

City of Ramsey
Agenda
Economic Development Authority (EDA)
Thursday January 12, 2012
7:30 am
Lake Itasca Room, 7550 Sunwood Drive NW

1. **Call to Order**
2. **Approve Agenda**
3. **Approve Minutes**
 1. Approve the following EDA meeting minutes:
EDA meeting minutes dated December 8, 2011
4. **EDA Business**
 1. Appointment of Chairperson and Vice Chairperson
 2. EDA 2012 Meeting Dates
 3. Buxton Business Prospect Update
 4. EDA 2012 Work Plan Goals
 5. Staff Update
 6. COR Update
5. **Member/Staff Input**
6. **Adjournment**

Economic Development Authority (EDA)

3. 1.

Meeting Date: 01/12/2012

By: JoAnn Shaw, Community Development

Title:

Approve the following EDA meeting minutes:

EDA meeting minutes dated December 8, 2011

Background:

n/a

Observations:

Funding Source:

Staff Recommendation:

EDA Action:

Motion to approve EDA meeting minutes.

Attachments

12.08.11 EDA Minutes

Form Review

Inbox
Aaron Backman

Reviewed By
Aaron Backman

Date
01/06/2012 03:09 PM
Started On: 01/06/2012 12:27 PM

Form Started By: JoAnn Shaw

Final Approval Date: 01/06/2012

**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, December 8, 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 Jeff Wise

Members Absent: Member Jim Steffen
 Member Kristine Williams

Also Present: Aaron Backman, Economic Development/Marketing Manager
 Kurt Ulrich, City Administrator
 Heidi Nelson, Deputy City Administrator/Community Development Director
 Randy Backous, City Council Alternate Member (arrived at 7:38 a.m.)

CALL TO ORDER

Chairperson Riley called the Economic Development Authority meeting to order at 7:35 a.m.

APPROVE AGENDA

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

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

APPROVE MINUTES

Motion by Member LeTourneau, seconded by Member Skaff, to approve the October 13, 2011 minutes with the last sentence in Case #3 to read "Consensus of Board Members and Mr. Buttenhoff was that the connection should be on the southwest side rather than extending the water main to the north".

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

EDA BUSINESS

Case #1 Recommend City Council Resolution Supporting the Mississippi River Trail

Parks Supervisor Riverblood presented the Staff Report that described the importance of the Mississippi River Trail (MRT) to tourism and local businesses. He also showed where the trail will run and the connection to existing trails and the boat landing. He stated the gate house and parking areas will be included in later phases.

Motion by Member LeTourneau, seconded by Member Skaff to recommend City Council approve a resolution supporting the goals of the Mississippi River Trail and actively pursue marketing the Mississippi River Trail in Ramsey for its economic benefits.

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

Case #2: Recap of the Business Networking Event

Economic Development/Marketing Manager Backman presented a recap of the Business Networking Event. He stated he sought the Governor to be the guest speaker; however, his schedule would not allow it. Mark Phillips, the Commissioner of DEED was available to attend and speak at the event. Economic Development/Marketing Manager Backman stated that the later date of the event might have affected the attendance and he has tentatively set the date for the 2012 event as November 8, 2012.

Member Skaff stated that EDA members could contact some of the businesses next year to personally invite them to the event.

Economic Development/Marketing Manager Backman stated that a personal touch makes a difference. He called and visited several businesses that then took the time to RSVP for the event.

Case #3: EDA Project Update

Economic Development/Marketing Manager Backman presented the Staff Report that updated Members on current Economic Development projects.

Case #4: COR Status Report

Deputy City Administrator/Community Development Director Nelson presented the Staff Report that discussed the activity in the COR.

Discussion ensued regarding the future Highway #10 and Armstrong Boulevard interchange and Sunwood Drive realignment; funding, business traffic, and safety.

MEMBER INPUT

Economic Development/Marketing Manager Backman stated today from 11:00 a.m. to 1:00 p.m. there will be a Manufacturing Round Table at Pentair sponsored by Anoka Area Chamber of Commerce.

Member LeTourneau stated that the chamber has focused on manufacturing for the past year and a half. This particular meeting will be regarding work force development.

Economic Development/Marketing Manager Backman stated that there will be a tour of the Ramsey business, Altron, at 2:30 today. The tour will highlight the facility.

Member McGlone stated that also today from 11:00 a.m. to 1:00 p.m. will be a Builder/Developer open house. The purpose of the open house is to receive feedback on building and/or developing in the City of Ramsey. The open house includes lunch.

Member McGlone commended Parks Supervisor Mark Riverblood and all those involved for their efforts in getting the first ever Christmas tree in the Draw Park.

City Administrator Ulrich stated it was a community partnership with Connexus Energy and Kinghorn Contracting helping with the lights.

ADJOURNMENT

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

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

The regular meeting of the Economic Development Authority adjourned at 9:45 a.m.

Respectfully submitted,

Aaron Backman
Economic Development/Marketing Manager

ATTEST:

JoAnn Shaw
Planning Division Secretary

Economic Development Authority (EDA)

4. 1.

Meeting Date: 01/12/2012

By: JoAnn Shaw, Community Development

Title:

Appointment of Chairperson and Vice Chairperson

Background:

Each year the Commissions and Boards appoint officers. Currently, Chris Riley serves as Chairperson and Wayne Skaff serves as the Vice Chairperson.

Observations:

Funding Source:

Staff Recommendation:

EDA Action:

Motion to appoint _____ as Chairperson of the Economic Development Authority.

-and-

Motion to appoint _____ as Vice Chairperson of the Economic Development Authority.

Form Review

Inbox
Aaron Backman

Reviewed By
Aaron Backman

Date
01/06/2012 03:09 PM
Started On: 01/06/2012 02:34 PM

Form Started By: JoAnn Shaw

Final Approval Date: 01/06/2012

Economic Development Authority (EDA)

4. 2.

Meeting Date: 01/12/2012

By: JoAnn Shaw, Community Development

Title:

EDA 2012 Meeting Dates

Background:

Attached is the meeting schedule for 2012.

Observations:

The EDA has the option to consider an alternate day and/or meeting time to the 2012 meeting schedule. EDA may also want to consider an alternate date for the November meeting. November 8th is currently reserved for the Fall Business Networking Event.

Funding Source:

Staff Recommendation:

EDA Action:

Based on discussion.

Attachments

[EDA 2012 Meeting Schedule](#)

Form Review

Inbox	Reviewed By	Date
Aaron Backman	JoAnn Shaw	01/06/2012 03:09 PM
JoAnn Shaw (Originator)	JoAnn Shaw	01/06/2012 03:18 PM
Aaron Backman	Aaron Backman	01/06/2012 03:33 PM
Form Started By: JoAnn Shaw		Started On: 01/06/2012 02:43 PM
	Final Approval Date: 01/06/2012	

2012 EDA Meeting Dates
Currently Meeting the 2nd Thursday of the Month
7:30 a.m. Lake Itasca Room

January 12, 2012

February 9, 2012

March 8, 2012

April 12, 2012

May 10, 2012

June 14, 2012

July 12, 2012

August 9, 2012

September 13, 2012

October 11, 2012

November (To be Determined)

December 13, 2012

Economic Development Authority (EDA)

4.3.

Meeting Date: 01/12/2012

By: JoAnn Shaw, Community Development

Title:

Buxton Business Prospect Update

Background:

The status of the Buxton Group Business Prospect list will be presented at the meeting.

Observations:

Funding Source:

Staff Recommendation:

EDA Action:

Form Review

Inbox
Aaron Backman

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Aaron Backman

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Form Started By: JoAnn Shaw

Final Approval Date: 01/06/2012

Economic Development Authority (EDA)

4. 4.

Meeting Date: 01/12/2012

By: Aaron Backman, Administrative Services

Title:

EDA 2012 Work Plan Goals

Background:

In March of 2011 the Ramsey Economic Development Authority approved the 2011 Work Plan for the EDA. The work plan outlines existing guidelines for economic development policies in the City of Ramsey, and priority focus areas delineating the highest and next highest priorities for the year that just ended. As part of the process to establish the 2012 Work Plan, the Economic Development/Marketing Manager wishes to review the initial results from 2011. He has attached a follow-up documents that highlights specific priorities.

Observations:

Funding Source:

N/A

Staff Recommendation:

Informational purposes at this time.

EDA Action:

City staff is seeking input from the EDA Commissioners regarding the results of the 2011 Work Plan and potential priorities to be included in the 2012 Work Plan.

Attachments

EDA 2012 Work Plan

Form Review

Inbox	Reviewed By	Date
Aaron Backman (Originator)	Aaron Backman	01/06/2012 04:22 PM
Form Started By: Aaron Backman		Started On: 01/06/2012 04:11 PM
	Final Approval Date: 01/06/2012	

2011 WORK PLAN FOR THE RAMSEY ECONOMIC DEVELOPMENT AUTHORITY

The 2011 Work Plan for the Ramsey EDA outlines existing guidelines for economic development policies, and priority focus areas delineating the highest and the next highest priorities for the current year.

Guidelines for the 2011 Work Plan for the Ramsey EDA:

- Work to sustain moderate growth or recovery of industrial, commercial, retail, and housing activities in the City.
- Begin work on the redevelopment of the 167th/Hwy 47 commercial node, including the potential land acquisition of available lots, the design of infrastructure, creation of TIF District, and additional residential development to support commerce.
- Target family-wage to high salary employment opportunities in a variety of industries.
- Continue to target businesses in specific industries, including medical, precision manufacturing, aerospace, and other high tech fields.
- Encourage the retention and growth of existing local firms.
- Ensure quality growth and land use by streamlined, effective regulations and code enforcement.
- Continue to respond to specific requests for assistance from local companies.
- Use infrastructure investment to attract new firms and for development of designated areas.
- Maximize private, local, state, and federal funding for projects.

Priority Focus Areas for 2011:

Highest Priorities

- **Communicate with existing Ramsey businesses through the Ramsey Resident newsletter, Business Network meeting, Business Appreciation Day, and Business Expo.**
- **Facilitate The Falls Café and Deli/Wells Catering project moving forward with its relocation to the COR.**
- **Although Ramsey does have a variety of fast-food restaurants, there is a strong desire for additional “sit-down” or full-service restaurants in the community. Develop a coherent Full-Service Restaurant subsidy policy.**
- Begin work on the redevelopment of the 167th/Hwy 47 commercial node, including the potential land acquisition of available lots, the design of infrastructure, creation of TIF District, and additional residential development to support commerce.
- **Expand, retain and create new employment in the City’s existing industrial parks (e.g. MultiSource Manufacturing).**
- **Support the work of the Development Management (DM) Team to bring potential developers, retailers and office users to sites in the Center of Ramsey (COR); and provide regular updates about the COR to the EDA.**

- **Review the financial obligations and resources of the City's TIF districts and submit modifications as necessary.**

Moderately High Priorities

- Actively contact and work with prospects concerning the possibility of a second grocery store for Ramsey.
- **Continue to promote multiple modes of transportation, including supporting the efforts to obtain funding for the railroad station.**
- **Follow-up on the results of the Retail Site Assessment of Ramsey's Customer Profile undertaken by Buxton in 2008.**
- Consider the feasibility of a Medical-related or Biotech Business incubator in the City of Ramsey. This could include working with Genesis Business Centers, UEL or other entities.
- Develop long-term marketing strategy to improve area businesses and to attract new businesses.
- Utilize the City's website and a software provider (such as E-Gov Link or Co-Star) to improve the community's real estate and business intelligence platform.

Medium Priorities

- Develop a plan to recapitalize the Ramsey Revolving Loan Fund.
- **Move forward with new Village Profile map of the City of Ramsey, as well as the new Anoka Area Chamber of Commerce map.**
- **Work with the new owner of the property formerly known as the Diamonds Sports Bar & Grill (a 15.5 acre parcel south of Highway 10) in terms of redevelopment and infrastructure requirements.**
- Work with other City Departments to submit an application to DEED to seek the designation of the area near the transit station as a Transit Improvement Area (TIA).
- **Support efforts by EDAM and other statewide organizations to seek funding for Brownfields Redevelopment and for TIA Loan Programs.**
- Pursue a separate Zip Code and Post Office for the City of Ramsey.
- Consider the establishment of new industrial/business park in the City of Ramsey. This could include doing a site evaluation of the industrial area south of LCA or the Pearson farm.

The bolded priorities are ones where there was significant progress during 2011. Several of the non-bold priorities are ongoing efforts or potentially can move forward in 2012.

Economic Development Authority (EDA)

4. 5.

Meeting Date: 01/12/2012

By: JoAnn Shaw, Community Development

Title:

Staff Update

Background:

A staff update will be provided at the meeting on the following items:

- Discussion on Sunfish Commons
- 2012 Business Expo-April 28, 2012
- Transit Improvement Area (TIA) Application
- Lease of 6745 Highway 10
- EDAM 2012 Legislative Policy

A draft of the 2012 Legislative Policy for EDAM is attached. It has been somewhat revised since this version was put together this week.

Observations:

Funding Source:

Staff Recommendation:

EDA Action:

Attachments

[EDAM-2012 Legislative Policy](#)

Form Review

Inbox	Reviewed By	Date
Aaron Backman	JoAnn Shaw	01/06/2012 03:18 PM
JoAnn Shaw (Originator)	JoAnn Shaw	01/06/2012 03:20 PM
Aaron Backman	Aaron Backman	01/06/2012 03:29 PM
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LEGISLATIVE POLICY 2012



ECONOMIC
DEVELOPMENT
ASSOCIATION OF
MINNESOTA



WHO IS EDAM?

The Economic Development Association of Minnesota (EDAM) is a statewide association representing more than 500 public and private sector professionals involved with implementing state, regional or local economic development initiatives.

Our legislative policies are shaped by members' unique experience and understanding of the tools and tactics that are most effective in positioning and marketing Minnesota as a location for corporate, small business, housing and community investment. Economic developers generally focus on financing, marketing and implementation strategies for:

- Developing public infrastructure;
- Facilitating business expansion, job creation, and redevelopment;
- Attracting, training and mobilizing a skilled local workforce;
- Addressing local housing needs;
- Marketing Minnesota's benefits as a place to live and locate a business.

INTRODUCTION

Economic Development creates and retains jobs and increases incomes. This is done through enhancing human capital, supporting entrepreneurship, developing community infrastructure, marketing to targeted industries, and promoting business development and retention. EDAM's legislative policies are established through surveying our members and consulting with our partners.

EDAM anticipates that the nation's and the state's economic recovery will be slow and not uniform. Businesses that ultimately create the jobs that grow the economy will do so based on the demand for goods and services. Federal stimulus programs will take time to bear fruit and will not solve all economic problems. Notwithstanding the current deficit and economic challenges, EDAM encourages the State of Minnesota to look at both short-term and long-term goals in its development strategies. EDAM and its members support continued investment in economic development programs so that Minnesota remains competitive with other jurisdictions both nationally and internationally.

I. ENHANCING TAX INCREMENT FINANCING (TIF) AS AN ECONOMIC DEVELOPMENT TOOL

With the current economic situation, there is a need to re-evaluate current economic development parameters and statutory restrictions that inhibit projects at the local level in the State of Minnesota. Tax Increment Financing remains the most viable tool for economic development and community reinvestment efforts. Tax Increment Financing (TIF) is a method local governments use to pay for the costs of qualifying improvements necessary to create new development, redevelopment, or publicly-assisted housing. The financing of the qualifying improvements is paid from the increased property taxes generated from the new development, redevelopment, or housing that would not occur "but for" such assistance. In light of the economic challenges in Minnesota and in our country, there are steps that the State could take that would enhance the effectiveness of TIF and generate more jobs and tax base.

To spur additional development, EDAM encourages the Minnesota Legislature to undertake the following targeted, time-specific changes in the State's Statutes:

- a. Lengthen the duration of Economic Development TIF benefits to a full 9 years. This would save communities money, leverage more private investment in communities, and it would not have a fiscal impact in the State's budget.
- b. Strengthen the Redevelopment TIF Statute so that project areas would qualify in which 50% or more of buildings are found to be substandard.

II. DEED ECONOMIC DEVELOPMENT AND REDEVELOPMENT PROGRAM FUNDING

Brownfields investments create vibrant new urban places and replace lost jobs and taxes on sites where former industrial uses have left a legacy of blight and contamination. The 2010 US Conference of Mayors survey found that, among 150 surveyed cities, more than 86% reported successfully redeveloping brownfields. These 116 cities accounted for 2,667 sites (11,000 acres) cleaned up and redeveloped, accommodating 75,000 jobs and generating \$108 million in new local tax revenue. On the average, \$1 of public investments in brownfields has been shown to leverage \$8 in total investment. Brownfields investment also

leverages jobs: on average, it takes only \$10,000 to \$13,000 in public investment to produce one job vs. the standard \$35,000 per job as estimated by the U.S. Department of Commerce. Indirect benefits of redevelopment include saving land from destructive sprawl development and contribution to air quality objectives. According to the Minnesota Department of Employment & Economic Development's (DEED) records, it takes less than \$6,000 in public investment per job. In addition, each DEED dollar attracts an average of \$26 in other investments.

Public expenditures in environmental assessments and clean-ups related to property transactions and redevelopment are far-sighted investments in future responsible growth - more brownfields sites will be made "development-ready," and future growth can be steered to places where infrastructure is in place, existing communities can be revitalized, and the negative externalities associated with sprawl can be avoided.

EDAM supports legislative initiatives that restore and strengthen funding levels for economic development and brownfields programs administered by the Minnesota Department of Employment and Economic Development (DEED) and the Metropolitan Council.

Key Program Funding Initiatives. DEED funds statewide brownfield cleanup and redevelopment through its Cleanup and Redevelopment Grant Programs. A Demolition Loan Program has been proposed to assist development authorities with the costs of demolishing blighted buildings. In 2008, a Transit Improvement Area Loan Program was created to fund installation of public improvements. The program has not yet been funded. Each of these programs assists sites that have future redevelopment potential.

EDAM supports additional funding for the following DEED Programs:

- a. Redevelopment Grant Program/Demolition Loan Program in the amount of \$25 million per year (\$10 million from the state general fund and \$15 million from state bond funds).
- b. Transit Improvement Area Loan Program in the amount of \$10 million per year (\$5 million from the state general fund and \$5 million from state bond funds).
- c. Greater MN Business Development Public Infrastructure Grant Program in the amount of \$10 million per year from state bond funds.
- d. Transportation Economic Development Grant Program in the amount of \$10 million per year in state bond funds.

III. PASSAGE OF STATE NEW MARKET TAX CREDITS

New Market Tax Credits loans are intended to provide the financing to allow small business owners in low income census track areas to expand their businesses.

EDAM supports passage of a State New Market Tax Credit Investment Program for businesses that either expand or relocate in low income census tracks in Minnesota. This program would mirror the Federal New Market Tax Credit Program that was created 10 years ago to address the lack of capital available for businesses and economic development ventures in low income areas. The program could include the following provisions:

- a. Business loans in low income census tracks within Minnesota could be used to purchase equipment, purchase buildings, build new, or remodel buildings.
- b. Investors would receive a 39% tax credit for investing in low income areas.
- c. The 39% state income tax credit would be taken over seven (7) years. The State program could be modeled after the successful Missouri Program, zero tax credits for years 1 and 2, then 7% for year three and 8% for the final four (4) years. With this structure, the immediate impact on the State budget would be lessened and could be incrementally increased over time. This will let the legislature give an immediate boost to economic development in the most needed areas, attract and leverage more federal tax credit dollars to Minnesota and help create new jobs in the low income census tract areas of the state.
- d. The Minnesota Department of Revenue will administer this state tax credit program and will ensure that 50% of the tax credits are available in Greater MN and 50% in the Twin Cities Metro Area.



BUILDING COMMUNITY
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ECONOMIC DEVELOPMENT ASSOCIATION OF MINNESOTA

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Economic Development Authority (EDA)

4. 6.

Meeting Date: 01/12/2012

By: JoAnn Shaw, Community Development

Title:

COR Update

Background:

The COR update will be presented at the meeting.

Observations:

Funding Source:

Staff Recommendation:

EDA Action:

Form Review

Inbox
Aaron Backman

Reviewed By
Aaron Backman

Date
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