

# Northeastern Minnesota

# Top 50 Private Employers

Company/Sr. executive(s) in region	FTEs	Founded
<b>1. St. Mary's/Duluth Clinic Health System, Duluth</b> www.smdc.org 218-786-8364 FAX 786-4383 Nonprofit health system comprised of 4 hospitals and 18 clinics throughout Northeastern Minnesota and Northwest Wisconsin. 2004 revenues: \$638.5 million (systemwide). <b>Peter Person, MD, CEO</b>	<b>4665</b>	1997
<b>2. Benedictine Health System, Duluth</b> www.bhshealth.org 218-786-2370 FAX 786-2373 Catholic nonprofit system owns and/or manages more than 50 health care facilities in nine states. Owns 120-bed Benedictine Health Center and 132-bed Lake Haven Manor, both in Duluth; 110-bed St. Michael's Health & Rehabilitation Center in Virginia and 116-bed Arrowhead Senior Living Community in Eveleth, manages health care facilities in Superior and Sandstone. Partnered with Twin-Cities' HealthEast and Milwaukee's Clement Manor July 1 to establish new independent Senior Care organization. 2004 Revenues: \$285.4 million. <b>Dale Thompson, Pres. &amp; CEO</b>	<b>3,593</b>	1985
<b>3. St. Luke's, Duluth</b> www.slhduluth.com 218-249-5555 FAX 249-3090 267-bed hospital, 31 primary, urgent and specialty care clinic system. CareNorth Health System member. 2004 revenues: \$223.0 million <b>John Strange, CEO</b>	<b>1,592</b>	1881
<b>4. ALLETE, Inc., Duluth</b> www.mnpower.com 218-722-2641 FAX 723-3989 Holdings include Minnesota Power; Superior Water, Light & Powe; BNI Coal; Enventis Telecom; Rainy River Energy and ALLETE Properties, Inc. (ADESA, an auto auction subsidiary, was spunoff in 2004) 2004 revenues: \$751.4 million (Energy Services). <b>Don Shippar, pres.</b>	<b>1,400</b>	1923
<b>5. USS-Minntac, Mountain Iron</b> www.ussteel.com 218-749-7592 FAX 749-7293 Taconite producer is 100% owned by U.S. Steel Corp. 2004 production: 15.2 million tons. <b>Dennis Quirk, gen. mgr.</b>	<b>1,189</b>	1967
<b>6. UnitedHealth Group,</b> www.unitedhealthgroup.com International Falls/218-285-7550 FAX 285-7555 <b>Joann Dornhecker</b> , director, Specialized Care Svcs. Duluth/218-279-6500 FAX 279-6761 <b>Kelly Vavra</b> , dir., Uniprise operations/ <b>John Miklausich</b> , dir., UnitedHealth Care Group Services l'Falls (270 FTEs): Specialized care services: mental health, dental, transplant, claims processing. Duluth: (913 FTEs): other claims/flexible spending claims processing, national appeals service center; national data management, training, quality, mailroom services, IRG, BRG. Premium billing/enrollment. Based in Minnetonka, MN. 2004 revenues: \$37.2 billion (systemwide).	<b>1,183</b>	1974
<b>7. FDL Reservation Businesses, Carlton</b> FDLRez.com 800-553-0022 FAX 218-878-7442 Includes Black Bear Casino & Hotel (604 FTEs); Fond du Luth Casino (359 FTEs); golf course (39 FTEs). Owned/operated by the Fond du Lac Band, which plans a \$25 million casino/hotel expansion, opening in 2006. 2004 revenues: W/D. <b>Mike Himango</b> , Black Bear casino gen. mgr./ <b>Todd Johnson</b> , Black Bear hotel gen. mgr. <b>Maurice Ojibway</b> , Fond du Lac casino gen. mgr./ <b>Fred Doolittle</b> , FDL Construction Co., gen. mgr. <b>John Woodhull</b> , golf course gen. mgr.	<b>1,002</b>	N/A
<b>8. Boise Cascade LLC, International Falls</b> www.bc.com 218-285-5011 FAX 285-5210 bcweb@bc.com Produces business and copy papers. In 2004 the International Falls mill and other Boise papermaking facilities were sold to Chicago-based Madison Dearborn Partners, which created Boise Cascade LLC based in Boise, ID. 2004 revenues W/D. <b>Terry Ward</b> , vice president and regional mgr.	<b>889</b>	1910
<b>9. Northwest Airlines</b> www.nwa.com 612-726-2111 FAX 612-726-7123 <b>Reservation Call Center, Chisholm/Patricia Blacker</b> , director <b>Aircraft Maintenance Center, Duluth/Todd Johnson</b> , director Owns and operates a reservations center in Chisholm (607 FTEs), Baltimore and Tampa, FL; leases reservation centers in the Twin Cities and in Seattle. Northwest's Duluth maintenance base (241 FTEs) is one of two the airline leases and operates. 2004 Revenues (systemwide): \$11.3 billion.	<b>848</b>	1926
<b>10. Sappi Fine Paper North America, Cloquet</b> www.sappi.com 218-879-2300 FAX 879-0648 Produces market pulp, fine coated printing and publishing paper. South Africa-based Sappi Ltd. has four U.S. mills. 2004 revenues: \$4.6 billion (systemwide) <b>Tom Collins</b> , managing director	<b>750</b>	1930
<b>11. Hibbing Taconite Co.</b> www.cleveland-cliffs.com 218-242-5950 FAX 262-6877 Taconite producer. 2004 production: 8.2 million tons. <b>Michael Mliner</b> , gen. mgr.	<b>733</b>	1974
<b>12. Cirrus Design Corp., Duluth</b> www.cirrusdesign.com 218-727-2737 FAX 727-2148 Manufactures general aviation composite aircraft in Duluth (722 FTEs); fuselage assembly in Grand Forks, ND (174 FTEs). Revenues: W/D. <b>Alan Klapmeier</b> , CEO	<b>722</b>	1984
<b>13. Ainsworth Engineered (USA), LLC, Grand Rapids</b> www.ainsworth.ca 218-327-3650 FAX 327-3637 Ainsworth has oriented strand board (OSB) plants in Bemidji, Cook and Grand Rapids, and 4 more OSB plants and a specialty plywood plant in Canada. Company is the No. 4 OSB manufacturer in the world with annual production capacity of 3.3 billion square feet (3/8-in. basis). Ainsworth Engineered (USA), LLC is a wholly-owned subsidiary of Ainsworth Lumber Co. Ltd. of Vancouver, British Columbia, Canada. 2004 revenues: \$909 million (systemwide). <b>Kent Jacobson</b> , procurement mgr. <b>Nick Ausman</b> , OSB plant mgr. Grand Rapids 218-327-3631 <b>Todd Smrekar</b> , OSB plant mgr. Cook 218-666-6901 <b>Steve Bailey</b> , OSB plant mgr. Bemidji 218-759-8021	<b>600</b>	
<b>14. Miner's Inc., Hermantown</b> www.superonefoods.com 218-729-5882 FAX 729-5893 boyd.hanson@miners-inc.com Grocery retailer with 21 stores in MN, WI, ND, MI, including seven Super One, one Piggly Wiggly supermarkets in region. 2004 revenues: W/D. <b>James Miner, Sr.</b> , pres./ CEO	<b>548</b>	1949
<b>15. Fortune Bay Resort &amp; Casino, Tower</b> www.fortunebay.com 800-555-1714 FAX 218-753-6404 115-room resort, casino with heritage center, The Wilderness championship golf course. Owned by Bois Forte Band of Chippewa. 2004 revenues: W/D. <b>Andrew Datko</b> , CEO	<b>510</b>	1986
<b>16. UPM Blandin Paper Mill, Grand Rapids</b> www.upm-kymmene.com/northamerica 218-327-6200 FAX 327-6212 Produces lightweight coated papers. Owned by UPM Corp., Helsinki, Finland. 2004 revenues: \$13.1 billion (systemwide). <b>Joe Maher</b> , sr. vice pres./gen. mgr.	<b>501</b>	1901
<b>17. Grandma's Restaurants, Inc., Duluth</b> www.grccorp.com 218-727-2250 FAX 727-5604 bdaugherty@grccorp.com Operates 11 theme restaurants; one retail store and seven restaurants in Duluth; two in the Twin Cities, one each in Virginia and Fargo, ND; catering service based at Great Lakes Aquarium. 2004 Revenues: \$20 million + <b>Andy Borg</b> , CEO	<b>500</b>	1976

Ranked by No. fulltime equivalent employees (FTEs) in 7 northeastern counties.  
 Revenues for 2004, Northeastern Minnesota operations only, unless otherwise stated.  
 W/D= Wouldn't Disclose \*BN estimate.

Company/Sr. executive(s) in region	FTEs	Founded
(tie) <b>USG Interiors</b> , Cloquet www.usg.com 218-878-4000 FAX 878-4136 bschmitt@usg.com Manufactures acoustical ceiling tile. Subsidiary of Chicago-based USG Corp. 2004 revenues: \$4.5 billion (\$312 million in earnings.) <b>William Schmitt</b> , gen. mgr.	<b>500</b>	1902
<b>19. Northshore Mining</b> , Silver Bay/Babbit www.nsmine.com 218-226-6022 FAX 226-6096 2004 Production: 5.0 million tons. 2004 revenues: W/D. <b>Donald R. Prah</b> , gen. mgr.	<b>491</b>	1952
<b>20. The College of St. Scholastica</b> , Duluth www.css.edu 218-723-6075 FAX 723-6290 admissions@css.edu Independent Catholic college with programs in liberal arts and professional career fields. Expanded nontraditional learner program in Duluth, St. Paul, Brainerd and St. Cloud. 2004 revenues: \$46.6 million. <b>Larry Goodwin</b> , PhD, CEO	<b>477</b>	1912
<b>21. Grand Itasca Clinic &amp; Hospital</b> www.granditasca.org 218-326-3401 FAX 326-7743 Health delivery system with more than 50 physicians. \$64 million health care campus will open in fall 2005. 2004 revenues: \$50.6 million. <b>Dan McCormick</b> , CEO	<b>473</b>	1872
<b>22. Fairview Range Regional Health Services</b> , Hibbing www.range.fairview.org 218-262-4881 FAX 362-6619 Operates 175-bed University Medical Center Mesabi, Hibbing; Mesaba Clinics; HealthLine services; Alzheimer's residence. Unit of Mpls-based Fairview Health System. 2004 revenues: \$74.0 million. <b>Larry Pfaff</b> , CEO	<b>470</b>	1893
<b>23. United Taconite</b> , Eveleth www.cleveland-cliffs.com 218-744-7800 FAX 744-7647 Mines and processes iron ore into taconite pellets. Owned by Cleveland-cliffs (70%); Laiwu Steel Group (30%). 2004 production: 4.2 million tons. 2004 revenues: W/D. <b>Todd Roth</b> , gen. mgr.	<b>430</b>	2003
(tie) <b>Wells Fargo &amp; Co.</b> , Duluth www.wellsfargo.com 218-723-2600 FAX 723-2710 <b>David R. Bue</b> , pres., Duluth, Carlton Co., North Shore banks Virginia/218-749-3515 FAX 749-6864 <b>Roger Suihkonen</b> , pres., Iron Range, Grand Rapids, l'Falls, Baudette, Littlefork banks Operates 24 bank branches, trust and investment management, insurance, mortgage and private client services offices. Based in San Francisco. 2004 revenues: W/D	<b>430</b>	1886
<b>25. Ecumen/ dba Lakeshore / Bayshore</b> , Duluth www.lakeshore.org 218-525-1951 FAX 525-7808 jkorzen1@bsm1.org Operates skilled nursing care, assisted living centers in Duluth, Two Harbors, Grand Rapids. \$35 million Lakeshore campus under construction. 2004 revenues: \$23.0 million <b>John Korzendorfer</b> , regional director	<b>390</b>	N/A
<b>26. Reptron Mfg. Services</b> , Hibbing www.reptron.com 218-263-8971 FAX 263-8970 Makes electronic components for medical, gaming, telecommunications, computer industries. 2004 revenues: \$141.6 million. <b>Bonnie Fena</b> , pres.	<b>381</b>	1974
<b>27. USS-Keewatin Taconite</b> , Keewatin www.ussteel.com 218-778-8700 FAX 778-6112 Produces taconite. Owned by U.S. Steel Corp. 2004 production: 5.4 million tons. 2004 revenues: W/D <b>Joe Scipioni</b> , gen. mgr.	<b>379</b>	1965
<b>28. Upper Lakes Foods</b> , Cloquet www.ulfoods.com 218-879-1265 FAX 879-1940 Wholesale food distributor in MN, WI, MI, IA and ND. 2004 revenues: W/D. <b>Lawrence Sorensen</b> , pres.	<b>358</b>	1967
<b>29. Mittal Steel-Minorca Mine</b> , Virginia 218-749-5910 FAX 749-5256 Mines, processes iron ore. Owned by Mittal Steel, Inc. 2004 production: 2.9 million tons. 2004 revenues: W/D. <b>Jonathan Holmes</b> , vice pres. & manager	<b>338</b>	N/A
<b>30. Knight Ridder, Inc.</b> , Duluth www.duluthnews.com 800-723-5281/800-456-8080 FAX 723-5339 mbuscaglia@duluthnews.com Based in San Jose, CA. Publishes Duluth News-Tribune; Pine Journal, Cloquet; Lake County News-Chronicle, Two Harbors; Budgeteer News, Duluth; Superior Daily Telegram. 2004 revenues: W/D. <b>Marti Buscaglia</b> , pres. & publisher	<b>326*</b>	1870
<b>31. ZMC Hotels</b> , Duluth www.zmchotels.com 218-723-8433 FAX 723-1918 Owns/manages 34 hotels, motels in Minnesota (4), Wisconsin (5) and in 14 other states; operates Vista Fleet, Chattanooga (TN) Riverboat Co. Duluth-based. 2004 revenues: W/D. <b>John Goldfine</b> , pres.	<b>325</b>	1971
<b>32. Luigino's, Inc.</b> , Duluth www.michelinas.com 218-723-5555 FAX 723-5580 Duluth-based manufacturer of Michelina's, Budget Gourmet, Yu Sing frozen entrees and snacks. Revenues: W/D <b>Ronald Bubar</b> , CEO	<b>320*</b>	1990
<b>33. Riverwood Healthcare Center</b> , Aitkin www.riverwoodhealthcare.com 218-927-2121 FAX 927-5575 Primary care hospital/urgent care/medical clinic and specialty care clinic in Aitkin. Medical clinic in McGregor. Extended care facility in Aitkin. Over 50 medical professionals on staff. Opened \$19 million campus in Jan. 2003. 2004 Revenues: \$30.1 million. <b>Michael Hagen</b> , pres.	<b>312</b>	1948
<b>34. Stora Enso Duluth Mills</b> www.storaenso.com 218-628-5100 FAX 628-0310 Produces supercalendered paper, recycled pulp. Unit of Stora Enso North America in Wisconsin Rapids, subsidiary of Finland-based Stora Enso Oyj. 2004 revenues: \$15.2 billion (systemwide estimate) <b>Pat Moore</b> , mill mgr.	<b>280</b>	N/A
<b>35. Community Memorial Hospital &amp; Nursing Home</b> , Cloquet www.cloquethospital.com 218-879-4641 FAX 879-9167 36-bed primary care hospital and 88-bed nursing home. Recently completed \$15 million, 56,000 square-foot expansion to improve emergency and surgical services and the nursing home. Raised more than \$1.8 million in community capital campaign. 2004 Revenues: 26.1 million. <b>Rick Breuer</b> , CEO	<b>269</b>	1958

Company/Sr. executive(s) in region	FTEs	Founded
<b>36. Advanstar Communications</b> , Duluth www.advanstar.com 218-723-9200 FAX 723-9638 Worldwide business information publisher of magazines, other print products; organizes trade shows, conferences. Sold 25% of business to startup Questex Media Group for \$185 million in 2005. Cleveland-based. 2004 revenues: \$378 million. <b>Francis Heid</b> , vice pres.-operations <b>Adele Hartwick</b> , vice pres.-controller/treasurer, on-site mgr. <b>David Montgomery</b> , CFO	<b>260</b>	1900
<b>37. Maurices Inc.</b> , Duluth www.maurices.com 218-727-8431 FAX 720-2102 Founded in 1931, fashion retailer takes a small town specialty store approach, offering a broad assortment of apparel and accessories to 17-34-year-old women and men. Operates a total of 477 stores in 39 states. Purchased by Dress Barn, Inc. of Suffern, NY, in 2004 for \$320 million. 2004 revenues: \$362 million. <b>George Goldfarb</b> , CEO	<b>250</b>	1931
(tie) <b>Inter City Oil Co.</b> , Duluth 800-642-5542 FAX 218-728-5140 JWeb126@aol.com Independent petroleum marketer w/ convenience store operations, fuel oil distributor in MN, WI. Markets its own motor oil, credit card; specializes in fleet and municipal account reporting systems, construction sites. 2004 revenues: W/D. <b>Judy L. Weber</b> , pres. & CEO	<b>250</b>	1953
<b>39. Arrowhead Economic Opportunity Agency</b> , Virginia www.aeo.org 218-749-2912 FAX 749-2944 Provides services in employment and training, including adult basic education and youth; housing services; Head Start birth to pre-school; senior services; transportation services. 2004 revenues: W/D. <b>Harlan Tardy</b> , executive director	<b>225</b>	1965
<b>40. L&amp;M Radiator</b> , Hibbing www.mesabi.com 218-263-8993 FAX 262-6606 cool@mesabi.com Designs and manufactures industrial cooling and heat exchanger devices. Hibbing-based with plants in El Paso, TX (55 FTEs); Perth, Australia (50 FTEs); Hermosillo, Mexico (minority owner). 2004 revenues: W/D. <b>Dan Chisholm</b> , pres.	<b>217</b>	1957
<b>41. MN Diversified Industries</b> www.mdi.org Grand Rapids / 218-326-9544 FAX 326-1016 <b>Rodney Wood</b> , northern operations director Hibbing / 218-263-3663 FAX 263-9193 <b>Gary Flesland</b> , mgr. Nonprofit employing disabled, disadvantaged workers. Produces plastic corrugated board for commercial, government applications including postal totes for U.S. Postal Service. Headquarters in St. Paul. 2004 revenues: \$34 million.	<b>216</b>	1967
<b>42. Manpower</b> www.us.manpower.com Duluth/218-727-8891 FAX 727-8725 duluth.mn@na.manpower.com Virginia/218-749-5215 FAX 749-3229 virginia.mn@na.manpower.com Provides temporary, temporary to permanent and direct hire staffing services, computer training, validated skills testing. Headquartered in Milwaukee with offices in Duluth, Virginia. 2004 revenues: W/D. <b>Cheryl Christensen</b> , area mgr.	<b>210</b>	1965
<b>43. Jarden Home Brands</b> , Cloquet www.diamondbrands.com 800-777-7942 FAX 800-777-7943 Manufactures matches, toothpicks, corndog, skill & craft sticks, fire-starters, plastic cutlery. Unit of Jarden Corp., Rye, NY. 2004 revenues: \$880 million (systemwide). <b>Rick Pomroy</b> , plant mgr.	<b>205</b>	N/A
<b>44. First Plan of Minnesota</b> , Two Harbors/Duluth www.firstplan.org 218-724-3083 FAX 727-7247 Minnesota's oldest health maintenance organization (HMO), combination network/staff model with 15 physicians, 17,000 members. Owns Superior Health Medical Group clinics/pharmacies in Proctor, Duluth, Two Harbors and Silver Bay and Superior Health Community Care, Two Harbors. Contracts with 400 other physicians in Northeastern Minnesota. Blue Cross Blue Shield of Minnesota controls 51 percent. 2004 revenues: \$64.0 million. <b>Steve Bjorum</b>	<b>200</b>	1944
(tie) <b>Kelly Services</b> , Duluth www.kellyservices.com 218-727-5663 FAX 727-5894 ks3438@kellyservices.com Office, professional, marketing, electronic assembly/light industrial, substitute teaching, computer training, validated skills training. Provides payroll services, permanent placement, marketing. 2004 revenues: W/D. <b>Corey Stebner</b> , gen. mgr.	<b>200</b>	1950
(tie) <b>Search Resources</b> , Grand Rapids www.searchresources.com 888-224-0744 FAX 218-326-9463 Hibbing/218-263-5664 FAX 263-3885 searchhb@uslink.net Temporary/permanent placements in assembly, light industry, office, manufacturing, wood products, construction. Also provides employee leasing, professional management recruiting, and HR consulting. 2004 revenues: W/D <b>Scott Maki</b> , gen. mgr.	<b>200</b>	1985
<b>47. Ely Bloomenson Community Hospital and Nursing Home</b> 218-365-3271 FAX 365-8777 Hospital, ambulance service and home health care provider. Operates 79-bed nursing home. 2004 revenues: \$17.0 million. <b>John Fossum</b>	<b>186</b>	1957
<b>48. Georgia-Pacific Corp.</b> , Duluth www.gp.com 218-727-3271 FAX 727-2889 Produces hardboard at plants in Duluth (185 FTEs) and Phillips (98 FTEs). Based in Atlanta, GA. 2004 revenues: \$19.7 billion (systemwide) <b>Kevin Maki</b> , plant mgr.	<b>185</b>	N/A
<b>49. Stanley/LaBounty Hydraulic</b> , Two Harbors www.stanleyworks.com 218-834-2123 FAX 834-3879 Non-impact attachments serving general contractors, scrap metal recyclers, demolition experts and heavy construction. Designer of high quality, durable attachments. A business unit of The Hydraulic Tools Product group of the Stanley Works. LaBounty Manufacturing Inc. was purchased by New Britain, Connecticut-based Stanley Works In 1992. 2004 revenues \$3.04 billion (systemwide). <b>John Portwood</b> , gen. mgr.	<b>180</b>	1973
<b>50. Bergquist Switch</b> , Bigfork www.bergquistcompany.com 800-879-2740 FAX 218-743-1215 joanh@bergquistcompany.com Manufactures membrane switches for automotive, medical device and appliance industries. Unit of Minneapolis-based Bergquist Cos. 2004 revenues: W/D. <b>Joan Hoeschen</b> , plant mgr.	<b>154</b>	1994