



2025 Annual Report

Driving Economic Growth

in the Rochester Area



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Keynote Speaker
Craig C. Culver, Culver's Co-Founder & Chairman of the Board

Craig's passion for the business started over 50 years ago when his parents bought their first restaurant. Modeling his mom and dad's command of the kitchen and gracious, midwestern hospitality, Craig grew up serving guests and learning firsthand about delicious, cooked-to-order food.

In 1984 came an idea for a restaurant no one could resist. Craig and his family opened the very first Culver's featuring ButterBurgers and Fresh Frozen Custard in their hometown of Sauk City, Wisconsin.

FEBRUARY 26, 2026

- 11:30 AM** Meet and Greet
- 11:45 AM** Lunch is served
- 12:10 PM** Welcome Remarks, John Wade, President
- 12:20 PM** Video Message from Dianna Robinson, RAEDI Board Chair
- 12:25 PM** Keynote Speaker, Craig C. Culver, Culver's Co-Founder
- 1:00 PM** Adjourn

Then, in 1987, the franchising arm, Culver Franchising System, LLC, was established. Shaped after the Culver family's team approach around hospitality and great food, the first successful franchise was opened in Baraboo, Wisconsin in 1990.

As much as the business is about food, Craig will tell anyone who asks that Culver's is a "people place." This business philosophy fuels the way Craig coaches team members in the restaurant and beyond to always do what's right for guests, ensuring that they leave the restaurant happy every single time.

There are now over 1000 Culver's franchises across 26 states and over 45,000 team members. Craig retired as CEO in 2015 but is still involved in the business as board chairman and continues to be the face and champion of the brand.



Experience you can bank on.

Decades of commercial banking expertise—working for the growth of our region.

Deep industry knowledge, local insight, and a shared commitment to helping businesses thrive. Let's build what's next, together.

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PRESIDENT'S MESSAGE



John Wade, RAEDI President

Thank you for your continued support and partnership. Because of your commitment, the area's economy continues to deliver measurable growth and remains strong, resilient, and competitive.

This past year reaffirmed RAEDI's mission to build a strong, diverse economy that expands opportunity and strengthens our region. By nearly every metric, our work delivers meaningful results while growing and diversifying the economy.

Driving Regional Economic Development

RAEDI worked with partners including CEDA, DEED, DMC, Mayo Clinic, SMIF, and WDI to advance innovation across the region. These collaborations supported growth in agriculture, manufacturing, technology, and med-tech, where RAEDI is credited with driving more than \$18 million to support med-tech growth alone. These efforts also strengthened long-term initiatives through the RAEDI Communities Council and the Southeast Minnesota Capital Fund. In 2025, the Capital Fund deployed more than \$7 million to fuel business growth, and in the first month of 2026, the SBDC advanced more than \$3 million in innovative projects.

Since 2012, the Economic Development Fund, in partnership with the City of Rochester, has invested \$3.7 million in 48 companies, leveraged \$196.3 million in additional funding, and helped create 219 jobs with more than \$8.7 million in annual payroll.

Supporting Small Business Growth

In 2025, the Southeast Minnesota SBDC served more than 600 new clients with free and confidential advising, delivered 35 educational events, coordinated the Small Business Assistance Partnership Grant, convened more than 120 consultants statewide, earned national AI certification, and expanded key regional partnerships.

Strengthening the Rochester area's long-term economic health and competitiveness remains our focus. Your partnership helps support innovation, attract investment, and sustain growth across the region. Thank you for investing in Rochester's future.

RAEDI 2026 BOARD OF DIRECTORS



Dianna Robinson
Chair
Associated Bank



Michelle Pyfferoen
Vice Chair
Rochester Community
& Technical College



John Reed
Secretary/Treasurer
Rochester International
Airport



Jarett Jones
Past Chair
Merchants Bank



Melissa Brinkman
Member-at-Large
Custom Alarm



Dana Allen-Tully
Gar-Lin Dairy Farms



John Beatty
Dunlap & Seeger



Adam Benike
Benike Construction



Chad DeCook
Think Bank



Travis Gransee
Olmsted County



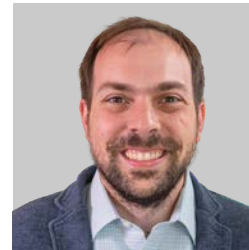
Bruce Gudlin
U.S. Bank



Julie Henry
Mayo Clinic



Tim McCollough
Rochester Public
Utilities



Nick Pompeian
Realty Growth, Inc.



**Dharani
Ramamoorthy**
Xylo Technologies



Al Roder
City of Byron



Patrick Seeb
Destination Medical
Center



Sam Soukup
Express
Employment
Professionals



Gwen Stevens
People's Energy
Cooperative



Alison Zelms
City of Rochester

RAEDI STAFF



John Wade
President



Tonya Bernard
Director of Business
Operations



Kirk Buström
Director of Economic
Development



Molly Schmidt
Director of Marketing &
Communications



Mark Thein
SBDC Regional Director



Julie Herrera-Lemler
SBDC Regional Program
Manager



Rick Indrelie
SBDC Consultant



Proud to support Rochester Area Economic Development

Strong relationships. Local leadership. Responsive expertise. West Bank is focused on what matters most to Rochester business owners and the long-term success of our community.

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RAEDI 2026 INVESTORS

- 504 Corporation
- A.B. Systems, Inc.
- Adolfson & Peterson Construction
- Alerus
- Altra Federal Credit Union
- Associated Bank
- Benike Construction
- The Boldt Company
- City of Byron
- City of Chatfield
- City of Kasson
- City of Oronoco
- City of Pine Island
- City of Rochester
- City of Stewartville
- CohnReznick Advisory, LLC
- Continuum Financial Group
- Coulee Bank
- Crenlo Engineered Cabs
- Custom Alarm
- CWS, Inc.
- Dairyland Power Cooperative
- DBS Group
- Destination Medical Center
- Dunlap & Seeger, P.A.
- Eagle Rock Bank
- Edina Realty
- Elcor Realty of Rochester, Inc.
- Express Employment Professionals
- F&M Community Bank
- First Security Bank – Byron
- Foresight Bank
- Gar-Lin Dairy Farms, LLC
- Gilbane
- Hamilton Real Estate, Inc.
- Hawkins Ash CPAs, LLC
- Heartman Insurance
- HGA
- Industrial Realty Group, LLC
- Johnson Printing - A Range Company
- KIMT
- Knutson Construction
- Kraus-Anderson Construction Company
- KTTC/Gray Television, Inc.
- Mayo Clinic
- MBT Bank
- Merchants Bank
- Metronet
- Minnesota Energy Resources, Inc.
- North Risk Partners
- Old National Bank
- Olmsted County
- Olmsted Medical Center
- Pace International
- People's Energy Cooperative
- Post Bulletin/Forum Communications
- Powers Ventures
- Premier Bank Minnesota
- R.L. Hexum & Associates, Inc.
- Ready-Mix Concrete Company, LLC
- Realty Growth, Inc.
- Red Pine Capital Management
- Rion
- Rochester Area Builders, Inc.
- Rochester Area Chamber of Commerce
- Rochester Community and Technical College
- Rochester International Airport
- Rochester Public Utilities
- Rochester Sand & Gravel Division of Mathy Construction
- Root River State Bank Chatfield
- RSM US LLP
- RSP Architects
- Southeast Minnesota REALTORS
- Support Unlimited, Inc.
- Taft
- Think Bank
- TSP, Inc.
- U.S. Bank
- Vyriad
- Weis Builders, Inc.
- Wendland Utz
- West Bank
- Xylo Technologies, Inc.

The Small Business Development Center (SBDC), hosted by RAEDI, offers confidential counseling, at no cost, to help businesses in southeast Minnesota identify, understand, and overcome the challenges of starting a business. SBDC's main office is in the Economic Development Center in Rochester, located on the sixth floor of the Minnesota BioBusiness Center.

SBDC's satellite partners are critical to its success and assisting the organization in covering the 11-county region. The partners help support SBDC's activities with funding and marketing. They also provide office space and administrative assistance to meet with local entrepreneurs in their respective areas.



Satellite Locations:

- Alliance of Chicanos, Hispanics, and Latin Americans (ACHLA)
- Collider Foundation
- Development Center of Austin
- Faribault Chamber of Commerce and Tourism
- Owatonna Area Business Development Center
- Ignite Minnesota

11-County Region 2025

Olmsted County 2025

Rochester 2025

Commercial
Equity Capital

\$25,087,906

\$14,568,544

\$9,389,544

	Eleven County	Olmsted County	Rochester
Consulting Hours	3,395	1,691	1,090
Women Served	247	134	119
Minorities Served	187	109	117
Veterans Served	29	13	11
Disabled Served	56	32	17
Languages Spoken	6	6	6
Jobs Supported	1,071	549	119
Business Starts	25	15	11
Educational Hours	91.5	54	54
Educational Events	35	22	22
Individuals Trained	324	165	165
Hours Outreach	446.25	55.25	55.25
Ribbon Cuttings	8	7	7

Thank you!

SBDC SERVICES

SBDC's team of professional consultants assist with:

- Business Plan Development
- Financial Analysis/ Planning
- Cash Flow Management and Budgeting
- Operation Assessments
- Loan Packaging
- Tax Consulting
- Payroll/Accounting
- Marketing Plan Development
- Event Marketing
- Data Analytics
- Cyber Security
- Logo Development/ Branding
- Customer Service Improvements
- General Startup Assistance
- Pitch Coaching
- Purchasing A Business
- Selling A Business/ Exit Strategy
- Building/Property Purchases

SBDC REGIONAL INVESTORS

- 504 Corporation
 - Alerus
 - Alliance of Chicanos, Hispanics and Latin Americans (ACHLA)
 - Altra Federal Credit Union
 - Associated Bank
 - City of Rochester
 - Coulee Bank
 - DMC
 - Eagle Rock Bank
 - F & M Community Bank
 - First Security Bank
 - Foresight Bank
 - Goodhue County
 - Mayo Clinic
 - MBT Bank
 - Merchants Bank
 - Minnesota Department of Employment & Economic Development
 - MinnWest Bank
 - Old National Bank
 - Olmsted County
 - Peoples State Bank
 - RAEDI
 - Rice County
 - Southern Minnesota Initiative Foundation
 - Southern Minnesota Municipal Power Agency
 - Think Bank
 - Winona Port Authority
- In Kind:**
- EI (Entrepreneurs First)
 - Rochester Area Chamber of Commerce

SBDC CONSULTANTS

- Nan Hanegraaf
- Jamie Bjerke
- Tawonda Burks
- Jan Degallier
- Julie Herrera-Lemler
- Herve Idjidina
- Rick Indrelie
- Nort Johnson
- Matt Lessard
- Juan Molina
- Ayodeji Oyebola
- Jose Pelaez
- Dariale Rodulfo Ruiz
- Murray Shabestari
- Juliana Silva
- Kim Sin
- Eric Stone
- Mark Thein
- Danielle Wavrin
- Sean Williams

2021-2025 SNAPSHOT SOUTHEAST SBDC



2,793 Unique Clients Served



126 New Businesses Started



5,053 Jobs Supported



\$116.4M Capital Infused



16,870 Total Hours Consulting

ECONOMIC DEVELOPMENT FUND (EDF)

The Economic Development Fund (EDF), established in 2012 through the City of Rochester, Minnesota's half-cent sales tax reauthorization, and administered by RAEDI, provides up to \$250,000 per project to support business investment, create and retain living-wage jobs, and generate property tax revenue—driving growth in the local economy. RAEDI, along with the city, have been developing the next phase called EDF 2.0.



48
total investments
since inception

219
jobs, 123 in Rochester
since inception

\$196.3M
raised / 53x EDF

58%
have product
sales

\$73K
yearly salary per
employee

\$8.7M
yearly Rochester
payroll

\$3.7M
invested since
inception

48%
women or
minority led

135,470
sf in Rochester

NEW INVESTMENT IN 2025

TAM Technologies, Inc. (operating as TrueToForm), was approved for a \$150,000 loan in March 2025. TrueToForm is an AI startup that helps shoppers find clothes that fit using virtual mannequins generated from their award-winning body scan app.



TARGETED GENETIC MEDICINES

Collaborations with:
REGENERON



ABOUT US

At Vyriad, we are developing the next generation of targeted genetic therapies using engineered viruses, viral vectors and viral envelope glycoproteins to deliver genes directly to targeted cells. This targeting technology facilitates oncolytic virotherapy, in vivo gene therapies and gene editing applications.

Rapid translational development of our in-vivo CAR-T platform is underway alongside phase 1-2 trials of our oncolytic viruses in multiple cancer indications



Research & Development

Product Translation

GMP Manufacture

Clinical Trials Execution

PLATFORMS

- Vesicular Stomatitis Virus
- Measles Virus
- Human Herpesvirus
- Lentivirus

www.vyriad.com

SOUTHEAST MINNESOTA CAPITAL FUND



The Southeast Minnesota Capital Fund (SMCF) provides equity capital to high growth seed and early-stage Minnesota companies with a preference for those located in Southeast Minnesota")

SMCF FUND I
Launched July 2017

\$2M
total capital

56
investors

24
investments in
14 companies

SMCF FUND I
Launched July 2022

\$7M
total capital

94
investors

23
investments in
16 companies

SPECIAL PURPOSE VEHICLES
Launched in 2024

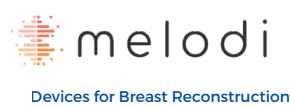
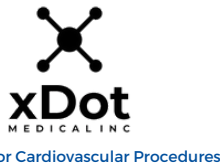
\$12.35M
total capital

7
investments in
6 companies

TOTAL **\$21.35M** TOTAL CAPITAL **54** INVESTMENTS IN 21 COMPANIES

In 2025, SMCF II and its Special Vehicles made 5 investments totaling \$8.5 million.

PORTFOLIO OF COMPANIES



RAEDI's 2026-2027 Strategic Work Plan builds on strong momentum from 2025, a year defined by expanded investment activity, strengthened entrepreneurial support, and deeper regional collaboration. The plan advances RAEDI's mission to retain, grow, and diversify the greater Rochester and southeastern Minnesota economy through strategic leadership, innovation, and sustainable funding.



Strategic Focus

The plan is guided by four core pillars:

- **Core Economic Development:** Business retention and expansion, succession planning, and data-driven rapid response.
- **Entrepreneurship & Innovation:** Access to capital, technical assistance, and a connected startup ecosystem.
- **Collaboration & Regional Growth:** Alignment across communities, agencies, and partners to advance shared economic goals.
- **Funding & Sustainability:** Expansion of investment tools and diversified revenue to support long-term impact.

Foundation for Growth

In 2025, RAEDI significantly expanded regional investment capacity through growth of the SE Minnesota Capital Fund, including larger deal capability and leadership in a \$22M MedTech Series A. Progress was made toward launching Economic Development Fund II (EDF II) and the Legacy Fund. The regional entrepreneurship ecosystem was strengthened through the Economic Development Center and expanded training and coaching. The Southeast Minnesota SBDC served over 500 clients, infused \$25M into the regional economy, supported more than 1,000 jobs, and achieved statewide accreditation.

2026-2027 Priorities

Over the next two years, RAEDI will:

- Strengthen business retention and industry growth with emphasis on manufacturing and AgTech.
- Diversify the regional economy by advancing technology, MedTech/digital health, data centers, and the Minnesota National Security Ecosystem.
- Launch and deploy EDF II and the Legacy Fund, expand early-stage investment, and grow the regional investor network.
- Advance workforce and talent development through education alignment and employer upskilling.
- Strengthen community and regional collaboration.
- Enhance marketing, communications, and operational efficiency.

Outcomes

RAEDI will focus on strengthening regional economic growth by increasing investment activity, supporting continued business expansions, expanding access to small business services, promoting job creation, encouraging GDP growth, and attracting new investors. Together, these strategies position RAEDI and the Southeast Minnesota SBDC to drive inclusive economic growth, regional competitiveness, and long-term sustainability.

RAEDI COMMUNITIES COUNCIL



In 2025, the Communities Council spent time moving regional economic development priorities forward, strengthening collaboration, and working through new and emerging challenges, with a strong focus on strategic planning.

One key topic throughout the year was understanding and preparing for the potential impacts of data center development in southeast Minnesota. The Council talked through issues like water use, power capacity, taxes, jobs, and regulatory requirements, drawing from regional forums and University-led research. These discussions highlighted the need for clear, accurate information, infrastructure readiness, and thoughtful long-term planning, while also addressing common misconceptions about data center water use and the benefits of closed-loop cooling systems.

The Council also discussed broader regional development structures, including whether a Regional Development Organization (RDO) makes sense for southeast Minnesota. Conversations covered the differences between economic and community development, the challenges of coordinating across multiple counties, and concerns about duplicating existing efforts. In the end, members agreed to keep the primary focus on economic development within the Rochester MSA while continuing to work closely with regional partners.

TABLE SPONSORS



R.A.V.E. (RECOGNIZING AWARDING VALUING ENTREPRENEURS)

The 12th Annual R.A.V.E., held November 19, 2025, honored outstanding regional entrepreneurs with awards in three categories: Entrepreneur, Lifetime Achievement, and Warrior.



Brandon Sampson & Marty Frana
Co-Founders, Limb Lab



Haeuszer Family, Founders
Rochester Pallets



Dr. Leena Pradhan-Nabzdyk
Co-Founder, Canomiks

Entrepreneur Awards were presented to Leena Pradhan-Nabzdyk (Canomiks), the David Haeuszer Family (Rochester Pallets), and Brandon Sampson and Marty Frana (Limb Lab) for their business success, growth, and economic impact.

The Lifetime Achievement Award honored Wendell Zwart, founder of Progressive Tool and Manufacturing in Pine Island, for 55 years of leadership and innovation.

The Warrior Award recognized Tawonda Burks for her advocacy and support of area entrepreneurs.



Zwart Family
Progressive Tool & Manufacturing
Lifetime Achievement Award



Tawonda Burks
Warrior Award



Proud to support our community by guiding businesses and individuals through life's most important legal decisions.

Thank you for supporting regional growth.



Partners located in the EDC



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WE OFFER A ONE-STOP SHOP FOR ALL YOUR **STARTUP AND SMALL BUSINESS NEEDS UNDER ONE ROOF!**

Our team of **experienced professionals** is here to help you every step of the way.

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✓ What we offer:

- Assist early-stage entrepreneurs with support, education and co-working space
- Business planning and strategy
- Marketing and branding support
- Financial guidance and funding resources
- Networking opportunities
- Workshops and training sessions

TOGETHER, LET'S TURN YOUR VISION INTO A THRIVING REALITY!

Get in touch:

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Retain. Grow. Diversify.

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