



Brian Myres, Board Chair



Patti Gartland, President



You

## PANDEMIC DID NOT DETER GSDC IN 2020

**No one could have predicted what has happened since our 2019 annual report.** When 2020 began, your organization undoubtedly had big plans for the year. So did the Greater St. Cloud Development Corporation.

But everyone's plans quickly changed when COVID-19 hit. We went from collaborating in our offices to working from home. In-person meetings were replaced with **interactions via Zoom boxes as in the all-too-familiar image above.** And yet, we still accomplished a lot together.

The GSDC's mission to lead inclusive and equitable economic development for the benefit of the Greater St. Cloud community did not change. The way we delivered on it, however, did.

**Our attention immediately shifted to assisting hundreds of devastated area companies.**

We assisted in securing coronavirus-related loans and provided guidance on applicable resources, including companies making essential business requests ahead of the State's stay-at-home order. **Our fast-response strategy of support, rebuilding and recovery** included convening industry-sector roundtables and frequent meetings with funding organizations.

**We kept you updated on options and solutions,** participating in more than 50 pandemic briefings with DEED and sharing key information with you via email updates that continue today.

**A year that was bad in so many other ways provided us the opportunity to maximize our service to you.** All the while remaining focused on the GSDC's four strategic imperatives.

We invite you to read the following pages for additional information.

*Brian & Patti*

### OUR 4 STRATEGIC IMPERATIVES

- 1 ENGAGE LEADERS
- 2 EXPAND TALENT
- 3 GROW BUSINESS
- 4 SHAPE TOMORROW

# STRATEGIC IMPERATIVE #1: ENGAGE LEADERS

Bringing community leaders together so their combined thinking and resources have a much greater impact on our region's success than would be possible with only a few people acting alone.

## HIGHLIGHTS OF 2020 ACTIVITIES

- Brought together representatives from the State, Stearns County, the City of Cold Spring and Xcel Energy to make the **\$75 million Pilgrim's expansion reality.**
- Worked with the city of St. Cloud and the counties of Benton, Stearns and Sherburne in approving a joint resolution to create an **Airport Authority.**
- Gathered hundreds of GSDC investors, partners and community leaders together who interacted via Zoom in three **Board of Advisors meetings.**
- Engaged in 49 opportunities to promote increased **alignment between educators and Industry.**
- Hosted **Small Business Administration** overview webinar for public sector partners.





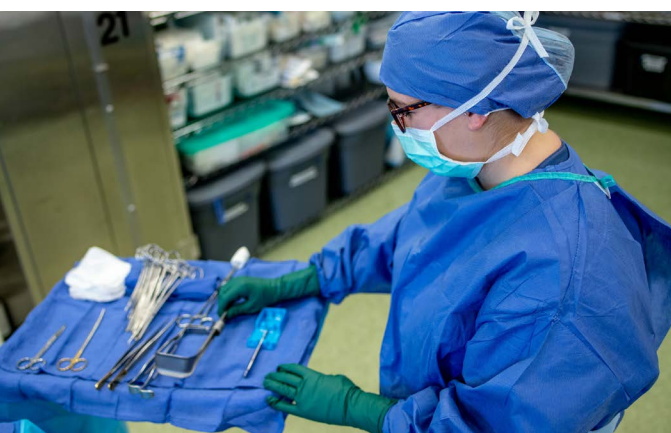
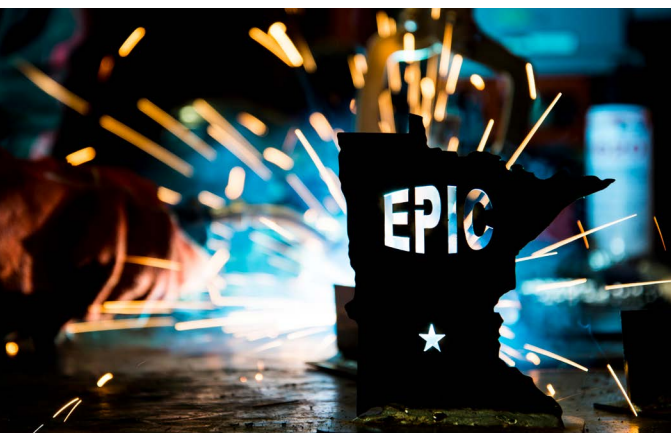


## STRATEGIC IMPERATIVE #2: EXPAND TALENT

Leading the regional effort to invest heavily in retaining, attracting and developing skilled, innovative and diverse people.

### HIGHLIGHTS OF 2020 ACTIVITIES

- Posted and promoted more than **16,000 jobs** on our JobSpot website.
- Featured nearly **1,200 area employers** on JobSpot.
- Joined several community partners in leading **Exploring Potential Interests and Careers (EPIC)** activities for 3,300 high school students.
- Collaborated with the St. Cloud School District and others to create the **Career Pathways** program, to further align education with jobs students will seek upon graduation.
- Organized Business & Industry Summit, hosting 65 businesses and community partners to showcase career opportunities to Sauk Rapids-Rice educators.
- With the United Way, launched **Around Cloud Tutors**, a free, online tutoring program to support kids and families during distance learning and beyond.
- Furthered our efforts to encourage **STEM careers**.



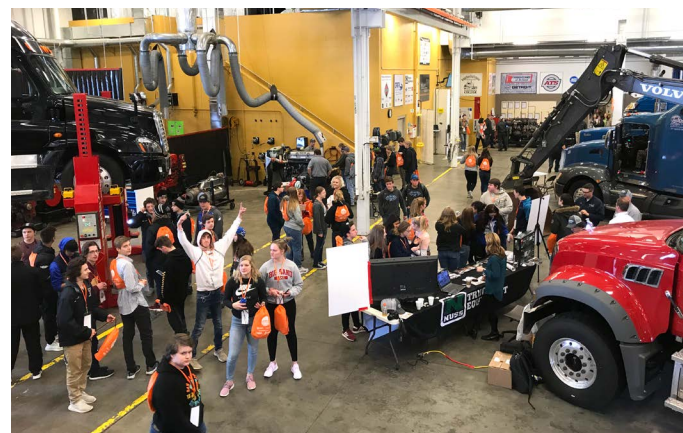


## STRATEGIC IMPERATIVE #3: GROW BUSINESS

Creating economic development strategies, harnessing resources and providing comprehensive, tactical assistance in starting, retaining, expanding and attracting strong businesses.

### HIGHLIGHTS OF 2020 ACTIVITIES

- Helped the region add over **450 new jobs** at Cold Spring Brewing, Northern Metal, Blattner Energy and others.
- Those expansion projects reflect **\$71.6 million of known capital investment**.
- The Pilgrim's expansion will soon add **130 more jobs**.
- Supplied information to **14 companies considering relocation** to Greater St. Cloud, which included leading a tour with a national development company that is exploring expansion here.
- Assisted in procuring **eight business assistance awards**, totaling \$29 million.
- Assisted over 200 companies with **essential business requests** through DEED, ahead of the State's stay-at-home order in March 2020.
- Assisted 200+ entrepreneurs and startups in our role as the new **Launch Minnesota** hub, including hosting training sessions and webinars.
- Worked closely with the region's **gBETA** program, as part of the GSDC contract with nationally ranked startup accelerator called **gener8tor**.
- Visited **69 businesses** to assist with their retention or expansion needs.





## STRATEGIC IMPERATIVE #4: SHAPE TOMORROW

Developing a brighter future for Greater St. Cloud and its people. We promote our region’s many strengths and enhance opportunities for wellness, inclusivity, environmental stewardship, access and more.

### HIGHLIGHTS OF 2020 ACTIVITIES

Continued our ongoing leadership with **Young American Leaders Cohort** activities.

Launched **StCloudShines.com**, the region’s most expansive marketing tool ever, to highlight our community’s many advantages to employees, entrepreneurs, young families and others.



The site expands on our St. Cloud Shines social media campaign, which has made over 150 million impressions.

Explored ways to address **childcare challenges** related to regulatory and financial roadblocks, collaboration with educational systems and other sectors.

Took new steps to close the **racial disparities gap**, which includes development and implementation on a Diversity, Equity and Inclusion roadmap, and creating a broader base of understanding from which to work.

Supported ILT Academy in its goal to assist **2,500 “underestimated” innovators and entrepreneurs.**





# FINANCIALS AND METRICS

## CUMULATIVE REVENUES

2011 TO 2020

**\$11,247,083**

## CUMULATIVE EXPENDITURES

2011 TO 2020

**\$10,723,932**

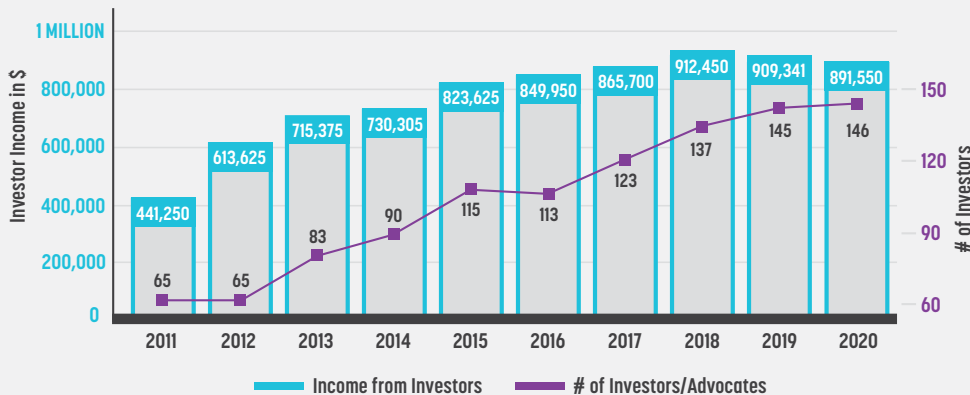


**JOBS GAINED**

**13.7%**

Increase in the St. Cloud region, compared with Minnesota at 13.1% and the U.S. at 15.8%. 2010-2019.

## INCOME FROM INVESTORS AND NUMBER OF INVESTORS



**AVERAGE WEEKLY EARNINGS**

**31.8%**

Increase in the region, compared with 27.5% in Minnesota and 26.7% nationally. 2010-2019.

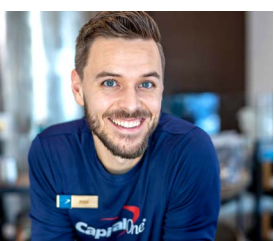
## SOURCES OF INCOME



**GDP GROWTH**

**19.9%**

GDP gain in the region, compared to 18.9% in Minnesota and 22.4% in the U.S. 2010-2019.



# INVESTORS

## CORPORATE INVESTORS

**Bold** denotes founding investor.

**Red** denotes new investor in 2020 or the first quarter of 2021.

**\$75,000+**

**CentraCare Health**

**\$50,000+**

**Anderson Trucking Service  
Coborn's**

**\$25,000+**

**Granite Partners  
Initiative Foundation  
Morgan Family Foundation  
Stearns Bank**

**\$16,000+**

**Bernick's  
Blattner Energy  
Bremer Bank  
Capital One  
CliftonLarsonAllen  
Coldspring  
DeZurik  
Great River Energy  
Microbiologics  
Wells Fargo  
Xcel Energy**

**\$10,000+**

**Kensington Bank  
Marco  
Pan-O-Gold Baking Co.  
Park Industries  
PCI  
St. Cloud State University  
US Bank  
Walters Kluwer**

**\$8,000+**

**American Heritage Bank  
Bank Vista  
BCI  
Bergan KDV  
Bradbury Stamm  
Central McGowan  
CSB/SJU  
Falcon National Bank  
GATR Volvo  
Geo-Comm  
Grede  
Inventure Properties  
Knife River  
Lathrop GPM  
McGough Construction**

**Miller Auto Center**

**Minnwest Bank  
Moss & Barnett  
Quinlivan & Hughes  
Rasmussen College  
Rice Companies  
Rinke Noonan  
Schlenner Wenner & Co  
Sentry Bank  
St. Cloud Industrial Products  
St. Cloud Refrigeration  
SCTCC  
St. Cloud Times  
Stearns Electric  
Tappan Merrill  
Tri-County Abstract  
W Gohman Construction  
Woodcraft**

**\$5,500+**

**Arvig  
Brenny Transportation  
Central MN Credit Union  
Central MN Comm Fdn  
CMBA  
Com'l Realty Solutions/CRS  
DCI  
DAYTA Marketing  
Geringhoff  
Granite Logistics  
Great North Labs  
Mahowald Insurance  
MN Bus Financial Corp  
Simonson Properties  
StarTribune  
St. Cloud Opportunities  
Sysco Foodservice  
Third Street Brewhouse  
TransUnion  
WSB Engineering  
Viking Coca-Cola**

## CITY & COUNTY CONTRIBUTORS

**\$15,000 Stearns County  
\$10,000 Sherburne County  
\$10,000 Sartell  
\$10,000 St. Cloud  
\$10,000 Sauk Rapids  
\$7,500 Benton County  
\$5,000 St. Joseph  
\$3,000 Becker**

## ADVOCATE INVESTORS

**Bold** denotes founding investor.

**Red** denotes new investor in 2020 or the first quarter of 2021.

**\$2,500+**

**American Door Works  
DJ Bitzan Jewelers  
Fostering LLC  
Northwestern Mutual  
Rejuv Medical  
St. Cloud School District  
Sauk Rapids Rice Schools**

**\$1,000+**

**Automotive Parts Hdqts  
Catholic Community Schools  
East Central Energy  
Filsan Talent Partners  
Gate City Bank  
Greenfield Communications  
JLG Architects  
K Johnson Construction  
Laraway Financial  
Miller Welle Heiser  
Myres Consulting LLC  
Northland Capital Financial  
Palmer Printing  
REM Central Lakes  
Rick & Helga Bauerly Fdn  
Rotochopper  
Wayne & Juli Schluchter  
Short Stop Custom Cater.  
Vye Agency  
Wheelock Investment Gr  
Wilke Sanderson**

**\$500+**

**Agency 511  
Big Brother Big Sisters  
Boys & Girls Club Central M  
BMO Bank  
Kevin Brink  
Central MN Mental Health  
College of St. Scholastica  
Dave Gruenes  
Executive Express  
Express Employment  
GREAT Theatre  
Global Impex USA  
Higher Works Collaborative  
ILT Studios  
Katie Virnig  
McDowall Company  
Metro Bus  
Lee & Vicki Morgan  
NetVPro  
Nova Flex  
Olympic Village  
Peters Body Shop  
Pro Staff  
Stokeswood Enterprises  
St. Cloud Area Chamber  
St. Cloud APO  
St. Cloud Area Realtors  
St. Cloud Downtown Cncl  
Sunset Manufacturing  
United Way of Central MN  
WACOSA**



Annual investment classification reflects most current year or the average of cumulative investments over the period of years of engagement with the GSDC.

# 2020 BOARD OF DIRECTORS

CHAIR	VICE CHAIR	TREASURER	SECRETARY			
 <b>BRIAN MYRES*</b> Myres Consulting/ CEO	 <b>JOAN SCHATZ*</b> Park Industries/ Co-President	 <b>MIKE BLAIR*</b> CentraCare/CFO	 <b>RON BRANDENBURG*</b> Quinlivan & Hughes/ Attorney	 <b>JEFF GAU*</b> Marco/CEO	 <b>MIKE MARKMAN*</b> US Bank/Region President	 <b>RICK BAUERLY</b> Granite Partners/ Founder and CEO
 <b>ANNESA CHEEK</b> St. Cloud Technical and Community College/President	 <b>BRAD GOSKOWICZ</b> Microbiologics/CEO	 <b>KEN HOLMEN</b> CentraCare/ CEO-President	 <b>MICHAEL FABER</b> Viking Coca-Cola Bottling/CEO	 <b>WILLIE JETT</b> MN ISD 742/ Superintendent	 <b>PAUL PFEIFFER</b> ATS/CFO	 <b>LAURIE HAMEN</b> College of Saint Benedict/Interim President
 <b>HEATHER PIEPER-OLSON</b> College of Saint Benedict/Associate VP	 <b>TOM RICKERS</b> Bremer Bank/ EVP	 <b>JOHN TORGERSON</b> Bernick's/CEO	 <b>CARYL TURNOW</b> Central Minnesota Community Foundation/ Executive Director	 <b>MATT VARILEK</b> Initiative Foundation/ President	 <b>ROBBYN WACKER</b> St. Cloud State University/ President	

## MISSION:

We lead inclusive and equitable economic development for the benefit of the Greater St. Cloud community.

## VISION:

Greater St. Cloud is a growing and vibrant community where talented people choose to live, work, engage and prosper together.

## VALUES:

### LEADERSHIP

We inspire trust.

### DIVERSITY

We benefit from differences.

### COLLABORATION

We engage partners.







### INTEGRITY

We do what we say.

### ACCOUNTABILITY

We create results.

# GSDC STAFF

 <b>PATTI GARTLAND</b> President	 <b>AMELIA BARKLEY</b> Communications & Program Specialist	 <b>GAIL CRUIKSHANK</b> Talent Director	 <b>LESLIE DINGMANN</b> Business Development Director	 <b>LARRY HOSCH</b> Business Development Director	 <b>ANGIE WEBB-DARWIN</b> Office Administrator, part-time
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\*Denotes Governance Committee member





We provide a wide array of services to support business growth and expansion, including information about and assistance with:

FINANCING	TAXES AND UTILITIES
LAND AND REAL ESTATE	SQUARE FOOTAGE COSTS
LOCAL AND STATE INCENTIVES	WAGES
PROJECTIONS	WORKFORCE/TALENT RESOURCES

**CONTACT US TODAY TO DISCUSS HOW WE CAN ASSIST YOU IN MEETING YOUR BUSINESS GOALS.**

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