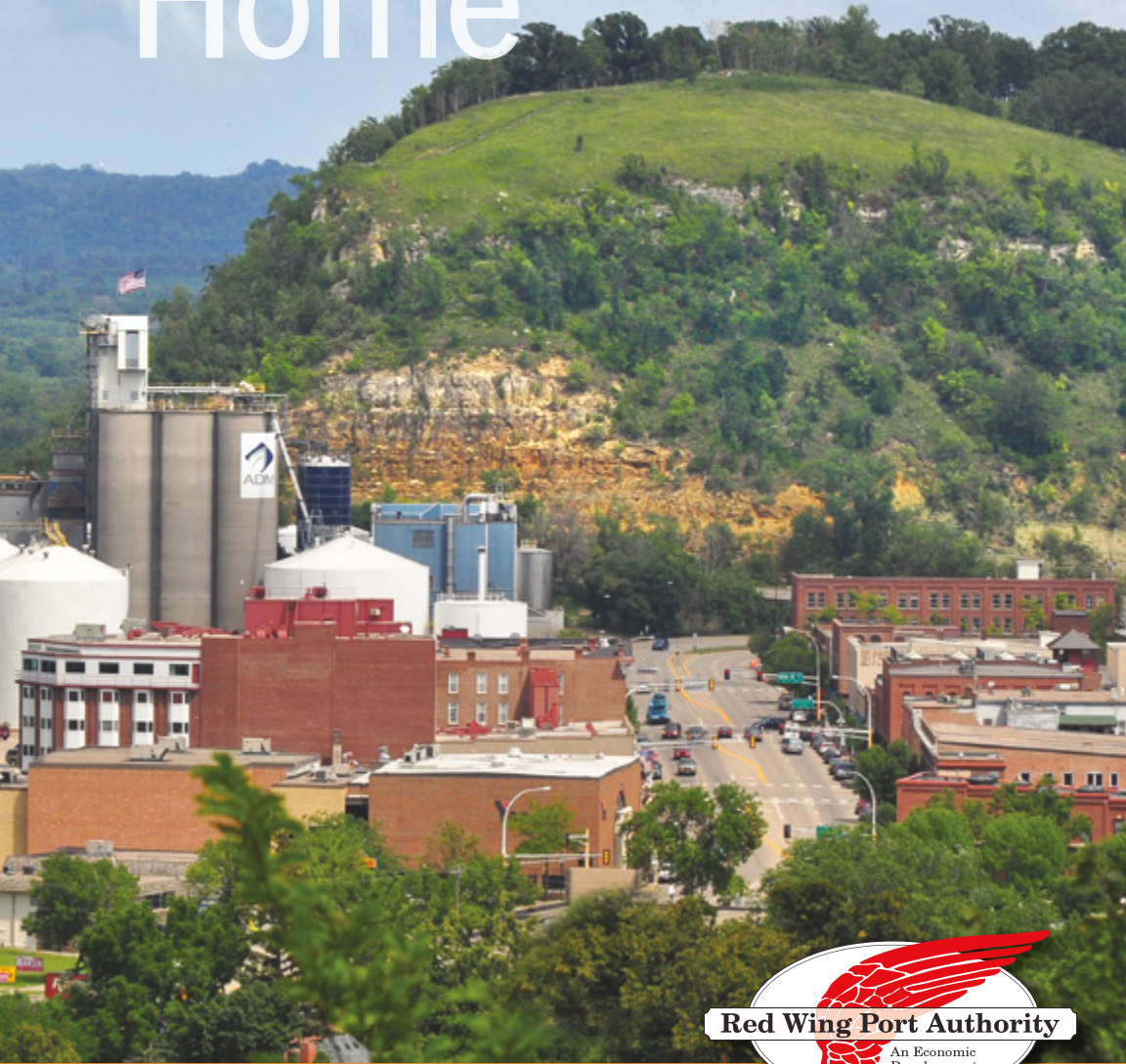


# Bringing Business Home

A Community Report



The Red Wing Port Authority is the primary leader for promoting economic and industrial development, together with identifying and coordinating redevelopment for the purpose of enhancing the tax base, promoting employment and contributing to the economic vitality and quality of life for the City of Red Wing.

[redwingportauthority.org](http://redwingportauthority.org)

# 5 Strategic Goals. 5 Stories of Success.

**Attracting and retaining businesses** that add to the long-term vitality of our community is at the heart of our work at the Red Wing Port Authority. In 2012, we launched and adopted a **5-year strategic plan** to help us achieve that goal. We're excited to report that our execution of that plan is on target.

The goals we aspired to in 2012 are no longer just words on paper, hopes and dreams. They are real life success stories of relationships being built, programs being implemented, and innovative thinking being encouraged and supported. The result? More and more businesses are choosing to make Red Wing their home.

On behalf of the Red Wing Port Authority, we want to express our gratitude for the support and collaboration we have received from the City of Red Wing and the many individuals and organizations that are committed to making Red Wing a strong and vibrant community. Our work is truly a team effort!

**Randy Olson**  
Executive Director

**Shari Chorney**  
Business Development Director

**Alice Harrington-Cutter**  
Administrative Support

Guided by the five goals of our strategic plan, we collaborate with community leaders and organizations to attract and retain emerging and established businesses to our idyllic river community, offering a unique environment for business incubation and growth.

## **A major technology hub**

Named a U.S. Ignite city in 2012, we have one of the best broadband infrastructures in the nation. Our collaborative meeting and workspaces and programs offer an infrastructure for entrepreneurship and innovation.

## **A manufacturing mecca**

A leading Minnesota manufacturing city known for shoes, pottery, leather, linseed oil, safety equipment and robotic products, we understand and respond to the operational needs of our business partners.

## **A key water transportation port**

Our premier Mississippi River location is an enormous asset for our manufacturers and retailers.

**5 stories you should know >**

## Retain and support existing businesses by helping them grow and prosper.

Goal  
1

### **Capital Safety expands Red Wing facility by 60,000 square feet**

A leading manufacturer of safety products for the construction, oil and gas, and utility sectors, Capital Safety employs 500 people at its Red Wing facility. Its engineering, research and development, and product management team supports 27 sites worldwide. The company is widely recognized for superior performance in workplace safety and health. When this company wanted to do a 60,000 square foot expansion of its Red Wing facility, we helped its development team secure critical financial incentives, including local and state incentives and a loan from the Minnesota Investment Fund.



***"The Port Authority assisted Capital Safety in securing incentives which have solidified Capital Safety's presence in Red Wing and positions the company for future growth."***

- Randy Snell, Vice President Global Operations, Capital Safety



# Proactively pursue and attract new business.

Goal 2

## **Oliver's Wine Bar opens at former downtown gift store site**

By offering “comfort foods with a twist” along with wines and beers from around the world, Oliver’s Wine Bar owners Tom Quanrud and Brian Schneider are adding to the vitality of downtown Red Wing. By redesigning and renovating the interior spaces, the restaurateurs have turned a former stationery gift store space into an inviting dining establishment, featuring a bar, a central dining area, a gallery, and event space in the back. We were delighted to support this project with loan financing.

***“The Red Wing Port Authority played a vital role in turning our dream into a reality when planning and opening our downtown new business, Oliver’s Wine Bar. It would not have been possible to create what Oliver’s is today without the Port’s support and assistance. Thank you!”***

- Tom Quanrud and Brian Schneider, Owners, Oliver’s Wine Bar



Bush Street in Historic Downtown Red Wing.

# Support innovative, entrepreneurial and emerging businesses and technologies.

Goal 3

## **River Bluff Technologies develops innovative Smart Agent™ technology**

River Bluff Technologies founder Robert Schmaltz is transforming the way independent insurance agents and financial planners utilize technology. With our financial support and opportunities to pitch at investor events through Red Wing Ignite, he was able to develop Smart Agent™, an effective and efficient online Customer Relationship Management (CRM) tool that allows individual agents and planners to pull all aspects of their business into a customized platform that serves as a “one-stop shop” for customer interactions. Built on the Salesforce development platform, Smart Agent™ includes customer management, video messaging, email campaigns, training, and extensive reporting capabilities. We were delighted to support this emerging business with start-up financing and connections to potential investors.

***“The Red Wing Port Authority has been a critical partner at every stage of our company’s development. They introduced us to Red Wing Ignite where we presented our business plan to potential investors and secured the first installment of our \$500,000 bridge funding. We would not be where we are today without this amazing community asset.”***

- Bob Schmaltz, CEO,  
River Bluff Technologies, Inc.



Investors gather at Red Wing Ignite to learn about new opportunities.



# Implement key planning for development and redevelopment projects.

Goal 4

## Dock construction builds capacity for riverfront tourism and development

To position Red Wing as a premier destination on the Mississippi River, we are investing in the construction of a new \$2 million promenade to increase opportunities for riverfront tourism, housing, and retail development. The American Queen, Queen of the Mississippi, and Viking River Cruise Longships, as well as recreational boaters, will make use of the new berth bringing more people to downtown Red Wing. The construction aligns nicely with Red Wing's planned River Renaissance Project, which includes road upgrades, shoreland wall replacements, and the extension of the popular Cannon Valley Trail.

*"The riverboat passengers greatly contribute to our local economy. As the dock and other riverfront projects are completed, we look forward to serving more riverboat passengers and the many recreational boaters who will visit downtown Red Wing."*

- Arne and Sara Skyberg, Owners, Uffda Shop

# Build and nurture a highly functional and productive staff and board.

Goal 5

## Port Authority commissioners combine professional expertise, community passion

Red Wing resident Amy Earney, appointed as a commissioner to the Red Wing Port Authority in December 2013, came to our board with 15 years of experience in the housing redevelopment sector. It is in her nature to give back to the community. The Minnesota Housing Finance Agency recognized Amy for her commitment and public service to the victims of the Southeastern Minnesota flood in 2007. A graduate of Le Cordon Bleu College of Culinary Arts, Amy is a personal chef and owner of a catering company, with a focus on locally grown and healthy food options.



*"I serve on the Red Wing Port Authority, in part, due to my passion and desire to give back to the Red Wing Community. With my background in housing redevelopment and small business, I approach economic development from several perspectives. Red Wing is great place to do business and I am excited to be a commissioner of the Red Wing Port Authority and the many initiatives involving business expansion, business attraction, redevelopment and special projects."*

- Amy Earney, Business Owner and Red Wing Port Authority Commissioner



***“Red Wing is truly fortunate to have an organization like the Red Wing Port Authority which believes in entrepreneurs, understands our unique challenges, and is willing to accompany us on our journey.”***

- Bob Schmaltz, CEO, River Bluff Technologies, Inc.

# Our Mission is

**YOU**

**We help businesses with land and building acquisition and development, financial incentives, connections with investors, facilitation of shipping needs, and more.**

**Visit [RedWingPortAuthority.org](http://RedWingPortAuthority.org) or call us at 651-385-3639 to learn more.**

***With our financial and incentive support over the years, these businesses remain strong in Red Wing...***

**Automated Equipment  
BIC  
Capital Safety  
Central Research Laboratories  
Food Service Specialties  
Hiawatha Broadband Communications  
Hydro Control  
Knudsen Caramels  
Oliver's Wine Bar  
Red Wing Brewery  
Red Wing Mall  
Red Wing Shoe Company  
River Bluff Technologies  
River Valley Sport  
SCS Elevator Products**