



Volume VIII, Issue 1  
January 2010

## Board of Directors

Wayne Elam, Chair  
Commercial Realty Solutions

Marc Weigle, Vice Chair  
City of St. Michael

Tom Screeden, Sec./Treasure  
Bankwest

Pat Sawatzke, Wright County  
Commissioner

Mike Melton  
HTG Architects

Tim Zipoy  
Central MN Jobs & Training

Gene Janikula  
Woodland Township

Mark Casey  
City of Annandale

Scott Johnson  
Xcel Energy

Laureen Bodin  
City of Buffalo

Keith Franklin  
Franklin Outdoor Advertising

Brian Matzke  
Citizens State Bank  
of Waverly

Wayne Bauernschmitt  
Wright Hennepin Electric

Jaime Simonsen  
North Hennepin Community College

Brian Streich, Member at Large  
PALO

### [What's inside?](#)

#### **"Around the County" –**

*Article written by Noel LaBine*

#### **"Important Life Values" –**

*Article written by Harvey Mackay*

#### **"Rogers Flylover Ramp planned for 2010 Construction Start" –**

*Article written by Laurie Karnes, Land for Sale*

#### **"Press Releases" -**

*Groundbreaking for Education Campus in Montrose*

*Dahlheimer of Monticello Expands*

*What to do when developments have gone bad seminar recap*

#### **"Upcoming Events" –**

*Annual Meeting – January 15, 2010*

*State of the Cities – February 11, 2010*

#### **"Partnership new member & current member listings" –**

*Check out the members we do have and consider joining or recruit another business to do so.*

#### **"Members Helping Members" –**

*Helping employers and employees get connected.*

#### **"Contact information" –**

*For any questions you may have about The Partnership or "Around the County", please contact us.*

## *Around the County*



### **Around the County**

by  
Noel LaBine  
Executive Director

This time of year many columnists will take time to either reflect on what has happened in the last year or to make predictions about what will happen in the coming year. I want to follow that tradition, also, by recounting some of the positive developments from 2009 and projecting the positive developments for 2010.

The year started out with T.O. Plastics completing the build-out of their new facility in the Duke Realty property off of Hwy 101 in Otsego. The Otsego facility will be primarily used for creating packaging products for the medical device industry. There will be two clean rooms in that facility. The primary space is a 100,000 level rated clean room that will be fairly large because it will house packaging equipment. The second clean room is a 10,000 level rated clean room, with gowning room, utilized to package customer product. The total facility will be 60,000 square feet and they expect to hire an additional 20 people to staff that operation.

In April we closed a deal with Cinch Systems, Inc., a builder of high-tech physical security systems for the US Government. They signed a lease for a site in St. Michael to facilitate the expansion of their company. They are a start-up company with a patent on their newly developed encryption system that allows multiple vendors' systems to be integrated. Current customers include the US State Department and the US Navy, and they continue to receive orders for their products. They had 4 employees in April and as of the end of the year they had 14 employees. They are on track to have about 20 employees by their anniversary in April 2010.

In May Dahlheimer Distributing of Monticello acquired Grosslein Beverages of Ramsey and became Dahlheimer Beverage and doubled the size of their operation, which is located in the new City of Monticello Industrial Park.

Also, in May the Wright County Economic Development Partnership Board of Directors agreed to cooperate with the St. Cloud Partnership to apply for Federal Regional Community Economic Development Strategy (CEDS) approval for Region 7W. When this application is approved it could have significant impact on our region. Among other things it will help communities plan for and address barriers to economic development, including transportation, childcare, affordable housing and sustainable energy.

In June a new pedestrian amenity was added to the heart of the downtown Buffalo retail area. A latest state-of-the-art downtown information kiosk with changeable information panels controlled from City hall was unveiled at the corner of 1<sup>st</sup> Avenue and Division Street. This pedestrian enhancement device will strengthen the visual energy and information content for downtown foot traffic.

In July Buffie Chiropractic held a ground breaking ceremony for their new 3,000 s.f. building in downtown Rockford. The location is on Bridge Street across the street from City hall in a Northwest direction. The new building has been designed with historic elements so it will blend in with the historic buildings in the downtown district. Jack Svedlund was the builder and the building was completed on December 29<sup>th</sup>.

In October the City of Delano announced that Highway 12 has reopened to traffic! This marked the completion of two years of detours around and through the Delano community. The City welcomes back the over 20,000 cars per day which travel through the community. The new corridor through the City has been greatly improved and reflects all that Delano has to offer.

In November the partnership held the first ever County-wide EDA gathering at the City of Hanover. Also, in November the area farmers were able to make major progress in getting off an above average corn and soybean harvest.

In December a groundbreaking was held in Montrose for a new education campus. This new campus will hold the early childhood family learning center, the early childhood special education, a family literacy program, a head start program, and hopefully a day care center. The community education director, Kim, said this would be .... "a place for families to come and grow together." (see accompanying article in this edition).

I predict that 2010 will produce continued progress on many business expansions and community improvement projects. Wright County is and will continue to be a great place to do business.

Noel LaBine  
Executive Director

# Important Life Values

---

If you were ever fortunate enough to hear Jim Rohn speak, you know immediately what a void his passing in early December leaves. You also know that your life changed because you were one of the 5 million people in his 6,000 audiences.

Jim was a good friend and fellow motivational speaker, with whom I shared the stage on many occasions. He was often referred to as "America's Foremost Business Philosopher." But his philosophical musings went far beyond business, which is why he inspired so many.

He was born to an Idaho farming family and was ingrained with a strong work ethic that he practiced throughout his life. At 25, he met his mentor Earl Shoaff. And over the next six years he made his first fortune in direct sales. His speaking career began when he moved to Beverly Hills, Cal., and a friend at the Rotary Club asked him to tell his success story. Jim titled it "Idaho Farm Boy Makes It to Beverly Hills."

His rags-to-riches story resonated with folks everywhere. His success story includes becoming a millionaire by age 31—and that was nearly 50 years ago, when a million dollars was an enormous amount of money.

But money wasn't his biggest motivator. No, I'd have to say it was his fundamental understanding of what makes people tick and what helps them succeed. One of my favorite quotes from Jim: "If you don't like how things are, change it! You're not a tree."

His folksy wisdom and gift for story-telling have earned many comparisons to Will Rogers. His unique delivery style made him one of the most articulate, powerful and thought-provoking speakers I've ever seen or heard. His messages are timeless. So many of his lines are life lessons all by themselves. For example:

- "Character isn't something you were born with and can't change, like your fingerprints. It is something you weren't born with and must take responsibility for forming."
- "A good objective of leadership is to help those who are doing poorly to do well and to help those who are doing well to do even better."
- "Failure is not a single cataclysmic event. You don't fail overnight. Instead, failure is a few errors in judgment, repeated every day."
- "Whoever renders service to many puts himself in line for greatness—great wealth, great return, great satisfaction, great reputation and great joy."
- "Learning is the beginning of wealth. Learning is the beginning of health. Learning is the beginning of spirituality. Searching and learning is where the miracle process all begins."
- "If you are not willing to risk the unusual, you will have to settle for the ordinary."
- "Don't wish it were easier, wish you were better."
- "Better understated than overstated. Let people be surprised that it was more than you promised and easier than you said."

Like most successful businesspeople-turned-speakers, Jim recorded a number of CDs and DVDs and wrote 17 books. I was particularly inspired by his book, "The Five Major Pieces to the Life Puzzle." In it he describes those pieces as Philosophy, which is how you think; Attitude, which is how you feel; Action, which is what you do; Results, which you must measure often to see if you are making progress; and Lifestyle, which is the kind of life you can make for yourself out of the first four pieces. It's a great read, one I highly recommend.

A true philosopher at heart, Jim took his audiences beyond the business of business to the business of life. "Let others lead small lives, but not you. Let others argue over small things, but not you. Let others cry over small hurts, but not you. Let others leave their futures in someone else's hands, but not you."

Jim's own words hold so much hope for us all, and optimism for what we can become. As I heard him say, "I wish you a life of wealth, health and happiness—a life in which you give to yourself the gift of patience, the virtue of reason, the value of knowledge, and the influence of faith in your own ability to dream about and achieve worthy rewards."

**Mackay's Moral (borrowed from Jim Rohn):** "The major value in life is not what you get. The major value in life is what you become."

*This was reprinted with permission from nationally syndicated columnist Harvey Mackay, author of the New York Times #1 bestseller "Swim with the sharks without being eaten alive".*

## *New Rogers Flyover Ramp planned for 2010 Construction*

---

Have you ever gone West on I-94 past Maple Grove and the interstate turns into a parking lot? The I-94 Coalition is advocating for a 3rd lane on I-94 from Maple Grove to Monticello and this is just in the conversation stage.

However, help is on the way next year when the new Rogers "Flyover Ramp" will be constructed. If you see U.S. Congressman Erik Paulsen thank him for his help on securing this funding.

The I-94 west parking lot problem is caused by the narrowing of I-94 from 3 lanes to 2 at the 101 exit in Rogers. Aggravating the problem is the stop light at the top of the ramp, causing a backup on the Rogers exit lane of westbound I-94. The flyover will divert Highway 101 traffic on a ramp over the South Diamond Lake Road intersection.

Drivers will now be given a choice either to bypass the main retail area of Rogers or go to the retail area, but an additional stop light will be required to do this.

The cost of the flyover ramp is estimated to be \$10.7 million. Funding sources include \$3.78 million in federal stimulus funds, another \$4.98 million from federal funding and \$1.645 million by the City of Rogers.

Who benefits from the new flyover ramp? Residents and business in St. Michael, Albertville, Monticello, Otsego, Elk River, and Zimmerman should all have a shorter commute. In my opinion those that may see a negative result from this are the businesses in Rogers because the new flyover ramp will bypass them. When I questioned a MNDOT engineer about this he responded that those who choose the flyover option aren't patronizing the businesses in Rogers now. And that if they want to go to the businesses in Rogers, even with the additional stoplight, it will be quicker without the delay sitting on the exit ramp.

Osseo has never quite recovered from the reroute of 169 from their downtown. Long Lake has suffered greatly from the new Highway 12 bypass. Such as it goes with highway improvements of this nature. While they can benefit many people everyday, local businesses can suffer. It's part of what makes transportation decisions so challenging and political.

Laurie Karnes

Land for Sale, Inc.

## ***Press Release – Groundbreaking for new Education Campus in Montrose***

---

### **For Immediate Release**

Tuesday, December 22, 2009

### **Contact:**

**Noel LaBine 763-477-3086**

### **Ground breaking for new Education Campus in Montrose**

Bauer Design Build held a groundbreaking ceremony at the site of the new education campus in Montrose on December 21, 2009. The event was attended by such notables as the project engineer, project architect, contractor, mayor, school principal, teachers, city council members and staff, hired consultants, and the director of the Wright County Economic Development Partnership.

According to Chuck Klaassen, school district business manager, this new campus will hold the early childhood family learning center, the early childhood special education, a family literacy program, a head start program, and hopefully a day care center. The community education director, Kim, said this would be .... "a place for families to come and grow together."

In praising the creation of this new education center, Mayor Andy Kauffman said, "Children are God's way of being an optimist, and this campus is a strong statement about the optimism of the Montrose Community."

Posing for the picture of the groundbreaking were: Devonna Tierney - ECFE Coordinator, Barb Swanson - Montrose City Administrator, Montrose Mayor Andy Kauffman, Joanne Foust - economic development for Montrose, Mike Bauer, Jeff Mattson - school board member, Principal Gary Theis, Eric Hamilton of the school district - buildings and grounds, Cara Schwahn Otto of Otto Associates, Kim Carlson - community education director, Todd Mohagen - architect, and Chuck Klaasen - school district business manager.



"Photo by Ryan Gueningsman, Delano Herald Journal."

## ***Press Release – Dahlheimer Distributing Expansion***

---

### **For Immediate Release**

Wednesday, December 23, 2009

### **Contact:**

**Noel LaBine 763-477-3086**

## **Dahlheimer of Monticello Expands in 2009 and becomes Dahleimer Beverage**

Wright County – Dahlheimer Distributing of Monticello acquired Grosslein Beverages of Ramsey, MN on May 1, 2009 and since then they have consolidated the operations of the two companies as Dahlheimer Beverage, LLC at their Monticello headquarters in the new City of Monticello Industrial Park. The deal was financed by the First Minnesota Bank of Monticello.

Before the acquisition Dahlheimer had 44 employees. As of December of this year they have 80 employees. Before the acquisition they had 8 trucks serving 8 routes. Now they have 18 trucks serving 18 routes. The reason for the larger number of trucks is that Grosslein used smaller trucks; some of which Dahlheimers are still using.

Of all the Molson Coors company brands and all the SAB Miller company brands handled by Dahlheimer now there are over 200 brands of beer. These brands include Coors, Miller, Molson, Crown Imports (Corona), Boston Beer (Samuel Adams), Pabst Brewing, and Mike's Hard Lemonade to name a few. If that makes you thirsty, imagine this: With the merger they now expect to handle 2.8 million cases of beer a year. If that number seems large, a look at the national beer consumption is more revealing. Minnesota ranks 25<sup>th</sup> nationally among beer consumption per population; so we are only average beer drinkers.

The Dahlheimers have been in business for over 50 years as of June 1<sup>st</sup>, 2009. Incidentally, that is the date that they both celebrated 50 years and formerly consolidated the acquired company, Grosslein Beverages. Owners of Dahlheimer Beverage, LLC include Greg & Joe and their sons Luke, Nick, Nate, & Travis.

The Wright County Partnership on behalf of Wright County wishes to congratulate Dahlheimer Beverage, LLC for their success and to thank them for locating their business in Wright County.

The Partnership exists to enhance the business climate of Wright County and to help create more jobs in Wright County. The strategies the Partnership uses to achieve its mission include being an information resource and finding technical assistance; aiding business development through Business Retention & Expansion visits, providing financing resources, and providing business information and training through seminars and workshops. Also, the Partnership markets Wright County to business site locators, and maintains an excellent website, which includes a listing of commercial and industrial property available in Wright County (see [www.wrightpartnership.org](http://www.wrightpartnership.org)). The Partnership also has gathered economic statistical information, which is available on its website.

## ***Press Release – Development Seminar Recap***

---

**For Immediate Release  
Tuesday, December 15, 2009**

**Contact:  
Noel LaBine 763-477-3086**

### **“What to do with Developments that have gone bad” was held at the City of Montrose**

The Wright County Economic Development Partnership held a noon luncheon seminar at the Montrose Community Center in Montrose on December 10<sup>th</sup>. The topic of the panel presentation was: “What cities can do to help Developments that have gone bad”. The panel included Mike Couri with Couri, MacArthur & Ruppe, PLLP; Greg Hayes, a developer, with Greg Allen Companies; and Tina Lannes, CFO with the City of Albertville. Each of the presenters has had experience with a multitude of issues related to problems associated with recessions and the many problems associated with them. They gave present day examples and during the Q&A and discussion with the audience.

Greg Hayes started the presentations with information about the rate and value of single family homes. He claimed that sales are “bumping along the bottom”, because less than 1% of sales are new construction housing and a lot of the sales are of foreclosed homes. With consumer confidence still low the recovery still hasn't got under way.

Tina Lannes then gave a presentation about all the things a city can do to clean up problems and prevent problems from getting out of hand as they relate to failed developments.

Mike Couri had a lot of information to share about Letters of Credit and how they need to be tied into the Developer's Agreements and how the wording is critical in order to draw on your Letters of Credit. Cities don't gain any profit from developments, so it is critical that they prevent any potential risks by having sound Letters of Credit that they can draw on if the developments go bad. Unfortunately, a lot of Letters of Credit are not written up in the proper manner and cities end up not being able to collect their funds.

## Upcoming Events



### Annual Meeting

**Date:** January 15, 2010

**Location:** Delano City Hall

**Presenter:** Tom Emmer

**Time:** 7:45 a.m.- 9:30 a.m.

**Cost:** FREE Members / \$25 Non-members

*Sponsored by ~ Xcel Energy*



### State of the Cities

**Date:** February 11, 2010

**Location:** Wright-Hennepin, CEA, Rockford

**Presenting:** Annandale, Cokato, Delano, Howard Lake, Maple Lake, Montrose, Rockford & Waverly

**Time:** 11:30 a.m.- 1:00 p.m.

**Cost:** \$25 Members / \$40 Non-members

*Sponsorship Available*

## *Registration*

---

### **Annual Meeting**

Name(s):

Organization:

Cost:

\_\_\_\_\_ Members FREE

\_\_\_\_\_ Non-Members \$25

---

### **State of the Cities**

Name(s):

Organization:

Cost:

\_\_\_\_\_ Members \$25

\_\_\_\_\_ Non-Members \$40

\_\_\_\_\_ Free Coupon (*only for those who have never attended one of our events before*)

---

\* Register on our website at [www.wrightpartnership.org](http://www.wrightpartnership.org)

\* Please complete and return this form by **fax:** (763) 477 - 3054

**\* or mail:** Wright County EDP  
PO Box 525; 6800 Electric Dr  
Rockford, MN 55373

\* Please call Jeanene with any questions (763) 477 - 3035

**Sponsorship is available – If interested please contact Noel at 763.477.3086**

## Members Helping Members

---

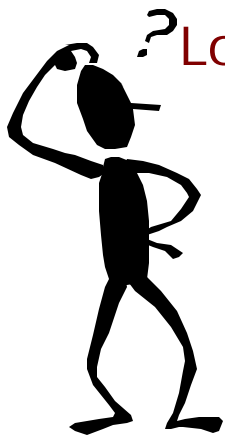
We continue to include this format with our monthly newsletter, because there are many of our members, who have been impacted negatively by the recession. Members who have been laid-off or who have closed down their company can continue to take advantage of our information and attend our events at the member rate.

Please let us know of your change in contact info.

Also, if you are looking for work, please send us a brief paragraph describing your job skills, experience, and type of work you are looking for. We will list that info here, also.

### Job Seekers:

- **Jennifer Jordan**, an eager, friendly and energetic Sales Manager with experience in both entertainment and industrial sales. Call 612-281-1979.
- **Kate Roden** has BA in Business Administration. Speaks Spanish as a second language. Experience with sales and worked for City of Monticello as city representative. Excellent attitude. Self-motivated and self-starter. Please contact 612-867-3073
- **Laura Servaty**, a graduate of Winona University with experience in office administration, marketing, and freelance graphic designer. 763.226.9916.
- **Chad Benson**, a St. Cloud State student looking for an internship in Community Development, City Planning, Economic Development, Housing & Redevelopment, Heritage Preservation, Transportation Planning, etc. for Fall Semester (Aug-Dec). Chad has a minor in Community Development and a major in Finance.
- **Richard Danielson** has over 10 yrs of experience in Marketing as well as Management and Training experience. His education consists of Bethany Lutheran College, U of M Extension, Dale Carnegie Sales Advantage & Brown Institute School for Broadcasting. Call 763.682.5123
- **Kristin VanHooser**, a 2006 graduate from St. Cloud State University with a degree in Community Development under the direction of Dr. Kent Robertson. I interned with the Wright County Economic Development Partnership for a semester. I assisted Kent Robertson with several community consultations including a downtown visioning session with both Brainerd and Princeton. I am currently working as a veterinary assistant for almost 2 years and I have also worked as a bartender/server forever, too. My job experiences have all revolved around people and I aim to please. Please call 320-493-7495 if interested.



Looking for Qualified Workers or Employment?

Post your Job Openings or Skills here!



The Wright County Partnership's events are a great place to network with community leaders from Wright County and get first-hand information about various development activities.

The networking participation at these events has been very valuable to developers, city representatives, and others.

For more information on these events or others like them please contact

Noel or Jeanene at the Partnership at 763-477-3086 or [nlabine@whe.org](mailto:nlabine@whe.org) or [jstrum@whe.org](mailto:jstrum@whe.org).

---

### ***There are lots of reasons to belong to the Partnership***

"We found the information that you had supplied to us, to be very beneficial towards accomplishing our goal." --Jack Clark of Notable Options in Buffalo

"It's impressive as to how well you run the organization" -- Peter Dugan, CB Richard Ellis

"Wright County Economic Development Partnership continues to be an excellent organization to be involved with. The Partnership continues to provide not only business opportunities, but also is a great resource for networking with other businesses as it relates to day to day operations & services we can draw upon in Wright County." -- Mike Bauer of Bauer Design Build, LLC

"Wright County has a great program. In any other market you would be considered great, because counties usually don't do as good a program as you do." -- Whitney Peyton, CB Richard Ellis.

"These are the movers and shakers of what's happening in Wright County! We should be part of this organization." -- Rick Borden, Larson Allen



### **Consider this:**

- Network with community and contractors, developers, and realtors from Wright County and those interested in doing business in Wright County.
- Promote your business to other businesses. All members will be listed in our new Directory, which will be distributed throughout Wright County. Members only can purchase additional advertising in the Directory.
- Attend events and receive a membership discount. This discount will be \$15 per event.
- Stay in touch with development news in Wright County. Our monthly newsletter features stories about industry and development in Wright County.
- Reach out to thousands through our webpage, [www.wrightpartnership.org](http://www.wrightpartnership.org) and get a link from our site to your site.

---

**Consider Joining!!**

**Happy New Year!!!**

## Current Members

<p><b><u>Banks/ Lenders</u></b>  1<sup>st</sup> National Bank of Elk River/Maple Lake  Annandale State Bank  Bank of Elk River  Bankwest  Citizens State Bank  First MN Bank  Highland Bank  Klein Bank  Premier Banks  Riverwood Bank  State Bank of Delano  Wells Fargo</p> <p><b><u>Businesses</u></b>  Bainey Group Construction Services  Bauer Design Build, LLC  Bolton &amp; Menk Engineers  Bonestroo  Braun Intertec  C.M. Architecture  Carlson Building Services  Casualty Assurance  Central MN Development Co.  Central MN Jobs &amp; Training Service  Comfort Matters  Community Enhancement &amp; Organization  Congresswomen Michelle Bachmann  Couri, MacArthur &amp; Ruppe  Darkenwald Real Estate  DiOrio Business Group  Duke Realty  Ebert Construction  Edina Realty - Buffalo  Franklin Outdoor Advertising  Greg Allen Companies  Halagan Law Firm  Henningson &amp; Snoxell Law Firm  Heritage Construction  HGA  HTG Architects  Huikko's Bowling Center  IEDC - Monticello  IKON Office Solutions  Initiative Foundation</p>	<p><b><u>Businesses continued...</u></b>  KKE Architects  KLC Financial  Land for Sale  LarsonAllen  Loucks &amp; Associates  Lundeen Interiors  Mansfield Tanick &amp; Cohen, P.A.  Maratona Communication Inc.  Marcus Construction  MP Family of Companies  Municipal Development Group  North Hennepin Comm. College  Otto Assoc. Eng. &amp; Land Surveyors  PALO Companies  Pfeffer Company  Premier Alliance Group  River City Extreme  Riverwood Inn &amp; Conference Ctr  Riverwood National Golf Course  Schlenner Wenner &amp; Co.  S.E.H. Engineering  Shingobee Builders  SRF Consulting Group  Summerset Studio  Terra General Contractors  Tri-County Abstract &amp; Title  Vantage Point Partners  Veolia ES Landfill  Wild Marsh Golf Course  WSB Engineering</p>	<p><b><u>Cities</u></b>  Albertville  Annandale  Clearwater  Cokato  Delano  Hanover  Maple Lake  Monticello  Montrose  Rockford  South Haven  St. Michael  Waverly</p> <p><b><u>County</u></b>  Wright</p> <p><b><u>Hospitals</u></b>  New River Medical Center  Buffalo/Allina Hospital</p> <p><b><u>Townships</u></b>  Woodland</p> <p><b><u>Utilities</u></b>  Wright Hennepin Electric  Xcel Energy</p> <p><b><u>Associate Members</u></b>  Wright County Chambers of Commerce  I-94 West Chamber of Commerce  Wright Technical Center</p>
---	---	---

## Partnership Staff

Noel LaBine, Executive Director  
6800 Electric Dr. PO Box 525  
Rockford, MN 55373  
(763) 477-3086  
[nlabine@whe.org](mailto:nlabine@whe.org)

Jeanene Strum, Executive Assistant  
[jstrum@whe.org](mailto:jstrum@whe.org)  
Rockford, MN 55373  
(763) 477-3035

[www.wrightpartnership.org](http://www.wrightpartnership.org)