

Manufacturing Cohort Questions and Answers

1) The Manufacturing Cohort received a \$120,000 grant in May 2021 to be used with incumbent workers in the Advanced Manufacturing Industry Segment

a. Which Ramsey Businesses are participating in the grant? You indicated that Multi-Source, Intech Industries and Rotary Systems are participating in your past correspondence. Is this still correct? Are there more Ramsey businesses? **MultiSource and InTech are the Ramsey businesses that are participating.**

b. How many employees from each of these Ramsey businesses are participating in the grant? **One each from these businesses**

c. How much of the \$120,000 grant award is being spent in Ramsey? **10% of the grant, \$12,000.00. (\$6,000 per business, one person each for Intech and Multisource)**

2) On question item 3 on the attachment you reference a large number of businesses that have been in contact with the Mfg Cohort over the years. Please provide the following:

a. specific interactions with these businesses (be specific as to timeframe and provide 3 examples). **These replies reference both a. and b. below.**

1.) Packing Peanuts: 2016: CoHort meeting, one manufacturer was sharing their challenge in having to buy packing peanuts from Chicago. Manufacture CoHort member exclaimed that they are paying to destroy excess packing peanuts. Problem solved.

2.) Fouled Fuel Oil: 2018: CoHort member reached out to me sharing that several thousands of fuel oil in a backup generator tank had gone bad and was no longer usable for the backup generator. I sent an email to the manufacture network to see if anyone could use this fuel oil. Within twenty minutes, one of the CoHort members reached out and offered to go directly to the site and pump that tank out. \$\$\$\$ Problem Solved

3.) Toys for Joy: COVID 2020 Toys for Joy committee finds themselves without a location to host the annual event related to COVID. I sent an email to the manufacture network to see if anyone could provide space to accommodate the events need for space. Within several hours we had multiple manufacturing members that were able to host, and as of this, the 2021 year, that manufacture has hosted the Toys for Joy drive twice. Problem Solved.

4.) The ongoing interaction with the Manufacture network of businesses, Trusted Partners, and extended community is a constant. This is the whole key to the success of how this effort creates the added value that each member shares their appreciation for.

- b. outcomes that were attained by businesses (be specific as to timeframe and provide at least 3 examples). **See Above**
- 3) Please provide the business plan for the Manufacturing Cohort. **See Attached 2021/2022 Work plan.**
- 4) Please provide the budget for the Manufacturing Cohort for the following years (include in the Budget Line Item Revenues and Line Item Expenditures): **A formal budget is not prepared - See Attached Recap Doc 1 – Revenues, Doc 2 Line Item Expenditures**
- a. 2018
- b. 2019
- c. 2020
- d. 2021
- 5) What is the current fund balance for the Manufacturing Cohort? **As of January 1, 2022; \$0.00**
- 6) Please list all Revenue Sources and the Amounts from each entity for the Manufacturing Cohort for 2018, 2019, 2020 and 2021? **See Attached Doc 1**
- 7) When will the 2022 Membership Dues be invoiced? **Invoices going out January 2022.**
- 8) Please explain the relationship between the Manufacturing Cohort and the Anoka Area Chamber of Commerce. It is my understanding that the Cohort is not technically the Chamber but some sort of subset or committee. **Please provide some clarity here. The Manufacture CoHort was created and is run by the Anoka Area Chamber of Commerce. It is not a separate entity.**

Additional Information / Clarification of some items above:

Thank you again for providing information relating to the Manufacturing Cohort. It is helpful. This item will be in front of the EDA on February 10 for consideration. Will you be able to attend the meeting to answer questions that may come up or to give a brief presentation?

The Chamber will be present for this meeting. Anoka Area Chamber of Commerce President, Peter Turok, will attend.

I have received a few more questions about the program requesting more detailed

information. I will need to have all these questions answered so I can put together a complete EDA case. Many of the questions relate to the Expenditures relating to the Manufacturing Cohort and the grant that the Cohort received. The questions are below:

What percentage of the payments to CO2 Partners, LLC and CO2-Vendor have gone to Mr. LeTourneau?

The chamber is under contract with CO2 Partners to provide a service to the chamber. Year after year CO2 has met that obligation. *UPDATE* John provided further clarification. Mr. LeTourneau received approximately 75% of the billings to CO2 Partners, LLC and CO2-Vendor. The remaining 25% goes to those entities.

What do the services paid for entail?

Strategic Planning, Chamber mission, Manufacture CoHort mission.

Is Mr. Letourneau paid by the Chamber for any Manufacturing Cohort Work? If so, how much?

Yes, Mr LeTourneau is under contract to conduct Manufacture CoHort activity. Annual contract amounts vary due to related activity and available funds.

What is the hourly rate that is charged to the Chamber?

This contract is based on a yearly unit of work.

What successful business interactions took place in 2021? Please give 3 specific examples.

Dual Training Pipeline Grant, Workforce project placing immigrants in manufacturing jobs, Special connection to our manufactures by facilitating and providing an opportunity to have access Safety certifications relating to equipment.

Do the recipient companies of the grant pay any fees directly to the Chamber, the Manufacturer's CoHort, or any fees directly to Mr. LeTourneau, or to CO2, LLC?

No

What is the nature of the grant? Is this funding employee training? high school internships? Is the grant funding connected in any way with a benefit to a school(high school, trade, or college?).

Dual Training Grant – Benefit to workforce by Training incumbent (current) workers in Advanced Manufacturing skills related to their employment. The Anoka Technical College is the training partner. Classroom assignments transfer to “on the job training”. This is the Dual Training aspect of the grant.

Are you planning on bring back an "in person" Manufacturing Signing Day with Anoka Technical College in the Spring of 2022?

The Chamber partners with the Anoka Technical College. The Chamber has interest in doing this, but this is based on what the Tech College would like and if they open to do this.

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01/03/22

Cash Basis

Anoka Area Chamber of Commerce

Transaction Detail By Account

January 2018 through December 2021

REVENUES

REVENUE

Doc # 1

Type	Date	Num	Name	Memo	Class	Clr	Split	Original Amount	Paid Amount
Event Income									
Invoice	01/15/2018	22857	City of Ramsey-Acct...	Billing in the s...	Manufact...		Accounts Rece...	5,000.00	5,000.00
Invoice	01/15/2018	22859	Connexus-Sayler	Billing in supp...	Manufact...		Accounts Rece...	5,000.00	5,000.00
Invoice	01/30/2018	22860	City of Anoka-Lee	Billing in supp...	Manufact...		Accounts Rece...	5,000.00	5,000.00
Invoice	06/29/2018	22858	Anoka Tech College...	Billing in the s...	Manufact...		Accounts Rece...	2,500.00	2,500.00
Invoice	06/27/2019	25089	Rapid Packaging	Billing in supp...	Manufact...		Accounts Rece...	2,500.00	2,500.00
Invoice	07/10/2019	25087	Connexus-Sayler	Billing in supp...	Manufact...		Accounts Rece...	5,000.00	5,000.00
Invoice	07/10/2019	25092	City of Anoka-Lee	Billing in supp...	Manufact...		Accounts Rece...	5,000.00	5,000.00
Invoice	08/20/2019	25093	City of Ramsey-Acct...	Billing in supp...	Manufact...		Accounts Rece...	5,000.00	5,000.00
Invoice	09/03/2019	25094	Anoka County Gove...	Billing in supp...	Manufact...		Accounts Rece...	10,000.00	10,000.00
Invoice	10/10/2019	25590	Village Bank-Carlson	Trusted Partn...	Manufact...		Accounts Rece...	2,500.00	2,500.00
Invoice	11/12/2019	25090	Anoka Technical Col...	Billing in supp...	Manufact...		Accounts Rece...	2,500.00	2,500.00
Invoice	12/26/2019	25881	Connexus-Sayler	Billing in supp...	Manufact...		Accounts Rece...	5,000.00	5,000.00
Invoice	02/06/2020	25882	Connexus-Sayler	2019 Manufa...	Manufact...		Accounts Rece...	5,000.00	5,000.00
Sales Receipt	02/27/2020	8327	Generic Customer	Mereen-Johns...	Manufact...		Undeposited F...	200.00	200.00
Invoice	03/19/2020	26362	Anoka Technical Col...	Billing in supp...	Manufact...		Accounts Rece...	2,500.00	2,500.00
Invoice	04/15/2020	26359	City of Anoka-Lee	Billing in supp...	Manufact...		Accounts Rece...	5,000.00	5,000.00
Invoice	08/14/2020	26358	City of Ramsey-Acct...	Billing in supp...	Manufact...		Accounts Rece...	5,000.00	5,000.00
Invoice	09/23/2020	26361	Rapid Packaging	Billing in supp...	Manufact...		Accounts Rece...	2,500.00	2,500.00
Invoice	12/22/2020	27485	Anoka Technical Col...	Billing in supp...	Manufact...		Accounts Rece...	2,500.00	2,500.00
Invoice	01/13/2021	27481	Connexus-Sayler	Billing in supp...	Manufact...		Accounts Rece...	5,000.00	5,000.00
Invoice	02/10/2021	27482	City of Anoka-Lee	Billing in supp...	Manufact...		Accounts Rece...	5,000.00	5,000.00
Invoice	02/24/2021	27486	Rapid Packaging	Billing in supp...	Manufact...		Accounts Rece...	2,500.00	2,500.00
Invoice	05/27/2021	27483	City of Ramsey-Acct...	Billing in supp...	Manufact...		Accounts Rece...	5,000.00	5,000.00
Invoice	06/30/2021	28053	Anoka Technical Col...	PO248988-Co...	Manufact...		Accounts Rece...	3,500.00	3,500.00

Total Event Income

98,700.00

98,700.00

Anoka Area Chamber of Commerce
Transaction Detail By Account
January 2018 through December 2021

Doc 2
Line Item Expenditures
(Two pages)

Event Expense	Type	Date	Num	Name	Memo	Class	Cir	Split	Original Amount	Paid Amount
Check		01/03/2018	7732	CO2 Partners-Vendor	MFG-Contract...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		01/30/2018	7765	Costco Wholesale -...	MFG Group-...	Manufact...	X	Manufacturing	0.00	0.00
Check		01/30/2018	7766	CO2 Partners, LLC	MFG Group-...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		02/28/2018	7799	CO2 Partners-Vendor	MFG-Monthly ...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		04/03/2018	7871	CO2 Partners-Vendor	MFG Commit...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		05/03/2018	7901	CO2 Partners, LLC	MFG Cnte-m...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		05/03/2018	7902	John LeTourneau-V...	MFG Cnte-Lu...	Manufact...		Manufacturing	296.22	296.22
Check		06/13/2018	7947	CO2 Partners-Vendor	Manufacturing...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		07/06/2018	7971	CO2 Partners, LLC	MFG Commit...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		08/01/2018	8012	CO2 Partners, LLC	MFG group-m...	Manufact...	X	Manufacturing	0.00	0.00
Check		08/01/2018	8013	CO2 Partners, LLC	MFG Group-...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		08/01/2018	8016	CO2 Partners, LLC	MFG Commit...	Manufact...		Manufacturing	258.99	258.99
Check		08/02/2018	8039	John LeTourneau-V...	MFG-July MF...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		08/31/2018	8039	CO2 Partners-Vendor	MFG Commit...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		11/12/2018	8119	CO2 Partners, LLC	MFG Group-C...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		11/13/2018	8120	John LeTourneau-V...	MFG Cnte-C...	Manufact...		Manufacturing	13,000.00	13,000.00
Check		12/04/2018	8137	CO2 Partners, LLC	MFG-Monthly ...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		01/04/2019	8172	CO2 Partners, LLC	MFG Cnte-M...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		01/28/2019	8200	CO2 Partners, LLC	MFG Group-...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		02/25/2019	8240	CO2 Partners, LLC	MFG-Monthly ...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		04/01/2019	8291	CO2 Partners, LLC	MFG-Monthly ...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		05/02/2019	8331	CO2 Partners, LLC	MFG-Monthly ...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		05/13/2019	8336	Ehbert & Geberts	MFG-May 19 l...	Manufact...		Manufacturing	259.99	259.99
Check		05/28/2019	8359	CO2 Partners, LLC	MFG-Monthly ...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		07/02/2019	8393	CO2 Partners, LLC	MFG Group-...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		07/22/2019	8421	Ehbert & Geberts	MFG-Cohort ...	Manufact...		Manufacturing	329.54	329.54
Check		08/05/2019	8442	CO2 Partners, LLC	MFG-Monthly ...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		08/29/2019	8464	CO2 Partners, LLC	MFG-Monthly ...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		10/01/2019	8491	Justin Rinaldi	MFG-Signage...	Manufact...		Manufacturing	34.27	34.27
Check		10/31/2019	8522	John LeTourneau-V...	Manufacturing...	Manufact...		Manufacturing	16,924.15	16,924.15
Check		11/04/2019	8530	CO2 Partners-Vendor	MFG-Monthly ...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		12/05/2019	8570	CO2 Partners, LLC	MFG-Monthly ...	Manufact...		Manufacturing	1,250.00	1,250.00
Check		01/02/2020	8592	John LeTourneau-V...	MFG-2019 Co...	Manufact...		Manufacturing	5,000.00	5,000.00
Check		01/10/2020	8603	CO2 Partners, LLC	MFG-Jan to ...	Manufact...		Manufacturing	3,750.00	3,750.00
Check		02/04/2020	8669	IMPACT Accounting	MFG-1099 work	Manufact...		Manufacturing	83.25	83.25
Check		02/24/2020	8657	John LeTourneau-V...	MFG-Colorad...	Manufact...		Manufacturing	305.03	305.03
Check		04/23/2020	8736	CO2 Partners-Vendor	MFG-April, M...	Manufact...		Manufacturing	3,750.00	3,750.00
Check		07/02/2020	8818	CO2 Partners-Vendor	MFG-3 month...	Manufact...		Manufacturing	3,750.00	3,750.00
Check		10/05/2020	8993	CO2 Partners-Vendor	MFG Account...	Manufact...		Manufacturing	3,750.00	3,750.00
Check		01/05/2021	9078	CO2 Partners-Vendor	MFG-Contract...	Manufact...		Manufacturing	3,750.00	3,750.00
Check		04/01/2021	9180	CO2 Partners, LLC	MFG-April to ...	Manufact...		Manufacturing	3,750.00	3,750.00
Check		07/02/2021	9280	CO2 Partners-Vendor	MFG-Coachin...	Manufact...		Manufacturing	3,750.00	3,750.00
Check		07/29/2021	9304	John LeTourneau-V...	MFG-reinbur...	Manufact...		Manufacturing	3,500.00	3,500.00

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01/03/22

Cash Basis

**Anoka Area Chamber of Commerce
Transaction Detail By Account
January 2018 through December 2021**

Type	Date	Num	Name	Memo	Class	Clr	Split	Original Amount	Paid Amount
Check	10/01/2021	9380	CO2 Partners-Vendor	MFG-Coachin...	Manufact...		Manufacturing	3,750.00	3,750.00
Check	12/06/2021	9447	John LeTourneau-V...	MFG-2020/20...	Manufact...		Manufacturing	9,811.72	9,811.72
Total Event Expense									107,303.16
TOTAL									107,303.16