

Around the County

Staying focused on the 91% of business that is still going on can be a worthwhile mantra for success. In the turbulence of these changing times there is still great opportunity. We just have to be disciplined to not panic and to get focused on what we can do.

These words of encouragement from leaders like Jim Collins, who recently wrote an inspiring article in *Fortune Magazine*, and others like Harvey Mackay keep reminding us of the potential we can all experience.

Some of the tidbits that I have taken away are included in this newsletter. Please review those articles by Mackay, but also remember to take time to review your opportunities.

Within the last week we finally realized the success of having landed Cinch Systems, Inc. in Wright County. Recently, they signed a lease for a space in St. Michael and while the build out of that space occurs, they are working hard to continue their plans for a major expansion of their business. Currently, Cinch Systems provides the US State Department and the US Navy with the latest high-tech security systems. Their expansion plans include continuing that service for the US government, but also realizing the opportunity of providing similar service to some major corporations, who also will realize value of Cinch Systems' outstanding security products. Read more about Cinch Systems in this issue of the Partnership's newsletter.

Also, we want to encourage and be part of the effort to build a leaner, cleaner America and so we have planned April's event to provide information about energy saving programs from the two major electric energy suppliers in Wright County. Please take advantage of our next networking opportunity and plan on attending our May 13th event and learn more about how to market in this recession; what industries are growing now.

Meanwhile, we are hopeful because of several recent business-wise newsworthy events. Pending home sales and construction spending have both been reported better than economists expected. The stock market has had an extended rally, and broader market indicators have shown distinct upwards movement. New factory orders in the month of February were up several billion dollars.