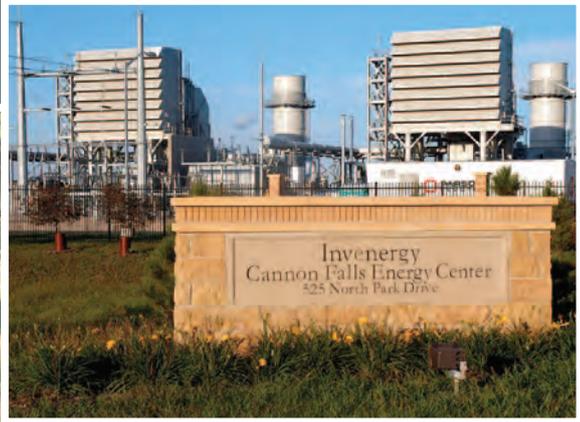




Cannon Falls

UNIQUELY NAMED. STRATEGICALLY PLACED.



Cannon Falls Economic Development Authority

Uniquely named. Strategically placed.

There's only one Cannon Falls: no other city in the United States has this name. But more importantly, Cannon Falls is strategically located between the thriving Twin Cities metropolitan area and Rochester, Minnesota, home to the world-renowned Mayo Clinic.

Cannon Falls offers a vibrant business environment with a skilled workforce, strong infrastructure, convenient accessibility and flexible incentives. The robust local economy features a solid lineup of businesses in manufacturing, food processing, financial services, and transportation and logistics.

If your business is looking for a unique community and a strategic location, you need look no further than Cannon Falls.

Cannon Falls

Financing Opportunities



Local Financing Available

Cannon Falls supports four banks in the community: Community Resource Bank, First Farmers & Merchants Bank, Merchants Bank and White Rock Bank. Each of these lenders provides a full array of financial services to meet local needs. The City of Cannon Falls has developed a working and cooperative relationship with these private institutions to leverage, foster and facilitate local economic development.

Years ago, area leaders determined that the formation of a local development corporation would be beneficial for funding worthy projects that may not otherwise be financially feasible. Today, Economic Initiatives of Cannon Falls, Inc., stands ready to assist with financing economic and community development projects that improve the local economy and serve to better Cannon Falls. Currently, the loan fund balance amounts to approximately \$500,000.

The City of Cannon Falls is an active member of the Minnesota Community Capital Fund (MCCF). Working in partnership with the private lending community, the MCCF is able to provide subordinate debt financing up to \$250,000 per project to assist with meeting the financial needs of a wide range of investments.

Working through the Economic Development Authority, the City of Cannon Falls has considerable experience in identifying, administering and funding economic development financing programs. This includes administration of the State of Minnesota Job Opportunity Building Zone (JOBZ) program; formation and management of several Tax Increment Financing Districts and Abatement projects; the development, financing, and ownership of industrial land and buildings that are needed to satisfy market demands; and administration of the Cannon Falls Revolving Loan Fund (RLF). The purpose of the RLF is to create/retain employment opportunities through business start-ups, expansions, retentions and/or relocations. The RLF maintains a fund balance in the neighborhood of \$500,000.

The City of Cannon Falls has developed a working relationship with the Minnesota Department of Employment and Economic Development, the Southern Minnesota Initiative Foundation,

the Small Business Administration, Dakota Electric Association/Great River Energy and other public nonprofit lenders to successfully secure competitive funding for economic development projects.

The financing opportunities that are available to help spur economic development activities in Cannon Falls are most impressive for a community its size. Cannon Falls stands ready to investigate all available sources of public and private financing that may be required to facilitate new investment in the community and to assist business owners with securing funding commitments.

The JOBZ Program

Property in the Cannon Falls industrial park has been designated as a JOBZ area. Passed into law by the 2003 Minnesota State Legislature and launched on January 1, 2004, the JOBZ initiative is Minnesota's marquee rural economic development stimulus program. The program provides substantial tax relief to companies that start up or expand in targeted areas of greater Minnesota – from the date they sign a business subsidy agreement until the program expires on December 31, 2015.

Besides targeting areas hit by economic distress, the program also aims to promote development in places already poised for business growth with adequate infrastructure in place. It also seeks out places where favorable conditions exist for restoring productivity to under-used and unproductive properties through development, redevelopment, reclamation or recycling.

Your business may be able to capitalize on JOBZ tax credits when expanding or relocating to Cannon Falls. As a rule, tax credits do not benefit new startup growth, but rather focus on existing businesses with significant revenue streams that would benefit from tax credits. Combined with access to workforce training, buildable land at the industrial park and other programs available through the State or Federal government, JOBZ credits can provide your business with substantial cost savings and other advantages.

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Love Where You Live



More than ever, people are selective about where they choose to live. Younger workers, in particular, truly “work to live,” and demand community features to fit their lifestyles. Cannon Falls offers natural beauty, recreational amenities, access to big city activities and hometown friendliness. It’s a unique combination that also features:



- A solid K–12 education system with high marks for student outcomes and newly expanded buildings and facilities. Area schools offer families a healthy mix of small class sizes, personalized attention from teachers, staff members and administrators, along with leading technology, plus academic and enrichment programs. Graduates go on to higher education, careers and other meaningful work throughout the world. There are also several private schools in the area.
- Lake Byllesby Regional Park, which offers a beach, camping, boating and fishing.

- Nearly 30 acres of parks and recreational facilities, most along the scenic Cannon River, including paved trails ideal for biking, hiking and walking.
- The Cannon Valley Trail, recognized as one of the 10 most beautiful rail-to-trail projects in the nation, runs along the Cannon River from Cannon Falls to Welch to Red Wing (20 miles total). The entire trail is paved and is groomed for cross-country skiing in the winter.
- Three golf courses.
- Canoeing, tubing, kayaking, fishing, boating, swimming and other water sports on the Cannon River.
- Quality health care provided by the Cannon Falls Medical Center–Mayo Health System, one of the world’s leading providers and innovators, through a primary and specialty care clinic and 21-bed hospital. A dedicated team of care providers ensures that residents receive local health care services including radiology, lab, physical therapy and home health, plus regular visits from specialists and easy access to more specialized care facilities nearby.



Nearby Customized Training and Education

Minnesota State College–Southeast Technical, in nearby Red Wing, operates its Center for Custom Training and Education, which works with businesses and can help your organization meet its workforce and organizational development needs.

Minnesota State College–Southeast Technical also offers 70+ different degree, certificate and diploma-granting programs.

Northfield, 15 miles west of Cannon Falls, has two private post-secondary institutions, Carleton College and St. Olaf College.

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Good Company



Major employers in Cannon Falls includes these diverse organizations:

Amesbury Group's Plastics Profiles – PPI manufactures extruded standard and custom profiles for use in the window and door industry. Amesbury Group is a division of Lupus Capital of London, England.

The Bergquist Company began by distributing electronic components throughout the upper Midwest and now comprises four main divisions: thermal products, membrane switches, touch screens and electronics. Today, Bergquist supplies some of the best-known brands to companies throughout the world.

Cannon Equipment manufactures point-of-purchase display marketing products. It is a wholly owned subsidiary of IML, plc, of Birmingham, England, an international company providing high-quality engineered products to major global clients.

Cannon Falls Medical Center is affiliated with Mayo Health System operating as a primary and specialty care clinic and 21-bed hospital that provides a full range of quality, convenient medical care services.

Cranky Ape Powersport Auctions national headquarters, a rapidly expanding online source for direct-to-public bank repossession and insurance recreational vehicle auctions. The company has a gigantic indoor facility for ATVs, boats, motorcycles and snowmobiles, plus acres of RVs and some cars and trucks.

Ferguson is the country's largest wholesale distributor of plumbing supplies, pipes, valves and fittings, heating and cooling equipment, waterworks, mechanical and industrial bathrooms and appliances, tools and safety equipment, and fire protection products.

F.J. Moore Manufacturing Company manufactures and markets a full line of plumbing vents and has served the Midwest since 1908. It is a family-owned business, now in its third generation of ownership.

Gemini, Inc. creates customized plastic and metal letters and plaques for the signage industry. A subsidiary, **Gemstar Manufacturing**, is a custom manufacturer of transit cases, carry cases, rotationally molded cases, reusable shipping cases, rugged rack cases and stock cases. It serves the U.S. armed forces, as well as the electronic, medical, aircraft, computer, imaging and photographic industries.

Invenergy Cannon Falls, LLC is an independent power producer specializing in clean-burning natural gas power generation and wind-generated electricity.

Lorentz Meats is a specialty meat processor, sausage manufacturer and educator. Their plant is USDA Certified, Organic Certified and European Union Certified, permitting the company to ship elk and bison to European markets.

Mel-O® Honey, Inc. produces a wide variety of products, including honey, custom blends and natural foods such as corn syrup, maple syrup and molasses. The company recently created John Mountain® Organic and Naturals, a new USDA Certified organic brand.

Midwest-CBK is a leading designer and wholesale distributor of seasonal and everyday giftware and home décor. Their product lines feature more than 5,000 designs marketed under the Seasons of Cannon Falls® brand name.

Progressive Rail, Inc. handles supply chain logistics from line haul freight services to coordinating the perfect car type for safe product handling. For unusually heavy or large items, such as wind turbines, their experts can manage the shipping details. Their Carload Connection team helps companies not directly served by rail realize the advantages of rail shipping.

Robinson Outdoors manufactures men's hunting coats and vests and scent elimination products for hunters.

Sibley Engineering, Inc. (SEI) provides surface cleaning and surface coatings removal services. SEI's primary markets include the automotive refinishing and restoration industry and the plastic injection molding industry.

Strike Tool manufactures products that enhance the concrete industry, including pre-cast concrete and construction materials.

Twin City Container is a premier industrial packaging reconditioner and recycler specializing in steel and plastic drums, intermediate bulk containers and tanker trucks. The company is also a leading distributor of a wide range of new containers ranging from drums, intermediate bulk containers, steel and plastic pails, tin cans, plastic bottles and many other container related accessories.

Wausau Supply Company Door Division is an entry door production and pre-finishing operation.

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Strategically Placed



Access and strong infrastructure is critical for today's businesses. Cannon Falls' proximity to U.S. Highway 52 and Minnesota State Highways 19 and 20 provides easy access to major highways and to the Minneapolis-St. Paul area, including its international airport.

Rail shipping service to and from Cannon Falls is provided by Progressive Rail, Inc. Its transloading facility, directly accessible from Highway 20, serves businesses not located on a rail line.

A planned Highway 52 interchange offers new development possibilities, especially retail opportunities and a business park focused on professional services and business services, including health care provided by Cannon Falls Medical Center-Mayo Health System.

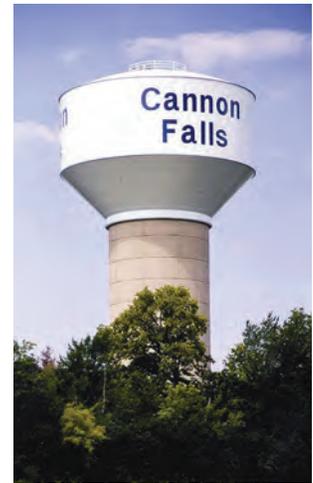
Room to Grow

Cannon Falls Industrial Park has nearly 100 available acres, 60 acres of which are JOBZ eligible. Whether your business requires a modestly sized parcel of less than 10 acres or a significantly larger site, Cannon Falls is able to satisfy your needs quickly and cost-effectively. Why? Because the Economic Development Authority owns much of the property and their goal is to make it happen!



Our Energy is All Yours

The city has more than adequate water supply and wastewater treatment capacity since adding a new one million gallon tower and expanding the wastewater treatment facility and its capacity to one million gallons/day. Cannon Falls electric, natural gas and other energy sources are updated, dependable and designed to handle additional load.



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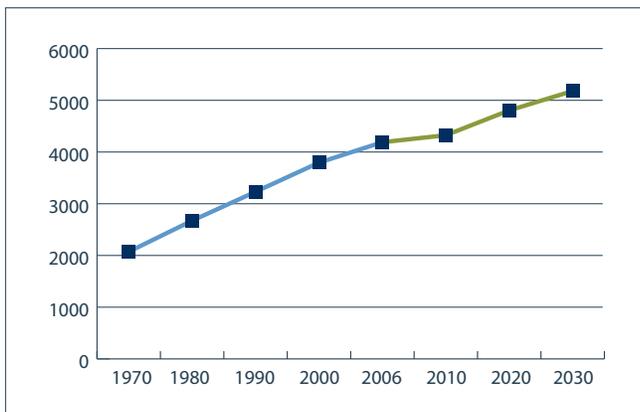
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Ready Workforce



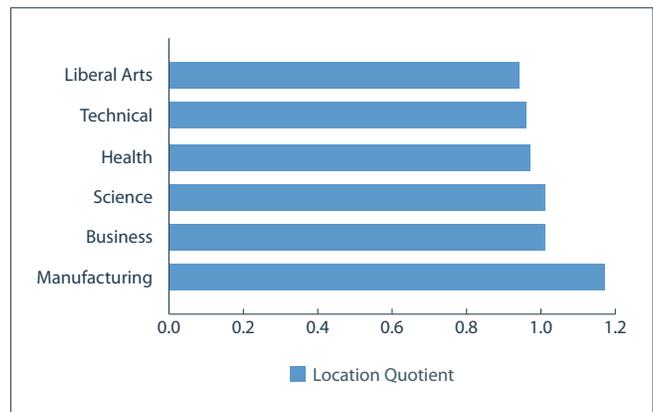
Businesses looking to maintain a competitive edge in today's market need employees with technical skills, plus business skills that allow them to adapt to industries' changing needs. Cannon Falls offers both in an available, capable and growing workforce.

More Available Employees



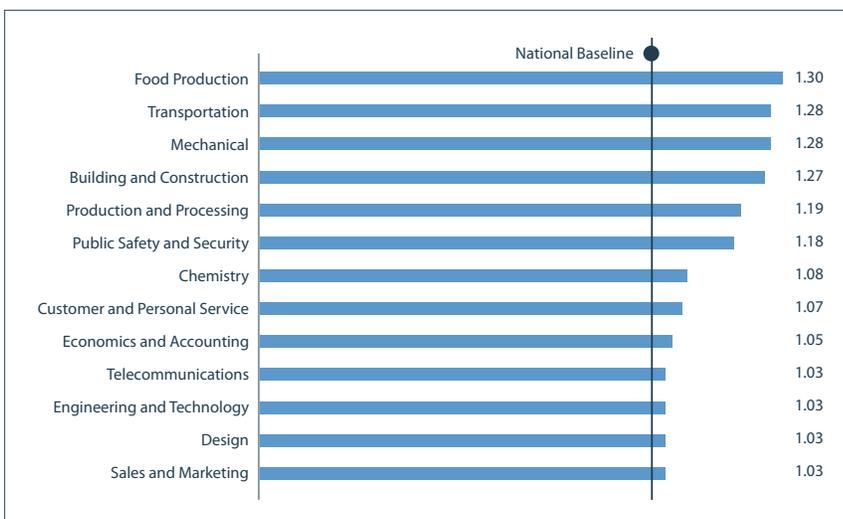
Source: Minnesota State Demographic Center, October 2007 for Goodhue County in the city of Cannon Falls. 2010–2030 are projected.

More Specialized Knowledge



Location quotient (LQ) compares an area's specialization level to the national average. For manufacturing, an LQ of 1.17 indicates a 17% higher concentration of knowledge of manufacturing in Cannon Falls versus the nation.

Cannon Falls Knowledge Clusters – Local Knowledge Concentration Relative to National Baseline



The Cannon Falls workforce has specialization higher than the national average in manufacturing and comparable know-how in science and business. The area's workforce offers higher concentrations of knowledge in the areas listed here compared to the nation.

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