

May 2016

Ben Martig
City of Northfield
801 Washington St
Northfield, MN 55057

Dear Mr. Martig and City Council Members:

A vibrant rural Minnesota requires profitable businesses and an opportunity for new businesses to grow. It also requires support for our youngest children, allowing them to enter kindergarten ready to learn and succeed. And finally, it relies on communities being able to access support for innovative initiatives. Thanks to your support Southern Minnesota Initiative Foundation (SMIF) is able to focus on these priorities.

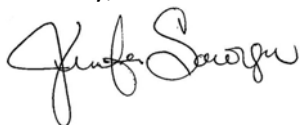
Your generous support over the past 30 years totaling \$82,100 has leveraged \$821,000 in investments into Rice County! Below are a few highlights you made possible.

- Caves of Faribault ~ Swiss Valley Farms received a loan from SMIF in 2003. In 2015, Caves of Faribault received three first place awards for their Amablu cheese. This local favorite continues to grow their national presence!
- The Northfield Early Childhood Coalition received a second year of grant support in 2016 to expand the Early Childhood Dental Network, which is working collaboratively to increase oral health awareness and education and to improve care access for our youngest and most at-risk youth.
- The Northfield Union of Youth received a Paint-The-Town grant in 2016 to create a community mural.

I know my contributions to SMIF are changing lives. See the enclosed factsheet for more examples of how our investments are making a difference.

Thank you for your last gift of **\$5,000** on **June 9, 2015**. Our investments stay local and deliver results for our neighbors, communities and region. Please consider an increased gift of **\$5,800** to help the Foundation make an even larger impact and launch us into the next 30 years. I look forward to continuing my support of SMIF as we embark on the next 30 years. I hope you will consider increasing your support in 2017!

Sincerely,



Jennifer Sawyer
Board Member

cc: Tim Penny, President & CEO

Rice County Investments



Celebrating 30 years of community investments

\$3,869,680

34 LOANS
\$2,586,186

155 GRANTS
\$1,283,494



SMIF AmeriCorps VISTA member Santhi Sheehan has been the third SMIF VISTA placed at Northfield High School's TORCH office through the Northfield Healthy Community Initiative. She works with at-risk high schoolers on a daily basis to help them prepare for college.

Community Support

More vibrant communities

Community Growth Initiatives:

Northfield Arts Guild, Riverwalk Market Fair 2009, 2011
Faribault BioBusiness Community Growth Initiative 2011

One Big Thing Grant

SE MN Together, 2015

Paint the Town Grant

Northfield Union of Youth, 2016

Early Childhood Support

More children ready to learn

Quality Child Care Provider Training, 2016
Early Childhood Dental Network, 2015-2016
Faribault Public Schools, School readiness program-Cannon River Mobile Home Park, 2015
A Chance to Grow, "Southern MN Pre-K Alliance" w/ Tri-City, WEM and Northfield Schools, 2014
Waterville, Elysian & Morristown Home Visiting Program 2007, 2013-2015
Rice County Public Health Home Visiting, 2012, 2013, 2015

AmeriCorps LEAP Sites (Partner—ServeMN)/Reading Rocks! (Partner—ABDO Publishing):

Hand in Hand Preschool, Northfield, 2012—2015
United For Kids, Faribault, 2013, 2014

Literacy Programs

(Partners—ABDO Publishing, Capstone, Scholastic):

Three Rivers Community Action, 2014, 2015, 2016
Northfield ECI at Northfield Community Resource Center Atrium—Reading Oasis Room, 2015
Faribault Kiwanis (Golden), 2014, 2015
Tri-City United Public Schools (2 programs), 2015
New Prague Area Schools, 2015
WEM Public Schools, 2014
Northfield Public Library, 2014
Northfield ECI, 2014

Early Childhood Initiative Community

United For Kids Early Childhood Initiative 2009
Tri-City United Early Childhood Initiative 2009
Waterville Elysian Morristown Early Childhood Initiative 2005
Northfield Early Childhood Initiative 2004

Economic Development Support

More businesses—more jobs

Bio Wood Processing LLC, Faribault, 2012- 2016
Brand Yourself, LLC, Northfield, 2016
Pexa Farms LLC, Lonsdale 2015
Deaf Friendly Biz LLC, Northfield 2015
F-Town Brewing Company, Faribault, 2014
Pinion Pins, Northfield, 2014
Herrmann Law Office PLLC, Lonsdale, 2013
*Globaltech Energy LLC, Faribault, 2013
Golden Years Planning, Northfield, 2013
Brand Yourself LLC, Northfield, 2012, 2013
*AUM Cardiovascular Inc., Northfield, 2011
*Seed Fund/Equity Investment

Grants

NEC "Co-working Incubator—SPUR," 2012
Main Street Project, Northfield "Agripreneur Incubator" 2011

AmeriCorps VISTA

Northfield Healthy Community Initiative, 2013, 2015, 2016
Main Street Project's Sustainable Food and Agriculture Program 2013-2016
WINGS, Northfield, 2012

SCORE County

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.

SMIF FACTS

SOUTHERN MINNESOTA INITIATIVE FOUNDATION INVESTS

VISION

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

MISSION

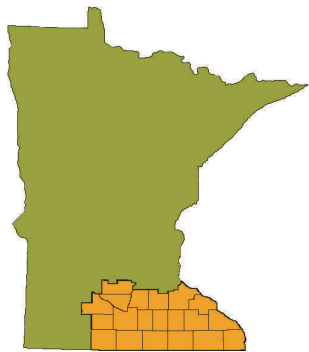
Promote regional economic opportunities and collaborations with a focus on entrepreneurs and early childhood development.

CATALYST FOR ECONOMIC GROWTH

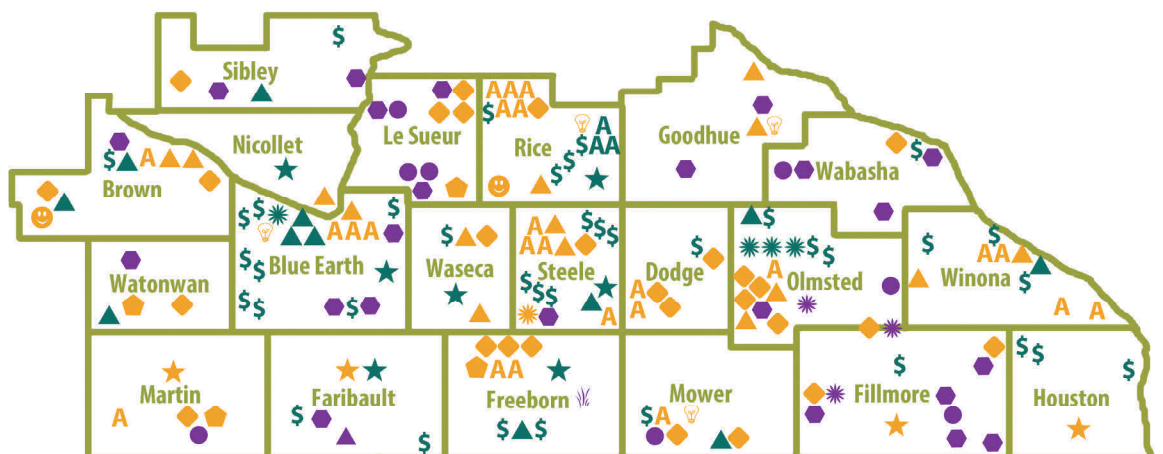
- Invested over \$96.7 million in region since 1986
 - \$41.6 million—programming
 - \$27.4 million—loans
 - \$27.6 million—grants
- Leveraged \$10 for every \$1 in local contributions
- Regional endowment fund exceeds \$34 million
- Awards \$5 million annually through grants, loans, and program support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



- Early Childhood
 - A AmeriCorps LEAP Partner Sites
 - ◆ BookStart Grants
 - 😊 Early Childhood Dental Network
 - ▲ EC Grants
 - ◆ Home Visiting Grants
 - ✱ New ECI Community
 - 💡 Reading Oasis Grants
 - ★ Quality Child Care Program

- Economic Development
 - A AmeriCorps VISTA Sites
 - ▲ ED Grants
 - ✱ Equity Investments
 - \$ Loans
 - ★ SCORE

- Community Development
 - ▲ CD Grant
 - ◆ Community Foundation
 - ✱ Community Growth Initiative
 - ◆ Designated Fund
 - ✱ One Big Thing Grant

Southern Minnesota Initiative Foundation
FY17 Budget

**Budget
FY17**

Expenses

Salary & Benefits	1,697,801
Consultants	75,577
Staff/Board	85,755
Office/Operations	204,597
Grants/Technical Assistance	525,000
Loan Expense	194,500
Restricted Programming	<u>1,695,383</u>
Total Expense	4,478,613

Revenue

Operational

Loan & Interest Revenue	235,241
Restricted Revenue	2,289,019
Spending Policy	1,285,575
McKnight	<u>1,000,000</u>
Total Operational Revenue	4,809,835

Endowment

Endowment Donations	425,000
CommFunds Endowment Donations	300,000
Endowment Investment Income	1,700,000
Spending Policy	<u>(1,285,575)</u>
Total Endowment Revenue	1,139,425

Total Revenue **5,949,260**

*All of the McKnight \$5 million grant was booked as a receivable in FY12.
This amount will not flow through financials in FY17. Put in budget
for demonstration purposes.

Investments in Region:

Programming	4,478,613
Loans	1,100,000
Equity	<u>350,000</u>
Total	5,928,613

Public Support: FY15-FY16

Cash Contributions FY16

FY16 Donations - Endowment

Business (53)	\$52,505
Banks/Financial (43)	\$48,525
City/County (60)	\$155,675
Individuals (104)	\$93,902
Foundations/Nonprofits/Other (3)	\$25,205
Total cash received	\$375,811
Change in Pledges receivable	\$63,064
Net FY16 Recorded Revenue	\$438,875

FY15 Donations - Endowment

Business (55)	\$100,917
Banks/Financial (39)	\$39,263
City/County (60)	\$157,440
Individuals (111)	\$88,808
Foundations/Nonprofits/Other (4)	\$50,505
	\$436,933
Change in Pledges receivable	(\$90,466)
Net FY15 Revenue	\$346,467

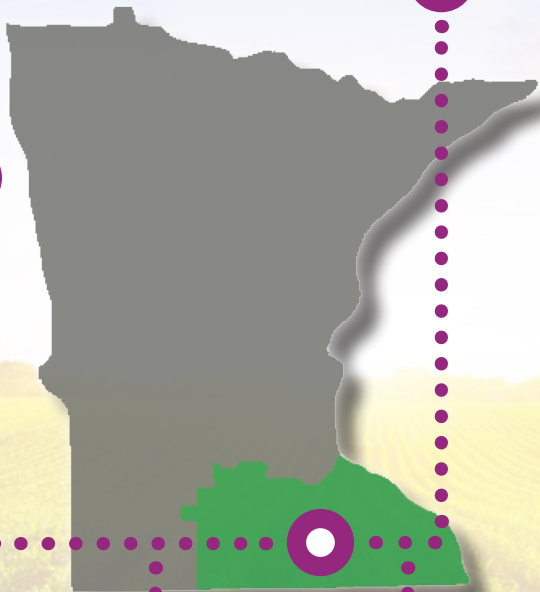
FY16 Donations-Endowment & Program

Business (84)	\$227,060
Banks/Financial (46)	\$84,275
City/County (61)	\$184,675
Individuals (314)	\$121,619
Foundations/Nonprofits/Other (26)	\$453,132
	\$1,070,760

FY15 Donations-Endowment & Program

Business (62)	\$117,517
Banks/Financial (39)	\$40,263
City/County (60)	\$157,440
Individuals (112)	\$88,858
Foundations/Nonprofits/Other (13)	\$320,905
	\$724,983

Collaborating for Regional Growth





 Southern Minnesota
INITIATIVE FOUNDATION



MESSAGE FROM THE PRESIDENT

Every year, the work of Southern Minnesota Initiative Foundation (SMIF) becomes more deeply rooted and entwined. As our loans, grants, and supportive programming take root, we find our partners in turn help us carry out our mission of growing our communities into thriving places to live and work.

Whether we're making a grant to a community group focused on regional growth surrounding the Destination Medical Center project or we're part of a group of investors coming together to support new enterprises, SMIF holds a strategic place in strengthening and contributing to our regional network. It's exciting to hear about the many organic connections that in turn take root from our initial investments.

We are committed to growing even more of these connections in the years to come. As we launch our next strategic planning process and approach our 30th year, we celebrate you as a regional collaborator.

Sincerely,

A handwritten signature in black ink that reads "Tim Penny". The signature is fluid and cursive, with the first name "Tim" and last name "Penny" clearly distinguishable.

Timothy J. Penny, SMIF President & CEO



SOUTHERN MINNESOTA INITIATIVE FOUNDATION'S VISION & MISSION

We envision southern Minnesota as a prosperous and growing region with vibrant communities, innovative and successful businesses, and a skilled and valued workforce. It is our mission to promote regional economic opportunities and collaborations with a focus on entrepreneurs and early childhood development.

SMIF invested **\$5.5M** this past year. Here are some program impact highlights:

ECONOMIC DEVELOPMENT	\$1.3M in programming to support entrepreneurs
	\$1.7M in loans & equity to 36 businesses
	2,100 hours of technical assistance
EARLY CHILDHOOD	\$1.5M invested in early childhood development
	22,000+ books given to children & families
	30,000 hours served by AmeriCorps LEAP members
COMMUNITY DEVELOPMENT	59 community/designated funds managed
	\$127K in matching dollars awarded to funds
	\$525K in program support to community fund projects

For full programming information, visit www.smifoundation.org.

REGIONAL COMMUNITY GROWTH INITIATIVE

Communities coming together to grow the regional economy

SMIF's IMPACT

30 communities
across 11 counties
working together
to address regional
growth needs such as
workforce, housing,
transit, & tourism

With Rochester, home of Mayo Clinic, announcing plans to invest \$6 billion in the coming years to become a Destination Medical Center (DMC), stakeholders from many of the smaller surrounding communities reached out to SMIF to start a conversation on how to leverage this opportunity.

The result was a dynamic Regional Community Growth Initiative that brought together 125 community representatives. The goal: analyze the assets in the 30 communities near Rochester and design a collaborative strategy for broader regional growth. The outcome: Three projects proposed received funds through SMIF's One Big Thing Grant to further the conversation and set actionable next steps.

PROJECT SPOTLIGHT: The Rochester/Olmsted Planning Staff are projecting a 20,000 labor force gap under the DMC growth forecast. SMIF's investment of \$80,000 to *SE MN Together* will help them address the labor force shortage, especially in the smaller communities surrounding Rochester. In the coming year, this group will bring together cross-sector stakeholders for several full-day conversations among county clusters to critically examine workforce issues such as transit needs and housing for the growing workforce.

“To attract workers, we need both thriving small towns and a growth-focused metro area. This means working together to make sure we can all be winners, not just those communities with resources.”

- Natalie Siderius,
Economic Development and Sustainability Director, Winona County



SOUTHERN MINNESOTA EQUITY FUND

Leveraging flexible capital to support local innovators

The Midwest has long been known for its entrepreneurial spirit, but historically, most venture capital to start-ups goes to the coasts and almost all of it into metro areas. The Midwest makes up 19% of the GDP but only attracts about 5% of the nation's venture capital.

This deficiency in flexible capital needed to encourage and support our region's innovators – whether biomedical researchers or engineers advancing agricultural manufacturing – is what led SMIF to create the Southern Minnesota Equity Fund (SMEF). This past year, we made our first four equity investments through SMEF. A key to the success of our ability to make equity investments comes from a strong network of other regional investors.

PROJECT SPOTLIGHT: One recipient of an equity investment is 2014 MN Cup winner 75F, a company launched in Mankato that increases the comfort and energy efficiency of small office buildings through their innovative system of sensors, software, dampers in HVAC ducts, and cloud computing. The market opportunity, according to 75F CEO Deepinder Singh, is \$40 billion. SMIF's equity investment leveraged over \$1.7M from other investment partners for 75F to grow its impact across our region and the Midwest.

“Aided by SMIF's investment, we've been able to leverage other investments to expand our operations regionally and multiply our impact.”

- Deepinder Singh, CEO, 75F



SMIF's IMPACT

4 equity investments totaling \$350,000
\$5.3M leveraged by these investments

QUALITY CHILD CARE PROGRAM

Empowering child care providers to nurture our future leaders



SMIF's IMPACT

22% of child care providers are participating in Parent Aware through QCCP vs. the state average of 10%

“I’ve been doing child care for over 30 years, and I’m still learning new things through QCCP. One of the best parts: networking with other regional providers.”

– Dawn Felton,
Child Care Provider, Caledonia

SMIF’s 20-county region has 2,000 licensed family child care providers who care for over 20,000 children. A 2008 report showed that about 50 percent of Minnesota’s children were ready for kindergarten. The State implemented the Parent Aware Quality Rating & Improvement System to help parents determine the level of school-readiness provided by child care providers.

SMIF recognizes the long-term cost of not having all of our children receive a strong academic start. Yet in our smaller communities, it can be hard for providers to access the necessary trainings and support that it takes to become rated. To help our region’s providers better prepare our next generation of leaders, we partnered with Families First of Minnesota and First Children’s Finance to develop the Quality Child Care Program (QCCP).

QCCP is a holistic training program that focuses on professional growth, mentoring, improving business practice, implementing curriculum assessment tools, and putting providers on track to become Parent Aware rated at a pace that is right for them.

PROGRAM SPOTLIGHT: SMIF has provided this training in eight counties so far and five are slated in the coming year. Over 200 providers have participated in trainings, with nearly 50 signing on for Parent Aware.

INVESTING IN LOCAL FOODS

Linking partners for a stronger regional food network



“With the market demand for local foods growing in the Midwest, we needed the infrastructure to help both growers and consumers. The food hub is the missing link towards a more sustainable food system in southern Minnesota.”

– Joe Domeier, MVAC Food Hub Manager

The market is ripe for local foods. Yet there is a complicated web necessary to get a tomato from a local farmer's field to a consumer's plate. A 2010 USDA report revealed that “the lack of distribution systems for moving local foods into mainstream markets” is a major set-back in helping local farmers meet the local foods demand.

SMIF recognized the need for regional collaborations to grow the market share of local foods and help our small and mid-sized farm entrepreneurs thrive. As part of this effort, we partnered with several area organizations to create a Local Foods Network to forge partnerships between growers, buyers, distributors, and consumers. From this network has come the annual Feast! Local Foods Marketplace event, a gathering of hundreds of local foods growers, buyers, and consumers.

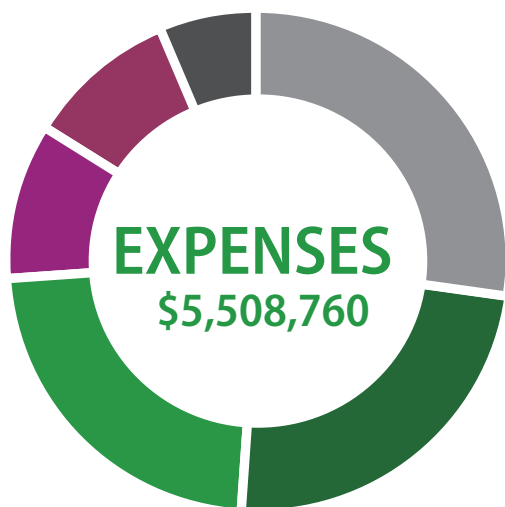
PROJECT SPOTLIGHT: Minnesota Valley Action Council (MVAC) leveraged a \$20,000 Incentive Grant from SMIF to pull together several regional partners such as local schools and colleges, 20 farmers, and other financing partners. Last year, they fulfilled 170 Community Supported Agriculture (CSA) shares and netted \$170,000 in gross sales from food sourced within a 50-mile radius.

SMIF's IMPACT

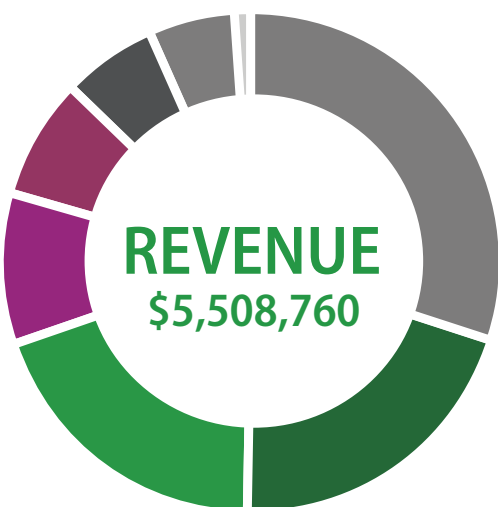
\$1.3 million invested in grants and loans to support local foods initiatives and businesses

2015 Financial Summary

(July 1, 2014 - June 30, 2015)



Early Childhood, 27%
Loan Programs, 24%
Economic Development, 23%
Admin & Fundraising, 10%
Community Funds, 10%
Equity Investments, 6%



Loans, 30%
Spending Policy, 20%
McKnight Foundation, 20%
Community Funds, 10%
Federal Grants, 8%
Local Donations, 6%
In-Kind Donations, 6%
Other, 1%

SMIF's IMPACT Achieved a \$10 to \$1 return on local contributions

ENDOWMENT GROWTH



Audited financials are available upon request.

DONORS

Capstone Club (\$50,000 & above)

*The ABDO Publishing Group, Mankato
 *Blue Cross Blue Shield of Minnesota Foundation, Eagan
 *Capstone, Mankato
 *Corporation for National and Community Service/ServeMinnesota
 *L & N Andreas Foundation, Mankato
 *The McKnight Foundation, Minneapolis
 *Otto Bremer Foundation, Saint Paul

Keystone Club (\$25,000-49,999)

*Federated Mutual Insurance Company, Owatonna

Cornerstone Club (\$10,000-24,999)

*The Bush Foundation, Saint Paul
 *Bill and Katie Rossi Davis, Utica Mark and Mary Davis, Saint Peter
 *Davisco Foods International Inc., Le Sueur
 *Neil and Susan Eckles, Blue Earth
 *Hormel Foods Corporation, Austin City of Mankato
 *Medica Foundation, Minneapolis
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 *Pearson Foundation, NY
 *Tim and Sandy Penny, Owatonna
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Champion (\$5,000-9,999)

Austin Port Authority
 *Albert Lea EDA
 Blue Earth County
 *Center for Prevention-Blue Cross Blue Shield, Saint Paul
 Faribault EDA
 Freeborn County
 *Fred W. and Shelly Krahmer, Fairmont
 City of Owatonna
 City of Northfield
 *Profinium Inc.-Fairmont, Mankato, Owatonna, Truman
 Steele County
 *U.S. Bank-Albert Lea, Amboy, Austin, Blooming Prairie, Fairmont, Mankato, New Prague, Owatonna, Rochester

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*ABDO Eick & Meyers LLP, Edina
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 *AgStar Financial Services ACA, Apple Valley
 *Anderson Center, Saint Cloud
 Angie's Artisan Treats LLC, North Mankato
 Associated Bank-Red Wing, Rochester
 Brown County
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 City of Dodge Center

City of Eagle Lake
 City of Fairmont
 Faribault Foods Inc.
 Federated Rural Electric Association, Jackson
 Fillmore County
 Frandsen Bank & Trust-Dundas, Mankato, Minnesota Lake, Montgomery, New Ulm, North Mankato, Waterville
 Barbara Henoch, Rochester
 Home Federal Savings Bank-Albert Lea, Austin, La Crescent, Rochester, Spring Valley, Winona
 Houston County
 *Iowa Foundation for Microenterprise, Boone, IA
 City of Kasson
 Kato Engineering, Mankato
 *Sue Kolling, Spring Valley
 City of Lake Crystal
 *Le Center EDA
 Le Sueur County
 City of Le Sueur
 City of Lewiston
 Martin County
 Merchants Bank NA, Winona
 *Miken Sports, Caledonia
 Dr. R Drew Miller, Rochester
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 City of New Ulm
 Nicollet County
 New Ulm Telecom
 People's Energy Cooperative, Oronoco
 Peoples State Bank of Plainview
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 Farmers State Bank-Albert Lea, Freeborn, Hartland
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 First Farmers & Merchants Bank
 Bellecheater, Cannon Falls, Goodhue, Le Sueur, Red Wing, White Rock
 First National Bank of Le Center
 First National Bank of Northfield
 First National Bank, Waseca
 First Southeast Bank, Harmony
 *First State Bank MN-LeRoy, Spring Valley
 Freeborn Mower Cooperative Services, Albert Lea
 Goodhue County
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 Janesville State Bank
 *Living Greens Farm, Faribault
 *Lou-Rich Inc., Albert Lea
 *MN Cup, Minneapolis
 Drs. Douglas Nelson and Cheri Olson, La Crescent
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 City of Preston
 Odin State Bank
 *June Reineke, Winona
 Ridley Inc., Mankato
 RTP Company, Winona
 City of Springfield
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 Stinson Leonard Street, Mankato
 *Tim and Debbie McManimon, Owatonna
 Vernon Schaefer, Adams
 Wells Federal Bank-Albert Lea, Mankato, Saint James, Wells
 City of Winthrop

Partner (\$500-999)

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 Accentra Credit Union, Austin
 All American Foods Inc., Mankato

Brown County Rural Electric Association, Sleepy Eye
 City of Brownsville
 Arlan and Bev Burmeister, Owatonna
 Caledonia Haulers Inc.
 Cardinal of Minnesota LTD, Rochester
 *Carleton College, Northfield
 Caves of Faribault ~ Swiss Valley Farms
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 Dr. and Mrs. Edward Frederick, Waseca
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 Fuhrman Real Estate, Austin
 *Tom and Susan Gebur, Owatonna
 ERA Gillespie Real Estate, Owatonna
 *George Glotzbach, New Ulm
 Goodhue County Cooperative Electric, Zumbrota
 City of Goodhue
 *Cheryl Guentzel, Saint Peter
 *Barbara Gunderson, Red Wing
 *Marcia and Jerry Haley, Waseca
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Contributor

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 Alliance Bank, Lake City
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 City of Altura
 *AmazonSmile Foundation, Seattle, WA
 *Ames Farms Limited, Delano
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 Sabra and Bill Otteson, Rio Verde, AZ
 *People's Food Co-op, Rochester
 Petrus Business Consultants, Owatonna
 Kevin Plante, Elysian
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 Rebound Hospitality Group, Northfield
 Reliance Bank, Faribault
 The Retrofit Companies Inc., Owatonna
 Rode Manufacturing Corporation, Truman
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 Darlene Schober, Rushford
 *Kim and Jan Shaffer, Blue Earth
 JoAnn Sheldon, Rochester
 Stanford and Susan Sholem, Rochester
 *Colleen Skillings, New Ulm
 James and Judith Sloan, Rochester
 *Lynn and Chris Smith, Owatonna
 Sno Pac Foods Inc., Caledonia
 *Bonita and Rick Sommers, Waseca
 *Teri and Pat Steckelberg, Owatonna
 Doug and Stacy Steele, Alden
 Donald Sudor, Rochester
 Curt Summer, Owatonna
 *Donald and Stephanie Supalla, Rochester
 Sustainable Farming Association, Princeton
 Joe and Mary Sweere, Owatonna
 Mike and Gina Tuohy, Chatfield
 *University of MN Foundation, Minneapolis
 Jake Vela, Austin
 Ruth Vortherms, Le Sueur
 *Bob Wallace, Fairmont
 Denis Warta, New Ulm
 Watonwan Farm Service Company, Truman
 Joseph Weis, Rochester
 *Pat Whisnant, Rochester
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 Windings, Inc., New Ulm
 Ron and Judy Yaggy, Rochester

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Board Chair, Welcome
Consultant

JENNIFER SAWYER
Board Vice Chair,
Northfield
Principal, Rebound Enterprises

JUNE REINEKE
Board Secretary, Winona
WSU Children's Center Director,
Winona State University

RAYMOND STAWARZ
Board Treasurer,
Owatonna
Community Leader and Volunteer

TRUSTEES

ADENUGA ATEWOLOGUN
Austin
President, Riverland Community
College

SUZANNE BLUE
Red Wing
Owner, Sturdiwheat Inc.

LISA CLARKE
Rochester
Executive Director, Destination
Medical Center's Economic
Development Agency

DAVE FISK
Wabasha
Owner, Fisk Properties LLC

SUE HARRIS
Saint James
Community Education Director,
Saint James Public Schools

TRACY JEVNING
Waseca
Executive Administrator, ICAN Inc.

SUE KOLLING
Spring Valley
Senior VP of Cash Management,
Home Federal Savings Bank

FRED W. KRAHMER
Fairmont
Attorney, Krahmer Law Office

DAVID KRUEGER
Arlington
Executive Director, Meeker County
Economic Development Authority

CINDY SCHEID
Owatonna
Principal, CliftonLarson Allen LLP

COLLEEN SKILLINGS
New Ulm
CFO, MN Valley Testing
Laboratories Inc.

STAFF

MANAGEMENT TEAM

TIM PENNY
President & CEO

PAM BISHOP
Vice President, Economic
Development

BRIAN CONZEMIUS
Chief Financial Officer

RAE JEAN HANSEN
Vice President, Early Childhood

JENNIFER NELSON
Vice President, Development

STAFF

ALISSA BLAHA
Development Coordinator

TOM GEBUR
Technology Coordinator

BARBARA GUNDERSON
AmeriCorps LEAP Director

MARCIA HALEY
SBA Lending Director

JENNIFER HEIEN
Grants Coordinator

RONA HOLCOMB
Early Childhood Associate

JOHN KATZ
Business Specialist

MELISSA LANGER
Operations Coordinator

CONNIE LAU
Lending Coordinator

DIANE LEWIS
Lending Officer

KALLIE ROLLENHAGEN
Communications Coordinator

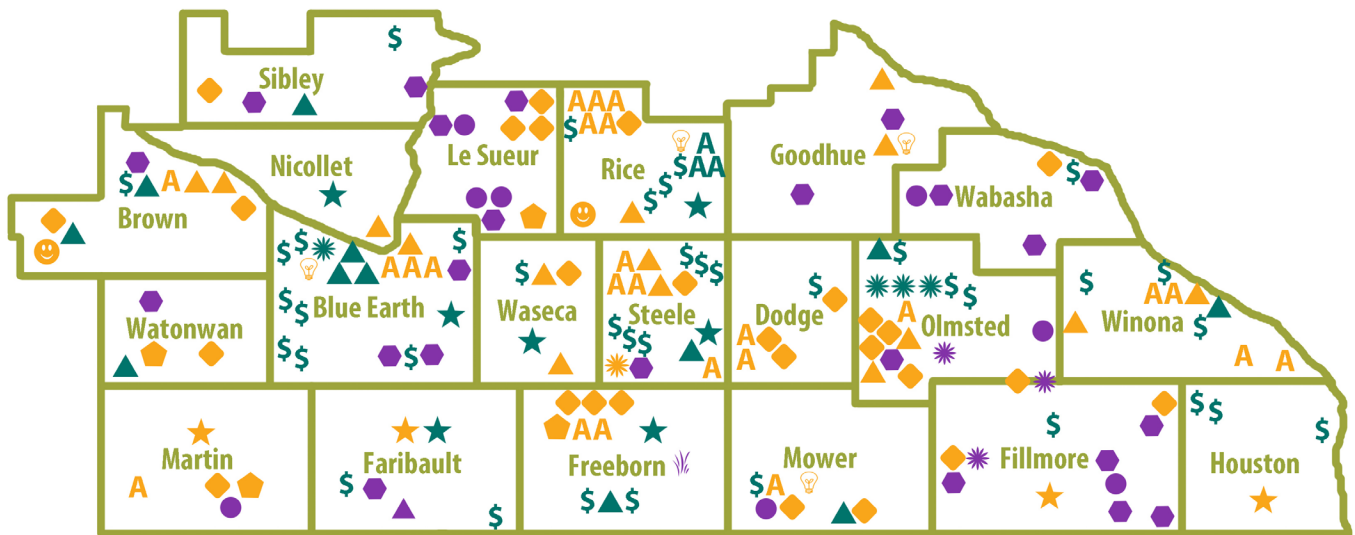
LYNN SMITH
AmeriCorps LEAP Coordinator

BONITA SOMMERS
Finance Coordinator

TERI STECKELBERG
Early Childhood Director



FY15 ACTIVITY



Early Childhood

- A AmeriCorps LEAP Partner Sites
- ◆ BookStart Grants
- 😊 Early Childhood Dental Network
- ▲ EC Grants
- ◆ Home Visiting Grants
- ✱ New ECI Community
- 💡 Reading Oasis Grants
- ★ Quality Child Care Program

Economic Development

- A AmeriCorps VISTA Sites
- ▲ ED Grants
- ✱ Equity Investments
- \$ Loans
- ★ SCORE

Community Development

- ▲ CD Grant
- ◆ Community Foundation
- ✱ Community Growth Initiative
- Designated Fund
- ✱ One Big Thing Grant

May 2015

Nick Haggenmiller
City of Northfield
801 Washington St
Northfield, MN 55057

Dear Mr. Haggenmiller and City Council Members:

We all want our communities to be vibrant and prosperous. For children to be nurtured, educated, and given the tools to become valued and productive members of society. For our businesses to thrive, create jobs, and give back to their communities.



Since 2014 SMIF has invested more than \$560,000 into Rice County. In the last two years, with our donors' help, we supported the following community efforts in your county:

- Supported the creation of a Reading Oasis room at Northfield Community Resource Center providing children with a safe consistent place for reading and learning.
- Faribault Public Schools received a grant to provide school readiness programming for children ages 3-5 and their adult caregivers at the Cannon River Mobile Home Park.
- Provided loans in partnership with local financial entities to the following: F-Town Brewing Company and Deaf Friendly Biz LLC.
- AmeriCorps VISTA members worked with the Northfield Healthy Initiative, TORCH Program at Northfield High School and Main Street Project to increase capacity for current and future entrepreneurs.

The examples above are just a few highlights of our work, please see the enclosed fact sheet for more information. SMIF's work in early childhood and economic development is ensuring our community's bright future—but we need your help! Thank you for your gift of **\$5,000** in 2014. Next year, we request that you consider a per capita request of **\$5,800**, see box below. For every \$1 SMIF raises in your county, we spend, on average, \$10 back into your county; this exponentially increases the impact of your donation.

With your help, we will continue to make a difference in the lives of those living in southern Minnesota.

Sincerely,

Tim Penny
President & CEO

cc: Jennifer Sawyer, SMIF Board Member

Enclosure

Please consider a per capita contribution this year. Your per capita is \$0.25. We request:

Your population: 20,007
X \$ per person: \$0.28

For a total donation of: \$5,800