

**ECONOMIC DEVELOPMENT AUTHORITY  
CITY OF RAMSEY  
ANOKA COUNTY  
STATE OF MINNESOTA**

The City of Ramsey Economic Development Authority (EDA) conducted an EDA meeting on Thursday, February 24, 2011, at the Ramsey Municipal Center, 7550 Sunwood Drive NW, Ramsey, Minnesota.

Members Present:     Chairperson Chris Riley  
                          Member John LeTourneau  
                          Member Colin McGlone  
                          Member Wayne Skaff  
                          Member Kristine Williams  
                          Member Jeff Wise

Members Absent:     Member Jim Steffen

Also Present:         Aaron Backman, Economic Development/Marketing Manager  
                          City Administrator, Kurt Ulrich  
                          Mike Mulrooney, Consultant

**CALL TO ORDER**

Chairperson Riley called the Economic Development Authority meeting to order at 7:30 a.m.

**APPROVE AGENDA**

Motion by Member LeTourneau, seconded by Member Skaff, to approve the agenda.

Motion carried. Voting Yes: Chairperson Riley, Members LeTourneau, Skaff, McGlone, Williams, and Wise. Voting No: None. Absent: Member Steffen.

**EDA BUSINESS**

**Case #1:         CONSIDERATION OF FINAL APPROVAL OF RAMSEY RLF LOAN TO  
                          WELLS CATERING, INC., AND SAC/WAC FEE ASSISTANCE TO  
                          RAMSEY RETAIL RENTAL, LLC**

Economic Development/Marketing Manager Backman presented the Staff report.

Economic Development/Marketing Manager Backman stated Falls Café has evolved from a deli to a full service restaurant. The restaurant will seat 104 and have a room for private events holding up to 15 people. Wells Catering does have a lease agreement in place.

Consultant Mulrooney presented the credit review. He stated the loan amount has not changed, the rate will be set at the time it is funded at prime plus 1%, and the City will be first lien holder on the equipment. He continued that Wells Catering has had a long and successful operation and did well

during 2009-2010 during the economic downturn. He stated some of the drawbacks were that the market for hospitality has been weak and the restaurant portion will be considered a startup business. Wells Catering/Falls Café is proceeding in a path that is reversed from the usual, being a catering business and then starting a full service restaurant. Mr. Mulrooney stated this new COR location will improve his competitiveness as a caterer and the VA and Allina Clinics will bring additional customers to the area.

Member Skaff stated he uses Wells Catering weekly, it is top notch in service and food quality and a great asset to the City of Ramsey.

Member McGlone updated the members on the Flaherty and Collins project before the HRA that also includes a restaurant/retail portion to the plan.

Discussion ensued as to whether the COR could support two restaurants and how the HRA project and city could be affected by the Wells Catering assistance.

Motion by Member LeTourneau, seconded by Member Skaff, that the EDA approve a \$68,000 Revolving Loan Fund (RLF) loan with a term of 10 years at one percent over prime at time of transaction to Wells Catering for the Falls Café project, and secured by a first position on \$165,000 of equipment; and approve zero percent interest, forgivable loans totaling \$55,000 to Ramsey Retail Rental to offset SAC/WAC fees associated with a new full-service restaurant at The Ramsey Office Plaza building.

Motion by Member McGlone to amend the motion to add that the EDA recommends the HRA consider releasing Flaherty and Collins from their obligation to add a restaurant/retail site under the current agreement.

### **Further Discussion**

Members discussed whether the two projects were similar.

Chairperson Riley stated this deal has been negotiated, EDA has the terms in front of them, and the EDA does not have enough information regarding the HRA project.

Member Wise asked what the EDA standards were for granting loans.

Chairperson Riley stated there is a list of criteria and Consultant Mulrooney is responsible for seeing that the criteria are met.

Consultant Mulrooney explained the guidelines and how the RLF fund was started.

Commissioner LeTourneau did not accept the amendment to his motion. Original motion stands.

Motion carried. Voting Yes: Chairperson Riley, Members LeTourneau, Skaff, Williams, and Wise. Voting No: Member McGlone. Absent: Member Steffen.

Motion by Member McGlone, seconded by Member Wise that EDA suggests that the HRA consider releasing Flaherty and Collins from their obligation to add a restaurant/retail site under the current agreement.

Motion carried. Voting Yes: Chairperson Riley, Members McGlone, Wise, LeTourneau, Skaff, and Williams. Voting No: None. Absent: Member Steffen.

Economic Development/Marketing Manager Backman stated the case will go before City Council at their March 8, 2011 meeting.

**MEMBER INPUT**

Economic Development/Marketing Manager Backman presented an update on the expansion opportunity of the manufacturing company from Minneapolis.

Members discussed how the EDA and HRA could better work together.

**ADJOURNMENT**

Motion by Member Skaff, seconded by Member Wise, to adjourn the meeting.

Motion carried. Voting Yes: Chairperson Riley, Members, Skaff, Wise, LeTourneau, McGlone, and Williams. Voting No: None. Absent: Member Steffen.

The regular meeting of the Economic Development Authority adjourned at 8:35 a.m.

Respectfully submitted,

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Aaron Backman  
Economic Development/Marketing Manager

ATTEST:

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JoAnn Shaw  
Planning Division Secretary