

# Larry J Thompson

## Experience

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**Career Summary:** Diversified management and leadership experience including seven years as a CEO of a manufacturing company, eighteen years of city management in full-service communities plus fourteen years in the real estate development field

**American Artstone Company - CEO** (January 2012 – September 2019)

*CEO of a 100-year-old manufacturer of Cast Stone and Architectural Precast products with a sustained commitment to high quality products and customer service.*

- Managed the business affairs of the corporation within the corporate by-laws and policies established by the board
- Led the company in its recovery from the 2008 -2011 great economic recession when it was close to bankruptcy
- Developed strategic direction for the corporation and implemented the corresponding business and operational plans including new product development
- Reviewed all bids and negotiated contracts
- Responsible for all personnel matters including hiring and discipline
- Directed and monitored the activities of the Corporation
- Managed the required interfaces between the Corporation and its shareholders

**Winona, MN – City Manager** (January 2011 – November 2011)

*Population 28,000, 175 employees; \$32 million budget; full-service city including airport, port, transit, wastewater treatment, water supply, library and full-time police and fire departments; free standing regional center that is home to Winona State University and St. Mary's University.*

- Developed balanced operating budget that included a 4.4% tax levy decrease while recognizing significant reductions in Local Government Aid
- Updated City web page utilizing Blandin Foundation Grant
- Oversaw collective bargaining agreements that included no salary or benefit increases
- Coordinated various economic development programs including joint private/public agencies
- Worked with Chamber of Commerce to initiate Main Street program
- Consolidated City and County GIS systems
- Prepared contingency plan for State shutdown
- Completed and implemented sewer and water rate studies and revised billing rates to ensure adequate fund balances and funding to replace capital equipment

**Concero Companies – Vice President** (April 2009 – December 2010)

*Property asset management company. Responsible for managing all aspects of development projects, asset management and financial workouts with banks, property owners and developers; manage homeowners associations; reposition property to maximize value.*

- Managed various homeowner's associations including stabilizing a master planned community that was near bankruptcy and assisting the transition from bank owned to homeowner control
- Repositioned bank owned development projects in the Twin Cities area
- Performed several market studies for bank owned properties
- Instituted Energy Star program in a distressed development to assist with marketing and attracting builders
- Assisted banks in obtaining necessary zoning entitlements including sewer and water access
- Marketed various properties on behalf of banks and private owners

**Sienna Corporation – Vice President**

(November 1997 – December 2008)

*Land development company. Responsible for managing all aspects of development projects from initial land purchase through final sales, including financing, design, entitlements and construction. Managed the 1997 residential flood recovery for the City of East Grand Forks and State of Minnesota.*

- Managed the East Grand Forks residential redevelopment and recovery after the 1997 floods through a contract with the Minnesota Housing Finance Agency, Minnesota Trade and Economic Development, and Greater Minnesota Housing Fund
- Managed the development, sales and marketing of over 1,850 master planned community lots
- Successfully acquired the residential development rights for the historic Grain Belt Brewery site in Minneapolis consisting of approximately 275 for sale housing units and 42,000 sq. ft. of retail/office space. Sienna ultimately sold its development interests
- Obtained development entitlements for a private landowner in order to ensure maximum value from their lease with a mining company
- With the onset of the housing construction recession, key participation in bank, investor and vendor/contractor workouts involving loans and contracts

**River Falls, WI – City Administrator**

(December 1995 – November 1997)

*Population 13,000, 95 employees; \$18 million budget; full-service city including electric generation and distribution, wastewater, water supply, library, housing and redevelopment authority, fire department and ambulance; developing city that is adjacent to the Twin Cities and is home to the University of Wisconsin River Falls.*

- Oversaw the design, financing and construction of a 26,000 sq. ft. library
- Implemented Downtown Christmas lighting program (Public/private partnership)
- Successful location of six new businesses into the City owned industrial park
- Competed initial capital improvements to DeSanctis Park using the Army Corp of Engineers and National Guard to grade the park and install infrastructure as part of their training mission
- Facilitated a property swap between the school district and UWRF which allowed UWRF to expand its agricultural program and the school district to obtain land for a new high school
- Initiated River Falls Conference for Strategic Opportunities which was a process established to explore the City's strengths, weaknesses and opportunities and developed a strategic course of action to guide the City
- Negotiated new emergency medical service contracts with the surrounding townships

**Farmington, MN – City Administrator**

(March 1983 – September 1995)

*Population 9,300, 60 employees; \$10 million operating budget; full-service city including electric generation and distribution, wastewater, water supply, Economic Development Authority, municipal liquor store, solid waste disposal service, fire department and joint powers ambulance; rapidly developing city within the Twin Cities Metropolitan Area*

- Implemented Total Quality Management Plan that established organizational profile, city wide and departmental goal, updated job descriptions delegation greater responsibility and accountability, amended organizational structure to reflect changes, new performance evaluation system, training and development program and citizen feedback process
- Implemented several planning tools including overall comprehensive plan, comprehensive sanitary sewer I/I plan; facilities plan, surface water management plan, debt management plan, comprehensive park plan and city's first vision and mission statement
- Reviewed and oversaw the approval and development of 34 plats consisting of over 2,000 residential units
- Worked with developers to construct 50 FmHA Elderly Housing units, 136 FmHA Low Moderate Income Housing units, 55-unit congregate care facility and developed a MHFA First Time Homebuyers program
- Developed City owned 40-acre industrial park. All lots were sold in Phase I during my tenure

- Oversaw numerous rehabilitation and revitalization projects involving the removal of slums and blight, reconstruction of streets and utilities and reuse of buildings utilizing TIF, private investments, and grants
- Oversaw the development of over 17 miles of new streets and over 16 miles of new sewer and water mains
- Successfully negotiated 12 Tax Increment Finance projects resulting in the creation of over 250 jobs

**Belle Plaine, MN – Clerk Treasurer**

(March 1980 – March 1983)

*Population 3,000, 15 employees; \$3 million budget; Chief Executive Officer of a full-service city including wastewater, water supply, fire and ambulance; developing city within the Twin Cities Metropolitan Area*

**Technology & Skills**

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- Proficient with Microsoft office including Word and Excel.
- Proficient with Sage MAS100 (Accounting Software) and Insightly (CRM Program)
- Developed and exhibited excellent communication skills in multiple work force roles from an employee and an owner manager experience
- Ability to work independently and in a team environment
- Excellent organizational and multitasking skills
- Empathetic, compassionate, dependable, dedicated and hard-working

**Education & Honors**

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Master of Public Administration with Honors                      Minnesota State University, Mankato MN 1985

B.S. in Political Science with Honors                                  Minnesota State University, Mankato MN 1977

University of Minnesota Leadership Program

Graduate of Blandin Leadership Training Program

Real Estate Education Certificate, ProSource, 2001

Urban Land Institute Development Program

First Place - League of Minnesota Cities Achievement Award - Comprehensive approach to Managing Stormwater

First Place – League of Minnesota Cities Achievement Award – Comprehensive Sanitary Sewer Rehabilitation Plan

Honor Society of Phi Kappa Phi

**Affiliations**

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Minnesota Concrete and Masonry Contractors Association Board of Directors

International City Management Association

Minnesota City Managers Association

Urban Land Institute

American Artstone Board of Directors

President, Palmer Place Homeowners Association

Minneapolis and Minnesota Realtors Association

Builders Association of the Twin Cities

Chambers of Commerce - Belle Plaine, MN (Vice-President), Farmington, MN (Board of Directors), River Falls, WI (Board of Directors), East Grand Forks, MN and Chippewa Falls, WI

**Other Experience**

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Instructor - Political Science - University of Wisconsin River Falls

Instructor - Political Science - Minnesota State University at Mankato

Guest Lecturer - University of Minnesota Humphrey Institute of Public Affairs - Real Estate Development

Jury Member - 1000 Friends of Minnesota Design Awards (3 Years)

River Falls Economic Development Commission - Board of Directors

**References Available Upon Request**

