



THANKS TO YOU, WE'RE SHAPING TOMORROW TOGETHER IN IMPACTFUL WAYS

Valued GSDC Investors:

Since our founding in 2011, we have been committed to **Engaging Leaders, Expanding Talent, Growing Business and Shaping Tomorrow**, which are the GSDC's Strategic Imperatives. All are certainly imperative, but are they equal?

In 2022, the GSDC Board of Directors asked itself that challenging question and identified that what the GSDC truly does in all of our activities is... Shape Tomorrow - by working to engage leaders, expand talent and grow business.

NEW PURPOSE STATEMENT

To clearly express that, the Board adopted this new GSDC Purpose Statement:

Shaping Tomorrow by providing the
RESOURCES, CONNECTIONS
and **EXPERTISE** to Optimize
Your Success.

Whether you define "your" in that statement as your company, your career, your family or your community, here are some ways the GSDC worked to shape tomorrow in 2022.

ASSISTING EXISTING BUSINESSES...

The GSDC team engaged with more than 500 business, government and community leaders, plus assisted with many business development



Groundbreaking of SCTCC's Advanced Manufacturing Training Lab

projects that ranged from Associated Wholesale Grocers and its hundreds of jobs, to helping several expansions become reality.

...AND STARTUPS

We also assisted startup entrepreneurs and innovators. We continued our role as a Department of Employment and Economic Development Launch Minnesota hub lead, known as FastLane 94, and we awarded 55 entrepreneur scholarships to complete St. Cloud's ILT Academy lean startup programming.



SUPPORTING MINORITY BUSINESS ENTERPRISES

To further amplify the services we offer to the business community, the GSDC partnered with the Initiative Foundation to commission an in-depth study by the Center for Economic Inclusion on how to better support minority business enterprises. A grant from Huntington Bank and Granite Partners is helping begin implementation of that vital study's recommendations.



JOAN SCHATZ
Chair,
Board of Directors



BRIAN MYRES
Past Chair,
Board of Directors



PATTI GARTLAND
President

RECOGNIZING INNOVATION

We again highlighted the positive impact businesses are having on the region and beyond during our 11th annual Innovation Awards program and luncheon.

HOSTING EXECUTIVE ROUNDTABLES

Our Executive Roundtable sessions for Corporate Level investors in 2022 addressed employee retention, employee recruitment and supply chain issues. In each case, experts provided insights as participants shared their organizations' best practices with one another.



MARKETING THE REGION

The GSDC continued heavily promoting the region through our wide-reaching St. Cloud Shines marketing. To date, St. Cloud Shines has made more than 170 million impressions, 14.8 million of which were from 2022 organic efforts alone.

Traffic to StCloudShines.com increased over 20% from 2021 to 2022 and there were more than 5,700 blog views in 2022, a 515% increase over the previous year. Our spotlight on the region is getting attention!



DEVELOPING AND NURTURING TALENT

Retaining, attracting and training young people – the future employees and leaders of our community – received a lot of our attention in 2022. We were a sponsor once again of MYALP, the Minnesota Young American Leaders Program, bringing to 18 the total number of talented area men and women we've helped receive leadership training.

We continued to help attract and retain talent with our popular JobSpot portal as well as providing resources for employers and potential employees. In 2022, JobSpot averaged 9,000 listings each day of jobs right in our area and made 5 million impressions.



EXPANDING OUR EPIC COMMITMENT



Speaking of jobs, we helped broaden the highly-acclaimed EPIC program, which stands for Exploring Potential Interests and Careers, putting employers in touch with future employees. Forty-two hundred students from 29 area high schools participated in EPIC during 2022. Already in 2023, a fulltime EPIC coordinator has been hired to help direct this effective program's growth.

ENHANCING DOWNTOWN ST. CLOUD



The GSDC advocated for action to create opportunities for this important anchor for our region, and we're actively engaged in the St. Cloud Area Chamber of Commerce's new St. Cloud Downtown Alliance and its efforts to revitalize that area.

TRANSFORMING TRANSPORTATION

We brought Sun Country Airlines CEO Jude Bricker to town to help showcase the launch of the St. Cloud Regional Airport Authority, and also co-sponsored the Recharge St. Cloud Electric Vehicle Expo.

KEEPING YOU INFORMED

We kept you informed about all these initiatives and many others in 2022, by providing news you often couldn't find elsewhere in our bi-weekly Developing News e-letter. We also continued our co-sponsorship of St. Cloud State's excellent Quarterly Business Report.



GSDC Board Member Buddy King (left) takes a selfie with Sun Country Airlines CEO Jude Bricker at our August 2022 All-Investor Meeting.

...AND NOW, ON TO 2023!

The GSDC Board will soon announce its 2023-2025 Strategic Priorities that were developed in 2022. We have a lot of great things on the horizon.

So do you. And we're here to help you achieve them, putting the GSDC's resources, connections and expertise to work. Together, we're shaping a better tomorrow. Thank you for your commitment.

*Joan, Brian
& Patti*

FINANCIALS AND METRICS

CUMULATIVE REVENUES

2011 TO 2022

\$13,398,224

CUMULATIVE EXPENDITURES

2011 TO 2022

\$13,061,798

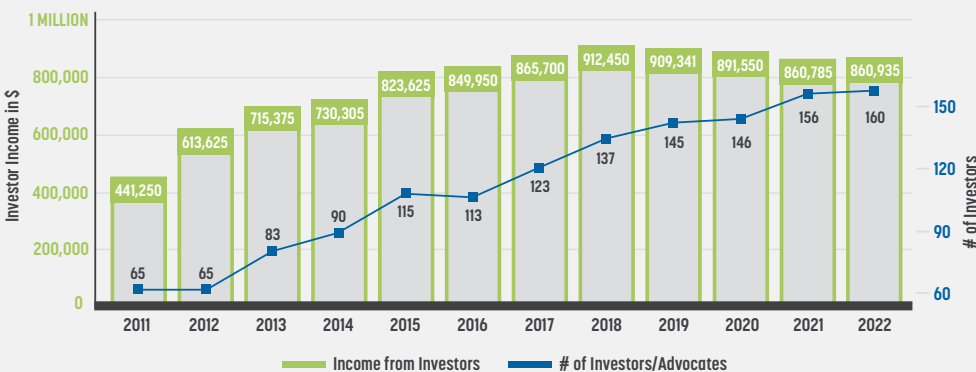


JOBS GAINED

6.5%

Increase in the St. Cloud region, 2011-2021, vs. 6.6% statewide.

INCOME FROM INVESTORS AND NUMBER OF INVESTORS



AVERAGE ANNUAL EARNINGS

42.1%

Increase in the region, compared to 40% in Minnesota, 2011-2021.

2022 SOURCES OF INCOME



GDP GROWTH

43.6%

Increased GDP gain in the region, compared to 43.7% statewide, 2011-2021.



INVESTORS OF GSDC | 2023

CORPORATE INVESTORS

Bold denotes founding investor.

Red denotes new investors since the 2021 Annual Report.

\$75,000+

CentraCare Health

\$50,000+

Granite Partners Foundation

\$35,000+

**Anderson Trucking Service
Coborn's**

\$25,000+

**Initiative Foundation
Microbiologics
Stearns Bank**

\$16,000+

**Bernick's
Blattner Company
Capital One
CliftonLarsonAllen
Coldspring
DeZurik
Great North Ventures
Great River Energy
Morgan Family Foundation
Xcel Energy**

\$10,000+

**Bremer Bank
Geo-Comm
Granite Logistics
Marco
Park Industries
PCI
St. Cloud State University
US Bank
Viking Coca-Cola
Wolters Kluwer**

\$8,000+

**American Heritage Bank
Bank Vista
BCI
Bergan KDV
Bradbury Stamm
Central McGowan
CSB/SJU
Falcon National Bank
Forum Communications Co.
GATR Volvo
Inventure Properties
Kensington Bank
Knife River
McGough Construction**

**Miller Auto Center
Minnwest Bank
Moss & Barnett
Pan-O-Gold Baking Co.
Quantex Custom Components
Quinlivan & Hughes
Rice Companies
Rinke Noonan
Schlenner Wenner & Co
Sentry Bank
St. Cloud Industrial Products
St. Cloud Refrigeration
SCTCC
Stearns Electric
Toppan Merrill
Tri-County Abstract
W Gohman Construction**

\$5,500+

**Arvig
Associated Wholesale Grocers (AWG)
Brenny Transportation
Central MN Community Foundation
CH Robinson
Cold Spring Brewery
Com'l Realty Solutions/CRS
DCI
Dayta
Deerwood Bank
Geringhoff Distribution LP
Grede
Lathrop GPM
Magnifi Financial (CMCU)
Mahowald Insurance
MN Business Finance Corp
Rasmussen University
Simonson Properties
StarTribune
St. Cloud Opportunities
Times Media/Local IQ
WSB Engineering**

PUBLIC PARTNER CONTRIBUTORS

**\$15,000 Stearns County
\$10,000 Sherburne County
\$10,000 Sartell City
\$10,000 St. Cloud City
\$10,000 Sauk Rapids City
\$7,500 Benton County
\$5,000 St. Joseph City
\$5,000 St. Cloud Schools
\$5,000 Waite Park City
\$5,000 St. Augusta City
\$3,000 Becker City
\$2,500 Sauk Rapids-Rice Schools**

ADVOCATE INVESTORS

Bold denotes founding investor.

Red denotes new investors since the 2021 Annual Report.

\$2,500+

**American Door Works
CMB
DJ Bitzan Jewelers
Greenline Marketing
Rejuv Medical
St. Cloud Area Realtors**

\$1,000+

**Advanced Interconnect
Technologies LLC/AIT
Automotive Parts Headquarters
Brian & Karla Myres
Catholic Community Schools
Fostering LLC
Gate City Bank
Global Impex USA
Granite City Real Estate
Greenfield Communications
K Johnson Construction
Miller Welle Heiser
Northland Capital Financial
RBC Wealth Management
Rick & Helga Bauerly Foundation
Rotochopper
Wilke Sanderson**

\$500+

**180 Degrees/St. Cloud Youth Shelter
Anne Marie's Alliance
Batteries Plus
Big Brother Big Sisters
Blooming Kids Child Care Center
Boys & Girls Clubs of Central MN
BMO Bank
Career Solutions
Central MN Habitat for Humanity
Central MN Mental Health**

**Coldwell Realty/Chris Hauck
College of St. Scholastica
Diversified Media Resources
Executive Express
Express Employment
Filsan Talent Partners
GREAT Theatre
Higher Works Collaborative
ILT Studios
Impacks LLC
Intellectconnect
Intelligent Wireless
Management
Jules' Bistro
Katie Virnig
Laraway Financial
Larry Hosch
Lee & Vicki Morgan
McDowall Company
Metro Bus
Mike & Karel Helgeson
Mike & Kathy Markman
NetVPro
Newport Health/Academy
Nova Flex
Peters Body Shop
Pro Staff
Project Optimist
Promise Neighborhood
Short Stop Custom Catering
Stokeswood Enterprises
St. Cloud Area Chamber
St. Cloud Area YMCA
St. Cloud APO
St. Cloud Regional Airport Auth.
Sunset Manufacturing
United Way of Central MN
WACOSA**



2023 BOARD OF DIRECTORS

*Denotes Governance Committee member

CHAIR	VICE CHAIR	TREASURER	SECRETARY			
						
JOAN SCHATZ* Park Industries/ CEO	STEFANIE BROWN Rinke Noonan Law Firm/Attorney	MIKE BLAIR* CentraCare/CFO	RON BRANDENBURG* Quinlivan & Hughes/ Attorney	JEFF GAU* Marco/Chairman	MIKE MARKMAN* Deerwood Bank/ Chief Revenue Officer	PAT EDEBURN* Granite Partners/ Operating Partner
						
BRAD BERGSTROM Sauk Rapids-Rice Public Schools/ Superintendent	BRIAN BRUESS CSB & SJU/ President	MICHAEL FABER Viking Coca-Cola Bottling/CEO	MIKE GOHMAN W. Gohman Construction/ President	KEN HOLMEN CentraCare/ CEO-President	BUDDY KING Higher Works Collaborative/COO	LORI KLOOS St. Cloud Technical and Community College/President
						
DAVE MEYER Coborn's/President	HEATHER PIEPER-OLSON College of Saint Benedict/Associate VP	AYAN OMAR ISD 742/Director of Equity Services	PAUL PFEIFFER ATS/CFD	CLARE RICHARDS Impacks/ Co-Founder	READE SIEVERT Associated Wholesale Grocers/VP & Division Manager	JOHN TORGERSON Bernick's/CEO
		DIRECTOR COMPLETING HIS TERM 12/31/2022. THANK YOU!			PURPOSE STATEMENT: Shaping tomorrow by providing the resources, connections and expertise to optimize your success.	
MATT VARILEK Initiative Foundation/ President	ROBBYN WACKER St. Cloud State University/ President			BRIAN MYRES Dayta/Vice 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.



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



LESLIE DINGMANN
Business Development Director

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



GAIL CRUIKSHANK
Talent Director

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



TAMMY CAMPION
Communications and
Program Specialist

(O) 320-252-5185
tcampion@greaterstcloud.com

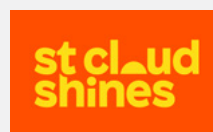


MICHELO MULEYA
EPIC Coordinator

(O) 320-252-5230
mmuleya@greaterstcloud.com



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