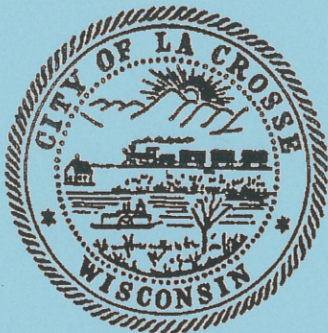


File #

2003-08-038



# CITY OF LA CROSSE COUNCIL LEGISLATION

**CAPTION:**

Communication from attorney for Northern Engraving relative to transfer of former city-owned property located at 2405 Hauser St. *and Resolution approving same*

**REFERRAL ROUTE:**

Intro. 7/10/03  
BPW  
CPC  
HPU

**ACTIONS AND DATES: (for Clerk's Office use only)**

REPORT AND  
RESOLUTION ADOPTED  
AUG 14 2003  
BY COUNCIL

REQUESTED BY:

INTRODUCED BY:

COMMITTEE REPORT

Your Highways, Properties and Utilities Committee having under consideration the annexed communication from attorney for Northern Engraving relative to transfer of former city-owned property located at 2405 Hauser St., and said matter having been referred to the Board of Public Works and the City Plan Commission and same having made and filed their reports thereon, recommends adoption of the following resolution.

Respectfully submitted,

Bernard Maney, Chmn  
John Satory, Jr.  
Marilyn Wigdahl  
Bill Harnden  
Andrew Monfre  
Jason Peters

REPORT AND  
RESOLUTION ADOPTED  
AUG 14 2003  
BY COUNCIL

RESOLUTION

BE IT RESOLVED by the Common Council of the City of La Crosse that it hereby authorizes the appropriate City officials to execute the satisfaction documents necessary to close on the property contingent upon the paving of the parking lot and completion of landscaping in accordance with the initial plan submitted to the City Plan Commission in 1999.

Typed: 8-7-03

Approved:

AUG 26 2003

LK

RJH

File # 2003-08-038

This box is for  
internal use only

J&A \_\_\_\_\_

HPU 96

F&P \_\_\_\_\_

**COMMITTEE HEARING REGISTRATION SLIP**

Name: Steve Johnson Date: 8/12/03  
PLEASE PRINT

Address: 2820 Commerce St. La Crosse

I represent: American Warehousing

Legislation: Sale of 2405 Hausser St.  
Northam Engraving to American Whse.

(Please fill out a separate sheet for each piece of legislation in which you are interested.)

**Please check only one:**

- I wish to speak in favor of the legislation.
- I wish to speak in opposition of the legislation
- I wish to register in favor of the legislation
- I wish to register in opposition of the legislation
- I'm in favor of the legislation, but only here to answer questions
- I'm in opposition of the legislation, but only here to answer questions

This box is for  
internal use only

J&A \_\_\_\_\_

HPU 96

F&P \_\_\_\_\_

**COMMITTEE HEARING REGISTRATION SLIP**

Name: BILL PARKE Date: 08/12/03  
**PLEASE PRINT**

Address: 2340 ENTERPRISE AVENUE

I represent: MAIN STREET INGREDIENTS

Legislation: SALE OF HAUSER ST. PROPERTY TO STEVE JOHNSON  
NORTHERN ENGRAVING

---

(Please fill out a separate sheet for each piece of legislation in which you are interested.)

**Please check only one:**

- I wish to speak in favor of the legislation.
- I wish to speak in opposition of the legislation
  
- I wish to register in favor of the legislation
- I wish to register in opposition of the legislation
  
- I'm in favor of the legislation, but only here to answer questions
- I'm in opposition of the legislation, but only here to answer questions

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J&A \_\_\_\_\_

HPU 96

F&P \_\_\_\_\_

### COMMITTEE HEARING REGISTRATION SLIP

Name: Edsel Johnson Date: 8-12-03

PLEASE PRINT

Address: 803 S. Black River Street

I represent: Northern Engraving Corporation

Legislation: Highways, Properties & Utilities Committee  
item 96 2405 Hanser Street

---

(Please fill out a separate sheet for each piece of legislation in which you are interested.)

**Please check only one:**

- I wish to speak in favor of the legislation.
- I wish to speak in opposition of the legislation
- I wish to register in favor of the legislation
- I wish to register in opposition of the legislation
- I'm in favor of the legislation, but only here to answer questions
- I'm in opposition of the legislation, but only here to answer questions

This box is for  
internal use only

J&A \_\_\_\_\_

HPU 96

F&P \_\_\_\_\_

COMMITTEE HEARING REGISTRATION SLIP

Name: ROBERT P. SMYTH Date: 8/12/03  
PLEASE PRINT

Address: 200 MAIN ST SUITE 300

I represent: NORTHERN ENGRAVING

Legislation: HPU ITEM 96

---

(Please fill out a separate sheet for each piece of legislation in which you are interested.)

**Please check only one:**

- I wish to speak in favor of the legislation.
- I wish to speak in opposition of the legislation
  
- I wish to register in favor of the legislation
- I wish to register in opposition of the legislation
  
- I'm in favor of the legislation, but only here to answer questions
- I'm in opposition of the legislation, but only here to answer questions









# BOARD OF PUBLIC WORKS

CITY OF LA CROSSE  
400 LA CROSSE STREET  
LA CROSSE, WISCONSIN 54601-3396  
PHONE (608) 789-7599  
FAX (608) 789-8322

PATRICK CAFFREY, President, DPW  
JOHN MEDINGER, Mayor  
JOHN SATORY, JR., Council Member  
EUGENE PFAFF, Finance Director  
RANDY TURTENWALD, City Engineer  
LAWRENCE KIRCH, City Planner  
PATRICK HOULIHAN, Legal Counsel  
TERI LEHRKE, City Clerk, Secretary

July 15, 2003

Honorable Mayor and  
Common Council Members

Re: Communication from attorney for Northern Engraving relative to transfer of former city-owned property located at 2405 Hauser St.

Ladies and Gentlemen:

The Board of Public Works considered the above matter at their meeting today and recommended that the city attempt to work with the owners and Mr. Johnson, whereby the city would retake title to approximately two acres on parcel D, with Mr. Johnson to have a right of first refusal to acquire the land if a developer comes along.

Sincerely,

Pat Caffrey  
President

/tll



LEGAL DEPARTMENT  
CITY HALL  
400 LA CROSSE STREET  
LA CROSSE WI 54602-3396  
PHONE 608/789-7511  
FAX 608/789-7390

Patrick J. Houlihan  
City Attorney

Peter B. Kiskan  
Deputy City Attorney

Pamela Captain  
Assistant City Attorney

July 8, 2003

- SENT BY FAX -  
782-6999

Attorney Robert Smyth  
Smyth & Dunn  
200 Main Street #300  
PO Box 1627  
La Crosse WI 54602-1627



RE: 2405 Hauser Street Building - Northern Engraving

Dear Bob:

This will acknowledge receipt of your letter dated July 8, 2003 and advise that there will be a request presented to the Common Council for action in August, 2003. We will include both of your letters with that request. The routing will be as follows: Board of Public Works, City Plan Commission, Highways, Properties & Utilities Committee, Committee of the Whole and Common Council. Those meetings are scheduled as follows:

1. Board of Public Works - Friday, July 11, 2003 at 10:00 a.m.
2. City Plan Commission - Monday, August 4, 2003 at 4:00 p.m.
3. Highways, Properties & Utilities Committee - Wednesday, August 6, 2003 at 7:30 p.m.
4. Committee of the Whole - Tuesday, August 12, 2003 at 7:30 p.m.
5. Common Council - Thursday, August 14, 2003 at 7:30 p.m.

If you have any questions about any of the scheduled meetings, please call.

Sincerely,

Patrick J. Houlihan  
City Attorney

PJH:blb

CC: Mayor John D. Medinger  
Teri Lehrke - City Clerk  
Pat Caffrey - Director of Public Works  
Larry Kirch - City Planner

**SMYTH & DUNN**

ATTORNEYS-AT-LAW

*A Partnership of Professional Corporations*

200 Main Street/Suite 300 • Powell Place

P.O. Box 1627

La Crosse, WI 54602-1627

Telephone (608) 785-0050

Robert P. Smyth

Daniel E. Dunn\*

\*Also Licensed in Minnesota

Fax (608) 782-6999

July 8, 2003

**VIA FAX @ 789-7390 AND U.S. MAIL**

Attorney Patrick J. Houlihan  
**City of La Crosse – City Hall**  
400 La Crosse Street  
La Crosse, WI 54601

**Re: 2405 Hauser Street Building – Northern Engraving**

Dear Pat:

I have reviewed your June 27, 2003 letter with representatives of Northern Engraving Corporation and the current tenant, All American Properties, LLC. All American Properties, LLC has an option to purchase the property which it now wishes to exercise. In order to qualify as a Section 1031 real estate exchange, closing has to occur in September. Closing is scheduled to occur on or before September 1, 2003. The option involves all the property (Parcels C and D) which is approximately 8.62 acres. The building that was constructed on the property by Northern Engraving is primarily located on Parcel C but also extends on to Parcel D. All American Properties wishes to acquire all 8.62 acres and Northern Engraving desires to sell all 8.62 acres at the mutually agreed upon option price.

Neither Northern Engraving nor All American Properties is willing to surrender the approximately three acres in Parcel D without compensation as outlined in your June 27, 2003 letter. It is our position the restrictions imposed by the Council in 1999 have been met, and we request the restrictions be removed so marketable title can be transferred. It is my understanding you will introduce my June 10, 2003 letter requesting removal of the restrictions and the supporting documentation to the Council at the July 10, 2003 meeting. I would ask that you also include this letter with my June 10, 2003 letter. After that meeting, please confirm this was done

**COUNCIL COPY**

Attorney Patrick Houlihan  
July 8, 2003  
Page Two

and advise of the routing schedule (times and dates) when this legislation will be considered at the various committee levels. Please contact me if you wish to discuss the matter further.

Very truly yours,

**SMYTH & DUNN**

*Bob*

Robert P. Smyth  
RPS/tmn

cc: P. M. Gelatt  
E. J. Johnson, Jr.  
Steven Johnson



LEGAL DEPARTMENT  
CITY HALL  
400 LA CROSSE STREET  
LA CROSSE WI 54602-3396  
PHONE 608/789-7511  
FAX 608/789-7390

Patrick J. Houlihan  
City Attorney

Peter B. Kisken  
Deputy City Attorney

Pamela A. Captain  
Assistant City Attorney

June 27, 2003

Attorney Robert P. Smyth  
Smyth & Dunn  
200 Main Street, Suite #300  
P. O. Box 1627  
La Crosse, WI 54602-1627

RE: Northern Engraving

Dear Bob:

The Board of Public Works, this forenoon, recommended that Northern Engraving return to the City the balance of the property, consisting of approximately three (3) acres in Parcel D, at no charge. It is further recommended that Northern Engraving be required to finish the landscaping, bituminous paving and seeding and therefore would not be required to brick the building as required under the Declaration of Restrictions and in accordance with the plan that was approved by the City Plan Commission. Please therefore, let me know what your client's thoughts are in regard to this matter.

Thank you.

Sincerely,

Patrick J. Houlihan  
City Attorney

PJH:jmf

cc: Mayor John Medinger  
Pat Caffrey – Director of Public Works  
Teri Lehrke – City Clerk  
Larry Kirch – City Planner

# **Legal Memorandum**

To: Mayor John D. Medinger, Larry Kirch – City Planner, Pat Caffrey –  
Director of Public Works & Randy Turtenwald – City Engineer

From: Patrick J. Houlihan – City Attorney

Date: June 18, 2003

Re: 2405 Hauser Street Building – Northern Engraving

---

Attached is a letter which I received from Attorney Smyth in regard to the Northern Engraving building at 2405 Hauser Street. Please review and let me know your thoughts. I have scheduled this matter to be heard by the Board of Public Works.

Thank you.

PJH:blb

Attachment

# SMYTH & DUNN

ATTORNEYS-AT-LAW

*A Partnership of Professional Corporations*

200 Main Street/Suite 300 • Powell Place

P.O. Box 1627

La Crosse, WI 54602-1627

Telephone (608) 785-0050

Robert P. Smyth

Daniel E. Dunn\*

\*Also Licensed in Minnesota

Fax (608) 782-6999

RECEIVED

JUN 12 2003

BY \_\_\_\_\_

June 10, 2003

Attorney Patrick J. Houlihan  
**City of La Crosse – City Hall**  
400 La Crosse Street  
La Crosse, WI 54601

**Re: 2405 Hauser Street Building – Northern Engraving**

Dear Pat:

As per our recent telephone conversation, I am enclosing the following documentation for your information and review:

1. October 28, 1999 letter from Philip M. Gelatt, President of Northern Engraving Corporation, to Mayor Medinger and the members of the Common Council.
2. June 8, 2000 letter from John Flynn to Mayor Medinger.
3. June 13, 2000 letter from you to John Flynn.
4. November 2, 2000 Certificate of Compliance from the City Inspection Department signed by Ken Dentice on November 30, 2000.
5. November 6, 2000 letter from Jim Burroughs of Northern Engraving to John Flynn.
6. November 8, 2000 letter from John Flynn to Mayor Medinger.
7. January 17, 2000 letter from John Flynn to City Planner Larry Kirch (with corrections as to dates made by John Flynn after it was sent).
8. Affidavit of E. J. Johnson, Jr. dated June 9, 2003.

The above documentation is being supplied in order to satisfy the two conditions in the Second Amended Resolution passed by the Council on December 9, 1999 (City File #1999-12-043). Those conditions are as follows:

1. That construction be a minimum of a 50,000 square foot building, estimated at a cost not less than \$500,000.
2. That the use of the former City-owned property provide not less than forty (40) new jobs within two years from the date of passage of this Resolution within the Interstate Industrial Park.

Attorney Patrick J. Houlihan  
June 10, 2003  
Page Two

Clearly the first condition has been met and can be verified by the City Inspection's records in addition to the related documentation provided herein.

The second condition as to the creation of 40 new jobs within two years of the passage of the Resolution was met, according to the Affidavit of Mr. Johnson, during a number of weeks during the two-year period commencing December 9, 1999.


The Second Amended Resolution further provides that the two conditions should be in the form of a covenant running with the land and the City Clerk was directed to record, and did in fact record, the Second Amended Resolution against the land on December 16, 1999 in Volume 1357 of Records, Page 181, as Document Number 1242803. The Second Amended Resolution finally states that the owner of the land shall provide a recordable instrument indicating satisfaction of the Resolution.

As I mentioned in our telephone conversation, this building is currently leased to a tenant for warehouse purposes (the purpose stated in the November 2, 2000 Certificate of Compliance from the City Inspection Department). The lease contains an option right in favor of the tenant to purchase the property, and the tenant has indicated a desire to exercise its option. In order to transfer free and clear title, we must remove the conditions set forth in the Second Amended Resolution. As I read the Resolution, the owner is to provide a recordable instrument indicating satisfaction of the conditions. Before doing so, we would request the City acknowledge the conditions have been met and that the City has no objection to Northern filing recordable proof of such. Since time is of the essence, I would hope that a letter to Northern from your office, the City Planner or the Mayor would suffice without having to take the matter through the Council. Northern has the sale proceeds earmarked for other projects in and around La Crosse.

Finally, could you confirm my reading of paragraph 13 of the La Crosse Industrial Park Subdivision restrictions that a proposed sale to a third party does not trigger the City's first right of refusal if the land has been improved and the sale includes the entire parcel that was originally acquired along with all improvements thereon? This is exactly the situation here. Thanks for your assistance and anticipated cooperation.

Very truly yours,

**SMYTH & DUNN**

  
Robert P. Smyth  
RPS/tmn  
Enclosures

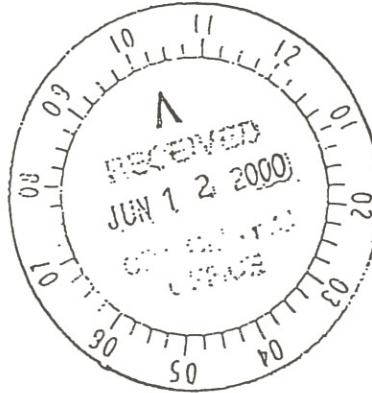


**KLOS, FLYNN & PAPENFUSS - CHARTERED**  
ATTORNEYS AT LAW

JEROME J. KLOS  
JOHN E. FLYNN  
FRANCIS D. PAPENFUSS  
BRYANT H. KLOS

JEREMY P. ZIELKE \*

\*Also Licensed in Minnesota



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318 MAIN STREET - P.O. BOX 487  
LA CROSSE, WI 54602-0487  
Tel. (608) 784-8800  
FAX (608) 784-8808  
E-MAIL: KFP.ATTYS@AOL.COM

BANGOR, WISCONSIN 54614  
486-2511  
CHASEBURG, WISCONSIN 54621  
483-2105  
COON VALLEY, WISCONSIN 54623  
452-3165  
WEST SALEM, WISCONSIN 54669  
786-0520

Tax Office Manager  
KATHLEEN A. MARTIN, C.P.A.

June 8, 2000

Mayor John Medinger  
City Hall, 400 La Crosse Street  
La Crosse, WI 54601

RE: Northern Engraving new building

Dear Mr. Medinger:

Northern Engraving has recently commenced construction of a new building on its land just north of Hauser Street in the La Crosse Interstate Industrial Park. Northern Engraving and its subsidiary, Northern Automotive Systems, LLC, operates in Northern's buildings that abut Enterprise Avenue has already provided more than 40 new jobs of employment since the December 7, 1999, resolution was passed by the council. Northern anticipates additional new employees when the new building is completed and when the injection molding process is installed in the Enterprise south building.

I have been assured by Northern Engraving's representative that the new building and land improvements, presently under construction in the industrial park just north of Hauser Street, will exceed the \$500,000.00 provision as provided in the resolution.

Very truly yours,

KLOS, FLYNN & PAPENFUSS-CHARTERED

  
John E. Flynn

JEF/jmn

Enc.

C. Larry Kirch, City Planner  
Patrick Houlihan, City Attorney  
Patrick Caffrey, Director of Public Works  
Teri Lehrke, City Clerk

P.S. Teri, was the second amendment of resolution every recorded in the office of the Register of Deeds. Please advise. Because if so, I would like to draft a document which would release that obligation set forth in the resolution from the land as provided in the last paragraph of the resolution.

# NORTHERN ENGRAVING CORPORATION

803 South Black River Street P.O. Box 377  
Sparta, Wisconsin 54656

PHONE: 608-269-6911

October 28, 1999

FAX: 608-269-6735

To: Mayor Medinger and Members of the Common Council

You have asked Northern Engraving Corporation to give you a response as to our plans for the use of the Hauser Street property that we purchased from the city some years ago.

Because this property is contiguous to our other property on Enterprise Avenue, our present plans involve the entire location. In anticipation of further automotive business at the factories on Enterprise Avenue, we must remodel those two factories and in doing so, add a new structure on the Hauser Street property.

This structure would be used for the injection mold production currently in the Enterprise South building, and for our automotive aftermarket business which has the potential to fill an entire factory. Presently these two departments employ approximately 35 people.

The Hauser Street building would be designed to allow it to double in size once the aftermarket business grows and with that an additional 20 to 30 employees.

With these moves, our two factories on Enterprise Avenue can be remodeled for an expanding product line. Our factories normally employ up to 400 people.

Modifications to our originally proposed building for Hauser Street may be necessary with the addition of the aftermarket business. The building size may now need to be 50,000 sq. ft. or more.

We do not want to give up any of the Hauser Street land as it would potentially curtail the expansion of this aftermarket business. Timing for construction would be as soon as practical, given the permitting processes required.

We're hopeful that the economy and the automotive industry will continue to grow in the United States and in La Crosse, rather than these jobs being transferred to Mexico or some other foreign country.

Very truly yours,

NORTHERN ENGRAVING CORPORATION

  
Philip M. Gealt  
President

lms

cc: John Flynn



LEGAL DEPARTMENT  
CITY HALL  
400 LA CROSSE STREET  
LA CROSSE WI 54601-3396  
PHONE 608/789-7511  
FAX 608/789-7390

Patrick J. Houlihan  
City Attorney

Peter B. ...  
Deputy City Attorney

Matthew J. F. ...  
Assistant City Attorney

June 13, 2000

Attorney John E. Flynn  
Klos, Flynn & Papenfuss – Chartered  
800 Lynn Tower Building  
318 Main Street  
P.O. Box 487  
La Crosse, WI 54602-0487



RE: Amended Resolution Approving Development Agreement  
With Northern Engraving Relative to the Six Acres in the  
Interstate Industrial Park

Dear John:

Thank you for your letter of June 3, 2000 regarding the above. Please advise of when construction has been completed along with proof that the building obtains a minimum of 50,000 square feet at a cost of not less than \$500,000. Also, please provide proof of the 40 new jobs in accordance with the resolution. Once this is provided, we will provide a recordable instrument indicating satisfaction with the provisions of the December 9, 1999 resolution.

Sincerely,

Patrick J. Houlihan  
City Attorney

PJH:blb

Enclosures

CC: Mayor John D. Medinger  
Larry Kirch – City Planner  
Pat Caffrey – Director Public Works  
Teri Lehrke – City Clerk



**INSPECTION DEPARTMENT**  
Kenneth M. Dentice, Director  
400 La Crosse Street  
La Crosse, Wisconsin 54601-3396  
Phone (608) 789-7530 FAX (608)789-7589

## CERTIFICATE OF COMPLIANCE

Date: November 02, 2000

Permit No: 1599

This certificate, issued to Northern Engraving,  
authorizing the use or occupancy of the premises located at or  
described as 2405 Hauser St.  
within the City of La Crosse, certifies that the use and/or  
construction thereon is in accordance with the Municipal Code of  
the City of La Crosse and may be used for the following purpose or  
purposes, to wit: Warehouse.

Kenneth M. Dentice  
DEPARTMENT OF INSPECTION  
DIRECTOR OF INSPECTION

Date 11/3/00

# NORTHERN ENGRAVING CORPORATION

803 South Black River Street P.O. Box 377  
Sparta, Wisconsin 54656

PHONE: 608-269-6911


FAX: 608-269-6735

DATE: November 6, 2000  
FROM: Jim Burroughs  
SUBJECT: 2405 Hauser Street Building  
TO: JOHN FLYNN

John,

Per our phone conversation 11/3/00, I am sending you this letter to verify the building at 2405 Hauser Street in the Interstate Industrial Park in La Crosse, WI is completed. I am enclosing a copy of the Certificate of Compliance occupancy certificate. The cost of the building was in excess of \$900,000 and the building is 50,100 square feet.

If you have any questions, please feel free to contact me. Thank you.

  
Jim Burroughs  
Northern Engraving Corporation

lms

**KLOS, FLYNN & PAPENFUSS - CHARTERED**  
ATTORNEYS AT LAW

JEROME J. KLOS  
JOHN E. FLYNN  
FRANCIS D. PAPENFUSS  
BRYANT H. KLOS

JEREMY P. ZIELKE \*

\*Also Licensed in Minnesota

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COON VALLEY, WISCONSIN 54623  
452-3165  
WEST SALEM, WISCONSIN 54609  
786-0520

Tax Office Manager  
KATHLEEN A. MARTIN, C.P.A.

November 8, 2000

Mayor John Medinger  
City Hall, 400 La Crosse Street  
La Crosse, WI 54601

RE: 2405 Hauser Street Building - Northern Engraving Corporation

Dear Mr. Medinger:

I am enclosing herewith a copy of a letter from Jim Burroughs a representative of Northern Engraving indicating that the cost of the building at 2405 Hauser Street was in excess of \$900,000.00 and the building is 50,100 square feet. The certificate of compliance has now been received by Northern Engraving from the inspection department as the building is now available for use. Northern Engraving has previously furnished information as to the number of employees and has met that condition of the resolution at an earlier date.

Very truly yours,

KLOS, FLYNN & PAPENFUSS-CHARTERED

John E. Flynn

JEF/jmn

Enc.

C. Larry Kirch, City Planner  
Patrick Houlihan, City Attorney  
Jim Burroughs  
Rita Forbes

**KLOS, FLYNN & PAPERFUSS - CHARTERED**  
**ATTORNEYS AT LAW**

JEROME J. KLOS  
JOHN E. FLYNN  
FRANCIS D. PAPERFUSS  
BRYANT H. KLOS

800 LYNNE TOWER BUILDING  
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BANGOR, WISCONSIN 54614  
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483-3165  
COON VALLEY, WISCONSIN 54623  
452-3165  
WEST SALEM, WISCONSIN 54669  
786-0520

MANAGER - TAX DEPARTMENT  
KATHLEEN A. MARTIN CPA

January 17, 2003

Larry J. Kirch, Director  
City Planning  
City of La Crosse  
400 La Crosse  
La Crosse, WI 54601

Re: 2405 Hauser Street Building - Northern Engraving

Dear Mr. Kirch:

I received your letter concerning the above described property when I returned from my Christmas holidays and have discussed your letter with a Northern Engraving official. Northern Engraving timely commenced construction of a fifty thousand square foot plus building on Hauser Street. In late October or early November, 2002 a Certificate of Occupancy was granted. On November 7, 2002 I sent a letter to Mayor Medinger with copies to you advising the cost of the building and that Northern Engraving had created more than 40 new jobs in the Northern Engraving complex in the industrial park.

I believe that Northern Engraving has fulfilled the requirements of the second amended Resolution that was passed by the City Council.

Very truly yours,

KLOS, FLYNN & PAPERFUSS - CHARTERED

John E. Flynn

AFFIDAVIT

STATE OF WISCONSIN )  
                                  )  
                                  )     ss.  
COUNTY OF MONROE )

I, E. J. Johnson, Jr., being duly sworn on oath, hereby states as follows:

1. That I am the Vice President – Administration of Northern Engraving Corporation (“Northern”).
2. That I have access to all of the payroll records of Northern.
3. That I have reviewed the payroll records for the La Crosse North and La Crosse South Divisions of Northern Automotive Systems, LLC (“Northern Automotive”), a wholly-owned subsidiary of Northern.
4. That the La Crosse North and La Crosse South Divisions operated the two factories located on Enterprise Avenue referred to in the October 28, 1999 letter from Philip M. Gelatt, President of Northern, to Mayor Medinger and members of the Common Council, a copy of which is attached hereto as Exhibit “A.”
5. That according to the payroll records of Northern, there were 181 employees employed at the two factories on Enterprise Avenue as of December 9, 1999.
6. That during the two years subsequent to December 9, 1999 there were in excess of 221 employees employed at the two factories on Enterprise Avenue during the following pay periods:


<u>Week Ending</u>	<u># of Employees</u>
1/23/00	222
1/30/0	228
2/13/0	226
2/20/00	223
7/9/00	229
7/16/00	230
7/23/00	226
7/30/00	240
8/6/00	232
8/13/00	223

Further affiant saith not.

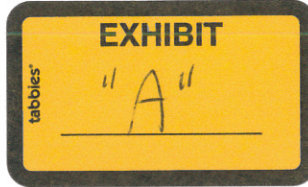
Dated this 9<sup>th</sup> day of June, 2003.

Subscribed and sworn to before me this 9<sup>th</sup> day of June, 2003.

  
\_\_\_\_\_  
E. J. Johnson, Jr.

  
\_\_\_\_\_  
Notary Public, State of Wisconsin  
My Commission: \_\_\_\_\_ My commission expires April 10, 2005





# NORTHERN ENGRAVING CORPORATION

803 South Black River Street P.O. Box 377  
Sparta, Wisconsin 54656

PHONE: 608-269-6911

October 28, 1999

FAX: 608-269-6735

10/ 1 1999

To: Mayor Medinger and Members of the Common Council

You have asked Northern Engraving Corporation to give you a response as to our plans for the use of the Hauser Street property that we purchased from the city some years ago.

Because this property is contiguous to our other property on Enterprise Avenue, our present plans involve the entire location. In anticipation of further automotive business at the factories on Enterprise Avenue, we must remodel those two factories and in doing so, add a new structure on the Hauser Street property.

This structure would be used for the injection mold production currently in the Enterprise South building, and for our automotive aftermarket business which has the potential to fill an entire factory. Presently these two departments employ approximately 35 people.

The Hauser Street building would be designed to allow it to double in size once the aftermarket business grows and with that an additional 20 to 30 employees.

With these moves, our two factories on Enterprise Avenue can be remodeled for an expanding product line. Our factories normally employ up to 400 people.


Modifications to our originally proposed building for Hauser Street may be necessary with the addition of the aftermarket business. The building size may now need to be 50,000 sq. ft. or more.

We do not want to give up any of the Hauser Street land as it would potentially curtail the expansion of this aftermarket business. Timing for construction would be as soon as practical, given the permitting processes required.

We're hopeful that the economy and the automotive industry will continue to grow in the United States and in La Crosse, rather than these jobs being transferred to Mexico or some other foreign country.

Very truly yours,

NORTHERN ENGRAVING CORPORATION

  
Philip M. Gelatt  
President

lms

cc: John Flynn