Southern Minnesota
INITIATIVE FOUNDATION
*Celebrating **30 years** of community investments*

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

Southern Minnesota INITIATIVE FOUNDATION

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$3,869,680

34 LOANS	155 GRANTS
$2,586,186	$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.

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.

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

Southern Minnesota
INITIATIVE FOUNDATION

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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

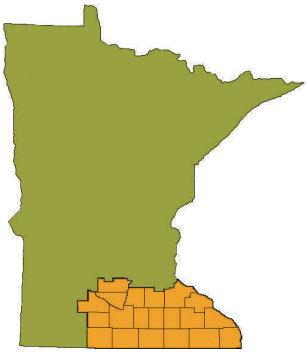
Promote regional economic opportunities and collaborations with a focus on entrepreneurs and early childhood development.

Catalyst for Economic Growth

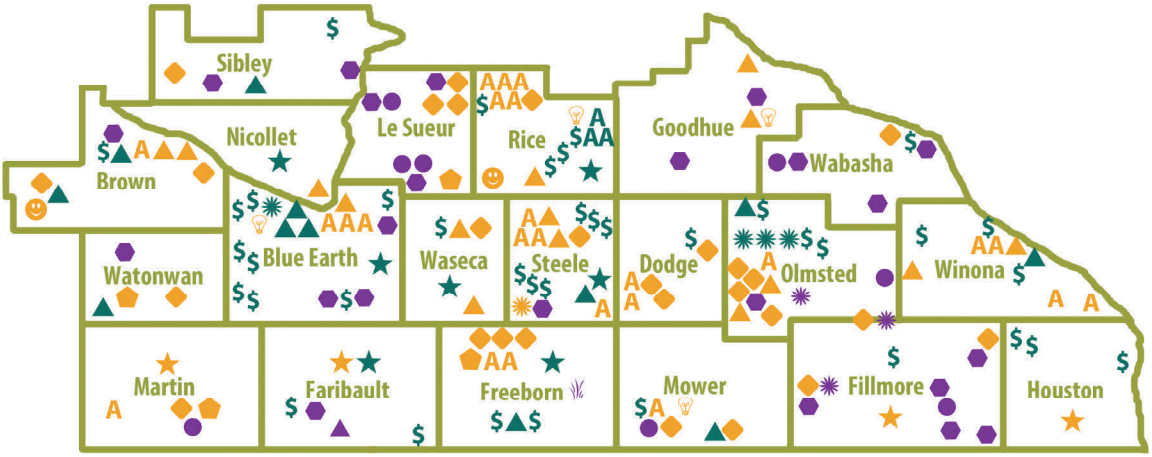
- Invested over $96.7 million in region since 1986
  - $41.6 million—programming
  - $27.4 million—loans
  - $27.6 million—grants
- Leveraged $10 for every $1 in local contributions
- Regional endowment fund exceeds $34 million
- Awards $5 million annually through grants, loans, and program support
- 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	1,695,383
Total Expense	**4,478,613**
Revenue	
Operational	
Loan & Interest Revenue	235,241
Restricted Revenue	2,289,019
Spending Policy	1,285,575
McKnight	1,000,000
Total Operational Revenue	4,809,835
Endowment	
Endowment Donations	425,000
CommFunds Endowment Donations	300,000
Endowment Investment Income	1,700,000
Spending Policy	(1,285,575)
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	350,000
Total	5,928,613

Southern Minnesota INITIATIVE FOUNDATION

Celebrating 30 years of community investments

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

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

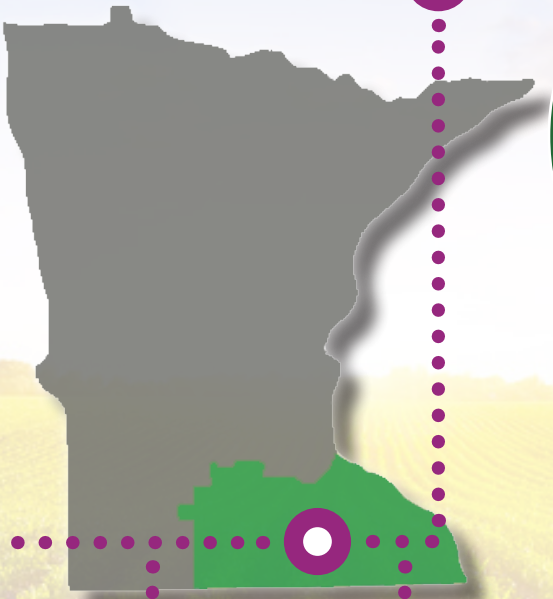
FY15 Donations - Endowment	
Business (55)	$100,917
Banks/Financial (39)	$39,263
City/County (60)	$157,440
Individuals (111)	$88,808
Foundations/Nonprofits/Other (4)	$50,505
	$436,933
Change in Pledges receivable	($90,466)
Net FY15 Revenue	$346,467

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

ANNUAL REPORT 2015

Southern Minnesota
INITIATIVE FOUNDATION

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,

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

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.

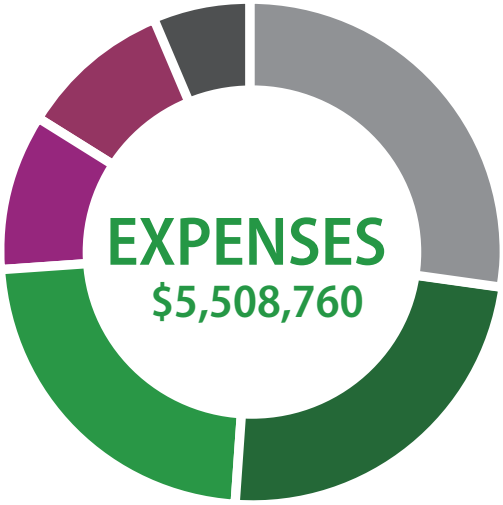
SMIF recognized the need for regional collaborations to grow the market share of local foods and help our small and mid-sized farm entrepreneurs thrive. As part of this effort, we partnered with several area organizations to create a Local Foods Network to forge partnerships between growers, buyers, 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.

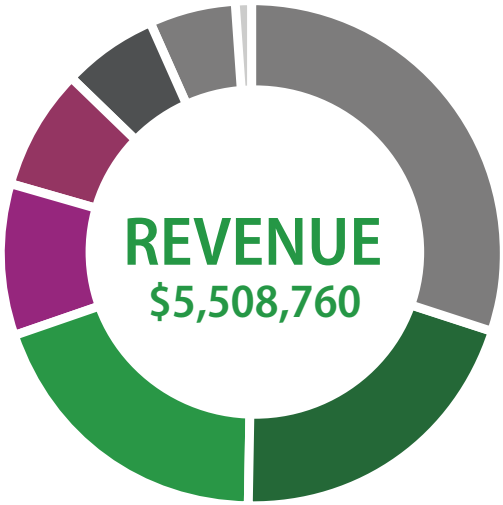
> *"With the market demand for local foods growing in the Midwest, we needed the infrastructure to help both growers and consumers. The food hub is the missing link towards a more sustainable food system in southern Minnesota."*
>
> *– Joe Domeier, MVAC Food Hub Manager*

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%

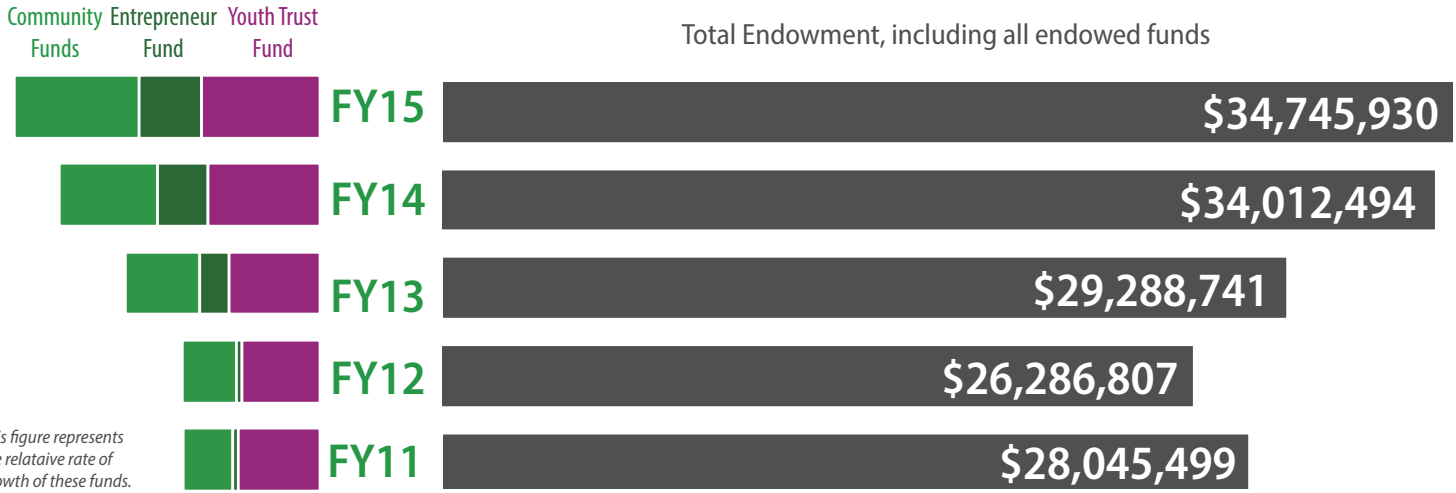


Loans, 30%
Spending Policy, 20%
McKnight Foundation, 20%
Community Funds, 10%
Federal Grants, 8%
Local Donations, 6%
In-Kind Donations, 6%
Other, 1%

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

ENDOWMENT GROWTH

Total Endowment, including all endowed funds



This figure represents the relataive rate of growth of these funds.

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
MN Elevator Inc., Mankato
Olmsted County
*Pearson Foundation, NY
*Tim and Sandy Penny, Owatonna
City of Rochester

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

Leader ($1,000-4,999)

*ABDO Eick & Meyers LLP, Edina
Acentek, Houston
*AgStar Financial Services ACA, Apple Valley
*Anderson Center, Saint Cloud
Angie's Artisan Treats LLC, North Mankato
Associated Bank-Red Wing, Rochester
Brown County
City of Chatfield
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
Mower County
City of New Ulm
Nicollet County
New Ulm Telecom
People's Energy Cooperative, Oronoco
Peoples State Bank of Plainview
Pine Island EDA
Pioneer Bank-Elmore, Lewisville, Madelia, Mapleton, Mankato, North Mankato, Saint James
Red Wing Port Authority
*Gary and Patricia Ray, Austin
Rice County
Root River State Bank, Chatfield
Roundbank & Roundbank Insurance Agency-New Prague, Waldorf, Waseca
*Rushford Foods
City of Rushford
City of Saint Peter
*Jennifer Sawyer, Northfield
Sibley County
City of Spring Valley
*Raymond and Helen Stawarz, Owatonna
Sterling State Bank-Austin, Lyle, Rochester
Tri-County Electric Cooperative, Rushford
United Prairie Bank-Mankato, New Ulm, Owatonna, Waseca
Valley Design Enterprises Inc., Fountain
Wabasha County
Waseca County
City of Waseca
Watonwan County
Wells Concrete
Winona County
Zumbrota EDA

Partner ($500-999)

aba Water Systems Inc., Plainview
Accentra Credit Union, Austin
All American Foods Inc., Mankato
City of Arlington
*Jean Burkhardt, Welcome
Bank of Zumbrota
Tom and Kathleen Berg, New Ulm
Blooming Prairie EDA
City of Byron
Jane and Mary Campion, Rochester
CliftonLarsonAllen LLP-Austin, Mankato, New Ulm, Owatonna, Waseca
Community Resource Bank-Cannon Falls, Northfield
Farmers State Bank-Albert Lea, Freeborn, Hartland
First Bank Blue Earth
First Farmers & Merchants Bank Bellechester, 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
William and Jeanne Hankerson, Owatonna
Janesville State Bank
*Living Greens Farm, Faribault
*Lou-Rich Inc., Albert Lea
*MN Cup, Minneapolis
Drs. Douglas Nelson and Cheri Olson, La Crescent
New Prague EDA
City of Preston
Odin State Bank
*June Reineke, Winona
Ridley Inc., Mankato
RTP Company, Winona
City of Springfield
*Spring Grove Communications
Steele-Waseca Cooperative Electric, Owatonna
City of Stewartville
Stinson Leonard Street, Mankato
*Tim and Debbie McManimon, Owatonna
Vernon Schaefer, Adams
Wells Federal Bank-Albert Lea, Mankato, Saint James, Wells
City of Winthrop

Contributor

1st United Bank, Faribault
Ken and Jan Albrecht, North Mankato
City of Alden
Alliance Bank, Lake City
Altura State Bank
City of Altura
*AmazonSmile Foundation, Seattle, WA
*Ames Farms Limited, Delano
Larry and Sonja Anderson, Frost
Robert and Kathy Baarsch, Spring Valley
Bank Midwest, Fairmont
Al and Nancy Berning, Lake City
*Bethel Lutheran Church, Rochester
Andrew and Anne Biebl, New Ulm
*Pamela and Kevin Bishop, Glenville
*Suzanne Blue, Red Wing
*Bruce Boyce and Sally Takala, Waseca
City of Bricelyn
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
*Carol and Ben Cerney, Albert Lea
*Dan and Tami Christianson, Preston
*Lisa Clarke, Rochester
Ted and Kathy Colescott, Rochester
College City Beverage, Dundas
*Renee and John Compton, Owatonna
*Brian and Dawn Conzemius, Lakeville
Danielson Insurance Agency Inc., Caledonia
Gerald and Carol Deetz, Owatonna
Jeanne Dombrosky, Owatonna
Einhaus, Mattison, Carver & Haberman P.A., Owatonna
Essig Agency Inc., Spring Valley
European Roasterie Inc., Le Center
Jody and Duane Feragen, Austin
First State Bank of Le Center
*David and Marta Fisk, Wabasha
Keith and Deloris Fligge, Albert Lea
Buck and Joan Foot, Red Wing
Foresight Bank, Plainview
City of Fountain
Dr. and Mrs. Edward Frederick, Waseca
Maryann Frietsche, Winona
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
City of Hammond
Rob Hammond, Okoboji, IA
*Rae Jean and Harlan Hansen, Blooming Prairie
*Don and Mary Louise Hayden, Kilkenny
Bukata Hayes, Mankato
*Jennifer Heien, Owatonna
HGA, Rochester
*Lee and Carol Himle, Spring Valley
*Jim and Gayle Hoiness, Rushford
*Rona and Anthony Holcomb, Owatonna
HomeTown Credit Union, Owatonna
*The Hormel Institute, Austin
*Lynda Jacobsen, Mankato
Marjorie Jenkins, Saint James
*Tracy Jevning, Waseca
Jan Joannides and Brett Olson, Zumbro Falls
Catherine Johnson, Minneapolis
Leigh Johnson, Rochester
*Kalona Organics, Kalona, IA
*John Katz, Waseca
Sally and Michael Keating, Rochester
KMTelecom, Kasson
*David Krueger, Arlington
Joseph and Sylva Kubicek, Lake Crystal
Lanesboro Public Utilities
*Melissa and Ken Langer, Owatonna
Ferman and Doris Lanning, Plainview
*Connie Lau, Owatonna
Don and Phyllis Layton, Rochester
Diane Lewis, Waseca
Barb Miller, Rochester
City of Minneiska
MinnStar Bank NA, Lake Crystal
Mississippi Welders Supply Company, Winona
MN Valley Federal Credit Union, Mankato
Jerry and Mary Monson Sr., Owatonna
Morgan Stanley, Rochester
*Jennifer Nelson, Dundas
City of New Richland
Next Generation Pork Inc., LeRoy
Catherine Olson, Rochester
David Olson, Rochester
Cindy and Richard O'Meara, Owatonna
*Oneota Community Food Co-op, Decorah, IA
Sabra and Bill Otteson, Rio Verde, AZ
*People's Food Co-op, Rochester
Petrus Business Consultants, Owatonna
Kevin Plante, Elysian
Irvin and Maureen Plitzuweit, Eyota
Rebound Hospitality Group, Northfield
Reliance Bank, Faribault
The Retrofit Companies Inc., Owatonna
Rode Manufacturing Corporation, Truman
*Kallie Rollenhagen, Owatonna
Michael and Barbara Ruzek, Austin
Darlene Schober, Rushford
*Kim and Jan Shaffer, Blue Earth
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Southern Minnesota
INITIATIVE FOUNDATION

525 Florence Avenue I PO Box 695
Owatonna, MN 55060
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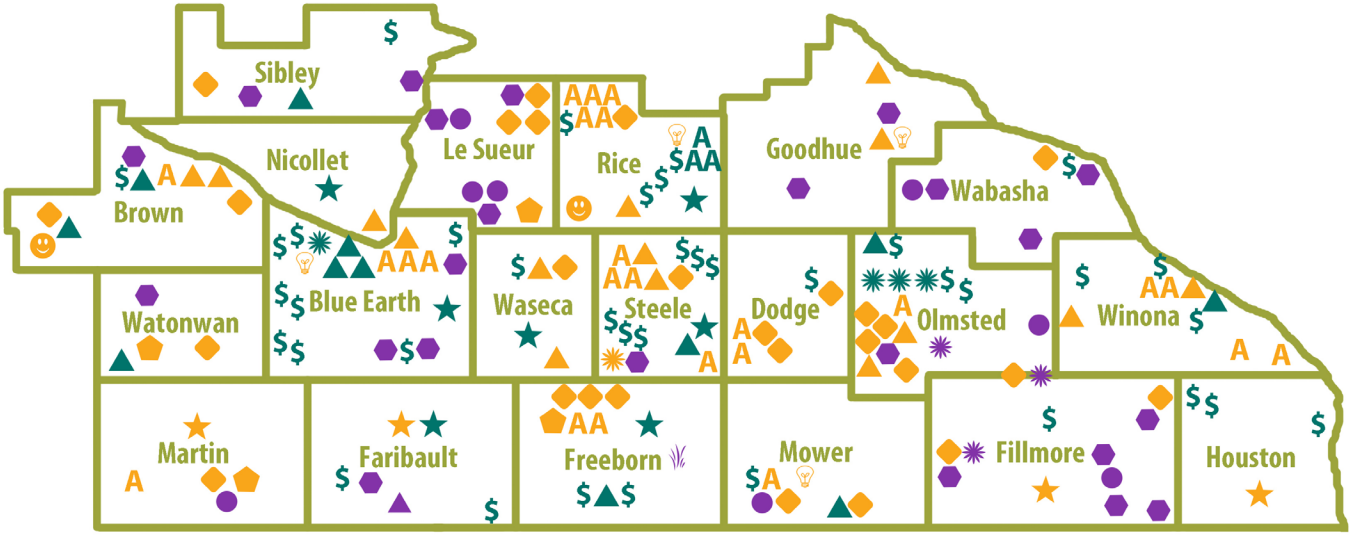
FY15 ACTIVITY



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