



GREATER
ST. CLOUD
DEVELOPMENT CORPORATION

2021 ANNUAL REPORT

WE ACCOMPLISHED MUCH TOGETHER IN 2021

Valued GSDC Investors:

While 2021 was another year of COVID challenges for everyone, they didn't prevent the many successes your support made possible during the GSDC's tenth year of operation. Among the highlights:

Attracting Business and Hundreds of Jobs - The GSDC worked closely with Rice Companies and Coborn's to show Associated Wholesale Grocers why our region is where AWG should locate a major fresh and frozen warehouse. Construction has already begun on the \$75 million, 330,000 square foot facility, which is expected to create 400 jobs and enhance the food industry supply chain for our region.

AWG, which has joined the GSDC as a corporate-level investor, has leased and renovated the former Creative Memories building. More than 90 employees are now handling AWG's dry warehouse operations from there until new construction is completed.

Workforce Availability Survey - When many experienced devastating staffing shortages, the GSDC funded a poll of area businesses to learn how extensive the crisis was. Expanded unemployment benefits were cited most often as challenges to hiring (by 56% of respondents), and 28% said employee shortages led them to cut back on expansion plans. We presented survey results to elected officials and pressed them to take action to better equip struggling businesses.



and entrepreneurs. These were pass-through dollars, going directly to fund valuable training programs that help innovators turn their ideas into reality. In 2021 alone, these grants helped train more than 100 area entrepreneurs.

CEO Roundtables & Community Tours - We hosted several of these, including with various State of Minnesota commissioners and elected officials, covering such topics as childcare, broadband, age restriction impediments for certain career opportunities, diversity and inclusion, and of course the multitude of pandemic related challenges.



BRIAN MYRES
Chair, Board of
Directors



PATTI GARTLAND
President

OUR 4 STRATEGIC IMPERATIVES

ENGAGE LEADERS

EXPAND TALENT

GROW BUSINESS

SHAPE TOMORROW



Minority Business Enterprises Needs Assessment - In conjunction with the Initiative Foundation, we secured project funding for this important initiative so in-depth assessments may begin in 2022.



**st cloud
shines**

JobSpot & St. Cloud Shines Usage - The GSDC's go-to portal for employer and employee resources had more activity than ever in 2021. Our local job opportunities had more than a three-fold increase in audience views on **GreaterStCloudJobSpot.com** (nearly 90,000 in 2021!). This happened as a direct result of our expanded resident-attraction efforts by promoting the area's strengths and opportunities with St. Cloud Shines. Our wide-reaching marketing campaign continues with extensive social media messaging and our complementary **StCloudShines.com** website.

Airport Authority Becomes Official - The late 2021 announcement that the St. Cloud Regional Airport Authority had been created was gratifying news for longtime GSDC investors whose major contributions helped make it a reality. The GSDC was pleased to play a leadership role in its creation.



Around Cloud Tutors - To counteract pandemic challenges, the GSDC and United Way of Central Minnesota launched **AroundCloudTutors.org** to provide online tutoring services at no charge. In 2021, 289 local K-12 students benefited from the dedication of 37 tutors who volunteered more than 300 hours to help educate our young people.

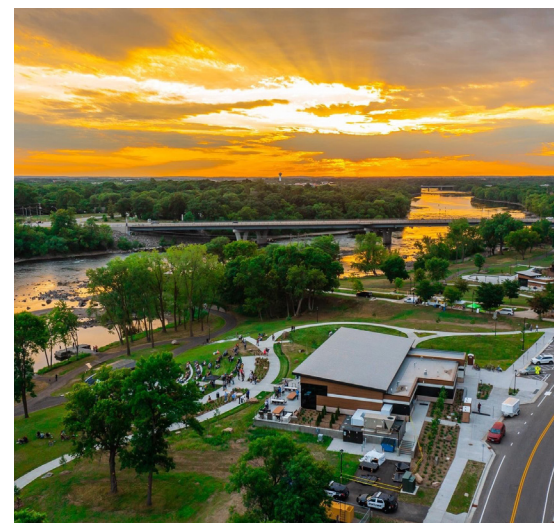
The tutoring helped investors whose staff members were challenged with balancing distance learning while maintaining their own fulltime jobs. These virtual tutoring services were a valuable tool for investors to strengthen employee retention, which remains of critical importance.

Persuading Site Selectors - We highlighted our area's assets and advantages to site selectors during several Site Selector Guild Virtual Talks, led by the Minnesota Marketing Partnership.

Celebrating 10 Years - GSDC investors gathered in August 2021 to celebrate our 10 years of operation. Over that decade the GSDC has assisted more than 500 existing businesses in the region, creating hundreds of jobs in addition to pursuing more than 150 business-attraction prospects. The GSDC's \$10.7 million investment in efforts to advance economic development and prosperity in the region also resulted in procuring more than \$43 million in resources to assist area businesses. During that time, the GSDC grew from 65 initial investors to 156 today.

The GSDC and our community are well positioned for further success together in 2022, thanks to the insights, talents, collaboration and funding you provide to make it possible. We greatly appreciate your commitment to enhancing economic development.

Brian & Patrice



FINANCIALS AND METRICS

CUMULATIVE REVENUES

2011 TO 2021

\$12,112,129

CUMULATIVE EXPENDITURES

2011 TO 2021

\$11,807,717

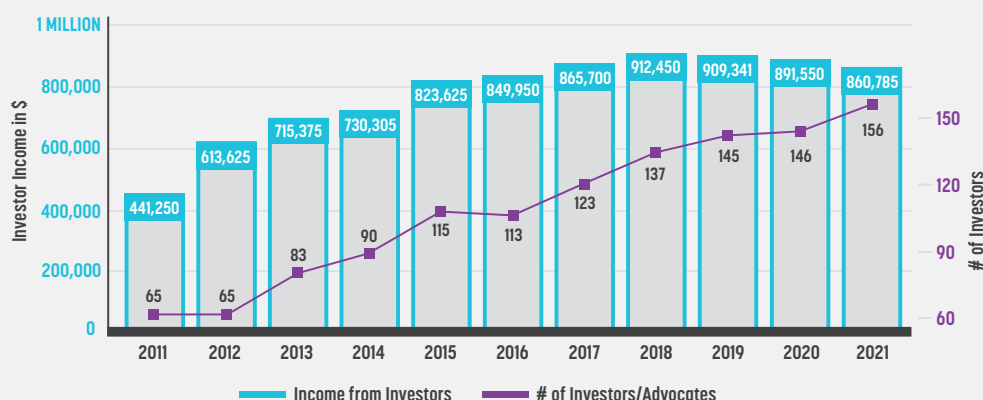


JOBS GAINED

10.9%

Increase in the St. Cloud region, compared with Minnesota at 5.6% and the U.S. at 8.8%, 2010-2020.

INCOME FROM INVESTORS AND NUMBER OF INVESTORS



AVERAGE ANNUAL EARNINGS

41.3%

Increase in the region, compared to 37.2% in Minnesota and 36.7% nationally, 2010-2020.

SOURCES OF INCOME



GDP GROWTH

16.4%

Increased GDP gain in the region, compared to 13.8% in Minnesota and 17.5% nationally, 2010-2020.



INVESTORS

CORPORATE INVESTORS

Bold denotes founding investor.

Red denotes new investors since the 2020 Annual Report.

\$75,000+

CentraCare Health

\$50,000+

Anderson Trucking Service
Coborn's
Granite Partners

\$25,000+

Initiative Foundation
Morgan Family Foundation
Stearns Bank

\$16,000+

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

\$10,000+

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

\$8,000+

American Heritage Bank
Bank Vista
BCI
Bergan KDV
Bradbury Stamm
Central McGowan
Cold Spring Brewery
College of St. Benedict/
St. John's University
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
St. Cloud Technical and
Community College
St. Cloud Times
Stearns Electric
Toppan Merrill
Tri-County Abstract
W Gohman Construction
Woodcraft

\$5,500+

Arvig
Associated Wholesale Grocers (AWG)
Brenny Transportation
Central MN Credit Union/
Magnifi Financial
Central MN Community Foundation
Central MN Builders Association
Com'l Realty Solutions/CRS
DCI
DAYTA Marketing
Geringhoff
Granite Logistics
Great North Ventures
Grede
Kensington Bank
Lathrop GPM
Mahowald Insurance
MN Business Finance Corp
Simonson Properties
StarTribune
St. Cloud Opportunities
WSB Engineering
Viking Coca-Cola

PUBLIC PARTNER 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. Cloud Schools**
\$5,000 **St. Joseph**
\$5,000 **Waite Park City**
\$3,000 **Becker**
\$3,000 **St. Augusta City**
\$2,500 **Sauk Rapids-Rice Schools**

ADVOCATE INVESTORS

Bold denotes founding investor.

Red denotes new investors since the 2020 Annual Report.

\$2,500+

American Door Works
DJ Bitzan Jewelers
Greenline Marketing
Rejuv Medical

\$1,000+

Advanced Interconnect
Technologies LLC/AIT
Automotive Parts Headquarters
Catholic Community Schools
Filsan Talent Partners
Fostering LLC
Gate City Bank
Global Impex USA
Granite City Real Estate
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 Foundation
Rotochopper
Wayne & Juli Schluchter
Vye Agency
Wheelock Investment Group
Wilke Sanderson

\$500+

Batteries Plus
Big Brother Big Sisters
Boys & Girls Clubs of Central MN
BMO Bank
Career Solutions

Central MN Mental Health
Coldwell Realty/Chris Hauck
College of St. Scholastica
Dave Gruenes
Diversified Media Resources
Executive Express
Express Employment
GREAT Theatre
Mike & Karel Helgeson
Higher Works Collaborative
ILT Studios
Impacks LLC
Jules' Bistro
Katie Virnig
Kevin Brink
Larry Hosch
McDowall Company
Metro Bus
Lee & Vicki Morgan
NetVPro
Newport Health/Academy
Nova Flex
Olympic Village
Opera House Communications
Peters Body Shop
Pro Staff
Promise Neighborhood
Short Stop Custom Catering
Stokeswood Enterprises
St. Cloud Area Chamber
St. Cloud Area YMCA
St. Cloud APO
St. Cloud Area Realtors
St. Cloud Downtown Cncl
Sunset Manufacturing
United Way of Central MN
WACOSA



2022 BOARD OF DIRECTORS

*Denotes Governance Committee member

CHAIR	VICE CHAIR	TREASURER	SECRETARY			
						
BRIAN MYRES* Myres Consulting/ CEO	JOAN SCHATZ* Park Industries/ Co-President	MIKE BLAIR* CentraCare/CFO	RON BRANDENBURG* Quinlivan & Hughes/ Attorney	JEFF GAU* Marco/Chairman	MIKE MARKMAN* US Bank/Region President	STEFANIE BROWN Rinke Noonan Law Firm/Attorney
						
ANNESA CHEEK St. Cloud Technical and Community College/President	MICHAEL FABER Viking Coca-Cola Bottling/CEO	MIKE GOHMAN W. Gohman Construction/ President	LAURIE HAMEN College of Saint Benedict/Interim President	KEN HOLMEN CentraCare/ CEO-President	WILLIE JETT MN ISD 742/ Superintendent	BUDDY KING Higher Works Collaborative/COO
						
DAVE MEYER Coborn's/President	PAUL PFEIFFER ATS/CFO	HEATHER PIEPER-OLSON College of Saint Benedict/Associate VP	JOHN TORGERSON Bernick's/CEO	MATT VARILEK Initiative Foundation/ President	ROBBYN WACKER St. Cloud State University/ President	

DIRECTORS COMPLETING THEIR TERMS 12/31/2021. THANK YOU!

			
RICK BAUERLY Granite Partners/ Founder and CEO	BRAD GOSKOWICZ Microbiologics/CEO	TOM RICKERS Bremer Bank/EVP	CARYL TURNOW Central Minnesota Community Foundation/ Executive Director

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.



WE'RE ADVOCATES FOR YOUR COMPANY, WITH RESOURCES, CONNECTIONS AND EXPERTISE TO OPTIMIZE YOUR SUCCESS

FINANCING

TAXES AND UTILITIES

LAND AND REAL ESTATE

SQUARE FOOTAGE COSTS

LOCAL AND STATE INCENTIVES

WAGES

PROJECTIONS

WORKFORCE/TALENT RESOURCES

OUR TEAM IS YOUR TEAM

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



PATTI GARTLAND
President

(O) 320-252-5228
(C) 320-260-2442
pgartland@greaterstcloud.com



GAIL CRUIKSHANK
Talent Director

(O) 320-257-4753
(C) 320-260-6775
gcruikshank@greaterstcloud.com



AMELIA BARKLEY
Communications & Program
Specialist

(O) 320-252-5203
(C) 320-292-9296
abarkley@greaterstcloud.com

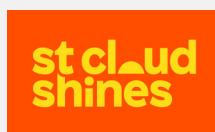


LESLIE DINGMANN
Business Development Director

(O) 320-252-5247
(C) 320-493-9003
ldingmann@greaterstcloud.com



GREATERSTCLOUD .COM



STCLOUDSHINES .COM



AROUNDCLOUDTUTORS .ORG

