

Board Members

Jim Tertin
Dave Holk
Howard Prushek
Skip Duchesneau, Jr.
Jay Cline
Terry Freeman
Laura Hansen
Mike Myers
Bill Palmer
Neil Smith
Cy Struss

Ex Officio's

Bob Kangas
Bob Yochum
Jeff Peterson
(alternate)

Advisory Board

Dave Johnson
John Wetrosky
John Grimley
John Weins

Staff

Gail Levenson
Rachel Krumwiede

Deep Portage Goes Green

Deep Portage Learning Center is a non-profit environmental education learning center located in central Cass County. Open year round to the public, Deep Portage was recently faced with the challenge of rising propane costs to heat their 54,000 square foot facility.

FUEL	PRICE PER MMBTU	TIME FRAME
Coal	\$2.39	2007 average
Propane	\$19.49	2007 average
Green Chips	\$2.50	February, 2008
Briquette	\$4.81	February, 2008

In looking for an environmentally friendly alternative that would also help the local community they found their answer in a wood gasification center. Vice President/Secretary Norm Moody said Deep Portage asked "How can we cut costs and add more revenue to the local economy?"

"In 2008, we paid over \$60,000 for propane" states director Dale Yerger. Since October 2009, their wood gasification energy center has saved them \$25,000. They have created 3 part time jobs to help maintain



Dale Yerger and Norm Moody

the unit while supplementing other jobs in the wood products industry. The wood they burn is of lower quality and typically left behind after a harvest. This creates more Cass County jobs!

The Cass County EDC assisted Deep Portage by finding the \$136,000 DEED grant to purchase the \$305,000 unit.

Coffee Shop Opens in Pine River

Caffiend of downtown Pine River opened for business February 15. Owners Dwight Kimball and Allen Wynn Jr. offer a variety of menu items including burritos, soups, salads, wraps, bagels, scones, muffins, pastries and of course an assortment of coffee.

Kimball sought EDC assistance with preparing cash flows and establishing a cost of goods sold for each of his revenue centers.

Kimball estimates project costs of \$30,000 and plans to employ 4.



Allen Wynn Jr. and Dwight Kimball

"The information/projections were very helpful in business planning"

Dwight Kimball

Walker Business Developing New Product Line

Jeff and Barb Morrill, owners of CavCom, Inc. manufacture and distribute commercial hearing devices right at their industrial park site in Walker, MN. The EDC first worked with CavCom in 2006. They recently received EDC assistance with the development of a new product which will make CavCom stronger and more competitive in the communications market. The EDC worked with CavCom over the past 6 months

developing a business plan to expand their product line. The development of this new product will occur over the next 12 months and could increase CavCom's workforce by 2 employees. CavCom was referred to the EDC by Cy Struss of First National Bank of Walker. Project costs are estimated to be \$50,000. The EDC also assisted CavCom in securing a loan from the Initiative Foundation's

Seed Loan Fund which is designed to further emerging entrepreneurial ventures by financing product concept, development and market research.



CavCom, Inc.



WORKING TOGETHER

LETTER FROM THE
EXECUTIVE DIRECTOR

It takes many partners to support a successful economic development organization! The EDC's annual budget includes a Cass County contribution, memberships, grants and contract work.

More than 40% of our memberships come from cities and townships. Leaders in these communities recognize the importance of providing technical assistance to encourage business development. Together with Cass County's annual donation, the majority of our budget comes from government dollars.

The EDC works for the benefit of Cass County and its local residents. As the executive director, I look for good businesses that will offer quality employment for residents.

“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.”

Because of our relationship with local governments, I often suggest use of state and federal programs to encourage development and look for businesses that require the least amount of local incentives. We whole-heartedly thank the elected leaders in Cass County and the local units of government for their financial support, especially in this year of tight budgets. The commitment of these units of government demonstrates their dedication to making our county a great place to live and work!

Welcome New EDC Members!

- Chase on the Lake, LLC
- Leech Lake Lumber
- Top Priority Insulation
- Rebecca Best
- Bob & Jeanette Bruckbauer

Feasibility Study Completed for Potential Biomass Facility

The EDC recently assisted DB East Energy LLC of Fargo, ND in obtaining a \$5,000 grant from AgStar Financial Services to complete a feasibility study for a potential pelletized wood product manufacturing facility to be located in Cass County. The study helped DB East Energy determine the profitability of renewable energy products, create an appropriate cost for the raw material and establish a final wholesale price.

UPCOMING CASS COUNTY EDC EDUCATIONAL SEMINARS

The EDC is providing the following *free* educational seminars to encourage entrepreneurship in Cass County

“Business Basics” in Backus

March 18th, 6-9 pm, Cass County Land Department Building

“Managing Your Cash Flow” in Pine River

March 29th, 6-9 pm, Pine River Chamber of Commerce
(in partnership with the Pine River Chamber of Commerce)

“Business Basics” in Cass Lake

March 30th, 5-7 pm, LLBO Tribal Offices
(in partnership with Leech Lake Band of Ojibwe)

Contact the EDC at 218-947-7523 for registration

BUSINESS BASICS

Business planning and financing seminar

MANAGING YOUR CASH FLOW

This seminar is for existing businesses interested in better maximizing their revenue in tough economic times. Participants are asked to bring two years of financial statements so we can assist in exploring ways to better maximize revenues and minimize expenses.

Seminars free courtesy of a USDA grant

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
Economic Development Corporation
PO Box 142
218 Washburn Ave. E
Backus, MN 56435

The Cass County EDC is an Equal Opportunity Provider