Call to order.

Roll call.

Old Business.

New Business.
1. EDA Annual Report for 2019

Adjourn.

By Order of the Blue Earth City Council

Post @ City Hall-Friday, March 13th, 2020 through Monday, March 16, 2020
Distribute to Mayor & Council members-Media & file
## EDA Cash Balances

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019 EDA Operating</td>
<td>$92,000</td>
</tr>
<tr>
<td>EDA RLF</td>
<td>$566,593.73</td>
</tr>
<tr>
<td>EDA Utility RLF</td>
<td>$100,365.14</td>
</tr>
<tr>
<td>EDA Ag Center Operating</td>
<td>-$54,117.20</td>
</tr>
</tbody>
</table>

**Total EDA Fund Cash Balances**  
$578,454.92

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019 EDA Land Rent</td>
<td>$3,479.70</td>
</tr>
<tr>
<td>2019 Taxes</td>
<td>$71,311.02</td>
</tr>
<tr>
<td>2019 Operating Expenses</td>
<td>$92,699.42</td>
</tr>
</tbody>
</table>

**EDA Operating P/L as of 12/31/2019**  
-$8,275.98

### Ag Center

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tenant Rent</td>
<td>$271,467.41</td>
</tr>
<tr>
<td>Atrium &amp; Conference Room Rent</td>
<td>$1,080.00</td>
</tr>
</tbody>
</table>

**Total Revenue**  
$273,133.34

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Supplies</td>
<td>$4,944.94</td>
</tr>
<tr>
<td>Misc</td>
<td>$238.75</td>
</tr>
<tr>
<td>Maintenance</td>
<td>$36,318.94</td>
</tr>
<tr>
<td>Hired Service</td>
<td>$20,868.80</td>
</tr>
<tr>
<td>Utilities</td>
<td>$61,757.94</td>
</tr>
<tr>
<td>Property Tax</td>
<td>$41,421.03</td>
</tr>
<tr>
<td>Insurance</td>
<td>$7,344.00</td>
</tr>
<tr>
<td>Communications</td>
<td>$5,498.83</td>
</tr>
<tr>
<td>Parking Lot Project</td>
<td>$29,747.93</td>
</tr>
</tbody>
</table>

**Total Expenses**  
$208,131.16
In 2018, the Blue Earth EDA introduced a Business Spotlight program which was established as a regular EDA agenda item in June of that year. In 2019, the board recognized 11 businesses in Blue Earth.

- Optimal Performance Specialists
- Makotah Veterinary Center
- Little Giants
- Cindy Lyon
- Faribault County Register
- Blue Earth Light and Water
- The Rustic Board
- Adult, Child, Family Services
- Gartzke’s Floral and Greenhouse
- Anderson Electric
- ReMax Total Realty

January
February
March
April
May
June
July
September
October
November
December
PROJECTS
- Succession Planning awareness
- Ag Center vacancy
- Ag Center appraisal
- Multi-family housing
- Rural Entrepreneurial Venture
- SHOP
- SMIF Small Town grant application
- MN Housing grant application
- Golden Spike Business Park marketing

BUSINESS ASSISTANCE
- Thriving Acres Seeds
- Little Giants
- Frundt, Lunquist and Gustafson
- Rainbow Food Co-op
- St. Luke's Lutheran Care Center
- The Ten Talents
- Cabin Coffee Company
- Adult, Child, Family Services

AG CENTER
- New signage
- Addition of Adult, Child, Family Services
- Property Appraisal
- Replaced rooftop units

COLLABORATION
- Active Living Coalition - award for technical assistance with National Park Service
- Faribault County EDA - Iowa State University veterinarian recruitment
- Blue Earth REV - Southern Minnesota Initiative Foundation Small Town Grant, SHOP Program
- APX Construction/HRA/City Council - multi-family housing project agreement

BUSINESS VISITS
MEETINGS & EVENTS

Meetings/Events Hosted

Blue Earth EDA
Blue Earth REV
Succession Planning Workshop
SHOP Student Events
Business Spotlight
Marketing in the Morning Video Live Stream
Worthington Home Tours
Frost Home Tour

Meetings/Events Attended

Kiwanis Meet and Greet
County Commission
Blue Earth EDA Board
Blue Earth HRA Board
Faribault County EDA Board
Winnebago EDA Board
CEDA Annual Meeting & Partnership Event
Hutchinson TigerPath 2.0 Workshop
REV Community Network Gathering
Blue Earth CVB Board
Rural Legislative Forum
County Food Partnership
Active Living Coalition
Tour of Manufacturing
City Council
REV
SCBDN
BOARD

Chair  Bill Rosenau
Vice Chair  Ann Hanna
Treasurer  Peggy Olson
Council Liaison  John Huisman
Mayor  Richard Scholtes
Board Member  Lissia Laehn
Board Member  Jamie Jones

Average Board Members Meeting Attendance Rate  87.45%

STAFF

Blue Earth EDA Specialist  Mary Kennedy
City Administrator  Tim Ibisch
Office Specialist  Bonnie Ankeny
Faribault County EDA Director  Annie Leibel

Staff Hours Dedicated to Blue Earth Economic Development Efforts  ~2080

PARTNERS

APX Construction
Active Living Coalition
Blue Earth Housing and Redevelopment Authority
Blue Earth Light and Water
Blue Earth Area Chamber of Commerce & Convention and Visitors Bureau
Blue Earth Community Foundation
BEISCO
BEVCOMM Foundation
City of Blue Earth
Community and Economic Development Associates
Faribault County Economic Development Authority
Minnesota Department of Employment and Economic Development
Minnesota Career Force
National Parks Service
Region 9 Development Commission
SBA 504 Corporation
Statewide Health Improvement Partnership
Small Business Development Center
South Central Business Development Network
Southcentral Tour of Manufacturing
USDA Rural Development
Southern Minnesota Initiative Foundation
Southwest Minnesota Housing Partnership
RURAL ENTREPRENEURIAL VENTURE

CORE TEAM
Annie Leibel
Beth Kalis
Chase Brandt
Emily Lange
Jason Bonnema
John Huisman
Katie Mullaly
Lissia Laehn
Marc Meier
Mary Kennedy
Mandy Fletcher

BUSINESS SURVEYS

The Cedar Inn
Juba's Supervalu

SHOP

SUPPORT.HOST.OFFER.PARTICIPATE

• Held successful student career events
• Authored and was awarded $7,500 2019 Small Town Grant from SMIF
• Presented to Blue Earth Area School Board