

City of Ramsey
Agenda
Economic Development Authority (EDA)
Thursday June 6, 2013
7:30 am
Lake Itasca Room, 7550 Sunwood Drive NW

- 1. Call to Order**
- 2. Approve Agenda**
- 3. Approve Minutes**
 1. Approve EDA Meeting Minutes dated May 16, 2013
- 4. EDA Business**
 1. Introduce Economic Development Prospect Foxtrot
 2. Economic Development Prospect Foxtrot: Business Subsidy Application
 3. Selection of the 2013 Ramsey Business of the Year
 4. Planning Commission Update (Development Update)
 5. UPDATES
- 5. Member/Staff Input**
- 6. Adjournment**

Economic Development Authority (EDA)

3. 1.

Meeting Date: 06/06/2013

By: Jo Thieling, Administrative Services

Title:

Approve EDA Meeting Minutes dated May 16, 2013

Purpose/Background:

Attached are the meeting minutes from the regular EDA meeting of May 16, 2013.

Notification:

Observations/Alternatives:

Funding Source:

Recommendation:

Approve EDA Meeting Minutes dated May 16, 2013.

Action:

Attachments

051613 EDA Mts

Form Review

Form Started By: Jo Thieling
Final Approval Date: 01/17/2013

Started On: 05/24/2013

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

The City of Ramsey Economic Development Authority (EDA) conducted a regular meeting on Thursday, May 16, 2013, at the Ramsey Municipal Center, 7550 Sunwood Drive NW, Ramsey, Minnesota.

Members Present: Chairperson Jim Steffen
 Member Glen Hardin
 Member John LeTourneau
 Member Chris Riley (arrived at 7:35 a.m.)
 Member Wayne Skaff
 Member Kristine Williams

Members Absent: Member Phillip Brunt

Also Present: Patrick Brama, Management Analyst
 Tim Gladhill, Development Services Manager

1. CALL TO ORDER

Chairperson Steffen called the Economic Development Authority meeting to order at 7:33 a.m.

2. APPROVE AGENDA

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

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

3. APPROVE MINUTES

3.01: Approve EDA Meeting Minutes Dated April 11, 2013

Motion by Member LeTourneau, seconded by Member Hardin, to approve the minutes dated April 11, 2013.

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

4. EDA BUSINESS

4.01: FOR DISCUSSION ONLY: Discuss Future Land Use Options and Land Use Open House Results for 15153 Nowthen Boulevard (Former Ramsey Municipal Center/Current Fire Station #2)

Management Analyst Brama provided a brief background regarding this property and stated the City held an open house on April 18th. He advised the City received 26 formal comments with 24 comments indicating a preference for a residential development and indicating opposition to a data center while two comments were received in favor of a data center and opposed to a residential development. He stated the City also received a petition with 69 signatures in opposition to a data center and in favor of a residential development and noted there was no formal analysis of this petition to verify addresses. He advised that staff has worked to find solutions to mitigate resident concerns and has prepared a revised site concept. He stated that noise was a major concern and staff feels that noise pollution can be resolved with proper land use restrictions including increased setbacks, requiring enclosed or indoor storage, and requiring that air conditioning units be located near the center of the building. He indicated that Anoka and Chaska have noise decibel restrictions for their data centers and the City could adopt more restrictive noise regulations, e.g., 55 decibels, which is comparable to normal office noise or a library. He stated another concern raised by residents was the look of a data center and whether a data center would fit in with the neighborhood. He advised this concern could be mitigated through larger setbacks, dictating the maximum height of the building, proper landscape screening, and establishing architectural standards so the building is compatible with the surrounding area. He stated that residents expressed concern regarding traffic and staff does not believe this is a legitimate concern and feels a data center will have less impact than a residential development with 48 trips per day for a data center compared to 480 trips per day for a residential development. He stated the issue of spot zoning was raised and staff reviewed this issue with the City Attorney and the League and does not believe this would result in spot zoning due to the size of the parcel, the public purpose for developing the site as a data center, and the fact that the previous use was for either a school or municipal complex that are more intense uses. He advised that residents also felt a data center would reduce their property values and while it is possible that property values could decrease with a data center, surrounding property values could also decrease with a residential development. He indicated the City Attorney and the League feel this issue is subjective and should not be concerned as long as the City goes through the proper steps to ensure the development is compatible with surrounding properties. He stated residents also raised the issue of risk of market failure of a data center and what would happen to the property and advised that while there is no mitigation the City can provide for this, the City could state that the property may only be used for quiet type uses in the future. He stated residents suggested the property be used for a park and the Parks Commission has not identified this site as a future park, noting the site is connected by trail to a number of nearby parks. He presented a revised site concept and stated a single user data center was reduced from 250,000 square feet to 190,000 square feet and the setbacks were increased from 125' to 200' and setbacks for a two-user data center were also increased to 200'. He indicated the required parking could be reduced by 30 stalls and the site concept includes landscaping and buffering especially along Helium Street to screen properties and also includes a neighborhood open space in the northeast corner of the property. He stated generators would be required to be enclosed in the building or placed in enclosures toward the center of the building and the building's

maximum height would be 25'. He advised that revisions were made to the cost benefit analysis based on the revised site concept resulting in a decrease in value of a data center from \$1.35 million to \$1.275 million and a decrease in value of a residential development from \$1.35 million to \$650,000. He stated that a data center would be more beneficial to the City in terms of property taxes with estimated taxes of \$200,000 annually versus \$128,000 for a residential development. He advised that staff was recently approached by Connections Church expressing an interest in the property and stated if this property were purchased as a church it would be tax exempt and would require additional parking, adding the church has indicated it would expand the building resulting in a larger footprint. He stated Connections inquired about leasing the property, including the buildings, and staff believes this would conflict with the fire station and does not recommend leasing the property.

Development Services Manager Gladhill explained that the zoning amendment is done by Ordinance and the City Charter allows a counter petition with signatures from two-thirds of registered voters. He advised the City received a comment from Anoka County that any development would have to reevaluate access on Nowthen because the County wants to close this access.

Member Skaff stated he spent time with residents on this issue and his sense is that the residents will stand and oppose any effort to build a data center and residents are concerned about their property values and quality of life. He felt it would be wrong to push something through given the current level of opposition.

Chairperson Steffen asked if a data center could live with a 55 decibel restriction.

Management Analyst Brama replied he spoke with Chaska's City Administrator who informed him that residents still raise concerns about noise from their data center, adding that Chaska has a 300' setback requirement next to residential properties. He stated he also spoke with Elk River about their data center and learned they also get complaints from property owners. He stated he contacted Mortenson Construction and was informed that 55 decibels is not unrealistic for a data center but costs would likely go up based on that restriction.

Member LeTourneau suggested including a rain garden element in order to mitigate the view and add more aesthetics to the project. He also encouraged planting larger trees, e.g., 4-6' trees, in order to provide good coverage sooner rather than later.

Member Williams stated she was still in support of the data center concept because it achieves the strategic initiatives of the City and represents a good reuse of the site and did not support using the site for a church. She indicated that a data center use for this site is well received within the real estate community adding she has heard this site mentioned several times as a potential data center. She agreed that rezoning the site now would put the City in a position to see a data center come to fruition provided the City does not price itself out of the market by having more restrictions than other communities.

Chairperson Steffen asked if the site could transition back to residential if no user was found after the property is rezoned.

Development Services Manager Gladhill explained the City Council has legislative authority to change the Comprehensive Plan's land use map and would have the ability to change the zoning if the market changes in the future. He also explained the timeline for amending the Comprehensive Plan and agreed to provide the EDA with the City Attorney's opinion regarding the City Charter provisions with respect to a counter petition.

Member Williams left the EDA meeting at 8:20 a.m.

Member Skaff expressed support for the data center concept stating he felt it represented a good use of the property but acknowledged that this use will result in significant opposition by the neighborhood.

Chairperson Steffen agreed and stated the site might not be as competitive if the City places significant restrictions on the use, but he was not willing to take it off the table yet.

Member LeTourneau stated he listened to the residents and acknowledged their concerns. He commended staff for their efforts to mitigate resident concerns but remained concerned about the local residents and about how the rest of the community views this. He felt it was important to remain open to the idea that a data center might not be the right thing given the opposition of residents and the potential for a petition against a data center. He stated he felt a data center was the right thing overall for the community but if a petition came forward that would send a clear message. He supported the idea of continuing the current process including rezoning.

Member Hardin expressed support for moving forward with rezoning the site as long as the City can address the issues raised by residents, including noise and setbacks, and felt the proposed use would benefit all residents by getting the property back on the tax rolls.

Member Riley stated he liked the way the City has conducted the public process and indicated residents got the impression that the City was jamming this down their throats. He stated there has been uniform and consistent opposition to the proposal adding he has not seen a lot of people clamoring for a data center. He felt staff did a great job mitigating resident concerns but did not think the residents will agree with the mitigation or change their minds. He stated he did not think a data center was a bad idea but residents think it is, so he would not support it.

Management Analyst Brama indicated it was staff's intention to present the City Council with the EDA's comments in support of rezoning the site for a data center. He asked if the EDA had any additional changes to the site concept that the City Council should consider.

Member LeTourneau agreed that a 55 decibel restriction should be put in place and asked if a 200' setback was necessary with a 55 decibel restriction.

Management Analyst Brama advised the noise restriction is at the property line and the reason for the setback was not purely for noise but also for aesthetics, safety, land value, and to address potential spot zoning arguments.

Member Skaff indicated he would like to see more information about including a park amenity on the site with park dedication fees from the site used to develop a small neighborhood park.

Chairperson Steffen expressed support for the park idea. He felt the revised site concept provided significant berming and trees adding he would like to see pine trees to provide year-round coverage as well as additional work done with the storm water ponds on the site.

Member Riley asked if staff would be presenting the revised site concept to residents prior to the City Council meeting on May 28th.

Development Services Manager Gladhill pointed out the City Council will not be approving a zoning amendment on May 28th.

Management Analyst Brama suggested sending a notification letter advising residents the EDA has reviewed the revised site concepts based on resident feedback to help mitigate resident concerns and informing them the City Council will be considering the future zoning of the site on May 28th and requesting their input and/or attendance at the City Council meeting.

Member LeTourneau suggested the letter include a link to the website where residents can view detailed information regarding the proposal.

Member Riley requested that the information include pertinent data from the cost benefit analysis including the property tax benefits.

A resident in the audience approached the EDA and stated he was in favor of a data center versus a residential development. He also felt having a park on the site would be beneficial.

Chairperson Steffen requested that staff draft a letter to residents and circulate it to the EDA for review.

It was the consensus of the majority of the EDA to recommend that the City Council not pursue a residential development at this time.

It was also the consensus of the majority of the EDA to recommend that the City Council not pursue the religious organization's inquiry regarding the property.

4.02: Discuss Potential Future Industrial Park Land

Management Analyst Brama presented a map of potential future industrial park sites and advised that Site #1, an 87 acre parcel on the north side of Highway 10, has a willing seller and is a viable candidate. He stated that Site #2 east of the Pearson farm is not zoned correctly and it is unclear whether the owner is willing to sell the property to the City. He indicated that Site #3 and Site #4 would require significant infrastructure improvements and Site #5 has a willing seller and infrastructure improvements in place, however the zoning is not correct. He stated that Site #6, owned by the State, is a unique site with infrastructure and zoning in place and the City has worked with the MPCA in the past and received word the agency is not willing to sell the site for future industrial development.

Member LeTourneau expressed support for the opportunity to develop an industrial park and felt it would provide a needed revenue source for the City and drive the future of the community. He supported Site #1 as the City's first priority and Site #6 as the second choice.

Development Services Manager Gladhill stated that staff would like to invite MPCA staff to attend an EDA meeting to hear MPCA staff's reasons for why it is important for them to maintain their site.

Chairperson Steffen supported Site #1 and Site #2.

Member Skaff supported Site #1, Site #2, and Site #6.

Management Analyst Brama indicated that given the EDA's support for pursuing Site #1, staff proposes to begin gathering numbers and prepare a feasibility study on the site while still considering other sites. He stated information will be presented to the EDA at its next meeting regarding what needs to be done from a zoning perspective, as well as a TIF analysis, infrastructure improvements and costs.

Member Riley left the EDA meeting at 9:02 a.m.

4.03: Prospect Update

Management Analyst Brama advised that Prospect Echo is a new prospect located in New Hope and in Ramsey that is interested in consolidating its operations in the City, adding that staff will be meeting with them today. He advised that Prospect Foxtrot is interested in a 10-12 acre site but is willing to do their relocation in phases with a six or seven acre parcel now. He indicated that a possible site for Prospect Foxtrot is the City's public works campus noting the City owns all five parcels but utilizes only three parcels. He stated Prospect Foxtrot is interested in all five parcels and would agree to purchase three of the parcels at this time; the City would then lease back a portion of the site to continue its public works operations. He presented a proposed project site plan and stated the City does not want to move its salt shed on the site and will need to retain access to this for the time being until it finds a permanent location. He recommended that staff work with Prospect Foxtrot on an option agreement or right of refusal allowing this prospect the right to purchase the remainder of the property when the City is ready to allow the prospect to continue on with its full expansion. He noted this prospect is on a short timeline and wants to be in the building in six months.

Member Hardin left the EDA meeting at 9:10 a.m.

Member Skaff asked who would be responsible for utility extension.

Management Analyst Brama indicated this item is up for debate at this time, adding this prospect will be asking for business assistance and there are infrastructure grants available from outside agencies. He reviewed next steps and stated that a letter of intent will be prepared outlining the terms of the purchase agreement, etc., and staff will work with this prospect regarding potential financial assistance based on their needs.

It was the consensus of the EDA members in attendance to direct staff to continue to work with Prospect Foxtrot on its proposed expansion.

4.04: Updates

This item was tabled on the agenda.

4.05: Planning Commission Update (Development Update)

This item was tabled on the agenda.

5. MEMBER/STAFF INPUT

None.

6. ADJOURNMENT

The regular meeting of the Economic Development Authority adjourned at 9:19 a.m.

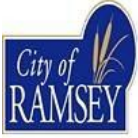
Respectfully submitted,

Kurtis G. Ulrich, City Administrator

ATTEST:

Patrick Brama, Management Analyst

Draft by Barbara Hughes
(*TimeSaver Off Site Secretarial, Inc.*)



Our Mission: To work together to responsibly grow our community, and to provide quality, cost-effective, an efficient government services

Economic Development Authority (EDA)

4. 1.

Meeting Date: 06/06/2013

Submitted For: Patrick Brama,

By: Patrick Brama, Administrative Services

Title:

Introduce Economic Development Prospect Foxtrot

Purpose/Background:

Prospect Foxtrot is an economic development prospect interested in locating their operations to the City of Ramsey. Prospect Foxtrot is a manufacturing business located in northwest region of the Twin Cities, they currently employ 24 people and have a 25,000 square foot manufacturing facility. The current host City of Prospect Foxtrot does not have adequate space available to allow for expansion.

Prospect Foxtrot is interested in relocation of their business as soon as possible, as they have recently reached an agreement to sell their current facility. The ideal situation for Prospect Foxtrot is a 12 acre site, that is pad ready. Prospect Foxtrot would like to complete their expansion in phases. The first phase would include a new 77,000 square foot facility, with 50 total employees. The second phase would include a 48,000 square foot expansion (125,000 total) and significant additional job growth.

Unfortunately, the City of Ramsey does not have any 12 acre sites available today that are zoned correctly (i.e. employment district). However, because the prospect can complete their project in phases, the City was able to identify a solution--the City's current Public Works campus. Please review the 'observations' section for more information on the proposed solution.

Purpose of Case

- Introduce Prospect Foxtrot to the EDA (a rep will be present).

Observations/Alternatives:

The City's current Public Works campus and an adjacent City-owned parcel has been identified by Staff as a solution for Prospect Foxtrot's desired project. The public works campus consists of five separate parcels totaling over 13 acres in size (see reference map).

Today, the two eastern lots are heavily used by the City's Public Works Department, the south central lot is moderately used and the north central and western lots are vacant (see availability map).

It is Staff's assumption the Public Works campus will be vacated over the coming decade since the City has acquired land immediately to the east (i.e., Bury and Carlson) for that purpose. With that in mind, and because Prospect Foxtrot is willing to complete their project in phases, Staff has developed a proposed project solution (see proposed project map).

The proposed solution would require a number of different agreements/transactions in order to meet the needs of Prospect Foxtrot. In general, listed below are the required steps.

- Sell the western three parcels
- Lease back a portion of the south central parcel (salt shed) for five years
- Place an option to purchase agreement on the two eastern parcels for ten years (which would allow for phase II of the proposed project--see phase II map)

Prospect Foxtrot, the EDA, the State and City Staff have reviewed the proposed solution and support moving the project forward.

Because the Prospect Foxtrot would like to vacate their current location as soon as possible, the City of Ramsey will need to efficiently respond to the proposed project/prospect. A number of items need to happen in order to move the proposed project forward quickly; please reference the attached timeline. Therefore, Staff will be requesting Council authorization to begin a number of processes on May 28.

Lastly, Prospect Foxtrot has indicated interest in City financial assistance for the proposed project (known as a "Business Subsidy"). Staff is working with the prospect now to attain detailed information on said request. It is likely Prospect Foxtrot will be requesting a land write down (reduced land sale price).

It is not uncommon practice for City's to financially assist economic development projects in some fashion. The City of Ramsey recruited a majority of its larger employers (located in Ramsey's Industrial Parks) utilizing business subsidies; specifically, TIF land write downs. Staff would like to discuss this topic with the City council. Staff needs to understand if the City Council has an appetite to receive a request for a business subsidy from prospect Foxtrot. The City has adopted policies on businesses subsidies; which Staff intends to utilize (see attached business subsidy policy). Receiving a request does not obligate the City Council to a business subsidy. NOTE: The EDAbriefly reviewed this case on May 16 and invited Prospect Foxtrot to submit a formal request for a business subsidy.

Funding Source:

NA--Introduction Only

Recommendation:

NA--Introduction Only

Action:

NA--Introduction Only

Attachments

No file(s) attached.

Form Review

Inbox

Kurt Ulrich

Form Started By: Patrick Brama

Final Approval Date: 06/04/2013

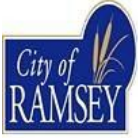
Reviewed By

Kurt Ulrich

Date

06/04/2013 07:04 AM

Started On: 06/03/2013



Our Mission: To work together to responsibly grow our community, and to provide quality, cost-effective, an efficient government services

Economic Development Authority (EDA)

4. 2.

Meeting Date: 06/06/2013

Submitted For: Patrick Brama,

By:

Patrick Brama, Administrative Services

Title:

Economic Development Prospect Foxtrot: Business Subsidy Application

Purpose/Background:

The purpose of this case is to review Prospect Foxtrot's Business Subsidy Application and draft a recommendation for the City Council.

For background information on Prospect Foxtrot and the proposed project please review case one of the EDA Agenda (06/06/2013).

The City's Economic Development consultant, Mike Mulrooney (Advanced Consulting Group), will be presenting this case.

Observations/Alternatives:

Attached to this case is Prospect Foxtrot's business plan, project overview document and project sources and uses of funds table. Business and personal financial statements submitted by the prospect will remain confidential. Mr. Mulrooney will review the application, underwrite the project and present findings and alternatives for EDA consideration.

Business Subsidies Background (General)

The purpose of local economic development is to (1) expand the City's tax base and (2) create/retain jobs. Increasing commercial tax base allows Cities to provide services at a lower cost--*per capita*. Creating jobs not only offers residents employment opportunities, it also drives consumer dollars to a local economy. Often times, due to competition and/or financial gaps, City's financially participate in economic development projects (known as Business Subsidies).

The City of Ramsey has actively participated in economic development for the past 20 years; a number of local businesses relocated to Ramsey as a direct result of City business subsidies. The City utilizes a business subsidy policy to guide the review process of business subsidy applications. The City of Ramsey adopted an updated policy in 2008 (see attached).

Outline of the business subsidy policy:

- Project must pass 'But For' Test. Meaning, 'But For' City assistance a project would not occur.
- Project must be feasible. Meaning, the City will be allowed to independently underwrite the project.
- Project assistance will be provided at \$25,000 per qualified job (70% of median wage, \$13.77)
- Project must establish 2 year job, wage and tax base goals

Prospect Foxtrot Subsidy Application

Prospect Foxtrot is requesting a business subsidy in the form of a complete land write down. Meaning, reducing the cost of land to zero. The value of the three parcels Prospect Foxtrot is interested in purchasing is \$924,000 (County valuation). In order to meet the City's business subsidy policy requirements (for the requested land write down), Prospect Foxtrot would need to produce 37 jobs paying at least \$13.77 an hour within two years. Prospect Foxtrot is willing to commit to said requirements.

NOTE: prospect Foxtrot has indicated phase one of this project will include a 77,000 square foot building with offices facing Ramsey Boulevard (entrance to The COR). Prospect Foxtrot's goal is to have 50 employees within five years; and begin phase two of their Ramsey facility (48,000 square foot addition).

Alternatives

The EDA will have two decisions to make (A) what amount of business subsidy should be provided; and (B) how should the subsidy be provided. Detailed information will be presented at the EDA meeting. Below is a summary.

(A) What amount of subsidy should be provided?

According to the City's adopted business subsidy policy, the City is allowed to provide \$925,000 in business assistance to the proposed project. The EDA (and City Council) will need decide what action to take:

- (1) provide the requested \$924,000 land write down
- (2) counter offer prospect Foxtrot for a different sale price
- (3) do not provide a business subsidy.

(B) How should the subsidy be provided?

(1) The City is able to provide assistance by simply writing down the cost of land; and not explicitly re-pay itself back. This alternative would still require the prospect to enter into a business subsidy agreement.

Positives: instant significant tax base for the City (\$20,000-\$37,000 per year*), no economic development tools needed, quick/fast response/process for prospect. NOTE: the prospect does have a short timeline.

Negatives: the City would not explicitly re-pay itself back for the land write down. The City would not pull tax dollars from Anoka County to help pay for the land write down (which is possible with TIF).

(2) The City is able to provide assistance by writing down the cost of land; and explicitly re-pay itself back by utilizing an economic development tool. Attached to this case is a summary of what tools are available; including revenue generations. This alternative would require the prospect to enter into a business subsidy agreement.

Positives: long term significant tax base (\$20,000-\$37,000 per year PV 9-25 years out), ability to pull tax dollars from Anoka County to pay for the land write down (TIF only).

Negatives: time consuming/complex process to provide TIF/Abatement, economic development tools are not 'needed' in this situation (as the City owns the land).

(3) The City could not provide a business subsidy.

Funding Source:

Recommendation will be provided at EDA meeting.

Recommendation:

Depends on alternative chosen by EDA/City Council.

Action:

Staff is requesting the EDA provide a recommendation to the City Council for the following items:

(A) Amount of subsidy to be provided:

- (1) provide the requested \$924,000 land write down
- (2) counter offer prospect Foxtrot for a different land sale price
- (3) do not provide a business subsidy

(B) How should the subsidy be provided?

- (1) Write down the cost of land without an explicit pay back plan.
- (2) Write down the cost of land and utilize [Below] for pay back.
 - 2a: Tax Increment Financing
 - 2b: Tax Abatement
- (3) Do not provide a business subsidy

Attachments

No file(s) attached.

Form Review

Inbox

Kurt Ulrich
Form Started By: Patrick Brama
Final Approval Date: 06/04/2013

Reviewed By

Kurt Ulrich

Date

06/04/2013 06:59 AM
Started On: 05/30/2013

Economic Development Authority (EDA)

4.3.

Meeting Date: 06/06/2013

Submitted For: Patrick Brama,

By:

Meghan Mathson, Administrative Services

Title:

Selection of the 2013 Ramsey Business of the Year

Purpose/Background:

Annually, the EDA is charged with selecting the City of Ramsey Business of the Year. The purpose of this case is to select the 2013 Ramsey Business of the Year.

NOTE: the Business of the Year award is presented at the EDA golf tournament (August 20, 2013).

Notification:

In 2012, the list of Business of the Year nominees were narrowed down to four finalists. The Links at Northfork won Business of the Year in 2012; and the EDA decided to use the remaining three finalists for the 2013 Business of the Year award. This includes: Acapulco, Bolton & Menk, and Vision Ease Lens.

Each of the finalists answered the following four questions for the 2012 questionnaire (see attached):

1. When did you become a physically established business in Ramsey?
2. What is your estimated number of employees/FTE (2012)?
3. How does your business positively affect the community, besides job creation (i.e. community involvement, donations, sponsorship, membership, etc.)?
4. What is unique about your business, what is noteworthy or what makes your business different than your competitors (i.e. innovative product/building, significant job retention/creation, overcoming a significant obstacle, etc.)? Attached to this case are the responses from the four finalists from 2012 (including The Links at Northfork).

Observations/Alternatives:

NA

Funding Source:

Select the 2013 Ramsey Business of the Year.

Recommendation:

Select the 2013 Ramsey Business of the Year.

Action:

Attachments

Final Answers 2012

Form Review

Inbox	Reviewed By	Date
Patrick Brama	Patrick Brama	06/03/2013 06:57 PM
Kurt Ulrich	Kurt Ulrich	06/04/2013 07:00 AM
Form Started By: Meghan Mathson		Started On: 06/03/2013 02:06 PM

Final Approval Date: 06/04/2013

WHEN DID YOU BECOME A PHYSICALLY ESTABLISHED BUSINESS IN RAMSEY?

VISION EASE LENS: We started construction in 1997 and completed in 1998.

ACAPULCO: Acapulco Ramsey opened on June 11, 2010

BOLTON & MENK: The Ramsey office of Bolton & Menk was opened in 2006. The business initially opened in the NAU building until construction of the Ramsey Office Plaza was completed in late 2006.

THE LINKS AT NORTHFORK: 1992

WHAT IS YOUR ESTIMATED NUMBER OF EMPLOYEES/FTE (2012)?

VISION EASE LENS: As of June, we currently have 280 FTE at our Ramsey Location.

ACAPULCO: We currently have 20 FT employees and 25 PT employees

BOLTON & MENK: Bolton & Menk currently has 265 full-time employees companywide. The Ramsey office of Bolton & Menk currently has 16 full-time employees.

THE LINKS AT NORTHFORK: 50-55 seasonal and 5 Full-Time

HOW DOES YOUR BUSINESS POSITIVELY AFFECT THE COMMUNITY, BESIDES JOB CREATION (I.E. COMMUNITY INVOLVEMENT, DONATIONS, SPONSORSHIPS, MEMBERSHIPS, ETC.)?

VISION EASE LENS:

- Annually we participate in Habitat for Humanity (Twin cities habitat for humanity). We try to get projects in Anoka County. Typically we get roughly 70 volunteers over the course of 1 week to build/refurbish a house.
- Recently in April, we gave to the Anoka County Brotherhood Council food shelf.
- Annual contributor of monetary and food items through Toys for Tots.
- Feed my starving children program. Multiple departments organize a day/half day to volunteer. This is an initiative driven by individual managers.
- We give to the “gift of sight” program (Internationally based program).
- Highly active participants of United Way Program.
- Employee Garden. We have a community garden which produce is sold to employees. All proceeds from the garden are donated to local food shelves.

ACAPULCO:

We like to participate in quite a few local events: Taste of Community, KinderCare Kitchen Tours, Ramsey Happy Days, Ramsey Business Expo, Ramsey Golf Tournament, Nat'l Night Out, AMOR Bike Run. We sponsor the Ramsey Raceway and MVP Softball team. Part of the Anoka Chamber and hold wine tastings here. Sponsor the American Cancer Society.

BOLTON & MENK:

Bolton & Menk has been an active participant in the community. We have sponsored the Main Stage of the annual Happy Days event for six years. The Office Manager is a member of the Ramsey Foundation Board. We have provided event sponsorships for Ramsey Business Appreciation days, Anoka Area Chamber of Commerce, Youth First Community of Promise and Trott Brook Benefit Bash.

THE LINKS AT NORTHFORK:

Annually we raise money for the local food shelves through our end of the year British Open tournament; we do a food drive annually raising thousands of pounds of items for the food shelf, as well as do a toy drive at Christmas time to gather toys for organizations such as Toys for Tots, etc. We have from year to year sponsored a few of the local area high schools and allowed them to use our facility as their home course. One of our biggest donations throughout the year are the many, many rounds of golf given to local charity events and organizations.

WHAT IS UNIQUE ABOUT YOUR BUSINESS, WHAT IS NOTEWORTHY OR WHAT MAKES YOUR BUSINESS DIFFERENT THAN YOUR COMPETITORS (I.E. INNOVATIVE PRODUCT/BUILDING, SIGNIFICANT JOB RETENTION/CREATION, OVERCOMING A SIGNIFICANT OBSTACLE, ETC.)?

VISION EASE LENS:

- Most notably, our premium products are made here in Ramsey and are some of the only products in that area that are manufactured in the USA. It gives us a competitive advantage.
- Sustainable lens manufacturer. We were the original lens manufacturer to establish this position. Business has been one as a result. To learn more, please visit: <http://www.vision-ease.com/home/about-us/sustainability.aspx>
- We currently hold numerous patents on polarized lens technology for which our competitors give us royalty.
- High employee retention.

ACAPULCO:

What is unique is that we are a family-owned and operated store. Our restaurant is very unique in the inside and we have 2 patios!! We are known for our famous cheese sauce (you can't get it anywhere else, it is a housemade recipe). Customers love to come here for a nice, casual dinner in a fun, upbeat atmosphere!

BOLTON & MENK:

Our Ramsey office opened shortly before the significant economic downturn of 2008 and, despite the challenges, has continued to grow the Ramsey office as well as adding four new office locations throughout Minnesota and Iowa within the past two years. The integration of a wide area network and successfully utilizing various communication technologies to balance and distribute workload across our twelve office locations has helped to maintain employment through the economic fluctuations. This has ultimately helped us to continue achieving our goal of providing professional engineering services in the most efficient and effective manner.

THE LINKS AT NORTHFORK:

The Links motto is "Enjoy Golf". Over the years we have reinvested significant capital to maintain and improve our facility to help create a memorable experience for every client. We also have created a number of programs such as Kids Play Free after 5:30 daily; Free Tips on the Range every weekend morning and affordable Junior Programs.

ADDITIONAL/EXTRA MATERIAL SUBMITTED:

BOLTON & MENK:

At Bolton & Menk, our staff is trained to consider new and innovative technologies in designing, planning and building for tomorrow. Ever since John Bolton and Martin Menk founded the company over six decades ago, we have been committed to improving quality of life through engineering excellence and client service.

Bolton & Menk, Inc. was founded in 1949, incorporated in 1960, and is owned and operated exclusively by the professionals and technicians on the staff. Today, Bolton & Menk, Inc. has 265 employees including a professional staff of over 100 engineers, planners and licensed surveyors. The firm has provided a broad range of engineering, planning, environmental and surveying services to more than 225 communities and agencies in Minnesota and Iowa.

Bolton & Menk, Inc. is focused on providing professional engineering services to meet the needs of municipalities. Over the past 60 years, the firm has continued to grow and expand its expertise based on the needs and challenges facing Minnesota cities. In addition to engineering in support of basic community services such as reconstruction, expansion and maintenance of public infrastructure, we offer specialized expertise in many practice areas. This complete range of municipal services enables our firm to readily accommodate the diverse needs of our many clients.

Economic Development Authority (EDA)

4. 4.

Meeting Date: 06/06/2013

Submitted For: Patrick Brama,

By:

Patrick Brama, Administrative Services

Title:

Planning Commission Update (Development Update)

Purpose/Background:

The purpose of this case is to keep the EDA up-to-date with information from the Planning Commission (i.e. development updates). Please see attached for detail.

Notification:

See attached.

Observations/Alternatives:

NA

Funding Source:

NA

Recommendation:

NA

Action:

Attachments

Development Update 1

Form Review

Inbox

Kurt Ulrich

Form Started By: Patrick Brama

Final Approval Date: 06/04/2013

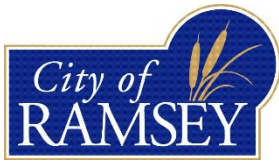
Reviewed By

Kurt Ulrich

Date

06/04/2013 07:05 AM

Started On: 06/03/2013



City of Ramsey Development Update

May 30, 2013

Report Background

The following report is updated weekly.

Seasons of Ramsey [No Update]

Primary Reviewer: Tim Gladhill (tgladhill@ci.ramsey.mn.us; 763-576-4308)

The Seasons of Ramsey is a 50 unit rental townhome development located in the Town Center Gardens plat at the northeast intersection of Bunker Lake Boulevard and Town Center Drive (also known as Center Street). The Planning Commission reviewed the Sketch Plan of the Plat on December 6, 2012. The Planning Commission held a Public Hearing on the Preliminary Plat and reviewed the Site Plan on January 31, 2013. The City Council approved the Preliminary Plat, Final Plat, Site Plan, and associated requests of February 12, 2013. The Developer has submitted an Application for Building Permit.

The Developer was able to successfully close on the Property on Tuesday, March 19, 2013. The Developer anticipates to complete the entire project by December 31, 2013. The City is awaiting a request from the contractor to issue the Building Permit. Leasing information is available at www.essenceproperties.com, 320-255-9910, or info@essenceproperties.com.

Work has commenced and continues on the project. Staff will provide updates as needed. [Updated May 16, 2013]

McDonalds (Sunwood Retail in The COR) [Updated]

Primary Reviewer: Chris Anderson (canderson@ci.ramsey.mn.us; 763-433-9905)

The Planning Commission reviewed a Request for Site Plan Review for McDonalds on January 3, 2013. The site is located along the re-aligned Sunwood Drive at Armstrong Boulevard, located just north of Northstar Marketple. The City Council approved the site plan and associated requests on January 22, 2013. The project is now eligible to submit a Building Permit. The City has received an Application for Building Permit.

The HRA approved Plans and Specifications and authorized Staff to advertise for bids for the Stage I Improvements as directed by the HRA for the May 14, 2013 HRA meeting. Initial Building Permit Plan Review has been completed, subject to revisions as requested by the City's Technical Review Staff. Staff also continues work with McDonald's to complete pre-development activities and review the plan sheets submitted for Building Permit review.

The next step in the process is to award bids on the Stage I Improvements, after the posting period is complete. Construction would be anticipated to start this summer on the Stage I Improvements, with construction of the McDonald's building to follow. [Updated May 30, 2013]

Northgate Performing Arts Center [Updated]

Primary Reviewer: Consulting Planner (Contact: Tim Gladhill (tgladhill@ci.ramsey.mn.us; 763-576-4308)

The Planning Commission reviewed a Request for Site Plan Review and Conditional Use Permit for Northgate Performing Arts Center located at 7295 Sunwood Drive NW (northeast intersection of Sunwood Drive and Peridot Street NW on October 4, 2012. The City Council approved the request on October 23, 2012.

The Building Permit was issued for Northgate Performing Arts Center on Friday, May 10, 2013. A pre-construction meeting was held on Monday, May 20, 2013. The project is now eligible to start construction of the building. [Updated May 30, 2013]

Super America (Sunwood Retail in The COR) [No Update]

Primary Reviewer: Chris Anderson (canderson@ci.ramsey.mn.us; 763-433-9905)

The Planning Commission reviewed a Request for Site Plan Review for Super America located in the Sunwood Retail Center of The COR, along the realigned Sunwood Drive on October 4, 2012. The City Council approved the request on October 16, 2012.

The City is awaiting said submittal of the Building Permit. [Updated March 14, 2013]

North Commons (COR THREE) [No Update]

Primary Reviewer: Tim Gladhill (tgladhill@ci.ramsey.mn.us; 763-576-4308)

The Planning Commission reviewed a Request for Minor Plat Review of COR THREE, a seventeen (17) lot single-family development located north of Bunker Lake Boulevard in The COR on June 19, 2012. The City Council approved the request on July 10, 2012.

Preliminary grading and utility work commenced at the end of 2012. The Plat will need to be recorded prior to any Building Permit issuance.

On May 28, 2013, the HRA amended the scope of the project to focus on four (4) of the seventeen (17) lots that are located abutting North Commons (park). The remaining thirteen (13) lots that were approved along Bunker Lake Boulevard could be re-evaluated in the future as market conditions improve. [Updated March 30, 2013]

Residence at The COR [No Update]

Primary Reviewer: Tim Gladhill (tgladhill@ci.ramsey.mn.us; 763-576-4308)

The Planning Commission reviewed the request for Site Plan Review of Residence at The COR, a 230 unit apartment development along Sunwood Drive next to the Ramsey Municipal Center in 2011. The City Council approved the request in November, 2011. The project is currently under construction. The Developer anticipates the opening of a leasing office on a temporary basis in the coming weeks. The Developer desires to open a portion of the project (approximately 50 units) in early May, at which time an existing unit will take the place as the leasing office until the actual leasing/management office is complete. For more information, visit www.corapts.com or call 763-208-5931.

A temporary Certificate of Occupancy has been issued on approximately 50 units. The Developer anticipates opening the remainder in two (2) phases, with Phase II desired opening in late June. [Updated May 30, 2013]

Stoney River [No Update]

Primary Reviewer: Tim Gladhill (tgladhill@ci.ramsey.mn.us; 763-576-4308)

The Planning Commission reviewed the request for Site Plan Review of Stoney River, a 72 unit assisted living and memory care development at the northwest intersection of Nowthen Boulevard and Saint Francis Boulevard in August, 2011. The site is adjacent to the Lord of Life Lutheran Church Campus. The City Council approved the request in August, 2011.

The City has reviewed the Building Permit, and is awaiting final revisions as requested. According to Anoka County Property Records, the site is now owned by First Phoenix Ramsey, LLC. The Developer has stated they anticipate to close on the financing package sometime on in mid-April and has now agreed to submit the required financial surety in the form of the City's standard Letter of Credit.

Staff did receive the required Plumbing Plan Review from the State of Minnesota. Staff is still awaiting revised plan sheets, which are assumed to be under development to complete the Building Permit Review. Staff is also awaiting the required Letter of Credit. [Updated April 25, 2013]

Mary T, Inc. Housing [No Update]

Primary Reviewer: Consulting Planner (Contact: Tim Gladhill (tgladhill@ci.ramsey.mn.us; 763-576-4308)

The City has requested Planning Commission review of a concept plan for housing for disabled veterans on a parcel located within The COR.

The Planning Commission held a work shop to receive a presentation from Mary T., Inc. on Thursday, March 14, 2013. The Developer must now submit the required land use applications. Staff anticipates said applications in the spring of 2013. The Developer has stated they desire to start construction in 2013.

Staff has received notification that the Developer is now exploring multiple options for sites within Ramsey, other than the site originally identified. Staff will be meeting with the Developer in mid-May to discuss potential options. [Updated April 25, 2013]

Housing Assistance Policy [Updated]

Primary Contact: Tim Gladhill (tgladhill@ci.ramsey.mn.us; 763-576-4308)

The City Council has directed Staff to complete a Housing Assistance Policy. The intent of the policy is to provide a framework for which to review requests for housing assistance and provide a mechanism to review proposals for compatibility with the City's housing goals. The Policy was forwarded to the Planning Commission for development. The Planning Commission has established an ad-hoc sub-committee to assist in the development of the policy.

The Housing Sub-Committee has met on two (2) occasions to date. Current accomplishments include completion of an Interim Policy Statement (until the final policy is adopted), agreement on the framework of the policy, and establishment of housing-type priorities. All drafts must still be approved by the City Council. Staff would like to provide a status update with the City Council *in June*. [Updated May 30, 2013]

167th Avenue Retail Node [Updated]

Primary Contact: Tim Gladhill (tgladhill@ci.ramsey.mn.us; 763-576-4308)

The Planning Commission and EDA have both discussed the status of the retail node located at the intersection of 167th Avenue and Saint Francis Boulevard (TH 47). The City had previously been asked to review two (2) potential users at 6001 167th Ave NW (indoor shooting range and clothing recycling warehouse distribution. Per EDA discussion, Staff will be setting up stakeholder meetings to discuss a comprehensive approach with all property owners of the node in regards to future land uses as well as mechanisms to achieve desired future land uses. A more detailed summary will be provided following the outcomes of these stakeholder meetings.

Staff has scheduled a Stakeholder/Property Owner Meeting with owners of commercial/retail property in the area for Wednesday, June 5, 2013. The intent of the meeting is to outline options (land use and economic development related) for Property Owners and discuss a unified vision for the future of the current retail node. Staff will provide an update to the Planning Commission, EDA, and City Council following the Stakeholder Meeting. [Updated April 11, 2013]

Former Municipal Center Future Land Uses [Updated]

Primary Contact: Patrick Brama (pbrama@ci.ramsey.mn.us; 763-433-9903)

In 2006, the City relocated the Ramsey Municipal Center from 15153 Nowthen Blvd NW to 7550 Sunwood Dr NW. The former location still operates as Fire Station #2. The City has been exploring options for future use of this campus and relocation of Fire Station #2. To assist in the analysis of acceptable land uses for this campus for future development, an Open House has been scheduled for Thursday, April 18th from 6:00 to 9:00 p.m. in the Council Chambers (7550 Sunwood Dr NW). The Open House will explore options for single-family and data center users. Multiple smaller group stations, with full size maps and ability for written comments, will be available from 6:00 to 7:00 p.m. A brief presentation will be presented, with ability for large group comment, from 7:00 to 7:30 (or until comments are complete). Small group stations will re-convene following the presentation and comment period.

The Open House was held as scheduled despite weather concerns. Staff continues to compile results and comments from that Open House and presented preliminary findings to the City Council on Tuesday, April 23, 2013. Based on the results of that open house, Staff will presenting the detailed results to the Planning Commission, EDA, and City Council in May prior to taking any further steps. It is at this stage that Staff will discuss future direction, if any direction is desired at this time.

Staff has updated the Planning Commission (5/2/13) and the EDA (5/16/13) on the status of the project. Staff will be presenting a case to discuss possible next steps, tentatively scheduled for the June 11, 2013 City Council Meeting. [Updated May 30, 2013]

June Planning Commission Cases

The following cases will be forwarded to the June Planning Commission (details will be included following completion of the technical reports to the Planning Commission):

1. Consider Request for Site Plan Review and Variance to Front (Side-Corner) Yard Setback for an Expansion Located at 6815 McKinley St NW; Case of Cullinan Rigging
2. Consider Request for Conditional Use Permit to Allow Two (2) Horses on 2.5 Acres Located at 8010 167th Ln NW; Case of Linda Eidem
3. Consider Request for Conditional Use Permit for Motor Vehicle Sales 7820 Riverdale Dr NW; Case of Bethel Properties
4. Consider Request for Conditional use Permit for Oversizing of Accessory Structure Size; Case of Mike and Diane Dahlberg

Detailed Report Information

For more information regarding the project listed above, please contact the Tim Gladhill at 763-576-4308 or visit www.cityoframsey.com/planning-division.



Tim Gladhill, Development Services Manager

Economic Development Authority (EDA)

4. 5.

Meeting Date: 06/06/2013

Submitted For: Patrick Brama,

By:

Patrick Brama, Administrative Services

Title:

UPDATES

Purpose/Background:

Updates, Multiple:

1. Annual EDA Business Expo
2. 8020 147th Ave NW, Nordvick Property
3. Annual Business Appreciation Golf Tournament
4. Business Retention & Expansion Program
5. Economic Development Manager
6. XXX Bookstore
7. 15153 Nowthen Boulevard

Notification:

Details will be provided at the EDA meeting.

Observations/Alternatives:

NA

Funding Source:

NA

Recommendation:

NA

Action:

Attachments

14280 Ref Map

14280 Profile

Expo Mailer

Expo Flyer

8020 147

Retention and Expansion Report

Form Review

Inbox

Kurt Ulrich

Form Started By: Patrick Brama

Final Approval Date: 06/04/2013

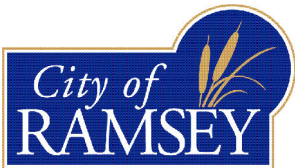
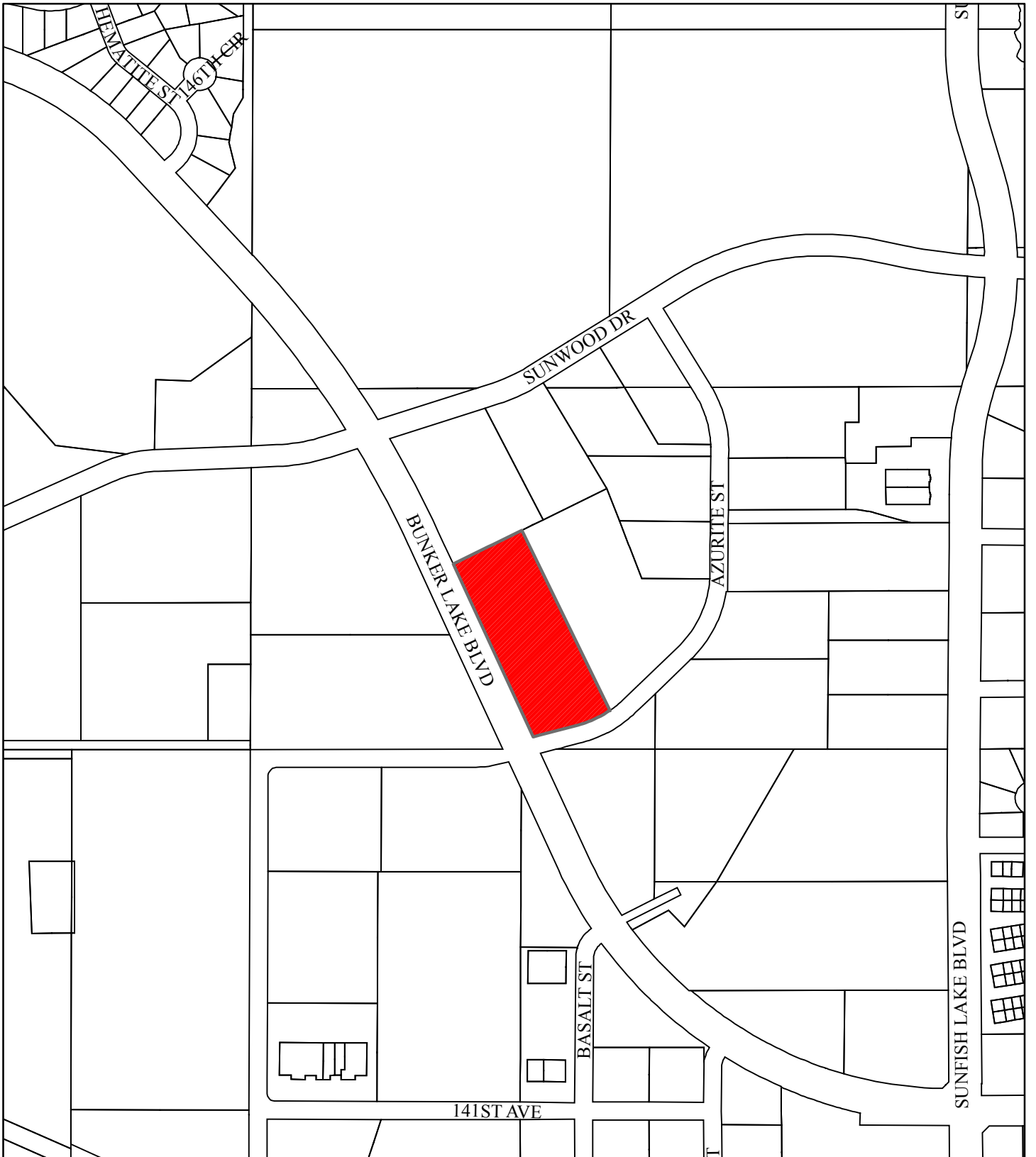
Reviewed By

Kurt Ulrich

Date

06/04/2013 07:05 AM

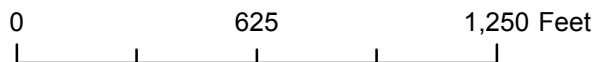
Started On: 06/03/2013



14280 Azurite Street NW
PID: 27-32-25-42-0015

Legend

-  Site
-  Parcels



PROPERTY PROFILE: CITY OF RAMSEY

NUMBER: 27
ADDRESS: 14280 AZURITE ST NW
PID: 273225420015
LEGAL: Lot 1, Block 1, Sunfish Lake Business Park Fourth Addition, Anoka County, Minnesota
ACRES: 4.80
VALUATION: \$376,500
ZONING: E1 Employment District
MUSA: Yes
GIS IMAGE:



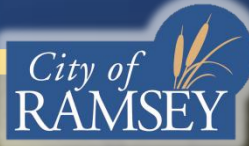
DESCRIPTION: The subject property is located on the north side of Azurite Street and the east side of Bunker Lake Boulevard. This property is zoned Employment District, it is surrounded by manufacturing, and is part of the Sunfish Lake Business Park. The City acquired the subject property from Waste Management in 1991 and is subject to various environmental restrictions due to its proximity to the landfill.

WETLAND: No reason to use property for wetland banking. There are no issues with stormwater/drainage that would make this property unusable; or, effect adjacent properties.

MAINTENANCE: There is no maintenance.

City of Ramsey Economic Development Authority Proudly Presents

2013



RAMSEY

BUSINESS EXPO

Saturday, May 4, 2013 • 9:00 am to 2:00 pm

Fountains of Ramsey • 7533 Sunwood Drive NW, Ramsey

FAMILY FRIENDLY FUN! Get out of the house and join us for the annual Ramsey Business Expo. This **FREE** event is sure to have something for everyone. This is your chance to meet with 50 local businesses and learn about the services and products they offer. Businesses include restaurants, professional services industry, retail, medical and much more!

Give-Aways • Product Samples (food) • Exciting Contests • Information, Coupons & Deals

City of Ramsey Economic Development Authority (EDA) proudly presents

2013  RAMSEY

BUSINESS EXPO

Saturday, May 4, 2013 • 9:00 am to 2:00 pm
Fountains of Ramsey • 7533 Sunwood Drive NW, Ramsey

Family friendly fun! Get out of the house and join us for the annual Ramsey Business Expo. This free event is sure to have something for everyone to walk away with. This is your chance to meet with 50 local businesses and learn about the services and products they offer. Businesses include restaurants, professional services industry, retail, medical and much more!

HIGHLIGHTS

- FREE Give-Aways & Exciting Contests
- FREE Product Samples (featuring many popular restaurants!)
- INFORMATION, COUPONS & DEALS offered by local businesses
- FREE Admission

INFORMATION

City of Ramsey website: www.cityoframsey.com, click 'community events'
Patrick Brama, 763-433-9903, pbrama@ci.ramsey.mn.us

*THIS EVENT, CLASS, ACTIVITY OR MATTER IS NOT SPONSORED OR ENDORSED BY PACT CHARTER SCHOOL
AND IS NOT PRINTED AT SCHOOL EXPENSE.*

DIRECTIONS

Armstrong Boulevard

Sapphire Street

Sunwood Drive NW

BUSINESS EXPO
The Fountains of Ramsey
7533 Sunwood Dr NW

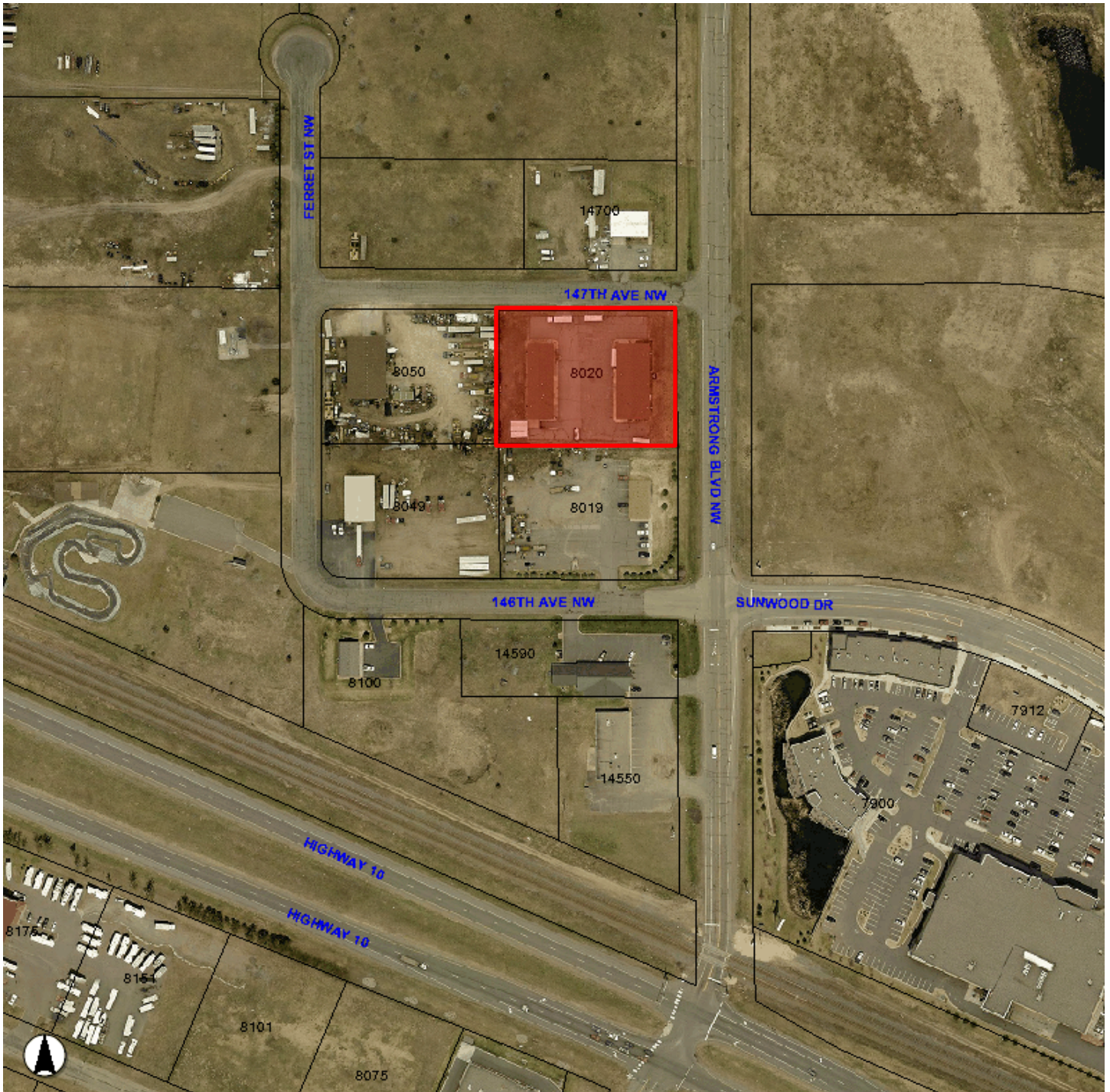
Rhinestone Street

Veterans Drive

Ramsey Boulevard

Highway 10





PROPERTY DETAILS: 8020 147TH AVE NW, 1.43 acres

- Recently purchased by the City for \$800,000.
- Reason for purchase: Armstrong interchange project
- EDA paid \$600,000.
- Reason for EDA involvement: Armstrong interchange seen as a major economic development driver. EDA felt this property in comparison to the properties to the South (which were also acquired by the City) would retain the most economic value (only a small portion of this property will be used for right of way).
- Existing buildings are outdated metal structures use mainly for storage (cold storage).
- Staff suggests the City move forward with attaining bids for demolition of the two existing buildings.
- Reason for demolition: position property for future sale and reduce maintenance/liability costs.



BUSINESS RETENTION & EXPANSION PROGRAM

2012 EXECUTIVE REPORT

Prepared for:
Ramsey Economic Development Authority (EDA)
January 21, 2013

INTRODUCTION

The Ramsey Economic Development Authority (EDA) is responsible for directing business retention, expansion and recruitment efforts in the City of Ramsey. In 2012, the EDA identified business retention as a priority for the City of Ramsey, and subsequently directed Staff to develop and implement a business retention and expansion program.

The purpose of this report is to **(1)** outline the 2012 Ramsey business retention and expansion program structure **(2)** present and review program results and findings.

In summary, the 2012 Ramsey business retention and expansion program was very successful. A number of strong relationships were established (or repaired), various business concerns were addressed and a number of prospect expansion leads were identified.

PROGRAM STRUCTURE

Why does the City have a retention and expansion program?

Businesses pay a large portion of local property taxes, provide full time permanent jobs (with benefits), create wealth, support local nonprofit organizations and raise the standard of living for Ramsey residents. Therefore, businesses play a crucial role in the success of the City of Ramsey. A properly executed business retention and expansion program is a critical component of retaining and expanding businesses located in Ramsey.

Outcomes of a successful businesses retention and expansion program include: establishing strong relationships, developing an open line of communication, expressing appreciation and most importantly creating trust. A business that trusts and respects the City of Ramsey is significantly more likely to remain located (or consider expansion) in Ramsey than a business that does not have trust or respect for the City.

What is a business retention and expansion program?

A business retention and expansion program is a systematic method of developing and maintaining relationships with businesses located in the City of Ramsey. Once every two years, the City of Ramsey visits with representatives of local businesses; known as a business visit. Typically, visits included 1-2 Staff members and 1-3 business representatives. Business representatives are provided with an opportunity to express concerns or questions they have regarding the City, Staff conducts an informal interview (see Appendix A), both parties review newsworthy items and most visits end with a tour of a businesses' operations.

Commonly, business visits result in:

- An improved relationship between the City and a particular business
- A list of inquiries and suggestions a business may have regarding the City
- The City attaining valuable business data
- Identification of prospect expansion leads

RESULTS & FINDINGS

What businesses were included in the 2012 business retention and expansion program?

Up until 2012, the City of Ramsey had not implemented a regular systematic business retention and expansion program. Therefore, a number of businesses visited, were either being contacted for the first time or have not been visited for a number of years. Staff identified 55 target businesses to launch this program. Businesses were selected based on location, size and industry.

From October 2012 to January 2013, Staff conducted 24 business visits; see below. The remaining 31 businesses will be targeted for the next round of business visits (2013).

2012 BUSINESS VISITS CONDUCTED		
DATE	COMPANY	CONTACT
10/1/2012	RJM and General Paper	Jim Lundeen
11/1/2012	Minnesota Tool and Die Works	Keith Sherer
11/1/2012	American Print & Digital	Jason Farrell
11/7/2012	Summit Aerospace Supply, Inc.	Michelle Koch
11/7/2012	RV World	Darren Mann
11/15/2012	Anderson Dahlen	Tom Knoll
11/15/2012	Panther Precision Manufacturing	Tom Olson
11/15/2012	Allina Medical Clinic	Becky Forsell
11/15/2012	Class C Components	Bruce Gorecki
11/19/2012	Command Tooling Systems	Julie Pawlowski
11/21/2012	Ace Solid Waste	Mike Berkopec
11/21/2012	B&F Fastener	Loren O'Brien
11/21/2012	Matrix Tool & Design INC	Dennis Young
11/26/2012	GMI, INC	Richard Powell
11/27/2012	Comfort Suites of Ramsey	Scott Davy
11/29/2012	Bolton & Menk, INC.	Kevin Bittner
12/13/2012	Heritage Millwork	Pat Menth
1/2/2013	MMI Precision Manufacturing	Shawn Martin
1/9/2013	Superior Striping	Tom Frederick
1/10/2013	Life Fitness	Frank Nogle
1/10/2013	Arrow Components Corp	Larry DeForrest
1/10/2013	Lake Region RV	Dale Borstad
1/11/2013	Diamond Graphics	Don Patterson
1/15/2013	Depot Star	Mark Korin

What are the results?

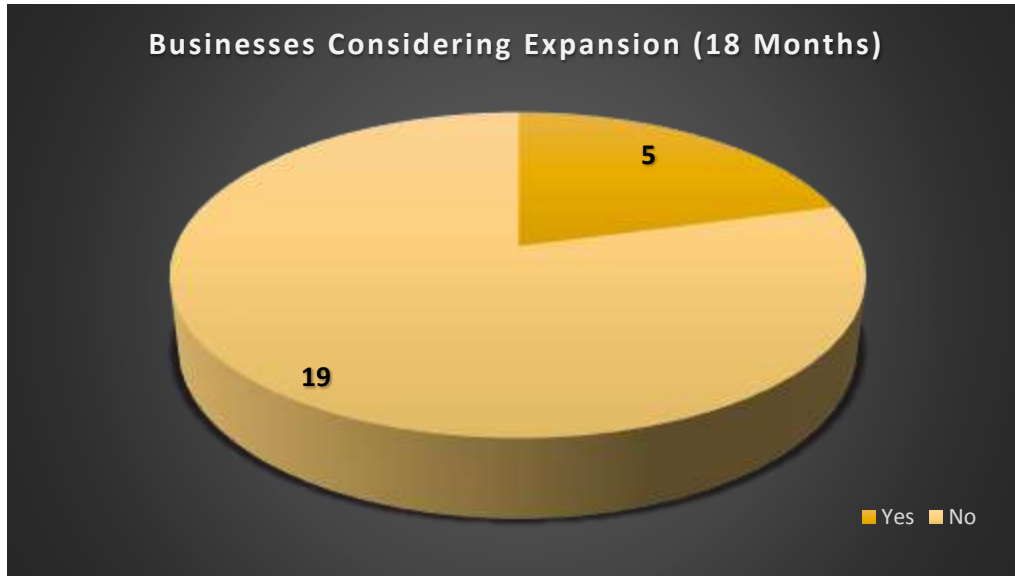
A number findings and leads resulted from the 2012 business retention and expansion program. Please note information has been presented in aggregate. A number of businesses have asked to remain anonymous; therefore specific information from specific businesses remains confidential. Additionally, not all 24 businesses answered every question proposed by Staff. Therefore, sample sizes are different for each findings category. Findings categories are listed below:

Findings: Categories

1. Considering expansion
2. Number of employees
3. Facility
 - Size
 - Ownership
4. Sales
5. Outlook
6. Ramsey
 - When did you locate
 - Where did you relocate from
 - Why locate in Ramsey
7. Markets served
8. Ramsey weaknesses, suggestions for improvement

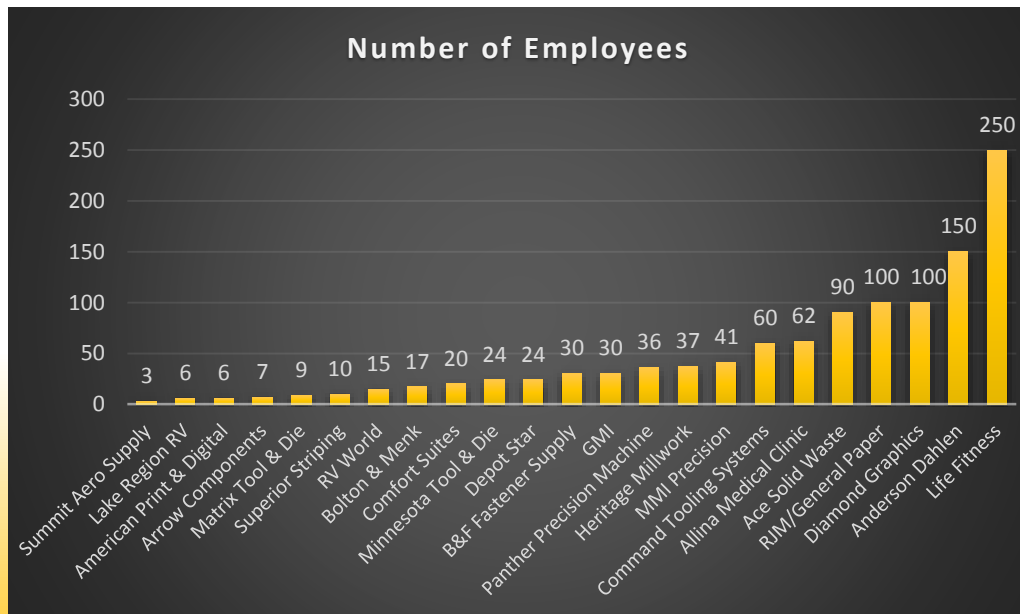
1. BUSINESSES CONSIDERING EXPANSION

Businesses that have expressed interested in expanding in the next 18 months are identified below. Staff is working with prospect businesses today. As updates are available, they will be provided through the EDA.



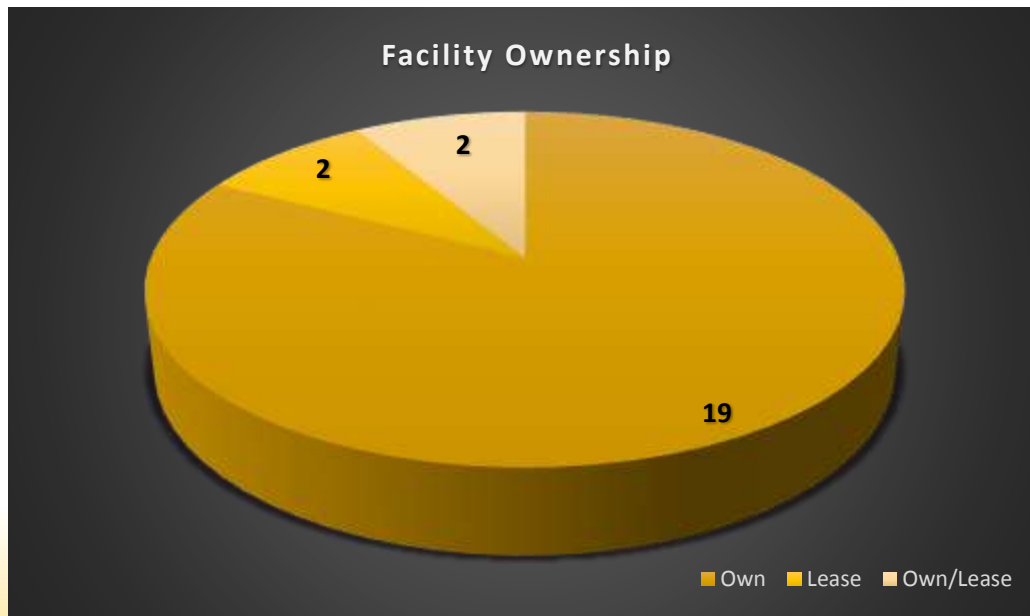
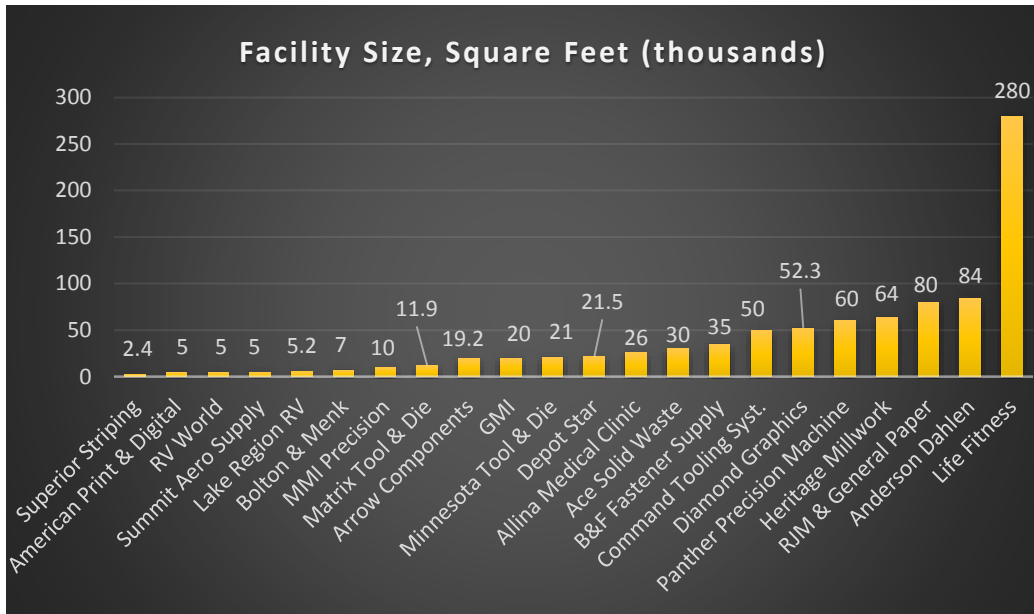
2. NUMBER OF EMPLOYEES

Each business was asked how many people they employ. Without drilling down into detail, below are the results (full time). NOTE: a number of employers expressed they have seasonal employees. In aggregate, businesses employ about 150 seasonal employees.



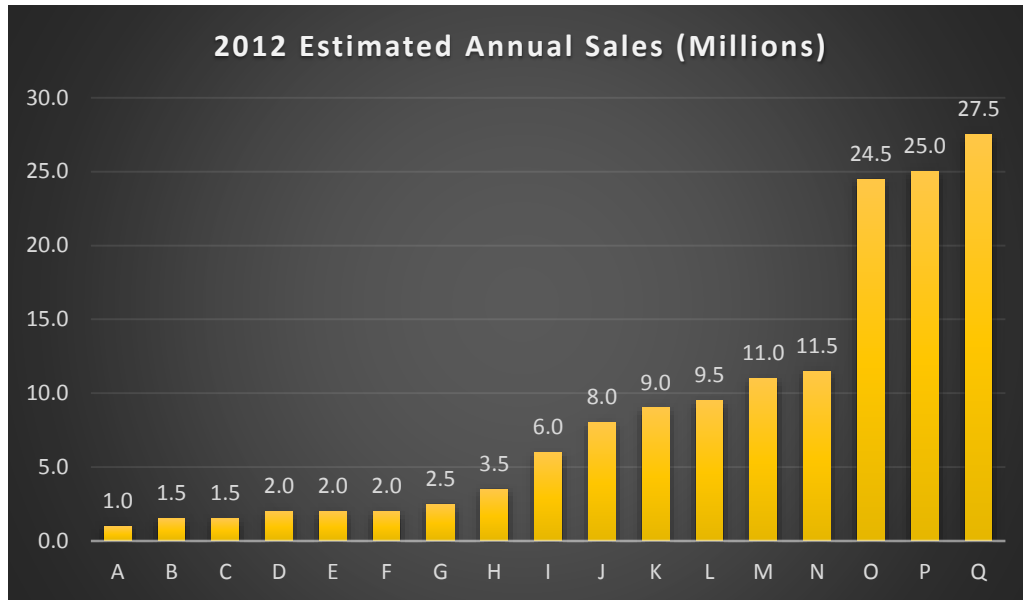
3. FACILITY SIZE & OWNERSHIP

Businesses reported the size of their facility (square feet); and whether they owned or leased their facility.



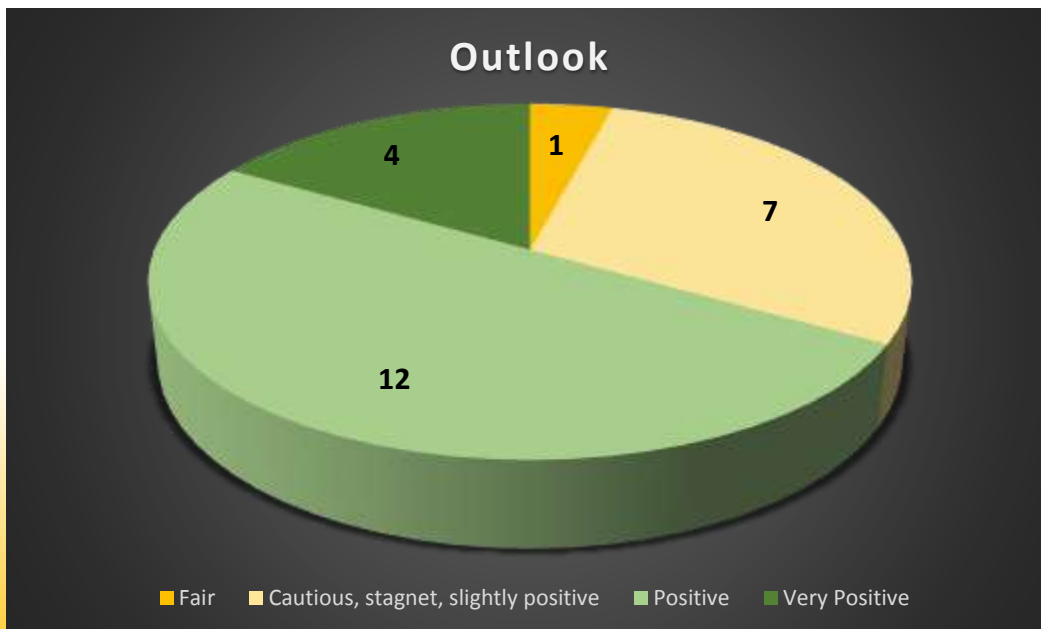
4. ESTIMATED ANNUAL SALES, 2012 GROSS

Businesses reported their 2012 annual gross sales. Listed below are the results. NOTE: this information is confidential to many businesses. Therefore, some businesses did not respond and a number of businesses asked to remain anonymous.



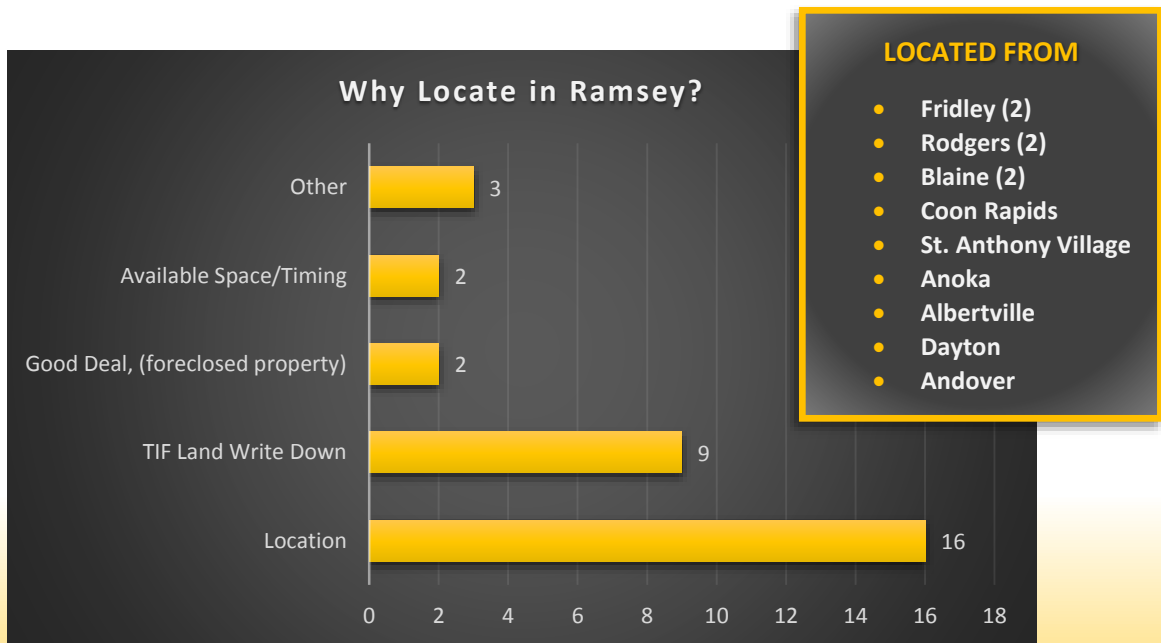
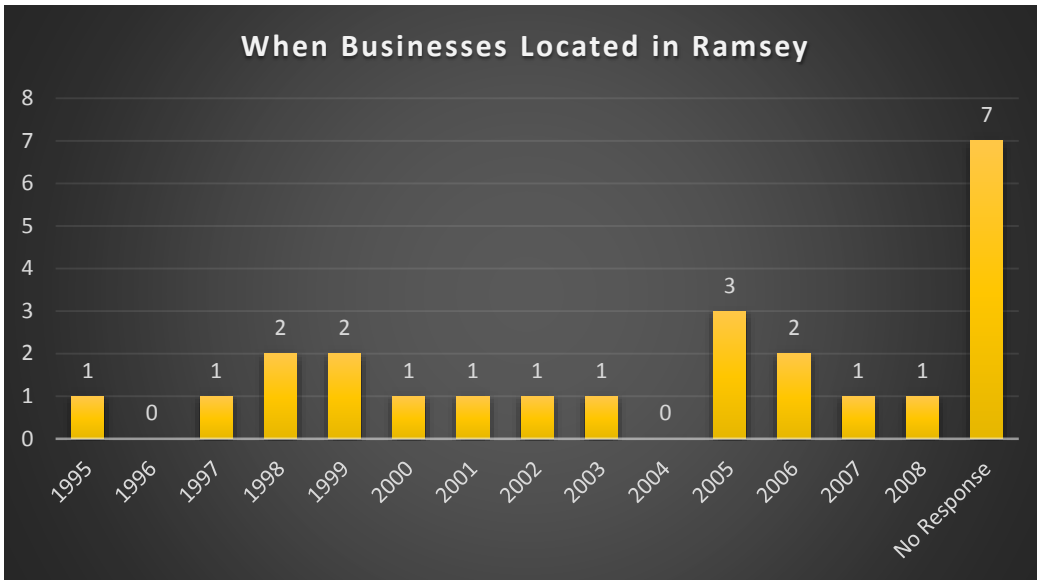
5. OUTLOOK

Businesses were asked what their outlook was; meaning, how do they anticipate the next 2-3 years to go, as far as sales growth. Below are the results.



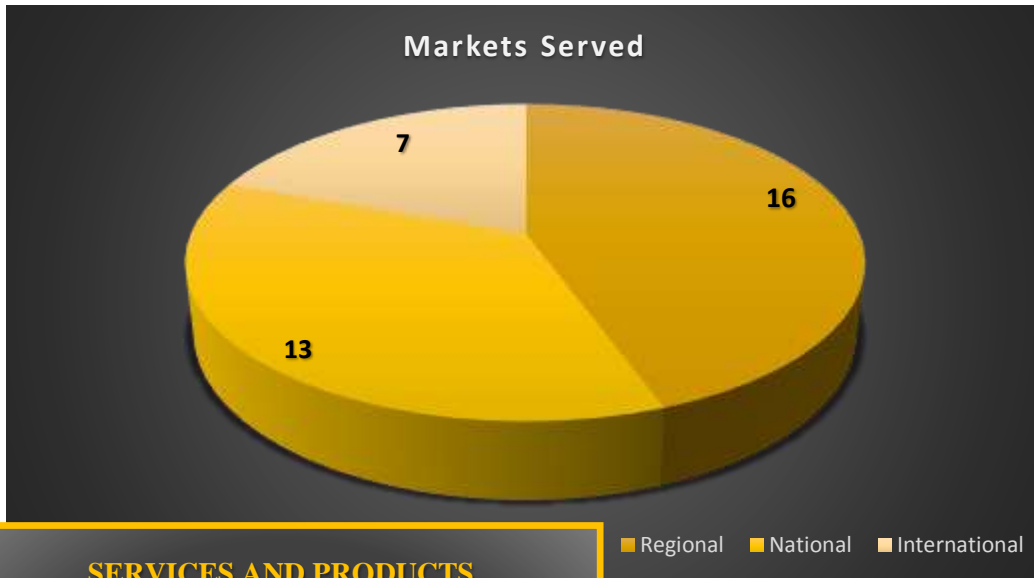
6. RAMSEY: WHEN, WHERE FROM, WHY?

Businesses were asked: when did they locate in Ramsey, where did they locate from and why are they located in the City of Ramsey. Results are listed below.



7. MARKETS SERVED

Businesses were asked what markets they served. Regional is considered Minnesota plus the eastern Dakotas, western Wisconsin and northern Iowa. National is U.S. only. International is anywhere outside the U.S. Many businesses serve more than one market (more answers than sample size). Results displayed below.

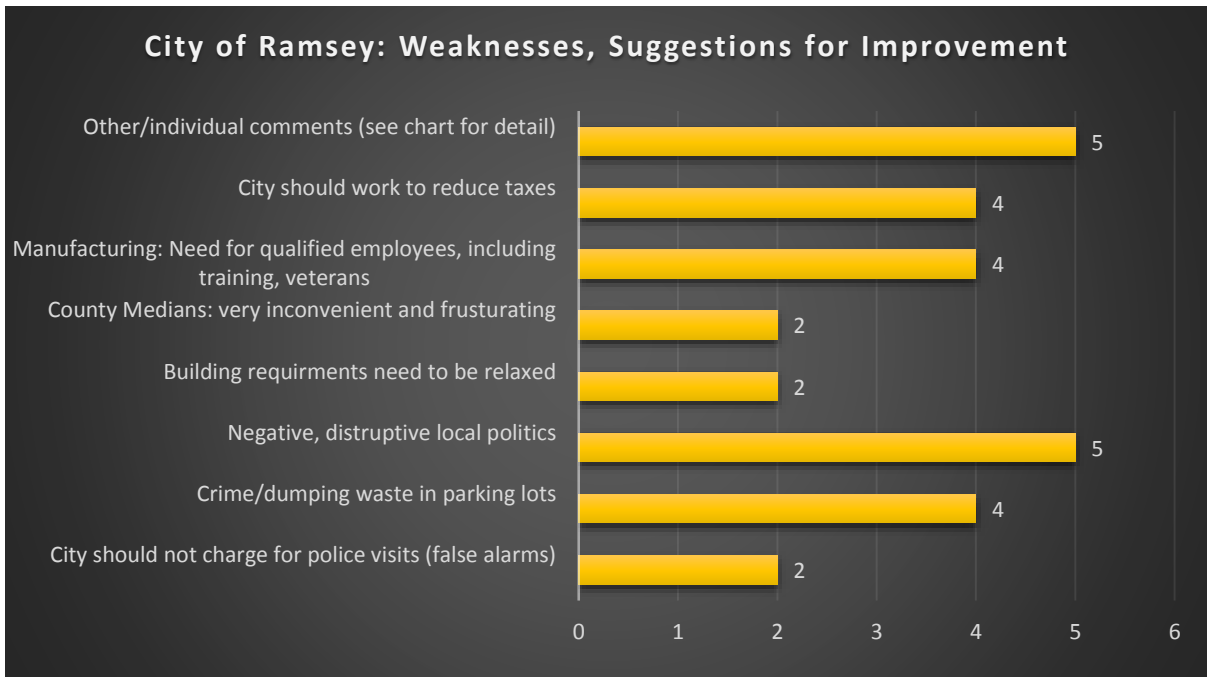


SERVICES AND PRODUCTS

- Electrical Mechanical Solutions, Repairs and Refurbishing
- Fitness Equipment Manufacturing
- RV Dealerships (2)
- Industrial Machining (5), Tooling (5), Dies (3), Cutting (5), Custom Manufacturing
- Plastic Card Printing
- Medical Services
- Printing Services
- Fastener Supply
- Aerospace and Navel Electric Supply
- Engineering and Surveying Services
- Millwork Production
- Packaging and Paper Manufacturer
- Waste Services

8. RAMSEY WEAKNESSES, SUGGESTIONS FOR IMPROVEMENT

Businesses were asked, as far as the City of Ramsey goes, what are our weaknesses and what can we do to improve (from the perspective of a business). Below is a graphical display, on the next page is detailed list. NOTE: some businesses had multiple suggestions and some did not have any: therefore, sample sizes are inconsistent.



(Continued, next page)

STAFF NOTE/SUGGESTION:

A number of Ramsey businesses are considering expansion in the coming years. At this point, the City no longer owns any parcel greater than one acre in size. The inventory of privately held available lots is very limited. Therefore, competitively responding to prospects is a challenge for Staff.

If the City wishes to retain expanding Ramsey businesses, and attract new businesses to this community, there is a need to acquire (or secure) land for economic development purposes. Until this item is addressed, the City of Ramsey will remain less competitive than surrounding Cities. Additionally, the City will eventually lose expanding businesses that no longer can fit their operations within the Ramsey.

RAMSEY WEAKNESSES/SUGGESTED IMPROVEMENTS:

Suggestions made by multiple businesses:

- Periodically businesses will have false alarms, and the Ramsey Police Department will be called out. In certain situations, the City charges Businesses for said visits/false alarms. Business owners are frustrated--being they pay significant property taxes (tens of thousands). Police visits should not be charged back to a property owner. Lastly, one business owner believes the City should call the contact provided to the City for business registration and communicate there was a visit/alarm/etc. (2)
- A number of businesses are frustrated with the negative local politics in Ramsey; said issues create mistrust, second guessing of City policies and embarrassment for businesses. (5)
- Keeping the local tax levy low is a major priority to Ramsey businesses, as their industries are very competitive. Businesses hope this is a priority to the City Council. (4)
- Large County medians are a major inconvenience and frustration for employers and employees. Giving directions is difficult, access to nearby food and retail options is difficult. The City should be cognizant of boulevards' negative impacts. (2)
- A lack in supply exists for qualified employees in the City's manufacturing sector. Some companies are interested in learning how to recruit locally. Additionally, a couple businesses have indicated they are interested in hiring veterans. (4)
- Commonly, people dump waste and furniture in Ramsey Businesses' parking lots (without permission). Additionally, crime (theft) is common in parking lots; especially behind buildings. A number of businesses have requested more patrols. Issues are most common in the summer. (4)
- Businesses are interested in the use of metal materials for construction of buildings in Ramsey. One business has requested the use of a metal pitched roof. One business believes the City's tree/planting requirements are too ridged and don't account for "real world" scenarios. The City should be more flexible in calculating tree requirements. (2)

Suggestions made by one business:

- One business has successfully used the program known as "Economic Gardening" and strongly suggests the City consider offering said service to Ramsey businesses.
- The City's sign regulations are too strict in the COR. The City should allow additional signage than the code provides today.
- The City should consider improving their business expo. It is not professional enough, the traffic is too low and they should not allow merchant vendors to attend.
- The City should consider redevelopment of the old HealthQuest property as a biotech incubator.

APPENDIX A

2012 BUSINESS SURVEY



HISTORY/BACKGROUND/PRODUCTS/SERVICES
[Origination, ownership structure, products/services, etc.]

NUMBER OF EMPLOYEES
[F.T.E., changes/trends]

SALES
[Past year/projected, changes/trends]

FACILITY
[size, own/lease]

MARKETS
[Where do you serve and where to you buy from]

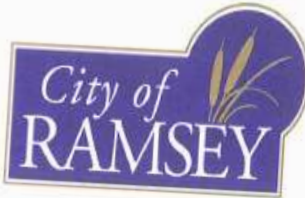
OUTLOOK
[Where do you see you company heading in the coming years]

COMPETITIVE ADVANTAGES & CHALLENGES

WHY RAMSEY
[Why is your business located in Ramsey—strengths]

RAMSEY WEAKNESSES
[What can we do better to serve our business communi]

FOLLOW UP
[Questions, requests or concerns about the City in rel]



7550 Sunwood Drive NW • Ramsey, Minnesota 55303
City Hall: 763-427-1410 • Fax: 763-427-5543
www.cityoframsey.com

October 1, 2012

Mr. John Dowe
Dowe Enterprises, INC.
1234 56th Street North
Ramsey, MN 55303

Mr. Dowe:

The City of Ramsey would like to set up a time to visit to your business.

As you may know, the City of Ramsey periodically visits local business. The purpose of these meetings is to 'catch up' and see how your business is doing, develop and maintain a line of communication and to see if you have any concerns or questions regarding the City of Ramsey.

Typically, we set up meetings on the second and fourth Thursday of each month. Meetings last between 30 minutes and one hour. Meetings are open ended, depending on what you would like to cover. Additionally, we have a few questions we would like to ask regarding your business.

In the coming days I will be contacting you to set up a time. If you have any questions or comments in the meantime I would be glad to help.

Best regards,

Patrick J. Brama
Management Analyst, City of Ramsey

OFFICE: (763) 433-9903 CELL: (763) 412-7609
ADDRESS: 7550 Sunwood Drive NW, Ramsey, MN 55303