To Those We Serve:

On behalf of the Mid-Minnesota Development Commission (MMDC), we respectfully submit this 2012 Annual Report. This report highlights key achievements of the Commission and its staff in carrying out the Commission’s mission. MMDC is proud of offering another successful year of providing valued services to its citizens and working closely with our partners throughout the region.

The MMDC has had a 38 year history of providing a variety of quality needed services to local units of government, as well as to businesses, organizations, and individuals. Through the passage of the Minnesota Regional Development Act of 1969 the MMDC was formed in 1973, and open for business in 1974. As stated in State Statutes, the Commission’s purpose is “to work with and on behalf of local units of government to develop plans or implement programs to address economic, social, physical, and governmental concerns of each region of the state. The commissions may assist with, develop, or implement plans or programs for individual local units of government.”

The Commission’s Board is made up of local representatives, the majority of who are elected officials. This ensures that the work of the Commission reflects on the area needs and preferences of the four counties (Kandiyohi, McLeod, Meeker, and Renville) we serve.

Please take some time to read through the 2012 Annual Report to gain an understanding of the variety of tasks we perform. Further information about the Commission may be found at the MMDC web site: www.mmrdc.org. Please give us a call if there are projects where you need assistance. Through our Board’s leadership, and our talented staff, we will continue to strive to make a strong positive impact on the Region.

We pledge that we will not consider a job complete until the client is satisfied with the end product.

Respectfully yours,

Donn Winckler
Executive Director

John Stahl
Chairperson

---

Financial Report

<table>
<thead>
<tr>
<th>Actual Figures</th>
<th>Original Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fiscal Year 2012</td>
<td>Fiscal Year 2013</td>
</tr>
</tbody>
</table>

**Revenues**

<table>
<thead>
<tr>
<th>Economic Development Admin</th>
<th>$64,197</th>
<th>Economic Development Admin</th>
<th>$62,628</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revolving Loan Fund Admin</td>
<td>$27,668</td>
<td>Revolving Loan Fund Admin</td>
<td>$31,124</td>
</tr>
<tr>
<td>HHS - MnRAAA</td>
<td>$131,519</td>
<td>HHS - MnRAAA</td>
<td>$127,220</td>
</tr>
<tr>
<td>Department of Transit</td>
<td>$10,192</td>
<td>Department of Transit</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total Federal Sources</strong></td>
<td>$233,576</td>
<td><strong>Total Federal Sources</strong></td>
<td>$220,972</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Agricultural Credit</th>
<th>$19,466</th>
<th>Agricultural Credit</th>
<th>$19,466</th>
</tr>
</thead>
<tbody>
<tr>
<td>Department of Transportation</td>
<td>$50,000</td>
<td>Department of Transportation</td>
<td>$50,000</td>
</tr>
<tr>
<td>HHS - MnRAAA</td>
<td>$28,880</td>
<td>HHS - MnRAAA</td>
<td>$39,247</td>
</tr>
<tr>
<td>HHS - EDP/Sail</td>
<td>$57,088</td>
<td>HHS - EDP/Sail</td>
<td>$57,088</td>
</tr>
<tr>
<td><strong>Total State Sources</strong></td>
<td>$155,434</td>
<td><strong>Total State Sources</strong></td>
<td>$165,801</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Property Taxes</th>
<th>$262,429</th>
<th>Property Taxes</th>
<th>$253,227</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest and Dividends</td>
<td>$8,111</td>
<td>Interest and Dividends</td>
<td>$4,583</td>
</tr>
<tr>
<td>Inspection Services</td>
<td>$2,287</td>
<td>Inspection Services</td>
<td>$118,684</td>
</tr>
<tr>
<td>Technical Assistance</td>
<td>$29,738</td>
<td>Technical Assistance</td>
<td>$37,519</td>
</tr>
<tr>
<td>Other</td>
<td>$32,441</td>
<td>Other</td>
<td>$19,092</td>
</tr>
<tr>
<td>In-kind</td>
<td>$24,478</td>
<td>In-kind</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total Local Sources</strong></td>
<td>$359,483</td>
<td><strong>Total Local Sources</strong></td>
<td>$433,042</td>
</tr>
</tbody>
</table>

| **Total Revenues** | $748,493 | **Total Revenues** | $819,815 |

**Expenditures**

<table>
<thead>
<tr>
<th>Personnel</th>
<th>$390,821</th>
<th>Personnel</th>
<th>$424,001</th>
</tr>
</thead>
<tbody>
<tr>
<td>Supplies &amp; Printing</td>
<td>$11,593</td>
<td>Supplies &amp; Printing</td>
<td>$5,948</td>
</tr>
<tr>
<td>Communications</td>
<td>$10,165</td>
<td>Communications</td>
<td>$9,164</td>
</tr>
<tr>
<td>Capital Outlay</td>
<td>$916</td>
<td>Capital Outlay</td>
<td>$8,000</td>
</tr>
<tr>
<td>Services</td>
<td>$935</td>
<td>Services</td>
<td>$9,752</td>
</tr>
<tr>
<td>Volunteer Services &amp; Other</td>
<td>$1,991</td>
<td>Volunteer Services &amp; Other</td>
<td>$3,265</td>
</tr>
<tr>
<td>Travel &amp; Training</td>
<td>$23,581</td>
<td>Travel &amp; Training</td>
<td>$32,120</td>
</tr>
<tr>
<td>Commission</td>
<td>$9,468</td>
<td>Commission</td>
<td>$13,550</td>
</tr>
<tr>
<td>In-kind</td>
<td>$24,478</td>
<td>In-kind</td>
<td>$38,946</td>
</tr>
<tr>
<td>Indirect</td>
<td>$235,531</td>
<td>Indirect</td>
<td>$221,764</td>
</tr>
<tr>
<td><strong>Total Expenditures</strong></td>
<td>$709,479</td>
<td><strong>Total Expenditures</strong></td>
<td>$766,510</td>
</tr>
</tbody>
</table>

Fiscal Year begins on July 1
Thank You to Outgoing Commissioners

There were six Mid-Minnesota Development Commission Board Members who ended their time on the Board in December 2012 or January 2013. The Commission wishes to recognize these members.

<table>
<thead>
<tr>
<th>Commissioner</th>
<th>Representing</th>
<th>Service on MMDC Board</th>
</tr>
</thead>
<tbody>
<tr>
<td>Steve Ahmann</td>
<td>City of Willmar</td>
<td>Jan 2011 to Dec 2012</td>
</tr>
<tr>
<td>Eric Dahlager</td>
<td>Region 6E School Districts</td>
<td>April 2009 to Jan 2013</td>
</tr>
<tr>
<td>Dale Fenrich</td>
<td>Meeker County Townships</td>
<td>April 2007 to Dec 2012</td>
</tr>
<tr>
<td>Ron Kutzke</td>
<td>Meeker County Commissioner</td>
<td>Jan 2001 to Dec 2012</td>
</tr>
<tr>
<td>Dennis Peterson</td>
<td>Kandiyohi County Commissioner</td>
<td>March 2003 to Dec 2012</td>
</tr>
<tr>
<td>John Smith</td>
<td>Mayor of Kingston</td>
<td>April 2011 to Dec 2012</td>
</tr>
</tbody>
</table>

A special Thank You is given to Ron Kutzke who served as MMDC Board Chairperson from June 2008 to June 2012 and Dennis Peterson who served as a MMDC Board Vice Chairperson.

Transportation Planning

- The Commission serves as the Minnesota Valley Rail Road Coalition’s fiscal agent.
- The Commission staff attended the MnDOT District 8 and 7 Toward Zero Deaths (TZD) conference that was held in April.
- The Commission staff communicated with various communities about trails questions. Staff also attended a MnDOT public meeting on their Statewide Bicycle Planning Study held in Willmar during the month of March.

Community Development and Planning

- District. After working with the Board of Managers on sorting issues out, it was decided that all policies would be included in the District’s Overall Plan, which MMDC will be updating in 2013. In addition, an Administrative Handbook will be created.
- Hazard Mitigation Plans – In 2007, MMDC assisted Kandiyohi, Meeker, McLeod, and Renville Counties with creating Hazard Mitigation Plans, which all expire in 2013. These Plans identified how each county can minimize the loss of life and/or property by implementing projects prior to disasters occurring. To assist with preparing for the updates, the Community Development Director, Matthew Johnson, took three training courses in 2012 administered by the Federal Emergency Management Agency (FEMA). Matthew passed the courses and received three Certificates of Achievement.

2012 Commission Members

Kandiyohi County Representatives

DuWayne Underthun
Townships
**Charles Diederich, Vice Chair .... Municipalities
Steve Ahmann.................. City of Willmar
*Dennis Peterson, Vice Chair ........... County
Idalia (Charly) Leuze............. Public Interest
Shawn Mueske, Treasurer........ Public Interest
Cathy Baumgartner............. Public Interest
Kevin Crowley.................... Public Interest
Robert Moller.................... Public Interest

McLeod County Representatives

Alan Fredrickson.................... Townships
Charles Warner.................. Municipalities
Bill Arndt........................ City of Hutchinson
Sheldon Nies........................ County

Renville County Representatives

Dennis Peterson, Vice Chair
*Ron Stahl, Chairperson........ County
Richard Lofness.................. Public Interest
James Schafer.................... Public Interest
Francis Schweiss................ Public Interest
Eric Dahlager.................... Public Interest

Meeker County Representatives

Dale Fenrich...................... Townships
John Smith......................... Municipalities
*Maureen Melgaard-Schneider...... Public Interest
Dee Schutte....................... Public Interest

2011 County Sales Tax Totals and State Ranking by Gross Sales

Sales Tax in the State of Minnesota are submitted and recorded by the Minnesota Department Of Revenue. The following table indicates the names of Counties located in Region 6E, the gross sales subject to reporting, the amount of sales tax collected along with a county ranking of all counties in the State allocated by gross sales.

<table>
<thead>
<tr>
<th>County</th>
<th>Gross Sales ($)</th>
<th>Taxable Sales ($)</th>
<th>Sales Tax ($)</th>
<th>State Ranking</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kandiyohi</td>
<td>2,137,343,480</td>
<td>515,192,842</td>
<td>35,902,382</td>
<td>18</td>
</tr>
<tr>
<td>McLeod</td>
<td>1,372,391,149</td>
<td>140,176,646</td>
<td>9,815,993</td>
<td>28</td>
</tr>
<tr>
<td>Meeker</td>
<td>970,493,357</td>
<td>134,706,740</td>
<td>9,422,933</td>
<td>34</td>
</tr>
<tr>
<td>Renville</td>
<td>587,689,191</td>
<td>72,505,502</td>
<td>5,100,675</td>
<td>54</td>
</tr>
</tbody>
</table>

Of the 87 counties in Minnesota in 2011, Kandiyohi ranked 18th with gross sales of $2,137,343,480. McLeod County is the next highest ranking county in Region 6E at 28th with $1,372,391,149 in gross sales, followed by Meeker County at 34th with $970,493,357 in gross sales. Renville County is ranked 54th with $587,689,191 in gross sales. Total gross sales reported in the four counties of Region 6E was $5,067,917,177.
**Economic Development**

The Mid-Minnesota Development Commission’s Economic Development Program is designed to assist local units of government and businesses in the Region with activities that create and retain full time higher wage employment opportunities and private investments. The Commission and service area are a Federally Certified Economic Development District and as such is eligible for planning grant funding from the U. S. Department of Commerce’s, Economic Development Administration. Further funding of activities and the required matching source is provided by the local tax levy. A major portion of program staff time is devoted to providing professional technical assistance to businesses, individual governmental units. Requests for assistance include, but are not limited to, business finance analysis, infrastructure improvements, tax increment financing, and grant or loan application authoring.

As part of the federal grant agreement, a Comprehensive Economic Development Strategy (CEDS) is authored by the Commission. This document is drafted each year, after public input, to provide a plan for economic development and prioritize projects in the Region. The plan is then submitted to the Federal Economic Development administration for approval. Staff also prepared the necessary applications and reports for the operation of the Economic Development District. A Comprehensive Economic Development Committee provides input on the CEDS document.

**Activities During Fiscal Year**

- The Annual Comprehensive Economic Development Performance Report (CEDS) was completed. It included how the Economic Development District and the CEDS had performed regarding projects, goals and objectives.
- Staff attended several webinars sponsored by the Federal Economic Development Administration and the National Association of Development Organizations to stay abreast of current topics at the federal level.
- In early March Staff attended a State of Minnesota Economic Development Professional counterpart meeting to stay abreast of statewide initiatives.
- The State of Minnesota was appointed a new Federal Economic Development Administration Economic Development Representative. Dennis Foldenaur is the new State of Minnesota Representative. A conference call was initiated and Mr. Foldenaur updated the Economic Development Districts on changes at national, state and local level. The Economic Development Administration also welcomed a new Assistant Secretary. Matt Erskine will be the new assistant secretary.
- A presentation to small businesses was performed by staff. The seminar educated small business on the 5 ‘C’s of credit and other criteria.
- Staff participated in a Workforce Forum sponsored by the Regional Workforce Investment Board. The forum provided the Board on workforce issues throughout the region.
- Staff attended an open house in Renville County. The open house included a grand opening of a Revolving Loan Fund Awardee.
- Staff spent considerable time on authoring a grant application to the Federal Economic Development Administration on behalf of the City of Willmar. If approved, the funds were to be used for infrastructure installation at the new Willmar Industrial Park. Unfortunately, the application was not funded.
- Staff provided professional technical assistance to the New Minnesotan Community Development, Inc. The corporation has purchased a former school building in Willmar and will be transforming the structure into a religious and educational facility. The technical assistance provided included assistance with a grant application for structural improvement to the building.
- Staff met with Nan Larson, the new Rural Innovation Network Director for the Minnesota Agricultural Utilization Research Institute (AURI). Discussion centered on a new initiative that AURI is working on.
- Staff met with Matt Erskine, the Assistant Secretary of Commerce for the Economic Development Administration. He was in Appleton, Minnesota for the ground breaking on an Industrial Park expansion in that community. A grant from the Federal Economic Development Administration was part of the project funding.

(Continued on page 8)
Staff served on various committees throughout the region, including Renville County Revolving Loan Fund Committee, Kandiyohi County Business Retention and Expansion Committee, and Kandiyohi County Revolving Loan Fund Commit-
te. The planning grant Mid-Point Progress Report was authored by staff and forwarded to the Chicago Office of EDA. This document is required to be completed in the planning grant scope of work.

Staff attended a meeting the was held at the State of Minnesota Department of Employment and Economic Development (DEED) Office in St. Paul, Minnesota. Discussion centered on renewable energy and how to grow this industrial base in Minnesota. Meaningful discussion was afforded with many ideas brought forward. Staff also met, at that time, the new Commissioner for DEED Katie Clark.

A Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.

Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.

Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valua-
tee.

Commissioner for DEED Katie Clark.
Local AAA Activities

- Provided technical assistance to organizations regarding grant writing, grant management, business development and sustainability.
- Participated in area health fairs including Life Connections Expo, MN State Fair, McLeod County and Meeker County Expos.
- Coordinated Eldercare Development Partnership (EDP) grant activities for MnRAAA including quarterly reports and grant activities. Goals focused on supporting implementation of programs that support elders to address chronic health conditions and falls prevention.
- Continued partnership with Retired Senior Volunteer Program (RSVP) to implement Bone Builders Exercise program with physical therapist assessment component throughout Kandiyohi, McLeod County, Meeker, and Renville Counties.
- Coordinated Chronic Disease Self-Management Classes through McLeod County Public Health; Volunteer Leaders provided classes at Club Bethesda.
- Partnered with Lutheran Social Services and Compassionate Care to provide Powerful Tools for Caregivers classes throughout Kandiyohi, McLeod, Meeker, and Renville Counties.
- Conducted numerous Medicare Part D Plan Comparisons throughout the region for consumers during the annual open enrollment period that began October 15 and ended December 7.
- Partnered with West Central Dementia Network to promote community events and Alzheimer’s Walk.
- Conducted Matter of Balance Leader Trainings.

(Continued on page 8)
Area Agency on Aging

Mid-Minnesota Development Commission (MMDC) contracts with Minnesota River Area Agency on Aging® Inc. (MnRAAA) to implement program development and direct service activities for seniors. MMDC employs two staff positions to conduct the aging program activities.

The MnRAAA mission statement is: Minnesota River Area Agency on Aging® Inc. is the gateway to resources for older adults, caregivers and service providers in the twenty-seven counties of southwest Minnesota.

Older Americans Act (OAA)
The OAA is the foundation for all activities conducted through the aging program. This federal program is implemented through the Minnesota Board on Aging to seven area agencies on aging that serve Minnesota. Policies are designed to encourage older Americans’ full participation in society. Other provisions to the OAA include:

- Conduct community planning activities to address growing long-term care needs
- Promotion of Evidence Based programs including Chronic Disease Self-Management, Powerful Tools for Caregivers, and Matter of Balance
- Prevention and resource development of mental health needs
- Support to family caregivers through the National Family Caregiver Support Program
- Focus on civic engagement and volunteerism
- Protection of elders from abuse, neglect, and exploitation

Local AAAActivities
- Provided technical assistance to organizations regarding grant writing, grant management, business development and sustainability.
- Participated in area health fairs including Life Connections Expo, MN State Fair, McLeod County and Meeker County Expos.
- Coordinated Eldercare Development Partnership (EDP) grant activities for MnRAAA including quarterly reports and grant activities. Goals focused on supporting implementation of programs that support elders to address chronic health conditions and falls prevention.
- Continued partnership with Retired Senior Volunteer Program (RSVP) to implement Bone Builders Exercise program with physical therapist assessment component throughout Kandiyohi, McLeod County, Meeker, and Renville Counties.
- Coordinated Chronic Disease Self-Management Classes through McLeod County Public Health; Volunteer Leaders provided classes at Club Bethesda.
- Partnered with Lutheran Social Services and Compassionate Care to provide Powerful Tools for Caregivers classes throughout Kandiyohi, McLeod, Meeker, and Renville Counties.
- Conducted numerous Medicare Part D Plan Comparisons throughout the region for consumers during the annual open enrollment period that began October 15 and ended December 7.
- Partnered with West Central Social Services and West Central Social Services and Compassionate Care to provide Powerful Tools for Caregivers classes throughout Kandiyohi, McLeod, Meeker, and Renville Counties.
- Conducted numerous Medicare Part D Plan Comparisons throughout the region for consumers during the annual open enrollment period that began October 15 and ended December 7.
- Partnered with West Central Dementia Network to promote community events and Alzheimer’s Walk.
- Conducted Matter of Balance Leader Trainings.

(Continued on page 8)
The following is a list of projects funded with Title III funds for calendar year 2012:

- Staff served on various committees throughout the region, including Renville County Revolving Loan Fund Committee, Kandiyohi County Business Retention and Expansion Committee, and Kandiyohi County Revolving Loan Fund Committee.
- Staff continues to administer the Federal Economic Development Administration Revolving Loan Fund.
- The planning grant Mid-Point Progress Report was authored by staff and forwarded to the Chicago Office of EDA. This document is required to be completed in the planning grant scope of work.
- Staff attended a meeting the was held at the State of Minnesota Department of Employment and Economic Development (DEED) Office in St. Paul, Minnesota. Discussion centered on renewable energy and how to grow this industrial base in Minnesota. Meaningful discussion was afforded with many ideas brought forward. Staff also met, at that time, the new Commissioner for DEED Katie Clark.
- A Regional Economic Development Professional meeting was held in Granite Falls. Staff attended the event. The event featured local speakers on Economic Development initiative in the region.
- Staff attended an Economic Development Administration Chicago Regional Office training conference in September in Chicago. All Minnesota Economic Development Districts were represented at the conference. Staff was educated on valuable information regarding grant authorship, Revolving Loan Fund Administration, and general Economic Development District Planning Grant Administration.

The Commission has provided assistance to the Highway 15 Coalition. The Coalition was formed, with MMDC as-...
Economic Development

The Mid-Minnesota Development Commission’s Economic Development Program is designed to assist local units of government and businesses in the Region with activities that create and retain full time higher wage employment opportunities and private investments. The Commission and service area are a Federally Certified Economic Development District and as such is eligible for planning grant funding from the U. S. Department of Commerce’s, Economic Development Administration. Further funding of activities and the required matching source is provided by the local tax levy.

A major portion of program staff time is devoted to providing professional technical assistance to businesses, individuals, and governmental units. Requests for assistance include, but are not limited to, business finance analysis, infrastructure improvements, tax increment financing, and grant or loan application authoring.

As part of the federal grant agreement, a Comprehensive Economic Development Strategy (CEDS) is authored by the Commission. This document is drafted each year, after public input, to provide a plan for economic development and prioritize projects in the Region. The plan is then submitted to the Federal Economic Development administration for approval. Staff also prepared the necessary applications and reports for the operation of the Economic Development District. A Comprehensive Economic Development Committee provides input on the CEDS document.

Activities During Fiscal Year

- The Annual Comprehensive Economic Development Performance Report (CEDS) was completed. It included how the Economic Development District and the CEDS had performed regarding projects, goals and objectives.
- Staff attended several webinars sponsored by the Federal Economic Development Administration and the National Association of Development Organizations to stay abreast of current topics at the federal level.
- In early March Staff attended a State of Minnesota Economic Development Professional counterpart meeting to stay abreast of statewide initiatives.
- The State of Minnesota was appointed a new Federal Economic Development Administration Economic Development Representative. Dennis Foldenaur is the new State of Minnesota Representative. A conference call was initiated and Mr. Foldenaur updated the Economic Development Districts on changes at national, state and local level. The Economic Development Administration also welcomed a new Assistant Secretary, Matt Erskine who will be the new assistant secretary.
- A presentation to small businesses was performed by staff. The seminar educated small business on the 5 ‘C’s of credit and other criteria.
- Staff participated in a Workforce Forum sponsored by the Regional Workforce Investment Board. The forum provided the board on workforce issues throughout the region.
- Staff attended an open house in Renville County. The open house included a grand opening of a Revolving Loan Fund Award.
- Staff spent considerable time on authoring a grant application to the Federal Economic Development Administration on behalf of the City of Willmar. If approved, the funds were to be used for infrastructure installation at the new Willmar Industrial Park. Unfortunately, the application was not funded.
- Staff provided professional technical assistance to the New Minnesotan Community Development, Inc. The corporation has purchased a former school building in Willmar and will be transforming the structure into a religious and educational facility. The technical assistance provided included assistance with a grant application for structural improvements to the building.
- Staff met with Nan Larson, the new Rural Innovation Network Director for the Minnesota Agricultural Utilization Research Institute (AURI). Discussion centered on a new initiative that AURI is working on.
- Staff met with Matt Erskine, the Assistant Secretary of Commerce for the Economic Development Administration. He was in Appleton, Minnesota for the ground breaking on an Industrial Park expansion in that community. A grant from the Federal Economic Development Administration was part of the project funding.

(Continued on page 8)
There were six Mid-Minnesota Development Commission Board Members who ended their time on the Board in December 2012 or January 2013. The Commission wishes to recognize these members.

<table>
<thead>
<tr>
<th>Commissioner</th>
<th>Representing</th>
<th>Service on MMDC Board</th>
</tr>
</thead>
<tbody>
<tr>
<td>Steve Ahmann</td>
<td>City of Willmar</td>
<td>Jan 2011 to Dec 2012</td>
</tr>
<tr>
<td>Eric Dahler</td>
<td>Region 6E School Districts</td>
<td>April 2009 to Jan 2013</td>
</tr>
<tr>
<td>Dale Fenrich</td>
<td>Meeker County Townships</td>
<td>April 2007 to Dec 2012</td>
</tr>
<tr>
<td>Ron Kutzke</td>
<td>Meeker County Commissioner</td>
<td>Jan 2001 to Dec 2012</td>
</tr>
<tr>
<td>Dennis Peterson</td>
<td>Kandiyohi County Commissioner</td>
<td>March 2003 to Dec 2012</td>
</tr>
<tr>
<td>John Smith</td>
<td>Mayor of Kingston</td>
<td>April 2011 to Dec 2012</td>
</tr>
</tbody>
</table>

A special Thank You is given to Ron Kutzke who served as MMDC Board Chairperson from June 2008 to June 2012 and Dennis Peterson who served as a MMDC Board Vice Chairperson.

- The Commission serves as the Minnesota Valley Rail Road Coalition’s fiscal agent.
- Staff attended the MnDOT District 8 and 7 Toward Zero Deaths (TZD) conference that was held in April.
- Staff communicated with various communities about trails questions. Staff also attended a MnDOT public meeting on their Statewide Bicycle Planning Study held in Willmar during the month of March.

The following table indicates the names of Counties located in Region 6E, the gross sales subject to reporting, the amount of sales tax collected along with a county ranking of all counties in the State allocated by gross sales.

<table>
<thead>
<tr>
<th>County</th>
<th>Gross Sales ($)</th>
<th>Taxable Sales ($)</th>
<th>Sales Tax ($)</th>
<th>State Ranking</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kandiyohi</td>
<td>2,137,343,480</td>
<td>515,192,842</td>
<td>35,902,382</td>
<td>18</td>
</tr>
<tr>
<td>McLeod</td>
<td>1,372,391,149</td>
<td>140,176,646</td>
<td>9,815,993</td>
<td>28</td>
</tr>
<tr>
<td>Meeker</td>
<td>970,493,357</td>
<td>134,706,740</td>
<td>9,422,933</td>
<td>34</td>
</tr>
<tr>
<td>Renville</td>
<td>587,689,191</td>
<td>72,505,502</td>
<td>5,100,675</td>
<td>54</td>
</tr>
</tbody>
</table>

Of the 87 counties in Minnesota in 2011, Kandiyohi ranked 18th with gross sales of $2,137,343,480. McLeod County is the next highest ranking county in Region 6E at 28th with $1,372,391,149 in gross sales, followed by Meeker County at 34th with $970,493,357 in gross sales. Rounding out the last County in Region 6E, Renville County is ranked 54th with $587,689,191 in gross sales. Total gross sales reported in the four counties of Region 6E was $5,067,917,177.
Mid-Minnesota Development Commission

To Those We Serve:

On behalf of the Mid-Minnesota Development Commission (MMDC), we respectfully submit this 2012 Annual Report. This report highlights key achievements of the Commission and its staff in carrying out the Commission’s mission. MMDC is proud of offering another successful year of providing valued services to its citizens and working closely with our partners throughout the region.

The MMDC has had a 38 year history of providing a variety of quality needed services to local units of government, as well as to businesses, organizations, and individuals. Through the passage of the Minnesota Regional Development Act of 1969 the MMDC was formed in 1973, and open for business in 1974. As stated in State Statutes, the Commission’s purpose is “to work with and on behalf of local units of government to develop plans or implement programs to address economic, social, physical, and governmental concerns of each region of the state. The commissions may assist with, develop, or implement plans or programs for individual local units of government.”

The Commission’s Board is made up of local representatives, the majority of who are elected officials. This ensures that the work of the Commission reflects on the area needs and preferences of the four counties (Kandiyohi, McLeod, Meeker, and Renville) we serve.

Please take some time to read through the 2012 Annual Report to gain an understanding of the variety of tasks we perform. Further information about the Commission may be found at the MMDC web site: www.mmrdc.org. Please give us a call if there are projects where you need assistance. Through our Board’s leadership, and our talented staff, we will continue to strive to make a strong positive impact on the Region.

Respectfully yours,

Donn Winckler
Donn Winckler
Executive Director

John Stahl
John Stahl
Chairperson

---

**Financial Report**

<table>
<thead>
<tr>
<th>Actual Figures</th>
<th>Original Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fiscal Year 2012</td>
<td>Fiscal Year 2013</td>
</tr>
<tr>
<td><strong>Revenues</strong></td>
<td><strong>Revenues</strong></td>
</tr>
<tr>
<td>Economic Development Admin</td>
<td>$64,197</td>
</tr>
<tr>
<td>Revolving Loan Fund Admin</td>
<td>27,668</td>
</tr>
<tr>
<td>HHS - MnRAAA</td>
<td>131,519</td>
</tr>
<tr>
<td>Department of Transit</td>
<td>10,192</td>
</tr>
<tr>
<td><strong>Total Federal Sources</strong></td>
<td>$233,576</td>
</tr>
<tr>
<td>Agricultural Credit</td>
<td>$19,466</td>
</tr>
<tr>
<td>Department of Transportation</td>
<td>50,000</td>
</tr>
<tr>
<td>HHS - MnRAAA</td>
<td>28,880</td>
</tr>
<tr>
<td>HHS - EDP/Sail</td>
<td>57,088</td>
</tr>
<tr>
<td><strong>Total State Sources</strong></td>
<td>$155,434</td>
</tr>
<tr>
<td>Property Taxes</td>
<td>$262,429</td>
</tr>
<tr>
<td>Interest and Dividends</td>
<td>8,111</td>
</tr>
<tr>
<td>Inspection Services</td>
<td>2,287</td>
</tr>
<tr>
<td>Technical Assistance</td>
<td>29,738</td>
</tr>
<tr>
<td>Other</td>
<td>32,441</td>
</tr>
<tr>
<td>In-kind</td>
<td>24,478</td>
</tr>
<tr>
<td><strong>Total Local Sources</strong></td>
<td>$359,483</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td>$748,493</td>
</tr>
<tr>
<td><strong>Expenditures</strong></td>
<td><strong>Expenditures</strong></td>
</tr>
<tr>
<td>Personnel</td>
<td>$390,821</td>
</tr>
<tr>
<td>Supplies &amp; Printing</td>
<td>11,593</td>
</tr>
<tr>
<td>Communications</td>
<td>10,165</td>
</tr>
<tr>
<td>Capital Outlay</td>
<td>916</td>
</tr>
<tr>
<td>Services</td>
<td>935</td>
</tr>
<tr>
<td>Volunteer Services &amp; Other</td>
<td>1,991</td>
</tr>
<tr>
<td>Travel &amp; Training</td>
<td>23,581</td>
</tr>
<tr>
<td>Commission</td>
<td>9,468</td>
</tr>
<tr>
<td>In-kind</td>
<td>24,478</td>
</tr>
<tr>
<td>Indirect</td>
<td>235,531</td>
</tr>
<tr>
<td><strong>Total Expenditures</strong></td>
<td>$709,479</td>
</tr>
</tbody>
</table>

Fiscal Year begins on July 1
Mid-Minnesota Development Commission
333 Sixth Street Southwest, Suite 2
Willmar, MN 56201-5615
E-mail: mmrdc@mmrdc.org

Serving the People of Kandiyohi, McLeod, Meeker, and Renville Counties since 1974.

Executive Director.............................................. Donn Winckler
Financial Director/Office Manager ......................... Sue Gimse
Aging Program Director ....................................... Kate Selseth
Senior Outreach Specialist ................................. Ashley Ellingson
Economic Development Director ......................... Les Nelson
Community Development Director ....................... Matthew Johnson
Admin. Assist./Technology Support Specialist......... Teresa Westerman

Mid-Minnesota Development Commission

Serving the People of Kandiyohi, McLeod, Meeker, and Renville Counties since 1974.

333 Sixth Street Southwest, Suite 2
Willmar, MN 56201-5615
E-mail: mmrdc@mmrdc.org

Phone: 320-235-8504
Toll Free: 800-450-8608
Fax: 320-235-4329

Visit us at: www.mmrdc.org