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Contact: Eric Ewald
EDAM Executive Director
(651) 290-6266 or (612) 490-2652

FOR IMMEDIATE RELEASE

**Economic Development Association of Minnesota (EDAM)
Names Award Winners**

ST. PAUL, MN — The Economic Development Association of Minnesota (EDAM) announced winners of the organization's annual Economic Development Awards on June 20 at the organization's Summer Conference. EDAM serves economic development professionals throughout Minnesota and has more than 500 members who represent private enterprise, local and regional economic development agencies, chambers of commerce and utilities. The Development awards are given annually at the EDAM Summer Conference to recognize individuals or organizations that deserve recognition for outstanding economic development achievement. Nominations are submitted throughout the spring and winners are selected by an awards committee comprised of EDAM members.

Following are this year's winners:

Best Economic Development Marketing Campaign

Faribault Economic Development Authority, Faribault Chamber of Commerce, and Faribault Industrial Development Corporation

The Faribault EDA worked in partnership with the Faribault Chamber of Commerce and Faribault Industrial Development Corporation to develop an overall branding and image campaign.

Faribault's marketing materials are unique and award-worthy in several key ways. First, the photography and well-written narrative artistically captures Faribault's excellent quality of life and competitive economic development opportunities. Second, the marketing materials present a common theme and message that is shared and used by each of the partners. Finally, the marketing materials allow for expansion of the brand to other media types such as radio spots, television ads, postcards, newsletters and more.

Best Redevelopment Project

Minneapolis Business Center

The Minneapolis Business Center is located in the Humboldt Industrial Park in the Shingle Creek Neighborhood on the northwest side of Minneapolis. It occupies a 10-acre brownfield previously owned by Canadian Pacific Railroad that sat vacant for more than 90 years. This was due primarily to the fact that the site was contaminated by a pesticide

spill that occurred on an adjacent property, and because it contained petroleum impacted street sweepings.

Real Estate Recycling acquired the property and worked closely with the City of Minneapolis and the Shingle Creek Neighborhood Association to design a state-of-the-art industrial building. The total cost of this project was just under \$9 million, which included acquisition, demolition, site preparation, pollution remediation, new construction, and public improvements. Partners in the project include the City of Minneapolis, Hennepin County, the Metropolitan Council and DEED.

Best Business Recruitment Project

City of Dawson for the Great Plains Lamb and Veal Project

In 1999, the City of Dawson established a TIF district to assist with the development of the City's industrial park. Shortly thereafter, a group of area pork producers who had formed a cooperative approached the City about building a processing facility in the industrial park. The City, along with Lac Qui Parle County, Minnesota Valley Rural Electric Cooperative, the USDA, DEED and several area lenders partnered to provide financing for the project. This project will create a minimum of 35 jobs paying minimum average wages of \$10.58 per hour. It is likely that this project will create an additional 55 jobs within the first few years of business. All of these jobs could have gone to South Dakota.

Best Business Retention/Expansion Project

City of Montevideo and the Montevideo EDA for the J&D Construction project

J&D Construction is a manufacturing and construction business that provides products and services to the agriculture and renewable energy industries. J&D Construction opened its doors in 1980 with only two employees. The owners founded the company by working out of a used 1974 pick-up truck they purchased with an 18% interest loan.

J&D Construction invested more than \$1 million in the project. The 33,000 square foot facility features a two-level, 90-foot-diameter circular office building that replicates a 500,000-bushel capacity grain bin, which is a product manufactured by the company. The relocation project allowed for the creation of ten new full-time jobs, paying an average wage of \$11.76 per hour. Today, the company employs 75 people, and is involved in projects throughout a multi-state area.

Best Development Partnership Award

North Branch EDA

In 2003, the City of North Branch began the process of developing 400 acres for a mixed-use development located north of Highway 95 and adjacent to Interstate 35. The development would accommodate 100 acres of work force housing, 20 acres of commercial property and 200 acres delineated for industrial development. By 2005, the City had acquired all but 93 acres adjacent to Interstate 35. Concurrent with the land purchase(s), an AUAR was completed, buildings were removed and planning for the infrastructure was completed. In 2006, street, utility and regional storm pond projects were completed to prepare the property for development. In 2006, a developer for the

housing and commercial project was selected, with development anticipated to begin in mid-2007.

Best Economic Development Initiative

Frontier Communications

Thanks to a partnership that included Frontier Communications, DEED Marketing and Business Development, DEED Dislocated Worker Program, Dakota County Technical College, DEED Workforce Center, DEED Labor Market Analysts, DEED Information Analysis, DEED Communication Division, the Burnsville Chamber of Commerce and the City of Burnsville; 153 jobs representing \$6.7 million in payroll in Minnesota were retained, with the possibility of adding another 50 to 100 jobs and an additional payroll of \$3-\$6 million.

EDAM President's Award

Thomas Schottenbauer

Tom began his career with Schoell Madson 38 years ago, in 1968, as a survey crew chief and worked his way to become the head of business development. Tom was very instrumental in construction staking of new developments in Minnetonka, Chanhassen and Eden Prairie. Many of the trunk sewer systems in the southwestern suburbs were staked by Tom or under his supervision. After many years of developing a friendly client base in the field, Tom transferred into the office and developed the Marketing Program for Schoell Madson. His efforts and knowledge of surveying and engineering gave Tom the expertise to become the director of business development.

Tom has been a fantastic volunteer for EDAM, serving the organization in multiple capacities throughout the years. In recent years, Tom has been a huge asset to EDAM's member recruitment and retention efforts. Tom has been and continues to be a great friend and colleague to many EDAM members.

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