



## ***2010 Annual Report***

***VISION:** To ensure Wright County is a highly desirable place to live, work and own a business.*

***PURPOSE:** To create a healthy and diverse environment for new and existing businesses and to increase job opportunities within Wright County.*

*December 2010*



*Sil-Pro Clean Room with Robots*

## **Wright County Economic Development Partnership**

*Active since 1993 creating a healthy and diverse environment for new and existing businesses and increasing job opportunities within Wright County.*

### **The Partnership pursues several Strategies:**

1. Seminars and Workshops
2. Business Development & Business Retention & Expansion
3. Financing Resources
4. Information Resources & Technical Assistance
5. Site Promotion & Location
6. Committees: Awards, Finance & Marketing
7. Workforce Development

**Please check out our Annual operating Financial Report in the back of this Report**

### **1. Seminars & Workshops**

The Partnership has continued to remain active in hosting public events. In 2010, we hosted 3 Community Economic Development Strategy sessions, 11 noon luncheon seminars, our annual meeting, a golf tournament, 3 special events, 2 [www.metromsp.org](http://www.metromsp.org) training sessions and we co-sponsored an event with Central Minnesota Manufacturing Association.

- **Noon Luncheon seminar series:** Throughout the year there were twelve seminar luncheons held.

**In February, we held a “State of the Cities”** event for the Wright County cities located along the Highway 12 and Highway 55 Corridors. About 50 people attended this event, and presenters were from the cities of Annandale, Cokato, Delano, Maple Lake, Rockford, and Waverly.



*Phil Kern, Joanne Foust, Mark Casey, Connie Holmes, Mike O'Loughlin, and Wayne Murphy were presenters at the State of the Cities event held in Rockford in January.*

**Noon luncheon seminar series continue:**

**On March 11<sup>th</sup>, we held a seminar about the Highway Infrastructure plans for Wright County.**

This year Dave Montebello of SRF Consulting began the event by mentioning the Metro System Investment Study, which includes all of Hennepin County up to the Wright County line. Invariably where the Met Council decides to invest in improvements to transportation corridors in Hennepin County will affect Wright County.

Next, Terry Humbert of MNDOT District 3 showed the group how much funding Wright County has received. In the last few years out of \$147 million spent on new projects, Wright County projects received \$104 million.

Doug Weiszhaar of WSB & Associates talked about the new practice of consultant teaming. Wayne Fingalson, Wright County highway engineer talked about the five year plan. CSAH funding has been drastically cut back and many projects will have to be postponed or the county would have to raise taxes to fund them. Since 2005, the local levy has tripled to support highway maintenance.



*From L to R: Doug Weiszhaar of WSB & Associates, Inc.; Wayne Fingalson (Wright County Highway Engineer); Dave Montebello of SRF Consulting Group, and Terry Humbert of MnDOT District # 3*



*Wayne Bauernschmitt, and others agree that the food is always good!*

**On April 8<sup>th</sup> we held an Alternative Renewable Energy Seminar at the River City Entertainment Center in Monticello:**

Steve Nelson talked about the process of developing a small wind powered electrical generating plant. Randy Hagen of Solar Skies, a solar thermal manufacturer from Starbuck, MN spoke about the use of a solar collector that uses fluid to gather heat and a heat exchanger to distribute the heat within the building. Jeff Rutz of Intertec talked about financing of renewable energy products. Bill Glahn of the MN Dept. of Commerce talked about efforts to help implement more renewable energy products. One of the ideas is the Smart Grid. The other is the new Minnesota legislation that allows communities to bundle individual green energy home improvements into a bond for funding the projects.



*L to R: Bill Glahn of the MN Dept. of commerce, Randy Hagen of Solar Skies, Steve Nelson of Green Energy Systems, and Jeff Rutz of Intertec.*

**The May 13<sup>th</sup> Progressive Networking event was held at The Riverwood National Golf Clubhouse.**

This event was designed to allow participants to get to know one another better. There were three courses served and the participants rotated to a different table for each course. There were 27 people at the event, and there were 5 people at each table, each participant gave their 3 minute “elevator speech” to 15 people, and had a chance to hear the 3 minute “elevator speech” of 15 different people. Everyone who attended this event in the past has been rewarded with not only a better understanding of more business people in the area, but also stronger working relationships.

**On June 18<sup>th</sup> at Albertville City Hall the State of the Cities event for the cities along I-94 and Buffalo:**

Cities presenting at this event included Albertville, Buffalo, Clearwater, Hanover, Monticello, & St. Michael.



*L to R: Mayor Ron Klecker of Albertville, Megan Barnett of Monticello, Dan Buchholtz of Hanover, Mayor Fred Naaktgeboren of Buffalo, marc Weigle of St. Michael, Mayor Lee Monk of Clearwater, and Director LaBine*

**On July 8<sup>th</sup> at Huikko's new restaurant, The Bison Creek, a Legislative Update was held in conjunction with the Buffalo Chamber of Commerce.** Those presenting included State Senator Amy Koch, and Merton Auger of Buffalo.



*From L to R: Merton Auger & State Senator Amy Koch,*

**On August 12<sup>th</sup> at the City of Albertville Community Center King Banaian of St. Cloud State University presented on the state of the Economy of Wright County.**

This event was sponsored by Franklin Outdoor Advertising.



*King Banaian of St. Cloud*

Banaian gave evidence that the recession has ended. However, it doesn't feel like a recovery because of low confidence and slow job creation. Overall, Minnesota is one of the top performing

states in the country and our unemployment rate is quite a bit lower than the national average.

**On September 8<sup>th</sup> at the River City Entertainment Center in Monticello, we held a seminar on How to Market in the New Economy:**



Kevin Erlinger of Think Creative Media Gave the attendees worthwhile and up-to-date information on website marketing. He also addressed social media and the advantages and pitfalls of those new marketing tools.

**On October 14<sup>th</sup> at Reichel's in the City of Annandale our monthly seminar was an update on the outcome of the CEDS project was held featuring Henry Fischer and tom Moore of the St. Cloud Partnership.**



*L. to R. Henry Fischer, Tom Moore, Noel LaBine*

**November 11<sup>th</sup> at Wright Hennepin Electric Community Center** a noon seminar with the Rockford/ Greenfield Chamber of Commerce.

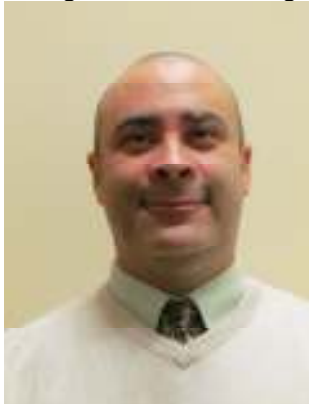


*Jaime Simonsen of North Hennepin Community College spoke about the working learner.*

Jaime Simonsen, Dean of Continuing Education for the NHCC and a resident of rural Maple Lake, addressed the trend of continual retraining of workers. The new economy has changed not only the business landscape but the future of higher education too. The average worker will have 10-14 jobs in their lifetime. The top ten high-demand jobs in 2010 did not exist in 2004. The amount of new technical information is doubling every 2.5 years.

There are currently 75 million working learners. This has changed the population at the local colleges and technical trade schools. There are currently 75% of the college learners that are non-traditional learners. This means they are over 24 years of age, and they intend to acquire a post-secondary credential while they are working. Their needs include more convenient locations and time schedules, affordability, access to good information, child care support and convenient course-delivery systems.

**December 9<sup>th</sup> at The Montrose Community Center** we held a seminar on Accessing the foreign markets through Export Initiatives.



*Mathew Woodlee of the US Dept. of Commerce spoke about opportunities and assistance to help a company expand their markets through export activity.*

• **Other Special Events:**

**April 6<sup>th</sup> at the Riverwood National Golf Club house, George Fantauzza, Onsite Architect for the new Twins Stadium Construction** spoke to a business after hours crowd about the new Twins Stadium features.



*George Fantauzza*

**June 2<sup>nd</sup>: A Beer & Wine Tasting Event was held in Monticello:**



**Community Economic Development Strategy (CEDS) Workshops:** In February and March the Partnership hosted late afternoon workshops in 3 Wright County cities to discuss changes and possibilities. This gave participants an opportunity to see the economic profile data of Wright County and to weigh in on what they perceived were the strengths, weaknesses and opportunities for this area.



*Members of the CEDS presentation team from L to R: Dan Frank of the Initiative Foundation, Henry Fischer and Tom Moore with the St. Cloud Partnership. Director LaBine took the picture.*

**Wright County EDA Roundup:** In November a first ever meeting of all the EDA's and other economic development groups from all the cities were invited to Hanover for a forum to exchange knowledge and ideas. There were participants from 8 cities and about 40 people showed up to participate.



*L to R: Two of T.O. Plastic employees, Bill Brand, C.O.O. of T.O Plastics, Tim Zipoy of CMJTS, Brian Streich, & Director LaBine*

## **2. Business Development & Business Retention & Expansion (BR&E):**

Eighty percent of our economic growth will come from our existing businesses. Therefore, we have spent considerable time visiting with businesses in Wright County and learning about their industries. Our goal is to learn more about the positives of being located in Wright County along with the challenges they face.

Where appropriate, we advocate the use of our member products and local services such as the Monticello WorkForce Center, Wright Technical Center and Functional Industries. Member financial institutions and utilities are also promoted due to their financial programs that can assist with a business expansion.

The Partnership attempts to help existing businesses by being a resource to help find solutions to several of their problems. The ultimate goal is help them retain their place in our local economy and hopefully grow their business here in Wright County.

### **Several industries were visited in 2009 by members of the Partnership and local community representatives.**

T. O. Plastic's old plant in Clearwater was visited in March.



*Sil-Pro president, Kevin Carver posed in their lobby during their open house in June*



*T.O. Plastics holds an open house at their Otsego facility in July. Director LaBine took the picture.*



*The Partnership visited Forward Technology in Cokato in July. L. to R.: Don Levens, Curt Dahlen; Brian Kivisto, President of Forward Technology; Chris Schultz, Wayne Bauernschmitt, and Brian Streich.*



*Rockford Mayor, Mike Beyer, presents a governor's recognition certificate to Ben Sachs, owner of Diversifoam Industries in Rockford just before a tour of the modern, state-of-the-art polystyrene molding facility.*



*Ground breaking at Montrose for New Industrial Park in December.*

**Developing High Technology Industry:**

The effort to develop high tech industry has resulted in some positive results for Wright County. This past year helping Eden Medical has been one of those successes that hopefully will have long-term results.



*Left to Right: two young interns, Lee Schaefer & Andrew Broscoff with Eden Medical President, Jeff Schoess, now located in Howard Lake..*

Jeff Schoess of Buffalo started Eden Medical (formerly known as Korosensor) in 2000, as a way to help people in the areas of sleep diagnostics, wound care, and diabetic imaging.

The work at Eden Medical relies on grants from Small Business Innovation Research (SBIR), a competitive program that provides incentives for high-tech innovation. Eden Medical's newest grants were distributed through the SBIR-affiliated National Institutes of Health (NIH). One of them is for \$148,109, and is being used to fund research on a foot infrared rolling scan transducer (FIRST). The FIRST was designed to assess the feet of people with diabetes.

Director LaBine helped this company in 2010 by introducing Schoess to a manufacturer in Albertville, who is going to work with him to set the dynamics to begin manufacturing the FIRST product.

Throughout the years, Eden Medical has helped countless patients with its innovative technology. One device helps monitor the healing process of a bone fracture, while another measures respiration for people with sleep apnea. In the summer of 2010, Eden

Medical had two interns; Lee Schaefer of Buffalo and Andrew Broscoff of Howard Lake.

Schoess moved his company's corporate headquarters to Howard Lake in 2004. He enjoys being part of the community through the Howard Lake Business Association, and is hoping to bring more economic growth to the area.

### **3. Financing Resources**

#### **• Wright County Enterprise Loan Fund**

The Economic Development Partnership of Wright County manages the Wright County Enterprise Loan Fund for the County. The Fund's cash balance at the year's end was about \$160,300 with about \$53,000 in outstanding loans to two companies. The two companies that we have loans with include Shark Industries of Rockford, and Cinch Systems of St. Michael, both have been able to make regular payments.

#### **• Minnesota Community Capital Fund**

This flexible loan fund is designed to leverage millions of dollars of under-utilized capital within dozens of relatively small Revolving Loan Funds (RLFs). With the \$25,000 now invested by Wright County, a business approved by our organization can apply for loans with a single maximum loan amount of \$250,000. Additional amounts can be borrowed in Wright County, so total loan packages up to \$1.25 million are possible.

### **4. Information Resources & Technical Assistance**

The Partnership strives to be a link for people who are interested in starting a business or expanding a small business. We work with several local agencies to refer resources for those who require consulting services. Some of which include:

- **Small Business Development Center (SBDC)** In 2010, the Partnership referred several business-minded individuals in Wright County to the SBDC for help with business plans, cash flow analysis and industry trends.

#### **• Other**

Contacts with organizations like Enterprise Minnesota and MN Department of Trade and Economic Development and other development agencies throughout the region bring valuable information, which is disseminated through our Executive Director, Noel LaBine.

- Answered and responded with information to a number businesses making inquiries in 2010.

### **5. Site Promotion & Location**

The Partnership works to be a liaison between those who have available land or buildings in the County with those who are seeking the space.

#### **Continue to Develop Contacts**

Through personal visits with developers and Realtors in the West Metro Area, and through attendance at regional Events, the Executive Director has worked and continues to work to promote Wright County and the available sites in the County for potential development.

**Business Leads:** The Economic Development Partnership of Wright County generated 45 leads this year for our cities to respond to. (This brings our lead generation to 137 since July 1999)

#### **Industrial Park Development**

Director LaBine has worked to help communities promote their commercial and Industrial sites in Wright County. All communities receive broadcast business lead information. Director LaBine has also attended EDA meetings in some communities such as Cokato, Hanover, Montrose and St. Michael. He is glad to attend and wishes to be asked to attend.

### **6. Committees: Awards & Marketing**

#### **Awards:**

The four-year old committee continued to work in 2010 on the awards that help us celebrate and recognize success. These award categories & recipients for 2010 are:

- *Outstanding Citizen of Wright County* is Jill Ask of Buffalo.
- *Outstanding Entrepreneur of Wright County* is Cinch Systems of St. Michael.
- *Outstanding High-economic Vitality Business of Wright County* is Marksman Metals of St. Michael.
- *Outstanding Member of the Partnership for 2010* is Bauer Design Build of Delano.
- A comprehensive effort was undertaken to get the message to many people, so good candidates for these awards could be found. The awards will be given out at the annual meeting.

community. The website is also an opportunity for our members and partners to provide a link to their sites.



## Marketing:

A considerable amount of effort goes into our work of marketing the business opportunities in Wright County.

## Marketing Committee

Once again, the marketing committee of the Economic Development Partnership of Wright County has been busy developing and promoting our marketing events. The marketing committee also continues to identify new opportunities. Topics for our monthly noon seminar luncheons have been suggested, and as a result new presenters were scheduled. Also, committee members continue to be active with the recruitment of new members and the campaign for 2009 resulted in 16 new members.

**Marketing committee members that served the Partnership in 2010 are:** Mike O'Brien of Loucks Associate, Shelley Paulson of Summerset Studios, Megan Barnett of the City of Monticello. Mike Bauer and Todd Meyhoff of Bauer Design Build, Wayne Elam of Commercial Realty Solutions, Mike Marhula of Larson Allen, Randy Heuer of the Herald Journal and Brian Streich.

## Website

The website continues to be an important part of how we get the word out about Wright County economic development. Changes and additions to the website are ongoing. Also, the site is very friendly to view and search for information. It has three simple lists for land, buildings and communities, which are listed alphabetically by

## Other marketing activities

- During 2010 Director LaBine continued to visit with potential development contacts including contractors, developers, and commercial realtors about potential land & buildings available in Wright County cities.
- Hosted 11 noon luncheon Development Seminars.
- Attended events outside of Wright County and made contacts with those businesses interested in Wright County development.
- As a participating member of the National Association of Industrial & Office Properties (NAIOP), Director LaBine has continued to work with the communication committee. This has resulted in mention of Wright County opportunities through stories and placement of ads in the NAIOP newsletter, The Universe.

## Annual Golf Event Held on September 13<sup>th</sup>:

Once again we held another successful Annual **Golf Tournament** for the expressed purpose of marketing Wright County commercial and industrial potential to contractors, developers, and commercial realtors. In 2010 this event was held at the Wild Marsh Golf Course in Otsego. There were 69 players and counting the people sitting at tee boxes about 85 people attended this event.



*The registration volunteers: Mike O'Brien of Loucks, Sandy Johnson & Zona Gutzwiller of Premier Bank, Megan Barnett (board member), Jeanene Strum(staff), & Dennis Hilligoss of Franklin Outdoor Advertising.*



*Dick Jonchowski', a spirited presenter, handing out one of his Twins calendars.*



*The Schlenner Wenner Team with Dick Jonchowski. They also sponsored the putting contest.*



*First Place winners included Mike Melton, Paul Kangas, Henningson of Snoxell & Chuck Van Heel.*



*Wright Hennepin Electric Team*



*Second Place Winners: The Bauer Design Team*



*Announcer & humorist Dick Jonchowski with Chris Basgall of Veolia Landfill.*



*Winners of the Larson Allen \$400 ball-in-play game included Marc Weigle & Brian Streich, who is shown here celebrating.*



*A scene from #10 tee box at the Wild Marsh Golf Course at our annual September event.*

## **7. Workforce Development**

The Partnership continues to maintain strong relationships with the Central Minnesota Workforce Agency located in Monticello. LaBine serves on the Workforce Investment Board out of Monticello that serves this 11 county region, which includes Wright County.

- **Annual JOB FAIR** held on April 1, 2010 at the Monticello High School was attended by about 1100 people, and the 26 employers, who were there to attract new employees, were pleased with the results. However, as a result of the slow economy this was about half of the employers that we had the previous year, and only about six of the employers were offering good wage jobs.



*The Spee Dee Delivery Booth at the Job Fair*



*Views of the East wing of the High School Building during the Job Fair.*



*Executive Assistant Jeanene Strum*



*Executive Director Noel LaBine*

## **Management**

The Executive Director Noel LaBine has been working for the Partnership since early June 2002 along with his assistant, Jeanene Strum (see picture to the lower left), who has been with the Partnership since April 2001.

Under LaBine's direction, the Partnership has attracted & retained over 60 new members since 2002. There were 12 new members added in 2010, and this was equal to the amount of previous members, who did not renew. Because of the changing economy less income was realized from the many events. The result was a total income less than in 2009. With the first time commitment of \$5,000 to [www.metromsp.org](http://www.metromsp.org) cash flow remained negative by the end of 2010. The Board and Management Committee have helped to develop a plan to balance the budget in 2011, so that we can continue to create a positive cash flow for the Partnership.

LaBine and Executive Assistant Jeanene Strum have also built and continue to monitor a database of over 1200 professional business people and community leaders, which includes architects, attorneys, bankers, contractors, developers, commercial realtors & others interested in the commercial and industrial development of Wright County. The above efforts along with the improved Wright County market brand position and logo have created continued recognition for the Wright County industrial and commercial possibilities. Interest in Wright County as a place to development business continued in 2010 despite the challenging economic times. Continued progress in the development of business & industry should result in more success stories in 2011!

## Our Member Partners

<p><b><u>Banks/ Lenders</u></b>  1<sup>st</sup> National Bank of Elk River/Maple Lake  AgStar Financial Services  Annandale State Bank  Bank of Elk River  Bankwest  Citizens State Bank  Crow River Bank  First MN Bank  Highland Bank  Premier Banks  Riverwood Bank  Wells Fargo</p>	<p><b><u>Businesses continued...</u></b>  Herald Journal Publishing  Heritage Construction  HGA  HTG Architects  Huikko's Bowling Center  IKON Office Solutions  Initiative Foundation  Kingham Construction  Land for Sale  Landscape Structures  LarsonAllen  Loucks &amp; Associates  MAJIRS! Advertising  Mansfield Tanick &amp; Cohen, P.A.  MP Family of Companies  Municipal Development Group  North Hennepin Comm. College  Nystrom Publishing  Otto Assoc. Eng. &amp; Land Surveyors  PALO Companies  Pfeffer Company  Premier Alliance Group  Quality Site Design  River City Extreme  Riverwood National Golf Course  Schlenner Wenner &amp; Co.  S.E.H. Engineering  Shingobee Builders  SRF Consulting Group  Summerset Studio  Terra General Contractors  Think Creative Advertising  Tri-County Abstract &amp; Title  Vantage Point Partners  Veolia ES Landfill  Vision Unlimited, LLC  Wild Marsh Golf Course  WSB Engineering</p>	<p><b><u>Cities</u></b>  Albertville  Annandale  Clearwater  Cokato  Delano  Hanover  Maple Lake  Monticello  Montrose  Rockford  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>  Annandale Chamber of Commerce  Buffalo Chamber of Commerce  Clearwater EDC  Cokato Chamber of commerce  Delano Chambers of Commerce  Howard Lake Business Association  Maple Lake Chamber of Commerce  Monticello Chamber of Commerce  Montrose/ Waverly Chamber of Comm  Rockford Chamber of Commerce  I-94 West Chamber of Commerce  Wright Technical Center</p>
<p><b><u>Businesses</u></b>  Acoustigreen  AREng Heating &amp; Air Conditioning  Bailey Group Construction Services  Bauer Design Build, LLC  Bolton &amp; Menk Engineers  Bonestroo  Braun Intertec  C.M. Architecture  Carlson Building Services  Central MN Development Co.  Central MN Jobs &amp; Training Service  Commercial Realty Solutions  Congresswomen Michele Bachmann  Country Inn &amp; Suites – Albertville  Country Inn – Buffalo  Couri, MacArthur &amp; Ruppe  DLR Group/KKE Architects  Darkenwald Real Estate  DiOrio Business Group  Duke Realty  Ebert Construction  Edina Realty - Buffalo  Enterprise Minnesota  Franklin Outdoor Advertising  Greg Allen Companies  Halagan Law Firm  Henningson &amp; Snoxell Law Firm</p>		

With the addition of 12 new members to the Partnership our current membership is 107. When all the people representing those 107

Organizations are counted; we have over 375 people participating in the Partnership. This participation adds vitality to our efforts.

## More Pictures from 2010



*Pat Faust of Landscape Structures with The Award for Outstanding High Economic Vitality Business for 2009*



*All the award recipients posing including the Ray Schmitt, Brian Streich, Pat Foust and Katie & Mike Dickerman.*



***The Partnership Board** at the Annual meeting in Delano. Back row Left to right: Tom Screeden, Scott Johnson, Wayne Bauernschmitt, Brian Matzke, Gene Janikula, Keith Franklin, Brian Streich, Front row L to R: Tim Zipoy, Megan Barnett, Marc Weigle, Wayne Elam, Pat Sawatzke. Not pictured: Mark Casey of Annandale, Mike Melton, and Jaime Simonsen.*



*Mike & Katie Dickerman of Woodland Hills Winery receiving the award for Outstanding Entrepreneur of 2010.*



*The Wright County cheer at our Annual Meeting in January 2010*



*The trophies*

**2010 Board of Directors**  
**Meets on 3rd Friday every other month 8:15 am**  
(starting January 15, 2010)

**Marc Weigle, Chair**

City of St. Michael  
Box 337, 3150 Lander Ave NE  
St. Michael, MN 55376  
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**Management Committee**

**Exp 12/10 – Term II**

**Brian Streich, Vice Chair**

Member at Large  
13532 County Rd 30 SW  
Cokato, MN 55321  
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[brian@arenghhvac.com](mailto:brian@arenghhvac.com)

**Management Committee**

**Marketing Committee**

**Exp 12/12 – Term II**

**Tom Screeden, Sec/Treasure**

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Phone (763) 972-3385  
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**Management Committee**

**Exp 12/11 – Term I**

**Wayne Elam, Past Chair**

Commercial Realty Solutions  
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**Management Committee**

**Marketing Committee**

**Exp 12/12 – Term III**

**Pat Sawatzke**

Wright County Commissioner  
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**Management Committee**

**Exp 12/12 – Term III**

**Mike Melton**

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**Marketing Committee**

**Exp 12/10 – Term II**

**Gene Janikula**

Woodland Township  
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Montrose, MN 55363  
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**Exp 12/10 – Term V**

**Scott Johnson**

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**Exp 12/12 – Term II**

**Brian Matzke**

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**Finance Committee**

**Exp 12/10 – Term II**

**Megan Barnett**

City of Monticello  
505 Walnut St Ste 1  
Monticello, MN 55362  
Phone (763) 271-3208  
Fax (763) 295-4404  
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**Marketing Committee**

**Special Events Committee**

**Exp. 12/12 – Term I**

**Jaime Simonsen**

North Hennepin Comm. College  
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**Awards Committee**

**Exp 12/11 – Term II**

**Keith Franklin**

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20092 Edison Circle East  
Clearwater, MN 55320  
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**Exp 12/11 – Term II**

**Mark Casey**

City of Annandale  
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**Special Events Committee**

**Exp 12/12 – Term II**

**Wayne Bauernschmitt**

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**Awards Committee**

**Exp 12/11 – Term I**

**Tim Zipoy**

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Phone (763) 271-3722  
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**Awards Committee**

**Exp 12/11 – Term V**

***We would like to thank all of our  
2010 sponsors!***

**35** - Job Fair Booth Sponsors

**AgStar** - Silver Golf sponsor

**Annandale State Bank** – Seminar Sponsor

**Bankwest** – Seminar Sponsor

**Bolton & Menk** – Seminar Sponsor

**Casualty Assurance** – Seminar Sponsor

**Central MN Development Corp (CMDC)** – Booth Sponsor

**Central MN Jobs & Training (CMJTS)** – Booth & Tee Box sponsor

**Citizens State Bank of Waverly** – Seminar Sponsor & Trophy Sponsor

**City of Maple Lake** – Tee Box sponsor

**City of Montrose** – Tee Box sponsor

**Duke Realty** - Silver Golf sponsor

**Franklin Outdoor Advertising** – Seminar & Platinum Golf sponsor

**KKE Architects** – Seminar Sponsor

**Land for Sale** – Seminar Sponsor

**LarsonAllen** – Seminar Sponsor

**MBFC** – Booth Sponsor

**MP Family of Companies** - Silver Golf sponsor

**PALO** – Seminar Sponsor

**SRF Consulting Group** – Seminar & Platinum Golf Sponsor

**Schlenner Wenner & Co.** – Putting Contest Sponsor

**Summerset Studio** – Gold Golf sponsor

**Tri-County Abstract** – Tee Box sponsor

**Vantage Point Partners** - Silver Golf sponsor

**Veolia ES Rolling Hills Landfill** – Platinum Golf sponsor

**Vinland National Center** – Silver Golf sponsor

**WSB & Associates** – Seminar Sponsor

**Wells Fargo** – Seminar Sponsor

**Xcel Energy** – Annual Meeting & Silver Golf sponsor

**Annual Financial Report 2010**  
**Wright County Economic Development Partnership**

**Statement of Financial Position as of December 31, 2010**

<b><u>ASSETS</u></b>	
Current Assets:	
Checking Account	\$ 4,441.89
Money Market Savings	\$ 15091.73
Job Fair Passbook Savings	\$ 2,579.75
CD Premier Bank @ 2.3%	\$ 33,601.77
CD Crow River Bank @ 1.15 %	\$ 12,742.96
<b>Total Checking &amp; Savings</b>	<b>\$ 68,458.10</b>
Deferred Revenue	(19,944.70)
<b>Total Assets</b>	<b><u>\$ 48,513.40</u></b>
<b><u>LIABILITIES &amp; EQUITY</u></b>	
Retained Earnings	\$ 50,943.61
Net Income	<u>\$ (2,430.21)</u>
Total Equity	\$ 48,513.40
<b>Total Liabilities &amp; Equity</b>	<b>\$ 48,513.40</b>

**Annual Income & Expenses Summary for 2010**

<b><u>INCOME:</u></b>	
Banks & Lenders	\$ 4,837.50
Businesses	20,135.00
Cities	13,561.90
County	45,000.00
Hospitals	940.00
Townships	250.00
Utilities	6,400.00
Reserve	
Rebate	
Interest Income	\$ 1,534.15
Events/ Other Income:	
Annual Meeting	\$ 2,569.00
Noon Seminars & Golf event	\$ 18,649.08
Other event	
Directory Ad Sales	\$ 8,849.00
Total Events/ Other Income . . . .	. . . . . \$ 30,067.08
Job Fair Income	<u>\$ 3,750.00</u>
<b>Total Income</b>	<b>\$ 126,475.63</b>
<b><u>EXPENSE:</u></b>	
Administration:	
Mileage	\$ 4,193.54
Office Supplies	819.15
Salary/ Benefits	82,063.44
Phone	707.56
Postage	\$ 1,789.78

Professional Fees	1,051.00	
Total Administration .....	.....	\$ 90,649.47
Dues / Subscriptions/ Other:		
Central MN Manufacturing Assn	\$ 190.00	
Econ Development Assn MN	220.00	
Herald Journal	74.00	
MN Assn Pro County Economic Dev	125.00	
MN Council of Nonprofits	75.00	
MN Shopping Center Association	295.00	
NAIOP	385.00	
Wright County Journal Press		
Total Dues / Subscription .....	.....	\$ 1,364.00
Education:		
EDAM & MAPCED conference	\$ 136.88	
Training		
Total Education .....	.....	\$ 136.88
Honorariums & Committee expenses		\$ 66.21
Marketing:		
Advertising	\$ 1,119.75	
Webpage	1,028.50	
Directory	9,057.86	
Fees to attend events	2,006.84	
PR expense	1,198.89	
Professional assistance	252.50	
Metromsp.org	5,000.00	
Other	19.95	
Total Marketing .....	.....	\$ 19,684.29
Membership Events:		
Annual Meeting	\$ 762.51	
Seminars	\$ 5,463.21	
Golf Event	\$ 3,591.07	
Business Event	N/A	
Total Membership Events .....	.....	\$ 9,816.79
Printing:		
Annual Report	\$ 406.23	
Envelopes	\$ 378.74	
Invitations	\$ 0	
Letterhead	\$ 0	
Toner	\$ 1,576.23	
Total Printing .....	.....	\$ 2,361.20
Job Fair :		\$ 4,179.17
<b>Total Expense</b>		<u>\$ 128,905.84</u>
<b>Variance between Income &amp; Expense</b>		<b>\$ (2,430.21)</b>