

Shaping OurHORIZON

Marshall EDA Annual Report 2022

ABOUT MARSHALL

Marshall, is a vibrant and close-knit community located in southwestern Minnesota. Marshall serves as a regional center for commerce, education, and culture.

> With its picturesque setting amidst the rolling prairies and the meandering Redwood River, Marshall offers a blend of natural beauty and small-town charm.

Downtown Marshall, MN, is a vibrant and charming destination that encapsulates the spirit of small-town America. The downtown area exudes a sense of community and offers a delightful mix of historical significance and contemporary flair. As you stroll down the tree-lined streets, you'll encounter a wide array of locally-owned shops, boutiques, and restaurants, each contributing to the unique character of the area.

Marshall is also home to Southwest Minnesota State University, which contributes to the city's dynamic atmosphere and offers educational opportunities to students from near and far.

The community takes pride in its 10 parks, recreational facilities, and public amenities including the Red Baron Arena and Expo, the MERIT Center, Adult Community Center, Marshall-Lyon County Library and Lyon County Museum. Marshall embraces a strong sense of community spirit, with events like the Lyon County Fair and Sounds of Summer showcasing its lively and inclusive nature.

Whether it's exploring the outdoors, engaging in cultural activities, or enjoying the warmth of the community, Marshall provides a welcoming and fulfilling experience for all who call it home.

The year IN REVIEW

This year the City of Marshall made significant strides in economic development as we continue to position ourselves as a vibrant and thriving community in Southwest Minnesota.

We have placed emphasis on not only attracting new businesses but nurturing our strong local business ecosystem. This is evident in the recent projects on both the East College and Main Street corridors.

We also worked to combat workforce challenges and seek new opportunities to grow our own in order to support our strong and diverse industry mix. In Marshall, we are committed to broader community development, focusing on creating and maintaining spaces that best serve the residents and visitors to the city. This year we were able to secure new housing options and supported growth in the hospitality industry.

As our community continues to grow, we know that it is essential to ensure that it is inclusive and sustainable.

We look forward to another year of economic growth and vitality.

-Tawny Schotzko, EDA Board President

MISSION STATEMENT

To attract, promote, retain and expand economically sound industry, businesses, commerce and housing within the Marshall community.

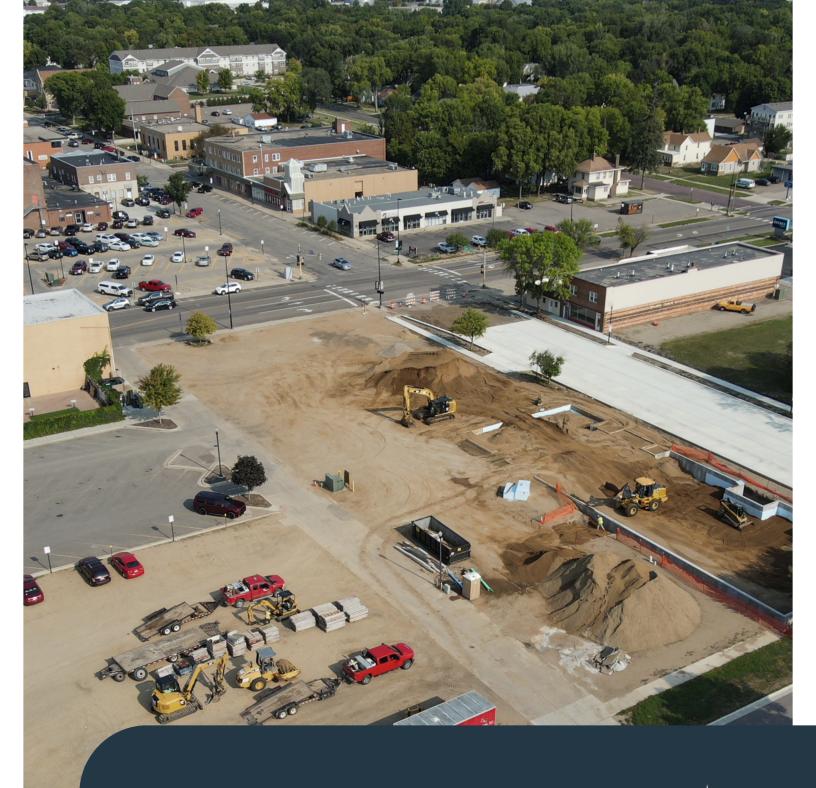




Sharon Hanson, Executive Director



Lauren Deutz Director



Economic Trend REPORT

DEVELOPMENT PROJECTS



BLOCK 100

CBC Fischer Group is currently constructing a three-phase housing/commercial development in the heart of downtown. Phase I of the development is slated to be online in 2023 and will feature 33 housing units.



DOLLAR GENERAL

In the Fall of 2022, a new 10,500 sq ft Dollar General was opened on East College Drive.



Well Suite Sabor Latin Kitchen Rockstar Nutrition



AVERA MARSHALL

Construction for the \$6 million remodel began in spring 2022. remodeling work on clinic and therapy spaces at three Avera Marshall locations



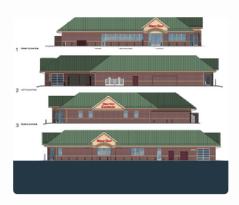
ADM

ADM is completing a 30-million expansion which includes facilities to begin production of a good grade starch. The project includes a \$1.87 million MNDOT Rail Grant.

ADDITIONS

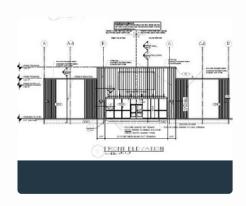
North Central International Northwest Farm Management Wayne's Tractor Repair

UPCOMING PROJECTS



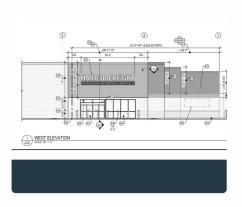
KWIK TRIP

Kwik Trip has purchased the Speedway Gas Station on East College Drive. In 2023, the company will complete a teardown and redevelopment of the site.



FAMILY DOLLAR

JTS Investments have purchased a lot on East College Drive to construct a 10,500 sq ft co-branded Family Dollar/Dollar Tree store in 2023.



HARBOR FREIGHT

Woodcrest Capital has announced the first of three tenants for the Former Shopko building located on Susan Drive. Harbor Freight will be opening a 17,000 sq ft retail front in 2023.



DOMINOS

Team Honey Badger purchased a property on East College Drive that will be redeveloped into a commercial multitenant building with Dominos as the anchor.

HOTEL DEVELOPMENT

In December of 2022, REVocity purchased two parcels adjacent to the Red Baron Arena to build an investor model hotel. The projected is slated to begin construction in 2023.



DOWNTOWN DEVELOPMENT

The Atlantic Hotel and Mercantile building has been under renovation since 2021, when Knochenmus Enterprises acquired the property. The Upper Room took shape on the top floor, while the second floor was renovated into new offices for Ralco and a new restaurant, Atlantic Place, was opened on the first floor. The remaining first floor space is in the process of being converted into new commercial rental units.

"OUR NEW SPACE IS DESIGNED FOR INNOVATION AND SOLVING CUSTOMER PROBLEMS IN WAYS THAT WEREN'T POSSIBLE BEFORE."

-BRIAN KNOCHENMUS

RALCO NUTRITION

Ralco's new offices take up 17,000 square feet of space on the second story level of the New Atlantic Hotel and Landmark Mercantile buildings. The office area serves approximately 55 current employees with room for future growth.

THE UPPER ROOM

The Upper Room, located on the third floor of the Atlantic Hotel and Mercantile building, is an all-inclusive event space including a ballroom, bridal and groom suites, family room and guest suites.

ATLANTIC PLACE

The Atlantic Place restaurant is a chefdriven menu, with food made from scratch. The name is Atlantic Place is a tribute to the building the restaurant is in, which started out as the New Atlantic Hotel in 1927.



ABOUT RALCO

Ralco Nutrition is a leading provider of innovative nutritional solutions for the agricultural industry. With a deep commitment to animal health and performance, Ralco Nutrition offers a comprehensive range of products and services that optimize the nutrition and well-being of livestock and poultry.

COMMUNITY DEVELOPMENT

The new Marshall "M" sculpture at Independence Park was dedicated for the City's sesquicentennial anniversary. The mosaic design includes geometric patterns and symbols from cultures in southwest Minnesota, as well as scenes from Marshall's 150-year history. The M sculpture was designed by regional artist, Tamara Isfeld and made possible through a grant from the Southwest Minnesota Arts Council and Minnesota's arts and cultural heritage fund.

In addition to the sculpture, the City was able to complete trail updates at Independence Park. The new concrete sidewalks were paid for through Tall Grass Liquor's profits in 2020.

With a goal of adding inclusive playground equipment at many of our city parks, we were able to commission our first installment in May. The City added a wheelchair-accessible merrygo-round and table roller for sensory play at Legion Field Park. Both pieces of equipment were placed on artificial turf for easier wheelchair access.

Following the reconstruction project at City Hall, the vacant lot where the Marshall Hotel was identified for an outdoor downtown gathering space. The vision for the new gathering space — named Terrace 1872 — includes features like plant beds, patio furniture, lighting and a shade structure. The name refers to the year Marshall became a city.



To commemorate our sesquicentennial (150th anniversary), the City dedicated a community sculpture that stands at Independence Park.



Independence Trail Update



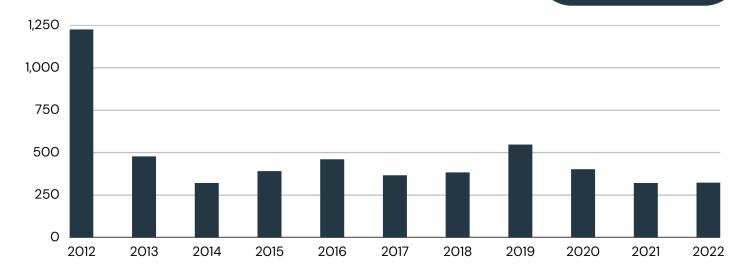
Inclusive Playground Addition - Legion Park



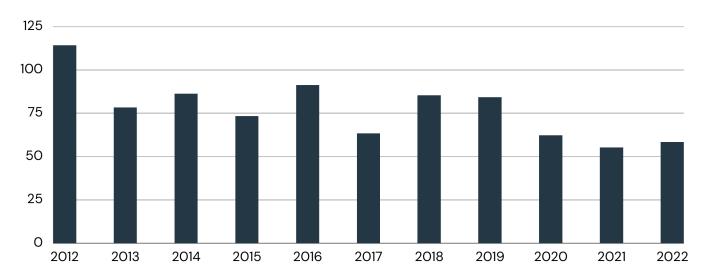
Terrace 1872 - Downtown Plaza

Number of Permits

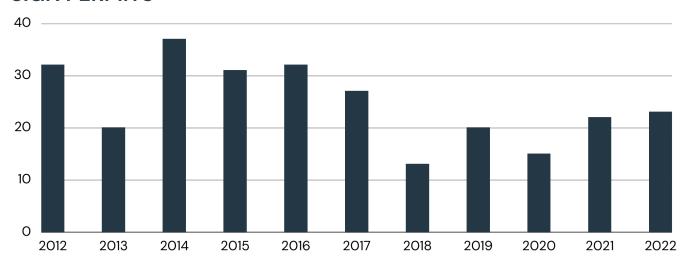
RESIDENTIAL PERMITS



COMMERCIAL PERMITS



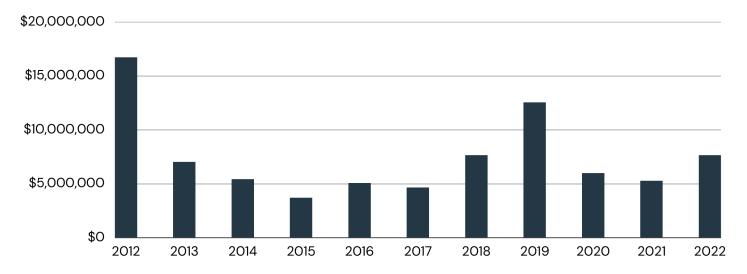
SIGN PERMITS



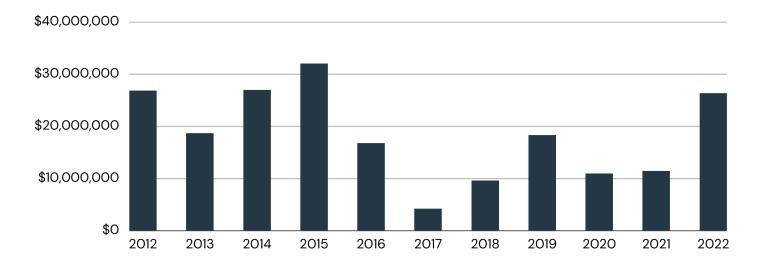
BUILDING PERMIT ACTIVITY

Value of Permits

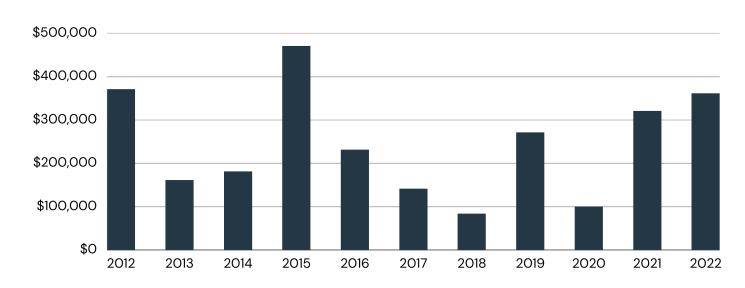
RESIDENTIAL PERMITS

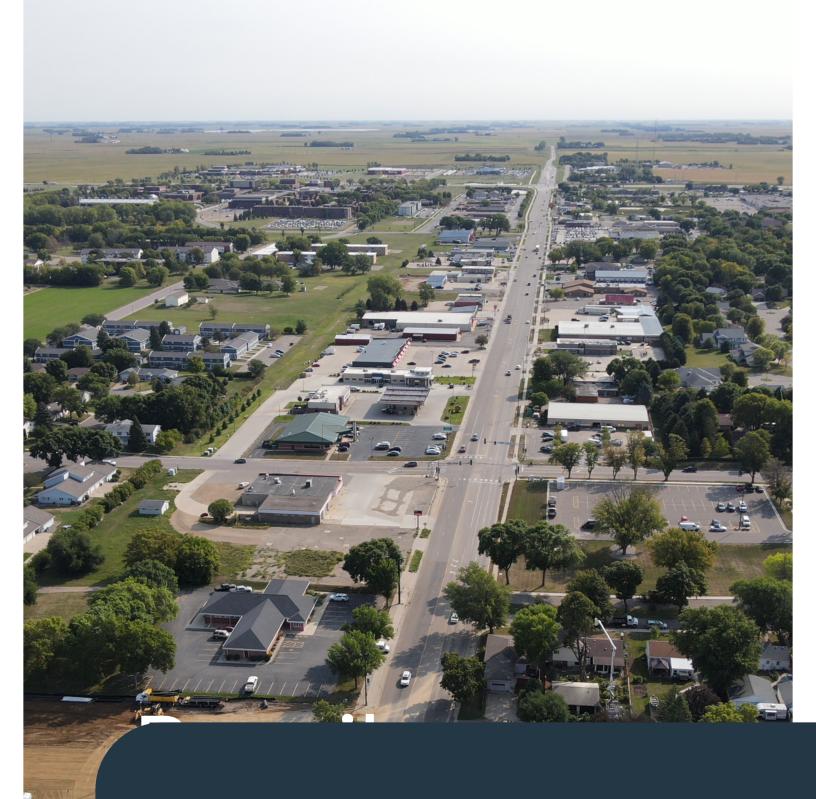


COMMERCIAL PERMITS



SIGN PERMITS

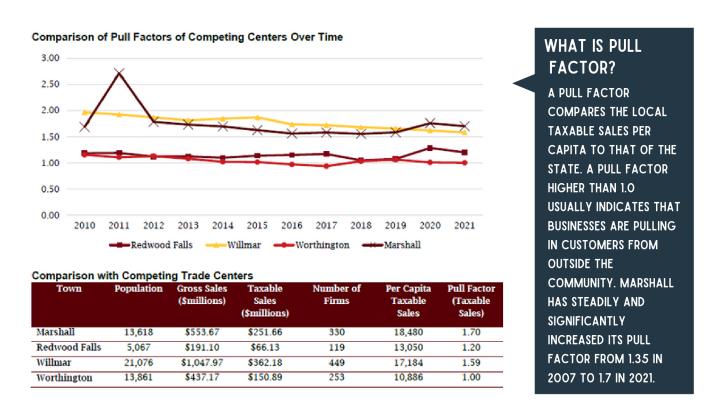




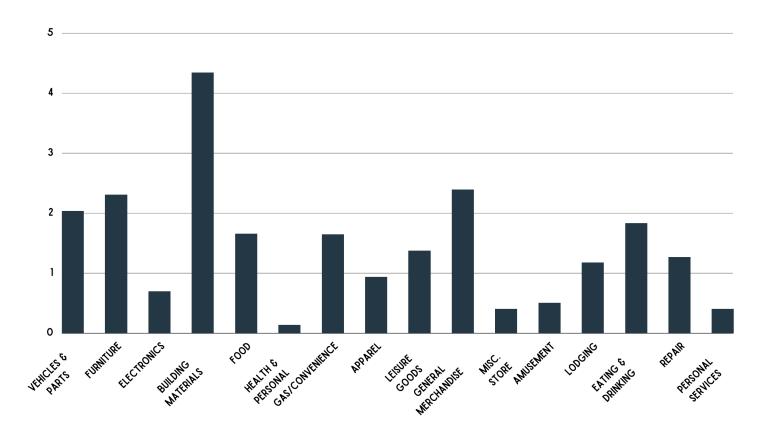
Retail Trade +ANALYSIS

PULL FACTOR

Marshall serves as a bustling regional hub in southwestern Minnesota, offering a wide range of services, amenities, and opportunities to residents and neighboring communities.



PULL FACTOR BY CATEGORY



MERCHANDISE CATEGORY

Marshall has been increasing its retail strength since 2010, and with a pull factor of 1.70, it draws in more sales than anticipated for its size. When compared with other Minnesota communities, Marshall performs well, bringing in 33.4% more sales than expected.. Some business categories, such as Furniture, Leisure Goods, and Building Materials establishments are bringing customers into the community to shop. Opportunities exist, however, to capture more spending locally since local consumers also appear to shop outside the community for other goods and services (e.g., Health & Personal).

SELECTED COMPONENTS OF CHANGE

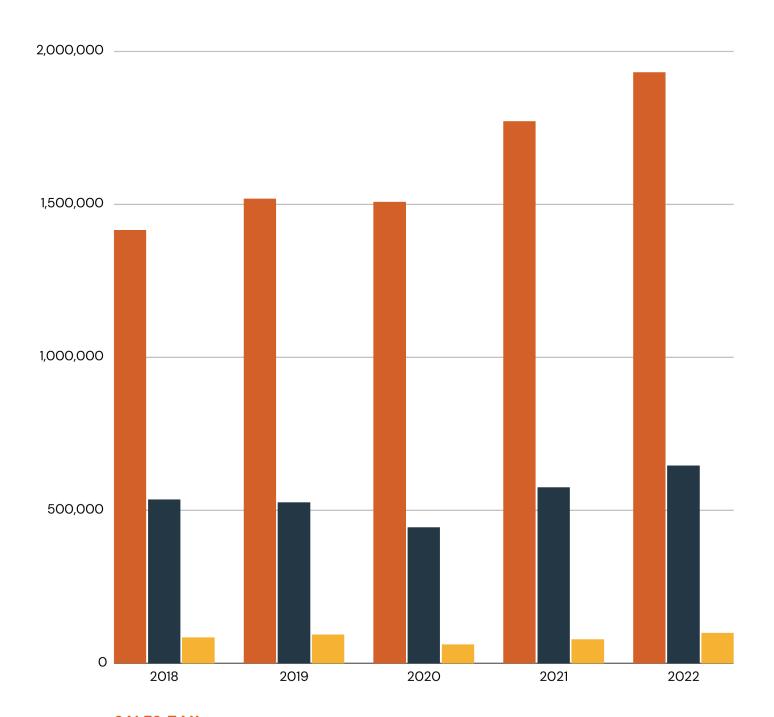
VEHICLES & PARTS	\$13,485,367	\$17,739,861	+\$4,254,494	+31.55%
FURNITURE	\$6,731,579	\$10,100,386	+\$3,368,807	+50.04%
ELECTRONICS	\$2,896,002	\$3,110,044	+\$214,042	+7.39%
BUILDING MATERIALS	\$66,944,309	\$83,385,553	+\$16,441,244	+24.56%
FOOD	\$14,057,333	\$16,455,418	+\$2,398,085	+17.06%
HEALTH AND PERSONAL	\$225,458	\$223,803	-\$1,655	-0.73%
GAS & CONVENIENCE STORES	\$5,733,870	\$6,128,587	+\$394,717	+6.88%
CLOTHING	\$1,394,769	\$2,193,484	+\$798,715	+57.27%
LEISURE GOODS	\$3,088,800	\$4,748,946	+\$1,660,146	+53.75%
GENERAL MERCHANDISE	\$40,131,927	\$42,070,223	+\$1,938,296	+4.83%
MISC STORES	\$1,227,040	\$1,980,680	+\$753,640	+61.42%
AMUSEMENT	\$2,092,148	\$2,416,438	+\$324,290	+15.50%
LODGING	\$5,181,278	\$4,686,933	-\$494,345	-9.54%
EATING & DRINKING	\$35,720,910	\$42,351,998	+\$6,631,097	+18.56%
REPAIR SERVICES	\$4,343,524	\$5,284,202	+\$940,678	+21.66%
PERSONAL SERVICES	\$750,561	\$839,565	+\$89,004	+11.86%
TOTAL TAXABLE RETAIL & SERVICES	\$211,094,137	\$251,663,334	\$40,569,197	+19.22%

TRADE AREA ANALYSIS BY MERCHANDISE CATEGORY

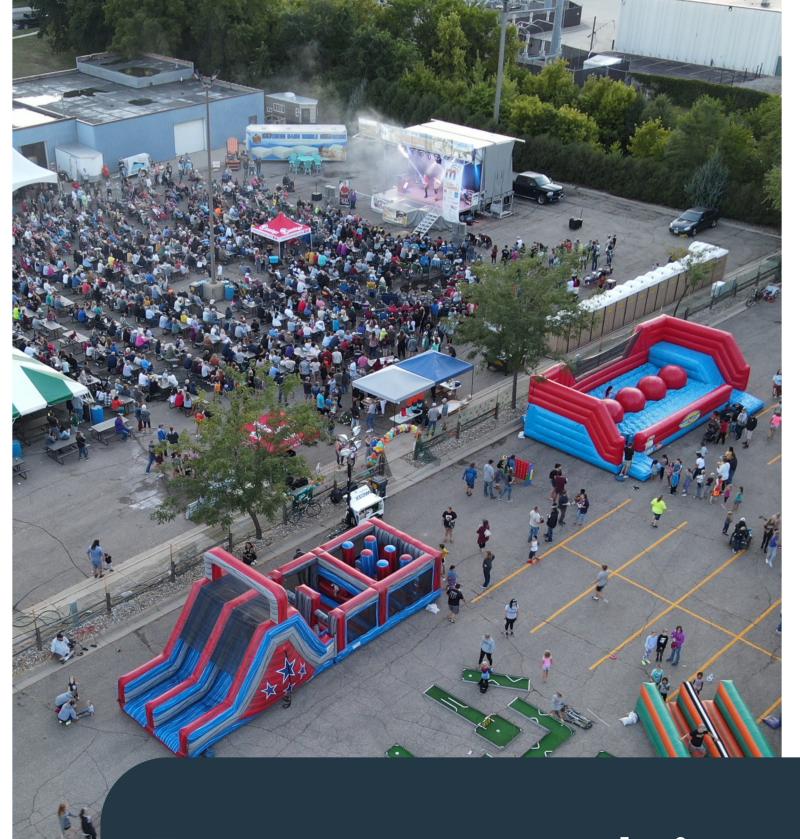
VEHICLES & PARTS	\$16.76	\$17.74	5.8%	794
FURNITURE	\$5.45	\$10.10	85.4%	11,633
ELECTRONICS	\$4.12	\$3.11	-24.6%	-3,344
BUILDING MATERIALS	\$53.62	\$83.39	55.5%	7,559
FOOD	\$16.24	\$16.46	1.3%	183
HEALTH & PERSONAL	\$2.45	\$0.22	-90.9%	-12,372
GAS & CONVENIENCE	\$6.76	\$6.13	-9.3%	-1,271
CLOTHING	\$2.41	\$2.19	-9.1%	-1,234
LEISURE GOODS	<i>\$2.75</i>	\$4.75	72.9%	9,923
GENERAL MERCHANDISE	\$55.19	\$42.07	-23.8%	-3,237
MISC. STORE	\$10.20	\$1.98	-80.6%	-10,973
AMUSEMENT	\$2.07	\$2.42	16.7%	2,279
LODGING	\$7.12	\$4.69	-34.2%	-4,658
EATING & DRINKING	\$35.86	\$42.35	18.1%	2,464
REPAIR SERVICES	\$5.54	\$5.28	-4.6%	-625
PERSONAL SERVICES	\$1.18	\$0.84	-28.8%	-3,922
OTAL TAXABLE RETAIL & SERVICES	\$188.64	\$251.66	33.4%	4,550

SALES & USE TAX

2022 TOTAL TAX \$2,202,000

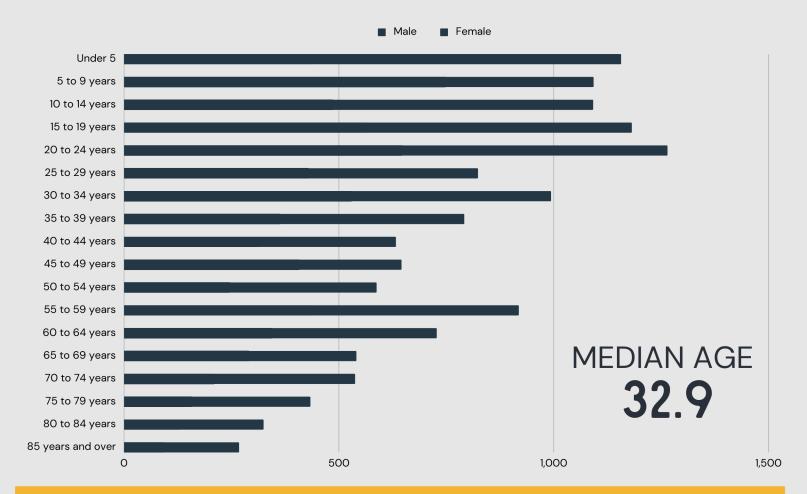


SALES TAX
FOOD AND BEVERAGE
LODGING



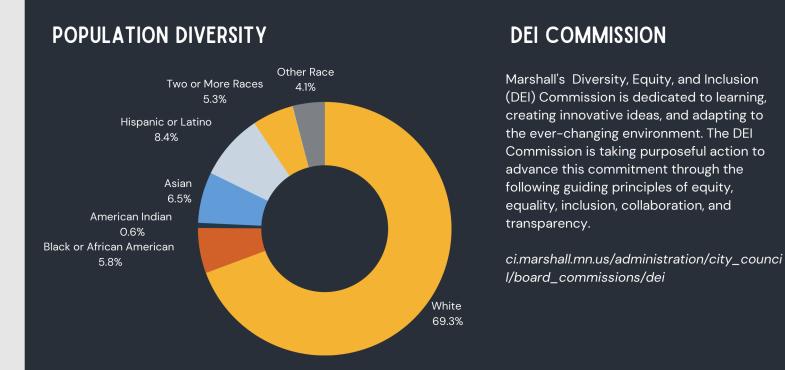
Demographic + ANALYSIS

TOTAL POPULATION

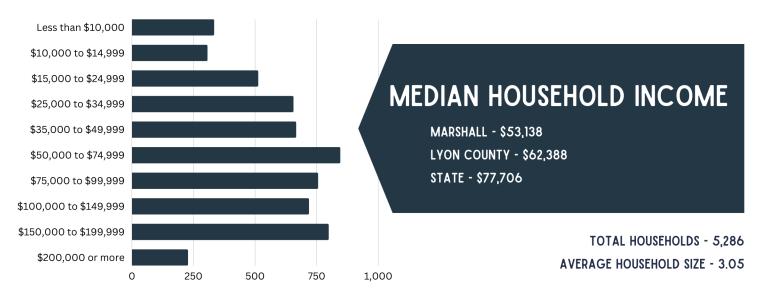


*CENSUS APPEAL

Data from the April 2020 U.S. census stated that Marshall's population had slightly decreased from the 2010 count. The Census Bureau has approved an appeal on the data based on residents in Ward 1 of the city being undercounted, due to the COVID pandemic closing the campus of Southwest Minnesota State University. Census results showed population growth in Marshall's other two voting wards.



HOUSEHOLD INCOME



EARNING AND ASSISTANCE

Labor Earnings - 78.9%

Social Security - 28.8%

Retirement Income - 16.4%

Supplemental Security Income - 4.6%

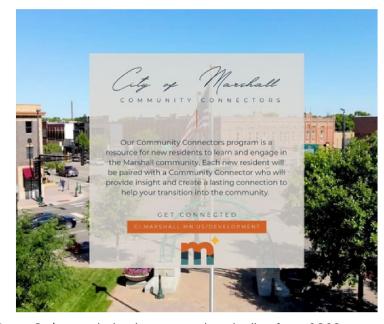
Cash Public Assistance - 3.7%

SNAP - 8.5%

INCOME AND POVERTY PREVALENCE

Per Capita Income - \$30,922 Poverty Prevalence - 16.8%

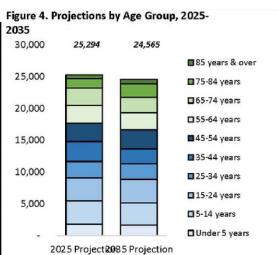
POPULATION TRENDS



According to the Minnesota State Demographic Center, Lyon Co.'s population is expected to decline from 2023 to 2033, with a rate of change that is slower than the projected statewide growth rate (5.6%).

	2025	2035	Numeric	Percent
Lyon Co.	Projection	Projection	Change	Change
Under 5 years	1,797	1,638	-159	-8.8%
5-14 years	3,692	3,493	-199	-5.4%
15-24 years	3,606	3,718	112	3.1%
25-34 years	2,578	2,453	-125	-4.8%
35-44 years	3,130	2,326	-804	-25.7%
45-54 years	2,861	3,038	177	6.2%
55-64 years	2,809	2,658	-151	-5.4%
65-74 years	2,733	2,396	-337	-12.3%
75-84 years	1,488	2,152	664	44.6%
85 years & over	600	693	93	15.5%
Total Population	25,294	24,565	-729	-2.9%

Source: Minnesota State Demographic Center

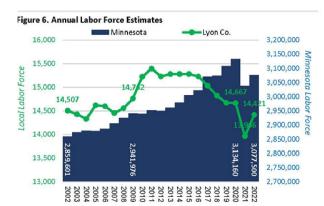




MAJOR EMPLOYERS

EMPLOYER	EMPLOYEES
SCHWAN'S COMPANY, AN AFFILIATE OF CJCJ FOOD, AMERICAS	900
AVERA MARSHALL	659
US BANCORP	523
SOUTHWEST MINNESOTA STATE UNIVERSITY	485
TURKEY VALLEY FARMS	450
MARSHALL PUBLIC SCHOOLS	450
HY-VEE FOOD STORES	450
SEVITA	350
ARCHER MIDLAND DANIELS	260
RUNNINGS	234
WAL-MART	200
CYGNUS HOME SERVICE (SCHWAN'S)	150
RALCO NUTRITION	133
MENARDS	130
VISHAY HIREL SYSTEMS LLC	127
PERFORMANCE FOODSERVICE INC.	126
LYON COUNTY	125
CITY OF MARSHALL	109
PRAIRIE HOME HOSPICE & COMMUNITY CARE	102
UNITED COMMUNITY ACTION PARTNERSHIP	95
BH ELECTRONICS, INC	88
CLIFF VIESSMAN INC.	88

UNEMPLOYMENT RATE



JOB VACANCIES (LYON COUNTY)

Occupation	# of Vacancies	Wage Offer
Management	430	\$27.04
Business & Financial Operations	151	\$24.04
Computer & Mathematical	99	\$31.77
Architecture & Engineering	130	\$27.09
Life, Physical & Social Sciences	69	\$20.91
Community & Social Services	159	\$25.21
Education, Training & Library	731	\$17.88
Healthcare Practitioners & Techincal	1252	\$25.17
Healthcare Support	1290	\$14.92
Protective Service	142	\$19.76
Food Preparation & Serving Related	2626	\$13.56
Building, Grounds Cleaning & Maintenance	379	\$15.50
Personal Care & Service	135	\$12.78
Sales & Related	1467	\$14.33
Office & Administrative Support	766	\$14.07
Construction & Extraction	165	\$17.90
Installation, Maintenance & Repair	554	\$22.90
Production	1782	\$18.26
Transportation & Material Moving	786	\$17.46

EMPLOYMENT PROJECTIONS

Occupation	Estimated Employment 2018	Projected Employment 2028	% 2020-2030
Natural Resources & Mining	5931	6026	1.6%
Utilities	713	735	3.1%
Construction	7573	8082	6.7%
Manufacturing	30107	80719	2.0%
Wholesale Trade	8045	8118	0.9%
Retail Trade	18569	17653	-4.9%
Transportation & Warehousing	7385	7817	5.8%
Information	2152	2001	-7.0%
Finance & Insurance, Real Estate	8098	8232	1.7%
Professional Services & Management	5283	5512	4.3%
Administrative & Waste Services	3421	3636	6.3%
Educational Services	15564	16274	4.6%
Health Care & Social Assistance	29352	32981	9.3%
Leisure & Hospitality	11744	14382	22.5%
Other Services	6756	7462	10.4%
Public Administration	13193	13517	2.5%

COMMUTING PATTERNS

Travel Time	Percent of Population
Less than 10 minutes	59.8
10 to 14 minutes	21.5
15 to 19 minutes	6.6
20 to 24 minutes	2.2
25 to 29 minutes	2.0
30 to 34 minutes	2.0
35 to 44 minutes	1.5
45 to 59 minutes	1.0
60 or more minutes	3.4
Mean travel time to work (minutes)	11.9

6,655
Marshall Workers

59.8%

Travel less than 10 minutes to work

87.9%

Travel less than 20 minutes to work



Marshall is a strong "importer" of workers. Nearly 20% (19%) of workers commute into Marshall daily from over 50 miles, growing the city's daytime population to 25,000. Marshall is also home to four major highways intersecting: Highway 59, Highway 23, Highway 19 and Highway 68.

COMMUTER FACTS

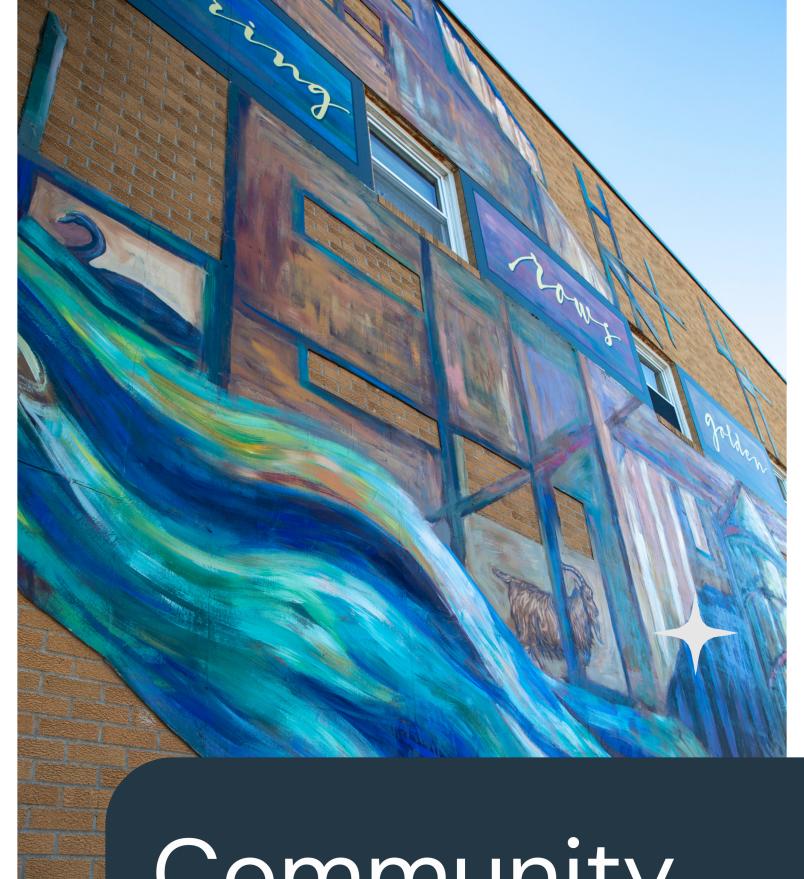
84.3%

5.1%

10,732

Work from Home

Commuting in Marshall Daily



Community +ANALYSIS

HOUSING **CHARACTERISTICS**

Total Housing Unit	5,986
Occupied Housing Units	5,473
Owner-Occupied	2,962
Renter-Occupied	2,324
Vacant Housing Units	513
2020 or later	10
2010-2019	75
2000 to 2009	538
1980 to 1999	1698
1960 to 1979	1711
1940 to 1959	744
1939 or earlier	510





HOUSING SUMMARY

171

Home Sales

\$218,350

Average Sale Price 2022 New Construction

12

\$156,000

Median Home Value

\$687

Median Rent

44%

Rent vs Own

SOUTHWEST MINNESOTA STATE UNIVERSITY



ABOUT SMSU

Southwest Minnesota State University is a four-year public university offering a high-quality education in the liberal arts and professions to prepare students for a life that is successful both personally and professionally.

ENROLLMENT FIGURES - FALL 2022

Total Headcount - 6,531

Degree-seeking (undergrad) - 1,945

Non-degree seeking - 4,199

Graduate - 387

Female - 65.1%

Male - 34.9%

Minnesota Residents - 76.1%

Counties Represented - 80

Out of State - 23.9%

States Represented - 32

International - 5.6%

Countries Represented - 32

Students Living on Campus - 538

*Demographics based on Degree-Seeking

Undergraduate Students

ECONOMIC IMPACT

A data report released by Minnesota State demonstrates SMSU's economic contribution of more than \$286.5 million, which included a direct impact of \$163.7 million and an indirect impact of \$122.8 million.

The study stated that the university supported 2,248 jobs. Of that total, 413 jobs were direct employees of SMSU. The study said SMSU generates over \$23.4 million in state and local taxes.





MARSHALL PUBLIC SCHOOLS



PUBLIC SCHOOLS

Marshall High School: Grades 9-12

MATEC: Grades 9-12

Marshall Middle School: Grades Pre-K, 5-8

West Side Elementary: Grades 3-4 Park Side Elementary: Grades Pre-K-2

Marshall is also home to two parochial PreK-12 schools and two additional preschool programs.





GRADE	22-23 ENROLLED	23-24 PROJECTED
K	175	175
1	175	175
2	183	175
3	170	183
4	158	170
5	168	158
6	187	168
7	169	187
8	196	169
9	235	236
10	230	235
11	242	230
12	219	242

Career Opportunities for **STUDENTS**

CAREER & TECHNICAL INSTITUTE



The Career and Technical Institute provides opportunities for hands-on learning and career readiness certifications. Course offerings will include certified nursing assistant classes, advanced auto mechanics and autobody, and welding.

The Institute will not only equip students for technical careers but help support the community's workforce challenges.

www.marshall.k12.mn.us



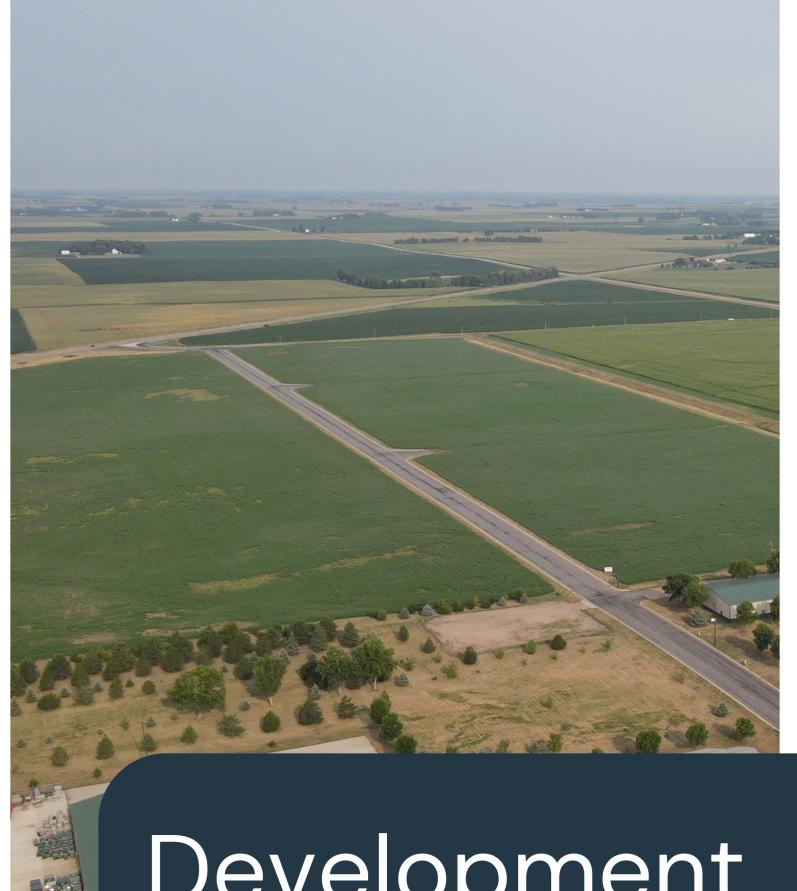




CEO — short for Creating Entrepreneurial Opportunities — is a nationwide program for high school juniors and seniors. With the help of local investors and businesspeople, students get real-life experience in creating and running their own businesses. The year-long program includes visits to local businesses, guest speakers, and an annual student trade show.

lyonandmurrayceo.com

LYON & MURRAY CEO



Development + OPPORTUNITIES

DEVELOPMENT OPPORTUNITIES



COMMERCE INDUSTRIAL PARK

Commerce Park spans across 121.03 developable acres and can be subdivided into as little as 5 acre lots. Commerce Park is located west of Highway 59 North and is centrally located in the industrial district of Marshall.

The City of Marshall was awarded a \$2 Million Business Development Public Infrastructure Grant to build out Michigan Road. In addition, Commerce Park is Shovel Ready certified and located in the federally designated Opportunity Zone.

SONSTEGARD SUBDIVISION

Sonstegard Subdivision II was initially 64.266 acres. The majority of the industrial park was filled within two years. Only one 1.2810 acre parcel is still available for development.

Sonstegard Subdivision II is located between Trunk Highway 68 and County Road 33 and is located at the heart of Marshall's industrial district. It is currently zoned general industrial.



TIGER PARK

Marshall is seeking hospitality, restaurant and retail enterprises that would complement each other and reach the amateur sports crowd along with the Southwest Minnesota State University population and our own community members.

AIRPARK EAST

The Southwest Minnesota Regional Airport-Marshall/Ryan Field is a growing area and at present has over 25 developable acres.

Located within easy access to air transportation, railroads, and highway systems, the airpark offers a prime location for businesses.

- 7,220-foot primary runway in length for corporate/commercial aircraft
- 4,000-foot crosswind runway
- BEACON, VOR/DME, ILS, weather computer
- Flight training and repair service
- Charter flights available to any point in North America and Canada

TALL GRASS OUTLOT

Tall Grass Outlot consists of .937 acres. It is located near the busy corner of Highway 59 and Boyer Drive.

PARKWAY ADDITION

Located on the west side of Marshall, the Parkway Addition offers opportunities both for residential and commercial development.



PARKWAY III

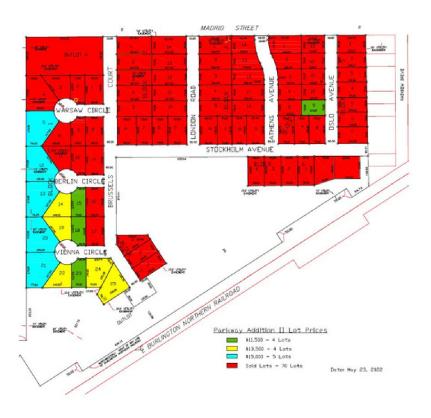
Parkway III currently consists of 8.835 acres of city-owned land located on Legion Field Road/10th Street.

Parkway III is currently zoned R-1 as a single-family residence district, but the City of Marshall is considering rezoning to R-3 low to medium density, multiple-family residence district.



PARKWAY II

Parkway II Addition provides single-family housing opportunities of all kinds. Parkway II is zoned single family residential and has a variety of building options for home buyers. Parkway II has 14 lots available from \$11,500-\$15,000/lot.



PARKWAY IV

Parkway IV consists of 31.10 acres located on London Road. Parkway IV is currently zoned general business and single-family residence. The City of Marshall has considered rezoning the property to light industrial.

Parkway IV's recent infrastructure can be designated for high tech or bio businesses.



REDEVELOPMENT OPPORTUNITIES



MARKET STREET MALL

1420 East College Drive 141,047 sq. ft.

Zoning: B-4 Shopping Center Business

Lot Size: 16.7 Acres Year Built: 1983



COUNTY FAIR FOODS

405 County Club Drive 32,864 sq. ft.

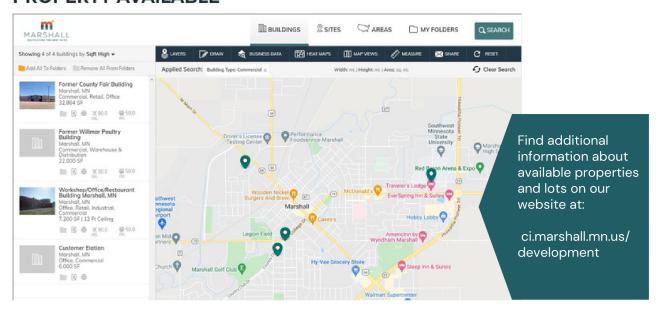
Zoning: Business District

Lot Size: 4.39 Acres

Year Built: 1987

HOME > PROPERTIES

PROPERTY AVAILABLE



FINANCES

FUND	BEGINNING FUND BALANCE 1-1-2022	ENDING FUND BALANCE 12-31-2022
FUND 204 LOCAL EDA CRIF	575,443	580,868
FUND 205 PARKWAY ADDITION	242,088	242,702
FUND 206 PARKWAY ADDITION II	61,015	71,832
FUND 207 PARKWAY ADDITION III & IV	1,056,715	1,067,350
FUND 208 EDA ADMIN	85,753	56,777
FUND 213 FEDERAL EDA CRIF	49,057	48,897
FUND 214 EDA REVOLVING	473,388	1,101,540

COMMUNITY SUPPORT

\$105,645.05 Grants Awarded In 2022, the EDA completed the second round of funding for the Façade Improvement Grant. During this round of funding, the EDA was able to award 15 grants for a total of \$105,645.05 in matching funds.

