



Volume VIII, Issue 6
June 2009

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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

The need for public and private teamwork is more important now than it has ever been.

According to Dane Smith, president of the progressive-leaning St. Paul-based think-tank Growth & Justice, “private-public synergy used to define the Minnesota way of doing business and building a state in which prosperity was ... shared.”

In the last few weeks I have attended meetings to help support the “Project Lead the Way” effort, which is a public private partnership between local industry and the local school systems. It is an effective, fun-filled way for students to get excited about science, technology, engineering, and math while learning more about their local manufacturers. “Project Lead the Way” is a non-profit effort to create the synergy between the local schools and local industry. At the same time, it broadens the understanding and potential success of the students that get involved. The Delano Public school is making an effort to get this program going; they have to raise \$27,875 for start-up costs. After that the Kern Family Foundation will help support it for some years into the future. So far, three manufacturers have pledged financial support; Landscape Structures, Proto Labs, and Sil-Pro. Additional funding is still being sought so that this program can be up and running by late summer. Contact Superintendent John Sweet at 763-972-3365 extension 2115, if you or someone you know would be willing to help support this effort.

A couple days ago, I had the pleasure of touring both the new T.O. Plastics operation in the new Duke Building in Otsego and also the BTD metal stamping business. Both businesses are using green technology to minimize their environmental impact, and both companies are very positive about their future. T.O. Plastics hopes to have a third shift in their medical device packaging operation going by the end of the year with 3 to 5 new employees.

There are several signs of improving chances for recovery. A dip in the jobless rolls (by a fraction), is the first time that has happened in 20 weeks. The stock market rally continues and home sales are on the rise. Although the jobless rate is expected to increase to 9.2%, keep in mind that unemployment is a lagging indicator; so we could be in recovery while the rate is still growing.

In other countries such as Brazil, China, and India there is a positive economy going on with profitable banks and governments with positive cash flow. For instance, the government of China has \$2 trillion in surplus funds. It appears the countries experiencing the biggest recessions are U.S., Europe, and Japan. Most other areas of the world are already in recovery. This bodes well for a recovery sooner than later.

Hopefully, some of the positive news and suggestions in this issue of our newsletter will motivate you to also think positive about our future.

Noel LaBine
Executive Director

Sam Walton's rules for success

Sam Walton, the legendary founder of Wal-Mart, had 10 rules for running a successful business. They are simple and straightforward, but guess what? I would bet the farm that a great many businesses don't follow them—and they'd be better off if they did.

Read these (my comments follow) and see how they might fit into your business plan. Take note that even in this tough economy, Wal-Mart is prospering.

1. **Commit to your business. Believe in it more than anyone does.** Passion is at the top of the list of the skills you need to excel. When you have passion, you speak with conviction, act with authority and present with zeal. If you don't have an intense, burning desire for what you are doing, there's no way you'll be able to work the long, hard hours it takes to become successful.
2. **Share profits with your employees. If you treat them as partners, they will treat you as a partner, and together you will perform beyond your wildest dreams.** Employees are the life-blood of any good company. Many companies seem to have fancy incentive programs for the big wheels, but smart companies have bonuses and profit-sharing all the way down the line. It was recently announced that this year, each Wal-Mart employee will receive a "bonus" check for more than \$900!
3. **Motivate your partners. Money and ownership are not enough. Set high goals, encourage competition and then keep score.** Competition makes you better and stronger. You should not only welcome stiff competition, you should actively seek it. You'll never realize your full potential unless you're challenged. Similarly, if you don't set goals to determine where you're going, how will you know when you get there? You must stay focused on your goals above all else. Truly dedicated individuals won't let anything interfere with attaining their goals.
4. **Communicate everything you possibly can to your employees. The more they know, the more they will understand.** Information is power, but it must be used to empower your workforce. You will be amazed how a few snippets of information can transform a business into a powerhouse.
5. **Appreciate everything your associates do for the business.** In addition to point #2, find ways to let your employees know that you value their contributions. Invite your customers to share their stories of great service and post them for all to see. Catch people doing a good job and let them know you notice. It keeps everyone motivated and does wonders for retention. Remember that your successes result from a group effort.
6. **Celebrate your successes. Find some humor in your failures. Don't take yourself so seriously.** Maintain a positive tone, even when things don't go as planned. Although a failure may not be funny at the time, there's always a lesson to be learned. Often, the lesson learned is humility.
7. **Listen to everyone in your company, and figure out ways to get them talking.** Many people think that communication means getting others to do what you want them to do. For them, good listening means, "I talk, you listen." These people have forgotten the basic truth about being a good listener: Listening is a *two-way process*. Yes, you need to be heard. You also need to hear the other person's ideas, questions and objections. If you talk *at* people instead of *with* them, they're not buying in—they're caving in.
8. **Exceed your customers' expectations.** There's one thing no business has enough of: customers. Take care of the customers you have and they'll take care of you by coming back—and bringing their friends. On the flip side, disappoint customers, and they'll disappoint you—and then disappear.
9. **Control your expenses better than your competition.** Wal-Mart tries to help its customers follow this rule. If you aren't already watching pennies, start now.
10. **Swim upstream. If everyone else is doing it one way, there is a good chance you can find your niche by going in the opposite direction.** Following the crowd leaves you with very little room to maneuver.

Mackay's Moral: If a business can survive and thrive in these times, they must be playing by some smart rules.

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".

Ability is useless unless it is used

Elephants are powerful creatures, yet when you see them at a circus they stand quietly tied only to a small chain and metal stake. They could easily break free, yet they don't. Why?

When elephants are young they are tied to a heavy chain and immovable metal stake. They soon discover that no matter how hard they try, they can't break free. As elephants grow and become strong, they still believe they can't escape, as long as there is a chain around their neck and a stake in the ground beside them.

People are a lot like elephants in that they feel constrained. They never stretch beyond their self-imposed limitations.

You can't let others stop you. You have to unleash your power.

Often, our ability to accomplish a difficult task is directly related to our confidence that we can accomplish it. You have to believe in your ability and capitalize on your strengths. Look at it this way: If you can identify a reasonable solution to a problem, and you think you have the necessary skills to fix it, chances are you will be successful. Otherwise, you wouldn't even try.

Author Glenn Van Ekeren describes it well: "All people are created with the equal ability to become unequal. Not everyone is equipped with the same talents, gifts or abilities. Each of us is created in a unique way. Our personalities are as diverse as the universe itself. Yet there is one constant: We can, by using what we have to the fullest, stand out from the crowd."

Thomas Edison was almost deaf, but he didn't waste valuable time trying to teach himself to hear. Instead, he concentrated on the things he did best: thinking, organizing and creating. He believed in his ability and accomplished great things because of it.

A lot of famous people would never have achieved success if they had not stretched themselves and refused to listen to those who tried to hold them back. They believed in their abilities.

- The MGM testing director for Fred Astaire's first screen test wrote: "Can't act! Slightly bald! Can dance a little!" Astaire displayed this memo in his Beverly Hills home.
- Emily Dickinson had only seven poems published in her lifetime.
- Albert Einstein was called "mentally retarded" by one observer, and others criticized him for not wearing socks and having long hair.
- Sigmund Freud was booed from the podium when he first presented his ideas to the European scientific community. Fortunately, he returned to his office and kept on writing.
- Jerry Seinfeld was jeered off stage during his initial appearance at a comedy club for stage fright. He returned the following night to wild applause.

The late Bill Walsh, former head coach of the San Francisco 49ers, was considered a career assistant coach and not head coaching material. His unorthodox ideas were shunned. Finally after 21 years as an assistant coach, new 49ers owner, Eddie DeBartolo Jr., recognized Walsh's ability and hired him as head coach. Three Super Bowl wins later, Bill Walsh proved the importance of recognizing people's unique abilities.

One of the points I mention in my speeches is that NFL head coaches Bill Walsh, Tom Landry, Chuck Noll and Jimmy Johnson accounted for 11 Super Bowl championships. Ironically, they also share the distinction of having the worst first-year records of head coaches in NFL history, with only four wins total among the four. The people who hired them maintained confidence in their ability.

The ability to recognize ability is a top management skill. As any manager knows, hiring a person they don't necessarily like is a gamble. Generally, ability trumps personality.

A friend of mine hired a quiet—some might say anti-social—woman as his company's CFO because of her fiscal know how. She rarely left her office and spoke to almost no one. In fact, the only way most folks knew whether she was in the office was seeing her car in the parking lot. But for 25 years, the woman was a financial genius. At her retirement party, she said a few words of thanks. It was the first time many had even heard her voice. Not a people person, to be sure. But her fellow employees knew they owed their jobs to the woman who had the ability to handle the budget and steer the ship through the roughest waters.

Mackay's Moral: There's always room at the table for those who are able.

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American Security Challenge

CINCH SYSTEMS IS FINALIST FOR THE 2009 AMERICAN SECURITY CHALLENGE

Startup chosen over more than 200 other firms, and will vie for top emerging-technology award

St. Michael, Minn. (May 13, 2009) – CINCH Systems, Inc., a leading designer and manufacturer of electronic hardware and software products for high-security installations, has been selected as one of only six finalists for the American Security Challenge, an emerging security technology competition. The presentation will be on May 21, at the Ronald Reagan Building and International Trade Center in Washington, D.C.

The American Security Challenge provides exposure and funding to companies working to assure the long-term security and prosperity of our nation. Finalists obtain valuable customer contacts, and access to capital investment with the winning company receiving \$100,000.

“We are focused on the urgent need to provide a high-security solution at the request of U.S. Government agencies,” said Joel Christianson, CEO of Cinch Systems. “All of the major security companies abandoned their efforts to support this high-end market space because they felt intrusion detection systems were too insignificant in relation to their existing business,” he continued, “but we are building exactly what they wanted and needed.”

Cinch’s intrusion detection system is a foundational product that incorporates state-of-the-art encryption allowing the secure communication of intrusion events to broad, security-management systems. The products design is user friendly with a simple yet sophisticated touch-screen interface, and is one of the first “green,” energy-conserving systems available. Its modular integration offers a menu of devices that could be integrated immediately, or it could be expanded in the future.

High-security locations such as embassies, bases and the nation’s critical infrastructure require intrusion detection systems to establish high-level local security. New building programs within the U.S. federal government and the replacement of a huge volume of existing but outdated legacy intrusion detection equipment have created an immediate need for Cinch’s products.

Cinch Systems will be displaying its innovative solutions at the Force Protection Equipment Demonstration (FPED VII), which will be held near the Stafford Regional Airport from May 19 – May 21. Cinch is located in Area #1, booth 3Q.

About Cinch Systems, Inc.

Cinch Systems, Inc. is an innovative supplier of high-tech security and life-safety technologies, with offices based in St. Michael, Minn. Cinch Systems offers the industry's newest high-security product portfolios, including intrusion detection for Secure Sensitive Compartmented Information Facilities (SCIFs), access monitoring, and vehicle barrier controllers. Cinch Systems’ products provide complete Advanced Encryption Standard (AES) encryption end-to-end, secure fiber optic conversion, and the industry’s most user-friendly touch-screen interface. Cinch Systems products are used to protect people and property across a wide range of industries, including government, military, law enforcement, and nuclear safety. For more information about Cinch Systems, please visit www.cinchsystems.com.

SBA Guaranteeing America's Recovery Capital loans

The SBA's recent News Release states that beginning on June 15, 2009, SBA will start guaranteeing America's Recovery Capital (ARC) loans. ARC loans are deferred-payment loans of up to \$35,000 available to established, viable, for-profit small businesses that need short-term help to make their principal and interest payments on existing qualifying debt. ARC loans are interest-free to the borrower, 100 percent guaranteed by the SBA, and have no SBA fees associated with them.

As part of the Recovery Act, the ARC program was created as a no-interest, deferred payment loan to help small businesses that have a history of good performance, but as a result of the tough economy, are struggling to make debt payments.

ARC loans will be disbursed within a period of up to six months and will provide funds to be used for payments of principal and interest for existing, qualifying small business debt including mortgages, term and revolving lines of credit, capital leases, credit card obligations and notes payable to vendors, suppliers and utilities. Repayment will not begin until 12 months after the final disbursement. Borrowers don't have to pay interest on ARC loans. After the 12-month deferral period, borrowers will pay back the loan principal over a period of five years.

ARC loans will be made by commercial lenders, not Central Minnesota Development Company or the SBA.

Further information and details regarding implementing the program should be released shortly.

If you have questions regarding ARC lending, or if you have a project you wish to discuss, contact Scott Schake, Kevin Weeres or Michael Mulrooney at 763-784-3337.

Press Release – Pawlenty visits Delano

On Tuesday morning, May 26, at the Delano City hall, Governor Pawlenty attended a Delano Task Force meeting. This meeting started with a “group hug”, which is the way all of their Task Force meetings start. This “breaks the ice,” according to John Tackenberg. Co-chair of the task force, Wendy Gilmer, mentioned that when Delano was faced with an eight month detour challenge during the replacement of the Highway 12 Bridge last year, they “banded together and created a stronger community.” They used signage, events, and several communication strategies to advertise that Delano was “Open for Business.” Tackenberg added that “the motto ‘Positive Forward’ means by being positive they make the future happen.” Mayor Joe McDonald explained that the techniques Delano used to deal with the detours caused by reconstruction of the Highway 12 corridor are now used by MNDOT to help other communities go through highway construction. Amy Stewart, president of the Delano Chamber of Commerce, said, “we have the tools, we have the talent.”

Governor Pawlenty started his talk with a story to exemplify that we need to have the right people asking the right questions. Of all the factors that make for successful economic development the enthusiasm, energy, and outlook of the community leaders involved are the most important. He went on to say, that in life, the fact that we have challenges to deal with is not the important factor. The important question is, “How are we going to respond to the challenges.” Our fantastic communities are maximizing the upside and minimizing the downside. This attitude plus the goodness of the people will help create a better future.

Of course at this time we are getting a double whammy with challenges. At the same time that our state had to deal with a \$4.5 billion deficit, we have declining revenues. Governor Pawlenty went on to explain the thesis that if we are going to have a strong climate for business, we have to make this a more tax-friendly state. We are already one of the highest taxed economies. That leaves only one option and that is un-allotment. Moreover, the growing healthcare industry continues to grow unabated, even when many of the other industries and businesses are forced to cut their spending. Something will have to be done to contain growing healthcare cost or within a few years it will take 70% of all government spending to cover healthcare costs.

The citizens and business people of Delano plan to continue to promote business in Delano long after the construction updates are over.

Press Release – T.O. Plastics

Senator Amy Koch and Wright County Economic Development Partnership Director, Noel LaBine, visited the new T.O. Plastics facility in Otsego on June 4th. There to greet them were President Mike Vallafskey, C.O.O. Bill Brand and Plant Manager Ken Doble. T.O. Plastics has been running expanded operations in the Otsego location since the middle of April. There are currently 15 employees at the Otsego location and T.O. Plastics employs another 170 people at their headquarters in Clearwater.

The new plant expansion enables T.O. Plastics to augment their capabilities in the medical device packaging area. They have spent \$3.4 million to build out the facility in Otsego. With 3,600 square feet of class 100,000 clean room and 1,700 square feet of class 10,000 clean room, they will continue to produce high quality blister packaging and now have the ability to insert supplied medical devices into the finished packaging. With the addition of another 3 to 5 employees, they hope to be running two shifts on their medical packaging lines in the new plant before the end of the year. With the expansion came new equipment and a more competitive process that allows T.O. Plastics to offer cost reductions to their customers.

C.O.O Bill Brand explained that there have been signs that the economy may be improving. T.O. Plastics has recently seen an increase in quotes for custom services. The newest item in T.O. Plastics' custom lineup is a line of blister packing for the sporting goods industry.



From left to right: Bill Brand, C.O.O, Senator Amy Koch, Mike Vallafskey, President, Ken Doble, Plant Manager & Noel LaBine, Executive Director of the Partnership

Press Release – Marketing During a Recession Seminar Recap

The Wright County Economic Development Partnership held their monthly noon luncheon seminar at the River Inn & Conference Center on May 13th.

Chris Shultz of the Herald Journal talked about trends in marketing and how to grow your business during these challenging times. His talk was filled with information about the business of marketing. For instance, the marketing world today is more fragmented than it ever has been. There are over 45 different tools that can be used to advertise your business or organization. More than ever before it is important to know your designated marketing area, and to know who your target customers are and the best ways to reach them.

Some interesting facts shared included small town retail is doing 25 to 30% better during these changing economic times. Apparently, the area customers are looking into the advantages of shopping locally and finding their merchandise locally. Also, during these times the good businesses are doing well even in poorly performing industries. Now, as always, it is important to give good customer service.

Another interesting fact is that there has been a 3.6% increase in newspaper advertising in the last year. If you take all the television stations and all the radio stations in the twin cities, their total coverage does not equal that of the Star Tribune. Then why, you may ask, are some of the newspapers in trouble? The answer has to do with the acquisition of these newspapers by public equity corporations, who raised millions to purchase them and then ended up with large mortgages that could not be serviced. The smaller, privately owned newspapers are doing well.

Of course, even with all the modern web-based marketing tools and other advertising opportunities, the old marketing basics still work. Consistency, frequency, and reach should be businesses main considerations when devising a marketing strategy. Also, three tools three times is an important axiom to remember. Of course, knowing how to make your new contacts or business leads turn into conversions, or new customers, is always important.

Schultz also mentioned ten trends that are happening in the marketing world. They include 1) the old marketing basics still work, 2) On-line advertising continues to grow, 3) On-line directories continue to grow, 4) interest in going green continues, 5) On-line content continues to grow, 6) Social responsibility is honored more than ever, 7) Mobil marketing (e.g. Twitter) is growing, 8) Content management systems need to be integrated with regular business model, 9) traditional marketing axioms continue to have relevance, and 10) information overload will become even more of a reality.



Chris Schultz

Upcoming Events

The Wright County Economic Development Partnership will hold a noon Luncheon Seminar on the State of the Cities of Albertville, Buffalo, Clearwater, Hanover, Monticello and St. Michael at the Albertville City Hall on Wednesday, June 17, 2009. The public is invited and the costs to attend the event and enjoy a buffet chicken dinner will be \$25 for members and \$40 for non-members.

This event will be sponsored by Bolton & Menk, Inc., an eminently qualified firm providing professional engineering and surveying services to public clients in the Upper Midwest and private clients throughout the world. They were the engineers for the award winning new waste water treatment plant for the City of Buffalo.

The Wright County Partnership's Noon Luncheon Seminars are a great place to network with community leaders from Wright County and get first-hand information about various development activities. The discussions held at these events have been very valuable to developers, city representatives, and others.

More events are being planned for future months including time with legislatures in July.



Upcoming Events



June 17, 2009
State of the Cities

Date: June 17, 2009
Location: Albertville City Hall
Presenting: I-94 Cities & Buffalo
Time: 11:15 a.m.- 1:15 p.m.
Cost: \$25 Members / \$40 Non-members

*Sponsored by -
Bolton & Menk*



July 9, 2009
Legislative Updates -
Federal & State

Date: July 9, 2009
Location: Huikko's Bowling Alley, Buffalo
Presenters: State & Federal Representatives
Time: 11:15 a.m.- 1:15 p.m.
Cost: \$25 Members / \$40 Non-members

*Sponsored by -
Franklin Outdoor Advertising*



July 14, 2009
Money Breakfast

Date: July 14, 2009
Location: Monticello Comm Center
Presenters: Barry Kirchoff, SBDC,
Paul Dornfield, USDA &
Mike Mulrooney, CMDC @ SBA
Time: 7:15 a.m.- 9:15 a.m.
Cost: \$15 Members/\$20 Non-members
\$25 at the door
Booth - \$100 (includes 3 people)

Sponsorship is available

* Register on our website at 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.

Registration

State of the Cities – June 17, 2009

Name(s):

Organization:

Cost:

_____ Members \$25

_____ Non-Members \$40

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

Legislative Updates – July 9, 2009

Name(s):

Organization:

Cost:

_____ Members \$25

_____ Non-Members \$40

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

Money Breakfast – July 14, 2009

Name(s):

Organization:

Cost:

_____ Members \$15

_____ Non-Members \$20

_____ Booth \$100 (includes 3 people)

_____ At the door \$25

MONEY BREAKFAST on July 14th

At the Monticello Community Center

From 7:00 a.m. until 9:30 a.m.

Learn More about Business Resources and Financial Programs

FEATURING

Presenters from government sources:
SBA, SBDC, USDA, and local government programs
& Private Sources

OPPORTUNITY

For finding new financing sources
Learning more about stimulus program packages
Networking with other business development professionals
\$20 non-member fee if pre-register at www.wrightpartnership.org or call 763-477-3086
\$25 walk-in fee and \$15 fee for Partnership members.
A hearty buffet breakfast will be provided.

PROMOTE

Your business with a booth or Table-top display: \$100
(Allows you to bring two extra guests)



Members Helping Members

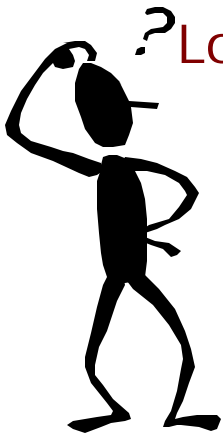
We continue to include this format with our monthly newsletter, because there are many of our members, who have been impacted negatively by the recession. Members who have been laid-off or who have closed down their company can continue to take advantage of our information and attend our events at the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



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 or 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 and get a link from our site to your site.

Consider Joining!!

Our newest member ~ Lundeen Interiors, Cokato MN

Current Members

<p><u>Banks/ Lenders</u> 1st 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><u>Businesses</u> ActionCoach Business Coaching Acumen Inc. Alex Wikstrom Bainey Group Construction Services Bauer Design Build, LLC Bolton & Menk Engineers Bonestroo Braun Intertec Carlson Building Services Casualty Assurance Central MN Development Co. Central MN Jobs & Training Service Comfort Matters Commercial Capital Community Enhancement & Organization Congresswomen Michelle Bachmann Couri, MacArthur & Ruppe Darkenwald Real Estate DiOrio Business Group Duke Realty Ebert Construction Edina Realty - Buffalo Franklin Outdoor Advertising Greg Allen Companies Halagan Law Firm Henningson & Snoxell Law Firm HTG Architects Huikko's Bowling Center</p>	<p><u>Businesses continued...</u> IEDC - Monticello IKON Office Solutions Initiative Foundation Jones Lang LaSalle KKE Architects KLC Financial Land for Sale LarsonAllen Lenzmeier Realty Services Loucks & Associates Lundeen Interiors Maratona Communication Inc. Marcus Construction Meyer – Rohlin Engineers MP Family of Companies Municipal Development Group Nelson Building & Development North Hennepin Comm. College Otto Assoc. Eng. & Land Surveyors PALO Companies Paumen Properties Pfeffer Company Premier Alliance Group River City Extreme Riverwood Inn & Conference Ctr Riverwood National Golf Course Schlenner Wenner & Co. S.E.H. Engineering Shingobee Builders Sil-Pro of Delano SRF Consulting Group Summerset Studio Terra General Contractors TKDA Tri-County Abstract & Title Vantage Point Partners Veolia ES Landfill Wild Marsh Golf Course WSB Engineering</p>	<p><u>Cities</u> Albertville Annandale Buffalo Clearwater Cokato Delano Hanover Maple Lake Monticello Montrose Rockford South Haven St. Michael Waverly</p> <p><u>County</u> Wright</p> <p><u>Hospitals</u> Monticello-Big Lake Hospital Buffalo/Allina Hospital</p> <p><u>Townships</u> Woodland</p> <p><u>Utilities</u> Wright Hennepin Electric Xcel Energy</p> <p><u>Associate Members</u> Wright County Chambers of Commerce I-94 West Chamber of Commerce</p>
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Partnership Staff

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