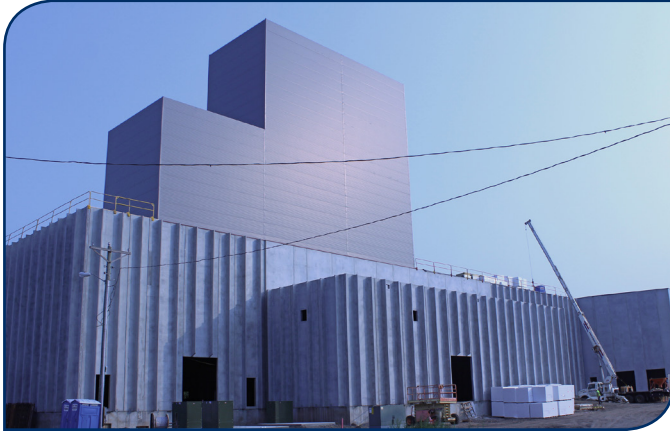


GROW MINNESOTA!

QUARTERLY UPDATE | FALL 2015
Homegrown business is the heart of Minnesota

MINNESOTA
CHAMBER of
COMMERCE



TUFFY'S PET FOODS OPENS ITS NEW MANUFACTURING FACILITY IN PERHAM

Tuffy's Pet Foods Inc – KLN Family Brands, Perham
www.klnfamilybrands.com

Grow Minnesota! attended the ceremony recognizing a major homegrown success. In late August, Tuffy's Pet Foods, Inc., in Perham opened its brand new 130,000-square-foot, state-of-the-art manufacturing facility. The \$70 million project is a significant investment in Minnesota, and the new facility will provide the most secure environment for food safety, efficiency and flexibility.

The expansion includes production and warehouse space to accommodate Tuffy's rapid growth, increasing production capacity by more than 50% over the original facility. Tuffy's has been producing dry dog and cat food kibble for more than 50 years. Some of its own national brands include NutriSource, Pure Vita and Natural Planet. Perham, with a population of just 3,000, employs more than 4,200 communitywide in manufacturing, communications, machining, retail trade and service industries.

Perham, with a population of just 3,000, employs over 4,200 community wide in manufacturing, communications, machining, retail trade and service industries.

GROW MINNESOTA! MISSION AND VALUE

Grow Minnesota! is the business retention, expansion and assistance program of the Minnesota Chamber of Commerce. The program operates in partnership with close to 80 local and regional chambers of commerce and their private-sector economic development organizations. The primary focus is to retain Minnesota businesses and encourage them to expand here.

EveryGrowMinnesota! business retention visit has four parts: first, we thank the business owner or manager for having a business in our state and employing Minnesotans; second, we learn as much as we can about the business and its Minnesota activities; third, we ask if we can assist the company to stay and grow in our state; and, fourth, we ask what policy-makers can do to improve our state's overall business environment.

CONTACT US Or your local Grow Minnesota! Partner
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ECONOMIC IMPACT HIGHLIGHTS

81% Locally owned,

Of those:

47% Plan major investments, and

48% Plan to add jobs.

N = 590 Visits

PERMITTED, READY, AND GROWING JOBS IN WACONIA - WE'LL TOAST TO THAT!

*Schram Vineyards – Winery & Brewery
Waconia
www.schramvineyards.com*

A Grow Minnesota! visit with a fairly new Minnesota business proved to be very educational. Schram Vineyards owned by Ashley and Aaron Schram opened its winery and tasting room in 2013 in Waconia, expanded in 2014, and most recently added a brewery operation. Schram's is the first winery and brewery in Minnesota.

The visit revealed challenges that Minnesota businesses face. It was also a reminder of the permits required at all levels of government, including some to just to open their doors. As seen in the photo, there was no lack of permits required by Schram Vineyards to combine its winery and a brewery. "We want to keep our local businesses growing in Waconia. Our Grow Minnesota! visits provide opportunities to learn about diverse industries and provide valuable assistance when requested," said Kellie Sites, president of the Waconia Chamber of Commerce. In spite of the challenges, Schram Vineyards is poised for growth, and, rest assured, the local chamber is ready to assist at every step.



GROW MINNESOTA! STRENGTHENING LATIN AMERICAN ECONOMIC POWER

Minnesota's Latino population is significant and growing. With this, there are likely new opportunities for Minnesota businesses both here and in Latin America. Grow Minnesota!, the economic development program of the Minnesota Chamber, is launching a study to see what can be done to help Minnesota businesses better leverage the state's Latino population to develop and grow our state's economy. The study could lead to the creation of an independent Minnesota Latin American Center whose mission would be to build our economic ties and secondarily, cultural relationships. Grow Minnesota! aggregate results from business retention visits fueled this initiative. Our thanks to Wells Fargo & Company for its help funding this research.



Photo: Rich Renikoff (from left) and Mike Vinyon, Wells Fargo executives, present a check to Bill Blazar, Minnesota Chamber interim president; Hector Garcia, executive director of the Minnesota Chicano Latino Affairs Council; and Peter Baum, former manager of Grow Minnesota!.

TOP REASONS for business expansions going outside of MN

1. Access to Markets
2. No room at current location
3. Access to labor
4. Lease expiration
5. High state or local taxes

GROW MINNESOTA! ASSISTS IN 4,463-MILE CONNECTION

Cemstone
Mendota Heights
www.cemstone.com

Cemstone Products Company, Inc., Mendota Heights recently hosted and facilitated a rare and exclusive international product testing event and seminar. The event featured new macro fiber concrete technology pioneered by ReforceTech, a Norwegian company, and included the Norwegian-American Chamber of Commerce. The connection originated with and was facilitated by Grow Minnesota!, the Minnesota Chamber's program dedicated to retaining, assisting and growing Minnesota companies. The product was tested by three engineering firms – Braun Inertec, Beton Consulting and Cemstone Engineering. Cemstone and its owners, the Becken family, are excited about the international connection and are looking forward to receiving the product test results.



260

businesses assisted,

91 in Metro Area,

169 in Greater MN

September 2014-August 2015

718

visits year to date

By Region

North 116

Central 107

South 258

Metro 231

TAKING CARE OF BUSINESS — ONE COMMUNITY'S APPROACH

University of Minnesota Extension – Statewide Affiliate Partner
www.extension.umn.edu

It all started with business retention visits and resulted in another successful 2015 Lyon County Economic Summit.

The Marshall Area Chamber of Commerce for more than 12 years has routinely asked businesses what they need through their regular ongoing Grow Minnesota! visits. Based on what they heard in 2011, the local chamber decided to use the University of Minnesota's Extension's Business Retention and Expansion program to conduct a one-time countywide effort. Marshall expanded the number of businesses visited, asked new questions focused on what the community can do,

and met with close to 90 Lyon County businesses.



UNIVERSITY OF MINNESOTA
EXTENSION

As a result, the Marshall Chamber in collaboration with local governments hosts a yearly economic summit. The event is a vehicle for public and private interests to understand each other. Now, the city, county and chamber share investments in economic development, saving money as a result. Ongoing visits ensure the Marshall Chamber and Lyon County stay in tune with what local businesses need to prosper.



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Fairmont Economic Development*
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Park Rapids Area
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Richfield
Rochester Area
Rochester Area Economic
Development Inc.*
Saint Cloud Area
Shakopee Area
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TwinWest
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Waseca Area
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White Bear Lake Economic
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Winona Area
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