



Life  
*Connected*  
East Grand Forks, MN

Economic Development Authority

# 2025 Annual Report

## *Connect with the EDA*

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**Social Media:** @egfEDA

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# Board of Directors

Josh Grinde	Board President	Ben Horken	Board Member
Daniel Black	Board Vice President	Dale Helms	Board Member & City Councilor
Penny Stai	Board Secretary	Ben Pokrzywinski	Board Member & City Councilor
Justin Hecht	Board Treasurer		

# Staff

Maggie Brockling	Executive Director
Brenda Ault	EDA Specialist

# RCCIP Committee

Karla Anderson	Cherie Graves	Mandi Legg	Marie Remz
Bri Feil	Dawn Ganje	Cindy Gregg	Susan Weber
Michele Hutchinson	Jennifer Contreau	Ann Holub	Billie Zukowski
Missy Okeson	Trista Cardinal	Dee Decimus-Holmes	Heather Koland
Jana Pederson	June Kassa	Kelly Holmes	Amanda LaPlante

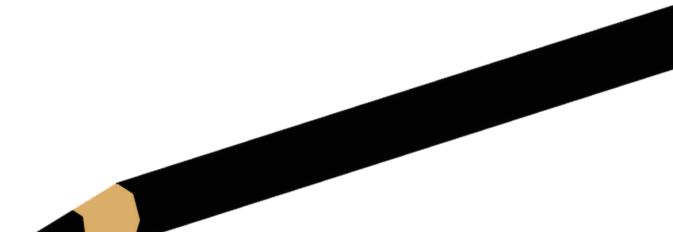
# Mission & Core Work Areas

Mission: 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.

Core Work Areas:

- Local business development
- New business development
- Connect, convene, communicate
- Land and site development





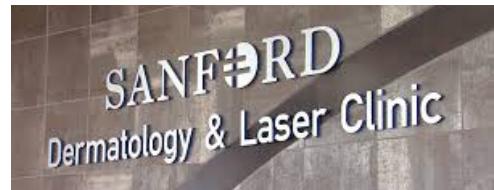
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*a community land trust*

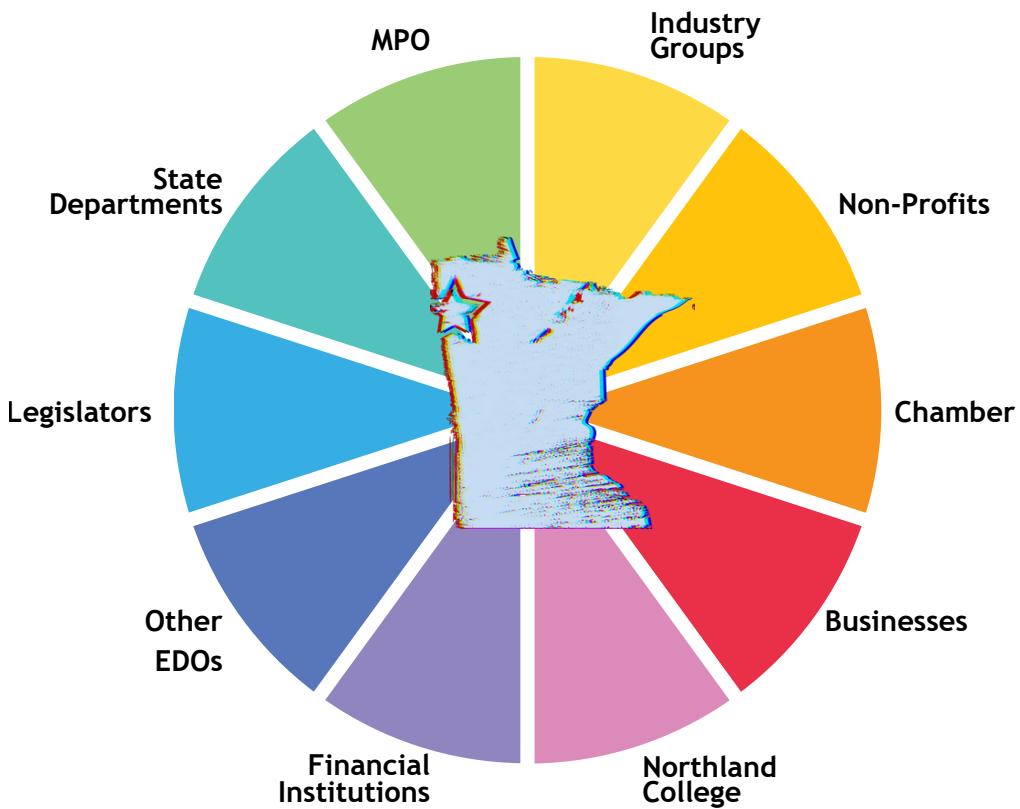


DEEK'S  
PIZZA



EMPLOYMENT AND  
ECONOMIC DEVELOPMENT

# Who We Partner With



The EDA of East Grand Forks collaborates with these various entities. We are grateful for the thought leaders and champions who inform us of funding opportunities, support legislative initiatives, and help us work towards making a better community for all.

## *Why having a local economic development authority is important:*

- Business access to city financial tools and local incentives
- Local market advocacy to the state and lobbyists
- Business retention, recruitment, and expansion efforts
- Helps drive economic resiliency
- Assists with property redevelopment, development, and accessing state programs
- Access to a key connector to find funding, mentors, resources, property, and more
- A dedicated organization marketing the businesses and community at large

December 1, 2025

Dear Friends, Businesses, and Community Leaders,

This has been the year of opportunities! We implemented a customer relationship management (CRM) software and it has been incredibly helpful in tracking incentives, business owner's goals, projects, next steps, and much more. The launch of our new EDA website will be profoundly helpful for new & existing businesses, site selectors, and attracting new residents.

I've had wonderful visits with business owners throughout the year. The pride in their operations is inspiring. I continue to learn about different tax credit and funding programs which will be useful for our community when the time is right. I am thrilled to serve as a connector to resources and programs to bolster our local economy.

Recently created and approved is a new microloan program and the addition of using Border Cities Enterprise Zone credits towards workers compensation expense. We are very excited to offer more tools to help our businesses be successful in East Grand Forks.

As one of the five border cities in MN, East Grand Forks and Moorhead testified before Senate during the legislative session in efforts to modernize the current Border Cities Enterprise Zone program language. We laid some important groundwork that we can build off of in future years to make this program more useful for the five border city communities.

In closing, my call to action for you is to reach out and look for partnerships. Our community is strong and can be even more resilient when collaboration and trust are forged. Our biggest strength is how well networked East Grand Forks is. Let's use this to uplift our fellow entrepreneurs through pop-ups, partnerships, project collabs, and other creative ways. 2026 is right around the corner and we can work to make it an exceptionally prosperous year, together.



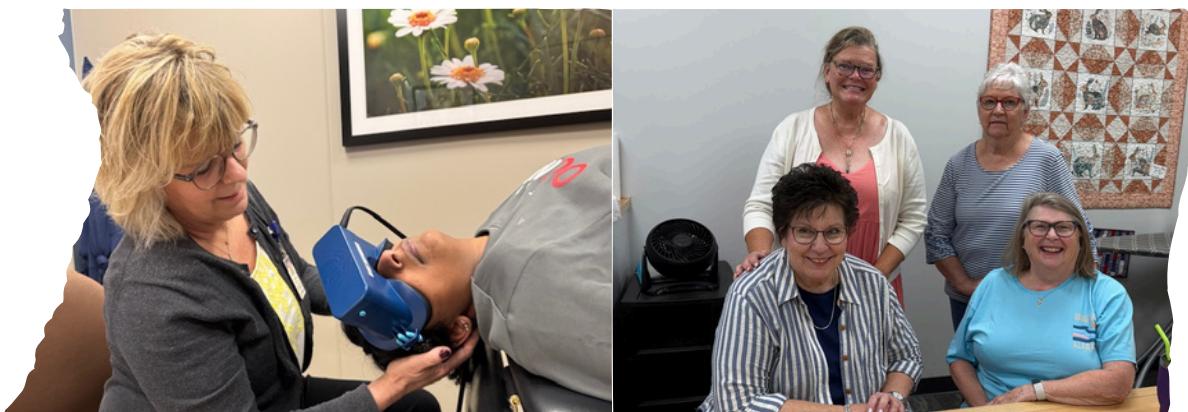
Warm Regards,

*Maggie Brockling*

Maggie Brockling  
Economic Development Director

# Program Financials

Fund Name	Funds Issued This Year	Info
Home Fund	\$5,000	(5) \$1k down payments utilized to build 5 new houses this year
MIF Loans	No loan applicants this year	Existing past loans are in repayment
EDA Gap Loans	\$75,000	Retained 2 small, local businesses
0765 EGF Area Childcare Fund	Fund endowed this year \$900 event expenses	\$5,275 donated funds from the community to help with childcare provider grants & annual appreciation event. Grant round opens 1/15/26.
Border Cities	No applicants this year	Tax credits available for expansion, new relocates, and newly added- workers comp credits
Discretionary Fund	Newly created fund	Microloan program approved
New Build Home Tax Abatement	\$43,835.03	For 14 eligible properties for tax year 2025



# Program Summaries

## Border Cities Enterprise Zone

Status: Active

Inception: 1998

Goal: To make five bordering communities competitive with North Dakota

Description: tax credit program to incentivize businesses to expand or move here. Credits are applied after the project completes.

Eligibility: New or expanding businesses making \$30k investment or more; hire 1 FTE or more.

Incentives: Towards property tax, workers comp expense, loan interest credit

## Homebuilder Incentives

Status: Active

Inception: 2017

Goal: To assist homebuilders in creating affordable, quality housing in East Grand Forks

Description: Reimbursement style program for MN contractors up to \$100k on supplies and materials to help pass the cost savings on to the buyer. MN contractors can put \$1k down for a lot as part of this program and pay the rest of the down payment at the sale of house.

Eligibility: Any licensed, bonded, insured, MN contractor constructing on city-owned residential lots.

Incentives/Credits Available: 2 incentives

## Tax Abatement Program

Status: Active

Inception: Pre-2004

Goal: Encourage the building of more new homes in East Grand Forks

Description: Newly built home must hit full value and then can qualify for 2 years of tax credits.

Eligibility: Newly built homes

## Landscaping Grant

Status: Active

Inception: 2017

Goal: Beautify newly build city-owned residential lots in East Grand Forks

Description: Program offers \$500 reimbursement on any trees, shrubs, and perennials for newly build residential lots within the first year of occupancy. Tax, labor, and tools not reimbursable.

Eligibility: New home builder/buyer of a city-owned residential lot

# Program Summaries

## Microloan Program

Status: New

Inception: November 2025

Goal: To assist micro, small, startup, existing, and solopreneur businesses in East Grand Forks.

Description: Flexible lending fund to offer short-term, low interest loans to these types of businesses.

Eligibility: Small business with an investment or growth project within East Grand Forks.

Loan Amounts: \$2,500 - \$10,000



## MN Investment Fund (MIF) Loans

Status: Active

Inception: 1996

Goal: To assist expanding industrial, technology, or manufacturing companies with low interest loan funds.

Description: Matching funds loan program from DEED to encourage innovative growth. Must create at least 5 good paying job and other loan requirements.

Eligibility: Any non-retail business looking to make an investment and create jobs.

Loan Amounts: up to \$1M

## EDA Gap Loan

Status: Active

Inception: 1986

Goal: Offer low interest rate gap financing.

Description: Revolving loan fund program to offer gap lending behind a primary lender. Must create at least 1 good paying job.

Eligibility: Any business planning to make an investment or growth.

Loan Amounts: up to 33.3% of the project capped at \$149,999



# Local Business Development

## Who we've connected with this year

4 Businesses looking to hire more staff  
8 Businesses planning to expand  
39 Business Spotlights  
\$1.25M of Disparity Reduction Tax Credits Used

83.75 Total hours spent on individual business requests

71% are locally owned



Top NAICS industries in East Grand Forks

- Professional, scientific, & technical services
- Retail trade
- Healthcare & social assistance

Largest Employers

- East Grand Forks Public Schools
- American Crystal Sugar
- RJ Zavoral & Sons

Women-owned: 18% (35 of 185)

Locally-owned: 71% (131 of 185)



# New Business Development



## Who we've worked with this year

1 Large business expansion  
10 business recruitments

Monthly meetings with DEED  
2 New commercial apt complex buyers  
21 Types of Industries in town

29.35% of businesses in EGF are  
prospective to scaling



# Land & Site Development



## Who we've connected with this year

- 8 Waters Edge residential lots sold
- 10 Acres of land under purchase agreement
- 7 Small-to-large residential developers
- 10 Privately-owned buildings for lease/purchase
- 1 Partnership with North Star Neighbors



# Connect, Convene, Communicate



## Outreaches this year

60+ Businesses visited

70+ Business assistance phone calls

180+ Meetings with local businesses

350+ Emails

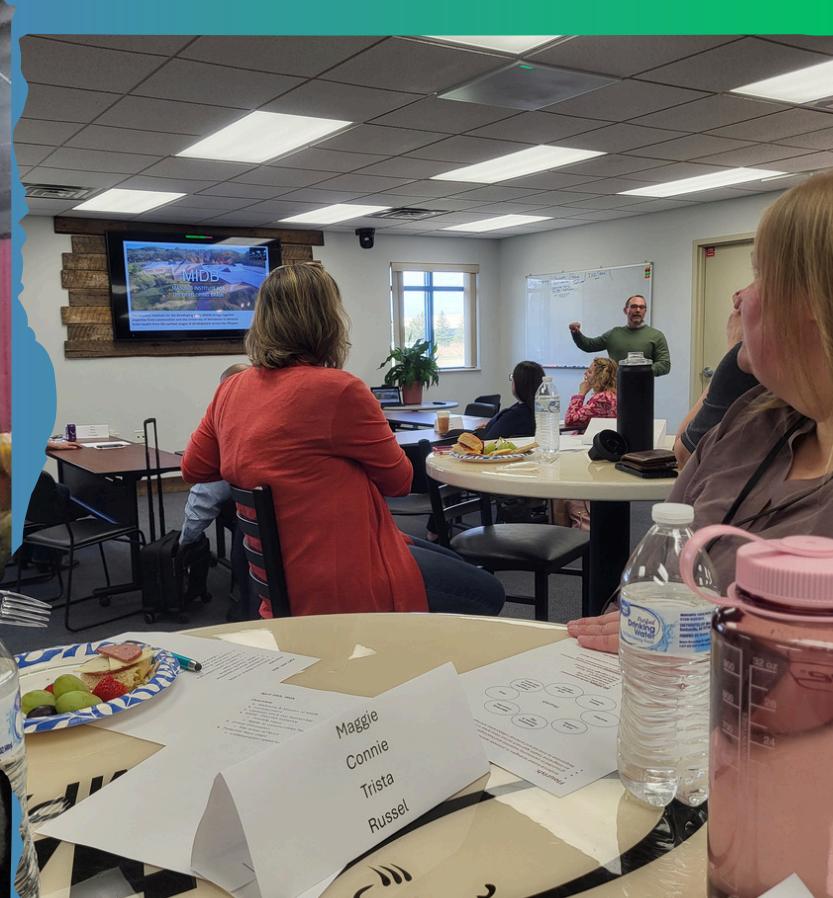
75 Hours spent on business support projects

10 EDA news & updates emails sent

31% Average open rate

### Most requested type of help

Exploring grants & incentives

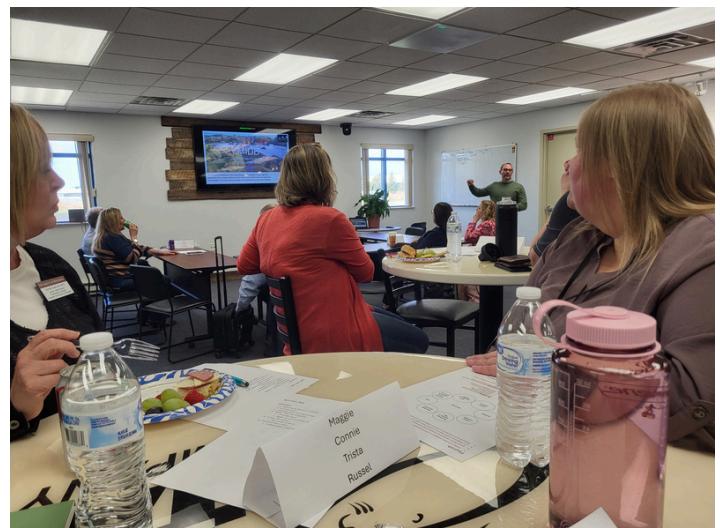


# Representing Our Community

## Showcase Event



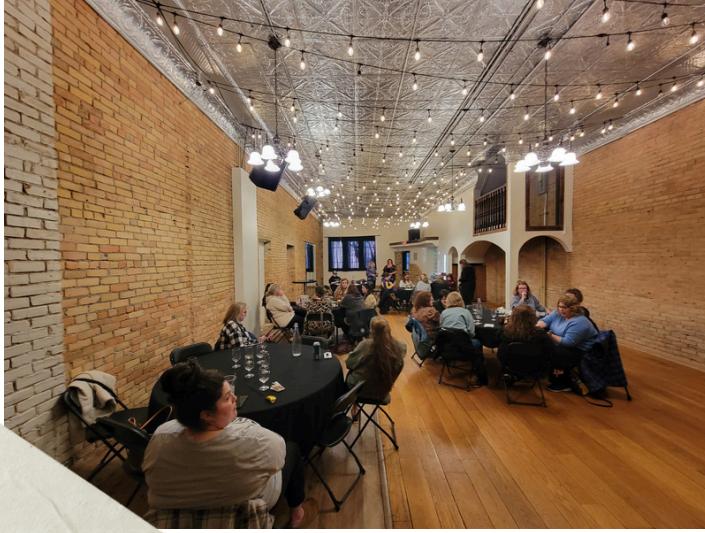
## CGMC Legislative Action Day



## 2025 Intergovernmental Retreat

## Crookston MBDI Brain Institute

# Rural Innovation Childcare Program



Started in 2021 with a set of 6 goals the committee worked diligently over the last 4 years to accomplish these.

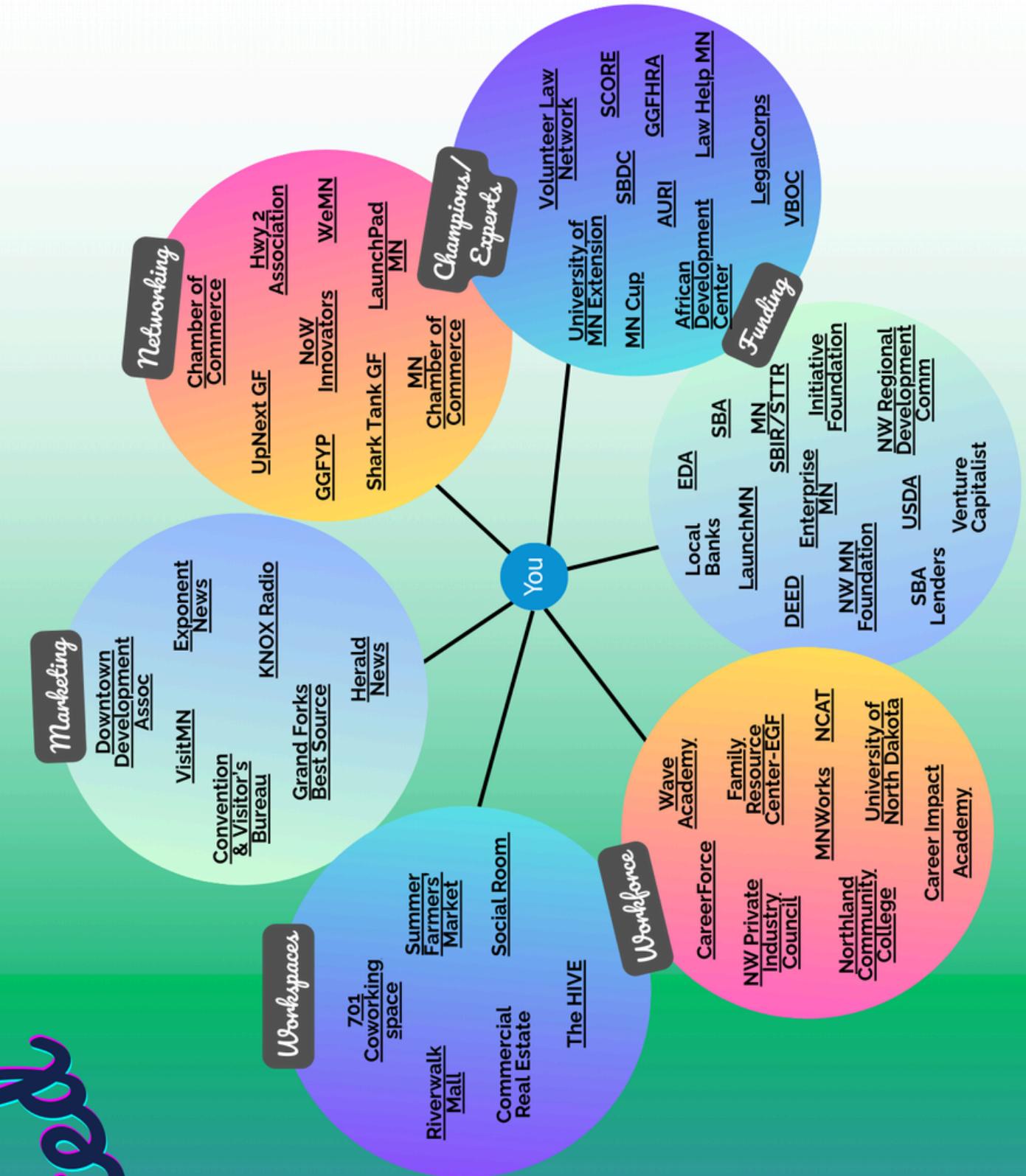
We are pleased to announce the 6 goals have been completed!

The committee plans to continue as ad hoc for the annual Appreciation Event and dispersing the regrants to local providers.

Childcare is an integral part of any community and East Grand Forks is fortunate to have a dedicated team of representatives from different industries who are here to support.

- ✓ SMART Goal 1: Sponsor an annual recognition event to support/celebrate providers.
- ✓ SMART Goal 2: Formalize a process for annual fire extinguisher checks to be completed at the location of the childcare businesses.
- ✓ SMART Goal 3: By August 1st the core team will identify a solution to complete required background checks/fingerprinting locally.
- ✓ SMART Goal 4: Within the next 6 months we will identify and implement financial supports to help reduce capital and operating costs for childcare.
- ✓ SMART Goal 5: Within the next school year we will maintain and increase teacher qualified childcare workers by working with Northland Community and Technical College.
- ✓ SMART Goal 6: Within 4 months, create a facility list of available locations for both Center and Family child care options to create more child care slots in the community, including zoning.

# Who's In Our Entrepreneurial Ecosystem



# Community Marketing

Here's how the outreach went this year!

Added +400 Facebook followers (470% increase)

Added +60 LinkedIn followers

7,600 page visits (370% increase)

302,800 views of our posts

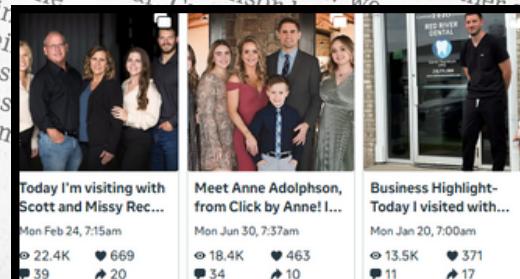
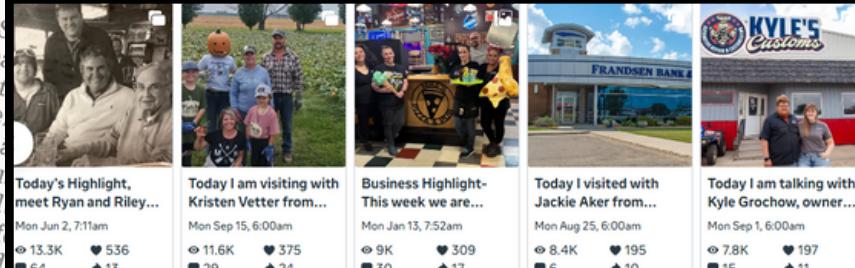
10,456 posts interactions (likes, comments)

39 business spotlights in the Exponent News

5 press releases

## Why this matters?

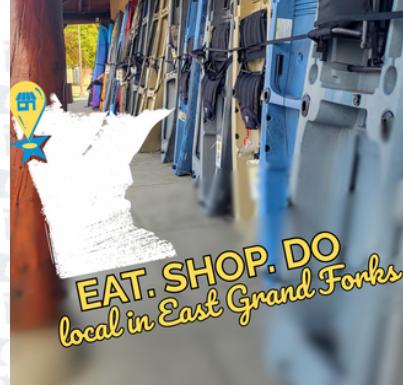
- Free advertising for local businesses
- Telling our story
- Celebrating our local entrepreneurs
- Exciting shoppers about supporting local



# THE Exponent



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## How We Can Help

### *Coordinating with the State for funding*

- Access to DEED programs through the EDA
- Get specific answers to your project questions

### *Connecting with business support resources & contacts*

- EDA helps connect you to ecosystem partners
- Solve problems and find creative solutions with

### *Access to City low interest loans and tax incentives*

- Consider the Microloan and Gap Loan programs for your next project
- EGF is one of five communities with the Border Cities Tax Credits

## How You Can Help

### *Spark entrepreneurship*

- Encourage younger generations to start a business
- Offer mentorship to new businesses

### *Let us share your business updates*

- Operational successes and new product/service lines
- New hires, promotions, or new roles created

### *Keep us in the loop*

- Share your testimonies with us to help shape new legislation
- Inform of struggles so we can advocate on your behalf