

We help make it happen.



124 N. 6th Street
Brainerd, Minnesota 56401
(218) 828-0096 or (888) 322-5232
www.bladc.org

During the past two years alone, BLADC assisted with over **40 projects**, resulting in more than **\$45 million** in capital investments and more than **280 new jobs**.

Since its beginning in 1985, BLADC's efforts have yielded over **300 projects**, resulting in approximately **\$250 million** in capital investments and more than **3,100 new jobs**.

BLADC is a community-driven, non-profit organization designed to help new and expanding businesses find the resources they need to succeed in the Brainerd Lakes Area. BLADC strives to stimulate growth and private investment in the Brainerd Lakes Area by offering quality economic development services as follows:

- Implement Business Retention and Expansion Programs
- Promote and Market the Brainerd Lakes Area to Attract Business
- Coordinate and Manage Business Proposals and Inquiries
- Assist with Site Location Options
- Structure and Package Financial Programs
- Provide Technical and Business Planning Assistance
- Facilitate and Coordinate Government Resources and Processes
- Support Community Development Initiatives

Letter from the President

It is with excitement that I begin my term as President of the Brainerd Lakes Area Development Corporation. I have had the pleasure of serving on the Board of Directors for the past six years and wholeheartedly believe in the mission of the organization.

Our communities are strengthened when we pursue our individual areas of expertise such as providing telecommunications infrastructure, workforce development, financing, etc. Yet together, as members and partners of BLADC, we can achieve the economic prosperity envisioned for our area.

The importance of your efforts and support in the community is vital. With you, the BLADC will continue to pursue and accomplish its mission of economic diversification and job creation.

Thank you.

— Kevin Larson
BLADC President

BLADC Board of Directors

President **Kevin Larson, Consolidated Telecommunications Company**
Vice President **Tom Anderson, Minnesota Thermal Science**
Secretary/Treasurer **Angella Roby, Mille Lacs Band of Ojibwe**

Directors

Chuck Albrecht, Mid-Minnesota Federal Credit Union
John Newhouse, Lakeland Mold Company
Bruce Buxton, Widseth Smith Nolting
Kevin Close, Close-Converse Properties
Terry McCollough, Brainerd Dispatch
Tom Prusak, Brainerd Lakes Integrated Health System

Emeritus BLADC Board Members

Ray Burnett, Retired
Conrad Bye, Communications Investments, Inc.
Timothy Bergin, Larson Allen
Reggie Clow, Clow Stamping Company
Tom Green, Retired
Jim Kraft, Northern National Bank
Arnie Johnson, Johnson Enterprises LLC.
Paul Lindbloom, Retired
Clint Nelson, Positive GMAC Real Estate
Terry Skone, Retired

BLADC Staff

Sheila Wasnie Haverkamp, Executive Director
Elissa Rogers, Economic Development Specialist
Jeannie Bridgeman, Office Manager

In the Fall of 2002, as a result of the Potlatch Paper mill closing, a 2020 economic development assessment and visioning process occurred. Several areas were assessed including local industries, community strengths, and economic development organization capacity. With community input, a long term vision and action plan was developed to *enhance* existing economic development efforts known as the 2020 Plan.

The 2020 Plan

The plan incorporated strategic initiatives to proactively market Crow Wing County to targeted industries including:

1. Manufacturing Companies (Metals, Plastics, and Wood)
2. Healthcare / Human Service / Eldercare Entities
3. Professional and Back Office Operations

2006-2007 Implementation Strategy

In 2006-2007, manufacturing and healthcare committees were formed, work plans were developed, and fundraising to implement the plan occurred.

The work plans include:

- Targeted Prospect List Development
- Site Initiatives including Shovel Ready Certification
- Marketing Programs including Airport Initiatives and Networking Events
- Workforce and Training Initiatives

**BLADC's 2020
5-Year Goals**

Manufacturing Companies
(Metals, Plastics, and Wood)
• 7 New Companies
• 140 New Jobs

**Healthcare / Human Service/
Eldercare Entities**
• 5 New Companies
• 125 New Jobs

The 2020 manufacturing goals are in addition to BLADC's existing manufacturing goals of 15 new companies and 300 new jobs in the next five years.

A SPECIAL THANKS TO COMMUNITY PARTICIPANTS

2020 Manufacturing Committee
Members and invited guests '06-'07

Industry Representatives

Wood
Bob Dimke/Mike Dillon, Lexington
Grant Kistler & Jason Lindquist, Weyerhaeuser

Plastics

Shawn Hunstad, Stern Industries
Tom Haglin, Lindar Corporation
John Newhouse, Lakeland Mold

Engineering Technology

Todd Headlee/Joe Klucas, Hunt Technologies

Metal

Greg Magnan, Graphic Packaging
Reggie Clow, Clow Stamping

Community Representatives

Sheila Wasnie Haverkamp, BLADC
Kevin Close, Close/Converse Properties
Dr. Larry Lundblad/Becky Best, CLC
Jerry Walseth, School District 181
Lisa Paxton, Brainerd Lakes Chamber
Bill Brekken, Lakewood Bank
Jim Haakonson, LarsonAllen

2020 Healthcare Committee
Members and invited guests '06-'07

Industry Representatives

Physicians or Representatives
Dr. Jim Roelofs, Physician
Clinics
Curt Nielson, BMC

Hospital Services & Surgical Care
Barb Anderson, SJMC

Other Health Related Services
Sherrie Christensen & Shannon Ramsdell, Good Neighbor
Craig Ammerman, Bethany

Community Representatives

Sheila Wasnie Haverkamp, BLADC
Sue Beck, CWC Social Services
Dr. Larry Lundblad/Becky Best, CLC
Jerry Walseth, School District 181
Lisa Paxton, Brainerd Lakes Chamber
Tim Bergin, LarsonAllen
Bill Woolie, Retired
Mike Engler, Referral Agent with Close-Converse

BLADC HELPS NEW AND EXPANDING BUSINESSES FIND THE RESOURCES THEY NEED TO SUCCEED.

Business Retention and Expansion Program

To strengthen and grow the Brainerd Lakes Area economy, BLADC has been actively leading a Business Retention and Expansion (BRE) Program since 1985.

The BRE process involves identifying and building on the area's existing business base. **The majority of BLADC projects and accomplishments are the result of working with existing lakes area businesses.**

BLADC has expanded its BRE Program by partnering with the Minnesota Chamber of Commerce and the Brainerd Lakes Chamber in the Grow Minnesota! program. During the 2006 – 2007 BRE Program, BLADC visited with various companies in Crow Wing County. Interesting facts about these companies include:

- 46% are family owned
- 88% have headquarters located in Crow Wing County
- 20% have locations outside of the Brainerd Lakes Area
- 25% have more than 50 employees
- 30% plan to expand within the next two years and 100% of these businesses plan to expand in this community



For business assistance or to become a member, visit www.bladc.org, or call (218) 828-0096.

Lonesome Cottage Furniture Company

Lonesome Cottage manufactures a full line of rustic furnishings and specializes in custom log railings, mantels, and log materials for contractors and home owners.

With tax increment financing assistance and a variety of economic development financing programs, Lonesome Cottage was able to build a new 27,000 square foot manufacturing facility in the Pequot Lakes Business Park. Currently Lonesome Cottage employs 43 lakes area residents and is anticipating the addition of 10-15 new employees over the next two years.



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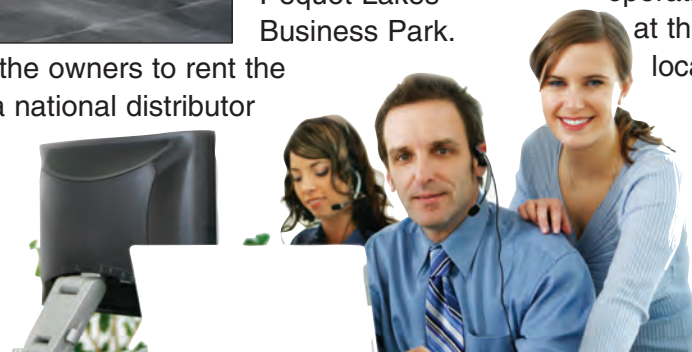
BLADC worked closely with these companies to find facilities and coordinate a variety of economic development packages. Oak Lawn Township has been very supportive and assisted with JOBZ designation/modification.

E & P Manufacturing Services



E & P Manufacturing Services is a broker and wholesaler of raw material supplies to manufacturers. Most of the company's business revolves around aluminum extrusions, casting, and welding supplies. E & P Manufacturing moved their business from the Brainerd Industrial Park to the Pequot Lakes Business Park.

This move allowed the owners to rent the Brainerd facility to a national distributor and bring E & P's operations closer to their home in Crosslake, MN.



Stern Manufacturing

Stern Manufacturing's headquarters is located on College Drive in Baxter, MN. The company is expanding their business to include plastic rotomolding to compliment their existing rubber manufacturing processes. This new manufacturing endeavor has the potential for substantial job creation and will result in a minimum of 10 jobs within two years. Stern Manufacturing saw great potential for the former Acrotech building and has located their rotomolding operations

at this location.



Range Printing

Range Printing Company prints brochures, catalogs and direct mail projects, as well as short run publications. The company currently has 54 full-time and 12 part-time employees and is located in the Brainerd Industrial Park. With the city's support, Range Printing tapped into Brainerd's revolving loan fund to secure financing to purchase new equipment and ensure the company's long-term goals.

CDC Enterprises

CDC Enterprises designs, manufactures, and markets a new product line for the construction industry. They are relocating and expanding their manufacturing, distribution, and marketing company from Zimmerman, MN, and will lease space in the former Acrotech building. This company's product line could revolutionize the building industry with their new 'duct' products. In the next two years, a minimum of 14 jobs will be created.

Stern Assembly

Stern Assembly, which is currently located in the former A-Tek building, has positioned the company for future expansion into the former Acrotech building. Stern Assembly is providing high tech assembly processes for plastic manufacturers. Growth opportunities and new ventures caused the company to explore a joint location with Stern Manufacturing.



Iron Range Plaza

Iron Range Plaza was developed initially to showcase KJ Dollar Days and offers room for expansion. The City of Crosby supported the project and approved the use of tax increment financing assistance. Guidance and support was provided by the Cuyuna Range Economic Development, Inc. (CREDI) for this new 5,000 square foot, multi-tenant building. The City and CREDI are hopeful that Iron Range Plaza will attract new business development opportunities for the downtown.

"BLADC has been absolutely fantastic,"

said Shawn Hunstad,
Stern Industries president.

"I can't say enough about this organization."

Renewable Energy Team

Renewable Energy Team (RET) provides alternative energy consultation and installation services for wind, solar, and green construction. The company formed in 2007 and is now located in Baxter. After receiving revolving loan funds, the RET team purchased capital equipment, inventory, and secured working capital. RET plans to create three jobs immediately and another three jobs over the next two years.



Midwest Properties of Crosslake

Midwest Properties is opening a Golden Horizons Assisted Living and Memory Care facility in Crosslake. This project was made possible with the assistance of tax increment financing and revolving loan funds from the City of Crosslake and Crow Wing Power. This development provides 35 living spaces for seniors,



which will allow existing residents to stay in the Crosslake community. Golden Horizons will create about 20 jobs within the first year of operation.

"I've developed several assisted living facilities in Central MN communities. It is critical to have local resources, such as BLADC, to identify, coordinate, and facilitate local government resources and processes," said Chuck Lane of Golden Horizons Assisted Living and Memory Care.

There are many tools BLADC staff utilize to develop successful outcomes for area businesses. Here is a snapshot of three important tools.

Industrial Parks

Area industrial parks provide valuable infrastructure to current and potential businesses.

Community Revolving Loan Funds

Revolving Loan Funds (RLF) provide a source of financing for local businesses. Often, RLF loans are used to fill a "financing gap" in business development projects.

Job Opportunity Building Zones (JOBZ)

The Minnesota Department of Employment and Economic Development's JOBZ program continues to be one of the most popular funding tools for the Brainerd Lakes Area.



Crow Wing County JOBZ impact:

- 12 JOBZ projects
- Over \$35 million in capital investment
- 307 new jobs created or committed
- \$18.54/hour average wage rate (\$7+/hr more than the State's standard of \$10.92/hr)

BLADC clients have enjoyed financial benefits from JOBZ ranging from \$250,000 to \$5.5M, via reductions in property taxes and the elimination of State income taxes on taxable revenue.