

FERGUS FALLS ECONOMIC IMPROVEMENT COMMISSION

Newsletter

FERGUS FALLS
Economic Improvement Commission

218-332-5428
Washington Avenue West
Fergus Falls, MN 56537
office@ffeic.org

Opportunity Abounds... on the Grow in Fergus Falls, MN
Welcome to Fergus Falls - where your Business Opportunity awaits you.....

Meet a Micropolitan
According to the U.S. Census Bureau, Fergus Falls is one of the newly-dubbed Micropolitan Statistical Areas. An economic hub that draws workers and shoppers from many miles around. For businesses looking to move, establish, or expand, these micropolitans can be lucrative, relatively untapped markets. Explore this website's comprehensive coverage of what Fergus Falls has to offer. You are invited to contact us by telephone at 218-332-5428, by email here to info@ffeic.org or via the website's contact page communication link.

The purpose of the Fergus Falls Economic Improvement Commission is to promote development through the retention, enhancement and creation of businesses in the community.

Upcoming Events
Renewable Materials Section - Bio Board Photos - October 27, 2009, 9:00 a.m. to Noon, at West Central business. The West Central Minnesota Renewable Materials Coalition Partners are having a Renewable Materials section for regional manufacturers who are interested in growth and innovation in the Renewable Materials sector which includes renewable, composite, and bio-degradable plastics as well as other applications including the production of green alternatives. Featured speakers are from Nature Works Corp., the Business Alliance of Minnesota, and JustPlant Plastics. For more information and registration, contact Mary Robinson at 332-2458 or email at mary.robinson@ffeic.org.

Manufacturers Appreciation Breakfast - October 28, 2009, 7:00 a.m. to 9:15, at YMCA. Guest Speaker: Jim Rieder from Sun Line. Limited seating available so register early. RSVP: Chamber of Commerce 218-736-8895 or chamber@ffeic.org.

Career Expo 2009 - December 1, 2009, at 8:30-11:45, at Fergus Falls High School Gym. Explore a wide variety of educational and career choices from people "on the job." Connect with reps from local businesses, technical schools, colleges, and universities at their booths. For more information contact Mary Maloney at 218-996-4344 ext. 1005 or maloney@ffeic.org.



State Bank & Trust Groundbreaking

Check out our
Web site
for local
economic
development
information
www.ffeic.org



Fergus Falls

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Jim Pederson New EIC President

Jim Pederson was appointed to the position of President of the Fergus Falls Economic Improvement Commission after Doug Houska announced his resignation due to his relocation to Alexandria, MN after a promotion he received at Bremer.

Jim is the current president of Scientia-Wind of rural Fergus Falls and has resided here with his wife, Jody, and their two children since 1993.

“The Fergus Falls Economic Improvement Commission looks forward to the opportunities presented for the Fergus Falls Region in regards to our potential for growth in terms of job creation and business retention. Even though there are many challenges with the economy as it is today, the FFEIC is looking for growth potential through assistance and development of our existing base of successful employers within commercial/industrial, manufacturing, distribution, healthcare and retail sectors, and new companies that may relocate here.

Growth for our commercial/industrial base in Fergus Falls and the surrounding region needs to come from assisting existing businesses with exploring opportunities in emerging technologies i.e. bio-sciences, nanotechnology and renewable energy. Harold has been making inroads with numerous individuals on both the supply and receiving end and we look forward to these actions bearing fruit in the near future with a number of present and possible future Fergus Falls based firms. Having Fergus Falls on the front end of these cutting edge technologies will give us a leg up and help with continuing to establish the Fergus Falls Region as a great place for new technology and creative individuals to

come together.

We look forward to continued promotion and growth of Health Care Industries and recognize the importance of having first class professionals and facilities for the people of our region. The opportunities created with the Mehl Center and the New Cancer Research and Care Center not only provide the type of jobs needed to have a vibrant community, they also improve the quality of life for all who live in or are considering our region as a place to live and raise their families. We would also like to recognize the commitments being made to care for our Senior Citizens and the investments that have been made in our community in this regard.

Having been born and raised in this community, I recognize our greatest assets are the people who call this region home. We have qualities and a work ethic within that cannot be duplicated and we need to continue to showcase these attributes whenever possible. I feel that we are all ambassadors charged with promoting our community to potential businesses and individuals looking for that perfect place to work and call home. I look forward to continued service in Economic Development and welcome comments and feedback from other ambassadors.



Jim Pederson

On
for your business

ON means being engaged. Offering business rebates, financing, and advice about efficient lighting and equipment helps the businesses we serve manage energy costs and stay on budget.

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See us first.

Before you're ready to expand, move or purchase commercial property, you'll want to visit with American Federal Business and Ag Banker Mark Eifert.

The first step in any good business decision is getting financial advice from someone you know and can trust.

Our business and ag advisors will help you find a solution to reach your goals, whether you're planning to grow your operation, acquire a new business, purchase equipment, move to a new commercial site or set up an employee retirement plan.

Make American Federal the first step in your business plan.

Mark Eifert
meifert@americanfederal.net

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CA (Communicating for Agriculture) Hosts International Country Partner Guests in Fergus Falls



CA. Communicating for Agriculture (prior to 2006 known as Communicating for Agriculture) was started in Fergus Falls in 1972 as a Minnesota non-profit with IRS approval as a 501c5 membership organization. CA today has members through out USA, and still maintains its National Headquarters in Fergus, along with offices in Bloomington, MN and Washington, DC.

In 1981 the Communicating for Agriculture Scholarship and Education Foundation, (CAF) was formed as a 501c3, and since then has awarded over one million dollars in scholarships and grants to young people for furthering their education as it relations to careers in rural America, having International Ag experience, and to people who choose the career of health care, primary nursing.

In 1985 CAF applied to the USA State Department for the authority and received it to issue J-1 learning and work visa, known as the CA Education Program (CAEP). Today it is the largest agriculture exchange in the USA, with participants coming from 43 countries (known as Country Partners) around the world, to learn and work on CA members farms, ranches, winery, horticulture, equine and turf management.

October 18 our CP's will arrive in Minneapolis to visit with our staff and CA Members businesses in that area, on the 20th they will arrive at CA National Headquarter for business meetings and visit CA Members farms and businesses in Minnesota and North Dakota, on the 23rd they will visit California CA Member wineries along with some CAEP staff members, leaving for their home countries on October 25th.

On October 20th CAEP will be hosting a reception and BQ dinner at

Red Horse Ranch, along with demonstration of CAEP and M College equine student training and riding ability.

This exciting event is sponsored by many Fergus Falls, and surrounding businesses, to show a welcome to our CP's to CA National Headquarters, Fergus Falls and our surrounding communities.

These businesses are contributing dollars to the CA Foundation, which will be ear marked for young people between the age of 18 and 28 to have an international experience in agriculture.

Midwest Minnesota Community Development Corporation (MMCDC)

As one of the largest nonprofit lenders and investors in the state, MMCDC now controls more than \$80 million in assets. This includes a loan portfolio of over \$20 million, a bank with \$32 million, and real estate and stock in various companies. MMCDC loans range from \$5,000 to \$20 million, and focus on lending for business expansions. Most often, MMCDC finances equipment or real estate with flexible rates and terms. Loans must generally meet a public purpose, such as job creation, expanding the local tax base, or creating greater economic opportunity for residents of a community. MMCDC also occasionally makes equity investments and provides technical assistance to small businesses. MMCDC uses a variety of financing tools, including Federal and State programs, New Market Tax Credits, and revolving loan fund dollars. For more information on loans and other business assistance, contact: 1-800-752-6579 and ask for Boone Caughey, mcaughey@mmcdc.com, or Julia Nelmark, jnelmark@mmcdc.com. MMCDC is headquartered out of Detroit lakes, MN.

Investment Opportunities — Commercial Properties



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Bruce Fuhrman
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Beautiful Riverfront Acreage

27 acres of river frontage with many possibilities for development, commercial, retail, in a river setting unique to our community.



High Traffic Visibility

Commercial building features office space, computer and phone wiring, conference room and detached 2160 sq. ft. storage building.



Beautiful Riverfront Acreage

3+/- acre commercial property provides prime Interstate 94 visibility. Located in growing commercial area. Owner/Agent



Convenient Location

Well-maintained commercial property near downtown features front offices, rear garage space, steel siding, canopy and parking.



Downtown River Frontage

Vacant mill/elevator with 500' of river frontage in downtown Fergus Falls. 333,044 sq. ft of space, 5' slab of 13,400 sq. ft.



Perfect For Home Business

Zoned for commercial business, two story home with detached garage and landscaped backyard offers great home business options.

If purchasing a commercial building isn't in your current budget, leasing office or commercial business space can be a reasonable alternative. Call me to talk about the options available to your new or growing business.

218-736-5200 • www.LuhmanRealEstate.com • 218-998HOME(4663) • www.998home.com

Minnesota Military Reservist Economic Injury Loan Program Fact Sheet

Purpose:

To provide relief, via interest-free loans, for small businesses which suffer substantial economic injury as a result an essential employee being called to military service for 180 days or more.

Loans:

Onetime loans of \$5,000 to \$20,000 are available to eligible businesses. This revolving loan fund totals \$400,000; applications will be accepted and loans made until all funds are committed. The loan term is 4-½ years, with no repayment for the first 1-½ years and equal monthly payments over the remaining 3 years. The loans are interest-free.

Eligible Businesses:

Must be a small business as defined by Minn. Stat. 645.445, which specifies the following:

- a for profit business entity which is not an affiliate or subsidiary of a business dominant in its field of operations, and
- has either 20 or fewer full-time employees, or
- had less than \$1 million in annual gross revenue in the preceding fiscal year, or
- if the business is a technical or professional service, has less than \$2.5 million in annual gross revenue in the preceding fiscal year

In addition, the business must be operating in Minnesota on the date that one or more essential employees received orders for active service of 180 days or more and be sustaining or likely to sustain suffering substantial economic injury. Active service

includes state active service, federally funded state active service, and federal active service.

Essential Employees:

An essential employee must be:

- a military reservist, and
- an owner or employee of an eligible business, and
- have managerial or technical expertise critical to the day-to-day operations of the business

Substantial Economic Injury:

The eligible business must be sustaining or likely to sustain an economic harm, meaning it cannot or anticipates not be able to:

- meet its obligations as they mature, or
- pay its ordinary and necessary operating expenses, or
- manufacture, produce, market, or provide a product or service as it has ordinarily done

How the Program Works:

- Business reviews criteria to initially judge whether it is an eligible business, has an essential employee (reservist) with orders for active service for 180 days or more, and has suffered an economic harm

- Business applies for the loan with the Department of Employment and Economic Development (“DEED”)

- DEED will use the following criteria when determining whether an applicant is eligible for a loan:

- Is the applicant an eligible business?
- Is the employee essential?
- Is the business sustaining or likely to sustain an economic harm?
- How likely is the applicant to repay the loan?
- How likely will the loan help the business prevent, remedy, or ameliorate the substantial economic injury shown by the applicant?

- Upon loan approval:

- DEED and applicant execute a loan agreement
- DEED and applicant execute a promissory note
- Applicant/owner provides personal guaranty of repayment
- Applicant/owner provides other security that may be required by DEED

- Statutory References:

- Minn. Stat. 116J.996
- Minn. Admin. Rules 3335.0100 to 3335.0107
- Laws 2008, Chap. 363, Art. 10, Sec. 3, Subd. 3, part (b)

Application:

Military Reservist Economic Injury Loan Program application is available at:

<http://www.deed.state.mn.us/bizdev/docs/MilitaryRELIPApplication061109.doc>

Questions:

- Military Reservist Economic Injury Loan Program questions? Please contact: Jeff Nelson, Senior Loan Officer, Jeff.M.Nelson@state.mn.us • 651-259-7523

- Veterans Employment Services questions? Please contact: Jim Finley, Veterans Program Director, Jim.Finley@state.mn.us 651-259-7557 or your local Veterans Employment Representative

Put our team to work
for your business



Thad Olsen
998-6607



Matt Kennedy
998-6603

As a trusted advisor to area business owners for generations, Bremer Bank has built its reputation on delivering personalized solutions with our Community Business Banking team.

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H1N1 Preparedness Guide for Small Businesses

Department of Homeland Security and Centers for Disease Control and Prevention Influenza Division has a preparedness guide to assist small businesses in planning for the H1N1 flu.

Small businesses play an essential role in our national effort to prepare for all disasters and emergencies-including the H1N1 flu. This guide will help America's small businesses maintain continuity of operations and resiliency as the fall flu season approaches.

Outbreaks of H1N1 flu are occurring now across the country and will likely coincide with the return of seasonal flu this fall and winter. The preparedness guide offers small business employers tools and information to help them plan for and respond flexibly to varying levels of severity of an H1N1 outbreak-which may lead to increased absenteeism, and, if the outbreak becomes more severe, may include restricted service capabilities and supply chain disruptions. Additional preparations may be necessary if a more serious outbreak evolves during the fall and winter.

Employers are encouraged to put strategies in place now to protect their employees and their businesses in advance of the fall flu season. Included in the preparedness guide are tips on how to write a continuity of operations plan, steps for keeping employees healthy, frequently asked questions about the 2009 H1N1 flu and a list of additional resources that employers can access online.

For more information and to view the preparedness guide, visit www.flu.gov. Or view the guide in pdf: H1N1 Prepared Readiness Guide for Small Business.

Fergus Falls CONTACT NUMBERS:

Administration	332-5436
Building & Zoning Department	332-5434
Community Development	332-5427
Convention & Visitors Bureau	332-5425
Economic Improvement Commission	332-5428
Engineering Department	332-5435
Finance Department	332-5433
Fire Department	736-6983
HR Department	332-5453
Landfill	736-5916
Liquor Store West	998-7790
Liquor Store Downtown	736-2088
Park & Rec Department	739-3205
Police Department	998-8555
Public Library	332-5770
Public Works	332-5435
Senior Center	736-6842
Shop	739-3203

CENTURY 21 VISTA COMMERCIAL



John Olson
CCIM
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218-739-3281 • 800-777-7605

Web site: www.century21vista.com • E-mail: johnnieolson@yahoo.com

FOR LEASE - FERGUS FALLS



Beautiful 2800 sq. ft. of office space for lease on busy Friberg Avenue. Available soon.

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Building & land suitable for a food, coffee vendor or office user. Building in top cond. Equipment can be removed or available if buyer wishes. **\$398,000**. #20-1903. Seller will consider leasing.

INDUSTRIAL BUILDING



The most attractive & usable industrial manufacturing building in the region on 5 acres. 20,000 sq. ft. 3-phase power, 2 loading docks & ample parking in heart of Fergus Falls business district.

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Downtown remodeled building with 1,875 sq. ft. plus attached 25x25 garage & off street parking. **Price now reduced to \$135,000**. #08-2992.

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Just listed this commercial property on busy Lincoln Ave., currently being used as laundromat with 3 apartments & garage. 87x280 ft. lot. Ask for John or Ben.

CITY CENTER - FOR LEASE



Downtown 8,000 sq. ft., office or retail with up-to-date restrooms plus storage. Ample parking. Competitive rents.

FERGUS FALLS



3,000 sq. ft. of heated storage (shop), 600 sq. ft. of offices & loading dock, Well-kept, solid 11-year-old building. **\$189,900**. #08-2717.

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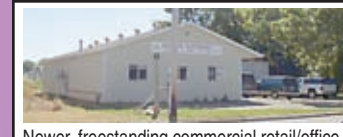
4-levels of over 5,000 sq. ft. each make this a great complex for retail/warehouse business. New roof, new electrical & new HVAC. Freight elevator to loading dock.

TAMARACK SQUARE



Beautiful new retail center immediate occupancy with competitive rent. Partially leased, 4 spaces available. High traffic, Arby's & Cenex C-store nearby plus I-94 activity. Rents reduced for start up tenant.

FERGUS FALLS



Newer, freestanding commercial retail/office building & storage building at the edge of downtown. Great visibility, parking & traffic patterns. 2,232 sq. ft. suitable for a variety of businesses. **Priced reduced to \$98,000**. #06-2535.

2009 Investment in FERGUS FALLS



**Cancer Care
& Research
CENTER**



Highland Carlson
Accountants Expansion



The Market
Remodel
Investment &
NEW
Restaurant



Eyc Care Facility



NEW
Authentic
Mexican
Restaurant



Kennedy Secondary
School



NEW Home &
Expanded Facility



Super Walmart Building Project

2009 Investment in FERGUS FALLS



Lakeland Hospice House



NEW Renovation of Slumberland



NEW Home of Lakeland Mental Health Center



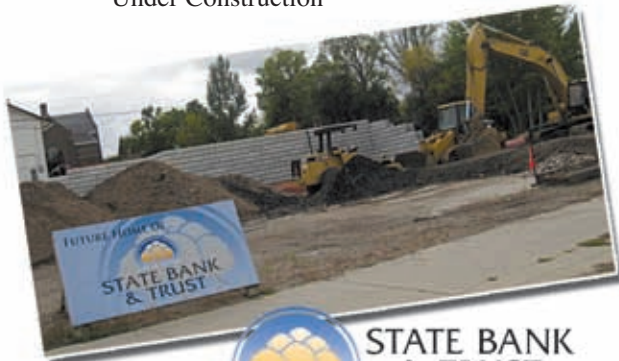
LifeSmiles Dentistry Under Construction



NEW NAPA Parts Store Under Construction



Expansion of Fergus Falls Vets Home Facility



Bank Facility Under Construction



STATE BANK & TRUST

NEW Business & Construction Project



Director Comments

Looking to the Data for Growth

Greetings! In this issue of the Fergus Falls Economic Improvement Commission Newsletter you will find a pictorial of recent and on-going investments in Fergus Falls. Considering, the current economic climate, it's very gratifying to have had the public and private projects under construction in our community. This investment has meant construction related jobs, enhanced facilities for employees and employers, and opportunities for the community and region to receive expanded goods and services here in Fergus Falls. As we look to what may lay ahead for continued investment it is wise to look for data that's rich enough to be a factor in the next wave of investment. Our EIC board



Harold Stanislawski
Executive Director, Fergus Falls
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of directors is always searching for data that can be useful in creating a stronger economy for our community. Listed below is some recent

data that may be useful to assess future opportunities.

Retail Opportunity Gap

Claritas is a market research company providing marketing information resources and solutions for companies engaged in consumer and business-to-business marketing. Often companies looking to expand and put new or expand stores in a community will look at data that includes specific demographic data that would include spending habits of the demographic profile in the targeted area. In the case of Fergus Falls we had Claritas do a study on what the retail opportunities are within an 8, 16, 24, 32, and 45 mile radius from the center of Fergus Falls. The report is available to those interested by contacting our office.

In the study, what can be learned is that there are opportunities for retail growth in our community. That opportunity could be for existing businesses or new retail establishments. The current spending patterns in some cases are happening outside our community. This is true for nearly all communities, but if we could find a way to limit the retail leakage from our community the data says significant sales could be achieved. The challenge is to understand the customer to achieve the desired outcome. The map seen in this newsletter was the target area studied. The study has information in the areas of; health and personal care,

Continued on page 9

The purpose of the Fergus Falls Area Economic Improvement Commission is to promote through the retention, enhancement and creation of businesses in the community.

As your local bank, we're committed to helping your

SMALL BUSINESS GROW!

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Commercial Real Estate Loans

Lines of Credit

SBA Loans



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Jeff Stanislawski,
President

Director Comments

Continued from page 8

electronics, sporting goods, foodservice, clothing, grocery, general merchandise and a host of other categories. Several other areas showed potential as well. We believe businesses and entrepreneurs will find the information very useful in assessing our market. There is a total retail demand of over \$370 million within a 16 mile radius of Fergus Falls. When one looks at the 24 mile radius the retail demand rises to \$598 million. The key is to understand how to capture the gap that exists in some retail sectors in those identified circles. (see map)

Growth Sectors as Defined by Destination 2025

Earlier this year the BioBusiness Alliance of Minnesota conducted an extensive study on the most promising growth sectors for Minnesota. The sectors included renewable materials (bio-plastics), animal health (vacine development), renewable energy (wind, solar, bio-fuels), medical devices , food industry (processing technologies) and biological and biopharmaceuticals. The EIC is currently working with the private sector to identify the opportunities that are region and community could be a player in. The renewable materials sector appears to be a growth possibility for our region. There is considerable interest by many companies to look at manufacturing production techniques that are considered more “green” by the market. Our first session on renewable materials will be with Natureworks (a Cargil company) which produces poly lactic acid (PLA) resins for use in the packaging industry. That session will occur in Fergus Falls on October 29. Call our office for details at 218-332-5458.

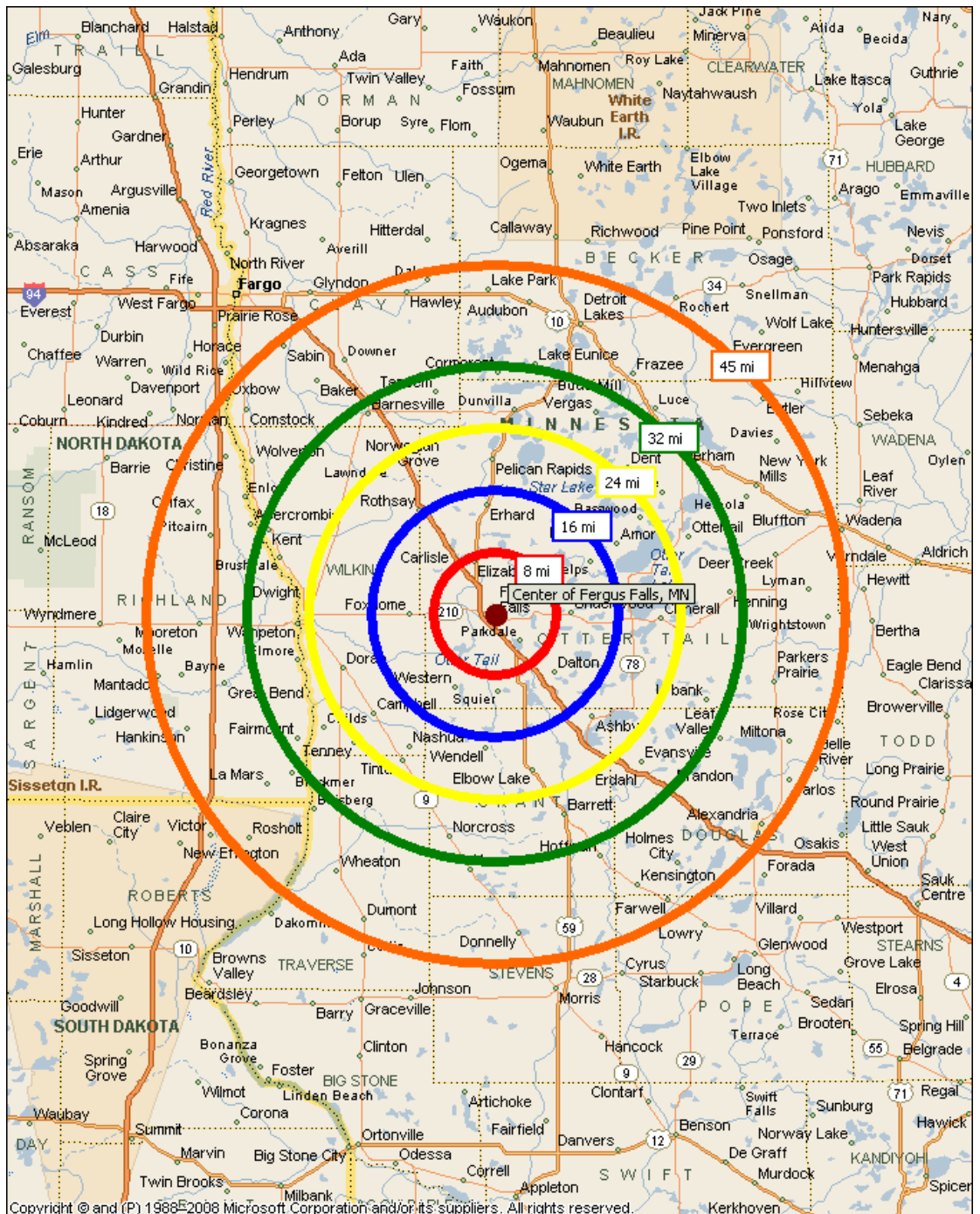
New EIC Board Member and President

Gary Spies a businessman in Fergus Falls has been elected to fill the vacated

term of Doug Houska. The board is pleased to have Gary Spies join our board. Congratulations to Jim Pederson as the new President of the board.

Manufacturers Appreciation Breakfast October 29th


The FFEIC along with the FF Chamber of Commerce and Workforce Center are pleased to host this year’s annual appreciation breakfast. This year Sara Lee Bakery will be the company featured, and Jim Reader the FF Sara Lee plant manager will be the speaker. The event will be held at 7:00 a.m. at the YMCA in Fergus Falls on Thursday October 29th. Tickets can be purchased calling the Chamber of Commerce at 218-736-6951.



2009 USDA Rural Development Grants & Loans

USDA	Business & Industry Guarantee Program (B&I)	Rural Business Enterprise Grant (RBEG)	Rural Business Opportunity Grant (RBOG)	Intermediary Relending Program (IRP)	Rural Economic Development Loan & Grant (REDLG)	Value-Added Producer Grant (VAPG)	Rural Cooperative Development Grant (RCDG)	Small Minority Producer Grant (SMPG)
CFDA	10.768	10.769 and 10.783	10.773	10.767	10.854	10.352	10.771	10.771
FY09	\$0.993 billion nationwide	\$38.7 million nationwide	\$2.48 million nationwide	\$33.5 million nationwide	LG: \$37.5/\$10 million	\$17.9 million nationwide	\$4.4 million	\$1.46 million
Purpose	To improve rural private business enterprise	Develop small & emerging private rural businesses (≤ 50 empl and < \$1 mill projected gross revenues)	Technical Assistance for business development economic development planning	Revolving Loan funds for ultimate recipients: businesses facilities and community development	Economic development and job creation	Value-added ag products including IP, organic and renewable energy	To improve economic conditions of rural areas thru cooperative development	To provide technical assistance to small, minority ag producers
Applicant Eligibility	Individuals, partnerships, corporations, cooperatives, or non-profits	Public bodies, non-profit corporations serving rural areas	Public bodies, non-profit corporations, cooperatives serving rural areas	Non-profits, public bodies, Tribal groups or cooperatives with experience in lending	RUS borrowers (electric cooperatives and certain telephone companies)	Independent Producers, Ag Producer Groups, Majority-controlled Ventures or Cooperatives	Non-profits or institutions of higher education	Cooperatives and associations of cooperatives
Eligible Loan or Grant Purpose	Term guaranteed loans for business creation, expansion, refinance, working capital	1) Public purpose: equipment purchase, construction, incubator; 2) Revolving Loan Fund; 3) Technical Assistance	Training and centers for Technical Assistance, business and economic planning; fees for professional services	Business lending (new or existing) and community development that creates or saves jobs	Business lending, community development projects, telecomm. and computer networks	<i>Planning Grants:</i> Feasibility studies, business plans. <i>Working Capital Grants:</i> professional fees, salaries utilities, office supplies.	Feasibility studies, training businesses, technical assistance, loans/grants to others, research services, advisory services.	Small = sales less than \$250,000. Minorities are women, African Americans, American Indians, Hispanics, Asians
Loan or Grant Amount	Up to \$25 million (\$40 million for rural cooperatives)	Grants only, limited by funding	Grants only, up to \$50,000; multi-state up to \$150,000	\$750,000 (to intermediary)	Loans \$10,000 - \$740,000 Grants \$10,000 - \$300,000	Grants only Planning up to \$100,000 W.C. up to \$300,000	Grants only up to \$300,000	\$175,000 maximum grant
Term	Depends on collateral. Typically up to 7 years WC, 15 equipment, 20 RE	Project must be completed within 2 years	Project must be completed within 2 years	1% 30 yr max (to intermediary)	0% interest 10 yr max Deferral: 1 yr for expansion or 2 years for start-ups	Project must be completed within 1 year	Project completed within 1 year	Not applicable
Equity	New business - 20% Existing business - 10%	25% equity receives most priority points	80% equity receives most priority points Less than .25% = 0 points	25% equity receives most priority points	20% supplemental funds from ultimate recipient, 20% match from utility (grants)	Grant will cover up to 50% of eligible project costs	25% match required	No matching required
Funding Cycle	Selections are made throughout the year in Minnesota	Selections are made in Minnesota	Selections made annually in Washington, D.C.	Selections made quarterly in Washington, D.C.	Selections made quarterly in Washington, D.C.	Selections made annually in Washington, D.C.	Selections made annually in Washington, D.C.	Selections made annually in Washington, D.C.
Contact	David Gaffaney 651-602-7814 david.gaffaney@mn.usda.gov Cheryl Seanosa 651-602-7813 cheryl.seanosa@mn.usda.gov	Butch Koehnstedt Kathy Coyle John Strand Tom Leach Paul Dorfmeid Paul Pierson Naomi Lenz	NW MN (Thief River) NW MN (Detroit Lakes) WC MN (Alexandria) NE MN (Baxter) EC MN (Cambridge) SW MN (Worthington) SE MN (Austin)	218-681-2843, x114 218-847-9392, x121 320-763-3191, x108 218-829-5965, x150 763-689-3354, x114 507-372-7783, x122 507-437-8247, x154	francis.koehnstedt@mn.usda.gov kathy.coyle@mn.usda.gov john.strand@mn.usda.gov thomas.leach@mn.usda.gov paul.dorfmeid@mn.usda.gov paul.pierson@mn.usda.gov naomi.lenz@mn.usda.gov			

2009 USDA Rural Development Programs Grants & Loans

		Rural Energy for America Program (REAP)	Energy Audit and Renewable Energy Development Assistance (REAP)	BioRefinery Assistance Program (Section 9003)	Repowering Assistance Program (Section 9004)	Advanced Biofuels Producer Payment Program (Section 9005)	Research on the Economic Impact of Cooperatives (REIC)	Cooperative Agreements for Heir Property	Rural Microentrepreneur Assistance Program (RMAP)
GRPA	10,888	10,888	10,885	10,886	10,078	10,778	10,446	88.8 MM L/\$1 MM Grant	
FY09	\$577 million L/\$23.1 million G	\$2.2 million	\$224.9 million	\$20 million	\$30 million	\$x million	\$230,000		
Purpose	Renewable energy systems and energy efficiency improvements and feasibility studies	Energy audits & renewable energy development assistance for farmers and rural businesses	Commercial-scale biorefineries for advanced biofuels (non-corn starch)	Retrofitting existing ethanol or other biorefineries to use less coal, oil or natural gas	Payments to biorefineries for advanced biofuels (non-corn starch)	Encourages research on national economic impact of all types of cooperatives	Funds to help with problems on clouded titles of rural land held by African Americans		
Applicant Eligibility	Farmers or rural small businesses (<500 employees and <\$20 million total receipts)	Units of government, institutions of higher education, RECs	Institutions of higher ed., co-ops, National labs, state research agencies, private and non-profit corporations	Biorefineries in existence as of June 18, 2008	Individuals, for-profits, non-profits and other entities already producing advanced biofuels	Institutions of higher education, or research foundations or nonprofits maintained by colleges or universities	Non-profit community-based organizations		
Eligible Loan or Grant Purpose	Purchase retrofitting of equipment; construction; energy audits; permits; professional fees; feasibility studies; business plans. No real estate.	Grants to assist applicants with renewable energy audits and assistance up to 75% of need for REAP-eligible applicants	Construction or retrofitting of biorefineries, including wood products and sugar mills, to produce advanced biofuels (e.g. from cellulose)	Construction or retrofitting of existing biorefineries, including wood products and sugar mills, to replace fossil fuels with biomass for heat or energy	Contracts for one payment to expand production of advanced biofuels (e.g. non-corn-starch based, such as cellulose) during the 10/1/08 to 9/30/09 period	Cooperative agreement funded on a reimbursement basis, quarterly over a two-year period.	Pilot program to help with clouded titles on their property of African Americans and to expand ownership of farming their property		
Loan or Grant Amount	Grants up to \$500,000 (RE) or \$250,000 (efficiency). Guarantees up to \$25 MM.	Grants of up to \$100,000 per applicant	Loan guarantees of up to \$250 million	Up to \$5 million or 50% of cost of retrofit, whichever is less	Grants based on BTUs produced divided by eligible applicants	One grant of up to \$500,000, usually	\$20,000 initial, \$75,000 subsequent		
Term	Project must ordinarily be completed within 2 years	Application deadline of 6/9/09	Application deadline of 4/30/09. Maximum loan term: 20 yrs.	Application deadline of 1/1/09.	Application deadline of 8/1/09.	Project completed within 3 years	None stated in NOFA	Not announced yet	
Equity	Grant will not exceed 25% of eligible costs	None	10 - 20% minimum equity, feasibility study	None	None	None	None	None	
Funding Cycle	Selections made annually in Washington, D.C.	Selections made annually in Washington, D.C.	Selections made annually in Washington, D.C.	Selections made annually in Washington, D.C.	Selections made annually in Washington, D.C.	Selections made annually in Washington, D.C.	Selections made annually in Washington, D.C.	Selections made in Washington, D.C.	
Contact	Lisa Nohy 507-373-7960, x120 lisa.nohy@mn.usda.gov Field representatives	Lisa Nohy 507-373-7960, x120 lisa.nohy@mn.usda.gov or at grants.gov.	David Gaffaney 651-602-7814 david.gaffaney@mn.usda.gov Lisa Nohy 507-373-7960, x120 lisa.nohy@mn.usda.gov	USDA-RD Energy Division Washington, D.C. 202-720-1400	Lisa Nohy 507-373-7960, x120 lisa.nohy@mn.usda.gov Field representatives	Apply at grants.gov.	Apply at grants.gov.	Apply at grants.gov.	

Fergus Falls Industrial Lots For Sale

**HAROLD
STANISLAWSKI**
218-332-5428
218-770-0448
www.ffeic.org

Northwest Industrial Park Second Addition (proposed)

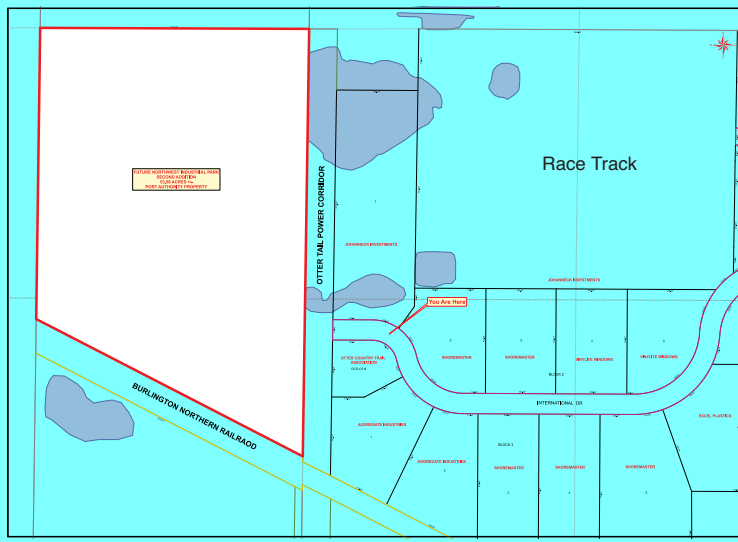
The parcel acreage
50+ acres

Owner
Fergus Falls
Port Authority

(218) 332-5426

Contact
FERGUS FALLS
ECONOMIC IMPROVEMENT
COMMISSION

(218) 332-5428



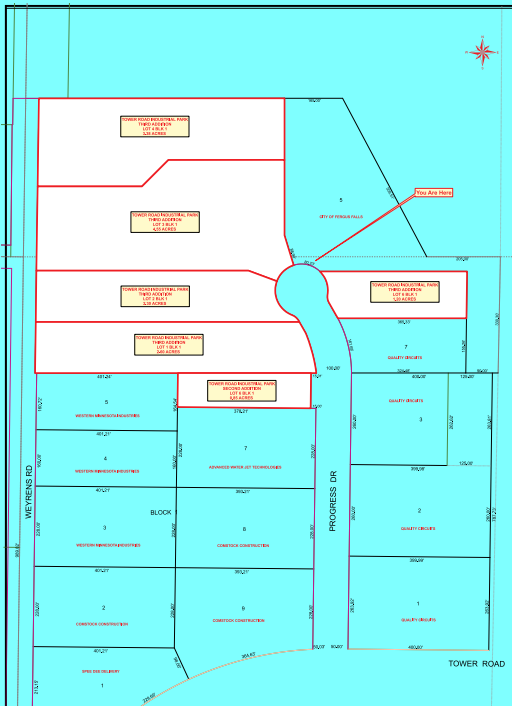
Tower Road Industrial Park Third Addition

Owner - **Fergus Falls**
Port Authority

(218) 332-5426

Contact - **FERGUS FALLS**
ECONOMIC IMPROVEMENT
COMMISSION

(218) 332-5428



HUBZone Empowerment Contracting Program

The HUBZone Program is a place-based program that is designed to encourage economic development in Historically Under-utilized Business Zones or HUBZones through preferences in Federal Government contracting. To be eligible, a small business must be located in a designated HUBZone and 35% of its employees must reside in HUBZones. Certification is required. The HUBZone Program is designed as a virtual program with all of the necessary information, including an online application, available at www.sba.gov/hubzone. Certain areas in Fergus Falls are designated Hub-Zone locations.

Did You Know? Trade Adjustment Assistance Program

Trade Adjustment Assistance for Firms (TAA) is a federal program that provides financial assistance to manufacturers affected by import competition. Sponsored by the U.S. Department of Commerce, **TAA pays for half the cost of consultants or industry - specific experts** for projects that improve a manufacturer's competitiveness. Projects that might qualify for TAA funding include marketing, manufacturing/engineering, financial/general management and information technology.

Accessing the financial assistance offered through TAA is simple, if an import-impacted manufacturer intends to change its business to better compete, anticipates using consultants to implement these plans, and could use a boost in paying for the expertise, then TAA is a good fit. Applied Strategies International, a Chicago-based

company, provides TAA services for companies in Minnesota, Iowa, Illinois and Wisconsin (www.appliedstrategiesintl.com) North and South Dakota companies should contact the Rocky Mountain TAA center in Boulder, CO (www.rmtaac.org).

TAAC staff will assess eligibility and prepare an application on the firm's behalf. Manufacturers qualify if imports have contributed to declines in employment and sales or production. There are many ways these requirements can be met, so we strongly recommend that an interested firm not rule itself out of the program before talking to experienced TAAC staff.

Do you have information to share with others involved in manufacturing? i.e. legislation - HR updates - government programs - tax issues. Contact the TSMA office about featuring the information in "Did You Know?"