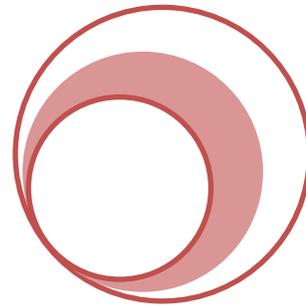
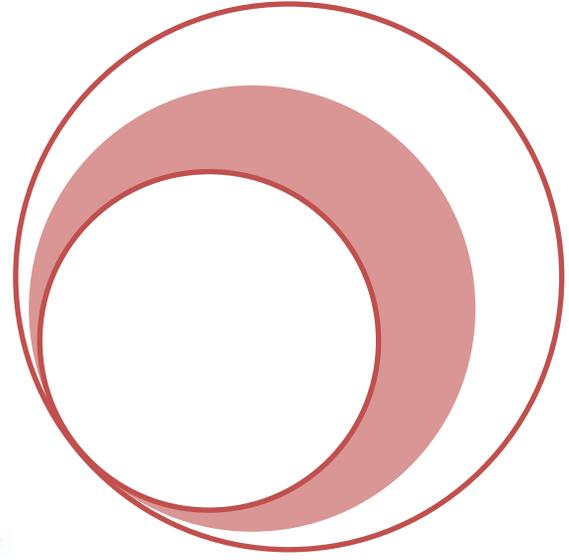




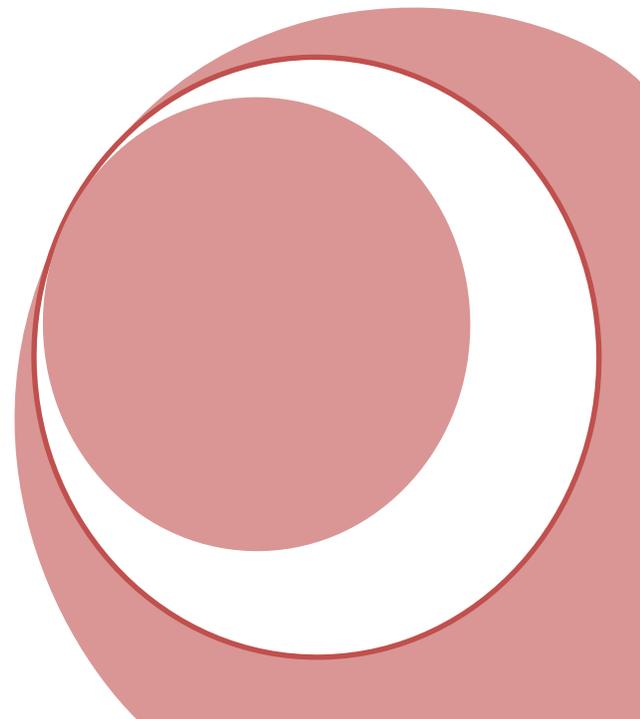
**FARIBAULT COUNTY
DEVELOPMENT CORPORATION**



2011 Annual Report

Faribault County Development Corporation

www.fcdcorp.net



About us:

Board of Directors:

- Travis Keister, Minn-Iowa Insurance Agency; Board Chair
- Mark Drake, Corn Plus Ethanol; Vice-Chair
- Deb Barnes, Personal Member; Secretary/Treasurer
- Jeff Lang, United Hospital District; Past-Chair
- Wade Barslou, Barslou Realty; Boardmember
- Arron Kalis, Innate Wellness Center; Boardmember
- Tom Warmka, Farmer; Boardmember

Staff:

- Linsey Warmka, Executive Director
- Ann Hanna, Administrative Assistant/Housing Coordinator

Mission Statement:

To combine resources from the public and private sectors of the Faribault County area to bring enhanced Economic and Housing Development to the Faribault County Area.

Ultimate measurement of success:

The creation of a stronger tax base and a broad range of living wage or better jobs as a result of economic development, and to enhance the overall quality of life in the Faribault County Area.

Business Services:

FCDC provides confidential services to individuals, start-up businesses and existing businesses at no charge because of our funding partners. Our access to a large number of resources enables us to connect our clients with the right people. FCDC also promotes projects and events that are important to our communities and bring jobs and tax base to our area.

The services include:

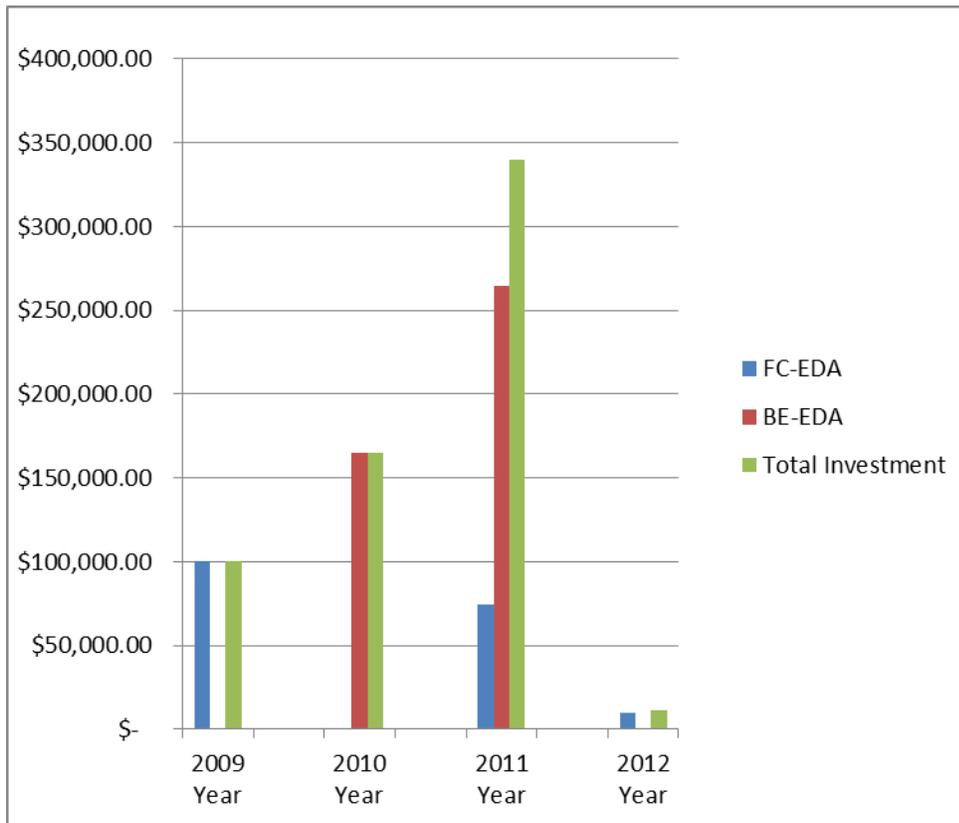
- Start-up Assistance
- Feasibility Assessments
- Strategic Planning
- Building/Site Search Assistance
- Business Plan Development
- Marketing and Market Research
- Financing/Capital Counseling
- Needs Assessments

Activity Report	2011	
	New	Exist
Faribault County	6	2
Blue Earth	10	26
Bricelyn		
Delavan	1	1
Easton	4	1
Elmore	1	2
Frost	1	1
Kiester		
Minnesota Lake	3	
Wells	4	8
Winnebago	3	7

City Totals - New	33	
City Totals - Exist		48
Totals		81

Capital Acquisition:

The following graph shows the lending pattern of the Blue Earth EDA, Faribault County EDA and the Winnebago EDA in which the applicant was assisted in some way by Faribault County Development Corporation. As client numbers increase, the amount of capital needed increases. These investments help businesses grow and prosper and we have already seen job creation as a result. Economic development takes time, so we will continue to see growth as a result of these investments through 2012 and on.



Success Stories:

Backwoods Designs:

Scott Lehman had a vision of starting his own woodworking shop. He enjoys producing custom wood products, and while owning a business was a new idea to him, he knows how to produce quality work. He sought assistance from FCDC for creating a business plan, forecasting cash flow and financial acquisition. Ultimately, he secured over \$38,000 in seed capital from the Winnebago EDA to make Backwoods Designs a reality.



Scott completely remodeled the building at 204 N Main Street in Winnebago to make it workable for him. He was astonished by the amount of interest in his business right from the beginning. The business offers excellent craftsmanship in custom woodwork. It is growing at a rapid pace, and Scott looks forward to the future. For more information on Backwoods Designs, go to www.backwoodsdesignsllc.com.

Everwood Log to Home:



Scott Beto saw an opportunity to expand his business by expanding his product line to include chainsaw carvings for both the professional and the home owner alike, by carving one-of-a-kind pieces from animals to benches to taxidermy bases and pedestals. He saw the potential for business growth and approached FCDC for capital acquisition assistance.

Scott worked with the Faribault County EDA and his bank to obtain \$21,000 in operating capital to expand the business. He is beginning to see his client base increase and is seeing expansion as a result. For more

information, visit Everwood Log to Home on Facebook.

Other Accomplishments:

Small Cities Development Program:

FCDC has been working with Pettipiece and Associates in preparation of submitting a full application to be used for housing rehabilitation. Initially, the County wanted to include all cities in Faribault County excluding Wells, Winnebago and Blue Earth. However, because of a change at the state level, the application requires more of an impact on a specific area. As a result, the cities included must be reduced. The County Commissioners voted to survey Elmore, Kiester, Bricelyn and Minnesota Lake. Currently, we are gathering surveys and analyzing the data.

Faribault County Economic Development Summit:

The Faribault County EDA asked that FCDC organize the Faribault County Economic Summit. This summit was facilitated by an employee of the Association of Minnesota Counties. In that meeting, there was discussion on how to continue economic development services throughout the entire County, including the small towns that don't have staff people to do the work themselves. The attendees requested specific tasks to be done to better serve the entire county. We need to have conversations, both ways from the Faribault County EDA and from City entities. In an effort to better communicate, FCDC will be inviting surrounding cities to the County EDA meetings.

Administration of Blue Earth's Housing Rehabilitation and Demolition Programs:

FCDC administered the City of Blue Earth's Housing and Demolition Programs in 2011 for the HRA.



Eligible improvements included siding, windows, roofing and much more. Over \$483,000 spent with over \$500,000 in improvements. Each homeowner contributed 10% of the improvement. Other entities charge approximately 15% of the project costs for administration, but FCDC was able to administer the program for 6%, saving the City of Blue Earth and the HRA nearly \$48,000 in administrative costs. Not only that, but client satisfaction was increased because we are located right in the City and clients were able to talk to us face to face.



The demolition program assisted three properties being cleared of the blighted homes. The goal of the City for this program is to clear old/blighted property with hopes opening up some lots for new construction to begin.

Planning and Goal Setting for the Blue Earth EDA:

As a result of a goal setting meeting, the EDA agreed that the goals to pursue are:

- Build an industrial building. The project includes deciding which piece of property would be best developed for industry, adding infrastructure, and ultimately will provide a building.
- Find a way for people to build homes, as there is a shortage of buildable lots within the City.

That meeting took place in November, and since then the Blue Earth EDA and FCDC have been researching all possible options.

Faribault County Entrepreneur Alliance:

With the goal of expanding business, creating jobs and increasing tax base, the EDA partnered with the Small Business Development Center and the Center for Entrepreneurial Facilitation to assist people in business plan development, advertising, sales and strategic planning among other services. The program included a consultant providing office hours in Blue Earth, Wells, and Winnebago and was open for anyone to attend. The 12 hours in each city produced a total of two clients for the Faribault County Entrepreneurs Alliance.

Welding Program:

The welding program came about as a result of communications with the manufacturing sector. In 2011, the manufacturers in the area expressed a need for welders and machinists. The partnership between FCDC and the Minnesota Workforce Center created a fundamental welding program will begin in February of 2012. There were a total of over 35 applicants for this program and the class is full with 12 students. We were surprised at the interest in this training program and as a result, there is a possibility of a second class in June.

Planning, Administration and Research for the Blue Earth Housing Development Task Force:

The City of Blue Earth created a task force to assess the need for a housing development. Businesses have confirmed that there is a need for a new development as the City currently has an extreme shortage of buildable lots. That task force has researched many options concerning location, and is currently working on the financial feasibility of the project.