build at the site.

## MERIT VEHICLE TRAINING CENTER

In November of 2012, the City voters passed 0.5% general sales and use tax and 1.5% lodging and prepared food and beverage tax to fund a new MERIT Vehicle Training Center in Marshall. The MERIT Center is owned by the City and operated by Minnesota West Community and Technical College. The MN West Customized Training Program is based in Marshall. The expansion will include vehicle driving course, classrooms and driving simulators. Construction is tentatively planned to commence in late 2013.

## SOUTHWEST MN AMATEUR SPORTS CENTER

In November of 2012, the City voters passed a .5% general sale and use tax and 1.5% lodging and prepared food and beverage tax to fund new amateur sports facilities in Marshall. The estimated \$12.9 million project will include a 2-sheet ice arena for multi-uses as well as some outdoor softball/youth baseball facilities located adjacent to Highway 23 and Highway 19. The Schwan Food Company owns adjacent land and is planning to sell for private development including potential for new hotel, retail, restaurant and entertainment in conjunction with the project. Construction is tentatively planned to commence in late 2013.

## SOUTHWEST COACHES

Southwest Coaches opened their new expanded facility that added two bays to their current operation. The travel company provides multi-modal regional and national travel packages as well as serving local schools and other organizations with bus service.

## 2<sup>ND</sup> ANNUAL LYON COUNTY BUSINESS SUMMIT

The 2<sup>nd</sup> Annual Lyon County Business Summit was held on April 23, 2012. Approximately 100 people attended the event. The Business Summit introduced the Discover Southwest MN Partnership, reviewed city projects including the SW Amateur Sports Center and MERIT Center, and had Avera Marshall, Mid Continent Cabinetry, Archer Daniels Midland (ADM) and Runnings give company overviews. Staff plans to coordinate a business summit annually.

## BUILDING PERMIT ACTIVITY

Total building permit values in Marshall are just over \$39 million at the end of November of 2012. This is in comparison to the November of 2011 at \$30 million. Commercial activity is particularly strong at \$25.28 million of the total. Marshall has seen some growth in single family and multi-family housing new construction as well in 2012.

## MARSHALL RETAIL SALES GROWTH

According to the most recent 2010 State Sales Tax Data from University of Minnesota report on local sales tax data, Marshall's total gross sales have grown by \$6.59 million from 2009 to 2010 or 12.1%. The City's retail pull factor from the study is at 1.81. Pull factor is derived by dividing the per capita current dollar sales of a city or county by the per capita sales for the state. The 1.81 pull factor indicates that the City of Marshall generating 81% more than expected based on the population.

## NEW BUSINESSES IN 2012

List of new businesses that opened in Marshall in 2012:  
Taco Del Mar • The Note Gallery • El Rancho • The Party Place • Dickey's Barbecue Pit • Chords & More • Bramhall Golf Shop • Johnson Family Dental • Kids Have Fun • Legal Estate Planning • Lifewall • The Repair and Detail Shop • Smile Designers • Urban Hollywood • Marshall Exchange Post and Pawn • Caldo Italian Kitchen • Pep's Barber Shop • Masterson Staffing Solutions • Schuneman Equipment.

## FINANCIALS

|   | FUND 204<br>CRIF | FUND 205<br>PKWY I | FUND 206<br>PKWY II | FUND 207<br>PKWY III & IV | FUND 208<br>EDA ADMIN | TOTAL        |
|---|------------------|--------------------|---------------------|---------------------------|-----------------------|--------------|
| <b>REVENUES</b>                                   |                  |                    |                     |                           |                       |              |
| <b>TOTAL REVENUES</b>                             | 308,755.36       | 31,635.86          | 2,700.18            | 12,762.70                 | 133,717.50            | 489,571.60   |
| <b>EXPENDITURES</b>                               |                  |                    |                     |                           |                       |              |
| <b>TOTAL EXPENDITURES</b>                         | 125,250.00       | 480.00             | 1,303.00            | 5,089.20                  | 127,673.48            | 259,795.68   |
| <b>REVENUES OVER<br/>(UNDER)<br/>EXPENDITURES</b> | 183,505.36       | 31,155.86          | 1,397.18            | 7,673.50                  | 6,044.02              | 229,775.92   |
| <b>BEGINNING FUND<br/>BALANCE 1-1-12</b>          | 1,050,436.33     | 541,415.36         | (14,891.33)         | 485,943.12                | 144,832.28            | 2,207,735.76 |
| <b>ENDING FUND<br/>BALANCE 12-31-12</b>           | 1,233,941.69     | 572,571.22         | (13,494.15)         | 493,616.62                | 150,876.30            | 2,437,511.68 |

## OTHER NOTABLE COMMERCIAL ACTIVITIES

**Southwest Sanitation, Inc.** of Marshall is currently building a \$517,000, 12,000 square foot facility to be opened in January of 2013. The building will provide space for a recyclable material processing facility to accommodate their expanded residential and commercial recycling service.

**Lockwood Motors** expanded in 2012 through an acquisition of an adjacent commercial property to provide additional outdoor sales space. The Dodge, Chrysler and General Motors Dealership provides sales and service on College Drive.

**Dickey's Barbeque** has opened a newly constructed building that includes an arcade and mini-golf course. A Go-Kart track and batting cages will complete their food and entertainment destination complex during the spring of 2013.

**Kruse Motors**, the local Ford dealership, has acquired property near the intersection of Highway 23 and Highway 19 with plans to commence construction in 2013. Kruse Motors would be relocating from their existing locating and offering expanded sales and services opportunities.

