

**City of Ramsey**  
**Agenda**  
**Economic Development Authority (EDA)**  
**Thursday, March 8, 2018**  
**7:30 am**  
**Council Chambers, 7550 Sunwood Drive NW**

- 1. Call to Order**
- 2. Approve Agenda**
- 3. Approve Minutes**
  1. Approve the Following Meeting Minutes:
    - 1) EDA Regular Meeting - January 11, 2018
    - 2) EDA Special Meeting - January 25, 2018
- 4. EDA Business**
  1. Presentation: Open-to-Business Program Update presented by Kathleen DuChene.
  2. Maple Investments LLC (Sharp & Associates) Purchase Agreement [portions of this case may be closed to the public]
  3. Review Updated Draft Economic Development Chapter of Comprehensive Plan
  4. 2018 Business of the Year
  5. Select Dates for Remaining 2018 EDA Events
  6. Appoint Chairperson and Vice Chairperson
- 5. Member/Staff Input**
  1. Business Retention and Expansion
- 6. Adjournment**

**Economic Development Authority (EDA)**

**3. 1.**

**Meeting Date:** 03/08/2018

**By:** Katie Schmidt, Administrative Services

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**Title:**

Approve the Following Meeting Minutes:

- 1) EDA Regular Meeting - January 11, 2018
- 2) EDA Special Meeting - January 25, 2018

**Purpose/Background:**

**Purpose:** The purpose is to approve the meeting minutes for the EDA meetings held the prior month.

**Background:** The meeting minutes are attached for review and approval.

**Notification:**

**Observations/Alternatives:**

**Funding Source:**

**Recommendation:**

**Action:**

Motion to approve the following EDA meeting minutes:

- 1) EDA Regular Meeting - January 11, 2018
  - 2) EDA Special Meeting - January 25, 2018
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**Attachments**

1-11-18 Minutes

1-25-18 Minutes

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**Form Review**

| <b>Inbox</b>                    | <b>Reviewed By</b> | <b>Date</b>                     |
|---------------------------------|--------------------|---------------------------------|
| Patrick Brama                   | Katie Schmidt      | 02/12/2018 01:18 PM             |
| Patrick Brama                   | Patrick Brama      | 02/21/2018 10:39 AM             |
| Kurt Ulrich                     | Kurt Ulrich        | 02/22/2018 10:27 AM             |
| Form Started By: Katie Schmidt  |                    | Started On: 02/05/2018 02:07 PM |
| Final Approval Date: 02/22/2018 |                    |                                 |

**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, January 11, 2018, at the Ramsey Municipal Center, 7550 Sunwood Drive NW, Ramsey, Minnesota.

Members Present:     Chairperson Jim Steffen  
                          Member Brian Burandt  
                          Member Glen Hardin  
                          Member Jill Johns  
                          Member Dominic Kanaventi (left the meeting at 8:18 a.m.)  
                          Member Chris Riley  
                          Member Wayne Skaff

Members Absent:     Member John LeTourneau

Also Present:         Patrick Brama, Econ. Dev. Mgr/Assistant City Administrator  
                          Kurt Ulrich, City Administrator

**1.     CALL TO ORDER**

Chairperson Steffen called the Economic Development Authority meeting to order at 7:32 a.m.

**2.     APPROVE AGENDA**

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

Motion carried. Voting Yes: Chairperson Steffen, Members Skaff, Hardin, Burandt, Johns, Kanaventi, and Riley. Voting No: None. Absent: Member LeTourneau.

**3.     APPROVE MINUTES**

**3.01: Approve Meeting Minutes Dated December 14, 2017**

Motion by Member Skaff, seconded by Member Hardin, to approve the December 14, 2017, minutes as presented.

Motion carried. Voting Yes: Chairperson Steffen, Members Skaff, Hardin, Burandt, Johns, Kanaventi, and Riley. Voting No: None. Absent: Member LeTourneau.

**4.     EDA BUSINESS**

**4.01: Centra Homes Purchase Agreement (Portions of case may be closed to the public)**

Economic Dev. Mgr/Assistant City Administrator Brama presented the staff report.

David Patberg, Centra Homes, stated that Centra Homes is a locally owned home developer based out of Coon Rapids. He provided background information on the company, noting that the company began with bank owned properties and has experience in Ramsey. He stated that as the market has changed in the last seven years, they have changed their focus from bank owned properties to land development. He noted that they have built homes all throughout the metro area and build about 120 homes per year. He stated that they like the energy and activity within Ramsey right now and have worked with staff to incorporate their comments into these proposed plans. He recognized that this is City owned land and noted that they are flexible and can adjust their plans to the demands of the City, while still remaining in the limits of the current market.

Member Skaff asked if the product is on slab, whether it would have multiple levels, price range, and when the model would be available.

Mr. Patberg stated that it seems the water table is high and therefore they are planning slab on grade, but will confirm that through engineering. He stated that they plan to start in the mid \$200,000's to middle \$300,00s. He estimated a range of 1,800 to 2,300 square feet for the product size and noted that most units would have three bedrooms and 2.5 bathrooms with some units having an option for a fourth bedroom. He stated that they would like to begin as soon as possible. He believed that if everything moves forward smoothly, they could have a model ready by late summer, early fall as roads would need to be in before homes could be built.

Member Skaff asked for information on access and whether it will be easy for visitors to find available parking.

Mr. Patberg noted that because Bunker Lake Boulevard is a busy road and the fact that there would be a ditch between that roadway and the homes that face Bunker, they will tell buyers that they cannot park on that roadway. He stated that there will be available parking within the site. He advised that each unit would have a two-car garage, with two additional parking spaces within the driveways. He confirmed that this development would be managed by a home owners' association. He stated that they have provided multiple options to gain input on from the City which would have different street access and layout.

Chairperson Steffen asked if the developer has a favorite choice.

Mr. Patberg stated that his preferred choice would be exhibit C. He noted that is the lowest price point because it would require the most street and utility work.

Chairperson Steffen asked for information on the element that runs through the middle.

Mr. Patberg replied that it is a proposed trail.

The members from Centra Homes excused themselves and thanked the EDA for their time.

Chairperson Steffen asked if the group should go into closed session.

Member Riley stated that he does not believe that the EDA would need to go into closed session.

Economic Dev. Mgr./Assistant City Administrator Brama stated that he believes the offer to be realistic and reasonable, however he would also think it reasonable for the City to counteroffer.

Chairperson Steffen agreed that would be fair. He stated that everyone would like to see that parcel developed as it has remained vacant for quite some time.

Member Skaff noted that the additional rooftops will also help the City to accomplish other goals.

Member Riley stated that this is exactly the type of development that is planned for that area. He stated that he prefers exhibit C, as it would have homes facing Ramsey Boulevard as well. He agreed that the price seems within the realm and the City should continue negotiations. He stated that this option would be a gain for the City with the additional rooftops and tax base.

Chairperson Steffen stated that the developer seems flexible and willing to work with the City.

Economic Dev. Mgr./Assistant City Administrator Brama confirmed that the City has experience with this developer that has been positive. He noted that the developer has been great to work with and has been flexible.

Motion by Member Skaff, seconded by Member Kanaventi, to direct staff to continue negotiations and recommend to City Council to approve the purchase agreement with Centra Homes for 4.29 acres of City owned land with a preference for exhibit C because of the increased number of rooftops and tax base that would be generated.

Further discussion: Member Burandt stated that he prefers exhibit C as well, as that provides the highest number of rooftops and increases the tax base.

Motion carried. Voting Yes: Chairperson Steffen, Members Skaff, Kanaventi, Hardin, Burandt, Johns, and Riley. Voting No: None. Absent: Member LeTourneau.

#### **4.02: RCP Presentation: Community Center**

It was noted that the students were not present today and therefore no comments were made on this agenda item.

#### **4.03: Inland MOU Infrastructure**

Economic Dev. Mgr./Assistant City Administrator Brama presented the staff report.

Chairperson Steffen asked if it is unique that the developer would pay the costs up front with the City to reimburse.

Economic Dev. Mgr./Assistant City Administrator Brama stated that every project is different. He noted that some projects have a real time split, some projects the City pays the costs up front and assesses the cost back to the developer over time, and in this case the developer would pay the costs up front and the City would reimburse their portion. He noted that this proposed case would be the least amount of risk for the City. He noted that this will move forward to the City Council on January 23<sup>rd</sup>. He advised that a final review would still come back before both the EDA and City Council for consideration of a formal TIF Agreement.

Chairperson Steffen asked if there would be first floor retail or a restaurant.

Economic Dev. Mgr./Assistant City Administrator Brama replied that the developer moved their project further away from Sunwood in order to avoid that element. He noted that the City would retain ownership of the parcel along Sunwood Drive for future commercial or mixed use development.

Motion by Member Hardin, seconded by Member Skaff, to recommend to City Council to approve the public infrastructure MOU with CAP Acquisitions.

Further discussion: Member Riley stated that this appears to simply be related to the short-term financing method as the long-term financing will come from TIF. He stated that it appears this option will let the developer finance upfront, with TIF paying that back in the future. Economic Dev. Mgr./Assistant City Administrator Brama confirmed that is generally correct. Member Riley stated that this seems to be a good use of TIF. Economic Dev. Mgr./Assistant City Administrator Brama stated that in past practice this seems to be a realistic time for payback.

Motion carried. Voting Yes: Chairperson Steffen, Members Hardin, Skaff, Burandt, Johns, Kanaventi, and Riley. Voting No: None. Absent: Member LeTourneau.

Member Riley stated that he does not like the street names. He stated that they have gone away from the naming mechanism in the past within The COR district and therefore recommend that they go away from the mechanism in this case as well.

Economic Dev. Mgr./Assistant City Administrator Brama stated that he will pass on the comments.

#### **4.04: CBRE: Pricing Strategy (Portions of this case may be closed to the public)**

Economic Dev. Mgr./Assistant City Administrator Brama presented the staff report.

Member Kanaventi left the meeting.

#### **Recess and Reconvene**

Motion by Member Riley, seconded by Member Hardin, to recess the meeting to closed session at 8:18 a.m.

The meeting reconvened to open session at 8:43 a.m.

Economic Dev. Mgr./Assistant City Administrator Brama confirmed the consensus of the Board with the pricing strategy as proposed.

## **5. MEMBER / STAFF UPDATE**

### **5.01: 2017 Business Retention and Expansion Program Report**

Econ. Dev. Mgr./Assistant City Administrator Brama reviewed the staff report, reviewing the business retention and expansion program activity for 2017.

Member Burandt asked if additional background information will be given to the City Council regarding certain comments, using Highway 10 as an example.

Economic Dev. Mgr./Assistant City Administrator Brama confirmed that additional background information is available.

Chairperson Steffen asked the official response regarding additional low-income housing.

Economic Dev. Mgr./Assistant City Administrator Brama stated that there is not an official response. He noted that unofficially, he has observed the City may potentially be reaching their limit on low income housing specifically located on City owned land within The COR. He stated that on privately owned property, the City would not have control as long as the property owner has entitlement to the property and is not requesting City assistance.

Chairperson Steffen asked if there is a list of businesses to visit in 2018.

Economic Dev. Mgr./Assistant City Administrator Brama stated that the list has not yet been generated.

Chairperson Steffen stated that he would like to see the list once generated, noting that he likes to attend the visits with staff.

Member Skaff noted that he would also be interested.

Member Riley stated that he would like to see this information presented to the City Council in a worksession with multiple years of data so that discussion can occur. He asked if the comments regarding low-income housing are coming from the businesses and whether the businesses feel that is hurting their business.

Economic Dev. Mgr./Assistant City Administrator Brama provided inputs that he has received. He noted, he was told by businesses that if there is too high of a concentration of low-income housing in one area, it can deteriorate the perception of the community, and it can deteriorate the perceived value of properties in an area, and Ramsey business owners have invested a lot in their properties, and have a lot of pride in their properties. He noted that he also hears that some

businesses are pleased with the low-income housing because that provides workers for their warehouse jobs.

Chairperson Steffen stated that perhaps the City should determine what the balance should be to determine when that market would be saturated.

City Administrator Ulrich stated that there is a housing plan that encourages different types of housing. He stated that the Metropolitan Council also tracks the availability of affordable housing and noted that some of the housing stock within Ramsey also qualifies within the affordable range. He stated that there have been comments on the number of even market rate apartment buildings. He noted that there has been a lot of discussion within the past year on that topic.

#### **5.02: Member/Staff Input**

The EDA reviewed the Staff Update.

Economic Dev. Mgr./Assistant City Administrator Brama provided a brief update.

City Administrator Ulrich provided a brief update on the recent grant funds received by the City of Anoka for Highway 10 improvements. He provided additional updates on the potential Ramsey Boulevard rail crossing and Highway 10 Committee activity.

Member Skaff asked if there are plans for the property east of Village Bank.

Economic Dev. Mgr./Assistant City Administrator Brama provided an update on a land use application received by the City. He also provided a brief update on other development activity within Ramsey.

#### **6. ADJOURNMENT**

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

Motion carried. Voting Yes: Chairperson Steffen, Members Skaff, Hardin, Burandt, Johns, and Riley. Voting No: None. Absent: Members LeTourneau and Kanaventi.

The regular meeting of the Economic Development Authority adjourned at 9:06 a.m.

Respectfully submitted,

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Kurtis G. Ulrich  
City Administrator

ATTEST:

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Patrick Brama  
Econ. Dev. Mgr/Assistant City Administrator

Draft by Amanda Staple  
*TimeSaver Off Site Secretarial, Inc.*

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

The City of Ramsey Economic Development Authority (EDA) conducted a special meeting on Thursday, January 25, 2018, at the Ramsey Municipal Center, 7550 Sunwood Drive NW, Ramsey, Minnesota.

Members Present:     Chairperson Jim Steffen  
                          Member Brian Burandt (arrived at 7:31 a.m.)  
                          Member Jill Johns  
                          Member Dominic Kanaventi  
                          Member Chris Riley  
                          Member Wayne Skaff

Members Absent:     Member Glen Hardin  
                          Member John LeTourneau

Also Present:         Patrick Brama, Econ. Dev. Mgr./Assistant City Administrator  
                          Tim Gladhill, Development Services Manager

**1.     CALL TO ORDER**

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

**2.     APPROVE AGENDA**

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

Motion carried. Voting Yes: Chairperson Steffen, Members Skaff, Riley, Johns, Kanaventi, Riley, and Skaff. Voting No: None. Absent: Members Burandt, Hardin, and LeTourneau.

**3.     EDA BUSINESS**

**4.01: NO ACTION: Supplemental Information for Next Case**

Member Burandt arrived.

Economic Dev. Mgr./Assistant City Administrator Brama noted that this case simply provided supplemental information for the case ahead and requires no action.

**4.02: Review Draft Economic Development Chapter of Comprehensive Plan**

Economic Dev. Mgr./Assistant City Administrator Brama presented the staff report.

Community Development Director Gladhill explained the purpose of the meeting today and how the group will brainstorm to develop broad long-term goals which will then lead to specific goals for the future. He invited the members to write their ideas on post-it notes. He then summarized the clusters of goals that were received including an expanded industrial park. It was confirmed that the goal should be combined to “expanded and retained employment base”.

Member Johns noted that she wants to ensure that there are available spaces for businesses that want to take the next step and expand to the next level, specifically homebased businesses that are reaching that next level.

Economic Dev. Mgr./Assistant City Administrator Brama stated that the first goal could be the development of commercial and industrial land and tax base. He noted that business retention could fall under that goal but could also be its own goal, as there are separate actions needed for those activities.

Community Development Director Gladhill confirmed the consensus that although the goals work together, they should be listed separately. He reviewed the next cluster of ideas related to The COR. It was confirmed that the goal should be that The COR is fully built out according to the plan. He moved to the next cluster related to Highway 10 and transportation. It was confirmed that the goal would be for Highway 10 to have improved safety, reduced congestion, and an improved image.

Member Skaff stated that NorthStar is a great amenity and believes that Ramsey would be on the map if there were an Amtrak stop.

Community Development Director Gladhill noted that he would include broader infrastructure on a parking lot list. He moved to the next cluster regarding retail recruitment. It was confirmed that the goal would be to provide increased options for retail and restaurants for residents and employers.

Member Skaff noted that the increased retail and restaurant options would not only be a benefit to residents but would also help to build the well-rounded perception of Ramsey, which will help to attract employers.

Community Development Director Gladhill asked for input on signage.

Member Johns noted that there are locations in Ramsey that have clusters of signs that are not organized or coordinated and therefore the aesthetic is cluttered, and people may not pay attention to any of the signs.

Member Riley stated that monument signs would be nice to help differentiate when you enter Ramsey and help to define that border and entry places.

Community Development Director Gladhill stated that in the future there may be an incentive to cluster signs or perhaps funding to bury overhead power lines, which can also clutter an area. He confirmed that the goal should be to improve the image and brand for the community in key

corridors. It was determined that the first goal should be amended to state expanded employment and tax base.

It was the consensus of the EDA to add another goal related to a balance of economic development and housing goals.

Member Skaff stated that perhaps there could be an incentive for Ramsey businesses to hire Ramsey residents.

Community Development Director Gladhill noted that there seemed to be some goals related to recreation and stated that there is a relation between recreation and economic development. It was suggested that goal would be to have a robust offering of recreational opportunities.

Chairperson Steffen asked if that would be an appropriate goal for the EDA and if the group would ever discuss that item.

Member Skaff noted that recreation helps to provide a well-rounded community that would be attractive to employers.

Community Development Director Gladhill suggested amending the goal to have a robust offering of recreational opportunities that benefits employers and employees. He noted that the Park and Recreation Commission is creating a master plan for the parks which will not only focus on improvement of existing facilities but also new facilities. He noted that perhaps it would be beneficial for the EDA to provide input regarding park features related to the industrial park area.

Community Development Director Gladhill reviewed the proposed broad goals which include the desire to have an expanded employment and tax base; retain existing employment base; to have The COR fully built according to the plan; to have a balance of economic development and housing goals; to improve the brand and image for key corridors and throughout the community; to have a robust offering of recreation opportunities that benefits employers and employees; to improve safety, reduce congestion and improve the image of Highway 10; and to have increased options for shopping and restaurants for residents and employers.

It was determined that the balance of economic development and housing goals should be moved to another category, perhaps under The COR.

Economic Dev. Mgr./Assistant City Administrator Brama asked if there would be a difference between building out the industrial park and providing jobs. He used the example of data centers, which would build out the business park but would not provide many jobs.

Member Riley stated that there are requirements under the subsidy policy, which requires jobs to be provided.

Community Development Director Gladhill suggested that the group break into pairs to develop more specific tactics for some of the goals. The group came back together to share their ideas.

Member Burandt reviewed the tactical ideas under the goal of expanding the employment and tax base.

Member Skaff reviewed the tactical ideas under the goal for increased shopping and restaurants for resident and employers.

Member Johns reviewed the tactical ideas under the goal for improving safety, reducing congestion, and improving the image of Highway 10.

Community Development Director Gladhill confirmed that there were no additional comments or input regarding the ideas just shared. He stated that staff would now take these ideas and put them into a draft document that will come before the group at the February or March meeting for review. He asked the group to share their key takeaways from the meeting today.

Member Johns stated that the expanded employment base should be the highest priority and should include metrics.

Member Riley agreed that goal had the most comments and should be the highest priority.

Member Kanaventi stated that he likes the idea of thinking progressively and reviewing the goals progressively.

Member Skaff stated that these goals are doable, and the group should remain optimistic.

Chairperson Steffen stated it was a nice exercise that broke down the 20-year plan into bite sized pieces.

Member Burandt stated that his focus would be on the build out, of The COR, the industrial park, and the housing market.

## **5. MEMBER / STAFF UPDATE**

Chairperson Steffen expressed his appreciation and thanks to Member Skaff on his contribution to the EDA and his ten years of service.

## **6. ADJOURNMENT**

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

Motion carried. Voting Yes: Chairperson Steffen, Members Skaff, Johns, Burandt, Kanaventi, and Riley. Voting No: None. Absent: Members Hardin and LeTourneau.

The special meeting of the Economic Development Authority adjourned at 8:48 a.m.

Respectfully submitted,

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Kurtis G. Ulrich  
City Administrator

ATTEST:

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Patrick Brama  
Econ. Dev. Mgr./Assistant City Administrator

Draft by Amanda Staple  
*TimeSaver Off Site Secretarial, Inc.*

**Economic Development Authority (EDA)**

**4. 1.**

**Meeting Date:** 03/08/2018

**By:** Katie Schmidt, Administrative Services

**Title:**

Presentation: Open-to-Business Program Update presented by Kathleen DuChene.

**Purpose/Background:**

**Open to Business Program.** The Open to Business program helps new and early stage businesses access the technical assistance they need to grow and prosper. MCCD’s experienced team provides the advice and counseling to clients, helping them achieve their entrepreneurial goals.

**Notification:**

**Observations/Alternatives:**

**Some of the different types of start-ups/existing businesses looking for technical assistance/financing in your city:**

- E-Commerce - Art Work
- Specialty Part/Small Engine Manufacturing
- E-Commerce - Women’s Clothing
- Independent Consultant – Women’s Clothing
- Childcare Center
- Construction Remodeling – Residential
- Training and Consulting
- Printing Company
- Insurance Company
- General Arts/Crafts
- Commercial Real Estate
- Paranormal Investigation
- Organic Farmer
- Bar & Grill
- Construction/Commercial Roofing
- E-Commerce – Bath Products

**Funding Source:**

**Recommendation:**

**Action:**

No action/ direction needed - update only.

**Attachments**

2017 Open to Business Summary Report

**Form Review**

| <b>Inbox</b>                   | <b>Reviewed By</b> | <b>Date</b>                     |
|--------------------------------|--------------------|---------------------------------|
| Patrick Brama                  | Patrick Brama      | 02/26/2018 02:20 PM             |
| Kurt Ulrich                    | Kurt Ulrich        | 02/27/2018 10:44 AM             |
| Form Started By: Katie Schmidt |                    | Started On: 02/26/2018 12:23 PM |

Final Approval Date: 02/27/2018



**ANOKA COUNTY**  
**Open To Business**  
**Kathleen DuChene – Business Advisor**  
**1/1/2017 – 12/31/2017**

**Clients Served – 207**

**Business Stage:**

Existing Business – 89  
 New Entrepreneurs/Start-up/Pre-planning – 87  
 Client Inquiry – 31\*

\*Many Client Inquiries turn into meetings later.

**Program Hours:**

(Includes Direct Client Hours, Program Outreach & Marketing, Public Events/City Meetings, Data Collection and Administration)

|                       |         |
|-----------------------|---------|
| <b>Total Contract</b> | 2252.00 |
| 1 <sup>st</sup> QTR   | 559.00  |
| 2 <sup>nd</sup> QTR   | 542.50  |
| 3 <sup>rd</sup> QTR   | 612.00  |
| 4 <sup>th</sup> QTR   | 538.50  |

**Financing thru 12/31/17:**

Loans Approved:  
 Number - 6  
 Amount - \$617,000  
 Leveraged - \$9,734,660  
 (Bank/Owner Equity/Other Outside Financing)

**Referral Source**

City Website/Newsletters/Utility Inserts – 140  
 Other/Internet – 34  
 Bank Referral – 18  
 Existing Business Owner – 13  
 Friends/Family – 2  
 No Referral Source – 0

**Industry Segment**

Service – 88  
 Retail – 41  
 Food - 35  
 Construction/Real Estate – 16  
 Manufacturing – 8  
 Health & Fitness – 5  
 Technology – 5  
 Wholesale/Distribution – 4  
 Professional/Consulting - 3  
 Undisclosed/Undecided – 2

**Client City (Business/Residence)**

Andover **20/29**  
 Anoka **16/9**  
 Bethel **0/0**  
 Blaine **20/20**  
 Centerville **0/0**  
 Circle Pines **1/2**  
 Col. Heights **10/15**  
 Columbus **1/2**  
 Coon Rapids **39/32**  
 East Bethel **9/6**  
 Fridley **8/8**  
 Ham Lake **17/21**  
 Hilltop **0/0**  
 Lexington **0/0**  
 Lino Lakes **18/18**  
 Linwood – **0/0**  
 Nowthen **1/1**  
 Oak Grove **3/5**  
 Ramsey **17/15**  
 St. Francis **8/6**  
 Spring Lake Prk **1/0**  
 Other Cities/Undecided/Undisclosed **18/18**

## Financing Approved Through 4th Quarter 2017:

### Approved Loan Direct-

Business Type: Hotel

Location: Coon Rapids Business/3 partners residing in Blaine and Rosemount

Referred by: Bank

OTB Financing: \$142,000 GAP Financing

Other Financing: \$2.824 M - Bank and Owner Equity

Employment: NA

Overview: The business owner is purchasing and renovating a hotel in Coon Rapids. MCCD has provided financing for this owner in the past, and is familiar with his holdings. The group of owners will purchase the property and make franchise required improvements to the building.

### Approved Loan Direct-

Business Type: Sheet Metal Fabrication

Location: Minneapolis Business/Fridley Resident

Referred by: NDC Minneapolis (Neighborhood Development Center)

OTB Financing: \$40,000

Other Financing: NA

Employment: NA

Overview: Business owner is a sheet metal fabricator specializing in building custom gutters and cap flashing for construction/roofing companies. The owner does most of the work himself, but may hire temp employees when needed. The business has a cyclical/seasonal working capital need and is using a high interest rate loan to cover operating expenses during the slow season. Business lacks sufficient cash or working capital, MCCD provided a lower interest rate loan to pay off high interest debt and ensure adequate working capital.

### Approved Loan Direct-

Business Type: Convenience Store

Location: Minneapolis Business/Coon Rapids Resident

Referred by: Bank

OTB Financing: \$30,000

Other Financing: \$30,000 Minneapolis CPED, \$271,250 Bank, \$50,000 Equity

Employment: NA

Overview: Business is a convenience store operating in north Minneapolis. Owner of convenience store is purchasing the building that houses the convenience store business. The bank wanted MCCD to provide subordinate financing of \$60,000. MCCD was able to split the loan amount with Minneapolis CPED to provide lower interest rates, and help the business purchase its new building. The banker expected the appraised value would not be sufficient and the MCCD/CPED loan will be needed to fill a collateral gap.

**Approved Loan Direct-**

Business Type: Printing Specialist Company

Location: Ramsey Business

Referred by: Bank

OTB Financing: \$72,500

Other Financing: \$1.391 M in Bank/Owner Equity

Employment: 1-2 FT jobs to be created because of this financing

Overview: The business products primarily include marketing materials, stationary, books and business forms. The business is purchasing a building and new equipment, the bank anticipates that the "as completed" appraised value will not be sufficient and that MCCD's loan will be needed to fill a collateral gap.

**Approved Loan Direct-**

Business Type: Trucking Company

Location: Columbia Heights Business

Referred by: Previous OTB Client

OTB Financing: \$7500

Other Financing: NA

Employment: NA

Overview: Business focuses on delivering merchandise in the metro area for larger trucking companies. Owner invented and obtained a patent for a pivot ramp system that makes it easier on the driver to unload the trucks. Owner is working to develop a driver training program for local non-profits and as a subcontractor for larger companies. The loan from MCCD allowed owner to gain some working capital after having to restart the business after an unexpected hiatus.

**Approved Loan Direct-**

Business Type: Hotel

Location: Shakopee Business/Blaine Resident

Referred by: Bank Partnership Financing

OTB Financing: \$325,000

Other Financing: \$4,890,000 Bank/Owner Equity

Employment: NA

Overview: Owner and Bank requested \$325,000 in Gap financing from MCCD for the purchase and renovation of a Shakopee hotel. MCCD participation will enable borrowers to preserve cash to meet working capital needs as Bank conventional financing is typically limited to 80% of the lesser of property value or project costs, and this loan also supports small business growth.

**Meeting Date:** 03/08/2018

**Submitted For:** Patrick Brama, Administrative Services

**By:** Patrick Brama, Administrative Services

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**Title:**

Maple Investments LLC (Sharp & Associates) Purchase Agreement [portions of this case may be closed to the public]

**Purpose/Background:**

**PURPOSE**

Consider the attached purchase agreement (purchase offer of \$93,110 or \$2.25 psf) from Maple Investments LLC (Sharp & Associates) for a 0.95-acre City-owned property, for a roughly 9,700 square foot speculative industrial building.

**BACKGROUND**

***Site Information***

The subject property is located at 6590 141st Avenue NW within the City's original business park, just north of Ace Solid Waste. This 0.95 site is located off Basalt Street and Bunker Lake Boulevard and is currently zoned E-1 Employment District. This property was purchased by the City in 2006 for redevelopment purposes for a price of \$211,200; at which time, existing improvements were removed. This site has sat vacant, tax exempt, and available for sale since 2006. This property is currently being listed for \$105,000 (2.50 psf). Attached to this case is the property listing.

When the site was purchased by the City in 2006, some CDBG funds were utilized (Anoka County). If the city were to close this PA, a portion of land proceeds, likely \$10,000-\$20,000, will need to be repaid to the CDBG fund (Anoka County).

***Sharp & Associates***

Sharp & Associates is perhaps the most well known "business park" developer in Ramsey. Sharp has several properties in Ramsey, and several others located in Anoka, Maple Grove, and Elk River. The majority of Sharp's buildings are small-bay multi-tenant buildings. This type of product is rare for a developer to specialize in, and to do so successfully.

Staff believes the buildings that Sharp has established in Ramsey have played a major role in Ramsey's overall success in economic development. Reason being, Sharp has created a model very close to a private sector business incubator(s). Sharp attracts new and small business to his affordable, right-sized multi-tenant buildings... then, when they are ready to expand or build a new building, they work with Sharp (and typically stay in Ramsey). Sharp has constructed 10+ owner-occupied buildings in Ramsey for said tenants. Staff believes Sharp is one of Ramsey's greatest development relationships/ partners. This project generally fits the mold outlined above.

***Proposed Project***

Sharp is proposing a roughly 9,700 square foot speculative industrial building. Please see attached concept map and rendering.

**Notification:**

**Observations/Alternatives:****OBSERVATIONS**

Listed below are terms/ conditions/ observations related to the attached purchase agreement that staff considers important to highlight for potential discussion.

***(1) Policy Compliance***

Staff has no policy compliance concerns. This project is not requesting a formal business subsidy, the City's Revolving Loan Fund, or State DEED Programs. The attached PA is simply an edited version of the City's adopted "template PA."

***(2) Offer Price***

\$2.25 per square foot or \$93,110.

***(3) Earnest Money***

\$7,500, to become non-refundable after inspection period.

***(4) Inspection Period***

July 01, 2018 (close 30 days after).

***(5) Extension Option***

If the buyer decides to extend the PA, they will be required to place \$10,000 of additional non-refundable dollars in earnest for each 60 day extension (maximum two extensions allowed).

***(6) Construction Deadline***

Minimum 9,000 sf building by December 31, 2019.

**Funding Source:**

NA

**Recommendation:****STAFF REVIEW**

If there is desire to make a counter offer on price, staff will suggest the attached PA be discussed in closed session. Staff is not making that request. RE price, staff would note, a negotiation on price has gone back-and-forth between staff and Sharp, and \$2.25 was the best price staff was able to achieve.

Below are some project benefits worth noting:

- This project was pulled from the CBRE listings contract in 2017, no commission payments are anticipated.
- This project does not include any incentives, such as TIF. As a result, it will have an immediate positive impact to the general tax levy.
- This project is estimated to generate about \$25,000 in total annual property taxes. Ramsey receives roughly 1/4 of commercial property taxes.
- This project is speculative--meaning, tenants are unknown at this point. Therefore, job count predictions are challenging to make. At full occupancy, staff would predict the creation of 5-50 jobs, depending on the tenants.
- This project will collect development fees, estimated at about \$20,000-30,000.
- This project does help Ramsey accomplish goals outlined in the Council Strategic Action Plan and EDA Workplan.
- Staff believes Sharp is a quality developer with a good track record in Ramsey; especially with Ramsey's business community.
- Speculative industrial buildings place Ramsey in a strong position to recruit new businesses and retain expanding businesses.

**Action:**

**Motion to Recommend the City Council:**

[Approve/ deny/ amend] the attached purchase agreement between the City of Ramsey and Maple Investments LLC for 0.95 Acres of City-owned land.

---

**Attachments**

PA

Rendering (Concept)

Layout (Concept)

Ref Map

---

**Form Review**

**Inbox**

Kurt Ulrich

Form Started By: Patrick Brama

Final Approval Date: 03/02/2018

**Reviewed By**

Kurt Ulrich

**Date**

03/02/2018 09:14 AM

Started On: 02/28/2018 06:51 PM

## PURCHASE AGREEMENT

This Agreement is entered into by and between the **City of Ramsey**, a Minnesota municipal corporation (“Seller”), and **Maple Investments, LLC**, a Minnesota limited liability company (“Buyer”).

In consideration of the Earnest Money, the mutual covenants set forth below, and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, Seller and Buyer agree as follows:

- 1. EFFECTIVE DATE.** The effective date of this Agreement is **March 13, 2018** (the “Effective Date”).
- 2. SALE OF PROPERTY.** Seller agrees to sell to Buyer, and Buyer agrees to buy from Seller 0.95 acres of vacant land at the northeast corner of Basalt Street NW and 141<sup>st</sup> Avenue NW in Ramsey, Minnesota.

Legal Description: UNPLATTED CITY OF RAMSEY ALL THAT PART OF THE N 200 FT OF THE S 233 FT OF THE S1/2 OF SE1/4 OF SEC 27-32-25 ANOKA CNTY, MN LYING W OF THE E 1146 FT THEREOF & LYING E OF A LINE PRLL WITH THE E LINE OF SAID S1/2 OF SE1/4 DRAWN NLY FROM A POINT ON THE S LINE OF SAID S1/2 OF SE1/4 A DIST OF 266.00 FT E OF THE NW CORNER OF LOT 1 OF THE DULY RECORDED PLAT OF AUD SUB NO 30 SAID ANOKA CNTY SAID 266 FT BEING MEAS AT RIGHT ANGLES TO THE W LINE OF SAID LOT 1 TOG WITH AN EASE FOR RD PURP OF VER THE S 33 FT OF THE E 1146 FT OF THE S1/2 OF SE1/4

Anoka County Property Identification: 27-32-25-44-0003

Address: 6590 141ST AVE NW

Platting: Buyer is responsible for platting Property, providing the City of Ramsey with an updated legal description of the new parcel. Platting a property does require payment of development fees. This Agreement shall be amended to reflect the exact legal description of the Property.

- 3. PURCHASE PRICE.** The purchase price for the Property is \$93,110 (the “Purchase Price”). The Purchase Price shall be adjusted on the gross square footage of the Property. Such price adjustment will be determined by multiplying the gross square footage of the Property by \$2.25 per square foot.

- 4. EARNEST MONEY.** By **March 20, 2018** Buyer must deposit the sum of \$7,500 (the “Earnest Money”) with Commercial Partners Title Company, 200 South 6<sup>th</sup> Street, #1300, Minneapolis, MN 55402 (“Escrow Agent”), via wire transfer or delivery of a certified check payable to Escrow Agent.
- a. If Buyer does not deposit the Earnest Money with Escrow Agent as required above, then Seller may terminate this Agreement by written notice to Buyer; provided, however, if Buyer deposits the Earnest Money with Escrow Agent before Seller exercises Seller’s right to terminate, Seller’s right to terminate is extinguished.
  - b. Upon Seller’s receipt of a Notice to Proceed from Buyer in accordance with Section 9(b), all of the Earnest Money becomes non-refundable (except in accordance with Section 23 as a result of a default by Seller).
  - c. If Buyer does not provide a Notice to Proceed to Seller in accordance with Section 9(b), this Agreement automatically terminates and Escrow Agent must disburse all Earnest Money Escrow Agent holds to Buyer.
  - d. At Closing, Escrow Agent shall disburse to Seller any Earnest Money not previously disbursed to Seller, and Buyer shall receive a credit against the Purchase Price owing at Closing in an amount equal to the amount of the Earnest Money.
- 5. SURVEY.** Seller shall, at Seller’s expense, obtain an ALTA/NSPS 2016 survey (Table A, items 1-4 and 6, 8, and 11) (the “Survey”) from a duly licensed surveyor and deliver it to Buyer within thirty (30) days after the Effective Date. Buyer may arrange with the surveyor to include additional information on the Survey at Buyer’s expense.
- 6. TITLE COMMITMENT.**
- a. Seller makes no representations or warranties with respect to the status of title to the Property. Within thirty (30) business days after the Effective Date, Seller shall, at Seller’s expense, obtain a commitment from Escrow Agent to issue an owner’s policy of title insurance insuring Buyer’s title to the Property (the “Title Commitment”) and deliver the Title Commitment and copies of or internet access to copies of all recorded documents referenced in the Title Commitment to Buyer.
  - b. Buyer shall have until the date thirty (30) days after the receipt of the Title Commitment and the Survey (collectively, “**Title/Survey**”) to review Title/Survey and to give Seller written notice of (i) any defects in the marketability of Seller title to the Property or any encumbrances on Seller’s title to the Property that are objectionable to Buyer, and (ii) the specific actions Buyer requests that Seller take with respect to each such defect or encumbrance (a “**Title Objection Notice**”). Any defects in or encumbrances on Seller’s title that Buyer does not identify in a timely Title Objection Notice are each a “**Permitted**

**Exception.**” Within three (3) business days after Seller’s receipt of a Title Objection Notice from Buyer, Seller will notify Buyer, in writing, of the actions, if any, that Seller is willing to take with respect to each of the matters identified in the Title Objection Notice and the time frame in which Seller will take those actions (“**Seller’s Title Notice**”). If Seller’s Title Notice indicates that Seller unconditionally agrees to make Seller’s title to the Property marketable on or before the closing date established pursuant to Section 10, the parties shall proceed to closing pursuant to the terms of this Agreement. If Seller’s Title Notice indicates that Seller does not unconditionally agree to make Seller’s Title to the Property marketable on or before the closing date established in Section 10, Buyer may, at any time with three (3) business days after Buyer’s receipt of Seller’s Title Notice, terminate this Agreement by written notice to Buyer in which case this Agreement is terminated and Escrow Agent must disburse any Earnest Money to Buyer (“**Buyer’s Title Termination Notice**”). If Buyer does not deliver a Buyer’s Title Termination Notice to Seller within the three (3) business days after Buyer’s receipt of Seller’s Title Notice, than Seller must perform in accordance with Seller’s Title Notice, Buyer shall be deemed to have waived Buyer’s objections to the extent Seller has not agreed to address them in Seller’s Title Notice, the matters to which Buyer objected and Seller did not agree to resolve are deemed Permitted Exceptions, and the parties shall proceed to Closing in accordance with the terms of this Agreement and the terms of Seller’s Title Notice.

7. **RIGHT OF ENTRY.** At all times after Buyer has deposited the Earnest Money with Seller and before the Closing, Buyer (and its employees, agents, and contractors) may enter the Property for the purpose of conducting soil tests, environmental tests and additional survey work, subject to the following conditions:
- a. Within one week after the termination of this Agreement, if either Seller or Buyer terminate this Agreement in accordance with the provisions hereof prior to Closing, Buyer must repair and or restore any damage Buyer or its employees, agents or contractors cause to the Property and remove any personal property, refuse or debris Buyer or its employees, agents or contractors brought onto or authorized third parties to bring onto the Property.
  - b. Buyer must defend and indemnify Seller from and against and hold Seller harmless Seller from all “Claims,” as defined in Section 10, arising out of, resulting from or relating to any loss of or damage to any property or business or out of any injury to or death of any person, if the loss, damage, injury, or death arises or is alleged to arise either directly or indirectly and either wholly or in part from: (a) any action or omission of Buyer or its employees, agents, or contractors, while on the Property pursuant to this Section; or (b) actions or omissions of Buyer or Buyer’s employees, agents, or contractors that cause or result in the release of any Hazardous Substance onto the Property or onto other property.

- c. Buyer must comply with and shall cause its employees, agents, and contractors to comply with all applicable laws, while on the Property.
  - d. Other than a standard Phase 1 environmental assessment, Buyer may not commence any environmental testing on the Property until Buyer submits a work plan for such testing to Seller and Seller approves the work plan, in writing. Seller may not unreasonably withhold, condition or delay Seller's approval of a work plan.
  - e. Buyer must, promptly and without demand from Seller, provide Seller with true and complete copies of all draft and final reports relating to Buyer's geotechnical and environmental investigations and testing of the Property including, without limitation, any reports relating to any Phase I Environmental Site Assessment of the Property.
  - f. The cost of any test or additional survey work will be borne solely by Buyer.
- 8. PROPERTY SOLD AS IS.** Subject to Buyer's right to terminate this Agreement pursuant to Section 9, Buyer agrees to accept the Property in its current condition, including, without limitation, its current environmental and geological condition, and in an "AS-IS" and with "ALL FAULTS" condition. Buyer's payment of the Purchase Price at Closing constitutes Buyer's acknowledgment and agreement that:
- a. Seller has not made any written or oral representations or warranties of any kind with respect to the Property (including without limitation express or implied warranties of title, merchantability, or fitness for a particular purpose);
  - b. Buyer has not relied on any written or oral representation or warranty made by Seller, its agents or employees with respect to the condition or value of the Property;
  - c. Buyer has had an adequate opportunity to inspect the condition of the Property, including without limitation any environmental testing, and to inspect documents applicable thereto, and Buyer is relying solely on such inspection and testing; and
  - d. The condition of the Property is fit for Buyer's intended use.
  - e. Buyer accepts all risk of Claims (including without limitation all Claims under any Environmental Law and all Claims arising at common law, in equity or under a federal, state or local statute, rule or regulation) whether past, present or future, existing or contingent, known or unknown, arising out of, resulting from or relating to the condition of the Property, known or unknown, contemplated or un contemplated, suspected or unsuspected, including without limitation the presence of any Hazardous Substance on the Property, whether such Hazardous Substance is located on or under the Property, or has migrated from or to the Property.

## 9. INSPECTION PERIOD.

- a. Except as otherwise provided in Section 6, Buyer shall have from the date that Buyer deposits the Earnest Money with Escrow Agent to **July 01, 2018** (the “**Inspection Period**”) to investigate the Property and determine, in Buyer’s sole judgment, whether (i) the condition of the Property is suitable to Buyer’s intended use; and (ii) Buyer will be able to obtain all governmental approvals (including, but not limited to, approvals necessary to subdivide and re-plat the Property) and utilities necessary for Buyer’s intended use of the Property. Buyer acknowledges and agrees that Seller has not made any covenants, representations or warranties regarding Buyer’s ability to obtain governmental approvals from the City of Ramsey or any other governmental entity. The City of Ramsey will review, consider and act on any applications Buyer submits to the City for governmental approvals in accordance with City Code.
- b. Buyer may, at any time on or before 5:00 p.m. on the last day of the Inspection Period, terminate the Agreement by written notice to Seller based on Buyer’s determination, in Buyer’s sole and absolute discretion, that the condition of the Property is not suitable for Buyer’s intended use or that Buyer may not be able to obtain all governmental approvals and utilities necessary for Buyer’s intended use of the Property. In addition, this Agreement automatically terminates at 5:00 p.m. on the last day of the Inspection Period unless, prior to that time Buyer delivers a written notice of Buyer’s intention to proceed (a “**Notice to Proceed**”) to Seller.
- c. If, pursuant to Section 9(b) either Buyer terminates this Agreement or this Agreement is automatically terminated, the Escrow Agent must disburse to Buyer any Earnest Money Escrow Agent holds.

## 10. DEFINITIONS. As used in this Agreement:

“**Claim**” or “**Claims**” means any and all liabilities, suits, claims, counterclaims, causes of action, demands, penalties, debts, obligations, promises, acts, fines, judgments, damages, consequential damages, losses, costs, and expenses of every kind (including without limitation any attorney’s fees, consultant’s fees, costs, remedial action costs, cleanup costs and expenses which may be related to any claims).

“**Environmental Law**” means the Comprehensive Environmental Response, Compensation and Liability Act (“CERCLA”), 42 U.S.C. § 9601 et seq., the Resource Conservation and Recovery Act, 42 U.S.C. § 6901 et seq., the Federal Water Pollution Control Act (the Clean Water Act), 33 U.S.C. § 1251 et seq. the Clean Air Act, 42 U.S.C. § 7401 et seq., and the Toxic Substances Control Act, 15 U.S.C. § 2601 et seq., all as amended from time to time, and any other federal, state, local or other governmental statute, regulation, rule, law or ordinance dealing with the protection of human health, safety, natural resources or the environment now existing or hereafter enacted.

“**Hazardous Substance**” or “**Hazardous Substances**” means any pollutant, contaminant, hazardous substance or waste, solid waste, petroleum product, distillate, or fraction, radioactive material, chemical known to cause cancer or reproductive toxicity, polychlorinated biphenyl or any other chemical, substance or material listed or identified in or regulated by any Environmental Law.

**11. RELEASE.** By accepting the deed to the Property, Buyer, for itself, its directors, officers, stockholders, divisions, agents, affiliates, subsidiaries, predecessors, successors, and assigns and anyone acting on its behalf or their behalf hereby fully releases and forever discharges Seller from any and all Claims (including without limitation all Claims arising under any Environmental Law and all Claims arising at common law, in equity or under a federal, state or local statute, rule or regulation), past, present and future, known and unknown, existing and contingent, arising out of, resulting from, or relating to the condition of the Property, and Buyer hereby waives any and all causes of action (including without limitation any right of contribution) Buyer had, has or may have against Seller and anyone acting on its behalf with respect to the condition of the Property, whether arising at common law, in equity or under a federal, state or local statute, rule or regulation. The foregoing shall apply to any condition of the Property, known or unknown, contemplated or un contemplated, suspected or unsuspected, including without limitation the presence of any Hazardous Substance on the Property, whether such Hazardous Substance is located on or under the Property, or has migrated from or to the Property.

**12. NOTICES.** Notices permitted or required by this Agreement must be in writing and shall be deemed given when delivered in legible form to the party to whom addressed. Notices may be sent by certified mail or e-mail. Notices are effective two business days after they are mailed via certified mail, return receipt requested or, if sent by email, upon email transmission (provided that any email transmission that occurs after 5:00 pm Pacific Time will be deemed provided on the following day). If delivered at the Closing, a notice shall be deemed given when hand-delivered to the party's representative at the Closing. The business addresses of the parties are as follows:

Seller: City Administrator  
City of Ramsey  
7550 Sunwood Drive N.W.  
Ramsey, MN 55303  
Email: pbrama@cityoframsey.com

Buyer: Dennis Sharp  
Maple Investments, LLC  
500 Bunker Lake Boulevard  
Anoka, Minnesota 55303

Notices not given in the manner or within the time limits set forth in this Agreement are of no effect and may be disregarded by the party to whom they are directed.

**13. CLOSING.** This transaction shall close within 30 days after Buyer delivers a Notice to Proceed to Seller or on such earlier date as Seller and Buyer may establish by mutual, written agreement; provided, however, Buyer may extend the Closing a total of two (2) times, each time for a period of sixty (60) days, by depositing an additional Ten Thousand and 00/100 Dollars (\$10,000.00) earnest money with Escrow Agent for each extension. Each \$10,000 extension payment shall be non-refundable, but applicable to the Purchase Price. The Closing shall take place at the offices of the Escrow Agent, or at some other place as the parties may mutually agree prior to such date. At the option of either Party, the executed closing documents, Purchase Price and closing costs may be deposited with the Escrow Agent and disbursed by the Escrow Agent pursuant to avoid the necessity for a Closing at which the Parties are present.

a. **Seller's Obligations at Closing.** At Closing, Seller must deliver to Escrow Agent, for delivery to Buyer:

- i. A limited warranty deed, duly executed and acknowledged on behalf of the City and with the City's seal affixed, conveying title to the Property, subject to (A) the lien of real estate taxes, if any, not yet due and payable and any installments of special assessments certified for payment therewith; (B) Building, Subdivision and Zoning Ordinances; (C) Matters that would be disclosed by an accurate survey of the Property; and (D) matters that constitute Permitted Exceptions pursuant to Section 6;
- ii. A certified copy of a duly adopted City Ordinance and Resolution authorizing Seller's sale of the Property to Buyer; and
- iii. Seller's affidavits, well disclosure certificate (if required), settlement statement approved by Seller and Buyer, and any other documents required by the Escrow Agent.

b. **Buyer's Obligations at Closing.** At Closing, Buyer must:

- i. Wire Transfer (or deliver a certified check in) an amount equal to the amount of the Purchase Price adjusted for to reflect Buyer's prior payment of the Earnest Money and to reflect amounts Buyer must pay or will receive pursuant to Section 14(c), to Escrow Agent for disbursement to Seller and others pursuant to this Agreement and the Settlement Statement; and
- ii. File or cause Escrow Agent to file an Electronic Certificate of Real Estate Value, if required and necessary.

c. **Closing Costs.**

- i. At Closing, the following Seller closing costs and expenses must be paid from the Purchaser Price or, if the Purchase Price is not sufficient, paid by Seller:
  1. Seller's portion of the prorated property taxes.
  2. Seller's own attorney's fees.
  3. One-half the cost of any closing fees.
  4. The cost of real estate broker commission fees as prescribed in Section 14.
  
- ii. At Closing Buyer must pay the Purchase Price to Seller and the following costs and expenses:
  1. Buyer's portion of prorated property taxes.
  2. Buyer's own attorney's fees.
  3. One-half the cost of any closing fees.
  4. Documentary and recording fees for the deed(s).
  5. The cost of the owner's title insurance policy, if Buyer elects to purchase an Owner's title insurance policy.
  6. State deed tax.

d. **Possession.** Seller must deliver possession of the Property to Buyer at Closing.

**14. REAL ESTATE BROKERS.** Seller and Buyer represent and warrant to each other that they have dealt with no brokers, real estate agents, finders or the like in connection with this transaction. Seller and Buyer agree to indemnify each other and to hold each other harmless against all claims, damages, costs or expenses of or for any broker's fees or commissions resulting from their actions or agreements regarding the execution or performance of this Agreement, other than the fees payable to Seller's Broker, and will pay all costs of defending any action or lawsuit brought to recover any such fees or commissions incurred by the other party, including reasonable attorney's fees.

**15. ASSIGNMENT.** This Agreement may not be assigned without the written consent of the non-assigning Party. The Seller recognizes the Buyer intends to assign this Agreement to an affiliated special purpose entity that will be registered officially with the State of Minnesota. Notwithstanding, Seller agrees to allow Buyer to assign its rights under this Agreement without Seller's consent so long as the assignee is controlled by or under common control with Buyer.

**16. THIRD PARTY BENEFICIARY.** There are no third party beneficiaries of this Agreement, intended or otherwise.

**17. JOINT VENTURE.** Seller and Buyer, by entering into this Agreement and completing the transactions described herein, shall not be considered joint venturers or partners.

**18. CAPTIONS.** The paragraph headings or captions appearing in this Agreement are for convenience only, are not a part of this Agreement, and are not to be considered in interpreting this Agreement.

**19. ENTIRE AGREEMENT / MODIFICATION.** This written Agreement constitutes the complete agreement between the parties and supersedes any prior oral or written agreements between the parties regarding the Property. There are no verbal agreements that change this Agreement and no waiver or modification of any of its terms will be effective unless in writing executed by the parties.

**20. BINDING EFFECT.** This Agreement binds and benefits the Parties and their successors and assigns.

**21. CONTROLLING LAW.** This Agreement is made under the laws of the State of Minnesota and such laws will control its interpretation.

**22. REMEDIES.**

- a. If Buyer fails to perform any of the terms or conditions of this Agreement within the specified time limits, Seller may declare this Agreement terminated pursuant to Minnesota Statutes section 559.21. Seller's sole remedy in the event of Buyer's default is retention of the Earnest Money, unless Buyer defaults under Section 7 or 11 of this Agreement, in which case Seller may retain the Earnest money or suspend the performance of its obligations under this Agreement and commence an action in Anoka County District Court to recover its actual damages arising from the default.
- b. If Seller fails to perform any of the terms or conditions of this Agreement within the specified time limits, Buyer may, as its sole remedy, declare this Agreement terminated in which case Escrow Agent and, if applicable, Seller, shall refund the Earnest Money (both the Initial Disbursement and the Remaining Earnest Money) to Buyer, or, in the alternative, Buyer may have this Agreement specifically enforced and recover any incidental damages. Buyer waives all claims for consequential damages against Seller based on Seller's breach or alleged default hereunder.

**23. WAIVER.** Failure of Seller or Buyer to insist upon the performance of any of the covenants, agreements and/or conditions of this Agreement or to exercise any right or privilege herein shall not be deemed a waiver of any such covenant, condition or right.

**24. SURVIVAL OF TERMS AND CONDITIONS.** The terms and conditions of this Agreement shall survive and be in full force and effect after the delivery of the deed, and shall not be deemed to have merged therein.

**25. SEVERABILITY.** Each provision of this Agreement shall apply to the extent permitted by applicable law and is intended to be severable. If any provision is illegal or invalid for

any reason whatsoever, such illegality or invalidity shall not affect the legality or validity of the remainder of the Agreement.

**26. CONSTRUCTION.** The Parties acknowledge that this Agreement was initially prepared by Seller solely as a convenience and that all Parties and their counsel hereto have read and full negotiated all the language used in this Agreement. The Parties acknowledge that because all Parties and their counsel participated in negotiating and drafting this Agreement, no rule of construction shall apply to this Agreement to construe ambiguous or unclear language in favor of or against any Party.

**27. COUNTERPARTS; DIGITAL COPIES.** This Agreement may be executed in any number of counterparts and the signature pages of the separate counterparts combined into a single copy of this Agreement which will then constitute a fully executed version of this Agreement. A facsimile, .pdf file or digital copy of a signed counterpart or of an assemblage of counterparts of this Agreement shall be deemed to be an original thereof.

**28. TIME PERIODS.** The time for performance of any obligation or taking any action under this Agreement shall be deemed to expire at 5:00 p.m. Central Time on the last day of the applicable time period provided for in this Agreement. If the time for the performance of any obligation or taking any action under this Agreement expires on a Saturday, Sunday or legal holiday, the time for performance or taking such action shall be extended to the next succeeding day which is not a Saturday, Sunday or legal holiday.

**CONSTRUCTION DEADLINE.** Buyer shall obtain certificate of occupancy for the construction of a minimum 9,000 square foot tilt-up concrete industrial building by December 31, 2019. At Closing, a "Right of Re-Entry Agreement" must be executed and recorded to the Property providing that, in the event any of the above deadlines are not met, Seller has the right to reclaim title to the parcel for which certificate of occupancy has not been obtained, or in the alternative, and at Seller's sole discretion, Buyer shall pay Seller \$25,000.

**29. PLATTING & DEVELOPMENT AGREEMENT.** Buyer must obtain an approved final plat, development agreement, and building exterior visual renderings with the City of Ramsey for its intended project before Closing. The Development Agreement and Site Plan must comply with all local zoning ordinances and design standards.

**SELLER: The City of Ramsey, Minnesota**

By: \_\_\_\_\_  
Sarah Strommen, Mayor

Dated: \_\_\_\_\_ 2018

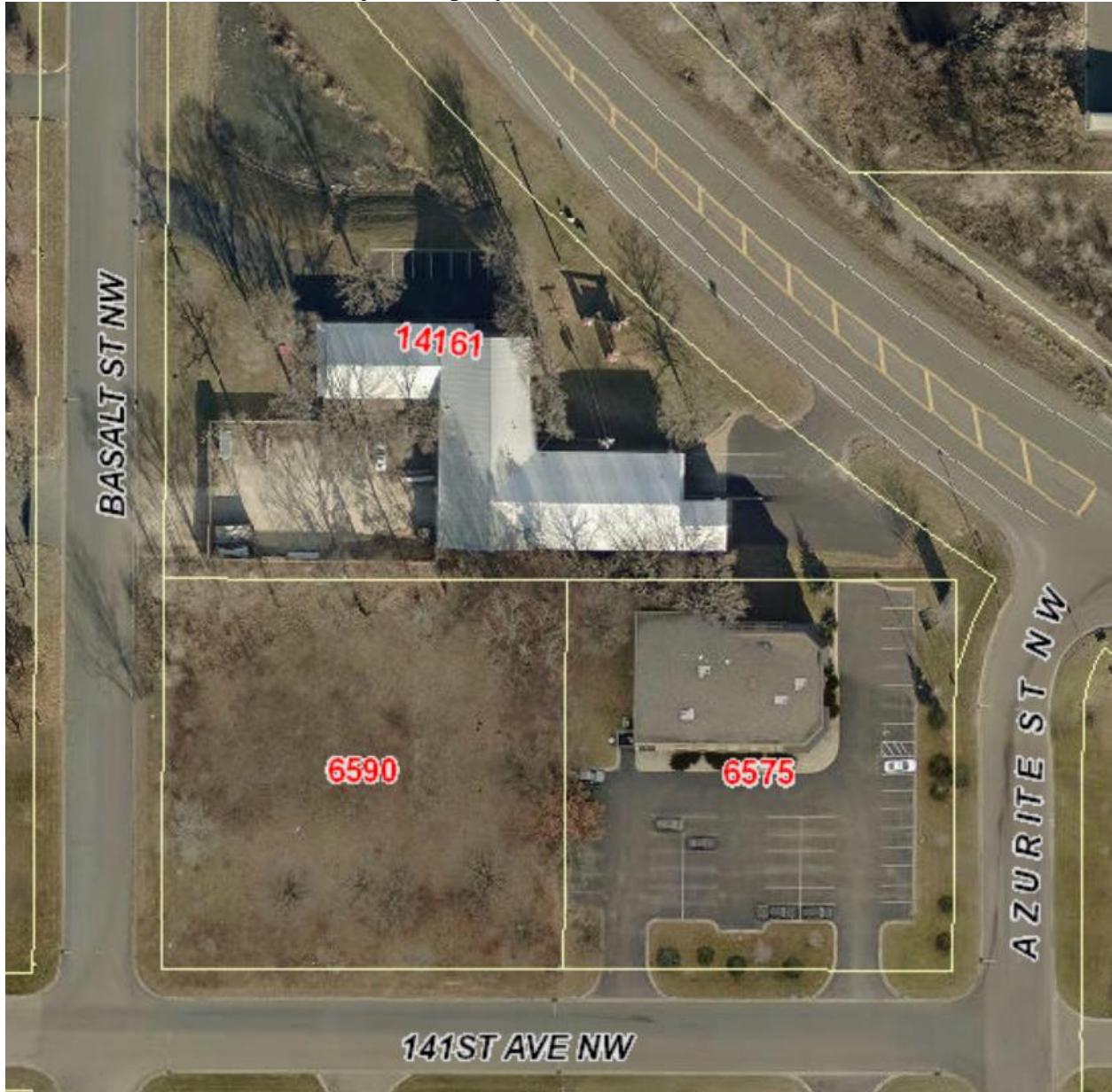
By: \_\_\_\_\_  
Kurt Ulrich, City Administrator

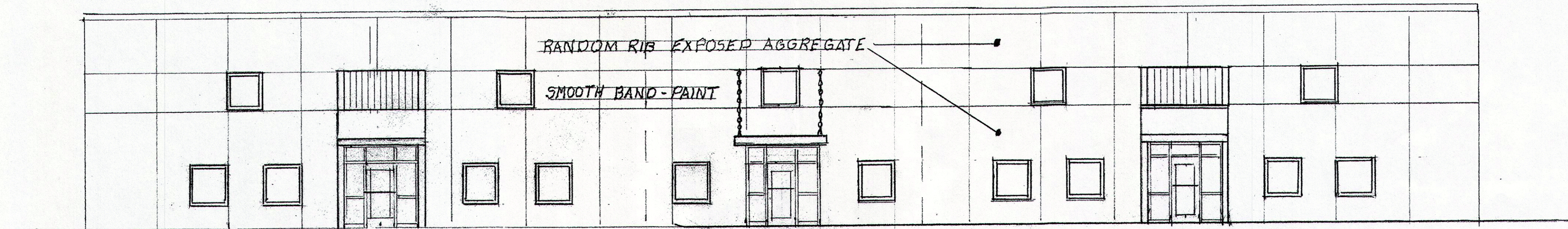
**BUYER: Maple Investments, LLC.**

By: \_\_\_\_\_  
Dennis Sharp, Chief Manager

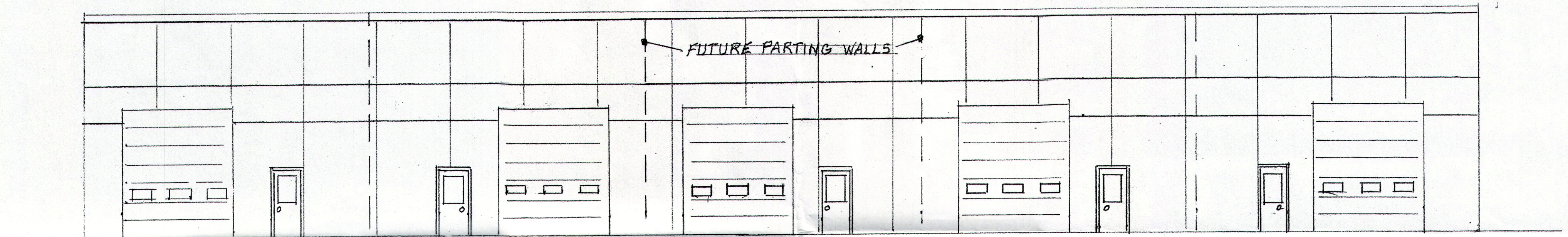
Dated: \_\_\_\_\_, 2018

**Exhibit A**  
Subject Property, 6590 141<sup>st</sup> Avenue NW

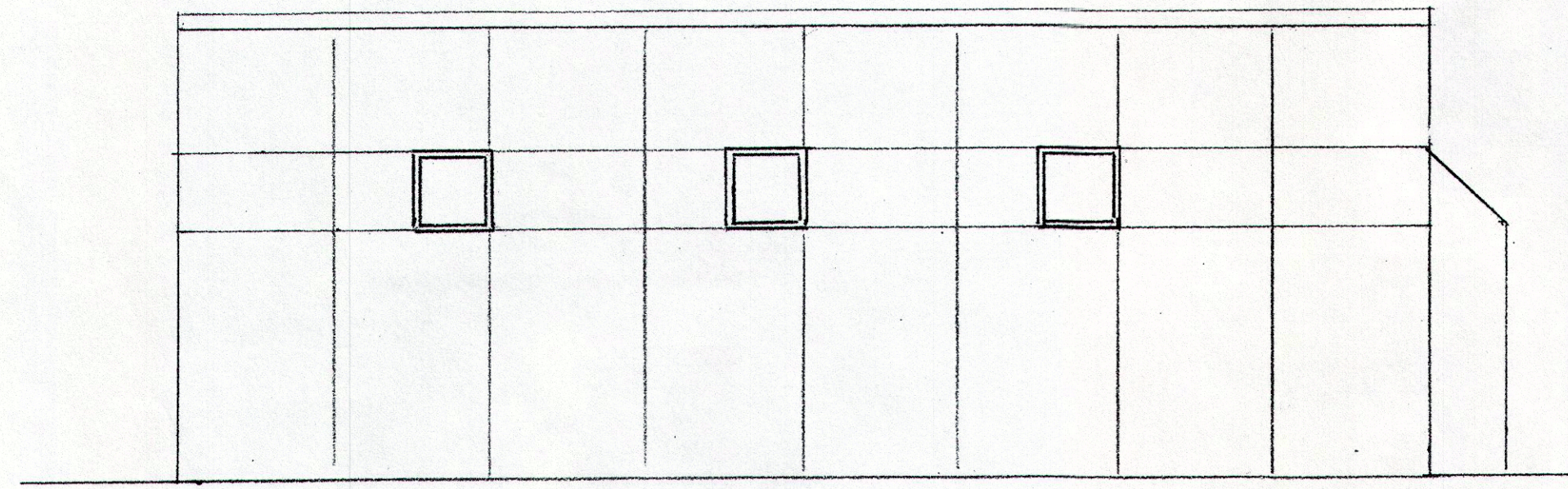




SOUTH ELEVATION



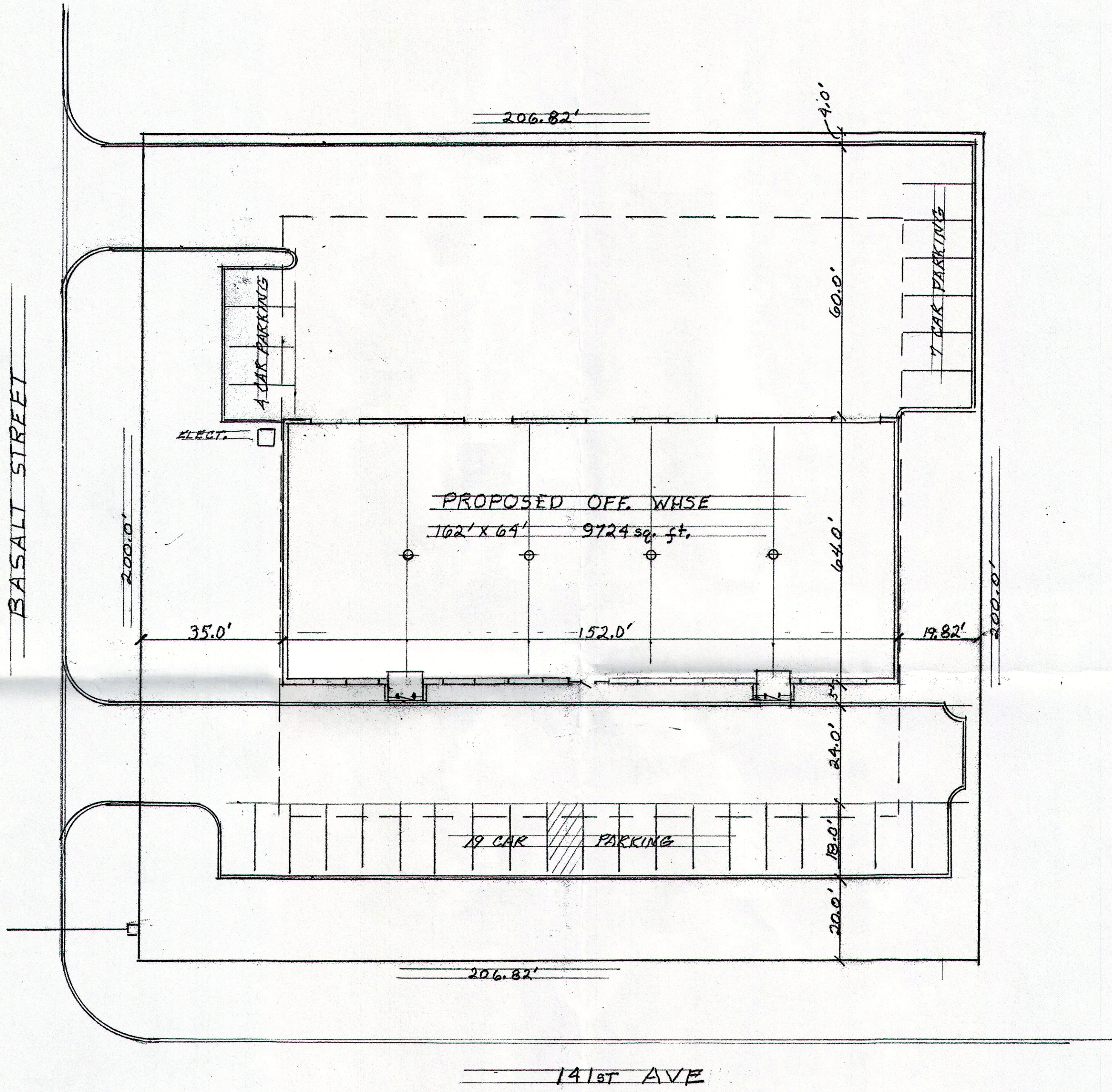
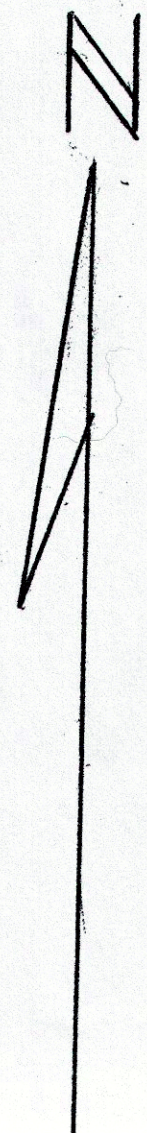
NORTH ELEVATION



WEST ELEVATION  
(EAST ELV. SIMILAR)

RECEIVED  
FEB 05 2018  
BY: \_\_\_\_\_

|  |                    |                      |
|--|--------------------|----------------------|
| 741st AVENUE OFFICE WAREHOUSE<br>RAMSEY MINN |                    |                      |
| SCALE: _____                                 | APPROVED BY: _____ | DRAWN BY _____       |
| DATE: _____                                  |                    | REVISED _____        |
| Contractor SHARP & ASSOC 763-425-2002        |                    |                      |
| <u>ELEVATIONS</u>                            |                    | DRAWING NUMBER _____ |



RECEIVED  
FEB 05 2018  
BY: \_\_\_\_\_

|   |                      |
|---|----------------------|
| 141st AVENUE OFFICE WAREHOUSE<br>RAMSEY, MINN |                      |
| SCALE: 1"=20'-0"                              | APPROVED BY: _____   |
| DATE: 2/2/2018                                | DRAWN BY: _____      |
| Contractor SHARP & ASSOC 763-425-2002         |                      |
| SITE PLAN                                     | DRAWING NUMBER _____ |

Ref Map, subject property



**Economic Development Authority (EDA)**

**4. 3.**

**Meeting Date:** 03/08/2018

**By:** Tim Gladhill, Community Development

---

**Title:**

Review Updated Draft Economic Development Chapter of Comprehensive Plan

**Purpose/Background:**

The purpose of this case is to review a draft of the Economic Development Chapter of the Comprehensive Plan and make a recommendation to the Planning Commission. This Chapter will be an iterative review process as subsequent chapters are completed. This will not be the last time the Committee will review this chapter.

**Observations/Alternatives:**

Please see the attached document for specifics. Additionally, at the request of the EDA, a long-range planning exercise was completed on January 5th, establishing longer-term goals and strategies. The document as a whole has been updated to reflect these priorities and complete other minimum requirements for updating this Chapter.

**Recommendation:**

Staff recommends that the Committee provide input on this draft and make recommendations to the Planning Commission for their January 4 meeting.

**Action:**

Provide input and recommendations on the draft chapter.

---

**Attachments**

[DRAFT Economic Development Plan](#)

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**Form Review**

| <b>Inbox</b>                    | <b>Reviewed By</b> | <b>Date</b>                     |
|---------------------------------|--------------------|---------------------------------|
| Tim Gladhill                    | Tim Gladhill       | 03/02/2018 10:01 AM             |
| Patrick Brama                   | Patrick Brama      | 03/02/2018 10:58 AM             |
| Kurt Ulrich                     | Kurt Ulrich        | 03/02/2018 11:12 AM             |
| Form Started By: Tim Gladhill   |                    | Started On: 03/02/2018 09:56 AM |
| Final Approval Date: 03/02/2018 |                    |                                 |

# City of Ramsey 2040 Comprehensive Plan Update

## Economic Development Plan

### Background on this Document

This document is a draft of the narrative to be used in the 2040 Comprehensive Plan Update. This is not a final version or actual layout. This document will be reviewed and revised multiple times. The City will try to add additional maps and figures to better tell the story of this vision.

### Ramsey's Long Range Imperatives

Four key themes have emerged as part of this Comprehensive Plan Update that transcend each section our Vision. Each Initiative, Tactic, and Policy should relate to one of these four Imperatives.

1. Rural Character and Urban Growth Balance
2. An Active Community (Parks, Recreation, and Open Space)
3. A Connected Community (Transportation)
4. A Positive Learning Environment



### Economic Development Initiatives

1. Maintain and Expand our Employment Base
2. Increase and Construct Retail Options for Residents and Businesses
3. Improve Highway 10
4. Complete Built-Out of The COR according to the approved Development Plan.

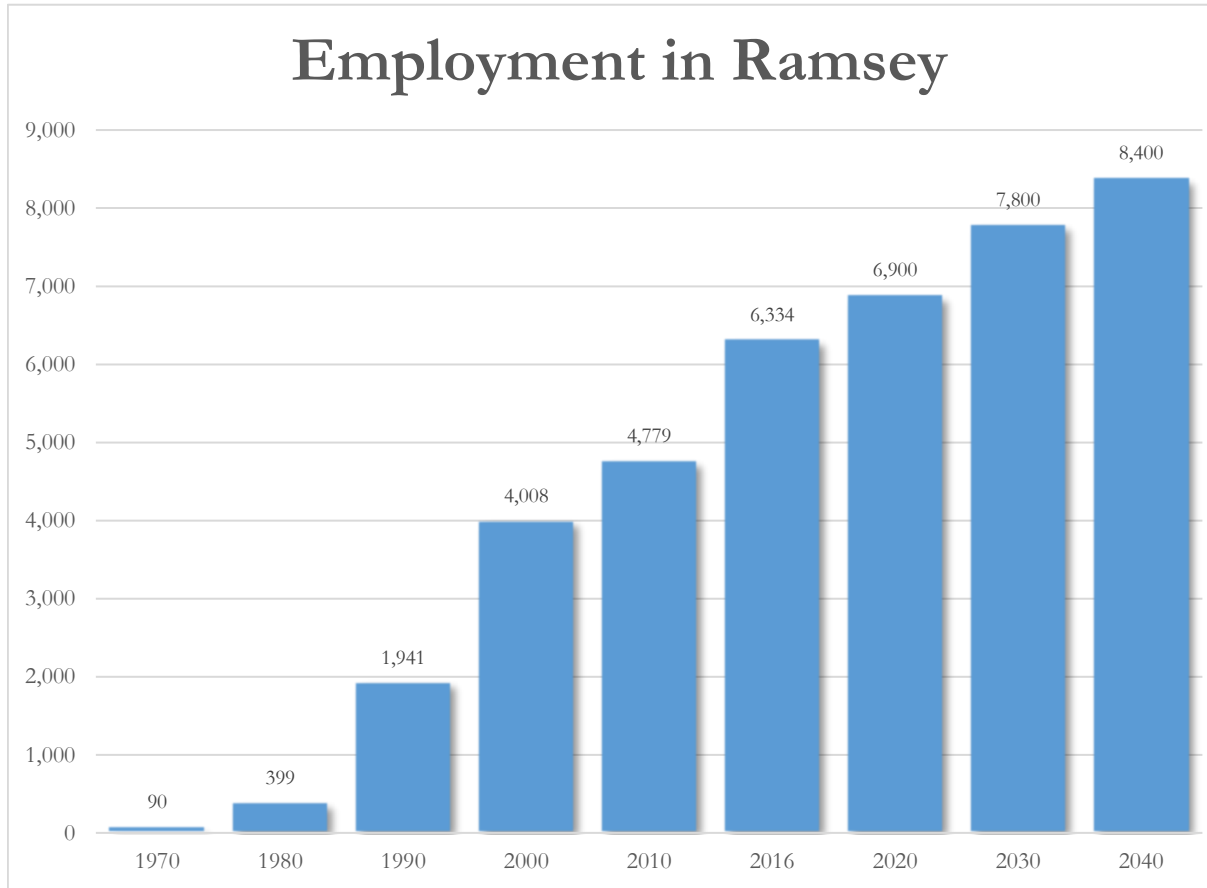
5. Improve the Image of Ramsey and its Neighborhoods, Business Districts, and Key Corridors
6. Create a Robust Offering of Recreational Opportunities that benefit Businesses.



## Economic Development Outlook

Ramsey has an estimated employment base of 6,334 employees working in Ramsey and approximately 634 acres of industrial land.

Figure 1: Employment Forecasts



Source: U.S. Census Decennial Survey, U.S. Census American Communities Survey, Metropolitan Council Forecasts



## Industrial Development

### Existing Industrial Conditions

Ramsey/Anoka Industrial Park.

Ramsey's existing industrial park area borders another large industrial park in the City of Anoka. Highlights of the combined industrial park area are below.

- Approximately 1,000 acres
- Approximately 15,000 jobs
- Hundreds of businesses, with a high concentration of manufacturing

### Future Industrial Opportunities

Employment growth is expected to continue to grow through 2040. The current estimated employment within Ramsey is 6,334 jobs. The number is expected to grow 8,100 jobs in the year 2040.

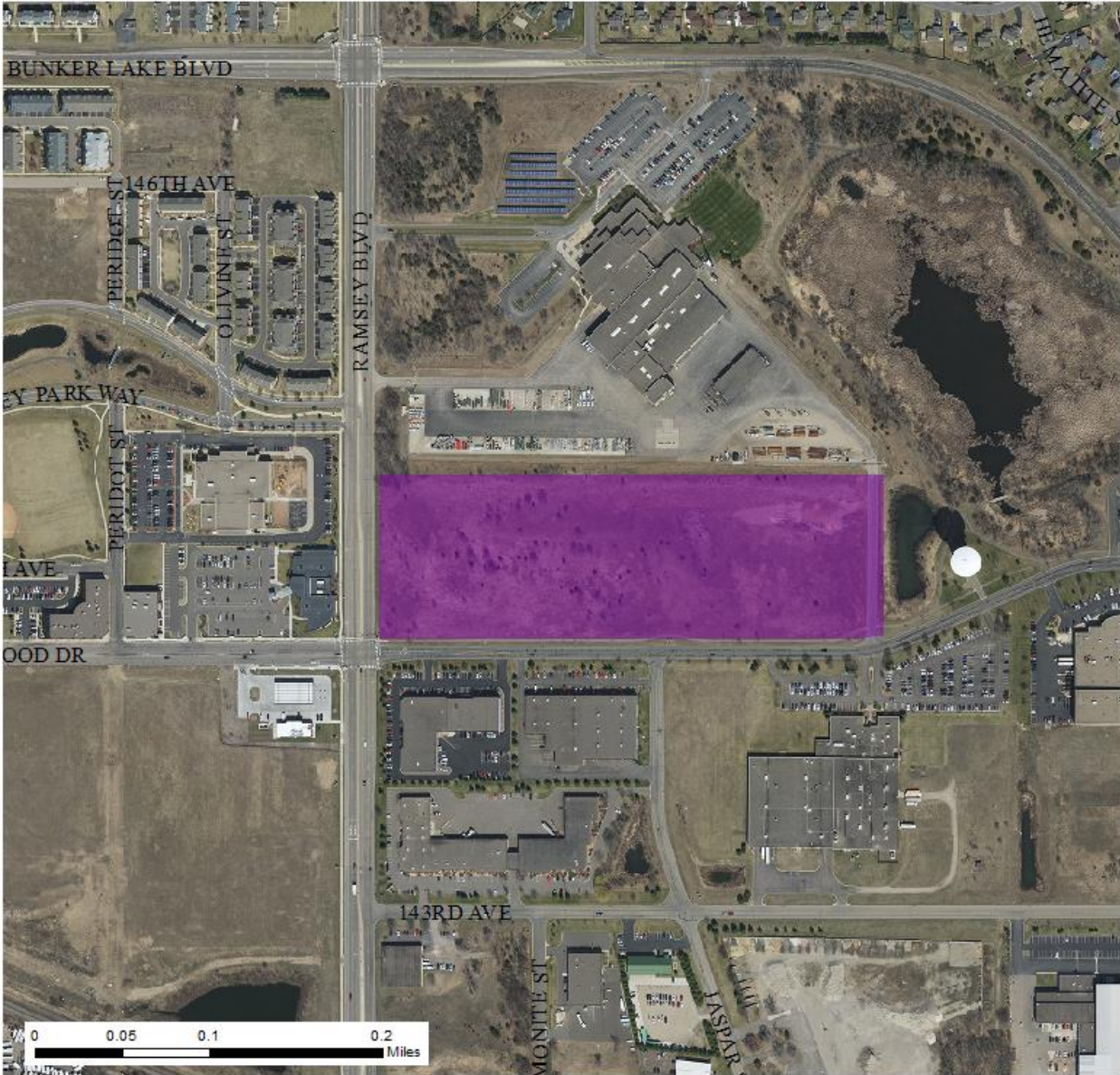
Ramsey has been fortunate to be extremely successful in both greenfield development and redevelopment. Ramsey's supply of industrial land guided by the 2030 Comprehensive Plan is extremely low. In response, Ramsey amended its 2030 Comprehensive Plan to guide an additional 115 acres for future employment growth.

Highlights of existing employment growth opportunities include, but are not limited to the following.

- AEC Energy Park (15 Acres)
- Bunker Lake Industrial Park (140 Acres)
- Highway 10 Business Park (150 Acres)
- Jaspar Industrial Park (9 Acres)



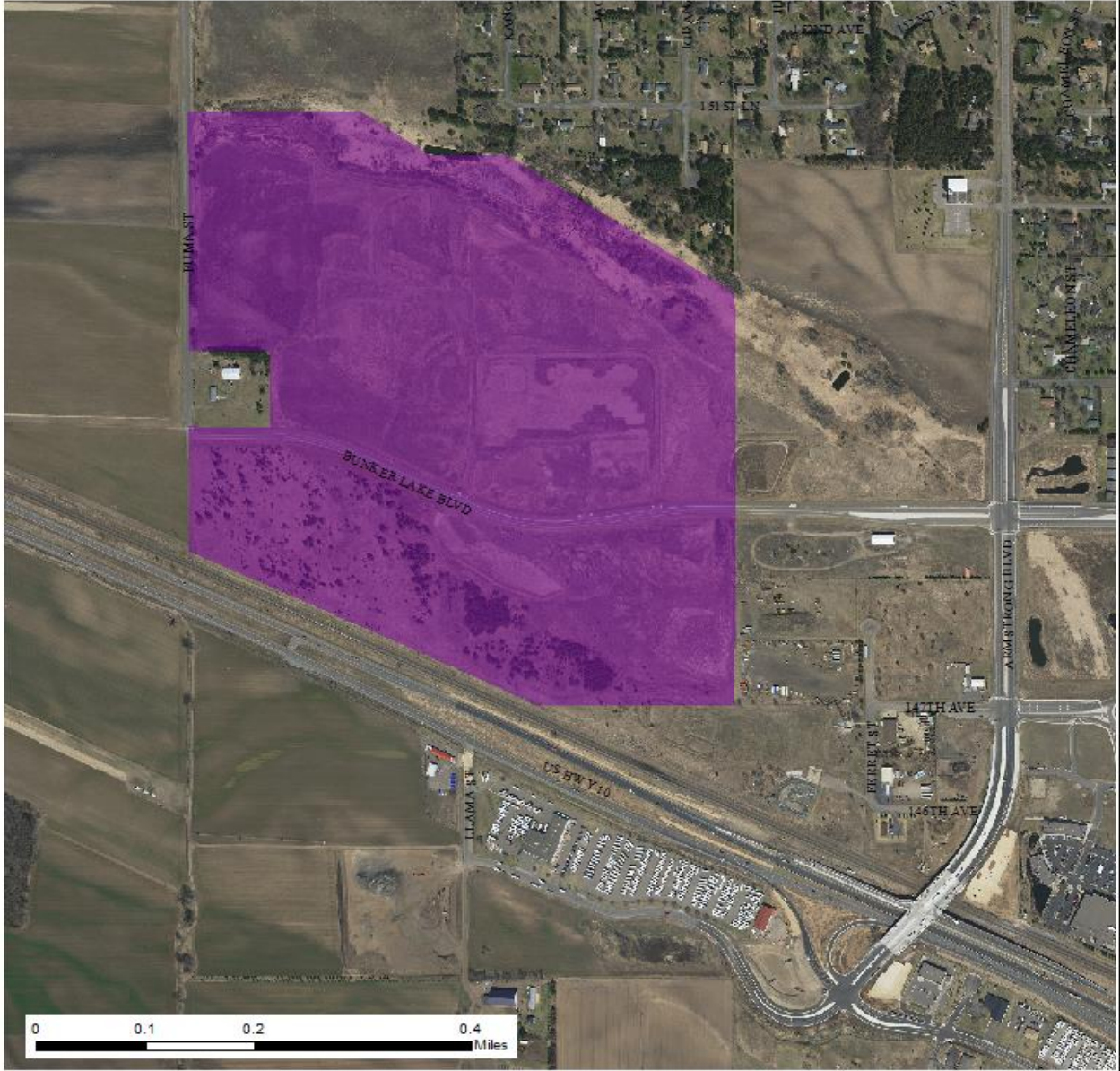
# Future Industrial Opportunities



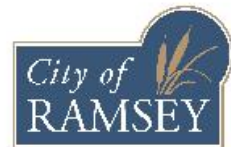
**Opportunity**  
AEC Energy Park



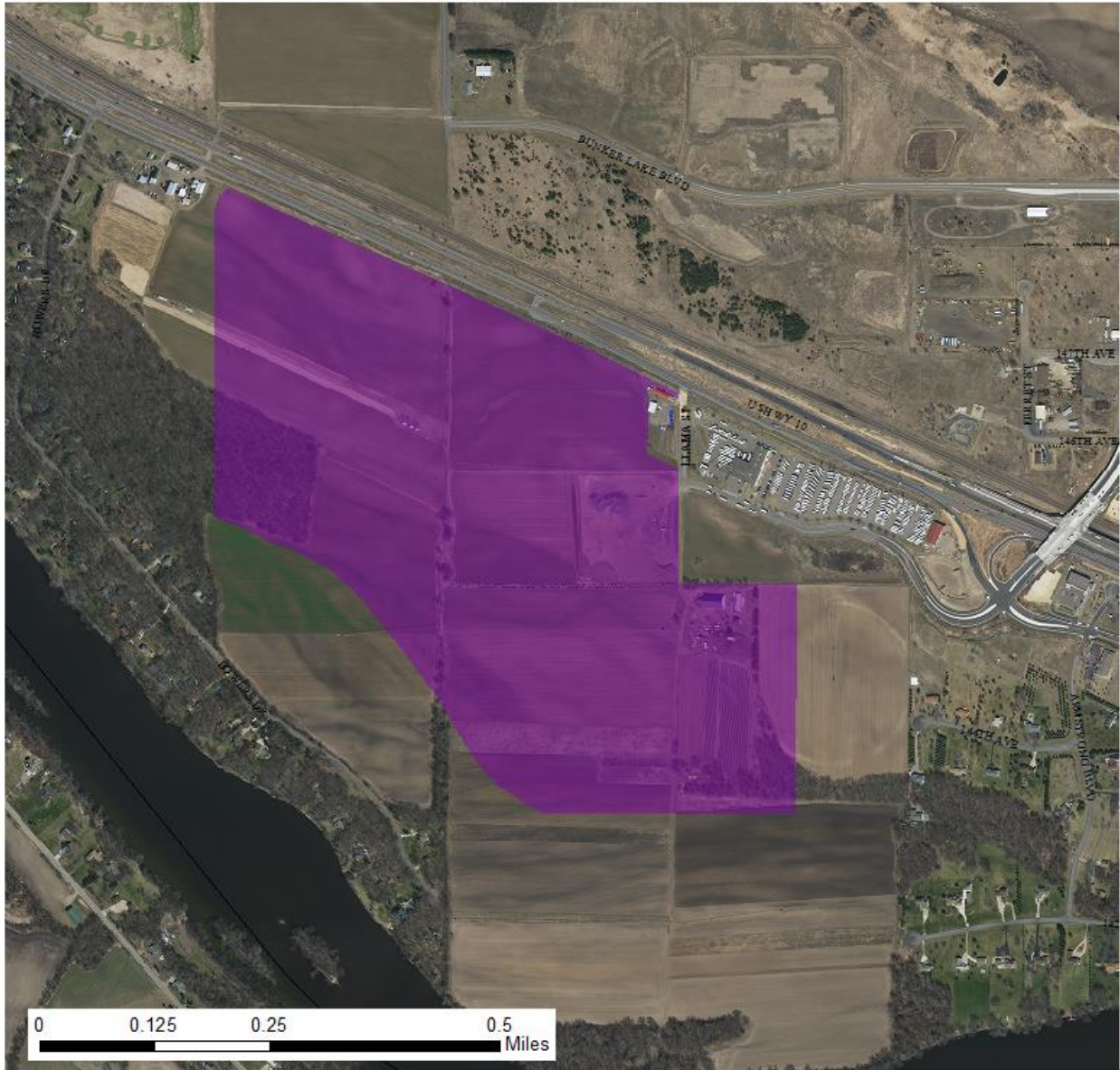
# Future Industrial Opportunities




**Opportunity**  
Bunker Lake Industrial Park



# Future Industrial Opportunities

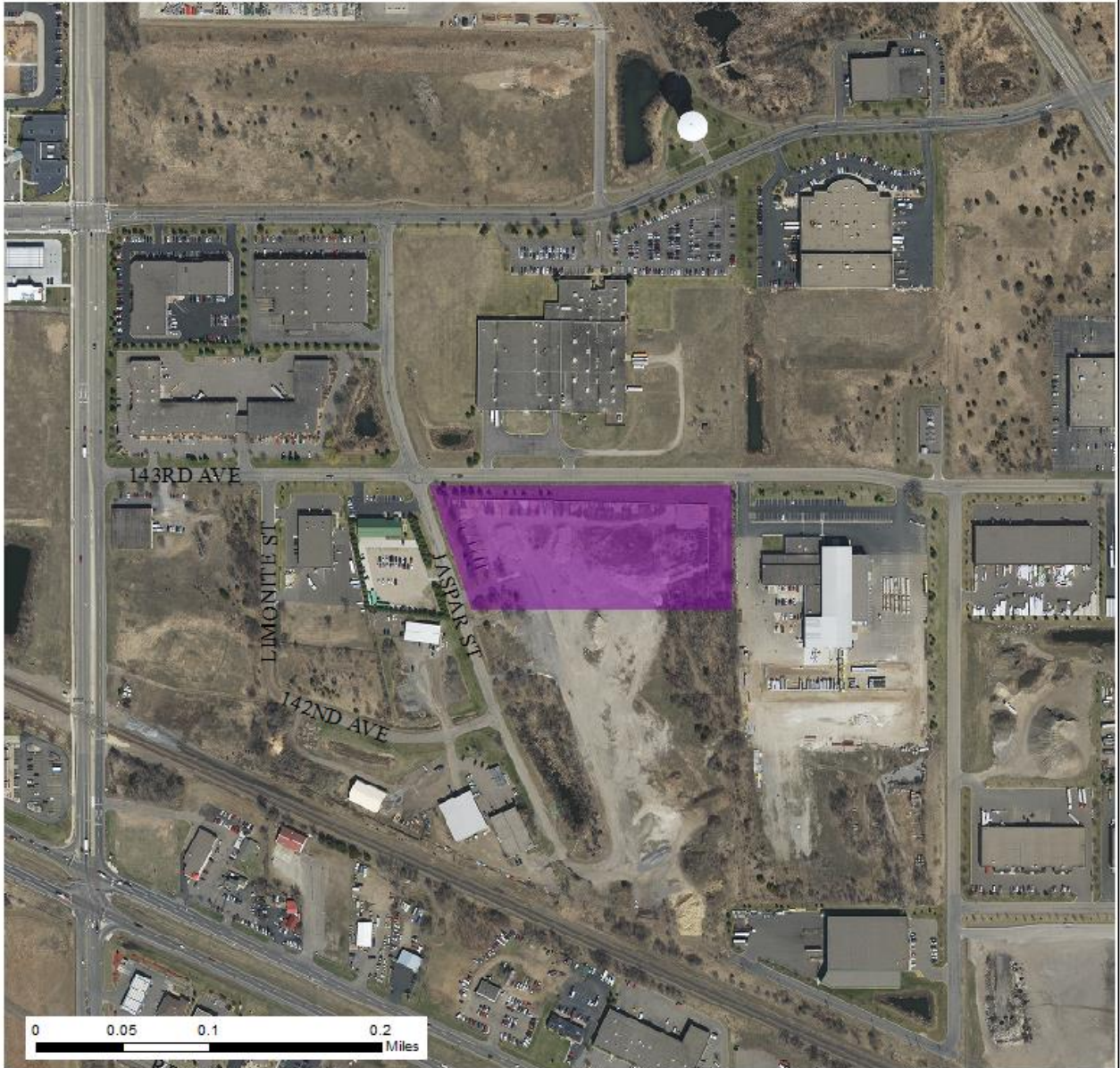


### Opportunity

 Highway 10 Industrial Park



# Future Industrial Opportunities



**Opportunity**  
Jaspar Industrial Park



## Retail Development

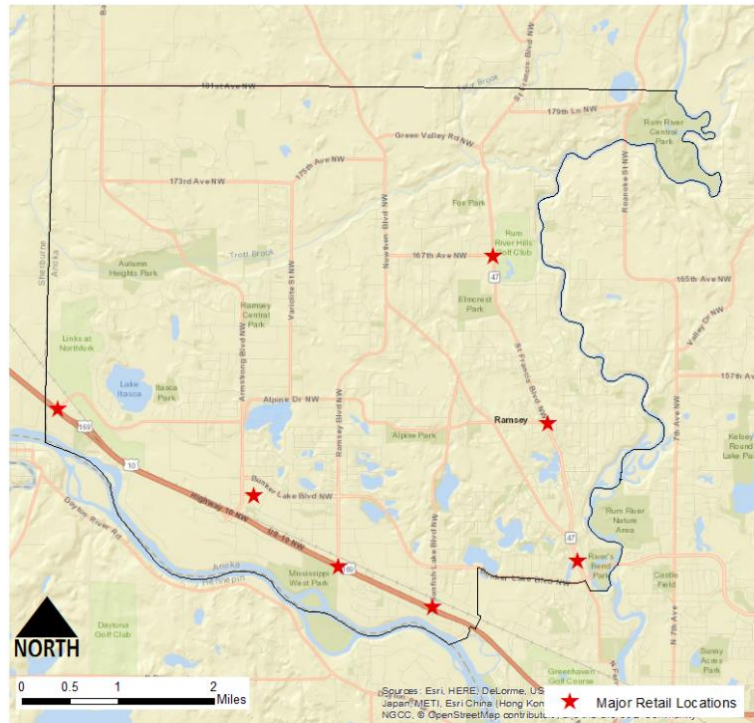
### Existing Retail

Primary retail nodes are indicated on the map below. The City has approximately 125 acres of developable land available for development of new retail opportunities.

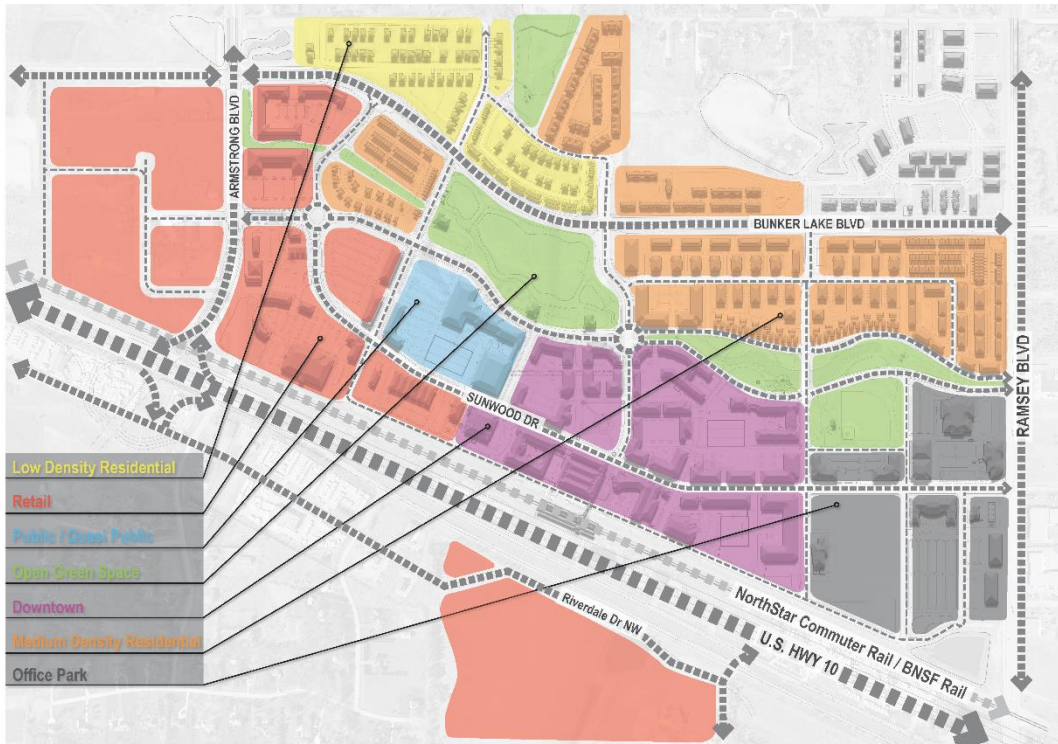
### Market Conditions in Ramsey

Ramsey's Market Area for retail growth has a positive outlook, but is constrained by several factors. While the Mississippi River and Rum River are some of Ramsey's primary assets, they do constrain Ramsey's Retail Market Area, as these physical barriers restrict access for many in close proximity.

### Retail Opportunities

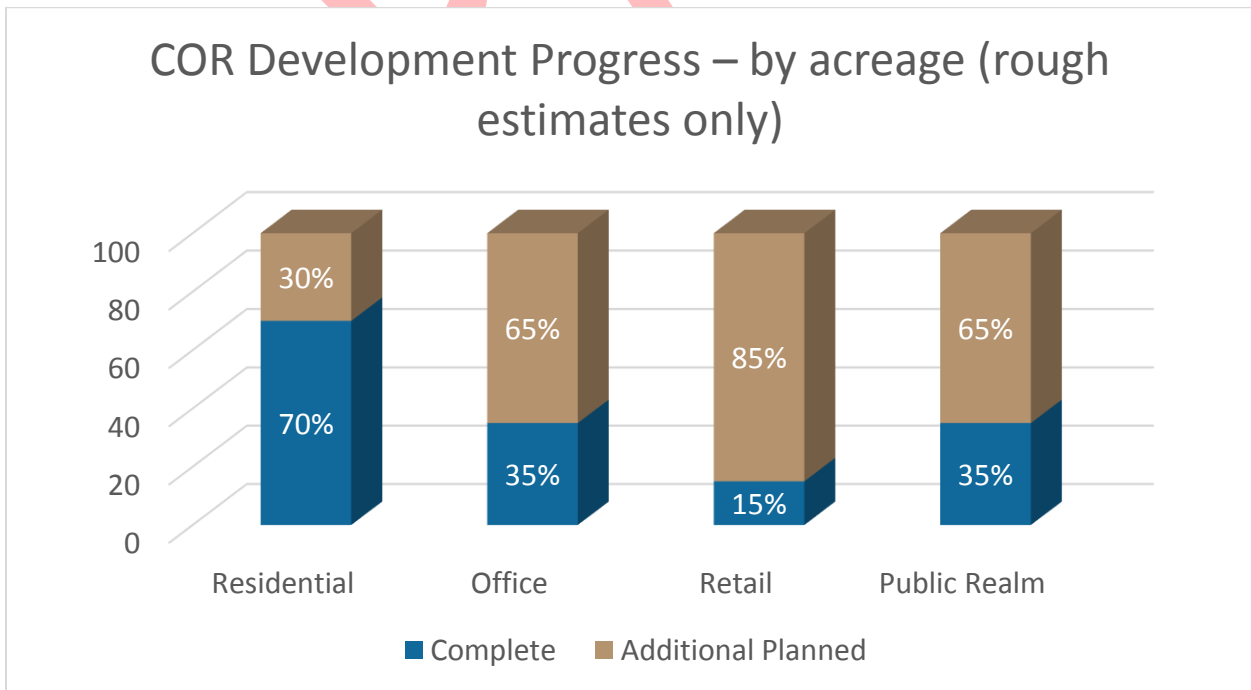


Future Retail Opportunities  
The COR



The COR Land Use

Table 1: Planned Growth in The COR



## Rum River Hills

The Rum River Hills Neighborhood is anchored by a small retail node at the intersection of 167<sup>th</sup> Avenue and Saint Francis Boulevard (T.H. 47). For a number of years, Ramsey has analyzed how to best revitalize this node that has experienced a high rate of vacancy and blight. This node has seen some private reinvestment in recent years. The Rum River Hills Golf Course has also expressed an interest in redeveloping a small portion of their land for residential development.

### Rum River Hills Neighborhood Goal

To improve and/or remove blight from the retail node and encourage sustainable market-driven redevelopment that will benefit the entire City of Ramsey.

### Rum River Hills Neighborhood Vision

Ramsey's vision for the neighborhood is a mixture of residential and retail uses. Residential users may include single family residential, townhomes, or senior living units as directed by the market. Retail will include a market driven neighborhood commercial node. Redevelopment should include a connection to Elmcrest Park and/or nearby trails where feasible.

DRAFT

## Economic Development Tools

The City of Ramsey has a number of financial tools available for economic development projects. Below is an overview of the most commonly used economic development tools.

### GAP FINANCING:

The City's RLF and the DEED MIF programs are used to fill the financial "gap" of a particular project. A financial gap occurs when private financing and/or owner equity cannot fund an entire project. Commonly, these programs are used to purchase equipment; however, other eligible uses exist. Interest rates and terms are negotiable.

### DEED JOB CREATION FUND:

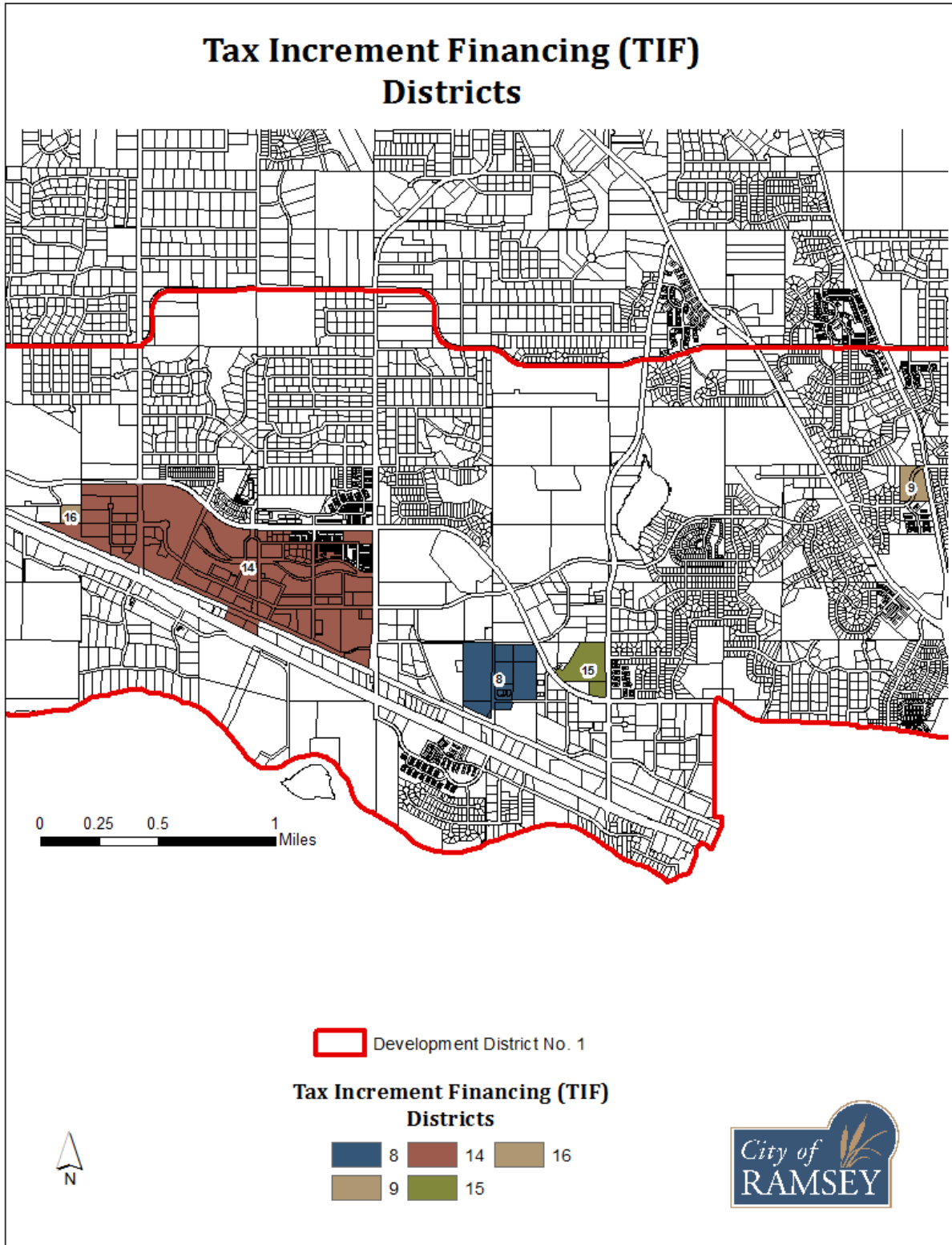
DEED assistance to projects that have capital investment and provide well-paying jobs. Program would allow for a company to receive a 5% rebate on capital expenditures (construction costs, materials etc.) up to \$500,000. In addition, this program allows for up to \$500,000 in job creation rebates based upon jobs created and their salary levels.

### PROPERTY TAX PROGRAMS:

Tax abatement and TIF are local tax programs typically used for public infrastructure or land acquisition costs. In general, both programs work by capturing property taxes generated by a particular parcel then dedicating said tax revenue for a specific project cost.

Eligibility for financing tools based on the merit of an individual project, compliance with specific program requirements and in many cases approval from the Ramsey EDA and City Council. The City of Ramsey targets quality projects with high quality job growth. Typically, projects require owner equity and/or private financing. Most programs require specific job creation goals and annual reporting.

Tax Increment Financing  
 Figure 2: Tax Increment Financing District



## Economic Development Implementation

The Metropolitan Council’s Regional Development Framework, ThriveMSP 2040, outlines roles for the Metropolitan Council and Ramsey for land use policy. Specific to land use policy, the Metropolitan Council has set a goal for the region to achieve Economic Competitiveness.

| Ramsey Role  | Metropolitan Council Role   |
|--|---|
| <ul style="list-style-type: none"> <li>• Consider how local efforts to focus economic development strategies along existing commercial centers (historic downtowns or commercial corridors) can contribute to the region’s overall economic competitiveness through enhanced integration of local and regional planning efforts.</li> <li>• Protect sites for highway-, river- and rail-dependent manufacturing and freight transportation needs from incompatible uses and identify local land supply and transportation needs for effective use of those sites.</li> <li>• Identify important multimodal intersections, alternative freight routes, key intersections, and other existing opportunities that may contribute to local and regional economic competitiveness.</li> </ul> | <ul style="list-style-type: none"> <li>• Invest in regional amenities and services, including transit, regional parks and trails, and bikeways to support the Emerging Suburban Edge area as an attractive place to locate and do business.</li> <li>• Promote local planning around key intersections, regional infrastructure, and business needs.</li> <li>• Support the development of workforce housing to provide nearby housing options for employees of local employers.</li> <li>• Convene interested partners to further strategies towards increasing regional competitiveness and include discussion of how Emerging Suburban Edge communities can contribute to the region’s overall economic growth.</li> </ul> |

## Economic Development Tactics

- Maintain and Expand our Employment Base
  - Continue our Business Retention and Expansion Efforts.
  - Build Out the Bunker Lake Industrial Base.
  - Plan for the Highway 10 Business Park (next Business Park after Bunker Lake Industrial Park).
  - Make sites shovel ready.
  - Provide incentives to achieve our economic development goals.
  - Be flexible with zoning.
- Increase Retail Options for Residents and Businesses
  - Continue and Expand Current Marketing and Recruitment Efforts for New Retailers.
  - Improve Access and Visibility for Retailers from Key Corridors.
  - Consider free land and incentives.
  - Directly recruit businesses.
  - Execute a marketing campaign to draw businesses.
  - Coordinate with existing efforts (Anoka County, DEED, Chambers of Commerce, etc.)
- Improve Highway 10
  - Establish a Stakeholder Group for Highway 10.
  - Improve Traffic Conditions (Complete Highway 10 Traffic Plan).
  - Create a sustainable funding plan for right-of-way acquisition and construction.

- Remove Blight and Public Nuisances (Complete Highway 10 Land Use Plan).
- Complete Built-Out of The COR according to the approved Development Plan.
  - Complete the Development Plan Update.
  - Continue Current Recruitment Efforts.
- Improve the Image of Ramsey and its Neighborhoods, Business Districts, and Key Corridors
  - Improve signage.
  - Grade separate rail crossings to eliminate physical barriers.
  - Remove Blight and Public Nuisances at the Rum River Hills Node.
  - Remove Blight and Public Nuisances at the Highway 47 Corridor.
  - Improve Relationships Communitywide to Remove Blight and Public Nuisances.
- Create a Robust Offering of Recreational Opportunities that benefit Businesses.

### Ongoing Policies

- Organization should be business-friendly (City Council, Advisory Boards, Staff)

DRAFT

**Economic Development Authority (EDA)**

**4. 4.**

**Meeting Date:** 03/08/2018

**By:** Katie Schmidt, Administrative Services

**Title:**

2018 Business of the Year

**Purpose/Background:**

The purpose of this case is to select the *2018 Ramsey Business of the Year*, an annual selection made by the EDA.

The *Ramsey Business of the Year* is selected from a list of 3-6 candidates (known as the "*small list*"). The purpose of the *small list* is to narrow down the voting/ analysis process to a small pool of candidates. Said candidates are asked to answer a set of questions that demonstrate their exemplary standing in each of these four categories: length of tenure in Ramsey, number of employees/job creation, community involvement, and what makes them innovative and unique. The *small list* makes for a more efficient and effective process for the EDA.

The *small list* of candidates is derived from a "*large list*." The *large list* was updated by the EDA in 2016. Both lists are attached to this case.

**Notification:**

NA

**Observations/Alternatives:**

NA

**Funding Source:**

EDA misc. operating supply

**Recommendation:**

Based on last years EDA meeting to select the 2017 Business of the Year, the EDA indicated that Zero Zone should receive a strong recommendation to be considered for the 2018 Business of the Year. As a result, staff is bringing forward that recommendation to this meeting. If the EDA wants to take a step back, and consider other candidates, staff will bring this case back in April/ May.

**Action:**

Motion to select \_\_\_\_\_ as the 2018 Ramsey EDA Business of the Year.

**Attachments**

Business of the Year Answers

The Lists

**Form Review**

Inbox

Reviewed By

Date

Nichole Wenberg  
Patrick Brama  
Kurt Ulrich  
Form Started By: Katie Schmidt  
Final Approval Date: 02/27/2018

Nichole Wenberg  
Patrick Brama  
Kurt Ulrich

02/14/2018 12:46 PM  
02/26/2018 02:18 PM  
02/27/2018 10:38 AM  
Started On: 02/12/2018 11:41 AM

## 2017 Business of the Year Answers:

### 1. When did you become a physically established business in Ramsey?

**Zero Zone:** 2000

**PACT Charter School:** PACT Charter School moved to Ramsey in 2004.

**Dedicated Networks:** Dedicated Networks, Inc. began doing business at 14000 Unity St. NW, Ramsey on 04/01/2012.

**Dynamic Group:** 2000

### 2. What is your estimated number of employees/FTE (2017)?

**Zero Zone:** 225+

**PACT Charter School:** PACT has 53 full time employees, 42 Part time employees, 19 Substitute teachers and 13 coaches.

**Dedicated Networks:** The estimated number of employees/FTE that we anticipate by year end 2017 is 107.

**Dynamic Group:** 100

### 3. How does your business positively affect the community, besides job creation (i.e. community involvement, donations, sponsorships, memberships, etc.)?

**Zero Zone:** We are an annual Gold level sponsor of the Happy Days Festival. We are an annual Silver level sponsor of the Kids Safety Camp. We support the Volunteer Fire Department.

**PACT Charter School:** We affect the next generation by setting high academic standards and intentionally teaching nine character qualities, while helping students develop a love for lifelong learning. Our goal is to instill in students a desire to help the community and world around them. In addition our facility offers a playground and basketball court used during off school hours by the community.

**Dedicated Networks:** In addition to job creation, Dedicated Networks positively affects the community by our participation at Feed My Starving Children; participating in the Autism 5K, Warrior Dash, and Tough Mudder charitable walks that support campaigns; and being a gold sponsor of the City of Ramsey Happy Days Festival in 2016.

**Dynamic Group:** We support our industry and the community through combined efforts. We are very involved with the local technical colleges with several of our employees serving on boards. Through tours, open houses and attending community events, we try to engage with youth and the schools as much as possible to help them better understand precision manufacturing and the career opportunities. Beyond that, we do our best to support local community efforts through sponsorships and donations through our employees' causes.

4. What is unique about your business, what is noteworthy or what makes your business different from your competitors (i.e. innovative product/building, significant job retention/creation, overcoming a significant obstacle, etc.)?

**Zero Zone:** We are unique in our industry in that our customers recognize us as "the responsive company." We respond faster than the competition in terms of quotes, orders, assembly, and on-time delivery. Yet, our quality is second to none. We build genuine relationships with our customers that create "peace of mind" and form the basis for collaboration and true partnership. As a responsible environmental steward, we are actively developing and testing new refrigeration systems which utilize natural refrigerants. We are concerned about perfecting "Green" technologies to solve our customers' current and future refrigeration requirements, while protecting the planet we all share.

**PACT Charter School:** PACT's vision is "to develop educationally excellent, engaged citizens, who value lifelong learning and are committed to making exceptional contributions to their ever changing world."

**Dedicated Networks:** At Dedicated Networks, Inc. we buy, refurbish and sell used networking equipment with customers across the globe. As a family business, we work to help people to become their best, whether they are our customers by using our products or our employees by assisting them to continuously improve and grow. Dedicated Networks strives to employ quality team members who agree with and live by the following core values:

**Be Coachable**

Know that you can improve.

Have a desire to improve.

Make it easy for others to help.

Anti-value: "It's just the way I am." This is a choice to not improve.

**My Pleasure**

Treat others like volunteers.

Say "please" and "thank you."

Anti-value: Preventing a small return could mean losing out on future sales just to prevent that small return.

**Customer First**

Be easy to deal with.

Treat your job as if it's your own service corporation.

Anti-value: Short-term thinking to win the battle but losing the war. Think Department of Motor Vehicles Licensing Lines and hours of operation.

**Consider It Done**

Start with "yes."

Do what you say you are going to do.

Do it well.

Anti-value: Over promising and not being able to deliver.

Our company has been founded on culture as culture has been important since day one. We evaluate each applicant based on whether we believe they can live our core values and those employees who are not able to follow these are no longer a part of our company. We would like to say we put a lot of effort into instilling these values, but they come naturally to our employees, which creates a great work environment.

Along with our core values, our company's success has been driven by our focus on having great customer service. We strive to be easy to work with and be a provider of quality products. We have been very intentional about reinvesting in the company: in our people, technology, and expanding our inventory. We do business the old-fashioned way by working hard to earn your business and we believe in long-term relationships. Last but not least, we have integrity – again, with our customers and with our employees. We do what we say we are going to do.

**Dynamic Group:** We have two halves to our business; one is precision mold building for plastic and metal injection molding. The other is precision plastic injection molding and assembly. We are one of the largest and most capable mold-building shops in the country, holding extremely tight tolerances with highly complex molds for the medical, dental and firearms industry. Combining that with our precision plastic injection molding and assembly primarily for medical devices, we are able to service our customers with a flexible, responsive and highly capable offering. But most importantly, we have one of the best teams of people that is highly capable and dedicated.

#### **Additional/Extra:**

**Zero Zone:** Zero Zone produces refrigeration systems for grocery stores and other industrial applications. We have two manufacturing locations in Ramsey, and have been located in Minnesota since our founding in 1974, when we were known as Systematic Refrigeration. We changed our name to Zero Zone, when we were purchased by Zero Zone, Inc. Our main facility on Bunker Lake Boulevard is on an 11 acres plot. We recently completed an internal remodeling project and are currently planning for a 6,500 sq. ft. expansion to our main manufacturing plant. Zero Zone, Inc. also has two manufacturing plants located just outside Milwaukee, Wisconsin, which house our corporate offices and which are where we design and build refrigerated display cases for the retail food industry. Zero Zone, Inc., established in 1961, markets its display cases and refrigeration systems in the U.S., Canada, Mexico, Central and South America.

**PACT Charter School:** The PACT mission is "to partner as parents, students and staff to cultivate an academically rigorous environment that challenges students to develop positive character qualities as a foundation for personal and intellectual growth." Our students and staff work with the community through community clean-up days and field trips. PACT was recognized by the Anoka County Board of Commissioners for our commitment to recycling. In 2016, we implemented a single stream recycling and organics program that resulted in diverting 66% of our waste.

**Dedicated Networks:** Dedicated Networks, Inc. has been awarded the following:

**Inc.500 Fastest Growing Private Companies in America:** 2014 - #2558, 2015 - #2497, 2016 - #1821

**MN Business Magazine:** 2014 – Top 100 Places to Work, 2014 – Enlightenment Award for Self-Improvement

**Business Excellence Forum:** 2014 – Best Company Culture, 2015 – Best Manufacturer/Wholesaler and Best Overall Company, 2016 – Best Manufacturer/Wholesaler and CEO of the Year

**Minneapolis/St Paul Business Journal:** 2016 - #11 on Fast 50 (50 Fastest Growing Metro-Area Private Companies)

**Dynamic Group:** A few bits of information

- a. Fall of 2015, we were awarded a Minnesota Job Skills Partnership training grant which we are finishing up this fall. The grant was \$250,000 that allowed us to partner with Anoka Ramsey CC along with other local institutions to provide all of our employees with specialized training over a two year period above and beyond what we would be able to typically pursue
- b. We are well into the transition to our 2nd Generation Ownership. The two original founders that built Dynamic Group over 40 years ago (Dave Kalina & Peter McGillivray), are now mostly retired and the 2nd Generation has taken over operations of the business and began the buy-out process.
- c. We were recently featured in the New York Times in an article on automation. We were fortunate to partner with Universal Robots for a case study that has landed us in several magazines as well as a Fox News feature.

**Small List**, updated in 2016

Staff follows up with a set of interview questions for each candidate on the small list. Responses to these questions are provided to the EDA in one comprehensive document. The EDA utilizes said document to select a business of the year. At this point, nominees are not listed in any particular order or ranking.

1. Zero Zone
2. PACT Charter School
3. Dedicated Networks
4. Dynamic Group

\*\*Zero Zone was the runner up for the 2017 Business of the Year, the EDA felt Zero Zone should be looked upon favorable in 2018

**Large List**, updated in 2016

The large list is simply a running list of staff, EDA, Council, and community recommendations. Staff has no criteria/ policy for this list. At this point, nominees are not listed in any particular order or ranking.

1. MultiSource Manufacturing
2. Jimmy John's
3. Hanson Building Materials
4. RM Golf Carts
5. Comfort Suites of Ramsey
6. Molin Concrete
7. B&F Fastener Supply
8. Anderson Dahlen
9. Panther Precision Machining
10. Do-All-Printing
11. Premier Commercial Realty
12. In"Tech
13. Will McCoy's
14. Armstrong Kennels
15. Commercial Asphalt Company
16. Trott Brook Financial
17. Diamond Graphics (didn't respond to the 2017 questionnaire)

**Economic Development Authority (EDA)**

**4. 5.**

**Meeting Date:** 03/08/2018

**By:** Katie Schmidt, Administrative Services

**Title:**

Select Dates for Remaining 2018 EDA Events

**Purpose/Background:**

Annually, the Ramsey EDA sponsors a Business Appreciation Golf Tournament and a Business Networking Event. The purpose of these events is to bring together local businesses, offer an opportunity for business-to-business networking, and provide an effective channel of communication between the City and the local business community.

**Purpose of Case:**

Select 2018 event dates for the Business Appreciation Golf Tournament and the Business Networking Event

**Notification:**

NA

**Observations/Alternatives:**

**Funding Source:**

**Recommendation:**

**Date Selection**

Business Appreciation Golf Tournament

Tuesday, August 7 and Tuesday, August 21 are both available at The Links Golf Course. Staff would recommend August 7.

Business Networking Event

Thursday, November 8 and Thursday, November 15 are both available to be held in the Alexander Ramsey room at Ramsey City Hall. Staff would recommend November 15.

**Action:**

No specific action requested. Staff welcomes suggestions and comments. If no comments are made, staff will move ahead with August 7 as the 2018 Business Appreciation Golf Tournament date and November 15 as the 2018 Business Networking Event date. More updates to come.

**Attachments**

*No file(s) attached.*

**Form Review**

| Inbox                          | Reviewed By     | Date                            |
|--------------------------------|-----------------|---------------------------------|
| Nichole Wenberg                | Nichole Wenberg | 02/28/2018 12:54 PM             |
| Patrick Brama                  | Patrick Brama   | 02/28/2018 08:17 PM             |
| Kurt Ulrich                    | Kurt Ulrich     | 03/02/2018 09:10 AM             |
| Form Started By: Katie Schmidt |                 | Started On: 02/23/2018 09:37 AM |



**Economic Development Authority (EDA)**

**4. 6.**

**Meeting Date:** 03/08/2018

**By:** Katie Schmidt, Administrative Services

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**Title:**

Appoint Chairperson and Vice Chairperson

**Purpose/Background:**

Each year the EDA appoints officers. Currently, Mr. Jim Steffen serves as Chairperson and Mr. Wayne Skaff serves as the Vice Chairperson. Wayne Skaff is ending his term as of March 31, 2018. The term of appointment is April 1, 2018 - March 31, 2019.

**Notification:**

**Observations/Alternatives:**

**Funding Source:**

**Recommendation:**

**Action:**

Motion to appoint \_\_\_\_\_ as Chairperson of the Economic Development Authority through March 31, 2019.

-and-

Motion to appoint \_\_\_\_\_ as Vice Chairperson of the Economic Development Authority through March 31, 2019.

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**Attachments**

*No file(s) attached.*

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**Form Review**

| <b>Inbox</b>                    | <b>Reviewed By</b> | <b>Date</b>                     |
|---------------------------------|--------------------|---------------------------------|
| Patrick Brama                   | Patrick Brama      | 02/26/2018 02:19 PM             |
| Kurt Ulrich                     | Kurt Ulrich        | 02/27/2018 10:40 AM             |
| Form Started By: Katie Schmidt  |                    | Started On: 02/16/2018 03:03 PM |
| Final Approval Date: 02/27/2018 |                    |                                 |

**Economic Development Authority (EDA)**

**5. 1.**

**Meeting Date:** 03/08/2018

**By:** Katie Schmidt, Administrative Services

---

**Title:**

Business Retention and Expansion

**Purpose/Background:**

The purpose of this case is to provide a rolling update on the City's BR&E program. The goal for 2018 is to complete 24 formal business visits.

- Target list, 44
- Completed visits, 5
- Pending/ scheduled visits, 5
- Contact made, no response, 35
- Contact yet to be made, 0

Below is the current schedule. If you are interested in attending a business visit, please email Katie Schmidt --an Outlook Meeting Invite will be sent.

- American Print and Digital, Thursday, March 29 at 10:00am
- Dedicated Networks, Thursday, March 29 at 3:30pm
- RJM and General Paper, Thursday, June 7 at 12:30pm

NOTE: The schedule could change, changes will only be communicated through Outlook if you have indicated you will be attending the business visit.

**Notification:**

NA

**Observations/Alternatives:**

NA

**Funding Source:**

NA

**Recommendation:**

NA

**Action:**

NA

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**Attachments**

*No file(s) attached.*

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**Form Review**

| <b>Inbox</b>  | <b>Reviewed By</b> | <b>Date</b>         |
|---------------|--------------------|---------------------|
| Patrick Brama | Patrick Brama      | 02/26/2018 02:20 PM |
| Kurt Ulrich   | Kurt Ulrich        | 02/27/2018 10:41 AM |

Form Started By: Katie Schmidt  
Final Approval Date: 02/27/2018

Started On: 02/22/2018 12:40 PM