

**KANDIYOHI COUNTY AND CITY OF WILLMAR ECONOMIC DEVELOPMENT COMMISSION (EDC)  
JOINT OPERATIONS BOARD OF DIRECTORS (OB) MEETING  
MINUTES  
April 8, 2021  
TerWisscha Construction, EDC Board Room and Via ZOOM Video Conference**

Joint Operations

Board Present: Art Benson, Rollie Boll, Donna Boonstra, Les Heitke and Kelly TerWisscha

Excused: Jesse Gislason

Joint Powers

Board Present: Julie Asmus, George "Corky" Berg, Marv Calvin, Vicki Davis, Steve Gardner and Rollie Nissen

Staff: Aaron Backman, Executive Director and Connie Schmoll, Business Development Manager

Secretarial: Nancy Birkeland, Legal & Administrative Assistants, Inc. (LAA)

Media: Shelby Lindrud, West Central Tribune

President Kelly TerWisscha called the meeting to order at approximately 11:00 a.m. followed by self introductions.

**AGENDA**—Aaron Backman reported he received a letter from Mayor Marv Calvin with a recommendation for a member of this board, which was added to the Agenda for the Joint Powers Board special meeting.

IT WAS MOVED BY Rollie Boll, SECONDED BY Donna Boonstra, to approve the Agenda and the following Consent Agenda.

**CONSENT AGENDA**

- Approve:
1. Minutes of March 11, 2021 meeting
  2. Financial reports as of March 31, 2021
  3. Payment of invoices over \$1,000:
    - a. Invoice No. FT000057 in the amount of \$1,005 to MinnWest Technology Foundation for sponsorship of the Partners In Ag Innovation Conference as budgeted
    - b. Invoice from Blane Canada in the amount of \$1,250 for the annual Synchronist subscription as budgeted

- Accept: Committee/Subcommittee Minutes
1. Agriculture and Renewable Energy Development 2/18/2021
  2. Broadband and Advanced Technology 3/1/2021
  3. Business Retention and Expansion/Recruitment 3/5/2021

MOTION CARRIED.

## NEW BUSINESS—

**Staff Transition Task Force.** Backman noted a task force was formed following the resignation of Connie Schmoll. The Task Force met to review and revise the job description, review applications and interview candidates. Three candidates were selected to interview; one withdrew prior to being interviewed as he accepted another position. Task Force members Kelly TerWisscha, Julie Asmus and Les Heitke agreed that two great candidates, who were very qualified, were interviewed; the process was solid and everyone participated. The offer in the attached letter was extended to Sarah Swedburg pending approval by the EDC boards.

IT WAS MOVED BY Art Benson, SECONDED BY Donna Boonstra, to recommend to the Kandiyohi County and City of Willmar Economic Development Commission Joint Powers Board that it approve the employment offer made to Sarah Swedburg and adjust the 2021 budget to reflect the amounts in the offer. MOTION CARRIED.

President TerWisscha turned the meeting over to the Joint Powers Board at approximately 11:10 a.m. Following the Joint Powers Board special meeting, the Joint Operations Board meeting resumed at approximately 11:15 a.m. The Joint Powers Board members were excused from the meeting.

**Broadband Planning Agreement.** Backman reported a proposal was received from Connie Schmoll to continue working on the broadband project on a contract basis following her retirement from the EDC (see attached). Backman reported Federated Telephone Cooperative is interested in doing a project in Kandiyohi County and applying for a state Border-to-Border Grant this fall. Schmoll provided information on the project and the state grant process. Schmoll noted during the contract she will also train Sarah Swedburg as to the county's broadband issues. Schmoll responded to questions on the article, "County gets up to speed on broadband," printed in today's *West Central Tribune*. Schmoll stated she has requested Hanson Communications and Vibrant Broadband to also look at doing projects in other areas of Kandiyohi County.

IT WAS MOVED BY Donna Boonstra, SECONDED BY Art Benson, to approve the Agreement for Services for Broadband Planning in Kandiyohi County with Connie Schmoll and to approve revising the 2021 budget to add the compensation of \$10,780, which will be taken from unreserved funds. MOTION CARRIED.

**Ratify Finance Committee's Recommendation to Allocate Remainder of Immigrant Business Disaster Relief Grant Funds.** Backman requested this recommendation by the Finance Committee be tabled. The recommendation relates to the Willmar Child Care Center loan; he would like to wait until the other lenders have completed their discussions.

## UNFINISHED BUSINESS

**Ridgewater College Surplus Property Acquisition.** Backman reported two acres were acquired in February. He has been in discussions with developers and has shown it to two additional developers.

**Boards' Planning Session.** Backman reminded the board that the annual planning session will be held April 14<sup>th</sup> from 9:00 a.m. to 1:30 p.m. at the Willmar Conference Center. Staff has been developing the agenda with Cheryl Glaeser, the facilitator. As of today, more than 20 surveys have been completed by board and committee members.

## **PROGRESS REPORTS**

**Willmar/Willmar Industrial Park.** Backman reported the EDC has been working with CBRE on a location for an undisclosed company that needs 25-30 acres. The proposal presented to the company included three sites in Willmar and one on the edge of Pennock. Backman reported the City of Willmar has a signed letter of intent for Block 25, which is north of the downtown Kwik Trip in the Renaissance Zone, for a multi-family, four-story housing unit. Kuepers of Brainerd presented before the Willmar City Planning Commission and a public hearing will be held this month. It is proposing to construct three buildings with a total of 108 units for market-rate housing east of PetSmart.

**Economic Development Activity.** Backman and Schmoll have been gathering information on the American Rescue Plan (ARP) funds. The first ARP funds will be sent out around May 11<sup>th</sup> and must be expended by 2024. Backman has expressed to Kandiyohi County and the City of Willmar possible uses of the funds, including for broadband projects. The projected amount to be received by Kandiyohi County is \$8,380,000 and the City of Willmar is \$2,260,000. Townships will also receive funds. Schmoll noted she continues to work on broadband. Backman noted 66 businesses and nonprofit organizations received funds through the EDC's Minnesota Pandemic Relief Grant program.

**Elevate Business Academy.** Schmoll gave an update on the Elevate Business Academy noting the fourth class was held last night. Each class includes training exercises. Scott Marquardt of Southwest Initiative Foundation remains involved. Abdusalaam Hirsi has been very good as a trainer and meets with students who need extra assistance. Hirsi also acts as an interpreter, when needed, during the classes.

**Township Broadband Project.** Schmoll reported the EDC's Broadband Committee is actively working on a broadband project for Arctander, Dovre, Mamre and St. Johns Townships. Jean Spaulding is assisting Kandiyohi County on matters related to the broadband project. Currently, the committee is gathering letters of support for the project. The project will need to work around areas that were awarded to LTD Broadband through a federal broadband program. Chair Mark Boeschen and Vice Chair Michelle Marotzke have been very helpful in the grant process. The state legislature has not yet decided how much funding will be allocated to broadband.

**Assistance to Diverse Businesses.** Backman provided information on the diverse businesses that have been helped during the pandemic (see attached). Backman noted when he was hired, the EDC had one loan to a diverse business; during the pandemic, the EDC assisted 61 diverse businesses, the majority of which are located in Willmar. The EDC is also assisting more diverse businesses unrelated to the pandemic.

## COMMITTEE REPORTS

**Agriculture and Renewable Energy Development.** Schmoll reported the committee recently hosted an Ag to Energy Biofuels Workshop. Board members were invited to attend the July 29<sup>th</sup> Partners In Ag Innovation Conference. The Hemp Exploratory Subcommittee sent letters to Congress requesting they address laws that inhibit the production of hemp.

**Broadband and Advanced Technology.** Schmoll reported a meeting was held with the leaders of each of the four townships, who agreed to work together on the upcoming broadband project. They also agreed to assess each parcel the same for the broadband project. The leaders are meeting again tonight.

**Business Retention and Expansion/Recruitment (BRE).** Backman reported the BRE Committee met in April and received a presentation by Dayna Latham of Customized and Continuing Education, Ridgewater College, on its Commercial Driver's License (CDL) training. The committee may view the CDL simulator at a future meeting.

**Finance.** Backman reported the Finance Committee held a special meeting related to the Willmar Child Care Center. Schmoll is assisting businesses with loan applications.

**Marketing and Public Relations.** The committee did not meet this month, but the City of Willmar is making progress on its marketing materials for the Renaissance Zone.

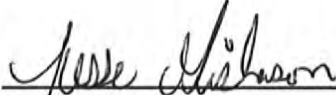
**What's Up?** Donna Boonstra reported her business has increased in the local area. The Highway 23 Priority Projects Committee met yesterday and decided to continue with the same four projects from last year. Lyndsey Bruer of the Minnesota Department of Transportation informed the Coalition it can ask for more funds from other regions as the Coalition crosses the state. Les Heitke noted the Millpond Mercantile building was sold to a Perham business that will open a retail toy store. Julie Asmus reported the City of Willmar has several open positions; the City Hall/Community Center is still awaiting discussion and a determination on financing; and the recent sales tax collected was the highest since February 2019, but not to what was projected for the local option sales tax projects. Asmus gave an update on the projects, including Robbins Island that will be completed by the end of summer and Swansson Field that will be done on a smaller scale. President TerWisscha reported TerWisscha Construction is busy and is hiring additional staff, which has been a challenge. TerWisscha Construction has projects in New Hampshire and Idaho and it is unable to get estimates for lumber so it may ship lumber from other states to complete the projects.

**NEXT MEETING**—The next regular board meeting will be a hybrid meeting at **11:00 a.m., Thursday, May 13, 2021.**


**ADJOURNMENT**—There being no other business,

IT WAS MOVED, SECONDED AND CARRIED to adjourn the meeting.

The meeting was adjourned at approximately 12:39 p.m.

  
\_\_\_\_\_  
Jesse Gislason, Secretary

APPROVED: 5/13/2021:

  
\_\_\_\_\_  
Kelly TerWisscha, President



March 26, 2021

Ms. Sarah Swedburg  
704 Fourth Street SE  
Willmar, MN 56201

RE: **Business Development Manager Position**

Dear Sarah:

On behalf of the Staff Transition Task Force, I would like to offer the EDC's Business Development Manager position to you with the following terms:

1. You will be an "at will" employee and not under contract with a 90-day probationary period. Your first day of employment will be on or before May 10, 2021.
2. Annual salary will be \$73,000 prorated from the time employment begins paid on the 15<sup>th</sup> and last working days of each month.
3. Single-coverage health insurance prorated from the time employment begins. In 2021, the EDC is paying 89% of the approximate annual premium. You would pay the difference, which would be deducted from each paycheck. The amount of the premium will be provided for information.
4. Enrollment in PERA with the EDC contributing the employer's portion at the current rate of 7.5%.
5. Ability to participate in the Minnesota State Retirement System.
6. The following pursuant to the EDC's Employee Handbook:
  - a. General work day from 8:30 a.m. to 5:00 p.m., which includes a one-hour lunch period, Monday through Friday. You may be occasionally asked to work more hours than a normal work day and, thus, may reduce work hours on subsequent days at your discretion.
  - b. Vacation for employees with less than 3 years of employment is earned at the rate of 3.67 hours per pay period (semimonthly) or 88 hours per year. Accumulated vacation shall not

Ms. Sarah Swedburg  
Page 2  
March 26, 2021

exceed 160 hours. Upon separation, unused vacation is paid per the terms of the Employee Handbook. A vacation bank of 40 hours will begin at the time of employment.

- c. Sick leave earned at the rate of 4 hours per pay period up to a maximum of 160 hours. Upon separation, unused sick leave is paid per the terms of the Employee Handbook. A sick leave bank of 40 hours will begin at the time of employment.
- d. Up to three working days with pay, per incident, as funeral leave for a death in the immediate family as defined in the Employee Handbook.
- e. The following paid holidays:

|                        |                            |
|------------------------|----------------------------|
| New Year's Day         | Labor Day                  |
| Martin Luther King Day | Veteran's Day              |
| President's Day        | Thanksgiving Day           |
| Memorial Day           | Day after Thanksgiving Day |
| Independence Day       | Christmas Day              |

Military leave up to a maximum of 120 working hours off with pay according to the terms of the Employee Handbook.

- f. Time off with pay to serve on a jury according to the terms of the Employee Handbook.
  - g. Reimbursement of travel and related expenses.
- 7. Cell phone and data plan.
  - 8. Continuing education (for example, National Development Council training courses) as allowed within the EDC's annual budget.
  - 9. Ability to work remotely when deemed appropriate by the Executive Director.


Final approval of the position and the above terms are subject to approval by the EDC's Joint Operations Board and Joint Powers Board.

Sincerely,



Aaron A. Backman  
Executive Director

This offer and terms are accepted, but signing does not constitute a contract:

 3/26/2021  
Signature/Date

April 1, 2021

Aaron Backman, Executive Director  
Kandiyohi County & City of Willmar EDC  
222 20<sup>th</sup> Street SE  
Willmar, MN 56201

Dear Aaron and the EDC Board of Directors,

I am submitting to you a proposal for you to consider entering into a contract for my assistance with broadband for Kandiyohi County after my employment with the EDC has terminated.

Broadband has been a critical issue and focus of the EDC for many years. In 2017, when the EDC and Consolidated Telecommunications Company (CTC) worked together to plan a \$10 million broadband deployment project and secured \$5 million in state broadband matching funds to finance the project, we thought we were off to a great start. We were devastated when CTC pulled out of the project, especially since we had worked extremely hard to secure all of the 50% commitments and nearly all of the \$25 deposits required by CTC to accept the grant funds and commence construction on the project.

The EDC's Broadband Committee members and EDC staff may have been knocked down, but not forever. We are back at it and it looks as though the EDC, along with Federated Telephone Company, a communication cooperative, will have a proposal and a competitive grant application to submit to the state Office of Broadband Development in 2021. Working with Federated has been a breath of fresh air. They have a great deal of experience with such projects, having deployed fiber broadband in the rural areas of several counties including Lac Qui Parle, Big Stone, and Swift. Federated deployment measures line up nicely with the goals of the EDC's Broadband Committee goals to deploy only fiber, the gold standard in broadband technologies.

With more than 5 years of experience and the building of many relationships critical to advancement in broadband, I would like to continue to assist the EDC and Kandiyohi County in securing high-speed broadband for all residents and businesses in the county. The language and issues around broadband are complicated. It took me many years to understand enough to be an advocate for the county. The grant writing process is time consuming and requires collaboration with many partners. I have the experience needed to write a competitive broadband grant.

The project with Federated is well underway but there is quite a bit of work yet to do with the four townships involved. The township supervisors are counting on me to help them define the project area and facilitate their joint efforts to secure the project. I have been assisting them in finding legal and accounting assistance for the project. They have asked for my continued facilitation to create service agreements, market the project to constituents, secure signatures on constituent petitions, bond for funds to pay the township portion of the deployment costs, and decide on how they will assess property owners to pay back the bonds.



In addition, broadband projects have been discussed with other providers such as Hanson Communications Company of Clara City and Vibrant Broadband, a business under the umbrella of Meeker Power & Light in Litchfield. If both move forward on projects, Kandiyohi County will see high-speed broadband deployment in several portions of the county, including the west side, Arctander, Dovre, Mamre and St. Johns Townships, on the east, adjacent to Vibrant Broadband builds, possibly Roseville and Irving Townships or Roseville and Burbank Townships, and in the southwest by Hanson Communications in either Holland and Edwards or Holland and Roseland Townships.

I request that you give my attached proposal your consideration. This assistance can be a great help in allowing the new Business Development Manager be successful in the many roles to fill at the EDC while the agency continues the current momentum for successful broadband deployment in Kandiyohi County. I am willing to begin the contract work by June 1, 2021.

Thank you for your consideration,

A handwritten signature in cursive script that reads "Connie Schmall".

Connie Schmall  
Independent Contractor

**Kandiyohi County and City of Willmar Economic Development Commission**  
**AGREEMENT FOR SERVICES for**  
**Broadband Planning in Kandiyohi County**  
**June 1, 2021 – December 31, 2021**

THIS AGREEMENT is made and entered into this \_\_\_ day of April, 2021 between Kandiyohi County and City of Willmar Economic Development Commission (hereafter EDC), P.O. Box 1783, Willmar, MN 56201 and Constance J. Schmoll (hereafter Contractor), 7001 12<sup>th</sup> Street NW, Willmar, MN 56201. EDC and Contractor agree to the following terms and conditions:

- A. Duties, Terms and Services: Subject to the terms and conditions of this Agreement, EDC hereby engages Contractor to perform the services set forth herein for the EDC's Broadband and Advanced Technology Committee and for broadband planning and outreach activities in Kandiyohi County (hereafter "the Project"), and Contractor hereby accepts such engagement.

*Under this Agreement, Contractor will provide the services as described in the Scope of Work (attached as Exhibit A) which outlines key work pertaining to the Project including, but not limited to, project planning, coordination of efforts, grant writing, marketing, outreach to businesses and nonprofits, technical assistance and reporting documentation with the Project. The Project scope of work may be modified through electronic and/or written agreement by EDC and Contractor.*

This Agreement shall commence on June 1, 2021 and be completed on or before December 31, 2021. Services will be provided as agreed upon and generally described in the Scope of Work (attached as Exhibit A).

- B. Written Reports and Materials: The contract will require that all written documentation compiled within the scope of work be provided on or before February 1, 2022. All documents prepared by Contractor in connection with services rendered under this Agreement, are and shall remain the exclusive property of EDC.
- C. Compensation: EDC agrees to pay Contractor a fee of up to \$9,880 (approximately 152 hours) at a rate of \$65/hour for each hour completed toward the Project. In addition, Contractor may request reimbursement of up to \$800 for travel/mileage and \$100 for supplies and materials. The total compensation shall not exceed \$10,780 unless all parties agree to additional compensation, in writing, within the timeframe of this contract. The EDC or Contractor may request additional compensation should the scope of work be expanded and associated costs be agreed upon by all parties.
- D. Billing/Payments: Contractor shall submit an invoice one time per month beginning on June 30, 2021. A final invoice covering remaining costs shall be submitted by Contractor within 15 days of the contract end date of December 31, 2021. Compensation shall be payable by EDC within 15 days of receipt of the Contractor's invoices. Contractor shall bill and EDC shall reimburse the Contractor for all reasonable expenses that are incurred in connection with the performance of duties. All expenses must be submitted with receipts for specific itemized expenses.
- E. Use of Personal Automobile: Contractor will be reimbursed for mileage at the rate established by the Internal Revenue Service (currently .56 cents/mile) when using her own automobile for travel on authorized activity related to contract completion. Transportation expenses between Contractor's home and the EDC shall be considered personal commuting expenses and not reimbursable under this

agreement. Transportation expense for planning meetings from Contractor's home or from the EDC office shall be reimbursed. The maximum reimbursement for mileage must fall within the compensation limit noted in paragraph C. Contractor shall carry, at her own expense, the minimum insurance coverage for property damage and public liability relating to the operation of her personal vehicle.

- F. Liability and Indemnification: Contractor represents that the services to be provided under this Agreement are reasonable in scope and she has the experience and ability to provide the services. Contractor agrees to indemnify and hold harmless EDC against all claims, suits or judgments made or recovered by any and all persons which are the result of acts or omissions of Contractor, Contractor's agents or employees during performance of services under this Agreement.
- G. Confidentiality: Contractor acknowledges that during the engagement she may have access to and become acquainted with information about the Project and EDC. Contractor agrees she will not disclose any information, directly or indirectly, about the Project or EDC, either during the term of this Agreement or at any other time thereafter, except as required in the course of this engagement or with the approval of EDC. All files, records, documents, letters, notes and similar items relating to the Project, whether prepared by Contractor or otherwise coming into her possession, shall remain the exclusive property of EDC.
- H. Termination: Either party may terminate this Agreement by giving 30 days prior written notice to the other. In the event of any such termination, Contractor shall be compensated for professional fees and expenses incurred with respect to services performed through the effective date of termination, but will not be entitled to any additional compensation. In addition, if Contractor is convicted of any crime or offense, fails or refuses to comply with written policies or reasonable directive of EDC, is guilty of serious misconduct in connection with performance, or materially breaches provisions of this Agreement, EDC at any time may terminate the engagement of Contractor immediately and without prior written notice to Contractor.
- I. Independent Contractor: This Agreement shall not render Contractor an employee of EDC. Contractor is and will remain an independent contractor in her relationship to EDC. EDC shall not be responsible for withholding taxes with respect to Contractor's compensation hereunder. Contractor shall have no claim against EDC hereunder or otherwise for vacation pay, sick leave, retirement benefits, social security, worker's compensation, health or disability benefits, unemployment insurance benefits or employee benefits of any kind.
- J. EDC Non-Discrimination Policy: Contractor shall adhere to EDC's non-discrimination policy. The policy states EDC does not discriminate on the basis of race, color, sex, national origin, sexual orientation, disability, age or religion in its employment, or the provision of programs and services.

KANDIYOHI COUNTY & CITY OF WILLMAR  
ECONOMIC DEVELOPMENT COMMISSION

By: \_\_\_\_\_

Aaron Backman  
Executive Director

Date: April \_\_\_\_\_, 2021

\_\_\_\_\_

Constance J. Schmoll  
Independent Contractor

Date: April \_\_\_\_\_, 2021

Exhibit A  
Scope of Work for Contracted  
Broadband Planning and Deployment Assistance in Kandiyohi County

The following outline proposes tasks and the proposed estimated timeframe for the contract. This outline should be considered a starting point for discussion about the preferred process and timeframe to best meet the desired outcome of this project. The full scope of work will be determined by several factors, including:

1. Final decisions made by potential broadband service providers and Kandiyohi County/Township leaders who choose to move forward with broadband planning and potential project implementation.
2. Funds allocated for broadband deployment during the 2021 State of Minnesota Legislative Session and other possible funding sources.
3. Direction provided by EDC for advancing the current deployment project and beginning or continuing future projects.

**JUNE 2021—40 hours**

- Work with Federated Telephone Cooperative to finalize broadband deployment plans, including determining number of residential sites, businesses, anchor institutions and other potential consumers of broadband in the proposed project area and market the project to constituents to determine commitment. The current proposed project area includes the townships of Arctander, Dovre, Mamre and St. Johns.
- Coordinate work of the EDC Broadband and Advanced Technology Committee to inform and educate township constituents and promote signing of a petition asking the township supervisors to invest in the project.
- Coordinate planning sessions with representatives of Arctander, Dovre, Mamre and St. Johns Townships in their current pursuit of a broadband deployment project with Federated Telephone Cooperative. Decisions will need to be made about bonding, assessing constituents, creating a subordinated service district, service agreements with the broadband providers and paying for or bonding to secure funds to pay for the project.
- Continue to seek funding from various sources, in addition to county funds and township resources and bonding, to bring the cost down for individuals and businesses in the project area. Additional funds may come from Kandiyohi County from American Rescue Plan Act funds and businesses in the project area or that serve the project area.
- Continue discussions with Hanson Communications and Vibrant Broadband on additional broadband projects in the rural areas of Kandiyohi County. Broadband deployment is an eligible expense for use of American Rescue Plan Act funds and the timeframe for that use aligns with broadband deployment projects that can be planned during the year 2021 and finished by December 2023.
- Provide continued communication with providers, EDC, the EDC Broadband and Advanced Technology Committee, townships and Kandiyohi County.

### **July 2021—36 hours**

- Continue tasks as in June according to need.
- Secure letters of support for the broadband projects to be submitted with the Minnesota Border-to-Border Broadband Development Grant application. Letters are needed from constituents, as well as those serving the people in the project area (schools, healthcare, parks, farm services, technology and more).
- Prepare a competitive grant application, in conjunction with Federated Telephone Cooperative, to be submitted by late August or early September 2021 to meet the state grant application deadline.

### **August 2021—36 hours**

- Continue securing letters of support, refinement of the competitive grant application, and coordination of planning with providers, EDC, the EDC Broadband and Advanced Technology Committee, townships, Kandiyohi County and other funders.
- Provide assistance to Federated Telephone Cooperative to submit the state grant application and remain in contact with the Minnesota Office of Broadband Development to provide additional information and materials as requested.

### **September–December 2021—40 hours**

- Remain in contact with the Minnesota Office of Broadband Development to provide additional information and materials as requested.
- Further pursue future projects with township leaders and constituents and with potential broadband providers and start the planning process with interested parties.
- Provide continued communication with providers, EDC, the EDC Broadband and Advanced Technology Committee, townships and Kandiyohi County.
- Spend time coaching and training the EDC's Business Development Manager in the area of broadband development.



## TOTAL DIVERSE BUSINESSES RECEIVING FINANCIAL ASSISTANCE 2020-2021

as of 4/7/2021

| 32 East African Businesses | CPR Grant | COBAL    | IBDRG     | MPR Grant |
|----------------------------|-----------|----------|-----------|-----------|
| Amin Grocery               | X         |          | X         | X         |
| Abdikafi Transportation    | X         |          |           |           |
| Adna Transportation        | X         |          |           |           |
| Ain-U-Shams                | X         |          |           | X         |
| Aless Transportation       |           |          | X         |           |
| Badane Tailor              | X         |          | X         |           |
| Barwaqo Grocery            | X         |          | X         |           |
| Bismilahi Kids Shopping    | X         |          | X         |           |
| Daryeel Health             |           |          | X         |           |
| Faafan Restaurant          | X         | X        |           | X         |
| Kandi Adult Care           | X         | X        |           |           |
| Kent Transport             | X         |          |           |           |
| Kingkhalid Trucking        | X         |          | X         |           |
| Kulmiye                    | X         | X        |           |           |
| M & D Transport            | X         | X        |           |           |
| M & F Transport            | X         |          | X         |           |
| MidTown Plaza Event Center |           |          |           | X         |
| Mubarak Express            |           |          | X         |           |
| Mude Transportation        | X         |          | X         |           |
| N & H Carrier              | X         |          | X         |           |
| New Minnesota Realty       |           | X        |           |           |
| Nimco Queen                |           | X        |           |           |
| Salaam Transportation      | X         |          |           |           |
| Soma Fashion Store         | X         |          | X         |           |
| Somali Bride Consultant    | X         | X        |           | X         |
| Somali Star                | X         | X        |           | X         |
| Tawakal Fashion Store      | X         |          | X         |           |
| Twin Lakes Center          |           |          | X         |           |
| US Care Homecare           | X         |          | X         |           |
| United Tax Service         |           |          | X         |           |
| West Central Home          | X         |          | X         | X         |
| West Central Interpreting  | X         | X        |           |           |
| <b>TOTAL:</b>              | <b>26</b> | <b>9</b> | <b>17</b> | <b>7</b>  |

| 16 Asian/Middle Eastern Businesses | CPR Grant | COBAL    | IBDRG    | MPR Grant |
|------------------------------------|-----------|----------|----------|-----------|
| AmericInn                          | X         |          |          | X         |
| Angel Nails                        | X         |          |          |           |
| Cozy Inn                           | X         |          |          | X         |
| Days Inn                           | X         |          |          | X         |
| Elegant Massage                    | X         |          | X        |           |
| Elite Nails                        | X         |          |          |           |
| Fashion Nails                      | X         |          | X        |           |
| Happy Family Asian Grocery         |           |          | X        |           |
| J K Nails                          | X         |          | X        |           |
| Lakeview Inn                       | X         |          |          | X         |
| Northern Inn                       |           |          |          | X         |
| Oriental Relaxing Massage          | X         |          | X        | X         |
| Panda Garden Buffet                |           |          |          | X         |
| Sewn Edge                          | X         |          | X        | X         |
| Zeppoles Pizza & Pasta             | X         |          |          | X         |
| Willmar Precast                    | X         |          |          |           |
| <b>TOTAL:</b>                      | <b>11</b> | <b>0</b> | <b>6</b> | <b>9</b>  |

| 13 Latino Businesses   | CPR Grant | COBAL    | IBDRG    | MPR Grant |
|------------------------|-----------|----------|----------|-----------|
| El Viejon Mariscos     | X         | X        |          | X         |
| Fiesta Time Rentals    | X         |          |          |           |
| Glow by J              | X         |          |          | X         |
| Hill's Construction    | X         |          |          |           |
| Kafe La Baja           |           |          |          | X         |
| Mr. Clean Services     |           |          | X        |           |
| The Munchies Stop      |           |          |          | X         |
| Rosita's Grill         |           |          |          | X         |
| Royal Cutz Barber Shop | X         | X        |          |           |
| Spurs Restaurant       | X         |          | X        |           |
| Taqueria el Guerrerito | X         |          |          | X         |
| Tevalan Sales          | X         |          |          |           |
| Universal Kutz         | X         |          |          | X         |
| <b>TOTAL:</b>          | <b>9</b>  | <b>2</b> | <b>2</b> | <b>7</b>  |



# TOTAL DIVERSE BUSINESSES RECEIVING FINANCIAL ASSISTANCE 2020-2021

as of 4/7/2021

| <b>61 Total Diverse Businesses</b> | <b>CPR Grant</b> | <b>COBAL</b> | <b>IBDRG</b> | <b>MPR Grant</b> |            |
|------------------------------------|------------------|--------------|--------------|------------------|------------|
| East African                       | 26               | 9            | 17           | 7                |            |
| Asian/Middle East                  | 11               | 0            | 6            | 9                |            |
| Latino                             | 9                | 2            | 2            | 7                |            |
| <b>TOTAL GRANTS AND LOANS:</b>     | <b>46</b>        | <b>11</b>    | <b>25</b>    | <b>23</b>        | <b>105</b> |