

2013

Marshall EDA Annual Report

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EDA President's Message:

Marshall EDA has been a progressive partner in business retention and expansion. With multiple expansion projects commencing in 2013, Marshall has established to be the regional hub for growth and development in Southwest Minnesota. We want to remember our successes, but are excited to continue to move forward with new opportunities for growth and development in 2014.

David Edens, Jr.

RALCO NUTRITION EXPANSION



Ralco Nutrition broke ground this fall for their new warehouse in the Sonstegard Subdivision II Industrial Park. The new warehouse is 30,000 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 moved into its new 35,000 square foot building in Marshall on the corner of Hwy.23 and Hwy.59. The craft brewery opened its doors in early October. Brau Brothers relocation and \$2 million expansion will allow them to continue growth within the region and nation for years. More than 600 cases of beer leave Brau Brother's every day. Brau Brothers has also tripled their employees to 30 since their move to Marshall.

BEVERAGE WHOLESALERS, INC. EXPANSION

Beverage Wholesalers, Inc. signed a Contract for Private Development including Land Purchase and Business Subsidy Agreement for 15.241 acres in Sonstegard Subdivision II. They have committed to build a 45,000 square foot warehouse with administrative and back room operations center. Beverage Wholesalers will retain 12 FTE's and 3 PTE's. The land is prepped and ready for spring construction.

AVERA CANCER INSTITUTE MARSHALL



Avera Marshall broke ground for their new 13 million dollar cancer center in October. 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. Avera Cancer Institute Marshall is expected to open in the fall of 2014.

AFFILIATED COMMUNITY MEDICAL CENTER



Affiliated Community Medical Center (ACMC) Marshall opened a new clinic March 18, 2013. The 45,000 square feet building includes urgent care, family and internal medicine, laboratory, imaging services and more. ACMC also announced the expansion of an outpatient ambulatory surgery center which will be located on the NE corner of the new clinic.

RUNNINGS, INC. EXPANSION

Runnings, Inc. signed a Contract for Private Development including Land Purchase and Business Subsidy Agreement for 14.17 acres in Sonstegard Subdivision II. They have committed to build a 70,000 square foot warehouse. Runnings will retain 63 FTE's and create 7 FTE's.

AIRPARK EAST INDUSTRIAL PARK

Airpark East is a new industrial park that opened private and public development opportunities at the Southwest Minnesota Regional Airport. The facilities provide immediate access for development of commercial hangar space and related aviation development.

HERITAGE POINTE SENIOR LIVING



Heritage Pointe Senior Living opened its doors in August 2013. The \$4.4 million assisted living/senior housing apartment complex consists of 38 units of senior housing and 20 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. Heritage Pointe Senior Living offers a comfort and convenience in a community with a wide variety of living options, services and amenities.

ACTION MANUFACTURING, INC. EXPANSION

Action Manufacturing, Inc. signed a Contract for Private Development including Ground Lease and Business Subsidy Agreement for 15.00 acres in Airpark East. They have committed to build a 21,000 square foot warehouse to include welding, fabrication, assembly and office space, administrative operations center. Action Manufacturing, Inc. will retain 13 FTE's and create 10 FTE's. Action Manufacturing, Inc. also secured a \$240,000 Minnesota Investment Fund loan for 7 years at 2% interest.

MERIT VEHICLE TRAINING CENTER EXPANSION

Staff continues to move forward with the new MERIT Vehicle Training Center expansion. The facility will include opportunities for drivers' skills courses, drivers' classroom simulators, "hands on" personal training, AARP driver safety, drivers' education, bus and truck training, first responders training and more. The MERIT Center is owned by the City and operated by Minnesota West Community and Technical College. The City of Marshall has a current bond request from the state in the amount of \$2,500,000. The project is tentatively planned to commence in June 2014.



SOUTHWEST MN AMATEUR SPORTS CENTER

The estimated \$12.9 million amateur sports facilities, which will be located on a site adjacent to the Marshall High School, will include an indoor arena with two sheets of ice. The facility will also have the capacity to host wrestling, basketball, volleyball, and soccer events. In addition, it will accommodate for tradeshow, expos, art fairs and other large events. The indoor sports facility is expected to begin construction in 2014 with completion of the regional sports facility project in 2015.



3rd ANNUAL LYON COUNTY INFORMATIONAL SUMMIT

The 3rd Annual Lyon County Business Summit was held on April 15, 2013. Approximately 100 people attended the event. The Informational Summit reviewed city projects including the SW Amateur Sports Center and MERIT Center, and had ACMC and Brau Brothers Brewing Company give company overviews. Staff plans to continue coordinating an annual informational summit.

BUILDING PERMIT ACTIVITY

Total building permit values in Marshall are just over \$25.7 million at the end of November of 2013. This is in comparison to the November of 2012 at \$39 million. Marshall saw an increase in demolitions and new signage in the past year.

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 2013

List of new businesses that opened in Marshall in 2013:

Southwest Nutrition • Fuzzy's • Marshall Living • Express Lube • Hooguh • Poppin' Tags • Commercial Janitorial Systems • Freedom Financial • Heritage Pointe Senior Living • Lockwood Shine Center • CJ's Alterations • Cherry Berry • Wireless Nerds • Shear Attitude • Box Car Consulting • Moon Photography • Brau Brothers Brewing Company

FINANCIALS

	FUND 204 CRIF	FUND 205 PKWY I	FUND 206 PKWY II	FUND 207 PKWY III & IV	FUND 208 EDA ADMIN	TOTAL
REVENUES						
TOTAL REVENUES	572,179.41	3,013.16	348.21	12,762.70	122,490.27	710,793.75
EXPENDITURES						
TOTAL EXPENDITURES	381,901.00	0.00	4.00	8,851.20	108,488.94	499,245.14
REVENUES OVER (UNDER) EXPENDITURES	190,278.41	3,013.16	344.21	3,911.50	14,001.33	211,548.61
BEGINNING FUND BALANCE 01-01-13	1,233,988.51	572,598.02	(776,004.16)	493,597.42	151,466.30	1,675,646.09
ENDING FUND BALANCE 12-31-13	1,424,266.92	575,611.18	(775,659.95)	497,508.92	165,467.63	1,887,194.70

OTHER NOTABLE COMMERCIAL ACTIVITIES

Lockwood Motors expanded its auto business in 2013 by adding Lockwood Shine Center. Lockwood Shine Center offers a variety of car wash and detail packages. The facility can wash up to 80 cars per hour.

Sleep Inn & Suites broke ground to construct a 60 room hotel in Nwakama Addition which will include a pool and conference room. The hotel will open in March 2014.

Kruse Motors broke ground for its new Buick GMC and Ford-Lincoln dealerships next to Marshall High School on June 24, 2013. It will include an express lube center, children's play area, WiFi, and a car wash.

Marshall Municipal Liquor (City of Marshall) acquired two lots in the J.C. Boyer Addition (by Pizza Ranch) with intentions to build a new municipal liquor store.

