



Volume VIII, Issue 4  
April 2009

## Board of Directors

Wayne Elam, Chair  
Vantage Point Partners

Marc Weigle, Vice Chair  
City of St. Michael

Tom Dobson, Sec./Treasure  
Annandale State Bank

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*

### **"Praise to Paul Harvey" –**

*Article written by Harvey Mackay*

### **"Sway in persuasion" –**

*Article written by Harvey Mackay*

### **"Press Releases" –**

*Green Energy event preview*

*Biomass event preview*

*Cinch Systems*

*Transportation Seminar recap*

### **"Upcoming Events" –**

*Green Energy & Conservation Ideas for Businesses – April 15, 2009*

*Marketing During a Recession & What Companies will grow  
in 2009 – May 13, 2009*

### **"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.*

**Wright County Economic Development Shirts available for Sale ~ \$35**

*(Call Jeanene if your interested 763.477.3000 ext. 3470)*

**Around the County**

by  
Noel LaBine  
Executive Director



Staying focused on the 91% of business that is still going on can be a worthwhile mantra for success. In the turbulence of these changing times there is still great opportunity. We just have to be disciplined to not panic and to get focused on what we can do.

These words of encouragement from leaders like Jim Collins, who recently wrote an inspiring article in *Fortune Magazine*, and others like Harvey Mackay keep reminding us of the potential we can all experience.

Some of the tidbits that I have taken away are included in this newsletter. Please review those articles by Mackay, but also remember to take time to review your opportunities.

Within the last week we finally realized the success of having landed Cinch Systems, Inc. in Wright County. Recently, they signed a lease for a space in St. Michael and while the build out of that space occurs, they are working hard to continue their plans for a major expansion of their business. Currently, Cinch Systems provides the US State Department and the US Navy with the latest high-tech security systems. Their expansion plans include continuing that service for the US government, but also realizing the opportunity of providing similar service to some major corporations, who also will realize value of Cinch Systems outstanding security products. Read more about Cinch Systems in this issue of the Partnership's newsletter.

Also, we want to encourage and be part of the effort to build a leaner, cleaner America and so we have planned this month's event to provide information about energy saving programs from the two major electric energy suppliers in Wright County. Please take advantage of this networking opportunity and plan on attending our April 15<sup>th</sup> event and learn more about energy savings opportunities.

Meanwhile, we are hopeful because of several recent business-wise newsworthy events. Pending home sales and construction spending have both been reported better than economists expected. The stock market has had an extended rally, and broader market indicators have shown distinct upwards movement. New factory orders in the month of February were up several billion dollars.

Noel LaBine  
Executive Director

And now we know the rest of the story. We said a final "good day" to beloved radio commentator Paul Harvey Feb. 28. Among the many lessons we learned from him, I think one of the most important is staying power.

Paul Harvey was one of my heroes. In fact, I was scheduled to interview him this month so I could write a column about his phenomenal career. Instead, I'm writing a posthumous tribute.

Paul Harvey worked for ABC Radio Networks for more than 50 years. At his peak, he was heard on 1,200 stations and reached more than 24 million listeners. He also wrote a syndicated newspaper column carried by 300 papers. Staying power.

I loved listening to the anecdotes he shared in "The Rest of the Story," where Paul described some element of famous people's lives. He said the stories were intended to capture "the heartbeat behind the headlines." With his son Paul Jr., who helped research and write the pieces, he shared moving descriptions and little-known details that explained, inspired and entertained us for more than 30 years.

The rest of his story is fascinating. Paul was born in Tulsa, Okla. His father, a police officer, was killed when Paul was a toddler. A high school teacher directed him toward a radio career because of his melodious voice. He started his career at a Tulsa radio station in 1933. And we all know the rest of that story.

He progressed from those humble beginnings to become one of the most trusted men on radio. In a tribute, ABC Radio Networks President Jim Robinson said, "Paul Harvey was one of the most gifted and beloved broadcasters in our nation's history."

Retirement was not on his radar. In fact, he once said, "I'd hate to get up every morning and have to play golf." Far from that, in 2000 he signed a 10-year, \$100 million contract with ABC Radio, which would have taken him past his 92nd birthday!

Staying power was evident in his family life as well. He met his future wife, Lynne (who he called Angel), while working at a St. Louis radio station. They married in 1940. She was his longtime producer, and he credited his success to her influence. She died last May. Paul Harvey Jr. said of his parents: "My father and mother created from thin air what one day became radio and television news. So in the past year, an industry has lost its godparents and today, millions have lost a friend."

No matter how many tributes pour in, I think his own words illustrate why he has staying power. Among my favorite Paul Harvey quotes:

- "I've never seen a monument erected to a pessimist." Looking for the positive and inspirational was one of the biggest reasons his listeners tuned in every day.
- "If there is a 50-50 chance that something can go wrong, nine times out of 10 it will." A little humor went a long way in keeping his audience engaged.
- "In times like these, it helps to recall that there have always been times like these." Truer words were never spoken—and how apropos to today's times!

I think his apology to business owners illustrates perfectly Paul Harvey's profound understanding of American life and business that made it possible for him to relate to us. And that's why we could relate to him.

"You put up the money to start the business that creates jobs for the rest of us. You gather the raw materials, importing some of them, devise salable products, advertise them and sell them. You pay all the operating expenses. You pay your employees 90 percent of the dollars that are left. You assume all the risk and invest most of your profit in additional equipment, additional facilities and new research.

"You pay out in taxes three times what you pay yourself. You businessmen and businesswomen create work, goods and services. You give more generously than anybody to churches, schools, foundations and charities of all sizes.

"By any reasonable rationale, you should be the focus of a grateful nation's primary appreciation. As a public servant and provider, you should be on the cover of Time or Newsweek. You should be heralded on CBS, NBC and ABC. You should be esteemed by your government, by the media and by your fellow man.

"You seldom are. For my part in a non-producing profession that ridicules or ignores you, I apologize. I wish I could promise it's going to be different, I can't."

**Mackay's Moral:** You'll always be among friends, Paul. Because you still have staying power.

*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".*

## Sway in persuasion

---

A man opened a fish market and displayed a sign that said, "Fresh Fish for Sale Here."

His first customer showed up, looked at the sign and said, "Why does it say 'fresh'? You wouldn't sell them if they weren't fresh, would you?" So the shopkeeper, not wanting to upset his customers, painted over the word "fresh."

Then another customer arrived. "Why does your sign say 'here'? This is where you are selling them, right?" So the shopkeeper got out his paint again and wiped out "here."

A third customer glanced at the sign and asked: "Why does it say 'for sale'? You're in business to sell fish, right? You aren't giving them away." The sign was painted again, and all it said was "Fish."

The shopkeeper figured he might finally sell some fish. But a fourth customer had a question too. "Why do you even need to say 'fish'? You can smell them a block away." Certain that his customer was on to something, he took his sign down.

Soon there were no customers at all. The shopkeeper went out of business. He had failed Marketing 101: If you want to sell your product, no matter what it is, you have to persuade people to buy it. Trouble with the shopkeeper was that everyone else persuaded him to do business their way. Bringing others around to your way of thinking is an art. It goes back as far as Adam and Eve—with the serpent persuading Eve to taste the apple. Perhaps not the best use of persuasion, but we can learn plenty from the serpent's urging.

Persuasion is much more than putting a positive spin on things. In fact, sometimes the reverse psychology approach is more powerful. (Think teenagers!) Perhaps you need to demonstrate a negative result to sway opinion. Sometimes, actions speak louder than words. To bring others around to your way of thinking, or to some specific action, you must be able to articulate your position so that others can see the advantage of following your plan—what's in it for them.

Anyone who is involved in negotiations knows the importance of persuasion. But there is a distinct difference. Negotiating means we both get some of what we want. You are satisfied with your deal, and I'm satisfied with what I got. That's the desired result. But persuasion means you get what I want, and you thank me for giving it to you. That's a better result for both of us because I'm not asking you to give anything up, just to get a different, and more advantageous, result.

Benjamin Franklin was a master persuader. His methods required patience and endurance. He assumed people are won over slowly, often indirectly. Here are five of his bargaining strategies:

- Be clear, in your own mind, exactly what you are seeking.
- Do your homework, so that you are fully prepared to discuss every aspect and respond to every question and comment.
- Be persistent. Don't expect to "win" the first time. Your first job is just to start the other person thinking.
- Make friends with the person with whom you are negotiating. Put your proposal in terms of his or her needs, advantages and benefits.
- Keep your sense of humor.

I would add one more bit of advice: Be honest and aboveboard. As Aristotle said, "Character may almost be called the most effective means of communication." Getting caught in a lie will persuade others, all right: To do the polar opposite of what you're asking.

Great political orators in history—Abraham Lincoln, Thomas Jefferson and Ronald Reagan—brought about positive societal changes with their persuasive powers. They were successful ultimately because they were passionate about their beliefs and presented their cases in such a manner that no one could misunderstand their message.

At an international conference, I witnessed a business training exercise that illustrates how persuasion can produce the desired result. The leader drew an imaginary line on the floor, and put one person on each side. Then she told each to convince the other to cross the line to come over to his side. Interestingly, players from the United States almost never convinced one another, but their Japanese counterparts simply said, "If you'll cross the line, so will I." They traded places—and both won!

**Mackay's Moral:** To get others to see things your way, you must look through their eyes.

*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".*

## ***Press Release – Green Energy event preview***

---

The Wright County Economic Development Partnership will hold their monthly noon luncheon seminar at the River City Lanes Extreme Entertainment Center in Monticello on April 15, 2009. There will be a buffet lunch that will be served at 11:30am. The cost to attend this event is \$25 for members and \$40 for non-members. Registration begins at 11:15am and the program will start at noon.

Ryan Bruers of Excel Energy and Lane Wilson and Wayne Bauernschmitt of Wright Hennepin Electric Cooperative will be the main presenters. They have promised to tell stories of successful cost-savings through their energy-efficiency programs. PALO Companies, a distributor and installer of energy-efficient geothermal energy, will be the sponsor of this event.

---

## ***Press Release – Biomass event preview***

---

Great Northern Prairie Energy will hold a public informational meeting Tuesday, April 14, 2009 at the Rockford Township Hall, 3039 Dague Avenue SE, Buffalo. There will be an Open House starting at 6:30 p.m. followed at 7 p.m. by a presentation and a question and answer session.

Great Northern Prairie Energy is proposing to develop a 25-megawatt, wood-fired biomass electrical generating facility at the Whispering Winds Industrial Park in Rockford Township. The project will feed enough electrical power into the nearby Dickinson Springs Substation to serve about 20,000 households.

Greener sources of power are an important way of developing a more sustainable earth-friendly future. Modern biomass electric conversion facilities provide clean, renewable energy that together with wind and solar will help meet that requirement. There are about 200 biomass energy facilities in the U.S., including nine in Minnesota including downtown St. Paul, Shakopee, Benson and the University of Minnesota-Morris.

“Biomass energy represents an important component of the state’s renewable energy future because it provides base load, or around-the-clock, energy that can complement wind and solar energy,” said Michael Krause, President of Kandiyohi Development Partners, the Minnesota-based developer of the project.

Krause added that the biomass energy project would create about 100 jobs during construction, 20 permanent jobs operating the facility, and at least 20 more jobs in wood fuel handling and transport. He said the facility will be privately-financed and will also add \$6-7 million to the county’s tax base.

Clean wood chips to fuel the facility will come from management of forested areas, including tree-trimming around buildings and utility lines, land-clearing for development, diseased tree removal and storm damage. A proposal for over 6,000 acres of tree farming in Wright County to supply this facility is being planned.

The April 14, 2009 meeting will include information on the process for obtaining air, water and land use permits. It will also provide more information on the economic and environmental benefits to county residents.

## *Press Release – Cinch Systems*

---

Cinch Systems, Inc., a builder of high-tech physical security systems for the US Government, recently signed a lease for a site in St. Michael, MN 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 have spent the last few months searching for a place to expand their business.

Cinch Systems plans to employ up to nine personnel during the first phase of their expansion. These employees will include CEO Joel Christianson, founder of the company with 14 years engineering and sales experience in the security device industry. Christianson was also the former Director of Homeland Security & Government Sales for GE Security. Also with the company is Bill Williamson with 38 years in the Security and Life Safety industry. Williamson is also called the "Grandfather of the wireless security system," and will be the senior hardware engineer. Paul Sjogren will round out the senior management team as the president with 17 years experience in business development, marketing, engineering and general management.

High Security locations such as embassies, bases and prisons require intrusion detection systems, vehicle barrier systems, door monitoring, secure communication devices and networking sub-systems to establish adequate local security. These systems are now required to be open-architecture to allow multiple vendors' systems to be integrated and to enable encrypted communications with command networks. The challenges with existing systems are: failure to comply with current encryption standards, out of date technology, no expansion capability, and antiquated and unavailable replacement parts. Cinch Systems has not only designed an acceptable standard of encryption software, but they also have design various parts of the system, which they coordinate into a complete system, which they have installed for successful operation in a several US Government facilities.

This company has come to Wright County because of the networking ability and knowledge of the local capital market that the Wright County Economic Development Partnership has been able to offer. The strong interest and support for the project by leaders of the St. Michael community also contributed favorably towards Cinch Systems' commitment to locate their expansion facility in this area. The quality of this company and their research and development facility should continue to provide high-tech industry and good-paying jobs for many years to come.

## *Press Release - Transportation seminar recap*

---

The Wright County Economic Development Partnership held a Transportation Update at their monthly noon luncheon event on March 12<sup>th</sup> at the City of Albertville Town Hall. SRF Consulting and WSB & Associates were the sponsors for this event. About 47 people attended this event and enjoyed a chicken buffet lunch.

There were several presenters including Jim Povish, Director of MnDOT District 3; Wayne Fingalson, Wright County Highway Engineer; Jack Russek, County Commissioner, and Brett Weise, WSB engineer. Director Jim Povish started out the event with comments about the size of the MnDOT District 3 budget and the size of the district and the cost associated with trying to improve the roads in this area. He made it clear that we are way behind funding for the projects that are needed. Projects like adding another lane to I-94 between Monticello and Rogers and Highway 25 between Buffalo and Monticello won't be done for awhile. The district will apply for a competitive grant of potentially \$100 million that could be used to add lanes to I-94, but the odds are slim. That being said, there are several road improvements that will be done again in 2009.

Wayne Fingalson passed out a map with Wright County Road projects highlighted in a five year timeline. He discussed the various safety projects that the county has successfully implemented like adding lights to busy rural intersections, and painting rumble strips, so they can easily be seen at night. Jack Russek gave an update about the Highway 55 Corridor Enhancement project. He explained that Wright County should be getting their official corridor enhancement map within a few months. This will make it easier to keep projects from being built in the enhanced zone. This will save millions of dollars when the day comes to add lanes to that highway.

Finally, Brett Weise gave an update on the I-94 Corridor project. It is the hope of the supporters of this project to strengthen their lobbying effort for funding to add lanes to this very busy highway. Brett shared information that proves that this corridor is part of a very busy coast-to-coast interstate truck system. Because of the importance to inter-regional truck freight, this corridor plays an essential role for the economic development of our region.



*From left to right: Jim Povish, MNDOT District #3, Jack Russik, County Commissioner, Wayne Fingalson, Wright County Engineer and Bret Weiss, WSB & Associates*

## Upcoming Events

---



April 15, 2009

Green Energy & Conservation Ideas for  
Business Owners & Contractors

**Date:** April 15, 2009

**Location:** River City Extreme, Monticello

**Presenting:** Wright-Hennepin, CEA & Xcel Energy

**Time:** 11:15 a.m.- 1:15 p.m.

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

*Sponsored by – PALO*



May 13, 2009

Marketing during a Recession &  
What Companies are going to Grow in 2009

**Date:** May 13, 2009

**Location:** Riverwood Inn & Conference Center

**Presenters:** Chris Schultz, Herald Journal

**Time:** 11:15 a.m.- 1:15 p.m.

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

*Sponsorship is available*

## *Registration*

---

### **Green Energy & Conservation Ideas for Business Owners & Contractors – April 15, 2009**

**Name(s):**

**Organization:**

**Cost:**

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

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

---

### **Marketing in a Recession – May 13, 2009**

**Name(s):**

**Organization:**

**Cost:**

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

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

---

\* 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 - 3000 ext. 3470

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

***All members are invited to our monthly Board of Directors meetings.***

## Members Helping Members

---

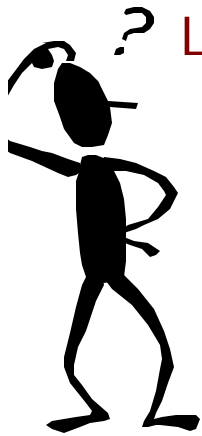
We continue to include this format with our monthly newsletter, because there are many of our members, who have been impacted negatively by the recession. Members who have been laid-off or who have closed down their company can continue to take advantage of our information and attend our events at the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



Looking for Qualified Workers or Employment?

Post your Job Openings or Skills here!



## Membership

---

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!!**

## 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 Cokato            State Bank of Delano            US Bank            Wells Fargo</p> <p><b><u>Businesses</u></b>            ActionCoach Business Coaching            Acumen Inc.            Alex Wikstrom            Baine Group Construction Services            Bauer Design Build, LLC            Bolton &amp; Menk Engineers            Bonestroo            Braun Intertec            Carlson Building Services            Casualty Assurance            Central MN Development Co.            Central MN Jobs &amp; Training Service            Comfort Matters            Commercial Capital            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            Henningson &amp; Snoxell Law Firm            Heritage Construction            HTG Architects            Huikko's Bowling Center</p>	<p><b><u>Businesses continued...</u></b>            IEDC - Monticello            IKON Office Solutions            Initiative Foundation            Jones Lang LaSalle            KKE Architects            KLC Financial            Land for Sale            LarsonAllen            Lenzmeier Realty Services            Loucks &amp; Associates            Lundeen Interiors            Maratona Communication Inc.            Marcus Construction            Meyer – Rohlin Engineers            MP Family of Companies            Municipal Development Group            Nelson Building &amp; Development            North Hennepin Comm. College            Otto Assoc. Eng. &amp; Land Surveyors            PALO Companies            Paumen Properties            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            Sil-Pro of Delano            SRF Consulting Group            Steiner Development            Strategic LLC            Summerset Studio            Terra General Contractors            TKDA            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            Buffalo            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>            Monticello-Big Lake 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</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) 477-3000 ext. 3470

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