

# Economic Gardening in Scott County

SCALE

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# Economic Gardening



Regional  
**Economic Gardening**  
Network



*Edward Lowe*  
EDWARD LOWE FOUNDATION

# Economic Gardening

Provides critical information, not advice, using high level tools that helps growth companies make informed decisions about strategic issues.



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# Economic Gardening

## Philosophy



*An Entrepreneur-centric  
Economic Development  
model designed specifically  
for High-growth,  
High-Potential  
“2<sup>nd</sup> Stage” Businesses*

## Business Tools



*Information-based Research  
Tools created to support  
CEO Decision-making*

## Technique



*A service model offering  
High-speed, High-quality  
Business Expertise,  
PEER-to-PEER Mentoring  
and Targeted Referral*



# Why Second-Stage Companies?

*Because we believe they have the greatest positive impact on the economy*

- Create jobs
- Increase volume of income into the region
- Attract outside capital
- Attract companies and talent
- Drive culture
- Affect philanthropy

- Privately Held Businesses
- 10-99 Employees
- Revenue \$1-\$50 Million
- High, Steady and Potential Growth
- Past startup – not mature
- Appetite and Aptitude for Growth
- Transitioning from small to large





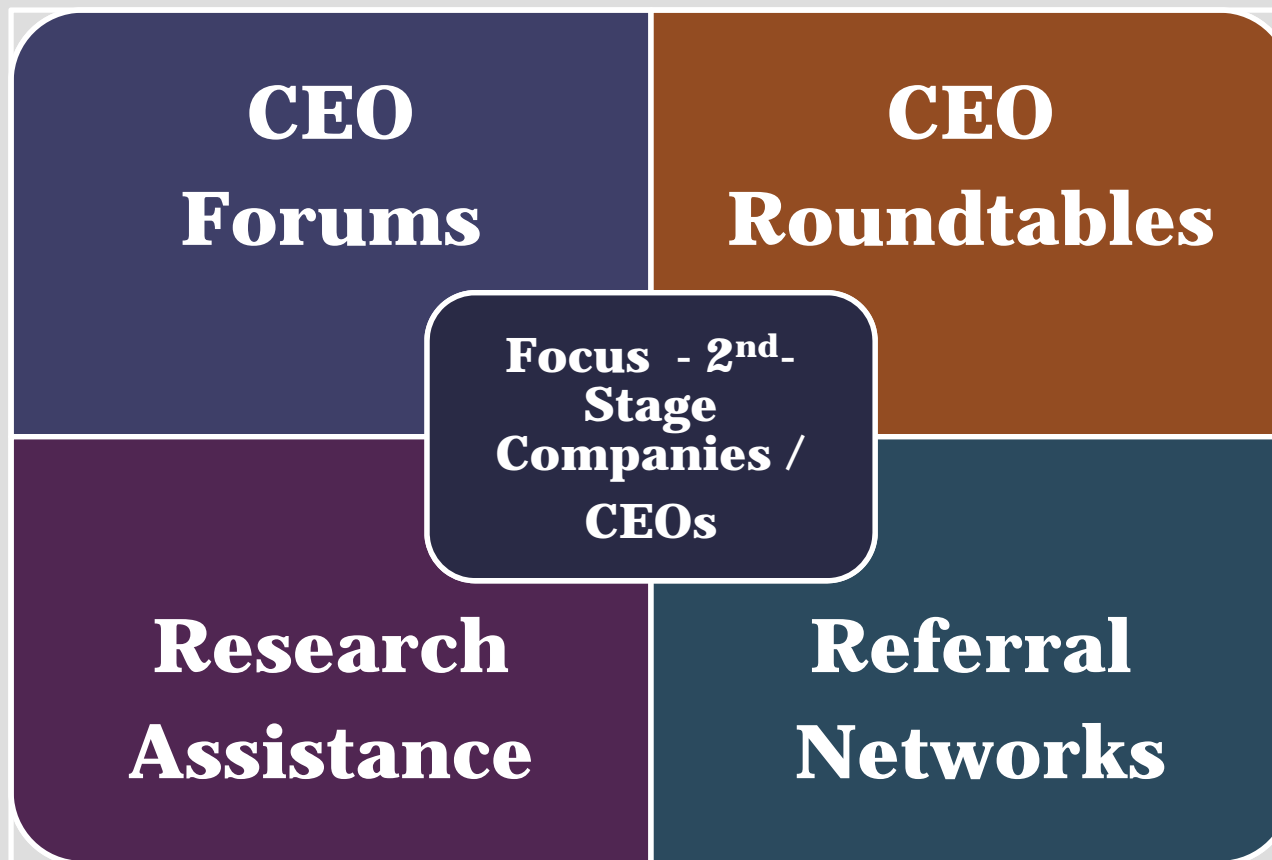
**Mpls. / St. Paul MSA  
Second-stage Companies  
[YourEconomy.org](http://YourEconomy.org)**

**9%** of “Resident” Businesses

**34%** of jobs

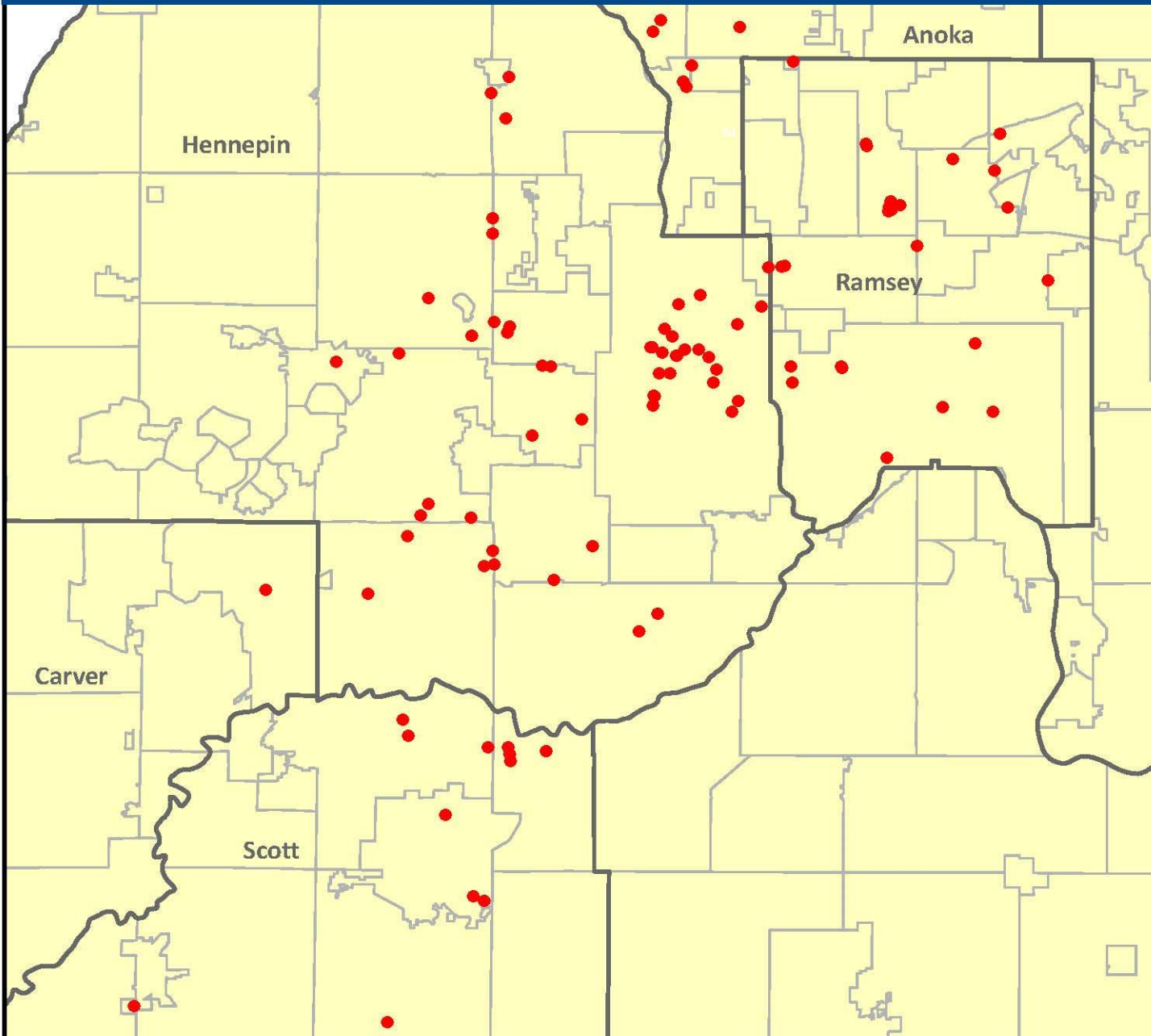
**34%** of sales revenue

# The Four Legs of Economic Gardening in the Twin Cities Region





# Economic Gardening Projects 2010-15



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Publication date: 12/22/14

Economic Gardening Sites

- Anoka - 6
- Carver - 1
- Hennepin - 53
- Ramsey - 23
- Scott - 13





**Data Sources:** Hennepin County, Metropolitan Council, MN-DNR, MN-DOT, USDA-FSA, NRCS, USGS

**Disclaimer:** This map is a compilation of data from various sources and is furnished "AS IS" with no representation or warranty expressed or implied, including fitness for any particular purpose, merchantability, or the accuracy and completeness of the information shown.

**Map Creation Date:** 12/22/14

**Hennepin County**  
Department of Housing,  
Community Works & Transit 

# Scott County Companies (2013/14)

- Gage and Gage, Inc. – Shakopee
- Becker Arena Products, Inc. – Savage
- Master Technology Group, Inc. – Savage
- Q Carriers, Inc. – Shakopee
- Safe Step, Inc. – Prior Lake
- Quick Turn Powder Coating, Inc. – Shakopee
- CP Technologies – Savage

# Scott County Companies (2014/15)

- Rosti Construction – Jordan
- MN Pro Paintball – New Market
- Air-Pure Systems – Prior Lake
- Exterior Building Services, Inc – Prior Lake
- On-Site Eng. & Forensic Services – Prior Lake

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