

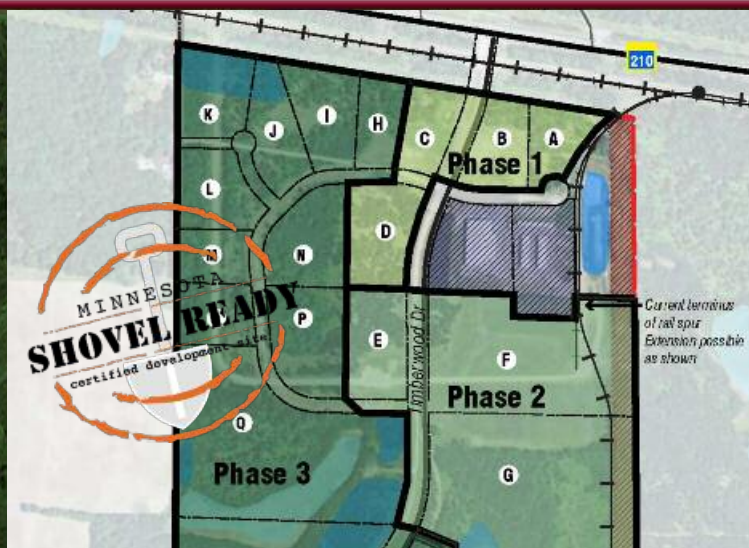
Close ~ Converse

COMMERCIAL & PREFERRED PROPERTIES

— PRESENTS —

BUSINESS SITES

TIMBERWOOD DRIVE, BAXTER, MN



COMMERCIAL REAL ESTATE | BUSINESS BROKERAGE | LAND & BUILDING DEVELOPMENT
INVESTMENT & INCOME PROPERTIES | TAX DEFERRAL STRATEGIES

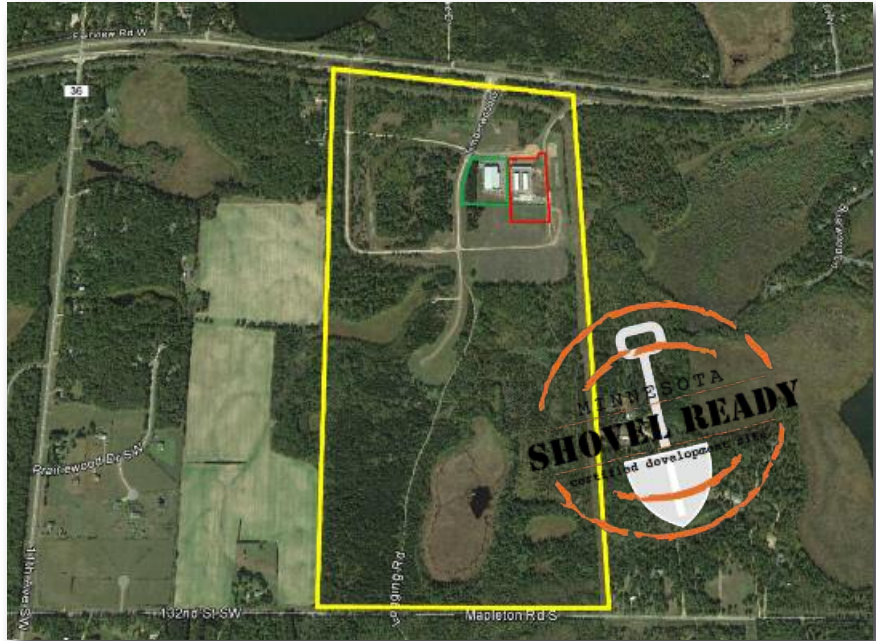
{ Table of Contents }

Page 3	Features
4, 5	Shovel Ready
6, 7	Site Aerials
8	Layout & Site Phasing
9 - 11	Zoning
12	Traffic Counts
13	Location Map
14, 15	Demographics
16	Thank You
17	Agency Disclosure
18	Contact

{ Features }

Business & Industrial Sites.

Grow your business in the newly developing West Baxter Business Park. Easy access to Hwy 210, access to a rail spur, and flexible site sizes make this your best investment choice. "Shovel-Ready" sites available within three phases of development. The Brainerd Lakes Area is one of the fastest growing regions of Minnesota - now is the time to claim your shovel-ready site.



Location:	Timberwood Drive, Baxter, MN 56425
Directions:	From the Baxter Hwy 210/371 intersection - West on Hwy 210 approx. 4 miles - Left (south) on Timberwood Drive
Lot Pricing:	Starting at \$1.25/sq. ft. (Assessments Paid)
Note:	See Page 8 for Lot Layout and Phases
Railroad Spur:	Lease Rate to be determined
Water & Sewer:	City (8" Sewer / 12" Water Main)
Electric:	Crow Wing Power
Natural Gas:	Xcel Energy
Fiber:	CTC
Planned Land Use:	General Industrial & Business Gateway
Existing Building:	There is a 34,800 SF Building Located on 3 Acres (130,680 SF) It is currently leased by Brock White, and is available for sale at \$2,295,000 (subject to the lease).

{ Shovel Ready }

Shovel-Ready Site

Baxter is located to the west of Brainerd and is within the Brainerd Lakes Area Economic Development Corporation service area.

The Mississippi River marks the southern border of Baxter. Minnesota State Highways 210 and 371 run through the city. Commercial development along the highway has been increasing in recent years.

West Baxter's shovel-ready site includes a whopping 257.5 acres of land split into 15 parcels. The land is planned for industrial, office, or commercial use and is located alongside Highway 210. Railroad spur available.



Certified Qualifications

This Baxter sites are certified for specific types of Shovel Ready Applications including the following (See Chart on Following Page):

- Light/Smaller Scale Manufacturing
- Small Food Processing
- Logistics/Distribution Center
- General Commercial

Link to Shovel Ready Information:

<http://mn.gov/deed/business/locating-minnesota/land-bldg/shovel-ready/west-baxter.jsp>

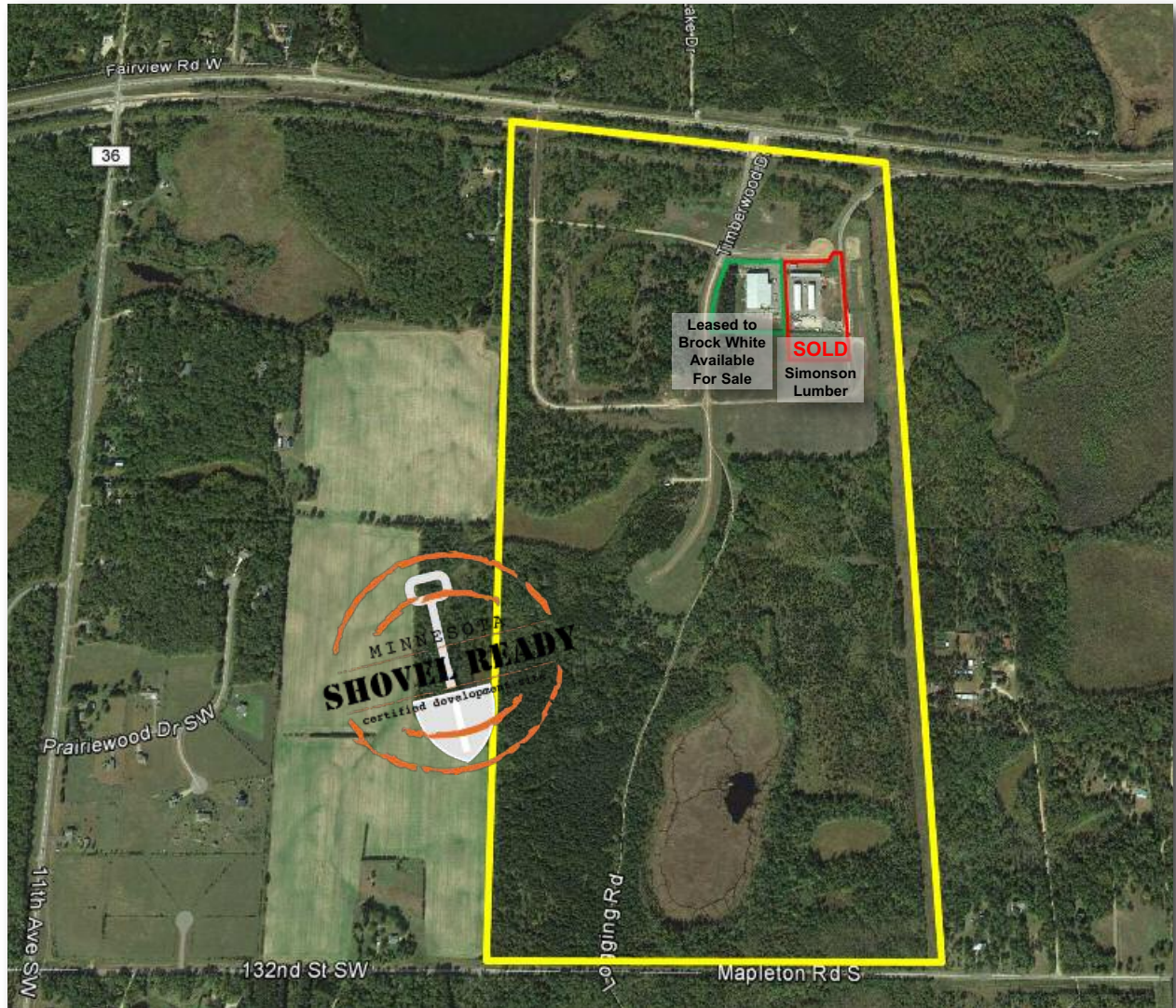
{ Shovel Ready }

MN Shovel Ready Program

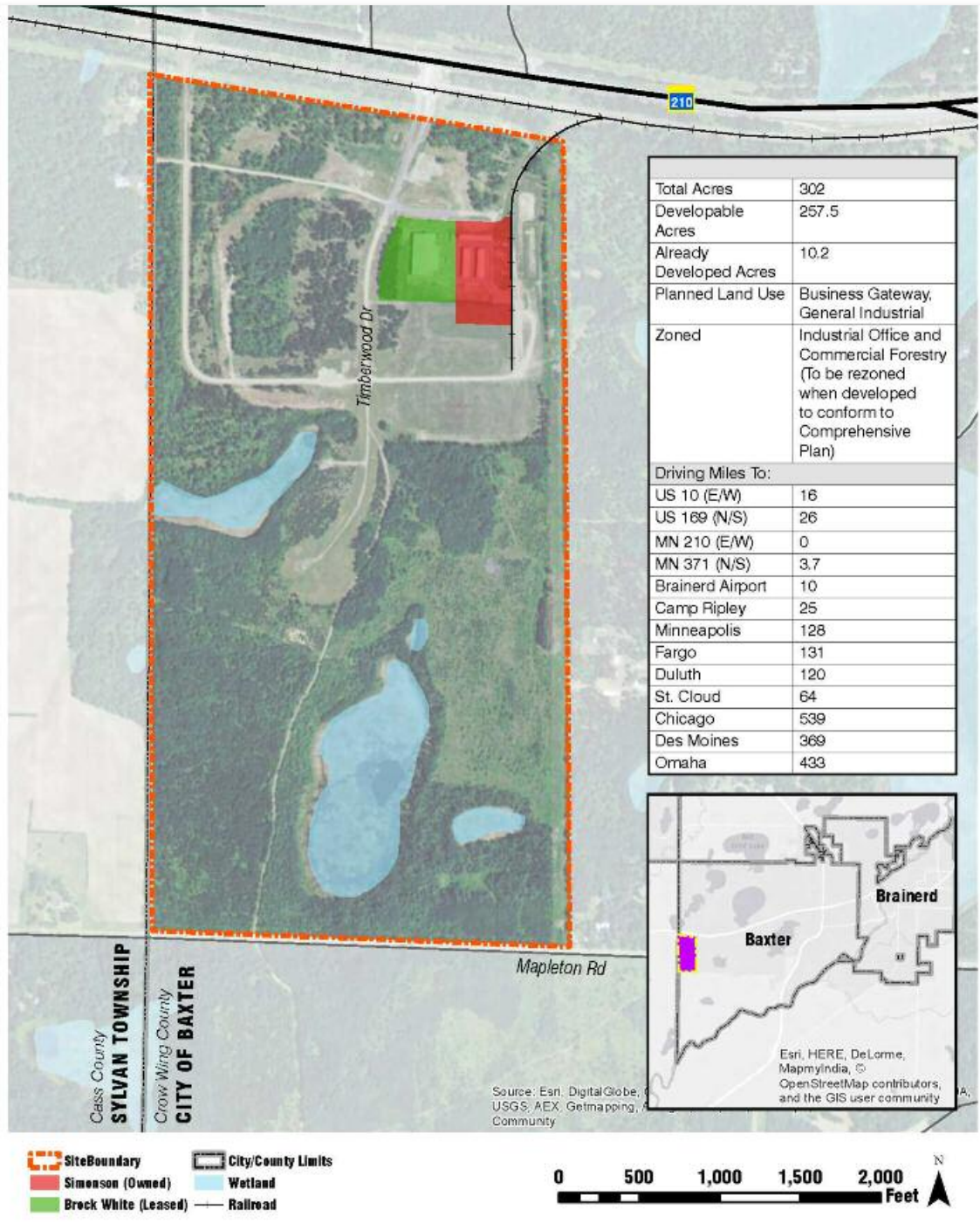
Site Criteria for Specific Types of Shovel Ready Applications.

Type of Operation	Min. Acreage	Special Labor Requirements	Utilities					Transportation		
			Telecom	Electric Power	Gas	Water	Sewer	Road	Rail	Air
Light/Smaller Scale Manufacturing	10		100 Mbps (Fiber optics preferred)	1 MW (Dual feed preferred)	7,000 CFH	150,000 GPD	150,000 GPD	Within 1-2 miles of primary highway	Not required	Within 90 miles
Small Food Processing	10		100 Mbps (Fiber optics preferred)	1 MW (Dual feed preferred)	5,000 CFH	50,000 GPD	50,000 GPD	Within 1-2 miles of primary highway	Not Required	Within 90 miles
Logistics/Distrib. Center	100		100 Mbps (Fiber optics preferred)	1 MW (Dual feed preferred)	10,000 CFH	25,000 GPD	25,000 GPD	With 1-2 Miles of Interstate or limited access highway. No RR crossings.	Not Required	Within 90 miles
General Commercial	10 If not grandfathered		100 Mbps	1 MW	7,000 CFH	20,000 GPD	20,000 GPD	State or Local Hwy access	Not required	Not required

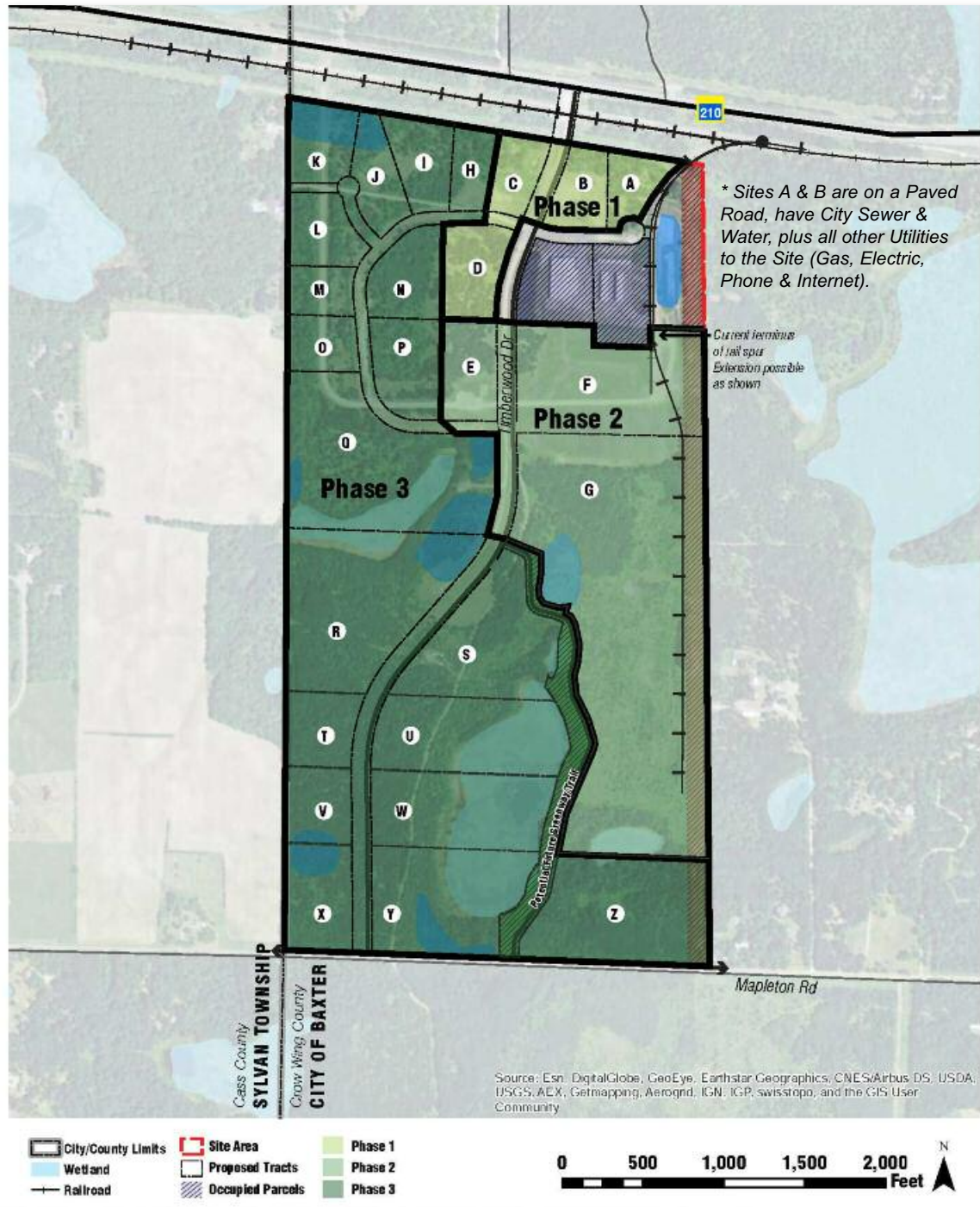
{ Site Aerial }



{ Site Aerial }



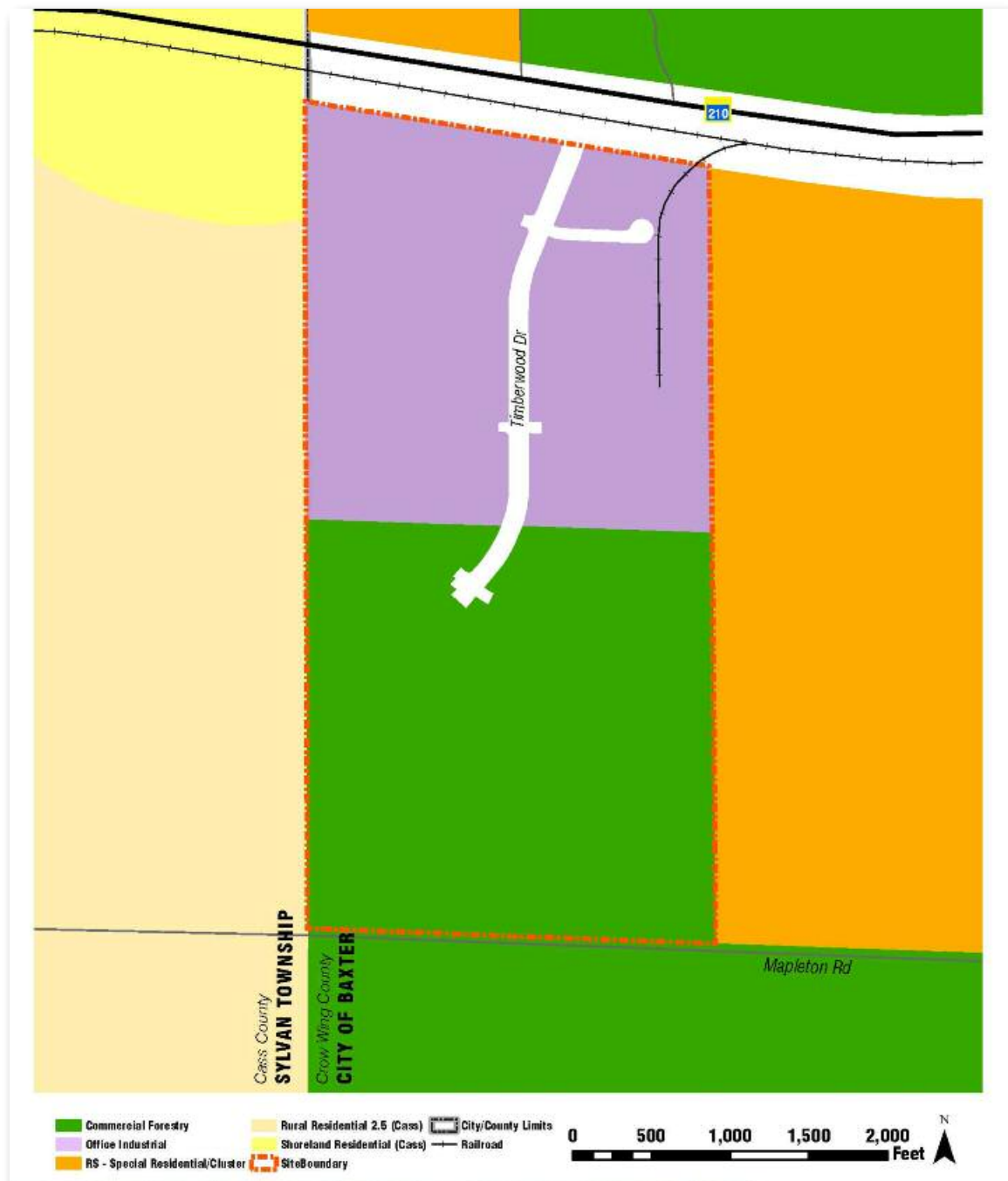
{ Layout & Site Phasing }



{ Current Zoning }

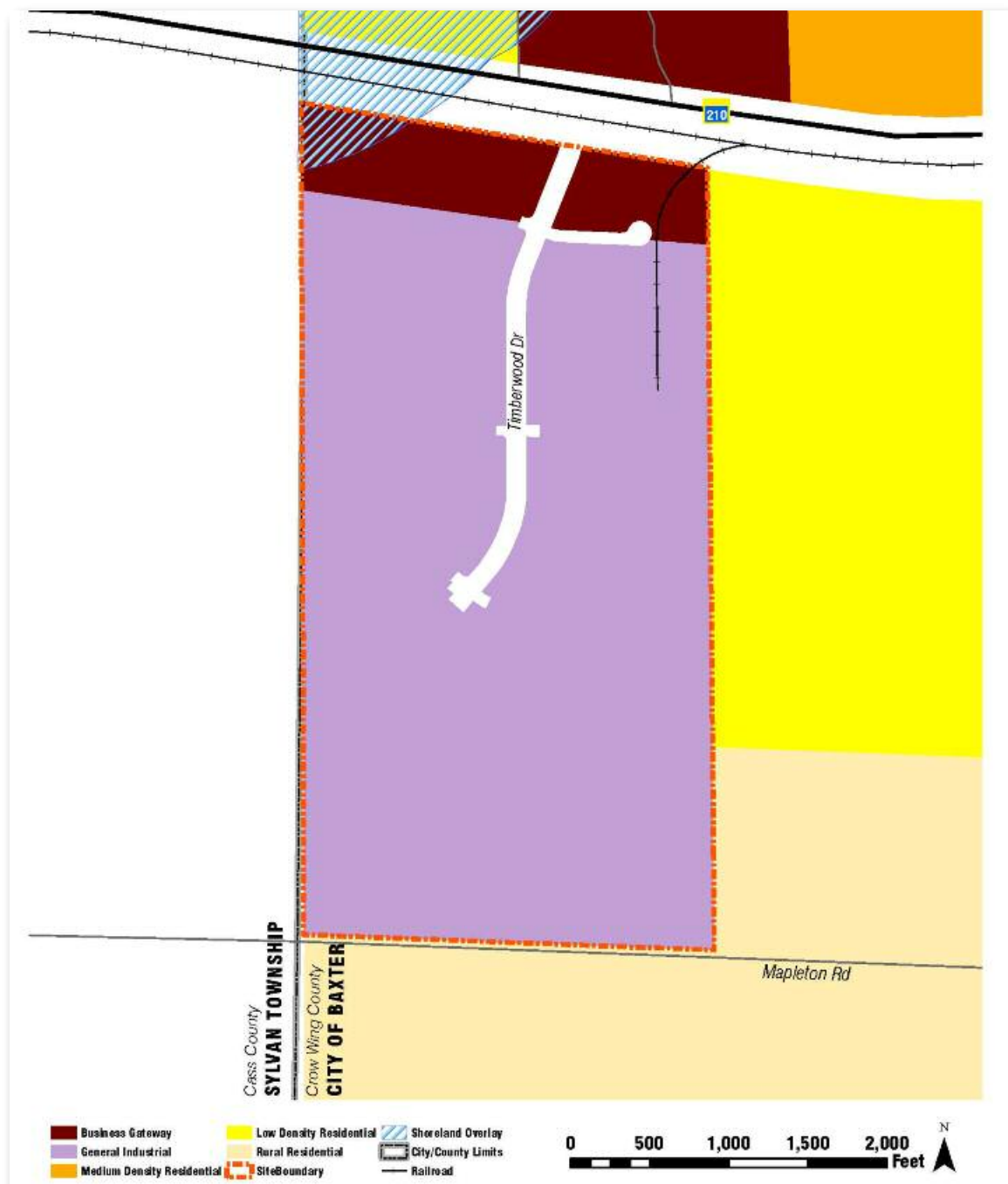
City of Baxter

Office Industrial & Commercial Forestry



{ Planned Land Use } City of Baxter

Business Gateway & General Industrial



{ Zoning Description }

Land Use Categories under the 2015 Revised Comprehensive Plan:

Business Gateway

The Business Gateway land use is intended to provide for office, light industrial and limited retail uses that create a high quality, attractive “north woods” image at the City’s southeast and west gateways on Highways 371 and 210.

General Industrial

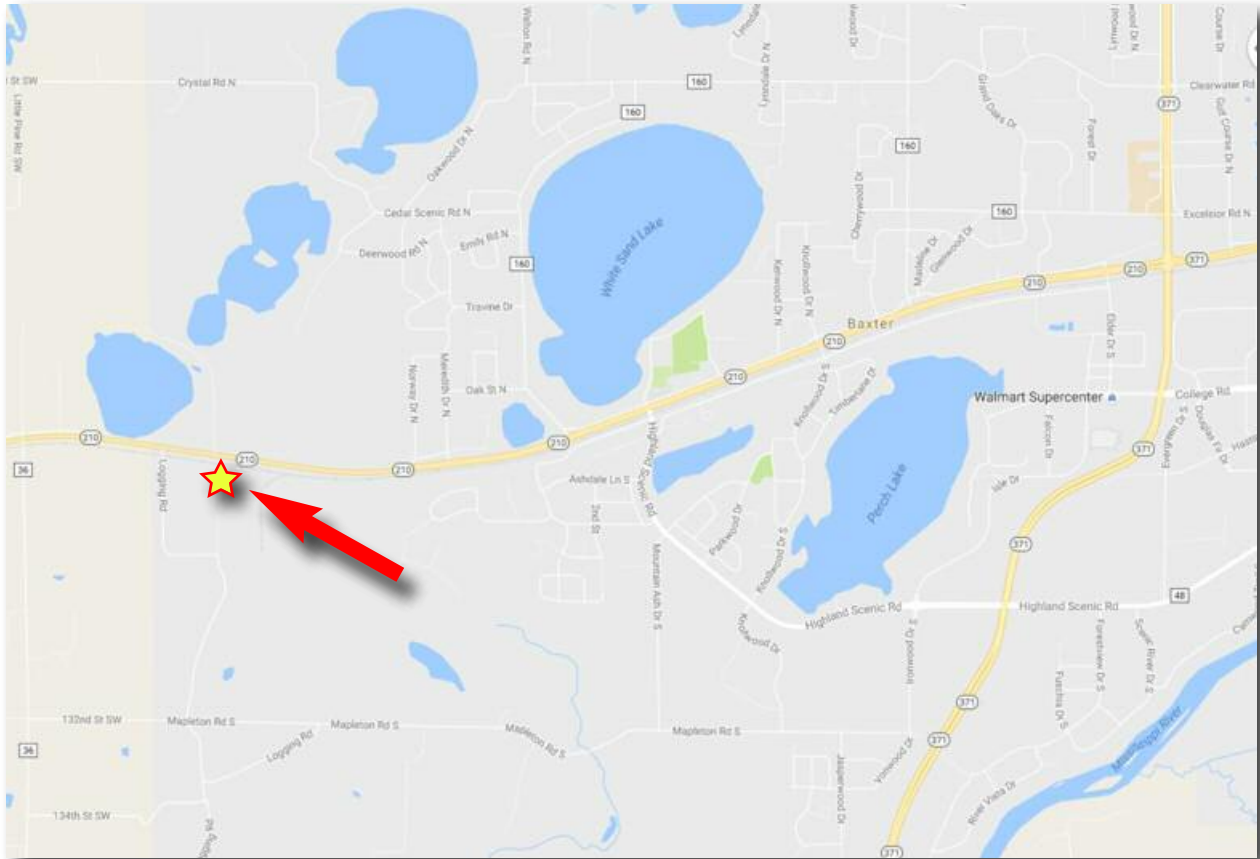
Industrial related businesses including manufacturing, warehousing, automotive, trucking, wholesaling, and other related industrial uses. Medium and heavy industrial uses.

Note: The Long Range Planning Commission (LRPC) had the following recommendation for land south of Highway 210, which would include the West Baxter Business Park. Due to the size of the railroad corridor south of Highway 210, the LRPC does not support the Gateway design standards south of Highway 210 but still recommended the Business Gateway District for the uses the zoning district would allow. ***Contact the City of Baxter Planning & Zoning department for more information.***

The map shows the Baxter area in Oregon, with a yellow star and a red arrow pointing to a location on Highway 101. The map includes labels for various roads, lakes, and elevation points. The star is located on Highway 101, just west of the town of Baxter. The red arrow points from the star towards the town of Baxter. The map also shows several lakes, including Lake 101, Lake 102, and Lake 103. Elevation points are marked with numbers such as 1000, 1200, 1400, 1600, 1800, 2000, 2200, 2400, 2600, 2800, 3000, 3200, 3400, 3600, 3800, 4000, 4200, 4400, 4600, 4800, 5000, 5200, 5400, 5600, 5800, 6000, 6200, 6400, 6600, 6800, 7000, 7200, 7400, 7600, 7800, 8000, 8200, 8400, 8600, 8800, 9000, 9200, 9400, 9600, 9800, 10000, 10200, 10400, 10600, 10800, 11000, 11200, 11400, 11600, 11800, 12000, 12200, 12400, 12600, 12800, 13000, 13200, 13400, 13600, 13800, 14000, 14200, 14400, 14600, 14800, 15000, 15200, 15400, 15600, 15800, 16000, 16200, 16400, 16600, 16800, 17000, 17200, 17400, 17600, 17800, 18000, 18200, 18400, 18600, 18800, 19000, 19200, 19400, 19600, 19800, 20000, 20200, 20400, 20600, 20800, 21000, 21200, 21400, 21600, 21800, 22000, 22200, 22400, 22600, 22800, 23000, 23200, 23400, 23600, 23800, 24000, 24200, 24400, 24600, 24800, 25000, 25200, 25400, 25600, 25800, 26000, 26200, 26400, 26600, 26800, 27000, 27200, 27400, 27600, 27800, 28000, 28200, 28400, 28600, 28800, 29000, 29200, 29400, 29600, 29800, 30000, 30200, 30400, 30600, 30800, 31000, 31200, 31400, 31600, 31800, 32000, 32200, 32400, 32600, 32800, 33000, 33200, 33400, 33600, 33800, 34000, 34200, 34400, 34600, 34800, 35000, 35200, 35400, 35600, 35800, 36000, 36200, 36400, 36600, 36800, 37000, 37200, 37400, 37600, 37800, 38000, 38200, 38400, 38600, 38800, 39000, 39200, 39400, 39600, 39800, 40000, 40200, 40400, 40600, 40800, 41000, 41200, 41400, 41600, 41800, 42000, 42200, 42400, 42600, 42800, 43000, 43200, 43400, 43600, 43800, 44000, 44200, 44400, 44600, 44800, 45000, 45200, 45400, 45600, 45800, 46000, 46200, 46400, 46600, 46800, 47000, 47200, 47400, 47600, 47800, 48000, 48200, 48400, 48600, 48800, 49000, 49200, 49400, 49600, 49800, 50000, 50200, 50400, 50600, 50800, 51000, 51200, 51400, 51600, 51800, 52000, 52200, 52400, 52600, 52800, 53000, 53200, 53400, 53600, 53800, 54000, 54200, 54400, 54600, 54800, 55000, 55200, 55400, 55600, 55800, 56000, 56200, 56400, 56600, 56800, 57000, 57200, 57400, 57600, 57800, 58000, 58200, 58400, 58600, 58800, 59000, 59200, 59400, 59600, 59800, 60000, 60200, 60400, 60600, 60800, 61000, 61200, 61400, 61600, 61800, 62000, 62200, 62400, 62600, 62800, 63000, 63200, 63400, 63600, 63800, 64000, 64200, 64400, 64600, 64800, 65000, 65200, 65400, 65600, 65800, 66000, 66200, 66400, 66600, 66800, 67000, 67200, 67400, 67600, 67800, 68000, 68200, 68400, 68600, 68800, 69000, 69200, 69400, 69600, 69800, 70000, 70200, 70400, 70600, 70800, 71000, 71200, 71400, 71600, 71800, 72000, 72200, 72400, 72600, 72800, 73000, 73200, 73400, 73600, 73800, 74000, 74200, 74400, 74600, 74800, 75000, 75200, 75400, 75600, 75800, 76000, 76200, 76400, 76600, 76800, 77000, 77200, 77400, 77600, 77800, 78000, 78200, 78400, 78600, 78800, 79000, 79200, 79400, 79600, 79800, 80000, 80200, 80400, 80600, 80800, 81000, 81200, 81400, 81600, 81800, 82000, 82200, 82400, 82600, 82800, 83000, 83200, 83400, 83600, 83800, 84000, 84200, 84400, 84600, 84800, 85000, 85200, 85400, 85600, 85800, 86000, 86200, 86400, 86600, 86800, 87000, 87200, 87400, 87600, 87800, 88000, 88200, 88400, 88600, 88800, 89000, 89200, 89400, 89600, 89800, 90000, 90200, 90400, 90600, 90800, 91000, 91200, 91400, 91600, 91800, 92000, 92200, 92400, 92600, 92800, 93000, 93200, 93400, 93600, 93800, 94000, 94200, 94400, 94600, 94800, 95000, 95200, 95400, 95600, 95800, 96000, 96200, 96400, 96600, 96800, 97000, 97200, 97400, 97600, 97800, 98000, 98200, 98400, 98600, 98800, 99000, 99200, 99400, 99600, 99800, 100000, 100200, 100400, 100600, 100800, 101000, 101200, 101400, 101600, 101800, 102000, 102200, 102400, 102600, 102800, 103000, 103200, 103400, 103600, 103800, 104000, 104200, 104400, 104600, 104800, 105000, 105200, 105400, 105600, 105800, 106000, 106200, 106400, 106600, 106800, 107000, 107200, 107400, 107600, 107800, 108000, 108200, 108400, 108600, 108800, 109000, 109200, 109400, 109600, 109800, 110000, 110200, 110400, 110600, 110800, 111000, 111200, 111400, 111600, 111800, 112000, 112200, 112400,

{ Location Map }

North



South

{ Demographics }

Trade Area 2016 Population (Includes the following counties):

Crow Wing County	65,395
Cass County	29,482
Total Trade Area Population	94,877

2016 Population:

Baxter	8,114
Brainerd	30,596

Estimated Summer Population:	Brainerd/Baxter	200,000+
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Projected Population Growth Change 2016-2021:

Crow Wing County	0.60%
Baxter	0.89%

Households in 2016:

Crow Wing County	27,185
Baxter	3,077

2016 Median Household Income:	Crow Wing County	\$50,396
	Baxter	\$60,617

Crow Wing County Retail Sales in 2012:	\$1,124,967,000
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2016 Crow Wing County Major Employers:

	Industry	# of Employees
Essentia Health - Central Region	Healthcare	1,460
Cuyuna Regional Medical Center	Healthcare	947
Brainerd School District	Education	893
Grand View Lodge	Tourism	720
Madden's Resort	Tourism	550
Ascensus	Technology	500
Breezy Point Resort	Tourism	500
Clow Stamping	Manufacturing	440
Crow Wing County	Government	415
Cragun's Resort	Tourism	380
Central Lakes College	Education	325
Walmart	Retail	320
Cub Foods/Super Valu (3 Stores)	Retail	320
Ruttgers Bay Lake Resort	Tourism	300
Anderson Brothers Construction	Construction	260
Pequot Lakes School District	Education	240
Crosby Ironston School District	Education	240
Mills Automotive	Retail	220
Bang Printing	Manufacturing	218
City of Brainerd	Government	208
Bethany Good Samaritan	Healthcare	175
Costco	Retail	175
Woodland Good Samaritan	Healthcare	175
Landys+Gyr Inc.	Energy	140
Nortech Systems	Manufacturing	97

Continued on next page.

{ Demographics }

Area Businesses: (To see a list of additional businesses, please go to www.explorebrainerdlakes.com)

Financial Institutions: 15+
(multiple locations not counted)

Churches: 30+

Schools: 15+

Golf Courses: 27+

Resorts:

Bay Colony Inn
Breezy Point Resort
Craguns
Fritz's Resort
Grand View Lodge
Gull Lake Resort
Izaty's
Kavanaugh's
Lost Lake Lodge
Maddens
Quarterdeck
Ruttger's Bay Lake Lodge
Sullivans
Plus numerous others

Major Retailers:

Aldi
Anytime Fitness
Auto Zone
Best Buy
Big Lots
Book World
Brother's Motorsports
Cashwise Liquor (2)
Christmas Point
Costco
Cub Foods (2)
Discount Tire
Dunham's Sports
East Brainerd Mall
(17 Retailers)
Fleet Farm
Gander Mountain
Herberger's
Home Depot
JC Penney's
Jiffy Lube
Kohl's

Major Retailers Continued:

Menards
Office Max
Sears
Super One
Super Wal-Mart
Target
The Power Lodge
Walgreens
Westgate Mall
(27 Retailers)
Westside Liquor

Restaurants/Fast Food:

218 Local
371 Diner
612 Station
Antler's
Applebee's
Arby's
Bar Harbor
Baxter's
Billy's
Black Bear Lodge & Saloon
Boomer Pizza
Boulder Tap House
Breezy Point Marina
Brick House Pizza
Buffalo Wild Wings
Burger King
Burritos California
Caribou Coffee (2)
Cherry Berry
China Buffet
China Garden
Cold Stone Creamery
Country Kitchen
Cowboy's
Cragun's Legacy Grill
Cru
Culver's
Dairy Queen (3)
Diamond House
Domino's Pizza
El Tequila
Erbert & Gerberts
Ernie's
Four Seas
Giovanni's Pizza

Restaurants/Fast Food Continued

Grizzly's Grill & Saloon
Half Moon Saloon
Hardee's
Hunt 'N Shack
Jack's House
Jake's
Jimmy John's
KFC (2)
Lucky's
Madden's Classic Grill
Manhattan Beach
Maucieri's
McDonalds (3)
Moonlite Bay
Northern Cowboy's
Northwinds Grille
Olive Garden
Papa John's Pizza
Papa Murphy's Pizza
Perkins
Pestello's
Pine Peaks
Pizza Hut
Pizza Ranch
Poncho & Lefty's
Prairie Bay
Prime Time
Quarterdeck
Rafferty's Pizza (3)
Riverside Inn
Ruttger's
Sakura
Sawmill Inn
Sherwood Forest
Starbucks (2)
Subway (3)
Taco Bell
Taco John's
The Barn
The Chap
The Commander
The Pines at Grandview
Tim Horton's
Timberjack
Wendy's (2)
Ye Ole Wharf
Zorbaz (2)

{ Thank You }

Thank you for considering this Close - Converse opportunity

Close - Converse is pleased to present this real estate opportunity for your review. It is our intention to provide you with the breadth of information and data that will allow you to make an informed decision.

We are here to help

Please review this package and contact us with any questions you may have. We are prepared to discuss how this property meets your needs and desires. Facts, figures and background information will aid in your decision. Should you need specialized counsel in the areas of taxation, law, finance, or other areas of professional expertise, we will be happy to work with your advisor or, we can recommend competent professionals.

How to acquire this opportunity

When you have made a decision to move forward, we can help structure a proposal that covers all the complexities of a commercial real estate transaction. As seller's/landlord's representatives, we know the seller's/landlord's specific needs and can tailor a proposal that expresses your desires, provides appropriate contingencies for due diligence and results in a win-win transaction for all parties.

Agency and you

Generally, we are retained by sellers or landlords to represent them in the packaging and marketing of their commercial, investment or development real estate. You are encouraged to review the Minnesota disclosure form "Agency Relationships in Real Estate Transactions" which is enclosed at the end of this package. If you have questions about agency and how it relates to your search for the right property, please ask us. We will answer all your questions and review the alternatives.

Should you wish to pursue this opportunity, please acknowledge your review of "Agency Relationships" by signing, dating and returning it to us.

{ Agency Disclosure }

AGENCY RELATIONSHIPS IN REAL ESTATE TRANSACTIONS

1. Page 1

2. **MINNESOTA LAW REQUIRES** that early in any relationship, real estate brokers or salespersons discuss with
3. consumers what type of agency representation or relationship they desire.⁽¹⁾ The available options are listed below. This
4. is not a contract. This is an agency disclosure form only. If you desire representation you must enter into a written
5. contract, according to state law (a listing contract or a buyer representation contract). Until such time as you choose
6. to enter into a written contract for representation, you will be treated as a customer and will not receive any representation
7. from the broker or salesperson. The broker or salesperson will be acting as a Facilitator (see paragraph V on page
8. two (2)), unless the broker or salesperson is representing another party, as described below.

9. **ACKNOWLEDGMENT:** I/We acknowledge that I/we have been presented with the below-described options.
10. I/Ws understand that until I/we have signed a representation contract, I/we am/are not represented by the
11. broker/salesperson. I/We understand that written consent is required for a dual agency relationship.

12. **THIS IS A DISCLOSURE ONLY, NOT A CONTRACT FOR REPRESENTATION.**

13. _____
(Signature) (Date) (Signature) (Date)

14. I. **Seller's Broker:** A broker who lists a property, or a salesperson who is licensed to the listing broker, represents
15. the Seller and acts on behalf of the Seller. A Seller's broker owes to the Seller the fiduciary duties described
16. on page two (2).⁽²⁾ The broker must also disclose to the Buyer material facts as defined in MN Statute 82.54,
17. Subd. 3, of which the broker is aware that could adversely and significantly affect the Buyer's use or enjoyment
18. of the property. If a broker or salesperson working with a Buyer as a customer is representing the Seller, he or
19. she must act in the Seller's best interest and must tell the Seller any information disclosed to him or her, except
20. confidential information acquired in a facilitator relationship (see paragraph V on page two (2)). In that case, the
21. Buyer will not be represented and will not receive advice and counsel from the broker or salesperson.

22. II. **Subagent:** A broker or salesperson who is working with a Buyer but represents the Seller. In this case, the Buyer
23. is the broker's customer and is not represented by that broker. If a broker or salesperson working with a Buyer as
24. a customer is representing the Seller, he or she must act in the Seller's best interest and must tell the Seller any
25. information that is disclosed to him or her. In that case, the Buyer will not be represented and will not receive advice
26. and counsel from the broker or salesperson.

27. III. **Buyer's Broker:** A Buyer may enter into an agreement for the broker or salesperson to represent and act on
28. behalf of the Buyer. The broker may represent the Buyer only, and not the Seller, even if he or she is being paid
29. in whole or in part by the Seller. A Buyer's broker owes to the Buyer the fiduciary duties described on page two
30. (2).⁽³⁾ The broker must disclose to the Buyer material facts as defined in MN Statute 82.54, Subd. 3, of which
31. the broker is aware that could adversely and significantly affect the Buyer's use or enjoyment of the property. If
32. a broker or salesperson working with a Seller as a customer is representing the Buyer, he or she must act in the
33. Buyer's best interest and must tell the Buyer any information disclosed to him or her, except confidential information
34. acquired in a facilitator relationship (see paragraph V on page two (2)). In that case, the Seller will not be represented
35. and will not receive advice and counsel from the broker or salesperson.

36. IV. **Dual Agency - Broker Representing both Seller and Buyer:** Dual agency occurs when one broker or salesperson
37. represents both parties to a transaction, or when two salespersons licensed to the same broker each represent a
38. party to the transaction. Dual agency requires the informed consent of all parties, and means that the broker and
39. salesperson owe the same duties to the Seller and the Buyer. This role limits the level of representation the broker
40. and salesperson can provide, and prohibits them from acting exclusively for either party. In a dual agency, confidential
41. information about price, terms and motivation for pursuing a transaction will be kept confidential unless one party
42. instructs the broker or salesperson in writing to disclose specific information about him or her. Other information
43. will be shared. Dual agents may not advocate for one party to the detriment of the other.⁽⁴⁾

44. Within the limitations described above, dual agents owe to both Seller and Buyer the fiduciary duties described
45. on page two (2).⁽⁵⁾ Dual agents must disclose to Buyers material facts as defined in MN Statute 82.54, Subd. 3, of
46. which the broker is aware that could adversely and significantly affect the Buyer's use or enjoyment of the
47. property.

48. _____ I have had the opportunity to review the "Notice Regarding Predatory Offender Information" on
(Date) (Date)

51. V. **Facilitator:** A broker or salesperson who performs services for a Buyer, a Seller or both but does not represent
52. either in a fiduciary capacity as a Buyer's Broker, Seller's Broker or Dual Agent. **THE FACILITATOR BROKER
53. OR SALESPERSON DOES NOT OWE ANY PARTY ANY OF THE FIDUCIARY DUTIES LISTED BELOW,
54. EXCEPT CONFIDENTIALITY, UNLESS THOSE DUTIES ARE INCLUDED IN A WRITTEN FACILITATOR
55. SERVICES AGREEMENT.** The facilitator broker or salesperson owes the duty of confidentiality to the party but
56. owes no other duty to the party except those duties required by law or contained in a written facilitator services
57. agreement, if any. In the event a facilitator broker or salesperson working with a Buyer shows a property listed by
58. the facilitator broker or salesperson, then the facilitator broker or salesperson must act as a Seller's Broker (see
59. paragraph I on page one (1)). In the event a facilitator broker or salesperson, working with a Seller, accepts a
60. showing of the property by a Buyer being represented by the facilitator broker or salesperson, then the facilitator
61. broker or salesperson must act as a Buyer's Broker (see paragraph III on page one (1)).

62. ⁽¹⁾ This disclosure is required by law in any transaction involving property occupied or intended to be occupied by
63. one to four families as their residence.

64. ⁽²⁾ The fiduciary duties mentioned above are listed below and have the following meanings:

65. **Loyalty** - broker/salesperson will act only in client(s)' best interest.

66. **Obedience** - broker/salesperson will carry out all client(s)' lawful instructions.

67. **Disclosure** - broker/salesperson will disclose to client(s) all material facts of which broker/salesperson has knowledge

68. which might reasonably affect the client(s)' use and enjoyment of the property.

69. **Confidentiality** - broker/salesperson will keep client(s)' confidences unless required by law to disclose specific

70. information (such as disclosure of material facts to Buyers).

71. **Reasonable Care** - broker/salesperson will use reasonable care in performing duties as an agent.

72. **Accounting** - broker/salesperson will account to client(s) for all client(s)' money and property received as agent.

73. ⁽³⁾ If Seller(s) decide(s) not to agree to a dual agency relationship, Seller(s) may give up the opportunity to sell the

74. property to Buyers represented by the broker/salesperson. If Buyer(s) decide(s) not to agree to a dual agency

75. relationship, Buyer(s) may give up the opportunity to purchase properties listed by the broker.

76. **NOTICE REGARDING PREDATORY OFFENDER INFORMATION:** Information regarding the predatory offender
77. registry and persons registered with the predatory offender registry under MN Statute 243.165 may be
78. obtained by contacting the local law enforcement offices in the community where the property is located,
79. or the Minnesota Department of Corrections at (651) 361-7200, or from the Department of Corrections Web site at
80. www.corr.state.mn.us.

MN AGCYD/SD-2 (8/10)

{ Contact }

Close~Converse

COMMERCIAL & PREFERRED PROPERTIES

Specializing in Commercial Real Estate & Business Brokerage

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PO Box 327
Brainerd, MN 56401

Telephone: 218-828-3334

Fax: 218-828-4330

Website: www.closeconverse.com

You may also contact the following members of the Close~Converse team by cell phone or email.

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nate@closeconverse.com

Tim Miller, CCIM 218-838-8772 cell
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Chris Close, CCIM 218-831-7510 cell
chris@closeconverse.com

Kevin Close 218-831-3077 cell
kevin@closeconverse.com

Jody Osterloh 218-831-0712 cell
jody@closeconverse.com