



ECONOMIC DEVELOPMENT AUTHORITY REGULAR MEETING AGENDA

12:00 P.M., (NOON) WEDNESDAY, January 28, 2026
City Hall Training Room, 1st Floor | Livestream on Facebook

The mission of the Economic Development Authority is to maintain and improve the economic vitality of East Grand Forks by:

- *Retaining & growing local businesses*
- *Creating & supporting investment & growth opportunities for commercial activities*
- *Creating & supporting opportunities for residential growth, including workforce housing*
- *Working to develop a workforce capable of meeting current & future needs of local employers.*

REGULAR MEETING

1. Roll Call: President Grinde, Board Members Black, Hecht, Helms, Horken, Stai, & Pokrzywinski
2. Approval of the minutes
 - a. 12/17/25 Regular Meeting
3. Bills and Communications
 - a. Review of Accounts Payable: January 6, 2026; January 20, 2026
4. Reports
 - a. Delinquencies Update- none
 - b. Director's Reports
 - c. Financial Reports- Karla
 - d. Social Media Report
5. Unfinished Business
6. New Business
 - a. Upcoming Events EDA Participation
 - b. 2311 & 2315 Pinehurst Lots Combine
 - c. NW MN Economic Insights
 - d. Intergovernmental Retreat Recap
 - e. Monthly E-blast to Quarterly
 - f. 280 Fund Use Alignment, *feat.* Karla
7. CLOSED SESSION: M. Brockling Annual Review
8. Adjournment

Upcoming Meetings:

12:00pm February 25, 2026
12:00pm March 18, 2026
12:00pm April 22, 2026
12:00pm May 27, 2026

No June or July- Travel Season

12:00pm August 26, 2026
12:00pm September 23, 2026
12:00pm October 28, 2026
12:00pm December 16, 2026

Individuals with disabilities, language barriers or other needs who plan to attend the meeting and will need special accommodations should contact Nancy Ellis, ADA Coordinator at (218)-773-2208. Please contact us at least 48 hours before the meeting to give our staff adequate time to make arrangements. Also, materials can be provided in alternative formats for people with disabilities or with limited English proficiency (LEP) by contacting the ADA Coordinator (218)-773-2208 five (5) days prior to the meeting.

UNAPPROVED MINUTES OF THE REGULAR MEETING OF THE BOARD MEMBERS OF THE EAST GRAND FORKS ECONOMIC DEVELOPMENT AUTHORITY (EDA)

A regular meeting of the Board Members of the East Grand Forks Economic Development Authority was held at Noon on December 17, 2025, at The Blue Moose.

Roll Call:

Meeting was called to order by President Grinde at 12:00 pm.

EDA Board present at roll, Board Members: Dale Helms, Josh Grinde, Daniel Black, Justin Hecht, Ben Horken and Penny Stai.

Absent: Ben Pokryzwinski

Staff present: Maggie Brockling, (EDD) Economic Development Director, Brenda Ault (EA), Executive Assistant; Ron Galstad (CA) City Attorney, and Karla Anderson (FD) Finance Director, Reid Huttenun, (CA) City Administrator.

Also Present: Barry Wilfahrt, Chamber President/CEO

1. Roll Call: President Grinde determined a quorum was present.

2. Approval of Minutes

a. October 22, 2025 Regular Meeting

A Motion was made to approve October 22, 2025 Regular Meeting Minutes, by Board Member Horken, seconded by Board Member Hecht. M/S/P- Horken, Hecht; 6-0, mc.

3. Bills and Communications

a. Review of Accounts Payable: November 4, 2025; November 18, 2025; December 2, 2025; December 16, 2025
No Questions.

4. Reports

a. Delinquencies – None

b. Director's Reports: EDD Brockling stated that she has spent the last couple months focused on wrapping up and planning for next year's activities. She has been coordinating with a couple struggling businesses with the right contacts/resources to help. The Microloan program and budget year 2026's residential tax abatement were both approved. The full report is in the packet.

c. Financial Reports: FD Anderson stated that the full reports have been emailed and the Cash Balance sheet for October and November are in the packet. Year-end transfers will be made soon. The new 634 account has been set up for discretionary interest earned for the Microloan Program. No Questions.

d. Social Media Analytics: Brockling stated that year end analytics are amazing. We have gained 448 new followers, total views for the year was 416,500, having 16,484 views in a 24-hour time period. Last year it was only 2,378. The content interactions for 2024

December 17, 2025

MINUTES OF THE REGULAR MEETING OF THE EAST GRAND FORKS ECONOMIC DEVELOPMENT AUTHORITY (EDA) (continued)

total were 1,200 and 133 in one day. She commended Ault's work and the Board expressed their appreciation as well.

5. Unfinished Business

a. Waters Edge Mowing Pricing: received 4 bids, after discussion on the different options.

A Motion was made to approve K&H Custom's bid for 3-years, \$7,200/year, by Board Member Horken, seconded by Board Member Stai.

Motion was not approved, after additional discussion, Board Member Horken amended his motion as follows.

A Motion was made to approve K&H Custom's bid for 2-years, \$8,000/year, with a termination clause, by either party, at any time. by Board Member Horken, seconded by Board Member Stai. M/S/P: Horken, Stai: RCV: Black-Y, Stai -Y, Grinde -Y, Hecht -Y, Horken -Y, Helms -Y; 6-0, mc.

6. New Business

a. Covid Loan Amendment:

EDD Brockling stated one had financial hardship. The Loan Committee met and gave some repayment options to choose from. They choose an \$80 monthly payment, extended terms with no interest. They have less than \$2,000 left to pay.

A Motion was made to approve those terms, by Board Member Hecht, seconded by Board Member Horken. M/S/P: Hecht, Horken: RCV: Black-Y, Stai -Y, Grinde -Y, Hecht -Y, Horken -Y, Helms -Y; 6-0, mc.

b. HubSpot Subscription Renewal:

EDD Brockling explain that it was \$2,340 for 2026, with no additional users or features. She feels this is sufficient and inclusive of our needs. She is happy with customer support, speed and knowledge. She feels it is extremely necessary to track the multiple on-going projects. CA Huttunen stated that he feels EDD Brockling has made good use of this software and that it is necessary.

A Motion was made to approve the renewal of \$2,340 for 2026, by Board Member Black, seconded by Board Member Hecht. M/S/P: Black, Hecht: RCV: Black-Y, Stai -Y, Grinde -Y, Hecht -Y, Horken -Y, Helms -Y; 6-0, mc.

c. 2026 Priorities:

EDD Brockling explained that the Priorities for 2025 were:

December 17, 2025

MINUTES OF THE REGULAR MEETING OF THE EAST GRAND FORKS ECONOMIC DEVELOPMENT AUTHORITY (EDA) (continued)

- *improving community & business relationships*- business visits, EDA website and CRM, business support info packets, social media business spotlights
- *solution for remaining lots*- webpage dedicated to these lots, occasional social media posts,
- *utilizing BCEZ credits*- many meetings to learn about these, proposed expansion bill with Moorhead to state Senate, advertised this program directly to 60+ businesses, webpage devoted to this program

Potential priorities for next year: continuing 2025 efforts, Simplot land redevelopment, working towards expanding industrial park, encouraging expansion of existing businesses (as opposed to seeking a big box store), business beautification, other ideas?

The Board felt that the EDA team and Brockling were doing a create job and this no longer needs to be discussed yearly.

- d. 2026 Intergovernmental Retreat: EDD Brockling stated based on feedback, she adjusted the event duration and flow to be more dynamic and shorter, from 4 hours to 1.5 hours. With the help of AI, the agenda and activities were amended to include breakout discussions in addition to the normal government unit reports. She added the features of developing community priorities and a mid-year email check-in. These items add purpose to the retreat beyond the normal updates and create something to work towards cohesively, with potentially more partnership communication. 2025 & 2026 agendas are attached for your comparative review.

The Board stated they would like Maggie to plan it and they will attend.

- e. Childcare Provider Grant:

EDD Brockling expressed her thanks to the local businesses and individual donors, we are able to offer a grant round from the 0765 EGF Area Fund for East Grand Forks' childcare providers. Opens 1/15/26, closes 2/15/26. Grant details: <https://egfeda.org/rccip>. Applicants should frame their requests around training, health & safety, and licensing needs.

- f. Items in Progress or of Note Recap: EDD Brockling informed the Board: Discretionary Microloan Program went through 2 Council meetings and was approved for use. Press release went out to editors 11/25/25. Tax Abatement Requests for 2025-2026 went through 2 Council meetings, a public hearing and was approved. There were 8 properties this year. Grand Trailer Sales broke ground 11/12/25. The EDA has been working with GTS to plan out potential Border Cities Tax Credits and potentially the Gap Loan use. They were able to acquire the desired property and begin groundwork this fall.

December 17, 2025

MINUTES OF THE REGULAR MEETING OF THE EAST GRAND FORKS ECONOMIC
DEVELOPMENT AUTHORITY (EDA) (continued)

- g. EDA Annual Report: EDD Brockling made the report which she presented to the Board. It contains our efforts, mission statements, staff reports. The Board was impressed by the booklet and praised her for her efforts.

7. Adjournment

Motion to adjourn the meeting was made at 12:30 p.m. by Board Member Stai, seconded by Board Member Hecht: M/S/P: 6:0, mc

The next regular meeting is January 28, 2026

Respectfully Submitted,

Brenda Ault, Executive Assistant

Bills 01/06/2026

Account Number	Vendor	Description	GL Date	Check No	Amount
620-49-870-43200	Allstream	Services for EDA Office	12/31/2025	45562	13.12
			Report Total:		
630-46-410-43200	Allstream	Services for Sunshine Terrace Office	12/31/2025	45562	13.12
630-46-410-43200	Midcontinent Communications	Acct#109924501-Sunshine Terrace-12/08/25-01/07/26	12/31/2025	45600	19.02
630-46-440-43190	Thur-O-Clean	Janitorial services for Sunshine Terrace	12/31/2025	45624	2,690.48
630-46-440-43800	Water and Light Department	005041-000/Sunshine Utilities/11/20/25-12/20/25	12/31/2025	45630	622.50
630-46-440-43800	Water and Light Department	005041-065/Sunshine 207-11/20/25-12/20/25	12/31/2025	45630	6,289.45
630-46-440-43800	Water and Light Department	005041-169/Sunshine 118-12/17/12/20/25	12/31/2025	45630	45.55
630-46-440-43800	Water and Light Department	005041-170/Sunshine 116 - 12/5/25-12/20/25	12/31/2025	45630	3.81
630-46-440-43800	Water and Light Department	005041-168/Sunshine 212-11/19/25-12/20/25	12/31/2025	45630	21.51
630-46-440-43800	Water and Light Department	005041-167/Sunshine 109-11/19/25-12/20/25	12/31/2025	45630	40.81
630-46-440-43800	Xcel Energy	Acct#51-5171995-8 - Sunshine Terrace 11/13/25-12/16/2	12/31/2025	45633	40.81
			Report Total:		
682-46-503-43200	Allstream	Services for Infill-elevator	12/31/2025	45562	4,767.76
682-46-503-43200	Century Link	Acct#333594128 - Infill Bldg	12/31/2025	45568	14,541.70
682-46-503-43200	Midcontinent Communications	Acct#15354801-0205-12/16/01/15/26	12/31/2025	45600	12.49
682-46-503-43800	Water and Light Department	005003-000/Infill/11/19/25-12/20/25	12/31/2025	45630	50.98
682-46-503-43800	Xcel Energy	302611407 - 411 2nd St NW-11/13/25-12/16/25	12/31/2025	45633	49.23
			Report Total:		
			1,230.84		

Bills 01/20/2026

Account Number	Vendor	Description	GL Date	Check No	Amount
620-49-870-43100	Galstad Jensen & McCann PA	EDA Civil Services-December 2025	12/31/2025	45659	864.00
620-49-870-44000	Advanced Business Methods Inc	C127943-01-Lease for 01/01/26-01/31/26	01/20/2026	45636	96.29
620-49-870-44300	US Bank Corporate Payment Systems	Blue Moose - EDA Board meeting lunch	12/31/2025	45710	241.80
620-49-870-44300	US Bank Corporate Payment Systems	Forx Home Show Annual Dinner	12/31/2025	45710	50.00
620-49-870-44390	US Bank Corporate Payment Systems	Promis act boosted post reimb NMF	12/31/2025	45710	4.00
620-49-870-44390	US Bank Corporate Payment Systems	Promis act boosted post reimb NMF	12/31/2025	45710	1.62
620-49-870-44390	US Bank Corporate Payment Systems	Promise act boosted post reimb NMF	12/31/2025	45710	4.00
620-49-870-44390	US Bank Corporate Payment Systems	Promise act boosted post reimb NMF	12/31/2025	45710	4.00
620-49-870-44390	US Bank Corporate Payment Systems	Promise act boosted post reimb NMF	12/31/2025	45710	6.00
620-49-870-44390	US Bank Corporate Payment Systems	Promise act boosted post reimb NMF	12/31/2025	45710	6.00
620-49-870-44390	US Bank Corporate Payment Systems	Forx Builders Home Show Booth	12/31/2025	45710	550.00
620-49-870-44390	US Bank Corporate Payment Systems	Promise act boosted post reimb NMF	12/31/2025	45710	6.00
620-49-870-44390	US Bank Corporate Payment Systems	Promise act boosted post reimb NMF	12/31/2025	45710	10.00
620-49-870-44390	US Bank Corporate Payment Systems	Promise act boosted post reimb NMF	12/31/2025	45710	10.00
620-49-870-44390	US Bank Corporate Payment Systems	Promise act boosted post reimb NMF	12/31/2025	45710	10.00
620-49-870-44390	US Bank Corporate Payment Systems	Promise act boosted post reimb NMF	12/31/2025	45710	10.00
620-49-870-44390	US Bank Corporate Payment Systems	Chamber Annual Dinner sponsorship	12/31/2025	45710	350.00
620-49-870-44390	US Bank Corporate Payment Systems	Promise act boosted post reimb NMF	01/20/2026	45710	10.00
620-49-870-44390	US Bank Corporate Payment Systems	Promise act boosted post reimb NMF	01/20/2026	45710	10.00
620-49-870-44390	US Bank Corporate Payment Systems	Promise act boosted post reimb NMF	01/20/2026	45710	10.00
630-00-000-11140	Clint Bimler	Deposit refund,	01/20/2026	45642	2,253.71
630-00-000-11140	Erasmio Solis	Security deposit refund	01/20/2026	45704	560.50
630-46-410-43200	Midcontinent Communications	Acct#109924501-Sunshine Terrace Cable- 01/08/26-4	01/20/2026	45677	535.41
630-46-410-44330	US Bank Corporate Payment Systems	Pyl*LCS - Sunshine Terrace subscription to rent man	01/20/2026	45710	2,706.20
630-46-440-43190	Northland Yard Service	Snow removal for Sunshine Terrace for December 20	12/31/2025	45685	250.00
630-46-440-43890	US Bank Corporate Payment Systems	Midco - Sunshine-cable, phone, internet 12/01/25-12/	12/31/2025	45710	4,926.25
630-46-440-44000	Clint Bimler	Carpet cleaning	01/20/2026	45642	410.38
630-46-440-44000	Johnson Controls	Sunshine Terrace - Apt 313 heating issues	01/20/2026	45666	-121.43
630-46-440-44000	Marco Technologies LLC	Acct#018-1687950-000 - Sunshine Terrace - Decemb	12/31/2025	45674	652.70
		Report Total:			109.47

630-46-440-44000	MN Dept of Labor & Industry	Sunshine Terrace Boiler for 2026	01/20/2026	45679	75.00
630-46-440-44000	Erasmio Solis	Carpet Cleaning & bulbs	01/20/2026	45704	-107.66
630-46-440-44000	US Bank Corporate Payment Systems	Midwest Pest - Sunshine Terrace Pest control maintainer	01/20/2026	45710	433.50
630-46-440-44000	US Bank Corporate Payment Systems	Midwest Pest - Sunshine Terrace Pest control maintainer	01/20/2026	45710	50.00
630-46-440-44000	US Bank Corporate Payment Systems	Lowes - Sunshine-thermostat, paint supplies and misc	12/31/2025	45710	113.65
630-46-440-44000	US Bank Corporate Payment Systems	Local Ace-Sunshine-Bi-fold wheel and kitchen faucet	12/31/2025	45710	155.17
630-46-440-44000	US Bank Corporate Payment Systems	Local Ace-Sunshine - dryer vent and sanding pad	12/31/2025	45710	34.97
630-46-440-44000	US Bank Corporate Payment Systems	Local Ace-Sunshine -Smoke alarms	12/31/2025	45710	91.98
630-46-440-44000	US Bank Corporate Payment Systems	Local Ace-Sunshine -Smoke/CO alarms	12/31/2025	45710	125.98
630-46-440-44000	US Bank Corporate Payment Systems	Amazon - return	12/31/2025	45710	-124.99
630-46-440-44300	Verizon Wireless	5Cell#5814 S.Perez-12/01/25-01/01/26	12/31/2025	45712	41.43

Report Total:

10,918.51

682-46-503-43200	Century Link	Acct#333594128 - Infill Bldg - January 2026	01/20/2026	45648	50.93
682-46-503-44000	Northland Yard Service	Snow removal for Riverwalk Businesss for December	12/31/2025	45685	1,635.00
682-46-503-44230	SJA Thunder Corp	January Cleaning 2026	01/20/2026	45702	600.00

Report Total:

2,285.93

EXECUTIVE SUMMARIES OF ITEMS TO DISCUSS

Upcoming Events that the EDA Participates in for 2026

- Annual Chamber Dinner- February 5
 - EDA attends
- CGMC Legislative Action Day in MSP- March 25
 - We attend & lobby
- Forx Builder's Home Show- last weekend of March
 - We have a booth with W&L
- Biz Expansion/Retention Visits & Surveys- June & July
 - We make visits & drop-ins to survey businesses for fall council update
- EGF Annual Showcase Event- 1st week of September
 - EDA & local businesses have booths
- State of the College NCTC- October
 - EDA attends
- Northern Valley Career Expo- 4th Wednesday of October
 - EDA volunteers, businesses have booths
- Chamber Eggstravaganza Breakfast- December
 - EDA & businesses attend
- Intergovernmental Retreat – January
 - EDA & Chamber host

Action Needed: Let me know if you'd like to participate in any/all of these

2311 & 2315 Pinehurst Lots Combine Request

Interested buyer would like to combine 2315 Pinehurst Ct and 2311 Pinehurst Ct in Waters Edge 2 Subdivision for a total price of \$69,095 (\$36,090 + \$34,005). If approved, they may work with Planning to permanently combining the lots.

Action Needed: Discuss request and vote



NW MN Economic Insights

<see handout>

No Action Needed

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Intergovernmental Retreat Recap

The Chamber & EDA hosted the annual intergovernmental retreat on January 15th at the American Legion Post 157. We had 19 attendees. The program was condensed into 2 hours which included some round table discussions and each unit's wins & challenges. Received positive feedback directly and from several surveys.

No Action Needed

Monthly E-blast to Quarterly

We had decent open rates last year for each monthly e-blast (avg. 33%). More than half the campaigns open rates are less than 30%. Unfortunately, a few business owners have unsubscribed. Benchmarks show above 30% is good with 40% being ideal per HubSpot.

Continuing to send bulk emails with low open rates dings the campaign which can push it to spam or suppress delivery. I'm pivoting it to quarterly with 5 top highlights. This should reduce reader fatigue and yield higher open rates. I plan to send out as-needed funding email alerts. Report attached for viewer's interest.

No Action Needed

280 Fund Use Alignment

Opportunity for fund review and alignment. The 280 Home Fund is the account we use to do tax abatements, landscape grants, home builder incentives (\$1k down + \$100k reimbursement), legal costs for closings, lot mowing, property taxes owed, and golf course property rebate, and small allocations towards general supplies & advertising. Revenue from lots sold. Balance as of 12/16/25: \$365,224.34

Were the terms for builders incentives amended since 2016? What were the rules to use this program in terms of builders missing deadlines, recourse, interest accrual, and consideration for the buyers?

The current balance is where we loan our reimbursement program incentives which were paused and reactivated (5/2024). With residential lot sales nearing an end (10 left) and the renewal of the new build tax abatement program, what is the desired outcome of this account and these programs? This will help inform the future discussions around renewal/non-renewing the 4-year tax abatement program.

Action Needed: Discuss and vote for long-term goal alignment.



Items In Progress or Of Note

Childcare Provider Grant Reminder

Thanks to the local businesses and individual donors, we are able to offer a grant round from the 0765 EGF Area Fund for East Grand Forks' childcare providers. Opened 1/15/26, closes 2/15/26. Grant details: <https://egfeda.org/rccip>. Applicants should frame their requests around training, health & safety, and licensing needs. Applications will go through two review rounds and grant awards will be announced 3/1/26. The Herald Newspaper was kind enough to do an interview about the funding opportunity.

No Action Needed

Upcoming New Build Tax Abatement Program Renewal

In late Spring 2026, we'll be considering the renewal of the long-standing tax abatement program for newly built houses in East Grand Forks. This will also lend itself to the broader conversation of the builder incentives, tax abatements, and the 280 account.

No Action Needed

Future Simplot Land Development

Provided all due diligence goes well and the sale finalizes in mid-December, we'll be looking into various incentive programs and state grants to assist in the redevelopment of the Simplot land. Light outreaches were made to local developers in Oct/Nov and again in early Dec.

No Action Needed

Waters Edge Lots

Down to 10 lots (including the PUD) left to sell. I've heard some interest for one on St. Andrews St, and the lot combination as discussed above. A small, local development company has considered the PUD for building a microcosm. Thomsen Homes is working with our two realtors to create some Waters Edge ghost posts like the Barnesville EDA to foreshadow what a house could look like on the property.

No Action Needed

Promise Act II Grant Round Closes Soon

Just a reminder that the Promise Act funding through the NW MN Foundation closes on January 30, 2026 and to get your small business applications submitted if seeking funds. Max request \$50k and cannot have previously received Promise Act funds. To learn more visit, <https://nwmf.org/grants-scholarships/grants/>

No Action Needed



Director's Report January 2026

Executive Summary:

Excitement is building around the purchased Simplot land with many ideation meetings from developers. Also sensing the economy is improving as businesses are discussing expansions, investments, and new ventures. Noticing a higher increase in outreaches to the EDA for resources/support.

Business Visits & Outreach:

- 12/22/25 Affordable housing meeting with local developer
- 12/30/25: Prospective interest in Simplot land from local developer
- 1/2/26: Call from prospective Boardwalk buyer
- 1/6/26: Local landowners stop by for Simplot land inquiry
- 1/7/26: NP Hometown Properties gap loan closing
- 1/7/26: Call re: Promise Act from local business
- 1/8/26: Meeting with prospective Boardwalk buyer
- 1/9/26: Interview with Zen River's new owner
- 1/10/26: Startup developer & Bush Foundation call
- 1/14/26: Visit from local business looking to expand
- 1/15/26: Meeting with incoming cannabis retailer
- 1/22/26: Affordable housing meeting with local developer
- 1/23/26: Meeting with arts startup
- 1/26/26: Meeting with nonprofit

Community Impact:

- 12/23/25: EGF and Redevelopment Team Meeting re: Simplot Land
- 12/29/25: MBFC grant funds delivery to EDA
- 1/2/26: DEED standing meeting
- 1/7/26: Herald interview re: EGF RCCIP grant
- 1/14/26: BGEA meeting
- 1/15/26: Intergovernmental Retreat Event
- 1/16/26: EDC standing meeting
- 1/22/26: MPO Socioeconomic meeting

Project Support:

- Intergovernmental retreat planning and coordination with Chamber
- Monitoring Promise Act reimbursable ads on Facebook
- Coordinating with realtors & homebuilder to post ghost listings for our remaining WE lots
- Individual business discussions about EDA gap loans & microloans
- Assisting businesses with looking into different parcels of land/buildings and funding/incentive programs for upcoming projects
- Drafting & sending monthly EDA e-blast
- Researching ideal e-blast format and contents
- Resharing hiring posts from local businesses on Facebook Stories
- Working on BCEZ WSI credit items, utilization projections, and completed & submitted credit estimates report.



- Submitted MBAF annual filing
- Updated Fire/Police business disaster contact list
- Worked on and added more SOPs to the General File
- RCCIP grant opportunity advertising and meeting organizing
- Publications: EGF RCCIP grant opp press release, Zen River ownership press release, drafted & ready MBFC grant announcement press release.
- Data management & record keeping within the CRM
- Corresponding with County Tax dept re: abatements, property tax for businesses, and new builds

General Ledger

CASH

Summary Trial Balance

As of December 31, 2025

User: kanderson

Printed: 01/21/2026 - 4:36PM

Period: 12, 2025



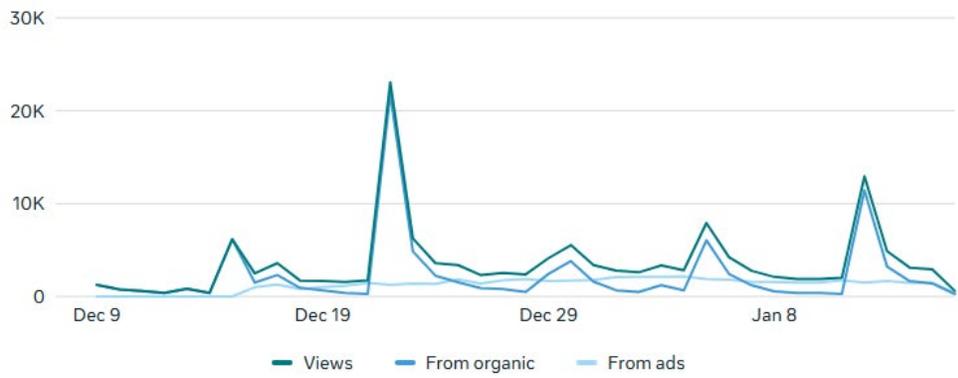
CITY OF EAST GRAND FORKS

600 Demers Avenue NW
East Grand Forks, MN 56721
(218)773-2483

Account Number	Description	B	Beginning Balance	Debit This Period	Credit This Period	Ending Balance
Fund 280	Housing/Lot Sale					
ASSETS						
280-00-000-10100	Cash In Banks	0.00	365,251.34	0.00	27.00	365,224.34
	ASSETS Totals:	0.00	365,251.34	0.00	27.00	365,224.34
	Fund 280 Totals:	0.00	365,251.34	0.00	27.00	365,224.34
Fund 620	EDA General					
ASSETS						
620-00-000-10100	Cash In Banks	0.00	-159,929.59	1,500.00	16,991.55	-175,421.14
	ASSETS Totals:	0.00	-159,929.59	1,500.00	16,991.55	-175,421.14
	Fund 620 Totals:	0.00	-159,929.59	1,500.00	16,991.55	-175,421.14
Fund 625	EDA IRP Loan Subfund					
ASSETS						
625-00-000-10100	Cash In Banks	0.00	473,699.49	4,388.32	0.00	478,087.81
	ASSETS Totals:	0.00	473,699.49	4,388.32	0.00	478,087.81
	Fund 625 Totals:	0.00	473,699.49	4,388.32	0.00	478,087.81
Fund 626	MIF (DRLF-97-0003-V-FY)					
ASSETS						
626-00-000-10100	Cash In Banks	0.00	2,008,946.29	12,941.00	0.00	2,021,887.29
	ASSETS Totals:	0.00	2,008,946.29	12,941.00	0.00	2,021,887.29
	Fund 626 Totals:	0.00	2,008,946.29	12,941.00	0.00	2,021,887.29
Fund 627	MN DEED MIF					
ASSETS						
627-00-000-10100	Cash in Bank	0.00	34,690.92	1,314.06	788.44	35,216.54
	ASSETS Totals:	0.00	34,690.92	1,314.06	788.44	35,216.54
	Fund 627 Totals:	0.00	34,690.92	1,314.06	788.44	35,216.54
Fund 630	Sunshine Terrace					
ASSETS						
630-00-000-10100	Cash In Banks	0.00	1,926,233.28	49,553.87	30,408.82	1,945,378.33
	ASSETS Totals:	0.00	1,926,233.28	49,553.87	30,408.82	1,945,378.33
	Fund 630 Totals:	0.00	1,926,233.28	49,553.87	30,408.82	1,945,378.33
Fund 633	Downpayment Assistance					

ASSETS									
633-00-000-10100	Cash In Banks	0.00	110,983.53	0.00	0.00	110,983.53	0.00	0.00	110,983.53
	ASSETS Totals:	0.00	110,983.53	0.00	0.00	110,983.53	0.00	0.00	110,983.53
	Fund 633 Totals:	0.00	110,983.53	0.00	0.00	110,983.53	0.00	0.00	110,983.53
<u>Fund 634</u>	<u>EGF EDA Discretionary Lq</u>								
ASSETS									
634-00-000-10100	Cash in Bank	0.00	21,602.25	0.00	0.00	21,602.25	0.00	0.00	21,602.25
	ASSETS Totals:	0.00	21,602.25	0.00	0.00	21,602.25	0.00	0.00	21,602.25
	Fund 634 Totals:	0.00	21,602.25	0.00	0.00	21,602.25	0.00	0.00	21,602.25
<u>Fund 636</u>	<u>EGF EDA Restricted Disc I</u>								
ASSETS									
636-00-000-10100	Cash in Bank	0.00	39,541.13	0.00	0.00	39,541.13	0.00	0.00	39,541.13
	ASSETS Totals:	0.00	39,541.13	0.00	0.00	39,541.13	0.00	0.00	39,541.13
	Fund 636 Totals:	0.00	39,541.13	0.00	0.00	39,541.13	0.00	0.00	39,541.13
<u>Fund 682</u>	<u>Infill Building</u>								
ASSETS									
682-00-000-10100	Cash In Banks	0.00	598,981.10	6,948.75	3,817.00	602,112.85	3,817.00	3,817.00	602,112.85
	ASSETS Totals:	0.00	598,981.10	6,948.75	6,948.75	602,112.85	3,817.00	3,817.00	602,112.85
	Fund 682 Totals:	0.00	598,981.10	6,948.75	6,948.75	602,112.85	3,817.00	3,817.00	602,112.85
	Report Totals:	0.00	14,935,825.06	5,035,618.62	4,602,353.71	15,369,089.97	4,602,353.71	4,602,353.71	15,369,089.97

Views 📄	3-second views 📄	1-minute views 📄	Content interactions 📄	Watch time 📄
138.6K ↑ 82.1%	18 ↓ 83.3%	0 0%	2K ↑ 49.1%	3m 57s ↓ 81%



Views breakdown
Dec 9, 2025 – Jan 16, 2026

Total
138,607 ↑ 82.1%

From organic
89,369 ↑ 20%

From ads
49,238 ↑ 2.9K%

Viewers 📄
35,415 ↑ 45.4%

Top content by views

[Boost content](#) [See all content](#)

<p>It's here! 🎉 Round II of the Promise Act Gran... Mon Dec 15, 7:48am 👁️ 50.6K ❤️ 40 💬 3 📌 9</p>	<p>Today I visited with the lovely Sophia Reis! S... Mon Dec 22, 6:00am 👁️ 33.6K ❤️ 35 💬 5 📌 40</p>	<p>Today I visited Brock & Brady Amundson of... Mon Jan 12, 6:00am 👁️ 15.0K ❤️ 86 💬 3 📌 12</p>	<p>Today I visited with Ryan Palm and Diann... Mon Jan 5, 6:00am 👁️ 9.6K ❤️ 36 💬 2 📌 9</p>	<p>Today I am talking with Frank DeCouteau fro... Mon Dec 15, 6:00am 👁️ 8.2K ❤️ 30 💬 2 📌 13</p>
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Today I visited with Thomas Wesley,...
Mon Dec 29, 6:00am
👁️ 5.6K ❤️ 16
💬 0 📌 7

Coming Soon!
East Grand Forks CHILD CARE PROVIDER GRANT

Opens January 15 at 10am
Closes February 15 at 12pm

Have you developed your grant ask? 🤔 ...
Sat Jan 3, 8:00am
👁️ 1.4K ❤️ 4
💬 2 📌 5

Coming Soon!
East Grand Forks CHILD CARE PROVIDER GRANT

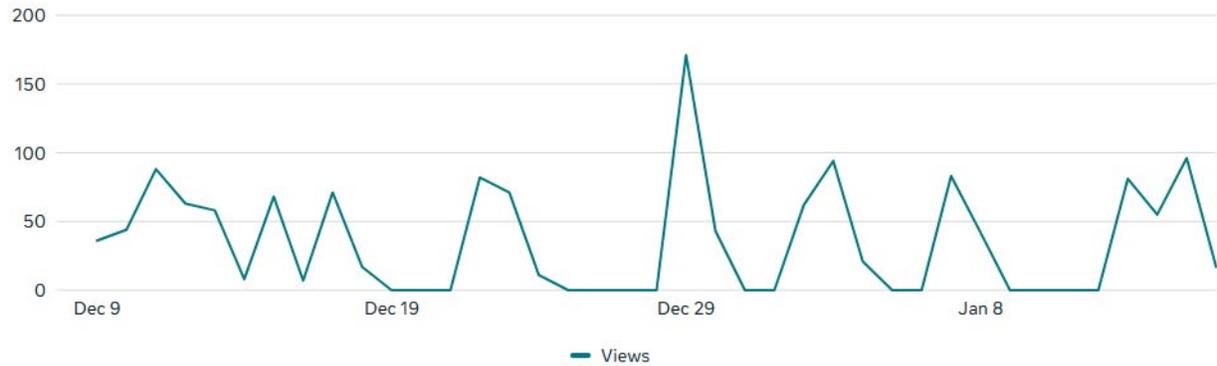
Opens January 15 at 10am
Closes February 15 at 12pm

Get Excited! 🎉 The East Grand Forks Rur...
Sat Dec 13, 9:00am
👁️ 1.0K ❤️ 6
💬 0 📌 3

Content overview

All Posts **Stories** Reels Live

Views **1.4K** ↑ 9.2% Interactions **9** ↑ 50%



Top stories by views

Boost content See all content

<p>Your story</p> <p>Mon Dec 29, 6:46am</p> <p>93 views, 0 likes, 0 shares</p>	<p>Your story</p> <p>Fri Jan 2, 8:34am</p> <p>75 views, 1 like, 0 shares</p>	<p>Your story</p> <p>Tue Dec 23, 7:13am</p> <p>69 views, 0 likes, 0 shares</p>	<p>Your story</p> <p>Tue Jan 13, 7:10am</p> <p>62 views, 1 like, 0 shares</p>	<p>Your story</p> <p>Mon Dec 29, 11:43am</p> <p>62 views, 0 likes, 0 shares</p>
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<p>Your story</p> <p>Wed Jan 7, 2:32pm</p> <p>125 views, 2 likes, 0 shares</p>	<p>Your story</p> <p>Sat Jan 3, 8:00am</p> <p>102 views, 0 likes, 0 shares</p>	<p>Your story</p> <p>Mon Dec 22, 7:31am</p> <p>95 views, 0 likes, 0 shares</p>
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NW Minnesota Workforce & Job Market – Key Highlights

Industry Demand & Hiring Pressures

- **Construction remains the region's top growth sector**, which also includes mining gravel and sand for construction needs.
- **Manufacturing**, despite below-average growth, is still the **second-largest industry** and continues to anchor the regional economy. (See table 1)
 - **Manufacturing is critical for our region and local economy.**
 - 16% of total wages come from the manufacturing industry
 - 13% of total jobs come from the manufacturing industry
- **Education and public administration** have shed jobs yet remain major employers; **teaching assistants** show especially high vacancy levels.
- **Professional and technical fields** show both high vacancies and high job losses—indicating **organizational restructuring rather than decline.**
- This tracks for East Grand Forks with **our major employers** being EGF Public Schools (education), American Crystal Sugar (manufacturing/ag), and RJ Zavoral & Sons (construction).

Vacancies & Labor Market Tightness

- Minnesota tracks roughly **800 occupations**; the top 15 represent the bulk of regional hiring pressure. (see figure 1)
- Vacancy rates show which occupations are under the greatest strain. High vacancy rates reflect **intense employer demand**, not just growth.
- The **Occupations in Demand (OID)** tool synthesizes wages, job postings, unemployment claims, and projections to identify the most critical roles. <https://mn.gov/deed/data/data-tools/oid/>
- No OID data is available at the county level—**regional-only** surveys inform this dataset.

Wages & Post-Pandemic Shifts

- **Wages in NW Minnesota have increased faster than the statewide average**, largely because lower-wage occupations saw significant pay boosts during recovery.
- NW MN wages now outpace inflation.
- This helped the region **weather the pandemic more effectively** than other areas of Minnesota.
 - NW MN vs state wages gap is 11.2%, down from 23.5% twenty years ago
 - Lower wage roles increased in pay the most, by 25% including accounting for inflation
 - This signals regional success due to these wage increases.

Data source: <https://mn.gov/deed/data/locallook/northwest/northwest-blog.jsp?id=1045-710500>

Labor Force Trends

- After decades of stagnation (2000–2020), the region is now seeing a notable **increase in labor force participation**, although it's unclear how much is true growth versus recovery or just making up for past lost growth.
- **Future workforce pipeline:**
 - ~**76,780 individuals** are approaching workforce age in that 15–24-year-old bracket
 - ~**6,517 older workers** (55–64) are expected to exit due to retirement.

- Assuming no people moving in/out of the region.
 - See Figure 2 more the full graph.
- **Net migration is the most critical factor** for long-term labor force expansion. The region is gaining working-age residents at roughly **0.8% annually**.
- Expectation: ~**1,000 additional workers per year**, assuming participation remains steady.

Demographic Shifts

- The workforce is becoming **more diverse**, with the strongest growth among **BIPOC populations**. (See figure 3)
 - Employers should factor this into both recruitment and retention strategies.
 - Growth is concentrated in the **youngest and oldest** age brackets.
- **Women's labor force participation has dropped**, tied to rising caregiving responsibilities—flexibility will be key for employers wanting to rebuild the female workforce pipeline.

Current Labor Market Conditions

- The market is **loosening slightly** (meaning: easier to find candidates | harder for job seekers to land a job), with two recent quarters showing lower employment—but still above 2019 levels.
- The number of unemployed individuals struggling to find jobs is now **higher than pre-2019**, suggesting a more complex market instead of a simple “labor shortage.”

AI Exposure & Workforce Implications

- **High-wage, high-education occupations** show the **highest exposure** to AI, meaning, many aspects of their job will be impacted by AI in some capacity.
 - **Teachers should equip students with AI skills to ensure they're competitive in the future workforce.**
- AI is expected to **augment, not eliminate**, many jobs. Manual labor or tactile roles are less affected in the near term.
- Over the long run, AI integration into machines and robotics will likely touch **construction, wholesale trade, and manufacturing**.
- The real risk:
 - *“Someone who can use AI will take your job.”*
 - Task-level automation is more likely than full job replacement.
- Historical parallel: The IT era, 2002-2006 gradually reshaped sales & office occupations—AI is expected to **reshape modern occupations in a similarly slow, cumulative way** that becomes more apparent after a couple decades.

Top Regional Industries to Watch

- **Construction** (clear #1)
- **Agriculture**
- **Healthcare**
- **Social Assistance**

Employers can find the salary survey data on <https://mn.gov/deed/data/data-tools/oes/> Pro-tip it is critical to get the correct occupation. Location plays a part but not as much as the occupation. 2024 data shows that median wages are \$22.74 per hour and require H.S. diploma or associates degree with training requirements averaging moderate-term on-the-job-training. Wages in demand industry jobs range from \$47,379/yr to \$63,220/yr.

Table 1: Selected Northwest Minnesota Occupations in Demand Found in the Manufacturing Industry

SOC Code	Job Title	Median Wage	Education Requirements	Training Requirements
41-4012	Sales Representatives, Wholesale & Manufacturing, Exc. Technical and Scientific Products	\$63,220/yr	H.S. diploma or equiv	Moderate-term on-the-job training
51-1011	First-Line Supervisors of Production & Operating Workers	\$72,611/yr	H.S. diploma or equiv	Moderate-term on-the-job training
51-4121	Welders, Cutters, Solderers & Brazers	\$51,974/yr	H.S. diploma or equiv	Moderate-term on-the-job training
51-4041	Machinists	\$51,108/yr	Postsecondary non-degree award	Long-term on-the-job training
51-9061	Inspectors, Testers, Sorters, Samplers & Weighers	\$52,622/yr	H.S. diploma or equiv	Moderate-term on-the-job training
51-9124	Coating, Painting, & Spraying Machine Setters, Operators & Tenders	\$55,137/yr	H.S. diploma or equiv	Moderate-term on-the-job training
51-9023	Mixing & Blending Machine Setters, Operators & Tenders	\$50,228/yr	H.S. diploma or equiv	Moderate-term on-the-job training
51-4031	Cutting, Punching, & Press Machine Setters, Operators & Tenders	\$51,511/yr	H.S. diploma or equiv	Moderate-term on-the-job training
51-9161	Computer Numerically Controlled Tool Operators	\$50,099/yr	H.S. diploma or equiv	Moderate-term on-the-job training
43-5061	Production, Planning & Expediting Clerks	\$60,868/yr	H.S. diploma or equiv	Moderate-term on-the-job training
49-9041	Industrial Machinery Mechanics	\$62,013/yr	Postsecondary non-degree award	Long-term on-the-job training
17-3026	Industrial Engineering Technologists & Technicians	\$61,026/yr	Associate's degree	None
53-7051	Industrial Truck & Tractor Ops	\$47,379/yr	H.S. diploma or equiv	Short-term on-the-job training
49-9043	Maintenance Workers, Machinery	\$64,819/yr	H.S. diploma or equiv	Long-term on-the-job training
45-2041	Graders & Sorters, Agricultural Products	\$53,293/yr	H.S. diploma or equiv	Short-term on-the-job training

Data source: <https://mn.gov/deed/data/locallook/northwest/northwest-blog.jsp#/detail/appId/1/id/706955>

Top 15 Occupations By Number of Job Vacancies

Occupation Title	Number of Job Vacancies	Regional Employment	Job Vacancy Rate
Retail Salespersons	760	5,460	13.9%
Fast Food & Counter Workers	620	5,410	11.5%
Nursing Assistants	589	2,960	19.9%
First-Line Supervisors of Retail Sales Workers	436	2,190	19.9%
Cooks, Restaurant	403	2,460	16.4%
Cashiers	384	7,250	5.3%
Waiters & Waitresses	342	3,340	10.2%
Maids & Housekeeping Cleaners	340	1,750	19.4%
Food Preparation Workers	321	2,240	14.3%
Registered Nurses	298	4,600	6.5%
Personal Care Aides	295	#N/A	#N/A
First-Line Supervisors of Food Prep & Serving Workers	293	1,840	15.9%
Licensed Practical & Vocational Nurses	218	1,630	13.4%
Heavy & Tractor-Trailer Truck Drivers	217	3,830	5.7%
Teaching Assistants	217	4,490	4.8%

Schaffhauser, Anthony (DEED)

Figure 1 Occupations in Highest Demand

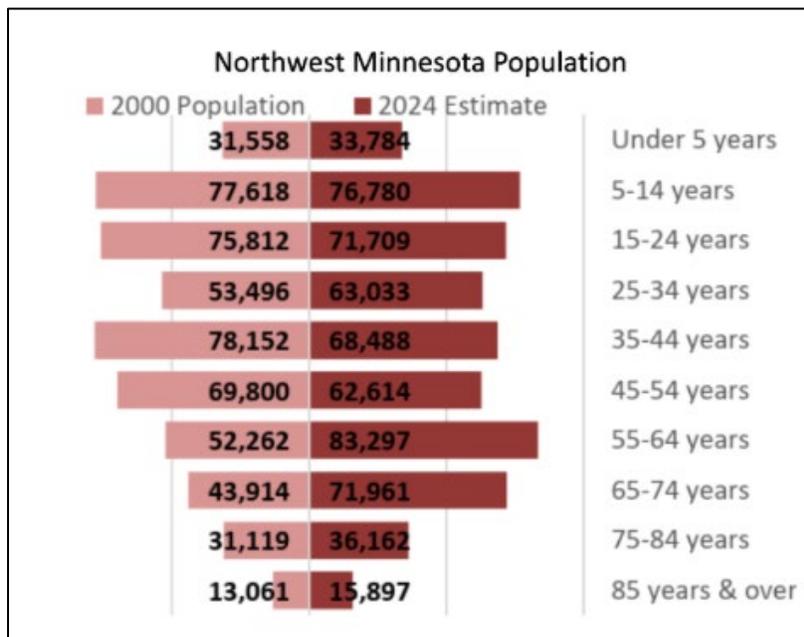


Figure 2 Workforce Availability into the Future

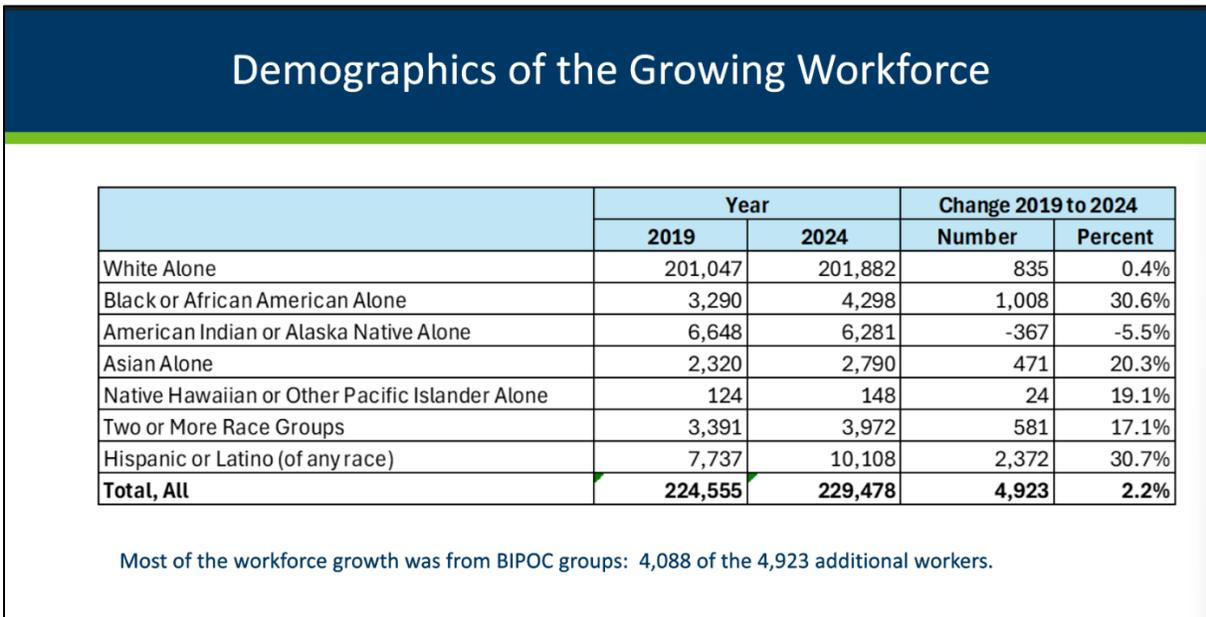


Figure 3 Demographics of the Growing Workforce

SOC Code	Job Title	Current Demand Rank	Current Demand Indicator	25th Percentile Wage	Median Wage	Projected 10-year Growth Rate	Projected 10-year Openings	Education Requirements	On-the-job Training Requirements
311120	Home Health and Personal Care Aides	1	★★★★★	\$34,088/yr	\$36,814/yr	13.9%	194,236	High school diploma or equivalent	None
412031	Retail Salespersons	2	★★★★★	\$30,472/yr	\$35,687/yr	-0.3%	98,323	High school diploma or equivalent	Short term on the job training
353023	Fast Food and Counter Workers	3	★★★★★	\$29,980/yr	\$32,492/yr	4.2%	132,910	High school diploma or equivalent	None
412011	Cashiers	5	★★★★★	\$29,451/yr	\$32,917/yr	-6.8%	104,277	High school diploma or equivalent	None
351012	First-Line Supervisors of Food Preparation and Serving Workers	7	★★★★★	\$39,010/yr	\$46,119/yr	7.2%	28,297	High school diploma or equivalent	None
537065	Stockers and Order Fillers	8	★★★★★	\$35,474/yr	\$38,200/yr	8.1%	75,050	High school diploma or equivalent	Short term on the job training
353031	Waiters and Waitresses	10	★★★★★	\$23,502/yr	\$24,885/yr	0.1%	78,105	High school diploma or equivalent	None
259045	Teaching Assistants, Except Postsecondary	11	★★★★★	\$36,085/yr	\$38,702/yr	3.5%	42,230	High school diploma or equivalent	Short term on the job training
372011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	13	★★★★★	\$35,654/yr	\$38,969/yr	3.8%	67,176	High school diploma or equivalent	Short term on the job training
352021	Food Preparation Workers	14	★★★★★	\$30,041/yr	\$35,410/yr	-6.3%	31,928	High school diploma or equivalent	None

Figure 4 Statewide Occupations in Demand

Sources: <https://mn.gov/deed/data/regional-lmi/lmi-training.jsp> | <https://mn.gov/deed/data/locallook/northwest/northwest-blog.jsp#/detail/appld/1/id/710500> | <https://mn.gov/deed/data/locallook/northwest/northwest-blog.jsp#/detail/appld/1/id/706955>

2025

Your year in review

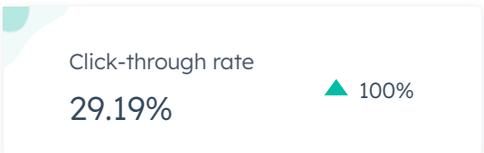
Check out how your emails performed this year and see how it compares to 2024.



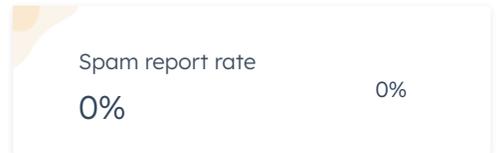
YOU'VE SENT
1,177
EMAILS THIS YEAR

HubSpot

Delivery & Engagement



Contacts lost



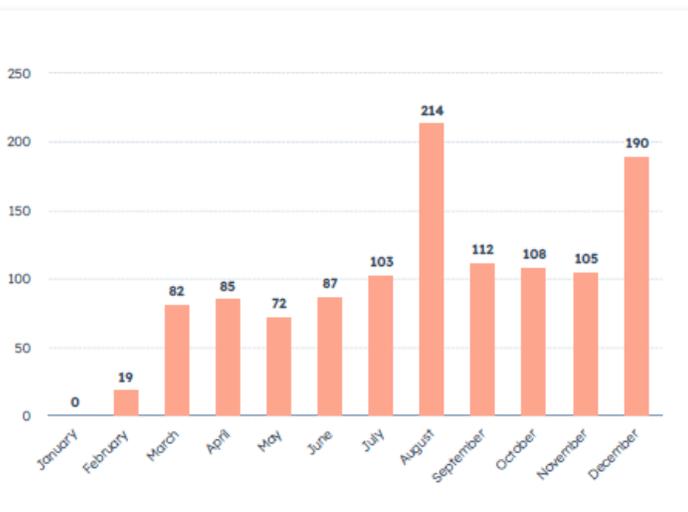
Best month for opens & clicks

December **39.68% Opens**

March **15.19% Clicks**



Total sends per month



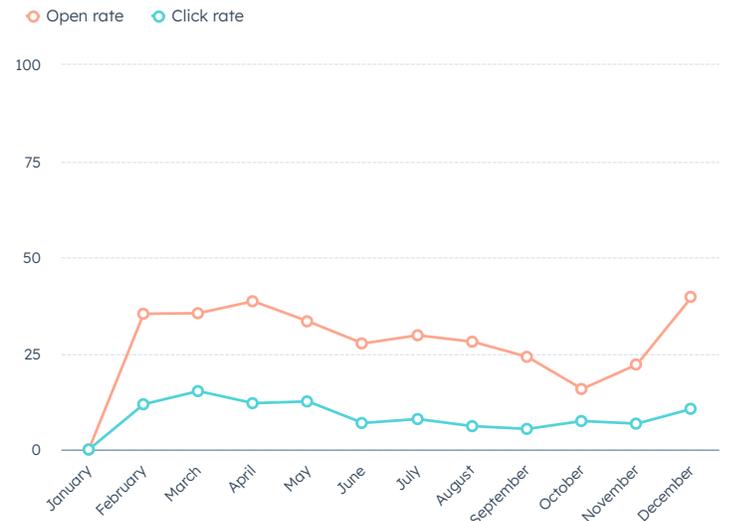
Email performance

29.67% Opened (346)

▲ 100% Compared to previous year

29.19% Clicked-through (101)

▲ 100% Compared to previous year



Campaigns and Their Performance Last Year (2025)

<input type="checkbox"/>	EMAIL NAME ⓘ	DELIVERED ⓘ	OPEN RATE ⓘ	CLICK RATE ⓘ
<input type="checkbox"/>	● Promise Act II Funding	91	50.55%	9.89%
<input type="checkbox"/>	● December 2025 News	98	29.59%	11.22%
<input type="checkbox"/>	● November 2025 News	104	22.12%	6.73%
<input type="checkbox"/>	● October 2025 News	108	15.74%	7.41%
<input type="checkbox"/>	● September 2025 News	112	24.11%	5.36%
<input type="checkbox"/>	● Amazon Hub in Town	106	25.47%	0%
<input type="checkbox"/>	● August 2025 News	108	30.56%	12.04%
<input type="checkbox"/>	● July 2025 News	101	29.7%	7.92%
<input type="checkbox"/>	● June 2025 News	87	27.59%	6.9%
<input type="checkbox"/>	● May 2025 News	72	33.33%	12.5%
<input type="checkbox"/>	● 2025 GrowMN Reminder	19	42.11%	10.53%
<input type="checkbox"/>	● April 2025 News	64	37.5%	12.5%
<input type="checkbox"/>	● 2025 GrowMN	22	40.91%	18.18%
<input type="checkbox"/>	● March 2025 News	57	33.33%	14.04%
<input type="checkbox"/>	● February 2025 News	17	35.29%	11.76%