

**TO: Honorable Mayor and City Council**

**FROM: City Administrator Ron Johnson**

**SUBJECT: Southern MN Initiative Foundation (SMIF) Presentation**

**DATE: September 29, 2016**

**BACKGROUND**

Tim Penny, President and CEO, of the Southern MN Initiative Foundation (SMIF) will be present to provide an update of SMIF's activities.

What SMIF Does:

For 30 years, Southern Minnesota Initiative Foundation has been making investments in the 20 counties of south central and southeastern Minnesota. Through generous donations and collaboration they:

- Provide loans to businesses that create and support jobs.
- Award early childhood, economic development, and community grants to schools, governments, and nonprofit organizations.
- Build partnerships that lead to collaboration.
- Support and manage local community foundations.

A SMIF fact sheet including a listing of Goodhue County investments is included in the packet.

**REQUESTED COUNCIL ACTION**

No action being requested by staff at this time. A request for consideration of support will be included in Mr. Penny's presentation.

Attachment(s): Fact sheet

## \$2,922,821

36 LOANS  
\$2,106,734

142 GRANTS  
\$816,086



Total Farming Technologies CEO Paul Mecikalski saw an inefficiency in the existing ag wholesale business: most products are being marketed individually through channels that are independent of the product developer. Paul used SMIF's loan to start selling a wide-range of agricultural and construction products, such as diesel enhancement modules, tracks, midrollers, and attachments.

## Economic Development Support

*More businesses—more jobs*

UnleaSHed Inc., Red Wing, 2015  
Total Farming Technologies LLC, Pine Island, 2015  
River Bluff Technologies Inc., Red Wing, 2012, 2014  
Western Metal Products, Cannon Falls, 2011, 2014  
Majerus & Tiarks Financial Services, Pine Island, 2009  
Financial Marketing Solutions, Inc. Red Wing, 2003, 2006  
Custom Iron, Inc., Zumbrota, 1998, 2006  
Danville Signal Processing, Inc., Cannon Falls, 2004, 2005, 2006

### Incentive Grants

Red Wing Innovation Incubator, 2016  
Red Wing Ignite "Ignite Business Incubator," 2013  
Pine Island "Business Succession Planning" 2011  
Red Wing Downtown Main Street "Innovation Incubator" 2010

Southern Minnesota Initiative Foundation in partnership with CEDA and DEED hold the Comprehensive Economic Development Strategy for Region 10, allowing these counties to apply for Economic Development Administration funding at the Federal level.

## Community Support

*More vibrant communities*

### Community Growth Initiatives

City of Zumbrota, Regional Community Growth Initiative, 2014  
Pine Island EDA, Regional Community Growth Initiative, 2014  
Red Wing, Entrepreneur Community Growth Initiative, 2012  
Pine Island, Biobusiness Community Growth Initiative, 2009

### Community & Designated Fund Partners

Goodhue Community Foundation  
Wanamingo Community Foundation  
Wings—Donor Advised Fund

### One Big Thing Grant

SE MN Together, 2015

### Paint the Town Grants

Zumbrota-Mazeppa National Honor Society, Veteran's murals, 2016

## Early Childhood Support

*More children ready to learn*

Every Hand Joined, "Pyramid Model for School Readiness," 2015  
Goodhue Public Schools, "Goodhue Early Literacy Partnership", 2015  
A Chance to Grow, "Southern MN Pre-K Alliance", Kenyon Wanamingo Schools, 2014  
MN State College Southeast Technical, EC Resource Center, 2014

### AmeriCorps LEAP Sites (Partner—ServeMN):

Red Wing Early Childhood Initiative/Goodhue County Kindergarten Readiness Initiative, 2009-2010  
Goodhue County Kindergarten Readiness Initiative, Cannon Falls Public Schools, 2009

### Literacy Programs

#### (Partners—ABDO Publishing, Capstone, Scholastic)

Kenyon-Wanamingo Schools, 2016  
Red Wing Noontime Kiwanis at Sunnyside Elementary School, Reading Oasis Room, 2015  
Red Wing Morning Kiwanis (Morning, Golden, Noon), 2014, 2015  
Red Wing Public Schools, 2010, 2014  
Three Rivers Community Action Inc., Zumbrota, 2013  
Red Wing YMCA, 2010

### Early Childhood Initiative Community

Red Wing ECI—Every Hand Joined (as of 2009)

# SMIF FACTS

## SOUTHERN MINNESOTA INITIATIVE FOUNDATION INVESTS FOR ECONOMIC GROWTH IN 20 SOUTHERN MINNESOTA COUNTIES

### VISION

Southern Minnesota will be a prosperous and growing region with vibrant communities, innovative and successful businesses, and a skilled and valued workforce.

### MISSION

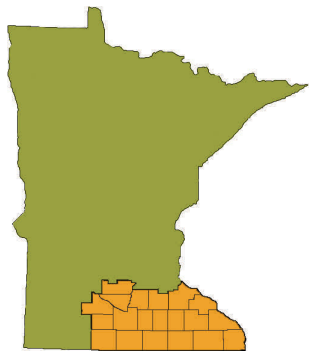
Promote regional economic opportunities and collaborations with a focus on entrepreneurs and early childhood development.

### CATALYST FOR ECONOMIC GROWTH

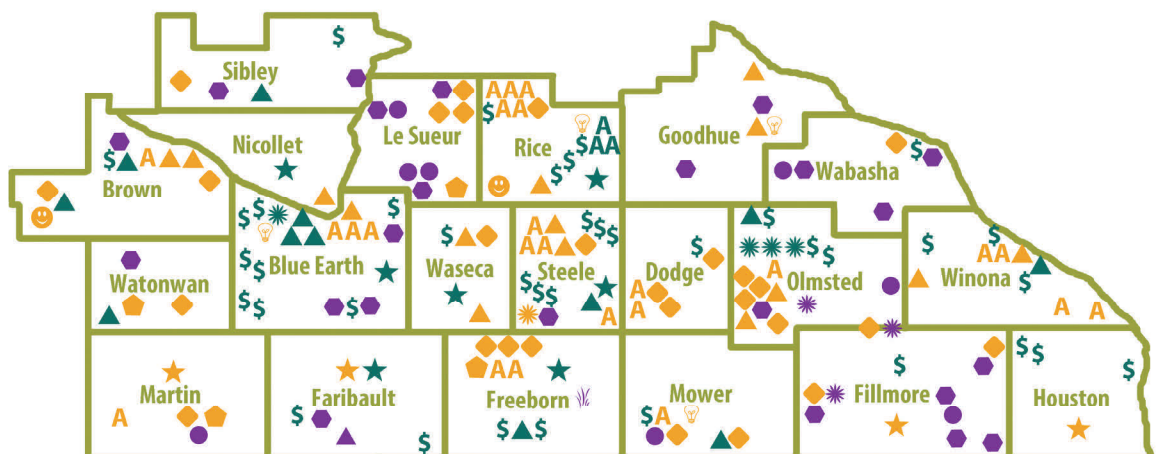
- Invested over \$96.7 million in region since 1986
  - \$41.6 million—programming
  - \$27.4 million—loans
  - \$27.6 million—grants
- Leveraged \$10 for every \$1 in local contributions
- Regional endowment fund exceeds \$34 million
- Awards \$5 million annually through grants, loans, and program support
- Acts as a regional collaborator

### FOCUS AREAS:

- **ECONOMIC DEVELOPMENT**
  - Financial Support
  - Business Expertise
- **EARLY CHILDHOOD DEVELOPMENT**
  - Social Emotional Initiatives
  - School Readiness Support
- **COMMUNITY DEVELOPMENT**
  - Community and Designated Funds
  - Farmland Retention



### SMIF's 2015 PARTNERSHIPS



- |  |   |  |
|--|---|--|
| <ul style="list-style-type: none"> <li>■ Early Childhood</li> <li>▲ AmeriCorps LEAP Partner Sites</li> <li>◆ BookStart Grants</li> <li>😊 Early Childhood Dental Network</li> <li>▲ EC Grants</li> <li>🏠 Home Visiting Grants</li> <li>⚡ New ECI Community</li> <li>💡 Reading Oasis Grants</li> <li>★ Quality Child Care Program</li> </ul> | <ul style="list-style-type: none"> <li>■ Economic Development</li> <li>▲ AmeriCorps VISTA Sites</li> <li>▲ ED Grants</li> <li>⚡ Equity Investments</li> <li>💰 Loans</li> <li>★ SCORE</li> </ul> | <ul style="list-style-type: none"> <li>■ Community Development</li> <li>▲ CD Grant</li> <li>● Community Foundation</li> <li>⚡ Community Growth Initiative</li> <li>● Designated Fund</li> <li>⚡ One Big Thing Grant</li> </ul> |
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