



COMING ATTRACTIONS

NEWS FROM THE CASS COUNTY
ECONOMIC DEVELOPMENT CORPORATION

JANUARY 2008

Board Members

Cy Struss

Terry Freeman

Lee Wangstad

Heather Schmitt

Duane Swanson

Jay Cline

Howard Prushek

Dave Schornack

Jim Tuller

Vicki White

Kent Eveland

Dave Cribb

Julie Hofius

Ex Officio's

Jeff Peterson

Bob Kangas

Bob Yochum

Advisory Board

Dave Johnson

John Wetrosky

John Grimley

John Weins

Staff

Gail Leverson

Rachel Krumwiede

Reque Northern Exposure

Congratulations to Sylvia Reque for her recent purchase of Reque Northern Exposure located on Main Street in Walker. Owner Sylvia Reque sells a variety of products including home furnishings and décor with a rustic elegance, jewelry, and apparel. The Cass County EDC provided support to this business over the course of nine months with assistance in cash flow projections, financial analysis, profitability, and loan packaging. Six jobs were retained through the purchase of this business.



Sylvia Reque

"The EDC provided excellent, professional, timely service throughout the process. Their guidance allowed me to continue to move forward in preparing for the business purchase." Sylvia Reque

New Consignment Store in Cass Lake



Jeannine and Frank Loso

A new consignment store has opened in Cass Lake. Owners Jeannine and Frank Loso own and operate Rochelle's Second Time Around. They take in new product for consignment twice per week and inventory is rotated every 30 days. This business utilized counseling from the Cass County EDC with their cash flow projections, financial analysis, loan packaging, and the structuring of sales and revenue. We are pleased to announce that this business represents a \$ 64,000 capital investment in the Cass County community providing two new jobs.

"We found the help we received to be extremely helpful. This assistance make it possible to begin our new business." Jeannine Loso

WELCOME

TO NEW MEMBERS

- CavCom, Inc.
- City of Chickmaw Beach



Ridgeline Manufacturing, Inc. to locate in Pillager

Ridgeline Manufacturing, Inc., a new manufacturing company, making docks, lifts and lakeside stairways will be locating in Pillager. This business plans to hire 10-12 employees and locate in the new industrial park just west of the city. The Cass County EDC has been working with the owners, Nick and Jerry Newman, for 1.5 years and has been coordinating the financing. DEED is participating by providing Minnesota Investment Funds to include with the financial package. More information on this business will be out

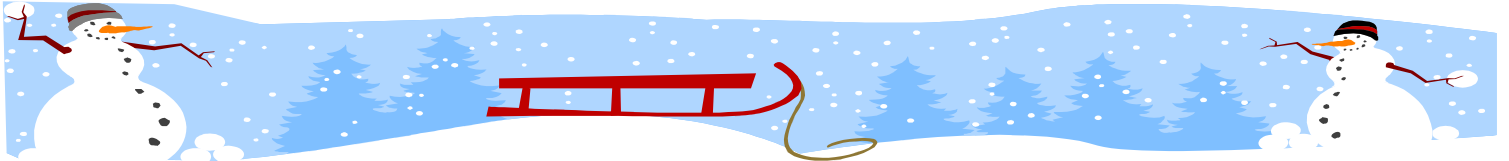
A COMMUNITY NON-PROFIT CORPORATION

"To improve the business environment of Cass County by encouraging a strong, diverse and sustainable economy and to build better relationships between business, government agencies and local communities."





Cass County EDC
 PO Box 142
 Backus, MN 56435



The Cass County EDC office is open five days per week. Call 218-947-7522 for an appointment

Note From the Executive Director

How far do you travel to work every day? The average Cass County resident travels 21.9 minutes each way to work. That means a new business locating within one half hour of your home will have an impact on your community. Chances are you or one of your neighbors could end up working there.

This supports partnerships in economic development. The Cass County EDC is an example of a partnership between county, cities and

private businesses. Under a non-profit, these entities combine their funds each year to make sure businesses have access to specialized expertise. All partners have the common goal of helping create jobs and increase capital investment in the county.

In a partnership like this one a few cities new businesses each year. If the result of our partnership effort creates a business within a half hour, you are the winner, regardless of the exact location of the business.

Reminder: The Cass County EDC Survey will go out by e-mail after January 1, 2008. Please watch your inbox for this quick to complete on-line survey.

Small Business Development Centers are located regionally and provide free one-on-one counseling to small businesses. Areas of counseling include start up planning, assistance with business plans, loan packaging, and financial analysis.

The Cass County EDC is pleased to be a satellite SBDC center for Cass County businesses. We provided 435 hours of consulting to 39 businesses in 2007 through this partnership.

“There is no limit to what can be accomplished when no one cares who gets the credit.” Unknown

Thank You

TO OUR SPONSOR MEMBERS

- FIRST NATIONAL BANK OF WALKER
- MINNESOTA POWER

“Nationally, 65 percent of new businesses fail in their first five years. In contrast, 80 percent of new companies that also start out as SBDC clients are still in business five years after launch.”

Governor Tim Pawlenty

New EDC Board Members Elected

Two new board members were elected to the Board of Directors. Skip Duchesneau, President of DW Jones and Neil Smith of Pine River State Bank will assume their roles on January 1 for a three year term.

Duchesneau was interested in serving on the volunteer board because, “I see the positive results that have occurred from the EDC board and would like to be part of that.” Neil Smith expressed an interest to serve on the board, “To help continue the economic growth in Cass County.”

“We are very happy to have the varied talents of Neil and Skip on the board,” stated Cy Struss,