

# Glencoe Business Connections

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## Investment and Innovation at Starkey

Starkey Hearing Technologies, a world leader in manufacturing hearing devices, has a long history of innovation. The company's Glencoe facility is a testament to this approach. The facility's most recent investments added another paint spray drum coater. The coater, which was installed in January, allows the company to double its painting capacity to over 4 million plastic parts annually.

There are only two of these German built machines in North America and both of them are located in Starkey's Glencoe facility. The machines play an important role in the company's Injection Mold Department.

The Injection Mold Department enhancements along with the Machine Shop, which was relocated to Glencoe from the Eden Prairie corporate campus in 2010, resulted in building renovations and equipment investments in excess of \$1 million.

The facility now supplies space for All American Hearing Call Center, which relocated from Minneapolis to Glencoe's facility at the end of December bringing jobs to the community. Starkey Glencoe is also home to a Pin Drop Hearing office, that previously was in Hutchinson. Pin Drop Hearing offices are located throughout MN. Clients schedule appointments with Pin Drop Hearing and can come to the Glencoe facility for hearing tests and fittings.



*The company currently occupies 34,000 square feet and recently acquired 34,000 square feet of additional warehouse space in the building previously occupied by Young America Corp.*

Starkey began its operations in Glencoe in 1980 with 13 full-time employees. The company now employs 166 full-time employees at their Glencoe facility.



*In 1984, founder Bill Austin started the Starkey Hearing Foundation. The Foundation's "So the World May Hear" program has distributed nearly 500,000 hearing aids to people in need.*

Today, the Starkey Hearing Foundation is sustained by the efforts of thousands of volunteers and donors around the world. Their support allows the foundation to deliver more than 100,000 hearing aids annually through more than 100 global hearing missions a year, in countries like Mexico, Malawi, Vietnam and Mozambique.

Starkey is the hearing aid industry's only American owned and operated company. From their research and development work to their American-made craftsmanship, Starkey continues to solidify itself as a world leader.

This standard of excellence was on display at their Innovation Expo in Las Vegas, January 3 - 6, 2012, where Starkey introduced the latest products to over 3,000 domestic and international customers. One of the stars of the expo was the Starkey's Wi Series™ wireless technology.

The Wi Series™, Starkey's most advanced hearing aid on the market today, features their latest noise reduction and speech preservation system designed to deliver improved sound clarity even in the noisiest situations.

"The last two years significantly changed the face of our Glencoe operation, reinforcing its mission in the global Starkey Operation. Our proximity to the corporate campus makes Glencoe an attractive extension of the location. I look forward to Glencoe's continued development as Starkey grows" Bruce Shamlal, Director of Global Manufacturing.

# Glencoe Regional Health Services Growing Strong For More Than 70 Years

Glencoe Regional Health Services (GRHS) has been a part of the local landscape for a long time – more than 70 years. While medical technology has changed significantly since their doors first opened, what hasn't changed is their unwavering commitment to provide quality, convenience, and personal care to their patients.

Since 2001, GRHS has invested nearly \$40 million in facility and technology upgrades to better serve the community. Examples of these updates include construction of a new, state-of-the-art Glencoe Medical Clinic building, private birthing suites in the hospital, and completion of a new diagnostic imaging suite featuring digital technology for mammograms, x-rays and other imaging scans. Currently, remodeling work is underway in Long Term Care to improve their nursing home residents' quality of life.

In addition to modernizing its facilities and technology, GRHS continues to recruit new health care providers, giving patients better access to care. In 2011, they welcomed a new internal medicine physician and began offering nurse midwife services. In all, nearly 600 people are employed by GRHS, including 21 health care providers.

“We are proud to be a part of the Glencoe community,” said Jon Braband, GRHS President and CEO. “We are committed to this region and as health care continues to grow and change, so will we.”



***GRHS serves more than 15,000 people each year. Their Glencoe campus includes a state-of-the-art medical clinic building.***

Glencoe Regional Health Services was founded in 1941. It includes a 25-bed hospital, a 110-bed nursing home, Orchard Estates, a 40-unit independent senior housing complex, and physician clinics in Glencoe, Lester Prairie and Stewart. For more information, visit [www.grhsonline.org](http://www.grhsonline.org).

## Diversity of Transportation Systems Provide Value to Local Businesses



***Independent hauler, Twin Cities & Western Railroad, is headquartered in Glencoe, Minnesota.***

TC&W is an independent hauler that interchanges with all Class I railroads in the Minneapolis/St. Paul terminal area. This includes the CP, UP, BNSF, CN and MNRR. TC&W accesses the following Mississippi River terminals; Camden Place in north Minneapolis, and the Minnesota River terminals at Savage, MN. TC&W can access all major river terminals in Minneapolis and St. Paul by the use of other connecting rail carriers.

Convenient access to materials and markets is an essential advantage that the community offers local firms. To illustrate this point, one only has to look at the highway map that is in your glove box. Glencoe is centrally positioned in the middle of Willmar, St. Cloud, Minneapolis/Saint Paul, and Mankato. The diversity of the systems include highway, rail, and air transportation.

Four lane US Highway 212 runs east to west through Glencoe providing access to the Minneapolis-Saint Paul metro area and to communities in western Minnesota. The highway has undergone numerous improvements, including the four lane expansion project from Eden Prairie to Chaska, resulting in a significantly shorter drive time to the Twin Cities area.

State Highway 22 also runs through the community. This two lane highway runs south to north through Glencoe providing access to communities in central and south-central Minnesota.

Rail service is provided by Twin Cities and Western Railroad. The company recently celebrated its 20th anniversary. Twin Cities & Western Railroad operates as one of the top short-line railroads in the nation. In fact, TC&W was selected as the 2008 Short-Line Railroad of the Year by RailwayAge Magazine.

Known as Vernon F. Perschau Field, Glencoe's municipal airport is located one mile south of US Highway 212. The airport features a 3,300 ft. paved runway averaging twenty-eight flights a day. The City is implementing a plan to expand the runway to 4,000 ft.

# City Owned Industrial Park Offering Incentives for New Businesses

The City's Industrial Park is located on the east side of the community along four lane US Highway 212. The City of Glencoe offers **free land to qualified businesses**, with no assessments on the park's existing infrastructure. The park provides direct access to US Highway 212 with rail service available. Lots are ready to build, complete with grading and utilities.

Miomatrix Medical Inc. is the latest company to locate in Glencoe's industrial park. The company is engaged in the development of commercial products, based upon its perfusion decellularization/recellularization technology licensed from the University of Minnesota.

Robert Cohen, CEO of Miomatrix Medical, feels that "locating in Glencoe was one of the best decisions we have made. The town's civic leaders have made our move seamless; the facility we occupy in the industrial park suits our needs perfectly; we are within easy striking distance of the Twin Cities; and I personally never have felt more welcome in a place."



*Photo from a recent ribbon cutting for Miomatrix Medical Inc., a regenerative medicine company, unveiling the company's new research laboratory in the City of Glencoe's industrial park.*

## Commercial Properties Offering Business Opportunities in Glencoe



*Coborn's Outlot development site adjacent to fourlane US Highway 212 in Glencoe.*

### Property Spotlight

**Address:** 2211 E. 11th Street, Glencoe  
**Land Size:** 2.61 Acres; 113,692 Square Feet  
**Asking Price:** \$4.50 Per Square Foot  
**Zoning:** R-2 - Multifamily Residential  
(city is open to a zoning change)

Area retailers include Coborn's Superstore, Family Dollar, Security Bank & Trust, Pizza Ranch, Bump's Family Restaurant, Burger King, Dairy Queen, Subway, and Pamida.

**Upland Real Estate Group**  
50 South 6th Street, Suite 1418  
Minneapolis, MN 55402  
612-465-8522/612-436-1122  
josh@upland.com/chad@upland.com  
www.upland.com

### **Brockmeyer Building** (763) 658-7171

710 E. 11th Street; 1,750 square feet (can be split into two spaces with basement storage available); office/retail space

### **Economart Building** (320) 864-3171

615 E. 11th Street; 20,788 square feet in downtown Glencoe; includes loading dock and large paved parking lot

### **E.J. Gavin Trust** (320) 864-5142

1.2 acres adjacent to US Highway 212; Morningside Avenue and 8th Street East

### **Glencoe Distribution Center** (612) 746-5022

1207 N. Cardinal Ave.; 94,828 square feet (expandable by 40,000 square feet); ceiling height 28' with 6 loading docks; located in Glencoe's industrial park; www.hoytproperties.com

### **Glencoe Industrial Park** (320) 864-5586

lots starting at 1 acre in size; incentives available

### **Manufacturing/Warehouse Space** (320) 864-6266

2725 E. 12th Street; 8,080 square feet; loading dock available; located on 1 acre in Glencoe's Industrial Park

### **Retail/Commercial Space** (320) 864-5518

712 E. 10th Street; 1,000+ square feet; office/retail space;

### **Retail/Commercial Space** (616) 405-2270

2020 E. 9th Street; 6,000 square feet; office/retail

### **Star Business Plaza** (320) 510-1193

2021 E. 10th Street; ranging from 500-700 square feet; office/retail suites just blocks from US Hwy 212

### **Stevens Seminary Lot** (320) 864-5142

Northwest Corner of 11th Street East and Union Avenue (across from Coborn's); 30,000 square feet

### **Teply Commercial Building** (612) 210-9042

2910 E. 9th Street; 32,000 square feet; includes loading dock and 3 overhead doors; located on 3 acres adjacent to US Hwy 212

### **Warehouse Space** (320) 864-6266

2911 E. 12th Street; 7,000 square feet; ceiling height 20' with 5 overhead doors; located on 2.5 acres in Glencoe's Industrial Park

\*Contact Dan Ehrke at (320) 864-3650 for a current listing.

# Glencoe Using Tax Incentives To Encourage Real Estate Redevelopment

Glencoe's downtown commercial district is experiencing a renewal following two significant redevelopment projects that added two new businesses to Glencoe's business community. The projects included the redevelopment of the former Oriel Theater building across from the McLeod County Courthouse and the former Shell Convenience Station on 10th Street next to NAPA Auto & Do It Best Hardware.

In both cases, the new property owners made significant investments to the properties including exterior and interior improvements to accommodate new businesses. Scott Nokes and Mike Redden, attorneys with Glencoe Law Office, now call the former Oriel Theater home and Nick Johnson opened his practice, PureLife Chiropractic and Wellness Center, at the old Shell location.

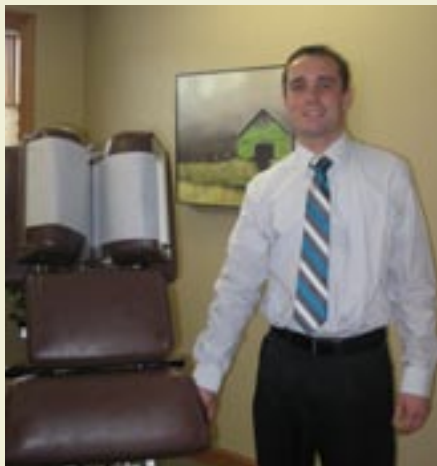
Aiding in these projects, Glencoe's City Council approved tax abatement agreements for both properties. In approving these agreements, the City of Glencoe recognized the projects would increase property taxes and provide employment opportunities, while redeveloping two properties.

The agreements are a win-win for both the City and property owners. The City offered an incentive that will help the businesses during their first five years of operations. After the five year tax abatement agreements expire, the City will then capture the full amount of real estate tax, including the tax from the increased value from the completed investments.



*The Glencoe Law Office is a full-service law firm. Attorneys Mike Redden (left) and Scott Nokes (right) handle criminal, traffic, family, estate planning, business, bankruptcy, debt collection and civil litigation matters. Their staff comprises of two attorneys, a paralegal, a legal secretary, and a law clerk.*

The 2011 renovations of the former Oriel Theater Building, now Nokes Law Building, included demolishing the entire interior of the building, replacing the roof, plumbing, electrical, and mechanical/HVAC systems. The interior of the building was completely renovated, and include: a reception area, waiting atrium, seven office spaces, conference room, library loft, and various other features. The exterior of the building was painted and new windows were added on the second floor facing the McLeod County Courthouse.



*PureLife Chiropractic and Wellness Center, Ltd opened on January 1st, 2012. Dr. Nicholas Johnson (above), owner/president, took over Dr. Kenwood Rund's practice, who had worked in Glencoe for the past 30+ years.*

In addition to a new name, the practice moved to 920 10th Street East, which involved extensive exterior and interior remodeling to the former gas station site. Dr. Johnson has a background in sports, nutrition, and soft tissue therapy. Initially, chiropractic care will be the primary service offered, but plans are to include massage, acupuncture, and other holistic health care services.

New businesses moving to the community are important milestones. Congratulations to Glencoe Law Office and PureLife Chiropractic and Wellness Center for their new business operations within the City of Glencoe.

The City of Glencoe is dedicated to fostering growth for new and existing businesses. Plain and simple, City leaders are committed to seeing your business succeed.

Glencoe is a growing community of nearly 6,000 people. Located just forty-five minutes west of Minneapolis and Saint Paul metropolitan area, the community offers a diverse business community. Whether considering expansion or relocation, we invite you to discover the benefits Glencoe can offer your business.

Those interested in exploring business development opportunities can contact Dan Ehrke at the Glencoe Area Chamber of Commerce office, (320) 864-3650, to schedule an appointment.

Details on available properties and other resources can also be found at [www.glencoemn.org](http://www.glencoemn.org)