

INSIDE THIS ISSUE:



Featured Client –  
MSB/GC



New Talent Joins  
Winkelman



Winkelman Building  
Projects Underway

# Wink's ink

Spring 2005



"A Quarterly Publication of Winkelman Building Corporation Bringing You News from the Construction Industry"

## Minnesota School of Business Expands to Waite Park

Faculty and staff at Minnesota School of Business are now enjoying their new facility located on Highway 23 in the heart of Waite Park. A new, two-story commercial/educational facility with approximately 20,000 sq. ft. per floor was completed as two separate packages: shell and first floor interior finishes. This unique building features site cast concrete "Thermo Mass" tilt-up wall panels with in-set brick veneer.

The upper wall area utilizes a textured spray applied paint finish. Due to a tight time schedule, this building was constructed in 120 days from groundbreaking to client occupancy. WBC turned over the facility to the owner without a hitch as a result of the combined hard work and team effort of project manager, Darren Fenster and field superintendent, Mike Goeden. Recently, WBC began the third package of this project; 2nd floor build-out! ✦



Minnesota School of Business  
Waite Park, MN

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# New State of the Art Truck Service Facility in Albert Lea

**T**rails Truck Service Center will soon be enjoying their new 28,000 sq. ft. truck service and instant oil change facility with a full/automatic wash bay. The project came in under budget with the original design, enabling the owner to make upgrades as desired. Both Dave Giacomino, project manager, and Jim Larkin, field superintendent, managed to incorporate these changes without affecting the original

project schedule. With completion targeted for March 1, 2005, Dave states, "without a doubt, this is the finest truck service/wash facility in the Midwest."

One of the many outstanding features is the

**"WITHOUT A DOUBT,  
THIS IS THE FINEST  
TRUCK SERVICE/WASH FACILITY  
IN THE MIDWEST."**

economical and practical operation of waste oil boilers. These boilers will provide heat for the entire in-floor heating system and the truck wash equipment by utilizing waste oil generated by this facility. Dave added, "Jim and I worked very

closely with the owner/facility manager, Rocky Trail. As a design/build project, we wanted to ensure that the owners were receiving not only the utmost in construction management, but also that every feature they desired would be incorporated from start to finish." ✦



**Trails Truck Service Center, Albert Lea, MN**

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# New Addition and Remodel to Rogers Elementary

**W**ith another tight project schedule, the owners received occupancy on September 13, 2004, after beginning demolition on June 9th! The success of this project is owed to the entire project team: Ron Bratlie, Elk River Schools; Elk River Schools' staff; Steven Paasch, AIA, GLT Architects; Robbie Schultz, WBC project manager; Keith Johnson, WBC field superintendent; and the subcontractors and their relationship with and dedication to Winkelman. As stated by Robbie Schultz, "This was all possible because of the effort made by the entire project team." ✦



**Rogers Elementary School, Rogers, MN**

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**MINNESOTA SCHOOL OF BUSINESS  
GLOBE COLLEGE**

**m**innesota School of Business/Globe College has been providing specialized career training programs for more than 125 years. Specializing in business, medical and computer education, MSB/GC has grown to be one of the most recognized educational providers in the upper Midwest.

Owned by Kaye and Terry Myhre since 1988, MSB/GC's main campus is located in Richfield, MN. Minnesota campuses are also branched in Brooklyn Center, Plymouth and their two newest campuses in Shakopee and Waite Park. Currently, MSB/GC is teaming up with Winkelman on two additional new campuses in Rochester and Blaine. Globe College, owned by Helmer Myhre and Terry Myhre, has a campus located in Oakdale, MN. While this facility offers very similar programs as the MSB campuses, it offers additional programs such as Cosmetology. MSB/GC is working towards enhancing their market to offer an on-line campus which includes an MBA program. To learn more about MSB/GC and their exciting programs, visit their website at [www.msbcollge.edu](http://www.msbcollge.edu).

Without a doubt, MSB/GC stands strong to their mission to provide education which enables their graduates to reach their career and life goals through knowledge and skills training that meet the needs of business, industry and government. As always, their commitment will remain to their students and employers.

John Myhre, Director of Acquisitions for MSB/GC, expressed his excitement of their success and growth and states, "I compliment the services provided by Winkelman and give them the well deserved recognition!" WBC is committed to the relationship with MSB/GC, as all clients, and looks forward to participating in the success of MSB/GC's future expansion plans. ✦

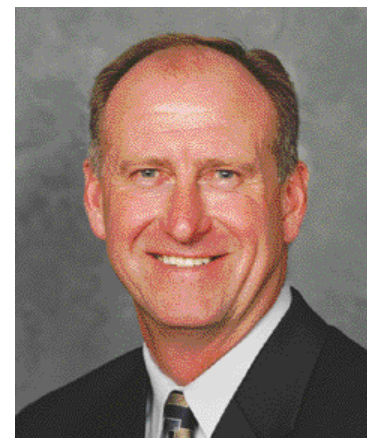
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## WBC Seeks LEED Certification

**T**he LEED (Leadership in Energy & Environmental Design) Green Building Rating System is a voluntary standard that defines high performance green buildings, which are healthier, environmentally responsible and lower maintenance structures. Developed by the U.S. Green Building Council (USGBC), a nonprofit organization), LEED addresses defined markets within the commercial and residential building industries.

LEED was developed by USGBC to help fulfill the building industry's vision for its own transformation to green building. Its ongoing evolution is directed by core committees and technical advisory groups composed of USGBC members, whose integrity and expertise as building industry professionals are essential to LEED's success.

Winkelman is taking its first step toward earning LEED certification. Keith Schupp is knowledgeable with the LEED/Green Building Rating System, and will be attending the LEED-NC workshop in preparation for the LEED Certification Exam. ✦



**Keith Schupp**  
Secretary/Treasurer  
Vice President - Commercial

# Winkelman Building Corp. Projects Underway

## Reach-Up, Inc.

St. Cloud, MN  
New 8,000 sq. ft. office facility

## Minnesota School of Business

Rochester, MN  
New 40,000 sq. ft.  
business school ▶



## Minnesota School of Business

Waite Park, MN  
10,000 sq. ft. 2nd floor build-out

## Skyline Terrace

New Ulm, MN  
New 49 unit general occupancy  
apartment building

## Lakeview Terrace

Chisholm, MN  
New 38 unit senior congregate facility

## Washington Terrace

Ely, MN  
New 26 unit senior townhomes

## Teal's Supervalu

Paynesville, MN  
New 29,000 sq. ft. building

## Quebecor World

St. Cloud, MN  
Ongoing miscellaneous projects

## Eye Surgeons & Physicians

St. Cloud, MN  
2,000 sq. ft.  
addition and  
16,000 sq. ft.  
remodel ▶



## Great Clips

Crossroads Center, St. Cloud, MN  
Renovation and remodel of  
approximately 1,800 sq. ft. existing  
retail space

## Mille Lacs County Jail

Milaca, MN  
60 bed direct supervision jail addition

## US Bank

Sartell, MN  
3,200 sq. ft. office/bank building

# Job Opportunity Building Zones

There's a new and exciting tool to stimulate business activity in Greater Minnesota – Job Opportunity Building Zones (JOBZ). Eligible businesses in a zone will operate in an environment nearly free of state and local taxes for up to 12 years! These tax incentives will help new and expanding companies lower their overall costs and facilitate their growth.

To qualify for the tax exemptions, a business must start-up in the zone, relocate from outside the zone or expand.

Companies wishing to participate in the JOBZ program must meet the business assistance goals of the community in which they wish to locate. Once approved, the company will then enter into a Business Subsidy Agreement with the community, which is a legal document outlining all requirements under the JOBZ program, including those specific to the community. Companies relocating from another Minnesota site qualify by increasing employment by 20 percent within the first year or by making capital investment in the property of at least 10 percent of gross revenues from the previous year. Companies within Minnesota who relocate to a JOBZ subzone are required to enter into a Relocation Agreement with the State, which outlines specific JOBZ requirements relative to relocating companies. In addition,

there are ongoing reporting requirements for both communities and companies participating in the JOBZ program.

The 10 tax-free zones are located throughout Greater Minnesota. For specific information on communities with JOBZ-eligible properties, go to [www.positivelyminnesota.com](http://www.positivelyminnesota.com).

How does JOBZ save you money? JOBZ tax incentives will reduce company expenses, increase competitiveness and help sustain further growth and expansion in Minnesota:

### TAX EXEMPTIONS:

- Corporate Taxes (income tax, alternative minimum tax, minimum fee)
- Individual Taxes (income tax on investment income, alternative minimum tax)
- Sales and Use Taxes
- Most Property Taxes (with exception of land, general obligation bonds and school operating levies in place prior to zone designation)
- Wind Energy Production Taxes

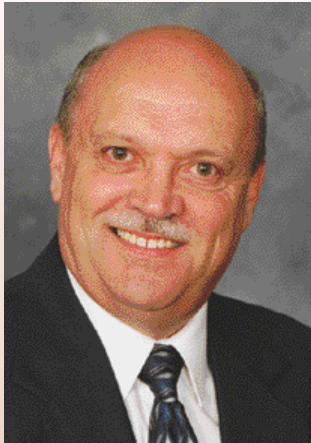
### TAX CREDIT:

- Job Creation Credit

Winkelman has completed Mille Lacs Wild Rice Co. in Aitkin Township and has three other projects in progress; Trails Truck Service Center in Albert Lea, The Donlin Company in St. Cloud and Medallion Cabinetry Door Factory in New Ulm –All JOBZ projects! ✨



## STAFF PROFILE



**David Hemminger**  
Vice President - Housing

**W**ith more than thirty years in the business, David Hemminger is undoubtedly the best of the best! Starting his career in the areas of excavation, concrete, masonry, carpentry, plumbing and drywall finishing, was just one stepping stone which led him to ownership of a general contracting and construction management firm. Now with more than thirteen years at Winkelman, joining as a Project Manager and later promoted to Director of Operations and Safety in 1995, David was named Vice President of Operations in 2003. Recently promoted to Vice President-Housing, David will now be managing and operating the housing division. David has been instrumental in the management of operations and a strong advocate for Winkelman's latest construction software implementation which contains estimating, project management and scheduling programs that will enable WBC to better manage its resources. If you ask Dave what his greatest accomplishment is, he will say "being a mentor and noticing what individuals have gained from my knowledge, is by far the greatest benefit." ✦

## New Talent Joins Winkelman



**Shelly Helfenstein**  
Director of  
Quality Assurance

**Shelly Helfenstein** joins us as Director of Quality Assurance. Quality management is essential to the service WBC provides. Shelly will implement and monitor Winkelman's total quality management structure by overseeing construction methods and systems from the initial design phase through project completion.

Starting her construction career with Kraus-Anderson Construction Company and previously with Morcon Construction in Golden Valley, Shelly brings six years of construction experience to WBC. ✦

## WBC receives National Award

WBC recently received word that they are a Behlen 2004 National Award Winner for Outstanding Performance in the Recreational Category for the Bernick's Arena project which was completed in Sartell in 2004. This 34,000 sq. ft. facility is constructed of pre-cast concrete wall panels and a Behlen S-Span roof system, clear spanning 132 feet. The facility features seating on two levels, multiple locker rooms, meeting rooms, a concession area, pro shop, offices and Zamboni storage. ✦



**Bernick's Arena, Sartell, MN**



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St. Cloud, MN 56304

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Fx: 320-253-2324  
[www.winkbuild.com](http://www.winkbuild.com)

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**Duane Schultz**  
*President/CEO*

## P R E S I D E N T ' S P E R S P E C T I V E

**A**s we strive to remain at the leading edge of technology, enabling us to provide the highest quality of service to our clients, WBC is proud to announce our upcoming integration of Primavera Expedition Professional and Primavera Project Planner (P3), a premier project management and scheduling software. Expedition and P3 bring together the entire project team by providing centralized, simultaneous access by multiple users to project information, from management Key Performance Indicators (KPIs) to detailed work assignments for individual team

members. With the third party access these systems provide, owners, architects, engineers and field staff are given secured access to project information, customized individually by project and information as it pertains to each party. With superior change management, job cost management, reporting, project planning and accountability management Expedition and P3 offer, along with the ability to interface with our current estimating and accounting programs, WBC can maximize its efficiency in construction management. The benefits these systems offer are endless and we are excited about passing them on to our clients. Building solutions for changing times—something we will always strive to achieve. ✦

**To request the following information about WBC's Building Solutions, please fax this form to (320) 253-2324.**

- |   |   |   |
|---|---|---|
| <input type="checkbox"/> Behlen Building Systems              | <input type="checkbox"/> Retail/Commercial            | <input type="checkbox"/> Manufacturing/Industrial |
| <input type="checkbox"/> Standing Seam Metal Roofing          | <input type="checkbox"/> Food Processing/Cold Storage | <input type="checkbox"/> Office/Professional      |
| <input type="checkbox"/> Energy Panel Structures – Energy Lok | <input type="checkbox"/> Church/Ecclesiastical        | <input type="checkbox"/> Educational              |

**If you know of someone who should be added or deleted from our mailing list, please let us know. Thank You.**