



**Individual Strengths  
Collective Success**

**2009 Annual Report**



Dear colleagues:

Throughout our many activities in 2009 a theme repeated itself again and again - “Individual Strengths - Collective Success”.

This phrase describes how our membership works together, leveraging their individual strengths and resources to produce collective success for our marketplace. The phrase also applies to our regional marketplace. In reality, the first time we used the phrase Individual Strengths – Collective Success was to describe our Regional Economic Development Services Agreement with seven regional cities and two counties. From geographic communities such as these to other communities made up of like industries, issues and interests, each offers individual strengths that contribute to the collective success of the Greater Mankato marketplace.

Greater Mankato Growth’s role in this effort is to leverage all these community assets to advance business in the most effective manner possible. In 2009 our board of directors spent a lot of time evaluating the organization’s strategic course and priorities. The result was a new statement of purpose for the organization *Advancing Business for a Stronger Community*, which will be implemented in 2010. The board also identified a new structure that included eight strategic areas of work for the organization. Much of the work we were already doing, but some reprioritized, reorganized, so that it could more easily be measured and more easily communicated to GMG’s members and the marketplace. This annual report reflects this new structure, with the eight key areas of Existing Business Support, New Business Development, Business Promotion, Talent Development, Public Affairs, Community Marketing, Visitor Attraction & Servicing and Civic Engagement.

As you review the accomplishments of 2009 contained in the annual report, I hope you develop an appreciation for the clarity of this new structure and its emphasis on the ways Greater Mankato Growth contributes to our region’s Collective Success.

Warm Regards,



Jonathan G. Zierdt, President & CEO  
Greater Mankato Growth, Inc.

## Existing Business Support

*Providing and connecting our region's businesses with the information and services they need to be successful*

- Provided up-to-date business information to businesses through eNews, Minnesota Valley Business and an enhanced [greatermankato.com](http://greatermankato.com)
- Conducted 36 formal retention and expansion visits to area companies as part of the state-wide GrowMinnesota! program
- Provided expansion and development assistance to 26 existing businesses
- Facilitated industry-specific information & dialogue opportunities.
- Worked with manufactures, who expressed interest in getting together to discuss opportunities in the renewable energy sector, as an outgrowth of support that GMG provided to Envision 2020 and the Energy Diversification Steering Committee's activities. This group was formed and continues to grow organically as more have heard about its existence and have interest in expanding their company's role in the rapidly evolving renewable energy business sector. Bi-monthly meetings are being hosted by Greater Mankato companies for others to tour their facilities, discuss their existing business in the renewable energy sector and discuss opportunities for developing more supply chain connections regionally. The group now includes 17 regional manufacturers and a variety of education and other public resource members.
- Collaborated with the Minnesota Chamber of Commerce to award \$125,000 in grants and \$68,000 in loans to 3 businesses through the Pohlad Grant Program.
- Held the Greater Mankato Business Awards & Hall of Fame, honoring 7 organizations and 4 outstanding professionals.
- Helped 81 organizations mark major milestones (groundbreakings, expansions, new businesses, etc.) through visits from the Greater Mankato Ambassadors.



## New Business Growth

*Attracting and helping new businesses start and locate in our region, resulting in a stronger, more diverse business climate*

- Provided Entrepreneur support through the Greater Mankato Business Accelerator, a program of Greater Mankato Growth, the City of Mankato and Regional Economic Development Participants that connects Entrepreneurs to area resources, including
  - Providing assistance to 139 clients in 2009
  - Helping 20 primary economy clients grow their business through the Accelerator's formal Business Building program. Greater Mankato Business Accelerator
  - Awarding a total of \$15,000 in seed funding through the Brian Fazio Business Creation Project
  - Partnering with other agencies to provide services to entrepreneurs through programs such as the Minnesota Marketplace for Entrepreneurs and LegalClinic
- Provided personalized assistance for new or potential businesses, with 23 inquiries resulting in 15 proposals or formal assistance and 14 face-to-face company visits. To date 2 of the companies announcing expansion in Greater Mankato, 10 are still in the works and 11 are on hold but still considering Greater Mankato for future expansion. The 2 confirmed companies are:

### Genesis Poly Recycling

GMG Assisted Genesis Poly Recycling in their efforts to locate their agricultural plastics recycling business in the old Spartech Plastics facility on Industrial Road in Mankato. In early 2010 the company took possession of this 96,000 square foot facility and is in the process of installing their equipment, setting up their processing operations, setting up their raw materials collection system, finalizing initial customer needs and hiring their initial staff. The company plans to hire 40 people immediately and by the end of their first year to have a staff of about 115 people. In their 5<sup>th</sup> year of operation the company projects employment of 230-250 employees.



April Femrite  
Naturally Bamboo

"I would tell any new business to take advantage of the Business Accelerator as soon as possible. They want to help you be successful and can connect you with some great resources. Everything that I have been part of has been a great use of my time."



Jeff Chambers  
Kato Collar

"The Business Accelerator has helped me learn what I need at each stage of my business and put me in touch with people who could help me. I never would have done this if not for the Business Accelerator program."

### Midwest Biogas

GMG has worked with Midwest Biogas since their inception as they continue to evolve their plans to build a number of anaerobic digesters in the Midwest. The company has leased temporary space in the Greater Mankato Business Development Center and signed a letter of intent to build a corporate facility in Greater Mankato. As a result of Greater Mankato's strategic location to other supply chain partners and the many resources available to assist them that are located here, the company chose to make this their corporate headquarters location. The company is still in the pre-operating stages of their development and much remains to be done for their plans to come to fruition.

- Enhanced online resources available to site selectors and businesses in the business section of [greatermankato.com](http://greatermankato.com).
- Created the Regional Economic Development Services Agreement with 7 cities and 2 counties to enable Greater Mankato Growth to provide regionally coordinated economic development efforts and to promote the collective assets of the Greater Mankato region to the world. Cities: Eagle Lake, Lake Crystal, LeSueur, Madison Lake, Mankato, Mapleton, St. Peter Counties: Blue Earth and Nicollet
- Collaborated with the BioBusiness Alliance of Minnesota (BBAM), Minnesota Department of Employment and Economic Development (DEED), the International Renewable Energy Technology Institute (IRETI) and Minnesota State University, Mankato to further Bio Business opportunities in the area.
- Worked with the Southern Minnesota Initiative Foundation (SMIF), AgStar and other groups across southern Minnesota to identify strategies the region can use to differentiate itself in our evolving global economy.
- Continued to work with the Two Rives Angel Investors Network (TRAIN), a pooled network of investors utilizing local capital and talent to attract development opportunities in the area.



*Thanks for your help moving things forward with the Genesis Poly Recycling transaction. On behalf of U.S Bank, we certainly appreciate having an organization like Greater Mankato Growth adeptly armed with individuals that have business expertise and knowledge of our local development resources. Your independent and objective efforts were a catalyst to bringing this opportunity to the Mankato Community and we recognize the value of leveraging this Community resource in obtaining a common goal. This is precisely one of the business reasons for having an independent group like Greater Mankato Growth focused on developing the Southern Minnesota Region!*

*- Bryan G. Sowers  
Vice President  
U.S. Bank - Community Banking*



## Business Promotion

*Providing businesses with opportunities to connect with and market to their fellow businesses and Consumers*

- Enhanced Greater Mankato's online business directory, [greatermankatodirectory.com](http://greatermankatodirectory.com), to include all businesses in Greater Mankato, with GMG members given the opportunity of enhancing their listing by adding keywords, descriptions, photos, contacts and hot deals
- Launched Buy & Build Greater Mankato to encourage businesses to purchase a majority of their products from regionally located businesses, with 90+ businesses taking the Buy & Build pledge in 2009.
- Held the Greater Mankato Business Showcase to give Greater Mankato Growth members the opportunity to showcase their products and services in a large event that welcomed anyone in the Greater Mankato business community.
- Gave Greater Mankato Growth members the opportunity to gather with one another to exchange ideas and promote their businesses through monthly Business After Hours (attended by 150-225 people each month), Business Before Hours (a new event modeled after Business After Hours), annual Greater Mankato on the Green Golf event and the Greater Mankato Growth Annual meeting.
- Provided enhanced marketing opportunities for Greater Mankato Growth members in the form of advertising, event and program sponsorships. Marketing Opportunities (screen shot: <http://www.greatermankato.com/gmg-opportunities.php>)
- Conducted visits and publicized all new Greater Mankato Growth members thanks to the Greater Mankato Cavaliers, who made 66 visits in 2009.



*Songs on the Lawn gave businesses the opportunity to promote themselves at a fantastic community event!*



## Talent Development

*Ensuring employers have access to a talented workforce and employees have opportunities to enhance their skills*

- Continued K-12 Career & Technical Education efforts through a partnership with Greater Mankato Growth, Mankato Area Public Schools and South Central Service Coop that funds a position and delivers the following programs:
  - Career Expo, enjoyed by 1,169 high school students in 2009
  - STEM Summit
  - Business Tours
  - Career Shadowing and Internships
- Created college student-to-business connections through the following programs:
  - Campus & Community Fair
  - Greater Mankato Internship Experience with 5 area colleges
  - Leaders of Tomorrow – Launched Fall 2009 with 29 students
- Continued providing Greater Mankato Young Professionals [80 YPs in 2009!] (3 photos/logo)
- Community & College Alumni Outreach
- Graduated the 2008-09 Greater Mankato Leadership Institute students and started the 2009-10 session with 26 students.
- Communicated area professional development opportunities through [greatermankatoevents.com](http://greatermankatoevents.com) and eNews.
- Worked with the Southern Minnesota Initiative Foundation to award grants to projects that engage elders in the workplace through a community-wide program called ENCORE 60+

greater  
MANKATO  
Young Professionals



The Greater Mankato Young Professionals held 24 social and professional development events in 2009.

greater  
MANKATO  
LEADERSHIP  
INSTITUTE



The Greater Mankato Leadership Institute provides leadership training with a community focus.

greater  
MANKATO  
LEADERS OF TOMORROW



Greater Mankato Leaders of tomorrow gives college students the opportunity to learn from and interact with Greater Mankato Growth members.

greater  
MANKATO  
growth

## Public Affairs

*Providing information about public policy issues and interactions with public policy leaders in areas impacting business*

- Provided issues information for business
- Held or promoted candidate information forums.
- Communicated with the business community to inform them of the work of local advocacy groups, including Southern Minnesota Advocates and City Center Partnership advocacy efforts.
- Provided opportunities for face-to face meetings and dialogue between business and policy leaders
- Partnered with area legislative representatives on a business survey
- Started planning for 2010 Greater Mankato Day at the Capitol.



*Governor Tim Pawlenty attended the first Business Before Hours of 2010*



## Community Marketing

*Positioning Greater Mankato as the ideal location for businesses to locate and people to live*

- Launched the comprehensive community-wide events calendar [gretermankatoevents.com](http://gretermankatoevents.com) in February 2009, a collaboration of Greater Mankato Growth, Greater Mankato Convention & Visitor Bureau, Twin Rivers Center for the Arts, Voyageur Web, with 54,094 visits and 494,657 page views in its first year!
- Provided resident and relocation information on our community portal website [greatermankato.com/community](http://greatermankato.com/community).
- Launched an online Cost of Living Index tool on our website to let potential residents know about the benefits of living in Greater Mankato.
- Created community branding materials, with the theme “Greater Mankato – Greater Opportunities” - which included a trade show display and a wall display at the Greater Mankato offices and plans for proactive marketing in 2010.
- Partnered with the Greater Mankato Convention & Visitors Bureau to create a new Greater Mankato Visitor and Community Information Center in the River Hills Mall to let visitors and residents know about all the assets of Greater Mankato – open March, 2010.



## Visitor Attraction & Servicing

*Promoting and delivering services that make Greater Mankato a place people and businesses want to visit or have an event*



The Greater Mankato Convention & Visitors Bureau is an LLC of Greater Mankato Growth, Inc. solely focused on marketing the region to drive visitors to the community through tournaments, conventions and tourism. The Greater Mankato Convention & Visitors Bureau had an interesting year in 2009. The numbers below reflect the same downturn that almost everyone in the hospitality industry experienced in the last year. On the other hand, the CVB is already seeing a turn-around in those numbers for 2010 in all areas and are implementing strategies in 2010 to build the visitor economy in Greater Mankato.

- Produced a total of \$5,861,318 in economic impact for Greater Mankato in 2009 representing a 33% decrease from 2008 numbers. The downward trend is very much in line with the industry across the country. Businesses across the nation cut travel expenses in order to cut expenses and/or to avoid perceptions of irresponsible spending at a time when people are losing their jobs (AIG affect). Leisure travel also declined and trips were made much shorter. This impacted both tourism and tournament sales in the community.
- Confirmed (sold) 18 conventions in 2009 for conferences that will be held in 2009 or future years, down from 32 in 2008, which was a banner year. Even though the numbers were down, they were still on par with 2007 and 2006 sales productivity.
- Assisted with 17 conventions held in Mankato in 2009 bringing in an estimated 5,148 hotel rooms booked compared to 19 events with 5,555 rooms booked in 2008.
- Showed an upturn in the number of conventions and room nights booked for 2010 which shows a positive trend. At the end of 2009, there were already 21 conventions booked with 7,934 room nights expected to fill which already surpassed the goal of 7,325 room nights set for 2010.
- Assisted with 44 tournaments with 9,500 booked hotel rooms representing \$4.2 million in economic impact.
- Contracted with Jack Kelly, a consultant with Event Partners Inc., in an endeavor to assist CVB efforts to secure more tournaments. His report laid out a strategy to zero in on the tournaments that would be a good fit for our community and fill the softer spots in the calendar where our facilities and hotels are concerned.
- Formed a partnership with Final Stretch, a race management company out of Nerstrand, MN, to start planning the inaugural Mankato Marathon scheduled for the fourth weekend in October 2010. There are expected to be about 2,000 runners between the marathon, half marathon and 10K races. With this kind of destination event, it has been shown that each runner tends to bring an average of 1.2 people with them, which will increase the economic impact of the event.

- Implemented new leisure travel advertising strategies, which resulted in a 270% increase in requests for visitor information otherwise referred to as 'intent to travel'.
- Partnered with other local organizations on the creation of [greatermankatoevents.com](http://greatermankatoevents.com) – a community-wide events calendar that lets visitors know what's happening in Greater Mankato.
- Engaged Vikings fans at Vikings Training Camp (brought approximately 53,000 attendees) through Twitter, Facebook, a specific Vikings page on the website, traditional outreach methods, and an information booth where CV B staff and 34 volunteers spending approximately 100 hours at Camp providing answers to visitor questions and enhancing their fan experience with cutouts for photo opportunities.



Sweet Adelines



Betsy Tacy Convention



Vikings Training Camp



## Civic Engagement

*Engaging businesses in community visioning activities and working with other community groups to ensure progress is monitored and information shared*

- Worked with Envision 2020 implementation team to:
  - Develop a new website
  - Plan a 2009 E2020 Annual meeting, with 150 attendees
  - Create month E2020 Progress Reports appearing in Minnesota Valley Business (transitioned to Mankato Magazine in 2010)
  - Assist with the establishment of five new E2020 Initiatives: Greater Mankato Early Learning Initiative, Feeding our Communities Partnership, Encore 60+ Engaging Elders Project, Greater Mankato Community Trails Task-force and Green Infrastructure Steering Committee.
- Helped coordinate the City Center Partnership's efforts to:
  - Develop a 5 year strategic plan
  - Create Business Development & Retention strategies
  - Implement marketing and promotions strategies, including signage throughout the City Center, advertising and special events (e.g. Shopping events and Alive After 5)
  - Promote Aesthetics & Livability in the City Center through a variety of means, including an Art Walk Brochure.
- Held a Greater Mankato Leadership Delegation retreat with 66 community leaders from a variety of sectors gathering to discuss Greater Mankato's challenges and opportunities

envision|2020



E2020 Annual Meeting

citycenter  
PARTNERSHIP



City Center Partnership Volunteers

greater  
MANKATO  
LEADERSHIP  
DELEGATION



Greater Mankato Leadership Delegation Retreat

## Financial Performance

### Greater Mankato Growth, Inc.

	2007	2008	2009
Assets	\$ 1,626,796	1,424,559	1,619,815
Liabilities	\$ 381,433	244,479	452,948
Year End Members	741	764	724
New Members	87	91	86
Dropped Members*	78	68	126
Member Retention Rate	89%	91%	86%

### Greater Mankato Convention & Visitors Bureau LLC (LLC of Greater Mankato Growth)

	2007	2008	2009
Assets	\$ 232,447	265,584	287,824
Liabilities	\$ 9,581	26,152	24,349



## **Boards of Directors**

### **2009 Greater Mankato Growth Board, Inc. of Directors**

Trudie Gustafson, Taylor Corporation (Chair)  
Doug Belmore (Past Chair)  
Chad Surprenant, I&S Group (Vice Chair-Business Development)  
Jim Santori, The Free Press (Vice Chair- Trade & Traffic)  
Greg Kutcher, M.D., Immanuel St. Joseph's-Mayo Health System (Vice Chair – Community Development)  
Jennifer Pfeffer, Pathstone Living (Secretary/Treasurer)  
Travis Brovold, RMS McGladrey & Pullen, LLP  
Julia Ketcham Corbett, Blethen, Gage & Krause, PLLP  
Dr. Richard Davenport, Minnesota State University - Mankato  
Brian Duehring, Culver's Restaurant  
Rob Else, El Microcircuits  
John Finke, Hickory Tech  
Pat Hentges, City of Mankato  
Karen James, Johnson Outdoors  
Todd Loosbrock, U.S. Bank  
Shirley Piepho, Greater Mankato Convention & Visitors Bureau  
Jon Rippke, Bolton & Menk, Inc.  
Todd Snell, Snell Motors  
Keith Stover, South Central College  
Tim Tupy, LIV Aveda Salon & Spa  
Andrew Willaert, City Center Partnership

### **2009 Greater Mankato Convention & Visitors Bureau LLC Board of Directors**

Shirley Piepho, Minnesota State University, Mankato (Chair)  
Preston Loughheed, AmericInn Hotel & Conference Center (Past Chair)  
Paul Feddema, City Center Hotel (Vice Chair)  
Duane Olenius, Pioneer Bank (Treasurer)  
Paula Marti, Morgan Creek Vineyards (Secretary)  
Tanya Ange, City of Mankato  
Lisa Cumiskey, Super 8  
Paul Gasper, Pioneer Hi-Bred International, Inc.  
Burt Lyman, Verizon Wireless Center  
Jim Santori, The Free Press  
JO Bailey, Radio Mankato  
Colleen VanBlarcom, McDonald's



## Volunteers

### Greater Mankato Growth Ambassadors

The mission of the Greater Mankato Ambassadors is to promote the community by welcoming new businesses and celebrating milestones of existing businesses, including expansions and major leadership changes.

Amy Ites, Rasmussen College  
Ann (Splinter) Anderson, South Central College  
Anna Thill, Greater Mankato Convention & Visitors Bureau  
Art Westphal, Bethany Lutheran College  
Bernie Bastian, Angie's Kettle Corn  
Billy Steiner, Radio Mankato  
Brad Reeves, MAS Communications/All American Towing  
Bruce Gratz, First National Bank Minnesota  
Christi Wilking, Greater Mankato Area United Way  
Dave Sunderman, BENCO Electric  
Doug Johnson, Retired  
Eric Oleson, R.L. Engebretson  
Fred Lutz, Retired  
George Sugden, Retired  
Ginny Bergerson, The Free Press  
Gordon Gibbs, Retired  
Jennifer Hlubek, MRCI Foundation  
Jerry Kopel, Voyager Bank  
Jo Guck Bailey, Sign Pro/Radio Mankato  
John Ginther, KEYC CBS 12/Fox Mankato  
Jon Teeslink, Snell Motors  
Judy Arzdorf, Harry Meyering Center  
Karen Wagner, Job Service/Workforce Center  
Karen Wright, KMSU 89.7 FM  
Karla Haley Malone, Coldwell Banker Welcome Home Realty  
Karry Meyer  
Kathy Depuydt, Prudential Action Realty  
Keith Balster, Wells Federal Bank  
Laurie Folsom, Charter Business  
Leah Pockrandt, MSU College of Business  
Lloyd Miller, Prudential Action Realty  
Lori Turbes, Milbrett, Dauk & Co., Ltd.  
Mark Piepho, Piepho Moving & Storage  
Marsha Danielson, South Central College  
Mary Landkamer, MinnStar Bank, NA  
Pam Weller-Dengel, MSU-Career Development Center  
Ryan Spaude, Kitchenmaster Financial Services  
Sal Frederick, Happy Chef Systems  
Shelly Schulz, City of Mankato and Mankato Area Public Schools  
Tami Reuter, Junior Achievement  
Tom Frederick Jr., Pub 500  
Tom Warrant, Tire Associates  
William Simonette, Diversified Financial Services



## **Greater Mankato Growth Cavaliers**

The Cavaliers are a committee of Greater Mankato Growth that brings value to membership by providing activities that encourage member involvement, member networking and retention. Throughout the year teams of Cavaliers make visits to new members of Greater Mankato Growth to welcome them and learn more about the business or organization. They also work alongside Greater Mankato Growth staff in serving as hosts at many GMG member events.

Amber Pietan, AAA-MN-Iowa  
Amber Power, Weilage Corporation  
Brooke Amundson, Primrose Retirement Community  
Cheryl Lind, Lind Consulting  
Christa Haala, Drummer Companies  
Connie Hanek, Paragon Printing & Mailing  
Cynthia Frederick, Electric Beach Tanning Salon  
Dan Baker, Mankato Golf Club  
Denise Dose, Charter Media  
Denny Schuetz, Kitchenmaster and Company  
Denny Wahlstrom, KEYC CBS 12/Fox Mankato  
Don Shoults, Retired  
Duane Olenius, Pioneer Bank  
Erin Kuiper, South Central College  
Honey Burg, U.S. Bank  
Jennifer Faust, Snell Motors  
John Daley, Valuation Specialists  
Joy Kelley, ECS-Electrical Communication Specialists  
Judy Mettler, JM Promotions  
Judy Ringler Mountain, New York Life Insurance  
Karen Tetzloff, Independent Paint & Flooring  
Kate Loging, Eide Bailly  
Kathy Clifford, Rasmussen College  
Linda Osborne, Country Inn & Suites Hotel & Conference Center  
Liz Brown, Subway Restaurants  
Mary Weller, Coldwell Banker Welcome Home Realty  
Mike Kennedy, Community Bank & Insurance  
Mike Oliver, Farmers Insurance Group  
Monica Schugel, Back to Wellness Clinic  
Nancy Bellig, Valley Bank  
Nancy Hiniker, Country Inn & Suites Hotel & Conference Center  
Nate Brekke, SRP Heating, Air Conditioning and Refrigeration  
Nathan Crane, University of Minnesota Extension  
Nicole Schroeder, Paulsen Architects  
Rhonda Drysdale, Independent CAbi Fashion Consultant  
Rick Chandler, R-U Wireless/Think! Toner & Ink  
Rick Harbarth, Agstar Financial Services  
Russell Blaschko, First National Bank Minnesota  
Sandra Oachs, Hilton Garden Inn, Mankato Downtown  
Sandra Buckley, Sandra Buckley, CPA  
Tom Warrant, Tire Associates

## **Greater Mankato Business Accelerator**

### ***Greater Mankato Business Accelerator Council***

Dave Schlichte, Creative Company  
Doug Belmore, Manufacturing Expert  
Eric Else, El Microcircuits  
Steven Friese, United Prairie Bank  
Jason Johnson, Gopher Sports  
Casey McCabe, City of Mankato  
Dennis Miller, Independent Entrepreneur  
Scott Olson, Minnesota State University, Mankato  
Tim Tupy, LIV Aveda Salon & Spa  
Andrew Willaert, Gislason & Hunter LLP  
Joe Willaert, Eide Bailly  
David Wittenberg, United Prairie Bank

### ***Brian Fazio Business Creation Project Committee***

Greg Bednar, South Central College  
Scott Danger, Abdo, Eick & Meyers, LLP  
Todd Loosbrock, U.S. Bank  
Scott Johnson, Minnesota State University, Mankato  
Jonathan Zierdt, Greater Mankato Growth  
William Bassett, former Mankato City Manager  
Mike Nolan, South Central MN Small Business Development Center

### ***LegalClinic***

*Attorneys from the following firms:*

Blethen, Gage & Krause, PLLP  
Susan Chambers  
Gislason & Hunter LLP  
Maschka, Riedy & Ries  
Farrish Johnson Law Office  
Kakelday & Koberoski, PA

*Accountants from*

Eide Bailly



## **Talent Development Initiatives**

### ***K-12 Career & Technical Education Programs & Events***

Tara Buboltz, Immanuel St. Joseph's Mayo Health System  
Julie Neinaber - Mankato Clinic  
Shane Bowyer – Minnesota State University, Mankato  
Doug Yentsch – South Central College  
Peter Johnson – South Central College  
Kate Loging - Eide Bailley  
Glenn Morris – South Central Service Coop  
Gwenn Wolters - Rasmussen College  
Karen Toft – Rasmussen College  
Tami Reuter - Jr Achievement  
Joe Frederick – Buffalo Wild Wings  
Tom Frederick - Pub 500  
Jen Potocnik - Perkins  
Danne Boley - Culvers  
Brian Doehring - Culvers  
Lisa Cummisky - Super 8  
Dan Sarff - Bolton & Menk, Inc.  
Recarda Schmitz - Coloplast  
Rob Else - El Microcircuits  
Sarah Richards - Jones Metal Products  
Danielle Stedman - Mid-State Mechanical  
Doug Laven – South Central College  
Jeff Fischer – South Central College

### ***Greater Mankato Young Professionals Leadership Council & Committees***

Jennifer Faust, Snell Motors  
Ian Carlstrom, Robert W. Carlstrom Co., Inc.  
Jason Quam, U.S. Bank  
Amber Power, Merely Players Community Theatre, Inc.  
AJ Menden, Area 9 Special Olympics  
Brad Boettcher, LarsonAllen LLP  
Bronson Power, LarsonAllen LLP  
Christi Wilking, Greater Mankato Area United Way  
Darren Krein, United Prairie Bank  
Ian Carlstrom, Robert W. Carlstrom Co., Inc.  
Janet Mulstad, Bethany Lutheran College  
Julia Ketcham Corbett, Blethen, Gage & Krause  
Kelsey Mead, United Prairie Bank  
Kevin Velasquez, Blethen, Gage & Krause, PLLP  
Kristen Hill, Twin Valley Council Boy Scouts  
Lori Turbes, Milbrett, Dauk & Co., Ltd.  
Mary Kaus, Quartz Surfaces Cambria  
Michelle Welckle, Unicef  
Nathan Hanel, Capstone Publishing  
Paul Lawton, Paulsen Architects  
Sandra Oachs, Hilton Garden Inn, Mankato

**Greater Mankato Leadership Institute Committees**

Brian Jones, Minnesota State University, Mankato  
Kristel Lynch, Minnesota State University, Mankato  
Jennifer Faust, Snell Motors  
Julia Ketcham Corbett, Blethen, Gage & Krause  
Mark Kluender, South Central College  
Mary Jo Starkson, Bethany Lutheran College  
Mary Lou Kadela  
Nate Brekke, SRP Heating, Cooling & Refrigeration

**Encore 60+ Task Force**

Jerry Rollings  
Elise Davis  
Leah Rogne  
Laura Turk  
Beth Colway  
Jean Willeart  
Lora Brady  
Victoria Hanson  
Stephanie Loeffler  
Tony Filipovitch  
Laura Bowman  
Joan Eisenreich  
Joy Leafblad  
Diane Halvorson  
Heather Gleason  
Tonya Ange  
Bukata Hayes  
Deeann Snaza  
Jerry Oman  
Judy Arzdorf  
Lori Walls  
Lul Ahmed  
Rich Coyle  
Linda Giersdorf  
Marsha Danielson  
Lynn Strandt  
Marilyn Larson  
Bonnie Bennett  
Denny Wahlstrom  
Ted Hottinger

**Leaders of Tomorrow Committee**

Janet Mulstad, Bethany Lutheran College  
Ryan Yunkers, Minnesota State University CSU  
Steven Bennett, Gustavus Adolphus College  
Holly Resner, Rasmussen College  
Heidi Beske, South Central College



**Individual Strengths Collective Success**

**Greater Mankato Day at the Capitol Planning Taskforce**

Brian Whited, M.D., Immanuel St. Joseph's – Mayo Health System  
Doug Mayo, Minnesota State University, Mankato  
Jim Santori, The Free Press  
Jon Rippke, Bolton & Menk, Inc.  
Keith Stover, South Central College  
Pat Hentges, City of Mankato  
Randy Berkland, Blethen, Gage & Krause, PLLP  
Todd Snell, Snell Motors

**Greater Mankato Visitor and Community Information Center Taskforce**

Shriley Piepho, Minnesota State University Mankato  
Lisa Cumiskey, Super 8 Hotel  
Steve Olson, MinnStar Bank  
Brian Duehring, Culver's  
Lora Brady, RSVP  
Darcy Ewert-Roll, Brennan Companies

**Leadership Delegation Planning Taskforce**

David Naples, Leonard, Street & Deinard (Co-Chair)  
Denny Dotson, Dotson Company (Co-Chair)  
Colleen Landkamer, Blue Earth County  
Eric Oleson, R.L. Engebretson  
Jim Santori, The Free Press  
Sarah Person, Exclusively Diamonds  
Tami Paulsen, Paulsen Architects

**City Center Partnership*****CCP Council***

Andy Willaert, Gislason & Hunter (Chair)  
Stacey Straka, Red Door Creative (Vice Chair)  
Cathy Brennan, Brennan Companies (Secretary/Treasurer)  
Anne Ganey, YWCA  
David Schooff, Coldwell Banker Commercial Fisher Group  
Jerry Crest, Immanuel St. Joseph's – Mayo Health System  
Kaaren Keohane, Events & Expos  
Mark Cipos, I&S Group  
Mark Levitt, Christy's Café  
Mike Fisher, City of North Mankato  
Shannon Robinson, Twin Rivers Center for the Arts  
Steve Olson, MinnStar Bank  
Tami Paulsen, Paulsen Architects  
Tanya Ange, City of Mankato  
Todd Loosbrock, U.S. Bank  
Tom Frederick, Jr., Pub 500  
Tony Frentz, Frentz Construction

***CCP Committees***

DeeDra Vosberg, Hickory Tech (Chair Marketing & Promotions Committee)  
Dennis Dotson, Dotson Company (Chair Business Development and Retention Committee)  
Tami Paulsen, Paulsen Architects (Chair Aesthetics & Livability Committee)



David Schooff, Coldwell Banker Commercial Fischer Group (Chair Events and Festivals)  
Bayard Black, Raydiance Salon  
Beth Fasnacht, Brunton Architects  
Betty Ouren, MinnStar Bank  
Brady Schmidt, Coulter, Schmidt & Klein Private Wealth Advisors  
Brittany Mitchel, RL Engelbretson  
Bruce Chalupsky, Paulsen Architects  
Bryan Paulsen, Paulsen Architects  
Casey McCabe, City of Mankato  
Cathy Brennan, Brennan Companies  
Chris Roe, Blethen, Gage & Krause, PLLP  
Dan Robinson, Lindstrom Commercial Realtors  
Dave Wittenberg, United Prairie Bank  
David Naples, Leonard Street & Dienard  
David Thomson, MinnStar Bank  
Diane Volden, Encore!  
Jay Weir, James R. Weir Insurance Agency  
Jed Hanson, Signet Studio Ink Spot  
Jennifer Epper, Buffalo Wild Wings  
Jerry Crest, Immanuel St. Joseph's – Mayo Health System  
Jerry Pietz, Kato Moving & Storage, Mayflower  
Jessica Potter, Blue Earth County Historical Society  
Jill Baker, Blethen Gage & Krause  
Jill Klinger, Greater Mankato Growth, Inc.  
JO Bailey, Radio Mankato  
John Considine, Region 9 Development Corp.  
JoRae Galli, Dairy Queen West  
Julie Nelson, South Central MN Small Business Development Center  
Kaaren Keohane, Events & Expos  
Karry Meyer  
Kayla Jones, Merely Players Community Theatre, Inc.  
Linda Clavel, Minnesota State University, Mankato  
Malda Farnham  
Mark Cipos, I&S Group  
Michael Jacobs, Leonard Street & Deinard  
Mike Fischer, City of North Mankato  
Najwa Massad, Najwa's Catering  
Pat Person, Mankato Independent Originals  
Peg Ganey, Century 21  
Peggy Grey, Mary Lue's Yarn and Ewe  
Rick Sellner, PDP Solutions  
Sandra Oachs, Hilton Garden Inn  
Shannon Robinson, Twin Rivers Center for the Arts  
Shelly Megaw, Greater Mankato Growth, Inc.  
Stacey Straka, Red Door Creative  
Tanya Ange, City of Mankato  
Theresa Carlberg, PresenceMaker  
Tim Auringer, RL Engelbretson  
Todd Loosbrock, U.S. Bank  
Tony Frentz, Frentz Construction  
Tom Frederick Jr., Pub 500  
Tricia Stenberg, Verizon Wireless Center



**Individual Strengths Collective Success**

## Envision 2020 Resource Campaign Investors

### **\$52,500 (\$17,500 annually)**

Immanuel St. Josephs –  
Mayo Health System

### **\$30,000 (\$10,000 annually)**

Cities of Mankato & North Mankato  
Dotson Company  
I & S Group  
Minnesota State University, Mankato  
Rasmussen College

### **\$15,000 (\$5,000 annually)**

Davisco Foods International  
EI Microcircuits  
Eide Bailly LLP  
Kato Engineering  
Mankato Clinic  
MinnStar Bank N.A.  
The Orthopaedic & Fracture Clinic, PA  
Paulsen Architects  
South Central College  
Taylor Corporation  
The Thro Companies  
U.S. Bank  
Wells Concrete: Pre Stress Division

### **\$7,500 (\$2,500 annually)**

Bethany Lutheran College  
Blue Earth County  
Bolton & Menk, Inc.  
Century 21, Atwood Realty Inc.  
Charter Communications  
First National Bank Minnesota  
The Free Press  
HickoryTech  
Johnson Outdoors, Inc.  
Leonard Street & Deinard  
Robert W. Carlstrom Co. Inc.  
Schwickert's  
Snell Motors  
Valley Bank

### **\$3,000 (\$1,000 annually)**

Abdo, Eick & Meyers, LLP  
Alliance Pipeline  
Blethen, Gage & Krause, PLLP  
Community Bank  
Corporate Graphics Commercial  
Crystal Valley Cooperative  
Dan & Kay Wallerich  
Exclusively Diamonds  
Farrish Johnson Law Office, CHTD  
Frentz Construction  
Gislason & Hunter LLP  
Gustavus Adolphus College  
KEYC CBS & FOX Mankato  
LarsonAllen LLP  
Lime Valley Advertising, Inc.  
Nicollet County  
Pathstone Living  
Pioneer Bank  
Ridley, Inc.  
Scheels All Sports  
Southern Minnesota Construction  
The Occasions Group  
Tire Associates  
Volk Transfer, Inc.  
Voyager Bank  
James R. Weir Insurance Agency Inc.  
Wells Concrete: Ready-Mix Division  
Wells Fargo  
Winland Electronics

### **\$1,500 (\$500 annually)**

BENCO Electric Cooperative  
CenterPoint Energy  
Certified Professional Coach, Diana Gabriel  
Coldwell Banker Commercial Fisher Group  
Culver's Frozen Custard  
Jonathan & Ginger Zierdt  
Jones Metal Products  
Kakeldey & Associates  
MRCI  
Minnesota Valley Federal Credit Union  
Pepsi-Cola of Mankato Inc.  
Radio Mankato  
River Hills Mall (General Growth Properties)  
United Prairie Bank  
Wells Federal



## **MISSION STATEMENT**

Greater Mankato Growth, Inc. exists to support and promote the economic growth and vitality of our members and the regional marketplace.

## **CORE VALUES**

The needs of the members are best met by growing the regional marketplace. We accomplish this by being:

**Catalysts** - *initiating action for economic growth beneficial to our members and congruent with our regional desire and culture.*

**Stewards** - *using our resources efficiently and effectively and wisely leveraging our strengths.*

**Collaborative & Inclusive** - *cultivating and sustaining relationships, while encouraging the mobilization of our marketplace assets to enhance growth.*

**Approachable** - *being visible and accessible and creating a friendly, vibrant and respectful environment.*

**Innovative** - *embracing change and promoting progressive solutions.*

**Ethical** - *communicating openly and honestly and taking responsibility for our actions in all our business practices.*



**Individual Strengths Collective Success**