



Wright County
Economic Development Partnership

Partnering for Opportunities

2022 ANNUAL REPORT



LETTER FROM THE 2022 CHAIR, Scott Johnson, Xcel Energy



As we welcome 2023 and the promise it brings for Wright County, I want to take a moment to look back at the Partnership's accomplishments over the past year and what it means for the organization and its partners moving forward. As an organization we have tremendous opportunities and setting the WCEDP up for success in the future is the best way to summarize the accomplishments of the organization over the past year.

On behalf of the staff and Board of Directors, we are happy to present what we accomplished on the Strategic Plan that we presented last year. The Strategic Plan contains the objectives and priorities that will guide both immediate and long-term action by the WCEDP. This plan was developed with input from stakeholders in Wright County and will focus the actions of the Partnership around business retention and expansion, workforce development, marketing, and building economic development capacity across the County.

The Strategic Plan this year focused on how we promote our cities and their economic development. Through ongoing communication, capacity building events, and the efforts of the Workforce Pathways initiative, we were able to continue to support the important sectors of employment, share valuable information and be a resource to promote Wright County communities. We hired the Golden Shovel Agency to produce 2 promotional videos showcasing all cities within Wright County. Another benefit of this collaboration was the investment in ZoomTour which lets the partnership highlight developable land within the county, showing location, pertinent information such as acreage, utilities, zoning, ect. The Partnership will be reaching out to cities to work together with this new tool as City's will be able to use to promote their own properties on their website.

Working together, the WCEDP is here to serve all business, residents, and communities in Wright County. While the organization has a key leadership role in promoting the growth of business and employment, it's through the actions of all our Partners that we best accomplish this mission.

We appreciate the continued support and leadership of the County Board to recognize economic development as an important part of making Wright County a great place to live, work, and conduct business.

Lastly, it's been a pleasure to serve the organization and the County in the role of Chairperson for the past year and look forward to continuing this role in 2023. The strength of the Partnership is truly in the people that contribute so much for the betterment of our County and the team as a whole. We are blessed to have an excellent staff – Jolene and Missy are outstanding professionals and it's been a pleasure to be working with a dedicated and talented Board of Directors.

2022 BOARD OF DIRECTORS

Hats off to our Board of Directors for always pushing forward and finding solutions instead of excuses.



Scott Johnson,
Chair
Xcel Energy



Patrick Baumgard,
Vice Chair
Sentry Bank



Randy Voeller,
Sec./Treasurer
CorTrust Bank



Brian Koslofsky,
Past Chair
Wright Tech Center



Darek Vetsch
Wright County
Commissioner



Phil Kern,
EDA Rep.
City of Delano



Gene Janikula
Woodland
Township



Tim Zipoy
CMJ&TS



Marc Weigle
City of
St. Michael



Mike Melton
Community Asset
Development
Group,
Intent Built



Kelly Hinnenkamp
City of
Annandale



Sheila Zachman
CRS



Rob Stark
Edward Jones



Chris Barta
Franklin Outdoor
Advertising



Ryan O'Connor
Wright Hennepin,
CEA

LETTER FROM THE DIRECTOR, Jolene Foss, Executive Director



Hello Friends of the Wright County Economic Development Partnership!

2023 will welcome the WCEDP's 30th year of partnership with businesses, chambers, cities, and the county. We are extremely excited to see continued growth and economic vitality. 2022 provided many opportunities for learning and relationship building.

Having completed 2 and a half years as the Executive Director of this fine organization, I am still truly blessed and invigorated each day. High quality relationships, networks of business owners and professionals and up and coming entrepreneurs make this role fulfilling.

The CEO (Creating Entrepreneurial Opportunities) program is exceeding expectations in its 8th year serving 9 member School Districts and helping to foster an atmosphere of entrepreneurialism in Wright County. The Workforce Pathways Initiative is still going strong as we continue to identify and assist Wright County businesses with their workforce needs. And ongoing support of the Wright Technical Center is paramount to the health of the County.

The strategic planning imperatives we defined at the end of 2021 have led us on an exciting journey of business retention and expansion visits, workforce development initiatives, county wide marketing and capacity building.

We began an advantageous relationship with the Golden Shovel Economic Development Marketing Agency and have completed two promotional videos, a 12-month marketing blueprint and implemented a new site selection tool called Zoom Tour. This tool allow us to create informative virtual tours of the many available sites in the County and provides relevant information to those looking for developable properties.

Ongoing relationships with the 11 Chambers of Commerce and 7 City Economic Development Authorities keeps us on top of new growth patterns and allows the Partnership to remain a subject matter expert in Wright County Economic Development.

Capacity Building Seminars have provided information on important topics throughout the year such as Minn Pace, I-WE (Inclusive Workforce Employer) Designation, Talent Puerto Rico, SBA (Small Business Administration) Loan Application, Starting and Expanding Business in Wright County, Attraction and Retention of Workforce, Cost Effective Marketing for Small Business and Marketing Commercial and Industrial Property. (Go to Wrightpartnership.org to see recordings).

Thank you to our Partners, Board Members, County Commissioners and Executive Assistant Missy Meidinger for the confidence you have continued to show in this organization. We look forward to our 21st Annual Golf Fundraiser in September of 2023 and watch for other exciting news as we look to support all things economic development!

On behalf of the entire Partnership, a dedicated Board of Directors, and staff:
THANK YOU!
We look forward to working with you in 2023!

VALUE AND SUPPORT STATEMENT: WHAT IS IT THAT THE PARTNERSHIP DOES?

*Wright County communities and businesses are prepared for growth!
We invite you to explore the opportunity of working together with us to further our impact!*

Mission Statement

To support a healthy and diverse environment for businesses and residents that provides employment opportunities and enhances the overall economic vitality of Wright County

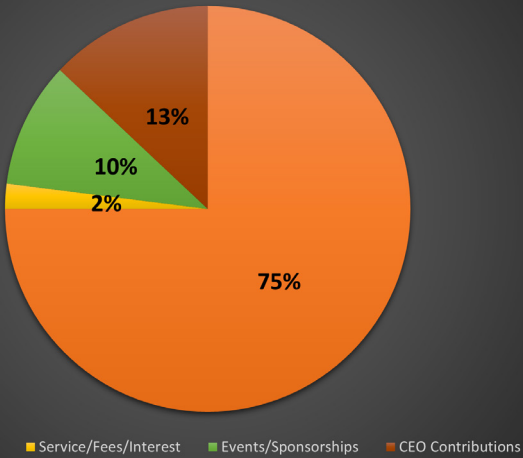
WCEDP fulfills its mission by providing technical and financial assistance to businesses in Wright County and those looking to locate in Wright County. The Partnership also provides economic development assistance to the 16 communities. WCEDP is a non-profit corporation financially supported by local community governments, the county, and area businesses dedicated to supporting and creating a sustainable economic profile in Wright County. We maintain a powerful and resourceful website at www.wrightpartnership.org.

We fulfill our mission working alongside our partners through these key area:

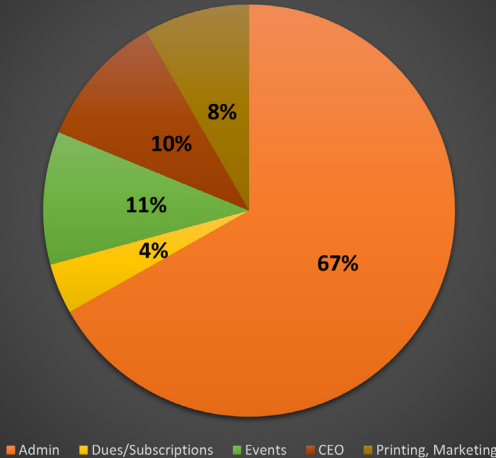
- Business Development
- Site Selection and Promotion
- Marketing the County
- Financial Packaging (Administer Wright County Enterprise Loan Fund)
- Liaison with Regional & State Organizations
- Business Consulting (In conjunction with the Small Business Development Center - SBDC)
- Capacity Building Seminars
- Workforce Pathways
- CEO
- Direct Networking

2022 Financial Summary

2022 WCEDP Revenues and Support



2022 WCEDP Expenditures



The certified public accounting firm Schlenner Wenner & Co. prepares taxes each year.



2022 PARTNER INITIATIVES SUPPORTING WRIGHT COUNTY ECONOMIC DEVELOPMENT

During the last year the WCEDP has been involved in initiatives to support the economic development needs of Wright County, the communities, and businesses of Wright County.

- **Strategic Planning Initiative** to define the best course of action to support Economic Vitality, Business Retention and Expansion, County Wide Marketing and Capacity Building WCEDP has responded to many requests from businesses for information, demographic data, and sources of financial assistance.
- **Retail Market Area Study** in collaboration with the U of M Extension
- Attend and support the numerous **City EDA's** including the CMRP, Clearwater, Monticello, Hanover, Delano, Waverly, St. Michael, etc.
- We respond to dozens of **requests from businesses and cities for information**, demographic and psychographic data and sources of financial assistance
- The Partnership has been a guiding force in the creation of the **CEO (Creating Entrepreneurial Opportunities)** class which will begin its eighth year in September and run throughout the school year for these junior and senior high school students from the 9-member school districts.
- The Partnership is continually supporting and attending to its **relationship with the 11 Chambers of Commerce** located throughout the County. The goals of the Chambers align with the mission of the Partnership.
- Provided information and education to Cities, Businesses, and Residents on relevant Economic Development topics through numerous **Capacity Building Seminars**
- In 2021-2022 the Partnership continued efforts by leading **Workforce Pathways Initiative** and creation and ongoing implementation of the digital tool **Workforce Pathways Wheel** to better understand the needs of the Wright County employers and their ongoing struggle to find, train and retain employees to allow them to grow their businesses.
- We are the Fiscal Agent for the **Central Minnesota Job Fair** in Monticello each spring.
- Our **Marketing Program** efforts have included promotional videos, website updates, social media campaigns, magazine articles along with our monthly newsletter which is sent to over 1100 contacts.
- Ongoing outreach effort to re-establish relations with **Community Colleges** in the region including the St. Cloud Tech & Community College, Ridgewater, Anoka Ramsey Community College, and the Wright Training Center
- Ongoing participation with DEED in the **MN Manufacturing Month and Tour of Manufacturing**



2022 Outstanding Citizen
of Wright County
Michelle Harwood



2022 Outstanding Partner
Ayars & Ayars



2022 High Vitality Business
Die Technology, Inc.



2022 Start-Up Entrepreneur
Big Bore BBQ

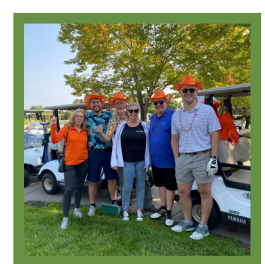
ANNUAL EVENTS & FUNDRAISERS

ANNUAL MEETING: This event is held annually in January. The event is free event and we treat our members to breakfast along with a great speaker. During the event we nominate our slate of officers for the Board of Directors for the upcoming year. We take the time to showcase our Member Investors and to remember the past year's events, we honor our Award Recipients in the following categories:

Outstanding Start-up Entrepreneur of the Year, High Economic Vitality Business of the Year, Outstanding Member Investor of the Year and Outstanding Citizen of the Year.

ANNUAL GOLF EVENT: 2022 was the 20th Annual WCEDP Golf Event. We had our largest turnout and it was a beautiful day! Thank you to our Premier Sponsor CRS, our volunteers, golfers & the golf committee for making 2022's event another success!

We look forward to another great tournament on September 12, 2023 with location TBD with Ayars & Ayars as our Premier Sponsor



HOLIDAY SOCIAL: We enjoyed being able to continue with our Holiday Social. With post COVID attendance numbers coming back up we had another full house with many more new faces.

Save the date for December 7th, 2023. We will be back at the St. Michael Cinema for this great Annual event partnered with CRS.

Legislative Update: With events coming back to in person more in 2022 WCEDP & BACC brought back the legislative update.

Thank you to Senator Bruce Anderson & Representative Eric Lucero for joining us in person at the new Government Center for this event.



THANK YOU TO OUR LOCAL COMMUNITIES



WOODLAND TOWNSHIP

THANK YOU TO OUR LOCAL CHAMBERS



THANK YOU TO OUR PARTNERS CONTINUED





















Rademacher Family Limited Partnership

PARTNER NEWS



2022 New Partner
Sentry Bank



BUFFALO HOSPITAL

Allina Health named to 2022 Fortune/
Merative 15 Top Health Systems list
for second year in a row; Buffalo
Hospital among 100 Top Hospitals



CMJTS will be holding their
19th Annual Job Fair on
March 15, 2023



Respecting People. Impacting Business.™

2022 New Partner
Express Employment Professionals



2022 brought the opening
of the new Wright County
Government Center



CMDC's SBA 504
Lending Partner of
the Year for 2021

ID 405612 • NMLS 458038 • Member FDIC

Title Specialists, Inc.
Abstracting, Title & Closing Specialists



2022 New Partner
Title Specialists, Inc.



DURASUPREME
CABINETRY®

2022 New Partner
Dura Supreme
Cabinetry



This is a recent photo of the staff of Industrial Louvers. The company employs about 75 workers.

Industrial Louvers celebrated
50 years in 2022



The new Community Dental Clinic
opened in September



2022 New Partner
Fox Hollow Golf Club



In 2022 Wright County had the
pleasure of bringing
the Ice Castle's to Delano

Kickstart your morning with us at
In Hot Water Coffee Shop



Photo Credit: In Hot Water @IHWCoffeeShop

In Hot Water Coffee Shop Opened
In Annandale

WRIGHT TECH CEO:

CEO – THE CEO CLASS TEACHES LEADERSHIP. ENCOURAGEMENT. CREATIVITY.

WCEDP continues to be a guiding force in the operation of the **Wright Tech CEO** (Creating Entrepreneurial Opportunities) class which began its *eighth* year in September with 14 students and runs throughout the school year. Entrepreneurship education seeks to prepare our high school youth, to be responsible, enterprising individuals who become entrepreneurs or entrepreneurial thinkers and contribute to economic development and sustainable communities. The **CEO** program is much more than a textbook course. Rather, students are immersed in real life learning experiences with the opportunity to take risks, manage the results, and learn from the outcomes. Business and community support is growing each year as they meet the kids and see the immeasurable benefits for Wright County.

Students 2022-2023



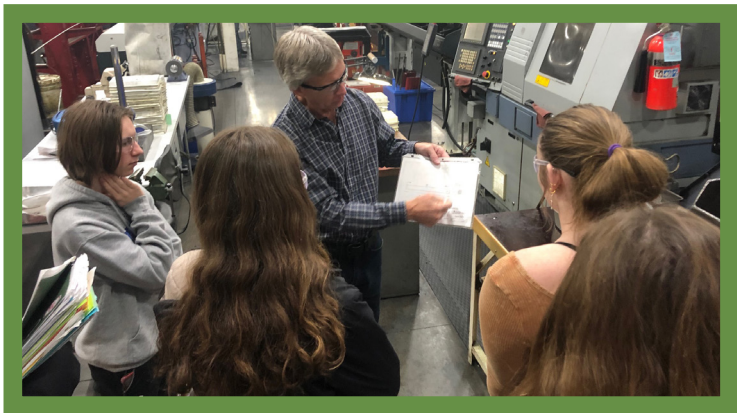
2022-2023 Mentor Visit



Visit with Jolene Foss at the new Wright County Government Center



Class visit at Kids Haven with Terry Peterson



Class visit at Pellco with Randy Pelletier

WRIGHT TECH CEO®

WHAT IS CEO?

Creating Entrepreneurial Opportunities (CEO) is a new class from the Wright Technical Center for students who are interested in starting their own business someday.

SOME HIGHLIGHTS:

- Students practice and develop people skills in a variety of business settings.
- Lessons aren't taught by teachers, but by local entrepreneurs who share their business story and give students advice for starting their own business.
- Students tour local companies twice a week where they can see firsthand what goes into running a business.
- Every student in the class writes a business plan and starts their own business with help from a local business mentor.

WRIGHT TECH MEMBER DISTRICTS

The Wright Tech CEO program services eight member school districts in both Wright and Sherburne Counties.

The eight local districts include:

Annandale



Buffalo



Delano



Howard Lake
• Waverly • Winsted



Maple Lake



Monticello



St. Michael-
Albertville



WE NEED YOUR HELP

■ BE AN INVESTOR:

CEO is completely funded by investors who want to give students this opportunity. Investors in CEO contribute \$1000/year for three years. We seek to involve as many individuals, businesses and organizations as possible to ensure that students are exposed to a wide variety of opportunities and experiences. Our investors not only provide funding, but also provide the core network of resources.

■ BE A SPONSOR:

Business or organizations that wish to financially support CEO at a smaller level can choose to become a sponsor.

■ BE A MENTOR:

Investors, speakers or supporters that wish to be involved on a more personal level can sign up to be a mentor. Each student will be paired with at least one mentor. The mentor can provide advice and insight as needed as well as serve as a gateway to the expertise of the local business community.

■ HOST THE CEO CLASS:

The CEO class meets at a different business every quarter on days when they are not touring. If you have a meeting place that can hold up to 20 students, let us know. It needs to be available most weekdays from 7:30-9:00AM and have wireless internet.

■ HOST A CLASS TOUR OR BE A GUEST SPEAKER:

Business tours and guest speakers are core to the success of this class. They provide the knowledge our students need to start and run a successful business. In addition, these business leaders play the critical role of energizing and inspiring our students!

WHAT DO STUDENTS THINK?

CEO students were given an anonymous survey about the class:

100% of students see more opportunity in their community because of the CEO class.

100%

FACILITATOR



Mark Lee

Mark was born into an entrepreneurial family and saw firsthand the ups and downs of owning a business. When he started teaching after a career in the Ag Industry, he wanted all students to have that exposure. CEO is making that happen!

He had this to say about CEO: I believe in the phrase "it takes a village to raise a child." It's powerful when local entrepreneurs are sitting down with students and talking to them not only about business, but also the struggles of life, the rewards of putting yourself out there and the need to work your tail off day-after-day-after-day if you really want to succeed. Please visit our online calendar at WrightTechCEO.com and join us someday to see for yourself what an impact this class is having on students.

When asked, 100% of the students would "recommend" or "highly recommend" the class.

MEMBER INVESTOR INFORMATION

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NEW PARTNER INVESTORS WELCOME! CONTACT US:

Jolene Foss, Executive Director – 763-496-5593 – jolenef@wrightpartnership.org
Missy Meidinger, Executive Assistant – 763-496-5632 – missym@wrightpartnership.org
www.wrightpartnership.org