



**FOR IMMEDIATE RELEASE**

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**BORGERT PRODUCTS, CWMF, BLATTNER ENERGY RECEIVE CENTRAL MINN. BUSINESS RECOGNITION**

St. Cloud, Minn. – **Sue Borgert, Borgert Products**, is the 2016 St. Cloud Area Small Business Owner of the Year. The award is presented annually by the St. Cloud Area Chamber of Commerce.

Borgert Concrete Products was established in 1923 by Lawrence A. Borgert in east St. Cloud. In 1953, Lawrence's son, Kenneth J. Borgert, took over the business, moving it to its current location in St. Joseph.

In 1976, during an economic downturn, the company expanded its product offerings by manufacturing pavers, in addition to concrete block and septic tanks. Sue Borgert joined the company in 1982 to sell pavers and by 1992 she had assume the leadership role in the company, acquiring sole ownership in 2006. During that time the company sold the concrete block business and doubled in size from 25 employees and \$5 million in sales to 54 employees and \$11 million in sales. Today the company manufactures concrete paving stones, retaining walls, and slabs.

Borgert Products stands out from its competition by manufacturing pavers from granite. Though it is more expensive to use granite, Borgert said, the pavers are of higher quality. A planned expansion into Colorado included securing a source for granite aggregate.

The Colorado expansion has been a major undertaking for the company, which has had a distribution center there for ten years. With the recent approval of their permit, they will begin construction of a manufacturing plant that will employ about 10 people.

The company definitely felt the recession, according to Borgert. "We were working on financing the Colorado plant just as the market went down. We didn't see much growth during that time. Our margins grew, but sales were slower." Since the recession the company has averaged five to eight percent annual growth.

Strategic planning and product development have been a focus for the company for the last several years. They now offer pavers in a wider variety of shapes and sizes, have patented a permeable paver, and expanded into outdoor fireplaces and ovens.