From the President

By Heidi Peper, EDAM President

Greetings EDAM Members,

I want to take this time to thank the EDAM Board Members and our Executive Director, Becca Rogers, for their tremendous work on EDAM’s 2016 Workplan. Last month they gave of their time – 25 hours to be exact! – and talents for the sole purpose of advancing our organization at our Board retreat. It was one of the most productive strategic planning sessions I have witnessed or had the pleasure of participating in and it was due to the dedicated, talented people around the table. Collectively we came up with three solid documents that will position EDAM to leverage past achievements — but more importantly, it established a clear path for continued success:

- Mission-Vision-Guiding Principles — affirmation of mission and created a vision and guiding principles

EDAM’s Mission:
To champion Economic Development in Minnesota through professional development, networking, and advocacy.

EDAM’s Vision:
Be recognized as Minnesota’s vibrant and professional member-driven Economic Development organization.

Guiding Principles:
1. Being ethical
2. Recognizing member strengths
3. Respecting diverse perspectives
4. Building partnerships
5. Being fiscally responsible

EDAM News

EDAM Educational Webinar: Leveraging Private Investment to Attract and Grow Businesses

November 12, 2015
Online

Hear about how private investment (private equity/angel investing) can be an important tool for economic developers, what is being done today, and the do’s/don’ts that are essential for success.

Register Now!

MOXY wins $25,000 Business Plan Contest

The Hutchinson Economic Development Authority announced that Fortiori Design LLC, an early-stage technology company and maker of the MOXY Muscle Oxygen Monitor, has won its $25,000 JumpStart Manufacturing business plan contest. Read More

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Municipalities throughout the state are facing pressing problems caused by infiltration and inflow (I/I) in their sanitary sewer systems. Read More

DEED Welcomes Jeff Rossate as New Business Development Director

https://edam.site-ym.com/page/2015Novemb_Devolve/?
6. Being inclusive
   
   - EDAM BOD Alliance — details how we agreed to work together and interact as a Board
   - EDAM Workplan 2016 — outlines of our goals, outcomes, strategies, and timelines for 2016

I am super excited to start implementing our 2016 Workplan. It is not so much the content that excites me, but the dedication and commitment of Board members backing up the content.

I look forward to your continued support, whether it’s involvement on a committee, attending an event/webinar, or providing your feedback to us. As our vision points out, we are a member-driven organization and we need you — our members — for an engaged and successful organization.

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**City of Maple Grove**

Longtime City Administrator Al Madsen will retire after 32 years of dedicated service to the City of Maple Grove. Al began his career with Maple Grove in 1983 in the Community Development Department and was appointed as City Administrator in 1997. [Read More]

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**RJM Construction Hires Kobeska as Vice President**

RJM Construction, a Minneapolis-based general contractor, has hired health care construction specialist Eric Kobeska as vice president. [Read More]

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**The Value in Being the Last One to Leave**

Nurturing a love of learning has benefits for any association member. Editor’s Note: This article originally appeared in the July/August issue of Minnesota Community Living, the magazine of the Community Associations Institute of Minnesota (a client of Ewald Consulting). We think it’s a powerful message that is pertinent to anyone who belongs to an association. [Read More]

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**Greater St. Cloud Development Corporation Receives Excellence in Economic Development Award from IEDC**

Greater St. Cloud Development Corporation received a Bronze Excellence in Economic Development Award for its 2015 project in the category of Special Purpose Website for communities with populations of 25,000-200,000. [Read More]

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**Summer EDAM Conference Results in Decklan Group Intern**

Hi everyone! I’m the newest intern at Decklan Group and am so excited to start this journey. [Read More]

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**RJM Construction Building Twin Cities Academy**

RJM Construction, a Minneapolis-based general contractor, has broken ground on a new 61,000 sq.-ft. charter school for Twin Cities Academy. [Read More]

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**City of Lakeville**

Candlewood Suites Groundbreaking and Hy-Vee Begins Construction in Lakeville, MN. [Read More]

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**Data Center**

Data centers are key economic drivers and Minnesota’s Data Center Sales Tax Incentive Program can help you attract them. [Read More]

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**EDAM Past Presidents’**
On June 17, 2015 Decklan Group celebrated the groundbreaking of GATR Truck Center, a full service heavy and medium truck center dealership which began in 1962. Read More

South Central MN SBDC Presents Two Export Events
Southern Minnesota Export Expo and The Riddle of the Exporter: An 8-Step Process to Conquer the World of Exporting! Read More

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Erik Hansen

Kim Lindquist

Gathering at Jax Cafe on September 30, 2015
Twice each year, the EDAM-MIDA Past Presidents gather at Jax Café in Northeast Minneapolis to have lunch, hear updates and share stories from the past. Read More
The Hutchinson Economic Development Authority announced that Fortiori Design LLC, an early-stage technology company and maker of the MOXY Muscle Oxygen Monitor, has won its $25,000 JumpStart Manufacturing business plan contest.

Fortiori, founded by Mr. Roger Schmitz and Mr. Stuart Giere, has developed an easy-to-use wearable device that measures the amount of oxygen in muscle tissue. This information helps athletes adjust their training so they can maximize their performance.

Ultimately, athletic performance is limited by the capacity of the heart, lungs and muscles. By measuring the amount of oxygen (the “fuel” that all muscles need to operate) in various muscles, the Moxy Monitor helps athletes understand which of those three systems is limiting their performance so they can adjust their training regime accordingly.

“Our team is thrilled with this support from our community through JumpStart Manufacturing. The money and services from the award will help us grow the market for MOXY more quickly. It’s just one more reason why Hutchinson is a great place to build a business.” noted Mr. Schmitz.

The “JumpStart Manufacturing” business plan contest is designed to help an entrepreneur successfully launch a new manufacturing business to be located in the City of Hutchinson. The contest winner receives $20,000 for working capital, a free website and social media campaign, free business cards, letterhead and envelopes, a free 1-year membership to the Hutchinson Chamber of Commerce and extensive business training, coaching and mentoring provided by the Small Business Development Center and the Southwest Initiative Foundation.

Co-sponsoring the contest are the Hutchinson Economic Development Authority, the Hutchinson Chamber of Commerce, the Small Business Development Center, the Southwest Initiative Foundation, Crow River Press and Vivid Image.

More information about MOXY can be found on its website: [www.moxymonitor.com](http://www.moxymonitor.com)

For additional information, please contact
Miles Seppelt, EDA Director, at (320) 234-4223 or mseppelt@ci.hutchinson.mn.us
Roger Schmitz, Owner/CEO of MOXY, at (320) 296-1010 or roger@moxymonitor.com

Member News

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Dirt Is Flying on Three Development Projects in Elk River

It's been a whirlwind of projects since Decklan Group opened its doors nearly three years ago, and there's no sign of slowing down anytime soon.

From site selection to rezoning, tax abatement to gap financing, we are proud to announce the completion of three significant development projects in Nature's Edge Business Center, located on the eastern edge of Elk River, Minnesota.

MORRELL COMPANIES
Morrell Companies is a family owned business which has been located in Elk River since 1962. Larry and Arlyce Morrell started the business as a common carrier trucking company and after recognizing the growth potential of the business, added an aggregate division in 1974. Throughout the years, numerous divisions were formed to haul concrete products, recycling material and heavy equipment. Morrell Companies is now a full service carrier which offers a vast variety of standard and specialized transportation services.

In 1996, Morrell Companies built a 36,000 square foot facility to provide greater ability to serve its customers. The company recently purchased a 4.08 acre lot to build a 13,824 square foot facility to provide a wash facility, light duty maintenance and office space for their growing company.

This project will not only retain 105 current employees, but will create at least 13 new well-paying jobs over the next two years. The project will contribute over $35,000 annually in property taxes and is anticipated to be complete by the middle of 2016.

Decklan Group worked with the company to rezone the property, obtain a Conditional Use Permit, secure a $200,000 low-interest loan, and obtain a total of over $210,000 in tax incentives.

Classic Construction of East Bethel is building the project and The Bank of Elk River provided the construction financing.

SPORTECH
Sportech, Inc. is a family-owned, innovation-driven plastics thermoformer specializing in the design, development and production of quality products and accessories for the recreational and utility product industry which began in 1994. Originally a home-based business in the Carlson garage, the company moved to a 10,000 sq ft facility in 1998 and built a brand new 92,000 sq ft facility in Elk River in 2008.
In 2012, an additional 55,000 sq ft facility was added in Elk River for warehouse and assembly productions. To accommodate its explosive growth, Sportech recently acquired approximately 14 acres to build a 105,000 sq ft facility in Nature’s Edge Business Center, which will eliminate its current 55,000 square foot facility. This facility will offer a highly efficient assembly operation, more advanced thermoforming and a location where the in-depth manufacturing processes are executed from start to finish.

This project will not only retain 204 current employees, but will create at least 43 new well-paying jobs over the next two years. The project will contribute over $216,000 annually in property taxes and is anticipated to be complete by early next year.

Decklan Group worked with the company to rezone the property, obtain Job Creation Fund (JCF) designation from the Minnesota Department of Employment and Economic Development (DEED) which will provide a $175,000 rebate within two years and obtain over $1,000,000 in tax incentives.

RJ Ryan Construction, out of Mendota Heights, is building the project and Bremer Bank provided the construction financing.
The Minnesota Economic Development Foundation sponsored a Thursday evening tour of Midtown Global Market for participants in the IEDC Entrepreneurship and Small Business Course held at the Marriott City Center in Minneapolis on September 10, 2015. Twenty-two people from around the US and Canada participated in the tour. Fifty-nine people registered for the two-day course; 21 were from Minnesota. The Minnesota Economic Development Foundation provided ten $200 partial course scholarships to EDAM members and one full scholarship to EDAM member Leslie Valiant, City of Spicer.

**Midtown Global Market** is a public indoor market/small business incubator developed by Latino Economic Development Center, Neighborhood Development Center and the Powderhorn Phillips Cultural Wellness Center. Tenants have access to business classes that are taught in four languages. Opened in 2006, the market is home to more than 50 small businesses featuring fresh fruits and vegetables, specialty groceries, restaurants, bars and prepared foods and gifts from around the world. Participants enjoyed a broad range of ethnic dining options on the tour. The Market is located in a historic property that was repurposed by the Ryan Companies. The facility previously served as a retail and catalog fulfillment center for Sears on Lake Street in Minneapolis for 66 years.

In addition to a tour by Becky George with the Neighborhood Development Center, participants learned about Economic Gardening from the perspective of an entrepreneur – Michelle Chaudek with On Site Engineering in Prior Lake, and the Open to Business program from Rob Smoland with the Metropolitan Consortium of Community Developers. Participants expressed their appreciation to Foundation Chair Patrick Connoy and Treasurer Janna King with several rounds of cheering and applause.
City of Lakeville

Data Center

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http://www.edam.org/page/2015Novemb_Dev03
Willmar, MN – Municipalities throughout the state are facing pressing problems caused by infiltration and inflow (I/I) in their sanitary sewer systems. Reducing I/I is not an easy or an inexpensive task, and with increasing regulatory mandates the need to find cost-effective solutions is becoming critical. Aging municipal systems and increased inflow from private lateral lines are both contributing factors to the problems.

Quam’s Pipe Solutions Team attended the MN Rural Water Association Operators Expo in Waconia on September 23 to demonstrate the latest in cured in place pipe technology. The LMK technology used by Quam offers a durable system that can extend the life of the underground infrastructure and achieve the goals of decreasing I/I.

Quam Pipe Solutions, along with LMK Technologies, showcased its state-of-the-art equipment and process during the live demonstration of the curing of a Lateral Line. This process can be implemented in pipe diameters from 3 to 8 inches. They are able to install 40-plus feet from one access point — an outside cleanout — with no digging involved. The process also includes a Watertight Sealing System providing a verifiable non-leaking connection for the main-to-lateral CIPP junctions. Quam’s Vac-A-Tee, a minimally invasive cleanout system, is used to access lateral pipes for inspection, cleaning and lining.

Quam provides heavy construction services to municipal and private development throughout the upper Midwest, specializing in underground utility services, excavating, trucking, materials, and most recently a fleet of equipment to meet needs within trenchless technology. Quam has invested in state-of-the-art machinery equipped with the latest GPS technology in order to tackle the most complex projects with professionalism and to the highest industry standards.
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The Value of Being the Last One to Leave
Jeff Rossate has joined the Minnesota Department of Employment and Economic Development (DEED) as director of business development. Jeff has 18 years of combined economic development and consulting experience.

Before joining DEED, he was a manager with the Real Estate & Location Strategy practice of Deloitte Consulting from 1996 to 2002 and from 2012 to 2015, focused on consumer and industrial products facilities; manufacturing facilities and distribution centers. He also has public sector experience, providing strategic consulting services for the state of Georgia, Iowa Chamber Alliance, state of Idaho and state of Oregon, among others.

Jeff has 10 years experience in economic development, working as the business development administrator for the Iowa Department of Economic Development from 2002 to 2010 and as the vice president of business development from 2010 to 2012 for Priority One/Cedar Rapids Metro Economic Alliance, a merged organization covering an eight-county region in eastern Iowa. He earned Bachelor’s and Master’s degrees from the University of Northern Iowa.

**DEED Restructures Economic Development**

DEED Economic Development Deputy Commissioner Kevin McKinnon has reorganized the Economic Development Division into five operating areas: Broadband, Business Development, Business Finance, Community Finance and Trade. He can be reached at 651-259-7440 or Kevin.McKinnon@state.mn.us.

**Broadband Development** is led by Danna MacKenzie. The Broadband Development Office promotes, develops and improves broadband access across the state. She can be reached at 651-259-7611 or Danna.MacKenzie@state.mn.us.

**Business Development** is led by Jeff Rossate, who started with DEED on July 1, 2015 and will serve as the agency’s representative on the EDAM board beginning January 2016. Jeff is responsible for all business development activities and the regional business development specialists who provide technical services to businesses and communities, and works with companies to locate and expand in Minnesota. He is also responsible for the Minnesota Job Skills Partnership, the Small Business Assistance Office and the Small Business Development Center program. He can be reached at 651-259-7493 or Jeff.Rossate@state.mn.us.

**Business Finance** is led by Bob Isacsson. Business Finance has two units – the business finance staff responsible for loans and grants such as the Minnesota Investment Fund and the Job Creation Fund. He also is responsible for the tax benefit unit that manages all tax credit-related programs DEED offers such as the Angel Tax Credit and the Job Expansion Program. He can be reached at 651-259-7458 or
Community Finance is led by Meredith Udoibok. This office manages programs that assist local units of government to attract and keep businesses, jobs and people in Minnesota. Her responsibilities include programs such as Redevelopment Grants and Contaminated Clean-Up, Small Cities Development Program, the Workforce Housing Development Program, all infrastructure programs such as the Greater Minnesota Business Development Public Infrastructure Program and other special appropriations DEED receives from the Legislature. She can be reached at 651-259-7454 or Meredith.Udoibok@state.mn.us.

Minnesota Trade is directed by Kathleen Motzenbecker. The Trade Office promotes and assists in the expansion of exports by providing outreach and education and works to attract foreign direct investments that contribute to the growth of the state’s economy. She can be reached at 651-259-7489 or Kathleen.Motzenbecker@state.mn.us.
With apologies to Robert Fulghum, the following is offered as “All I Really Need to Know About Economic Development I Learned in Kindergarten."

1. Don’t lie.
2. Rules help keep everything running smoothly.
3. Everyone has a right to their opinion, even if it is different from yours.
4. Don’t throw junk in the lake or river.
5. Let everyone around the table have a chance to speak.
6. Start with a good foundation when you begin to build.
7. Keep your work area neat and tidy.
8. Don’t buy or trade on impulse.
9. Be careful in high places.
10. Everyone can use common areas.

By Skip Nienhaus, Economic Development Coordinator, City of Burnsville
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Greater St. Cloud Development Corporation received a Bronze Excellence in Economic Development Award for its 2015 project in the category of Special Purpose Website for communities with populations of 25,000-200,000 from the International Economic Development Council (IEDC).

The honor was presented at an awards ceremony on Tuesday, October 6, during the 2015 IEDC Annual Conference, which was held October 4-7, in Anchorage, Alaska.

"From localized community projects, to large scale endeavors, economic development efforts have played a vital role in the global economy," said JoAnn Crary, CEcD, Chair of the International Economic Development Council and President of Saginaw Future Inc. "As we address new and longstanding challenges, these efforts continue to take on even greater importance. The award serves as a salute to pacesetting organizations like Greater St. Cloud Development Corporation for leading the charge."

Greater St. Cloud JobSpot (www.GreaterStCloudJobSpot.com) is an online talent portal designed to attract, develop, retain, and expand the talent pool in our region through three objectives: Develop and showcase the skills, experience, and talent attributes of the region; reduce the brain drain; attract alumni back to the region. It is unique in that jobs posted are limited to jobs located in our three-county area. With seven institutions of higher education, our community enjoys the benefit of having more than 30,000 college and university students in our midst. However, most of them come here to learn and then leave for jobs elsewhere. This situation is exacerbated by students being unaware of the career opportunities available to them in our community. Every local college and university participated in the development of JobSpot, with the goal of raising student awareness of local jobs, as well as facilitating local internships and networking. JobSpot is intended to be more than a simple job board. Through our expansion plans, it will become a comprehensive talent resource for all workforce stakeholders in the region. Enhancements will include resources to support job-seekers, trailing spouses, workforce training, professional development, and career advancement.

Recipients of IEDC’s Excellence in Economic Development Awards demonstrate to an experienced panel of judges that they are at the forefront of the economic development profession. They are recognized as the world’s best economic development programs and partnerships, marketing materials, and the year’s most influential leaders. These awards honor organizations and individuals for their efforts in creating positive change in urban, suburban, and rural communities.

About the International Economic Development Council
The International Economic Development Council (IEDC) is a non-profit membership organization serving economic developers. With more than 4,600 members, IEDC is the largest organization of its kind. Economic developers promote economic well-being and quality of life for their communities, by creating, retaining and expanding jobs that facilitate growth, enhance wealth and provide a stable tax base. From public to private, rural to urban, and local to international, IEDC’s members are engaged in the full range of economic development experience. Given the breadth of economic development work, our members are employed in a wide variety of workplaces.
settings including local, state, provincial and federal governments, public private partnerships, chambers of commerce, universities and a variety of other institutions. When we succeed, our members create high-quality jobs, develop vibrant communities, and improve the quality of life in their regions.

www.iedconline.org.

About The Greater St. Cloud Development Corporation
The Greater St. Cloud Development Corporation is a non-profit (501c3) collaboration of approximately 200 regional public and private organizations in Central Minnesota. The GSDC is leading a community-wide commitment to harness the vast resources of the region, facilitate community, education, and business collaboration, expand the talent base, spearhead economic development efforts, and make the greater St. Cloud area one of the best places to live, work and engage. The GSDC is funded through business investor contributions, personal contributions, and grants, and all actions are self-governed by the organization’s investors, boards and various committees. Learn more at www.greaterstcloud.com.
November/December 2015 Issue

Summer EDAM Conference Results in Decklan Group Intern

Hi everyone! I’m the newest intern at Decklan Group and am so excited to start this journey. My name is Rose, and I am a senior at the University of Minnesota Duluth with a major in Political Science and a minor in Hispanic Studies. I’m sure looking at major and minor alone, you’re wondering “Rose, why on earth are you interested in economic development?” Well, I am here to tell you.

Growing up, I only vaguely knew what my parents did; I could answer basic questions regarding their work, and how they made their money to pay for our hockey camps every summer. My dad was a teacher and my mom worked at a city somewhere east of us (I realized later the city was Rosemount and that she was the Community Development Director). Growing up, I was always called a “daddy’s girl” — we had the same personality, laughed at the same jokes, even looked pretty similar. Unfortunately for my mom, her first-born was head-over-heels obsessed with her dad. As time went on, I started getting more and more attracted to politics; something my mother was interested in. We discussed upcoming elections, current events, and speculated what it would be like running for office. Fast forward to high school graduation when I realized that I was going to become a political science major, just as she had been.

Even though I knew I was going to major in Political Science, I was unclear as to what I would do with the degree. I had the typical dreams, maybe going to law school, maybe running for office, but none of those ever really stuck.

My junior year of college hit me like a brick; I realized I needed to 1) get an internship in a field I was interested in, and 2) figure out what my path would be after I graduated. I had never really considered the economic development path before now; perhaps it was the teenage rebel still inside of me that didn’t want me to do what my mom did. :) Ironically and thankfully, I landed an internship with APEX, which is a private regional economic development organization based in Duluth. I started out as the administrative intern; answering phones, making coffee, setting and canceling appointments, etc. I started getting really interested in what APEX did and how they have impacted northern Minnesota and northwestern Wisconsin. After a couple months, I became APEX’s Business Developer Intern as well as the Administrative Intern.

This summer, Duluth hosted the EDAM Conference. I felt like a fish out of water; I was one of the only students, surrounded by people who have really created a name for themselves not only in the region, but throughout the state. Of course, being shy is one of the worst things you can do at a conference that is designed for networking and creating connections. Thankfully, I was lucky enough to meet Annie and Tim at this conference. Annie asked
me about my schooling, and I asked her countless questions about her company and what she did. A couple months later, I went to shadow her in Elk River to get a better idea of what Decklan Group did and how they operated. I think it went well, even after asking what seemed like millions of questions! She gave me a tour of the area, and showed me all the projects Decklan Group was currently working on. Hearing about all the jobs and opportunity they brought to the northern metro region was fascinating. Call me a nerd, but I love this stuff.

Even after all the constant questions I asked from our full day spent together, I was lucky enough to be offered an internship at Decklan Group this fall. I began last week, and I am excited to see how much I will learn from this awesome experience.
RJM Construction Building Twin Cities Academy

RJM Construction, a Minneapolis-based general contractor, has broken ground on a new 61,000 sq.-ft. charter school for Twin Cities Academy. When completed in July 2016, the facility will serve students in grades 6-12 for the nationally ranked charter school.

Located at 690 Birmingham Street in St. Paul, the site is a former location of concrete manufacturer Cemstone. Extensive remediation was required to prepare the site, including the demolition of an abandoned plant and concrete debris removal.

The two-story building will hold 28 classrooms, a media center, gymnasium space and activity rooms. The school has planned for continued growing enrollment, with capacity for 620 students.

“We’ve brought this project to life by adeptly planning for the future”, stated Betsy Lueth, Twin Cities Academy executive director. “It’s been an amazing journey to a new site for Twin Cities Academy.”

In addition to RJM, the project team includes Kodet Architectural Group, Dougherty Financial, Cemstone and the City of St. Paul.

About RJM Construction
RJM Construction has been providing general contracting services since 1981. Based in Minneapolis, RJM has more than 150 specialized staff members and an annual construction volume of approximately $200 million. RJM delivers on clients’ vision in ground-up construction, interior remodeling and long-term project planning. For more information, visit rjmconstruction.com or follow on Twitter at @rjmconstruction.
City of Lakeville

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Candlewood Suites Groundbreaking
A groundbreaking was recently held for a Candlewood Suites Hotel that will be located in the southwest quadrant of County Road 70 and I-35. This will be a three-story, 83-unit extended stay hotel, expected to open in June 2016.

Hy-Vee Begins Construction
Hy-Vee has started construction of a 92,000 sq ft grocery store that will include a sit-down restaurant, a free-standing gas convenience store as well as a separate four-bay automatic car wash. Hy-Vee will be located in the Spirit of Brandtjen Farm commercial district at the southeast corner of County Road 46 and Pilot Knob Road. Construction is expected to be completed by Spring 2016.
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http://www.edam.org/page/2015Novemb_Dev10
Data centers are key economic drivers and Minnesota’s Data Center Sales Tax Incentive Program can help you attract them. Data centers generate new jobs, involve significant capital investment and help strengthen the overall business environment. Along with the sales tax incentive, Minnesota offers other attractive tax advantages, a favorable climate, low utility costs, top-shelf infrastructure, and a high quality and affordable workforce.

New data or network operation centers of at least 25,000 sq ft with investment of $30 million in the first four years, or refurbishment of an existing data or network operations center of at least 25,000 sq ft with investment of $50 million in the first two years, may qualify for valuable tax breaks. Qualifying facilities receive sales tax exemptions for 20 years on computers and servers, energy use, cooling and energy equipment, and software. In addition, Minnesota does not tax personal property, inventories, utilities, internet access, information services, and custom-created software. These exemptions, with incentives and low-tax liability on new investments, make Minnesota an attractive location for data centers. For more information, visit Data Center Sales Tax Incentive Program or contact Stephen.Wolff@state.mn.us (651-259-7415).
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Twice each year, the EDAM-MIDA Past Presidents gather at Jax Café in Northeast Minneapolis to have lunch, hear updates and share stories from the past.

This fall’s event was held on September 30 and featured an update of activities and programs of the Minnesota Economic Development Foundation by Chair Patrick Connoy. Patrick reported that the foundation provided internships to the following organizations this year: APEX, Barnesville EDA, Itasca EDC, Wright County, Decklan Group, UMD Center for Economic Development, Fridley HRA, City of Albert Lea, Minnesota Chamber, Northspan Group, Roseville HRA and St. Cloud State University in conjunction with DEED.

The foundation also supported the EDAM Young Professionals at the EDAM Winter and Summer Conferences, provided scholarships to EDAM members for IEDC Entrepreneurship Training, NDC Training, Hamline University Symposium and the UMD Economic Development Course. Patrick also reported that the past presidents contributed $1425 to support the foundation in 2014, and he acknowledged the foundation’s largest contributors: Greater MSP, DEED and EDAM.

A highlight of the event was a toast to Past President Al Madsen, who led the City of Maple Grove’s economic development efforts and served as city administrator for the past 32 years. Al served on the Minnesota Economic Development Foundation’s board in its formative years and played an important role in providing funding for the organization.
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Communities all over Minnesota are reaching out to their businesses to engage in personal interviews or through a focus group approach. Exciting implementation projects are emerging as the communities carefully consider what they hear in these conversations and consider UMN Extension’s analysis of their data. University of Minnesota Extension’s BR&E Strategies Program worked with the following communities over the last year.

Central MN: Richmond and New London-Spicer each did BR&E visitations recently.

- New London and Spicer’s EDAs cooperated to visit 61 businesses in a joint BR&E program. Although the EDAs will continue to operate as separate entities, they are cooperating where it makes sense. For instance, they are recruiting a new hotel to the area and connecting students and parents with school-to-career opportunities as two key priorities.
- Richmond visited 38 businesses. In the Heart of the Horseshoe Chain of Lakes area and three tourism-related projects are emerging from this BR&E: 1. A Blue Bike Project (think the Twin Cities’ Nice Ride program at a small town scale), 2. Winter Festivities and Fish House Parade (Dec. 4, 2015) and 3. doing a Tourism Assessment Program with the U.M. Tourism Center.

Indian Country:

Red Lake Nation’s Entrepreneur Program mobilized focus groups, allowing local leaders and Extension faculty to consider the perspectives of a cross-section of business owners and managers. Forty business people participated in five focus group discussions in August. After analysis of these data, a U.M. team from Extension and the Crookston campus identified six possible BR&E strategies for the community’s consideration. The Tribal Council and its economic development staff will receive the BR&E research report and decide on next steps at a retreat in November.

Metro: Belle Plaine and East Bethel have been busy.
Belle Plaine community members personally visited 46 businesses – a remarkable number for a metropolitan community. Four priorities emerged from this BR&E. Perhaps most notable is the plan to enhance the way they recognize and celebrate business excellence in their community. They intend to enhance the annual EDA/Chamber banquet that fetes business contributions to the “beautiful prairie” of Belle Plaine. Both U.M. Extension and Grow Minnesota were involved in this BR&E program.

East Bethel kicked off its visitation in September, with 24 visits done and counting as of October 15.

Listening and responding to business needs never goes out of style.

Michael Darger, U.M. Extension BR&E Strategies Program

Download Halloween Flyer (PDF)
The groundbreaking of GATR Truck Center, a full service heavy and medium truck center dealership which began in 1962, was celebrated on June 17. GATR purchased two city-owned properties, totalling 14.8 acres and broke ground on a 42,912 square foot facility in Elk River's Nature's Edge Business Center. This is GATR's 4th location, with existing locations in Sauk Rapids, MN, Cedar Rapids, IA and Des Moines, IA. Collectively, the three existing locations employ over 200 people.

GATR's new location will create approximately 38 jobs by the end of 2015, averaging $32.89/hr. By the end of 2017, the company anticipates having a minimum of 63 employees. This project is estimated to generate approximately $160,000 per year in property taxes.

Completing this project required numerous land use approvals, including:

- an ordinance amendment to permit truck sales as a conditional use in the C-3 district
- a rezoning to convert one of the parcels from Business Park to C-3
- a conditional use permit to permit truck sales
- a variance to permit its freestanding sign

In addition to the land use approvals, Decklan Group was able to secure a total of $1,028,658 in tax rebates over the course of 15 years, which required tax abatement applications to both the city of Elk River and Sherburne County.

This is a prime example of the economic development services Decklan Group offers to clients; assisting with land use approvals, navigating government processes and public hearings and identifying eligible incentives to ensure the project moves forward.

Owner of GATR Truck Center, Bob Neitzke says, "Hiring Decklan Group was a smart move; without them, there was no way this project would have moved forward. They were able to secure all the approvals we needed, in addition to obtaining tax incentives to ensure the success of our new location."

The project is anticipated to be complete in November 2015. A big thanks to Winkelman Building Corporation and Bremer Bank for their assistance in making this project happen. Make sure to keep up with the progress by liking GATR on Facebook, and following them on Twitter.
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Southern Minnesota Export Expo
Wed., December 9, 2015
11:30 a.m.  3:30 p.m.
Minnesota State University, Mankato
$30 includes lunch

At this event, learn about exporting and why the time is NOW to export for growth. Then network and meet with resource providers who can help you tap into the global marketplace.

Register: http://mnsbdc.ecenterdirect.com/Conferences.action?CenterID=12

The Riddle of the Exporter: An 8-Step Process to Conquer the World of Exporting
Thurs, December 10, 2015
9:00 a.m.  4:00 p.m.
Minnesota State University
Edina Campus  7700 France Ave.
$99 Early Bird rate through November 20
$139 after November 20

Includes lunch and International Launch Plan workbook. A full day of in-depth export training to help you understand the complete process of exporting, including legal considerations, regulatory compliance, finance options and more. Who should attend: companies new to export or considering global expansion; economic development professionals; chamber staff; consultants, attorneys and accountants; business assistance providers.

Register: https://www.mnsu.edu/continuinged/riddle.html

Both events facilitated by Elyse Eriksson, a lifelong entrepreneur, author and Certified Global Business Professional (CGBP).

Event Partners: Minnesota Trade Office, U.S. Small Business Administration, Enterprise Minnesota, Southern Minnesota Initiative Foundation; Southwest Initiative Foundation; Region Nine Development Commission; Greater Mankato Growth.

November/December 2015 Issue

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Member News

MOXY Wins $25,000 Business Plan Contest

Dirt Is Flying on Three Development Projects in Elk River

IEDC Small Business and Entrepreneurship Course Participants Move Beyond the Classroom for a Tour

Quam Demonstrates Cured in Place Pipe (CIPP) Technology

DEED Welcomes Jeff Rossate as New Business Development Director

All I Need to Know

Greater St. Cloud Development Corporation Receives Excellence in Economic Development Award from IEDC

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Longtime City Administrator Al Madsen will retire after 32 years of dedicated service to the City of Maple Grove. Al began his career with Maple Grove in 1983 in the Community Development Department and was appointed as City Administrator in 1997. Al was instrumental in the tremendous growth in business and housing developments as well as premier shopping, restaurants and community amenities.

OMNI Brewing Co. is Maple Grove's first brewery and tap room; it officially opened September 20. The OMNI taproom adjoining the brewery sells its beer on- and off-site, including growlers. OMNI Brewing is located at 9462 Deerwood Lane N.

Biolife Plasma Services operates to collect plasma from individuals for the purpose of processing and utilizing the plasma in medications, among other uses. Biolife will open this fall at 9515 Garland Lane.

Children's Learning Adventure facilities are learning environments catering to a variety of age groups including infant care, toddler care, preschool/Pre-K, afterschool programs and summer camp programs. The facility is under construction at 13001 62nd Place.
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**Adam Kienberger**  
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RJM Construction Hires Kobeska as Vice President

RJM Construction, a Minneapolis-based general contractor, has hired health care construction specialist Eric Kobeska as vice president.

In his new role, Kobeska will oversee pre-construction, project management, estimating, schedule management and the development of team relationships; he will focus on RJM’s continually growing health care business, with a concentration on medical office buildings and renovations.

Kobeska has worked in construction management for 13 years, with a focus on health care projects. Most recently, he served as vice president at a local general contractor. He has managed projects such as Noran Neurological Clinic in Lake Elmo, Minn., Eagle Point Medical Building in Lake Elmo, Minn., and Fairview Clinic in Fridley, Minn.

Kobeska holds a Bachelor’s degree in construction management from the University of Wisconsin, Stout in Menomonie, Wis. He is a member of the American Society for Healthcare Engineering (ASHE).

About RJM Construction
RJM Construction has been providing general contracting services since 1981. Based in Minneapolis, RJM has more than 150 specialized staff members and an annual construction volume of approximately $200 million. RJM delivers on clients’ vision in ground-up construction, interior remodeling and long-term project planning. For more information, visit rjmconstruction.com or follow on Twitter at @rjmconstruction.
City of Lakeville

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The Value in Being the Last One to Leave

By Gene Sullivan, President, Community Associations Institute of Minnesota

Editor’s Note: This article originally appeared in the July/August issue of Minnesota Community Living, the magazine of the Community Associations Institute of Minnesota (a client of Ewald Consulting). We think it’s a powerful message that is pertinent to anyone who belongs to an association.

As a kid growing up, I remember hating anytime we went out somewhere as a family. It didn’t matter if it was coffee hour after church, a wedding, a picnic, or the grocery store — we always seemed to be the last ones to leave. The reason for this? You could always find my father striking up a conversation with someone he had never met before, and he was always interested in finding out who that person was, what they did for a living, or their views on sundry issues and matters.

Consequently, it seemed that people — and I mean everyone — loved talking with my father. At any gathering, he was a very popular man, and always in the center of what was happening. Watching him as I did growing up, I came to realize the reason behind his popularity. My father had a genuine love of learning, and the sincere belief that he could always learn something from everyone. That is what I think the satirist Will Rogers meant when he said, “I never met a man I didn’t like!”

That statement is the key to understanding and getting the value of a professional association. And what a rich resource it is! From the content of the association’s newsletter to its tradeshow, from educational events to social gatherings, there is always an opportunity to be a little sharper, a little more knowledgeable, a little more of an expert at the end of any gathering from the time you first walked in. But the key is to never stop loving to learn.

Next time you are at an association gathering, make it a point to meet someone you have never met before, and take some time to find out what they do, what they know, what is important to them.

That is what networking is really all about. It is not going through and handing out your cards quickly to everyone and leaving, but trying to learn something you never knew before. The knowledge and the real-life experiences of the members in any organization are amazing. There is a lot we can learn from one another, because once again, in the words of Will Rogers, “Everyone is ignorant, only on different subjects!”

Gene Sullivan is currently the elected president of the Minnesota Chapter of the Community Associations Institute. He has more than 29 years of experience in property management. Licensed both as a broker in real estate and insurance property casualty, Gene holds a degree from the University of Minnesota with majors in Philosophy and Education. Gene has earned other professional designations from the various industry organizations in which he actively takes part. He contributes to several industry magazines and is founder of “Where You Live,” a talk radio program on AM 1280 in Minneapolis/St. Paul.
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