



BUSINESS SPOTLIGHT:

Medical device company sees its future in Minnetonka

Minnesota is known as “medical alley” with leading medical equipment manufacturers from Duluth to Rochester. That reputation is what brought one growing company to Minnetonka more than 15 years - and is keeping it here.

ZOLL Respicardia is one of six divisions of ZOLL Medical with approximately 30 employees based in Minnetonka. The medical manufacturer is a leader in innovative technologies that address the unmet needs of people with Central Sleep Apnea (CSA).

The remedē System is an FDA approved, mask-free implantable neurostimulator that safely and effectively treats moderate to severe CSA. It is the only implantable treatment available for CSA.

Respicardia’s choice of headquarters is not by chance. Founded in 2006, Respicardia signed its first lease on a Minnetonka property in 2007. While the owners at the time were New York, the company located its headquarters in Minnesota due to the state’s high-quality of local talent and resources.



“Our Minnetonka office location offers easy access for much of the metro” said Collin Anderson, president of ZOLL Respicardia. “The proximity to the MSP airport and many great hotels allows us to use our new space as an education and training center for those who help the patients we serve.”

ZOLL Medical acquired Respicardia in 2021. Rather than relocating the company, ZOLL decided to invest in a larger space. The company expanded its footprint, committing to creating 50 new jobs and investing \$1 million in capital investments.

“Contrary to many businesses trying to downsize after the ‘work from home’ boom, we decided to increase our square footage and make this space a more welcoming environment for our workforce,” Anderson said.

ZOLL Respicardia still accommodates its hybrid and remote employees with more hoteling desks and collaboration areas to be a functional space for visitors.

While ZOLL Respicardia offers a relatively new therapy with commercialization starting in 2018, the company is projecting rapid growth over the next five years with the potential to more than double its employee headcount.



ZOLL Respicardia
12400 Whitewater Dr #150, Minnetonka
Founded in 2006 and acquired by ZOLL in 2021

Breaking down sewer charges

Whether you're starting a new business or making changes to your existing space, your business is likely to impact the metro wastewater system. Communities help fund the increased capacity through a sewer availability charge (SAC).

Contact the building division at 952-939-8394 with questions regarding SAC charges and when they may apply.

What is a Sewer Availability Charge (SAC)?

SAC is a fee that communities pay to Metropolitan Council Environmental Services when a business (or any property) connects to the wastewater system. Communities also pay SAC when a business grows or changes the use of its space if the change creates more potential demand on the system. SAC is not a connection fee. It is for sewer capacity availability in the metro wastewater system.

Do I need to pay a SAC?

If you start a new business, change locations or change how you use your space in a way that creates more potential demand on the wastewater system, you will be required to submit for a SAC determination and possibly pay SAC.

When should you get a SAC determination?

- All commercial, institutional or industrial property connecting to the metropolitan wastewater system for the first time or modifying the use of an existing property.
- Food establishments when changing kitchen equipment, expanding, upgrading or applying for a new food/liquor license.
- Demolition of commercial and industrial properties.

Each SAC unit is reviewed annually; the 2023 rate per unit is \$2,485.

Does Minnetonka have a separate fee?

Yes. Many cities, including Minnetonka, charge an additional municipal sewer availability charge. The 2023 Minnetonka fee is \$3,204 per unit. Minnetonka connection fees are required any time Metropolitan Council SAC fees are required.

SAC DEFERRAL PROGRAM



To promote business development, the City of Minnetonka provides an option to participate in the SAC Deferral Program to defer some SAC payment obligations. This allows deferral of up to 80 percent of SAC due. Businesses are eligible if they have a determination of 25 or fewer units.

If you have questions or would like to receive an application for the deferral program, please contact 952-939-8234 or bizsupport@minnetonkamn.gov.

Your crime prevention partner

The Minnetonka Police Department partners with area businesses to focus on crime prevention in our community. The department's administrative community service officer, DeeAnn Bloom, serves as a resource for local businesses to help bring awareness on crime prevention efforts for businesses and employees. The department sends out monthly tips on various safety topics, including electronic workplace safety, identity theft for businesses and false alarm reductions.

The department's crime prevention specialist also serves as a point of contact for businesses to answer questions and connect with law enforcement professionals. This can include street parking concerns. If you're interested, the department can produce a monthly call for service reports for a particular address.

For more information about these services, contact Bloom at dbloom@minnetonkamn.gov or 952-939-7650.





Smart Salting

Partnership aims to elevate local businesses

Applications are now open for CEO Start, a new opportunity in the CEO growth series from Elevate Hennepin.



CEO Start is open to anyone in Hennepin County with a great business idea. Participants will assess their idea with a framework for testing and validating their concept so they can build a viable business or understand why it might not work.

A group of 10 to 15 entrepreneurs will participate in a 10-week course to examine their ideas with peers, through industry research, facilitated discussions and interviews with potential customers.

Participants will leave the program with a deeper understanding of how to create a sustainable venture, articulate their models and repeat the process with their next great idea.

Applications are now open for the inaugural CEO Start training through Dec. 1. Learn more and apply at hennepin.us/economic-development/programs/CEO-Start.



Want to save money and energy?

Get a free assessment from Xcel Energy's One-Stop Efficiency Shop.

This program provides free lighting and HVAC consulting to small and mid-sized businesses. A specialist will visit your building, do a quick assessment, provide you with a report and assist with researching rebates to help reduce your upgrade costs.

Learn more or schedule your visit at mncee.org/sign-one-stop-efficiency-shop or 612-244-2427.

More energy efficiency questions? Contact Sustainability Coordinator Drew Ingvalson at dingvalson@minnetonkamn.gov or 952-939-8293.

Winter presents a particular challenge for keeping parking lots and sidewalks safe for customers, clients and staff.

But using too much road salt can create problems, too. Over time, salt cracks sidewalks and parking lots; corrodes buildings and vehicles; damages soils and roadside plants; and contaminates water bodies.

The city promotes Smart Salting certification for businesses, property managers and others who manage snow and ice. This training covers:

- Best practices
- Tools and technology
- Alternative deicers
- Safe disposal of road salt and other deicers.

If you use a contractor for snow and ice management, ask whether they implement smart-salting strategies to save money, time and the environment.

Learn more and find a calendar of upcoming trainings at the pca.state.mn.us/business-with-us/smart-salting-training.

1. Shovel

Clear walkways before snow turns to ice. Apply salt only if needed.



2. Select

Salt doesn't melt ice below 15°F.

Use sand for traction when it's too cold, or a different de-icer.



3. Scatter

Use salt only where critical. Aim for three inches of space between salt granules.



4. Sweep

Clean up leftover salt, sand, and de-icer to save and reuse as needed.



Graphics courtesy cleanwatermn.org



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A business publication from the City of Minnetonka to help businesses start, grow and thrive.

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**Help your employees
with their commute**

Commuter Services offers free, sustainable commuter resources and practical solutions to help ease the commuter woes for employers and their staff.



Commuter Services works with employers to provide guidance on how to set up commuter programs and incentives to promote sustainable transportation options.

Employers may request free customized outreach materials, commute program consultations and information on major road and transit construction projects. Staff will help employers promote commute options through commuter fairs, lunch and learn events or company-hosted webinars. All commuter resources are available at no cost.

Visit the Commuter Services website at **494corridor.org**.

Apply to serve on city board or commission

Several city boards and commissions will have vacancies in 2024. Watch for more information and how to apply beginning Nov. 15 at **minnetonkamn.gov/boards-commissions**.

**Meet Minnetonka's economic
development team**

The City of Minnetonka's economic development staff is pleased to offer our resources and expertise to assist local businesses. We can assist with financial assistance programs, workforce development, site selection, and can also connect business owners with contacts and programs at the state, county and federal level. The city also has planners, inspectors and engineers available to help businesses with technical needs. Contact the staff listed at left to learn more about how we can help you thrive!