BLAEDC ACCOMPLISHMENTS

<table>
<thead>
<tr>
<th>BLAEDC Organization</th>
<th>1987-2018</th>
<th>Total Program Accomplishments</th>
</tr>
</thead>
<tbody>
<tr>
<td>15 Projects</td>
<td>$13.08 Million in Capital Investments</td>
<td>448 Projects</td>
</tr>
<tr>
<td>119 Jobs Created, 93 Jobs Retained</td>
<td>$707.06 Million in Capital Investments</td>
<td>5,913 Jobs Created</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>KEY Recruitment Program</th>
<th>2016-2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>13 Hires</td>
<td>24 Hires</td>
</tr>
<tr>
<td>12 Spousal Referrals</td>
<td>12 Spousal Referrals</td>
</tr>
<tr>
<td>28 New People to the Area</td>
<td>50 New People to the Area</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>BLAEDC Unified Fund</th>
<th>2016-2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>6 Projects</td>
<td>$5.14 Million Total Project Investment</td>
</tr>
<tr>
<td></td>
<td>$520,198 Total BUF Financing</td>
</tr>
<tr>
<td></td>
<td>31 Jobs Created, 36 Jobs Retained</td>
</tr>
<tr>
<td></td>
<td>$5.27 Million Total Project Investment</td>
</tr>
<tr>
<td></td>
<td>$506,668 Total BUF Financing</td>
</tr>
<tr>
<td></td>
<td>34 Jobs Created, 37 Jobs Retained</td>
</tr>
</tbody>
</table>

THE BLAEDC TEAM
Sheila Havercamp, Executive Director
Mike Bjorkness, Workforce Director
Tyler Glynn, Economic Development Officer
Chebby Rediske, Marketing Coordinator
Megan Rehbnein, Office Administrator

BLAEDC and CREDI have formed a strong partnership and work together to support economic development in Crow Wing County. Shared staff between the two organizations provide efficiencies and expertise throughout the region.

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224 West Washington Street, Brainerd MN 56401

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BRAINERD LAKES AREA ECONOMIC DEVELOPMENT CORPORATION
Incorporated

Together... we are stronger.
The Brainerd Lakes Area Economic Development Corporation (BLAEDC) has an overall mission to Expand Business, Build Community, and Grow Jobs in Crow Wing County. From the Cuyuna Area to our Lake Country, to Baxter and Brainerd, we have had significant economic growth this past year and can celebrate working together to make each of our communities stronger.

BLAEDC has helped lead — or been a strategic partner — in multiple economic development efforts. We encouraged and supported private sector investments, assisted with gap financing, were instrumental in filling key positions to help companies grow, and supported multiple community development initiatives. We would like to highlight three of our growing economic development strategies this year.

A nearly $3 million dollar pool of funds is now available to support business growth in our communities. The numbers are astounding with loans totaling more than half-a-million dollars with an average loan of $88,500, and 66 jobs created or retained in only one year! Due to our success, BLAEDC has received inquiries from communities all across the state to help them implement similar programs. We are proud to be a partner in making our communities stronger together!

We are receiving national recognition for our creativity in helping to solve the workforce issues of our local companies. Our program has developed into a multi-prong approach to meet hiring needs including:

- **Key Recruitment** — We develop and implement attraction strategies to bring your company certain skill sets and management expertise
- **Talent Marketing and Spousal Placement** — We connect and network individual talent
- **Consulting Expertise** — We join hiring teams to help select talent
- **Educational Presentations** — We provide workforce insights to help plan for the future

BLAEDC EXEC Bruce Buxton is weaving together the numerous initiatives occurring in downtown Brainerd and building upon them. This past year has been exciting for energizing downtown. The City of Brainerd started a farmer’s market in downtown. HRA secured additional grant funds to invest in downtown properties, art organizations located in town, a new mural was painted, riverfront planning and projects continued, new businesses started, property owners reinvested, and so much more. It’s exciting!

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**2018 Economic Development Highlights for Crow Wing County**

- **Pequot Tool Expands Workforce**
- **Pequot Lakes Business Park Development**
- **Jayme Hira Expands and Buys Shore Canoe**
- **Harmony Acquires Formax Banner Facility**
- **Graphic Packaging Utilizes KEY Spousal Placement**
- **Modified Tool Receives BUFIN Loan to Support Local Succession Plan**
- **CMRC Takes on KEY Program to Assist with Spousal Placement**

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**Brainerd/Baxter Area Circle**

- Gulfview Technologies Secures BUFIN Financing
- BUFIN Financing Provided to Brainerd Distillery
- Glacier Ice House Expands Manufacturing Operations
- Lexington Gains Expertise through KEY Talent Program
- LINEAR/Auxilibrus Hire KEY Talent to Grow Company
- Essentia Health Hires Staff with Help of Talent Marketing

**Lakes Area Circle**

- Pequot Tool Utilizes the KEY Program for Workforce and Development
- Growth Zone Expands to 90+ Employees
- BUFIN Financing Approved for Outdoor Insights
- Pequot Lakes Business Park Continues Its Strategic Planning

**Cuyuna Area Circle**

- Aeropipe Acquires Former Parker Hannifin Facility
- Graphic Packaging Utilizes KEY Spousal Placement
- Modified Tool Receives BUFIN Loan to Support Local Succession Plan
- CMRC Takes on KEY Program to Assist with Spousal Placement