

Fargo Moorhead Leadership

Business and Community Leadership

November Session

Business and Community Leadership

Our November session will explore local business and community leadership. We will also discuss how the trait "Authenticity" plays an important role in being an effective leader.

Our session will begin at 8:00 a.m. this month to allow for a "Meet your group members" breakfast. You should have all received an email with a complete listing of the project groups, this list was also shared with the participating organizations. You should plan on making contact with your organization

following our session. Also present at the breakfast will be an FM Leadership Alum, assigned to each project group to act as a liaison for any questions you may have throughout the project process.



I am going to apologize in

advance for the inconvenience that will be the parking situation. We had the opportunity to hold our day at two great locations!

You will be happy

to know that this will be our last session with any parking issues!

The morning portion of our session will be held at **Barry Hall**, 811 2nd Avenue North, Fargo. Room 266. Parking is wherever you can find it on the street near Barry Hall, of course carpooling is always an option!

Our later morning to end of day will be held at the **Avalon Event Center** located at **613 1st Ave N**. We will walk from Barry Hall to The Avalon, they are very close together.



To prepare for our November Session

- **Read the description of "Authenticity" found in your binder**
- **Reminder, our session begins at 8:00 am SHARP. Please allow yourself enough time for parking**
- **This sessions attire will be business as we will be interacting with a number of individuals from the community**

WHEN WILL WE REVISIT DISC?



Our December session will focus on *Professional Development* topics. Through this session we will further

explore the DiSC concept we introduced at our September Orientation session. As a class, we will identify additional professional development topics we would like to further explore, this

will be done through an online survey, so be thinking about professional skills and topics you would like to learn more about.

See second page for full November Agenda



FARGO MOORHEAD LEADERSHIP

MISSION OF THE DAY:

- **Business and Community Leadership**
- **Leadership Capacity: Authenticity**

- 8:00 a.m. **Meet your Group Members Breakfast**
- 8:30 a.m. **Welcome/Frame the Day- Alumni**
- 8:40 a.m. **Tour of Barry Hall**
- 9:15 a.m. **Leadership Exemplar on Authenticity**
Howard Hansen- Howard Hansen Consulting
- 10:15 a.m. **Walk over to The Avalon**
- 10:30 a.m. **Business and Community Leadership Panel**
Paul Laney- Sheriff, Cass County Government
Judy Green- Executive Director, United Way of Cass Clay
Mike Marcil- CEO, The Marcil Group
Dave Anderson- CEO, Downtown Community Partnership
- 12:15 p.m. **Lunch**
- 1:00 p.m. **Innovation in Fargo Moorhead**
Mark Rheault- President and CEO Intelligent InSites
- 1:45 **Break**
- 2:00 p.m. **Fargo Moorhead Economic Development**
Mary Batcheller, Director of Business Development, Fargo Moorhead Economic Development Corporation
- 3:00 p.m. **Businesses Going Green- What's all the Hype?**
Mary Aldrich- Sales Manager- Minnkota Recycling
Robin Swanson- Marketing Coordinator- Cass County Electric
- 4:15 p.m. **Wrap up**

Thank you to our Session Sponsor!

NDSU

FARGO MOORHEAD LEADERSHIP

November Presenter Biographies

Howard Hansen, Consultant- Howard Hansen Consulting

Howard Hansen is owner of **Howard Hansen Consulting** whose mission is; *Contributing to Clients' Success through Consulting for Business Growth and Leadership Effectiveness*. The service specializes in providing expertise to business leaders on leadership and organizational excellence through effective human resource systems. Hansen is also a partner in "Healing Leaders", who mission is; *To challenge, guide, nurture and support leaders who give themselves to creating a better world*.

Hansen was Vice President and Business Development Consultant for Great Plains Software, Inc., Fargo, North Dakota (now Microsoft/Great Plains Business Solutions). Hansen was Great Plains Software's first Vice President for Human Resources and fostered the development and management of systems and processes, which led to three consecutive recognitions of the company as one of the "100 Best Companies to Work for in America". (Fortune Magazine, January 1998)

As Business Development Consultant, Hansen created and led Great Plains Software's organizational development consulting services provided exclusively to its extensive network of independent sales and support organizations throughout the world. He is an investor and consultative advisor for startup companies, including one in the Detroit Lakes area. He is an accredited facilitator and consultant on Emotional Competencies and related inventory processes. He was Executive in Residence at North Dakota State University's College of Business in September, 2003.

Judy Green, President- United Way of Cass Clay

Judy Green grew up in a small town in Northern North Dakota, Langdon. Upon graduation, she moved to the Fargo-Moorhead area and attended college at Moorhead State University where she received her associate's degree in accounting. She has worked professionally in three different industries. Judy worked at First Bank for eight years early in her career. From there, she moved into ministry and was employed at Olivet Lutheran Church as their Church Administrator. Crane Johnson Lumber Company was her next occupational choice. She was employed there for seven years as their Financial Manager.

As Scott and Judy's children grew older, she finally made the transition into the non-profit arena where her personal passion became her profession. She spent four years as the Executive Director of the YWCA and was considered the beacon of hope for the women and children in our region. In March, 2008, she accepted the position of President at the United Way of Cass-Clay. She has been quoted as stating that the her newest position now allows her the opportunity to see the community-wide needs and how we can collectively, as a community, work to create lasting change. Judy is currently serving as Vice Chair of the Meritcare Health Systems Board of Trustees Judy is married to Scott Green, Market President of Bank of the West. They have two children; Ben (20) and Allison (17). They reside in South Fargo.

Mike Marcil, CEO- The Marcil Group

Mike Marcil is an unconventional entrepreneur with over twenty years of experience building a variety of business ventures. Marcil co-founded The Marcil Group Inc. a real estate investment company based in Fargo North Dakota and currently serves as the company CEO. Over the years Marcil has been involved as a founder, investor or advisor to many other entrepreneurs and startup companies. Current projects include investments in the areas of real estate, media, restaurants, technology and green products. Through his leadership and vision these organizations have grown to include over 20 operating companies that employ over 200 people throughout North Dakota, Minnesota and California.

Prior to founding The Marcil Group, Marcil served in a variety of executive level and consulting positions within the real estate, economic development, marketing and technology industries. Mr. Marcil has served organizations including: Forrest City Real Estate, The State of North Dakota, Twin Cities Development Association, Black Hills Community Economic Development Inc., Big Sky EDA, Valassis Communications Inc., Nami Media Inc., Direct Response Technologies, Inc., and Publishers Clearing House.

Mr. Marcil is a graduate of The University of North Dakota and lives in Fargo with his wife Trish and two children Max and Olivia.

FARGO MOORHEAD LEADERSHIP

November Presenter Biographies

Dave Anderson, President- Downtown Community Partnership

Dave Anderson has been president and chief executive officer of the Downtown Community Partnership of Fargo, North Dakota and Moorhead, Minnesota since July 2000. Prior to coming to the F/M community, Dave spent seven years as the CEO of Downtown Partners in his hometown of Sioux City, Iowa.

Dave's hobbies of local history and historic preservation, as well as his years of travel and residence in some of the country's best cities led him to the downtown development field after twenty years as a lobbyist and marketer in the transportation industry. Dave was staff director for public affairs and member relations for AAA Texas following similar service for AAA Washington as director of marketing and member services. Prior to that he was a regional director in the Southwest and the Pacific Northwest for the Highway Users Federation, a Washington DC-based association encouraging highway safety and mobility efforts in states and communities across America.

Dave currently serves on the board of directors of the International Downtown Association and is chair of the IDA Policy Task Force, helping lead the on-going national discussion of urban development and downtowns' place in the economic growth of the communities they serve. He also is an Executive Committee member for the National Council for Public Private Partnerships. He has served on many community and state boards, including United Way, the Plains Art Museum, YMCA, the Fargo/Cass Community Board of Health, Sioux City's Historic Preservation Commission, Iowa's National Register Review Committee and the Governor's Task Force for Education Reform in Texas.

The Anderson family lives in Moorhead MN. Dave's wife, Linda, is the Human Resources Coordinator at Ulteig Engineers. They have three children ... Bobby, who many know from his excellent table-service provided at Monte's Downtown ... Kelsie, a high school senior who enjoys performing in musicals and plays ... and Jarrod, a junior who splits his time between singing & acting at every opportunity and learning all he can about politics and public policy.

Mary Aldrich, Sales Manager- Minnkota Recycling

Mary has been employed by Minnkota Recycling since 1995. Minnkota Recycling is one of the largest recycling companies in North Dakota. Minnkota operates a multiple recycling facility in Fargo that processes over 58,000,000 pounds annually of recyclable material.

Mary's primary responsibilities include the sales and marketing for Minnkota. She oversees customer relations and sales development for the company; Minnkota also provides confidential document destruction services. Mary also provides brokerage recycling services for customers in North Dakota and Minnesota. Mary has also worked on many different consulting projects that have included scrap metal and appliance recycling, cooperative marketing and electronics & HHW for the state of North Dakota, along with education and training on recycling for classrooms.

Mary lives in Wahpeton, ND with her husband Craig and has 2 grown children

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Mark Rheault, President and CEO- Intelligent InSites

Mark Rheault provides strategic vision and executive directions for Intelligent InSites – the market and technology leader in providing enterprise visibility solutions for healthcare. Rheault's innovative spirit and his extensive healthcare and technology experience led to the creation of the InSites Enterprise Visibility Platform™ - a standard for process and workflow automation in healthcare. Prior to co-founding Intelligent InSites, Rheault helped launch and grow several technology companies through his executive consulting practice. In 1999, Rheault helped grow a technology startup, BeAtHome, from the garage to a successful acquisition by Echelon in 2002. During that time, his products won the Consumer Electronics "Best of Show" award in 2001 and again in 2002. Rheault also spent five years leading a development team at MeritCare Health System, where he designed and developed the first web-based patient flow application in 1997. Rheault holds an MBA from North Dakota State University and a BS in Business from Southern Illinois University. He is a member of the Advisory Committee for the NDSU Center of Technology Enterprise, an Alien Technology Fellow, and a certified PMI Project Management Professional. Rheault has been widely recognized by the community for creating many high-tech jobs in North Dakota and his entrepreneurial achievements.

Mary Batchellor, Director of Business Development, Greater Fargo Moorhead Economic Development Corporation

Mary Batchellor is the Director of Business Development at the Greater Fargo Moorhead Economic Development Corporation. In this position, Mary works to attract new primary sector businesses to the Greater Fargo Moorhead region by utilizing economic and industry research and target marketing. Mary joined the GFMEDC in 2006 as the Communications Coordinator and moved into her current position in July of 2008. She graduated magna cum laude from the University of Minnesota with a bachelor's degree in political science. She is an active member of the Altrusa Club of Fargo and lives in North Fargo with her husband, David, and two dogs

Robin Swanson, Marketing Coordinator- Cass County Electric

A lifelong North Dakotan, Robin has lived in a few different parts of eastern North Dakota, eventually settling in Fargo. She attended nursing school, graduating as a Registered Nurse. For the past three and a half years, Robin has worked at Cass County Electric Cooperative in the marketing department. Her main focus is energy conservation and efficiency for homes and businesses. She visits with realtors, bankers, and contractors to help get the word out to home owners on the importance of saving energy. Robin also meets with first time homebuyers to educate them on energy efficiency in the home and she visits businesses to help them how to save on their energy bills.

Robin has lived in Fargo for 10 years. She has two children, Clark, 21, and Kadrie, 17.