

Patrick,

Thanks to you and your entire group for taking the time to meet with our group on Monday. As we discussed Coborn's is proud to be a member of the Ramsey community. Since we opened in 2005 the town and guests have welcomed us as a partner. We are proud and honored to be able to serve the area.

As you know the first several years were a challenge. The COR project didn't take off as planned and we along with other tenants of the property struggled to draw the guests we needed to be as successful as we had hoped. In fact, those initial years were very lean and getting the sales where we needed them to make for a viable business was just not possible. After several tough years we began to see some growth in the area and our sales picked up. Then the Armstrong/HWY 10 project began. Not only was our access cut off for the year or so of that project, the outcome of the finished product really hampered us. Our sight line to the highway was completely gone and the road into our store was moved to the north.

Once again, times were difficult but again more growth occurred. People began to move into the area as homes and rental units were built and business has picked up. Although we are still not where we'd like to be we are in a much better spot. We are seeing business grow and there is optimism.

It seems with every recovery there is a setback. Now, just as things are on the upswing, we learn that city is looking to sell property to our immediate north that could include a food store. We are never afraid of competition and we know it's up to us to compete for our guest's business. That said the city has put us in a handicapped position. Not only have we lost visibility but the road into our store would go right through the potential competitor's lot. We couldn't have been dealt a worse hand. People can't see us and they must literally drive into another store's access road to get to us. Convenience is a big part of picking a food store. We will be even more inconvenient. Any development that would bring people to the area without compromising what business you already have should be a consideration.

One thing the city could do to lessen the pain is to move the access into our site and the new site to the south so access is between the two competing properties. I sent you a quick sketch of what that could look like. It wouldn't heal the road wounds completely but it could help.

We understand that competition is a part of any business and we know we can compete when the playing field is kept level. Having entered the market when we did we had to endure the bad times to get to the good times. Hind site being 20/20 we should have waited until things built up some like these other businesses have done. That said we do have a couple more years on our current lease term and we'll see what develops in that time. We hope the city will consider all of the efforts of those of us who came to the party early when making future decisions.

Once again, we appreciate your taking the time to meet and listen to us. Coborn's Inc and our staff at the store really are proud members of your fine community and we hope we are able to grow with the city of Ramsey into the future.

Dave Meyer  
Vice President Operations  
Coborn's Inc

c.c.  
Vicki Wredberg  
Chris Coborn