

City of Ramsey
Agenda
Economic Development Authority (EDA)
Thursday, December 6, 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 - November 8, 2018
- 4. EDA Business**
 1. Consider Purchase Agreement for Harvest Estates 2nd Addition (former Municipal Center); Case of Meadow Creek Builders
 2. Review Concept for 32 Unit Assisted Living and Memory Care Facility in The COR; Case of Suite Living (Hampton Companies)
 3. Consider Marketing Materials Update Proposal
- 5. Member/Staff Input**
 1. Receive Update on Concept Plan for Hotel/Multifamily Development in The COR; Case of Allied Development
- 6. Adjournment**

Economic Development Authority (EDA)

3. 1.

Meeting Date: 12/06/2018

By: Sean Sullivan, Community
Development

Title:

Approve the Following Meeting Minutes:

1) EDA Regular Meeting - November 8, 2018

Purpose/Background:

Purpose: The purpose is to approve the meeting minutes for the EDA meeting 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 - November 8, 2018

Attachments

11-08-19 EDA Minutes

Form Review

Inbox

Sean Sullivan (Originator)

Tim Gladhill

Form Started By: Sean Sullivan

Final Approval Date: 11/30/2018

Reviewed By

Sean Sullivan

Tim Gladhill

Date

11/30/2018 02:33 PM

11/30/2018 02:38 PM

Started On: 11/09/2018 02:13 PM

**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, November 8, 2018, at the Ramsey Municipal Center, 7550 Sunwood Drive NW, Ramsey, Minnesota.

Members Present: Member Glen Hardin
 Member Dominic Kanaventi
 Member LeAnn Lambrecht
 Member Chris Riley

Members Absent: Chairperson Jim Steffen
 Member Brian Burandt
 Member John LeTourneau

Also Present: Sean Sullivan, Economic Development Manager
 Tim Gladhill, Community Development Director
 Kurt Ulrich, City Administrator

1. CALL TO ORDER

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

Motion by Member Hardin, seconded by Member Kanaventi, to appoint Member Riley as Acting Chairperson.

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

2. APPROVE AGENDA

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

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

3. APPROVE MINUTES

3.01: Approve Meeting Minutes Dated October 11, 2018

Motion by Member Hardin, seconded by Member Riley, to approve the October 11, 2018, minutes as presented.

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

4. EDA BUSINESS

4.01: 2019 Annual EDA Business Expo: Select Venue and Date

Economic Development Manager Sullivan presented the staff report.

Acting Chairperson Riley stated that in the past the event has been full at the Fountains and it would be interesting to have the event in a new venue.

Member Hardin stated that he would be open to either option but would like to hear the opinion of staff.

Community Development Director Gladhill agreed that the venue is tight, and individuals have had to be turned away because of lack of space. He stated that the event could grow if there is additional space. He stated that there could be more options for the event if there was additional space available.

Economic Development Manager Sullivan stated that the area that would be used at Adrenaline would be larger than the space the City currently uses at the Fountains, which could allow the event to expand. He stated that there likely would be people using the soccer fields at the same time which could generate more participation to the City event.

City Administrator Ulrich stated that he attended an event at Adrenaline earlier this fall for the Ramsey Rotary and it was a good venue. He stated that it would be a good opportunity to showcase the new business and also invite more participation from the sports community and different businesses than have been showcased in the past. He stated that this would provide an opportunity to grow the event now, and perhaps even more in the future. He agreed that people from the sports events would most likely visit the City event.

Member Kanaventi agreed with using Adrenaline as the venue as it will provide additional space for the event. He stated that he has participated in a past business expo event and is was very crowded and made it difficult to do more than exchange information.

Member Hardin asked if there would be an issue with parking if there were other sports events going on at the same time.

City Administrator Ulrich stated that most of the parking is along the north side and perhaps the sports teams could be encouraged to park in the adjacent building parking lot.

Acting Chairperson Riley agreed that switching the location of the event would be a good opportunity to keep the event fresh and highlight a new local business. He stated that perhaps there should be signage near the Fountains stating that the event will be at Adrenaline and about parking at the location.

City Administrator Ulrich stated that the idea of bringing in builders and remodelers into the event was discussed and perhaps that should be discussed as well.

Economic Development Manager Sullivan stated that he would be open to adding that aspect if there is a need but would want to ensure that they are Ramsey businesses.

Member Hardin stated that perhaps if there is space a builders/remodeler's section could be incorporated into the expo.

Economic Development Manager Sullivan stated that the current EDA contribution to the budget for the event is \$6,000. He noted that additional marketing and materials likely be needed for the new location and asked if there is flexibility to go above that \$6,000 budget. He suggested that the EDA contribution to the budget be increased to a not to exceed amount of \$7,000. He confirmed that there are funds available in the budget.

Acting Chairperson Riley asked if there is a staff preference on the dates.

Economic Development Manager Sullivan stated that the feedback from 2016 was that vendors would prefer to hold the event earlier than April 16. He stated that March 23rd or 30th would be the dates he would focus on.

Member Lambrecht stated that perhaps some consideration should be given to the snowbirds that come back on April 1st and therefore she would lean towards April 6th.

City Administrator Ulrich stated that the previous year the event was held Easter weekend and he would discourage that.

Staff verified that the Easter would not fall on any of the proposed dates.

Motion by Member Lambrecht, seconded by Member Kanaventi, to select Adrenaline Sports as the venue of the 2019 Business Expo, to be held on April 6, 2018, and with an EDA contribution to the budget not to exceed \$7,000.

Further discussion: Member Kanaventi stated as a vendor attempting to participate, he used the zip code 55303 and was almost declined stating that he was from Anoka. He encouraged staff to ensure that addresses are being checked.

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

5. MEMBER / STAFF UPDATE

The EDA reviewed the Staff Update.

5.01: Receive Development Update

Community Development Director Gladhill provided an update on recent, ongoing and upcoming development projects within Ramsey including Cottages at The COR, LazyDays RV, Bunker Lake Industrial Park building three, Ramsey Elementary School #2 which will be titled Brookside, Affinity at Ramsey, and Greenway Terrace.

Member Hardin asked for details on Regency Ponds.

Community Development Director Gladhill stated that is a self-storage project that has gone through many iterations going back to 2004. He stated that staff is waiting for the new builder to come forward sometime in the future once their plans are updated.

Economic Development Manager Sullivan stated that there are 93 people signed up for the business networking event and anticipated additional attendees. He stated that the event will be held on November 27th at the Fountains of Ramsey from 8AM to 9:30 AM and is open to Ramsey businesses. The deadline to sign up is November 20th. He noted that the EDA meeting for December would be slated to occur after the last City Council meeting of the year. He stated that at this time there are no pressing issues that would require City Council action but confirmed the flexibility of the EDA to change the date to December 6th if necessary.

The consensus of the EDA members was that they could be available on the December 6th, if a meeting is necessary.

City Administrator Ulrich provided an update on the results of the local elections.

6. ADJOURNMENT

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

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

The regular meeting of the Economic Development Authority adjourned at 8:00 a.m.

Respectfully submitted,

Sean Sullivan
Economic Development Manager

ATTEST:

Tim Gladhill
Community Development Director

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

Economic Development Authority (EDA)

4. 1.

Meeting Date: 12/06/2018

By: Sean Sullivan, Community
Development

Title:

Consider Purchase Agreement for Harvest Estates 2nd Addition (former Municipal Center); Case of Meadow Creek Builders

Purpose/Background:

Meadow Creek Builders has submitted a signed Purchase Agreement, with \$10,000 in earnest money to purchase Lot 25, Block 1, Harvest Estates, the location of the former Ramsey Municipal Center. The proposed purchase price is within the City's approved deal range for this parcel; however, would require a Zoning Amendment or Variance to Lot Size and Lot Width for the underlying Zoning District. The Planning Commission will be taking up this policy issue at their Regular Meeting on Thursday, December 6.

The Purchase Agreement includes two development concepts with two pricing options. The site has challenges relating to the amount of fill that is needed to develop the site effectively. The Purchase Agreement allows for two options that will ultimately be resolved to a single option at Preliminary Plat approval. This is the same approach utilized for Centra Homes for Cottages at The COR.

- Layout 1 for the developer includes 15 lots and a purchase price of \$180,000. This alternative would require a Zoning Amendment. This alternative would require a revised Preliminary Plat and would require Planning Commission review before City Council action.
- Layout 2 includes 12 lots, as previously approved for GS Land, but has a purchase price of \$10,000. This would not require a Zoning Amendment, already has Preliminary Plat approval, and could proceed directly to City Council for Final Plat approval.

Notification:

Staff has attempted to notify all Property Owners within 700 feet of the Property of the Planning Commission Sketch Plan Review on December 6, 2018.

Observations/Alternatives:

The Developer has received permission to start bringing needed fill on site. The Developer has agreed to waive all claims to this soil if a Purchase Agreement is not approved, and waives the City of all liability in the hauling of said soil. The soil is to be tested before bringing on site.

Funding Source:

This case is being handled as part of normal Staff duties.

Recommendation:

Staff recommends approval of the attached Purchase Agreement, which provides flexibility the final determination of the site layout.

Action:

Motion to recommend that the City Council approve the Purchase Agreement for Lot 25, Block 1, Harvest Estates.

Site Location Map

Site Concept

DRAFT Purchase Agreement

Form Review

Inbox

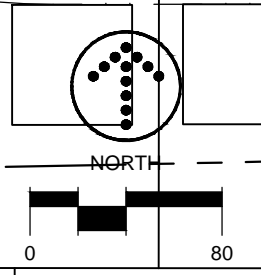
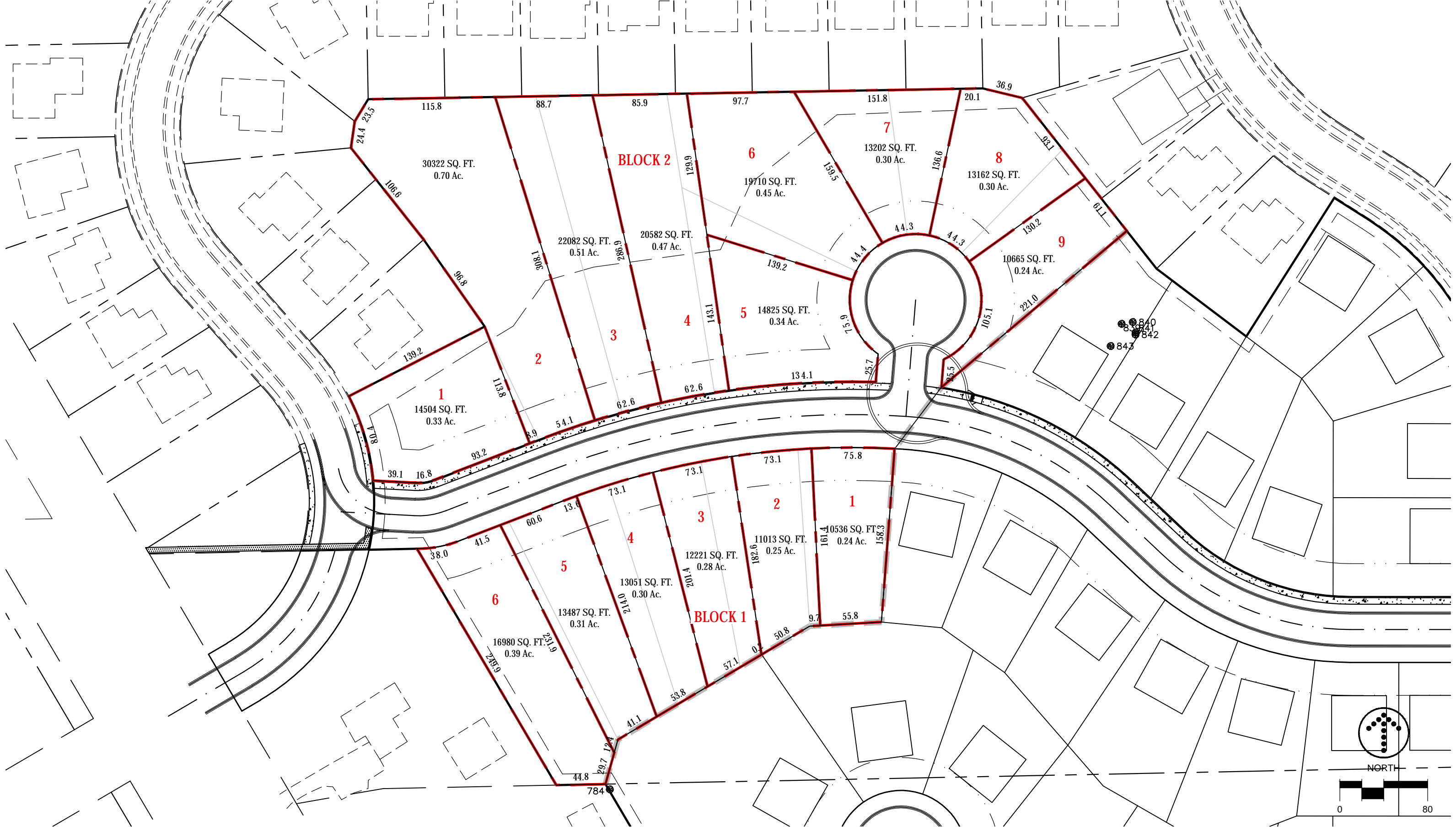
Sean Sullivan (Originator)
Tim Gladhill
Form Started By: Sean Sullivan
Final Approval Date: 11/30/2018

Reviewed By

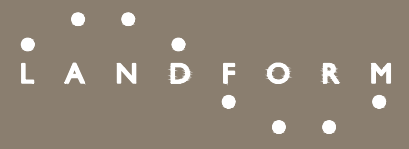
Sean Sullivan
Tim Gladhill

Date

11/30/2018 11:59 AM
11/30/2018 01:44 PM
Started On: 11/27/2018 05:18 PM



SKETCH PLAN- 65' WIDE LOTS



in collaboration with:
Meadowbrook Development

HARVEST ESTATES • Ramsey, MN
Sketch Plan • 10.29.2018

Landform Site to Plan® registered service marks of Landform Professional Services, LLC.

PURCHASE AGREEMENT

This Agreement is entered into by and between the **City of Ramsey**, a Minnesota municipal corporation (“Seller”), and **Meadow Creek Builders, Inc.**, a Minnesota Corporation (“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 **December 12, 2018** (the “Effective Date”).
- 2. SALE OF PROPERTY.** Seller agrees to sell to Buyer, and Buyer agrees to buy from Seller 6.42 (+/-) acres of vacant land in Ramsey, Minnesota.

Legal Description: Lot 25, Block 1, Harvest Estates, Anoka County, Minnesota

Anoka County Property Identification: 23-32-25-41-0081

Platting: Buyer is responsible for subdividing and re-platting Property.

- 3. PURCHASE PRICE.** The purchase price for the Property is variable, as outlined in the table below. Upon completion of the Inspection Period (Section 9), and submission of the written Notice-to-Proceed, Buyer shall provide Seller with final purchase price, and this Agreement shall be amended accordingly. Seller has the right to reject a purchase price different than outlined below.

	P/SF	P/Acre	Purchase Price
Layout #1, Exhibit A	\$ 0.64	\$ 28,037.00	\$ 180,000.00
Layout #2, Exhibit B	\$ 0.04	\$ 1,558.00	\$ 10,000.00

- 4. EARNEST MONEY.** By **December 19, 2018**, Buyer must deposit the sum of \$10,000 (the “Earnest Money”) with Commercial Partners Title Company, 200 South 6th Street, #1300, Minneapolis, MN 55402 (“Escrow Agent”), via wire transfer or delivery of a certified check payable to Escrow Agent.
 - 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 it 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 **March 19, 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: ssullivan@cityoframsey.com

Buyer: Meadow Creek Builders, Inc.
Tim J. Pomerleau
6382 Balsam Lane
Maple Grove, MN 55369
Email: meadowcreek51@hotmail.com

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.

For Layout #1

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.

For Layout # 2

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 One Thousand and 00/100 Dollars (\$1,000.00) with Escrow Agent for each extension. Each \$1,000 extension payment shall be non-refundable and shall not be credited against 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, other than CBRE, Inc. ("Seller's's Broker"), which represents the Seller. Seller shall pay Broker as required by their agreement (5% of final gross sale price). 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 for 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.
- 29. CONSTRUCTION DEADLINE.** Buyer shall obtain certificates of occupancy for the construction of five (5) single family homes pursuant to the following schedule:

Construction Deadline Schedule:

Two (2) certificates of occupancy by December 31, 2019

Three (3) additional certificates of occupancy by December 31, 2020

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 parcels for which certificates of occupancy have not been obtained, or in the alternative, and at Seller's sole discretion, Buyer shall pay Seller \$5,000 for each certificate of occupancy that is not obtained pursuant to the deadlines set forth above.

30. 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, including The COR Design Standards.

SELLER: The City of Ramsey, a Minnesota municipal corporation

By: _____
John LeTourneau, Mayor

Dated: _____, 2018

By: _____
Kurt Ulrich, City Administrator

Dated: _____, 2018

BUYER: Meadow Creek Builders, Inc., a Minnesota Corporation.

By: 

Tim J. Pomerleau, President

Dated: 11-19-_____, 2018

EXHIBIT A (Layout # 1 - 15 Lots)



LANDFORM in collaboration with Meadowbrook Development

SKETCH PLAN- 65' WIDE LOTS

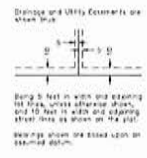
HARVEST ESTATES • Ramsey, MN
Sketch Plan • 10.29.2018

EXHIBIT B (Layout #2 - 12 Lots)



HARVEST ESTATES
 City of Ramsey
 Anoka County, Minnesota

LEGAL DESCRIPTION:
 Lots 4 and 5, 4600N, City of Ramsey, Anoka County, Minnesota



PRELIMINARY
 NOT FOR CONSTRUCTION

Scale: 1" = 60'

DATE: 7/2/20
 SHEET: 4/12/20

PROJECT NUMBER 11029	
DATE	7/2/20
DRAWN BY	...
CHECKED BY	...
APPROVED BY	...
<p>FORWARDED BY: HEDLUND</p> <p>PROJECT: HARVEST ESTATES PRELIMINARY PLAT N1/2</p> <p>PREPARED BY: NIK MANAGEMENT, INC.</p> <p>1125 W. 11th St. W Minneapolis, MN 55408 Phone: 612-333-4400 Fax: 612-333-4400</p>	
<p>DATE: 7/2/20</p> <p>SHEET: 4/12/20</p> <p>C-2.0</p>	

Economic Development Authority (EDA)

4. 2.

Meeting Date: 12/06/2018

By: Sean Sullivan, Community
Development

Title:

Review Concept for 32 Unit Assisted Living and Memory Care Facility in The COR; Case of Suite Living (Hampton Companies)

Purpose/Background:

Hampton Companies has approached the City with a senior memory care project concept. The Developer has indicated that it would like to develop the site west of Stone Brook Children's Academy and east of the Coborn's development. The property is not currently zoned for that use but the developer would like feedback on whether or not it would be a location that the EDA would support. The Developer is also looking for feedback to the project layout and type.

This case is for conceptual review only at the request of the Developer, Suite Living Assisted Living and Memory Care. Nothing in this case should be interpreted as an actual Application or consideration by the City. The City has not made any recommendations on this proposal, and is only responding to information and request. The Developer is considering making an offer on this City-Owned parcel. Before doing so, the Developer wants to better understand the level of support of the City.

Staff is awaiting updated concept plans and renderings. This case will be updated the week of December 3.

The purpose of this case is as follows:

1. Is this an appropriate use on this parcel? Is the City willing to adjust the Development Plan for The COR from retail to allow for assisted living and memory care?
2. Is this an appropriate design for this parcel? What design criteria is important to the City?
3. What questions does the City want answered prior to bringing forward a formal Application?

Notification:

N/A

Observations/Alternatives:

The site is currently zoned for retail. The City Council previously rejected a senior multifamily four (4) story residential project on this site. Staff is looking for comments from the EDA on this particular site and/or suggestions for another location. At the time of this case, site specific drawings were not available. A representative for the developer has indicated that there will be information next week.

Funding Source:

This case is being handled as part of normal Staff duties.

Recommendation:

No action is requested. This case is for discussion purposes only.

Action:

No action is requested. This case is for discussion purposes only.

Attachments

Site Location Map

Hampton Suite Living Overview

Form Review

Inbox

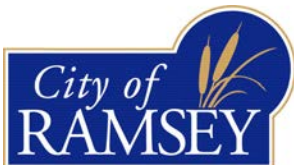
Sean Sullivan (Originator)
Tim Gladhill
Form Started By: Sean Sullivan
Final Approval Date: 11/30/2018

Reviewed By

Sean Sullivan
Tim Gladhill

Date

11/30/2018 11:55 AM
11/30/2018 01:44 PM
Started On: 11/29/2018 05:18 PM



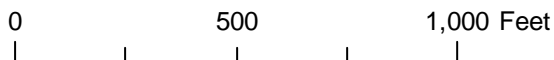
Suite Living Proposal

Legend

- Site
- Parcels



Print Date: November 30, 2018



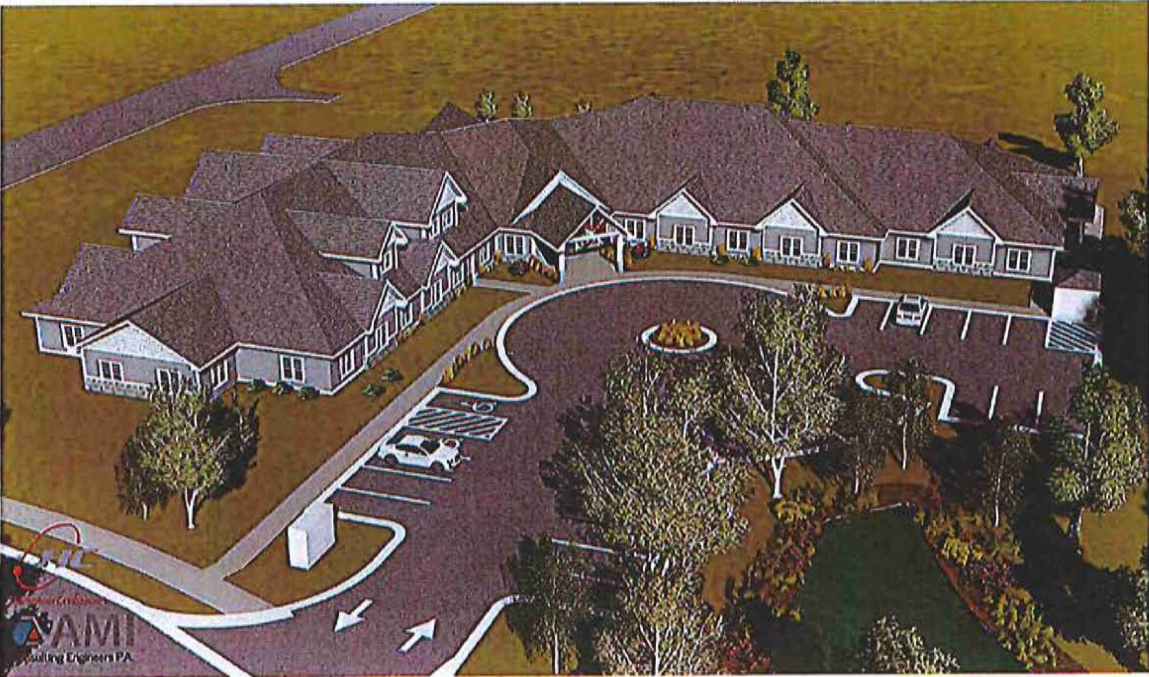


SUITE LIVING ASSISTED LIVING & MEMORY CARE

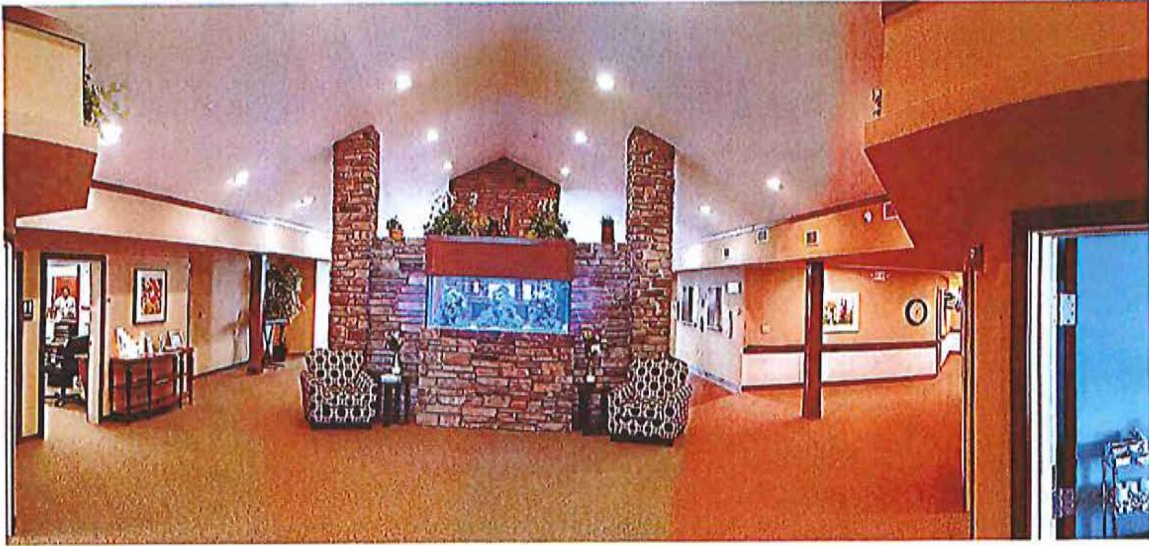
Minnesota

A TO-BE-BUILT 32 UNIT / 32 BED ASSISTED LIVING / MEMORY CARE FACILITY

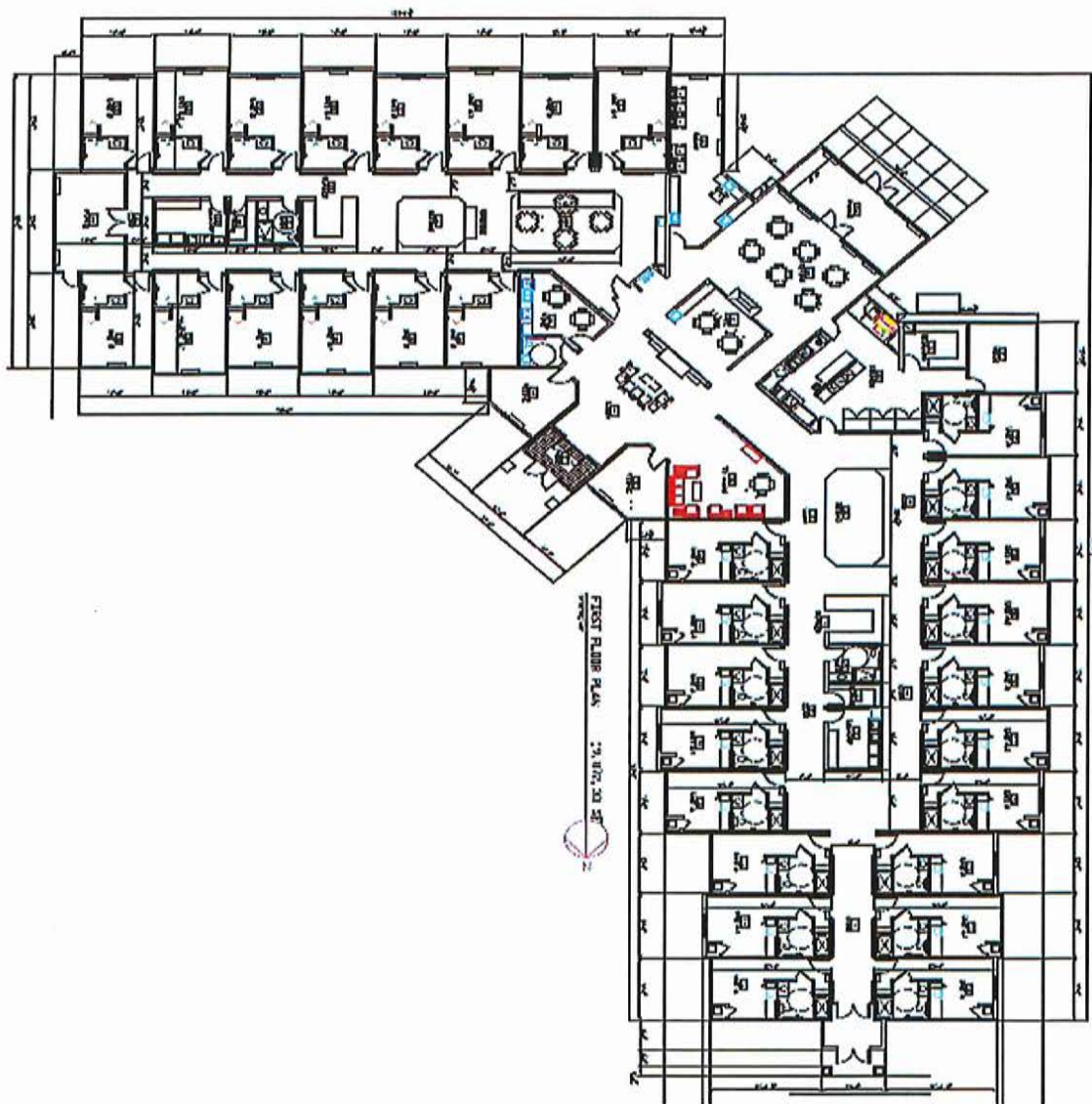
ELEVATION VIEW



INTERIOR VIEWS



FLOOR PLAN



TRANSACTION OVERVIEW

The Sponsor, a single asset entity controlled by **Dignicare Properties, & Suite Living** (the "Sponsor"), is looking for 1.5 -2 acre sites to build there 32 bed senior facility. The property must have good visibility with high traffic and be located in the 7 county Twin city metro area, The property need the zoning or the city willingness to rezone, city sewer and water.

The Sponsor is seeking to start construction in the fall of 2018.

PROJECT OVERVIEW

The Sponsor intends to develop a state-of-the-art, for-rent Enhanced Assisted Living and Memory Care facility which will be designed to accommodate a wide range of needs for seniors to "age in place" while receiving high-touch and personalized service. The building will be single-story, wood frame construction with high quality finishes that resembles a single-family residential design. The facility will focus on providing a more intimate setting where residents are encouraged to interact with one another in a homelike environment while enjoying serene outdoor views. The Project will also feature amenities and services for the convenience of the residents including dining facilities, adult day care, sitting rooms, beauty shop, outdoor living areas, visiting physicians, and home cooked meals.

The Project will consist of **32 units / beds** in a residential neighborhood setting. The building is designed to cater to residents in need of either Enhanced Assisted Living care or more specialized Memory Care. The facility will contain **18 Enhanced Assisted Living 1 bed / 1 bath** units with kitchenettes and **14 Memory Care studio** units.

Suite Living strives to create a product that, when residents see it, they immediately realize that this is what they were looking for. Most large senior housing providers are busy cutting expenses and running the day-to-day operations in a way that shows that they have gradually lost touch with the real needs, desires, and choices of their residents. *Suite Living* focuses on the resident by building a care model specifically focused on offering the highest levels of care to residents and building systems that will promote dignity:

Safety and Security: Best-in-the industry caregiver ratios as well as their small, intimate home designs offer greater safety and security for residents;

Compassionate Care: Each individual caregiver supports a maximum of 8 residents at a time. A low-stressed caregiver offers better, more focused and more compassionate care;

MARKET SUMMARY

According to the U.S. Census Bureau, the number of seniors is projected to increase from **39 million** to **53 million** by **2020** and substantially increase to **82 million** by **2050** due to the baby boomers and increasing life expectancy.

For Assisted Living care, demand is generated not only from the local population of those 65 and older, but also from the younger families in the sub-market who move their aging relatives to a facility in closer proximity (i.e. Adult Child Demand). Given the steadily growing demographic trends, strong employment sector, and the high occupancy of comparable facilities, the Subject Property's location appears to be a prime market for a new Assisted Living Facility.

The Subject 5-mile PMA has a population exceeding **155,000** and **59,929** households with a median household value of over **\$224,800**.. There is currently little competitive supply in the PMA to serve the demand. With the Project delivering just 18 units of assisted living and 14 units of Memory Care, the Sponsors do not anticipate any problems leasing at the projected rental rates and achieving stabilized occupancy within the first 7 months of operations.

COMPANY BACKGROUND

Hampton Companies is in the business of purchasing parcels of quality property in urban and suburban markets where growth potential can be achieved through the highest and wisest use of the land. The foundation of our company is a reputation for careful planning, attention to detail, and cost control that benefits the landowner, the community, and buyers. We typically seek out land with natural character and amenities. Based in Minnesota, we are expanded steadily with projects in Vadnais Heights, Roseville, Little Canada, North St. Paul, Inver grove heights. To attract the best development opportunities Hampton has focused on the core values that build success in the real estate development and construction business.

DEVELOPER'S EXPERIENCE

Joel Larson, *Principal*, has over 30 years' experience in the real estate industry including the management, development and construction of quality housing in various communities in both Minnesota, Wisconsin, Iowa, Michigan and Illinois. During the past 30 years Joel has specialized in developing senior housing rental projects, creating hundreds of senior housing rental units. Today Joel is a partner in a 90 unit assisted living/memory care facility in Coon Rapids, Minnesota. The highly successful operation of that facility provides the basis for the business model as proposed for the planned facilities. Joel served as Vice President at ~~Select~~ Senior Living; Mr Larson is also the Chief Manager of Suite Living a memory care and assisted living organization that cares for the elderly in high acqut care situations. Joel has also served on various association and management boards throughout his real estate career.

Jeremy Larson, (Vice President) serves as one of the lead land acquisition and development members. Jeremy is responsible for analyzed market and demographic studies which led the company to target specific geographic areas of development. Acquiring and developing land sites for the Companies.

SUITE LIVINGS KEY PERSONAL

Audrey McElwain (CEO / Operations Manager) serves as the CEO and Manager of Operations for Suite Senior Living. Audrey is a graduate from St. Cloud State University with a degree in Advertising/Marketing and Business Management. Audrey previously served as Operations Manager for Suite Living Care in Minnesota where she was responsible for hiring and managing several Assisted Living facilities in the Twin Cities. Audrey has over 12 years of experience in the senior housing industry with extensive experience in operations, staff training, nursing, dietary, marketing, assisted living and memory care facilities. Audrey is active with industry associations including Assisted Living Federation of America (ALFA), Alzheimer's Association, Care Options and Aging with Services.

Michele Nyarecha (Clinical Specialist, RN) serves as the Clinical Specialist for Suite Senior Living. Michele has a B.A.S from the University of Minnesota-Duluth and currently holds licenses in both Minnesota and Minnesota as a Registered Nurse. Michele has over 20 years' experience working with seniors. She served as the nurse for Suite Living-Blaine campus from 2005-2013. She has extensive knowledge and hands-on experience with the challenging issues that face our seniors. She is well versed in the state rules and regulations that govern Assisted Living in the states of Minnesota and Minnesota. Michele is active in industry associates including Assisted Living Federation of America (ALFA), Alzheimer's Association, Care Options, and Aging with Services.

DISCLAIMER: THIS CONTENTS ARE OF A CONFIDENTIAL NATURE. THE MATERIALS HEREIN WILL BE HELD IN STRICTEST CONFIDENCE, WILL NOT BE DISCLOSED TO ANY OTHER ENTITY AND WILL BE USED FOR THE SOLE PURPOSE OF EVALUATING THE OPPORTUNITY.

THE FOREGOING INFORMATION WAS FURNISHED BY Dignicare Properties & Hampton Companies FOR SUITE LIVING SENIOR ASSISTED LIVING AND MEMORY CARE. SUBJECT TO CORRECTION OF ERRORS, OMISSIONS, CHANGE OR WITHDRAWAL FROM THE MARKET WITHOUT ANY NOTICE.



Economic Development Authority (EDA)

4. 3.

Meeting Date: 12/06/2018

By: Sean Sullivan, Community
Development

Title:

Consider Marketing Materials Update Proposal

Purpose/Background:

The City of Ramsey is in need of updated marketing materials for presentations to business prospects and to improve its web presence related to economic development projects. In the past the City has developed materials to market the community, or specific sites to prospects but those materials have become dated. Current demographics, aerials and information is needed in professionally developed documents to tell our story and position the City in the market. Enhancements to the City Economic Development Webpage will also improve our image and market our community better. The materials also need to be in a form that they can be edited to reflect changes and flexible such that they can be used individually or collectively depending on the audience. Staff has asked WSB to put together a tiered proposal with the expertise of a graphic designer for the EDA to review. Included in the attached proposal are some documents that the City has used in the past that will be used as a potential framework to development new materials.

Notification:

N/A

Observations/Alternatives:

WSB has presented three options and a COR Mapping Update for the EDA to review. Under each option, WSB Staff would work with City Staff to develop the new materials. WSB understands that this process could take several iterations and this is included in the cost for each option.

The options are as follows:

Marketing Materials / Presentation

Option A. This would include the creation of a PDF that would showcase updated data and maps currently shown in the cities marketing flyer. The deliverable for option A would be a packaged Indesign File as well as a static PDF file that could be posted online as well as printed. \$3,000.

Option B. This would also include the updating of data and maps as indicated under Option A, but the PDF deliverable would be created in such a way that when viewed digitally it would be interactive and allow for various data points, testimonials, or mappings to be interactive. A packaged Indesign file would also be included. \$5,000.

Option C. This would involve the deployment of updated data and mappings into a GIS Story Map. An example Story Map that was completed by the City of Brooklyn Park is included at the end of this proposal. A GIS Story Map provides added capabilities not available to PDF's including interactive maps, text, images, and multimedia content, all available over the internet. A URL address would be provided for the Story Map which could be deployed on the City's website and social media accounts as well as distributed to various economic development prospects. The GIS Story Map is something that could be updated in the future by the City using its ArcGIS Online account. WSB would also produce a PDF of the data and mappings for offline distribution. \$7,000.

COR Map Update

WSB understands that the City would also like to see an update completed for its rendered illustration of The COR. This illustration would show planned development, development under construction, and completed development. While this map could be included in marketing materials it's also desired that this rendered illustration service as a standalone marketing piece and is being called out separately. WSB will utilize its existing AutoCAD file of the COR and gather AutoCAD files of newly approved projects as well as roadway alignments and merge them into a fully updated file. The deliverable of this effort would be the updated AutoCAD file as well as a pdf of the rendered illustration. \$1,500.

Option A or B and the COR Map Update would be a significant improvement to our current marketing materials and it would give flexibility for the City to make edits after the fact as needed. Option C is fantastic but will certainly require more time and effort by staff and WSB to complete if so desired.

Funding Source:

EDA Marketing Budget. All options would fall within the current Marketing budget balance.

Recommendation:

Staff recommendation is to select Option A and the COR Mapping Update and to wait on the Story Map (Option C).

Staff is supportive of going with Option B but would like feedback from the EDA as to whether it believes that it is worth the \$2,000 in additional investment as shown in the attached Interactive PDF Example.

Action:

Motion to approve marketing contract with WSB for Option A and COR Mapping Update for a cost not to exceed \$4,500.

(Note: this motion does not include the interactive PDF. If the EDA wishes to include this in the package, the motion should include Option B with a not to exceed amount of \$6,500)

Attachments

[WSB Proposal](#)

[Interactive PDF Example](#)

Form Review

Inbox	Reviewed By	Date
Sean Sullivan (Originator)	Sean Sullivan	11/30/2018 02:15 PM
Tim Gladhill	Tim Gladhill	11/30/2018 02:20 PM
Form Started By: Sean Sullivan		Started On: 11/29/2018 04:11 PM
Final Approval Date: 11/30/2018		



Building a legacy – *your* legacy.

701 Xenia Avenue South
Suite 300
Minneapolis, MN 55416
Tel: 763-541-4800
Fax: 763-541-1700

November 15, 2018

Sean Sullivan, EDFP
Economic Development Manager
7550 Sunwood Drive NW
Ramsey, MN 55303

Re: Proposal for Economic Development Marketing Services

Dear Mr. Sullivan,

Thank you for considering WSB to work with the City of Ramsey to assist City Staff in its marketing efforts. We understand that the City would like assistance in the updating of its marketing materials that are used in telling the story of the City of Ramsey and all that it has to offer businesses, residents, and prospective developers.

Scope of Services:

1. Marketing Materials:

Option A. This would include the creation of a PDF that would showcase updated data points and maps which are currently shown in the cities marketing flyer. The deliverable for option A would be a packaged Indesign File as well as a static PDF file that could be posted online as well as printed.

Option B. This would also include the updating of existing data points and maps as indicated under Option A, but the PDF deliverable would be created in such a way that when viewed digitally it would be interactive and allow for various data points, testimonials, or mappings to be interactive. A packaged Indesign file would also be included.

Option C. This would involve the deployment of updated data points and mappings into a GIS Story Map. An example Story Map that was completed by the City of Brooklyn Park is included at the end of this proposal. A GIS Story Map provides added capabilities not available to PDF's including interactive maps, text, images, and multimedia content, all available over the internet. A URL address would be provided for the Story Map which could be deployed on the City's website and social media accounts as well as distributed to various economic development prospects. The GIS Story Map is something that could be updated in the future by the City using its ArcGIS Online account. WSB would also produce a PDF of the data and mappings for offline distribution.

For each of the options listed above, WSB would update all existing mappings and data points and organize those data points and mappings into the selected marketing option. The associated fee would include one round of revisions for mappings and data points and one round of revisions for the finished marketing piece.

2. COR Mapping Update:

WSB understands that the City would also like to see an update completed for its rendered illustration of The COR. This illustration would show planned development, development under construction, and completed development. While this map could be included in marketing materials it's also desired that this rendered illustration service as a standalone marketing piece and is being called out separately. WSB will utilize its existing AutoCAD file of the COR and gather AutoCAD files of newly approved projects as well as roadway alignments and merge them into a fully updated file. The deliverable of this effort would be the updated AutoCAD file as well as a pdf of the rendered illustration.

Basis of Payment:

Each of the options described above are proposed as a fixed fee.

Marketing Materials:

- ___ Option A - \$3,000.00
- ___ Option B - \$5,000.00
- ___ Option C - \$7,000.00

COR Mapping Update:


- ___ \$1,500.00


Acceptance / Notice to Proceed:

A signed copy of this proposal, mailed or emailed to our office, will serve as acceptance of this proposal and our notice to proceed. Please indicate which marketing materials option you would like to move forward with by indicating on the line provided above.

We sincerely appreciate your consideration of this proposal and look forward to working with you! If you have any questions or need additional information, please feel free to contact us.

Sincerely,
WSB & Associates, Inc.


Ben Maurer, Principal
VP of Marketing and Communications
Ph. 763-512-5252
BMaurer@wsbeng.com


Eric Maass, AICP
Project Manager
Ph. 763-270-3463
EMaass@wsbeng.com

ACCEPTED BY:
City of Ramsey, MN

Sean Sullivan, EDFP,
Economic Development Manager

Date

Links:

Example Story Map – [City of St. Anthony Village](#)

November 15, 2018

Page 3 of 3

Example Story Map – [City of Brooklyn Park](#)

Attachments:

City of Ramsey Current Marketing Materials

City of **RAMSEY** 



CITY OF RAMSEY

Located in the northwest Twin Cities Metro, the City of Ramsey boasts an urban downtown, incredible outdoor recreation opportunities, an impressive manufacturing sector, and a stable, pro-active local government.

The City of Ramsey has experienced strong and steady development over the past 20 years. This trend is expected to continue—Ramsey has well over 1,000 acres of developable land located near U.S. Highway 10.

Included in this document is an overview of development activity in Ramsey; including sections on Residential, Business Parks, and *The COR*.

OVERVIEW

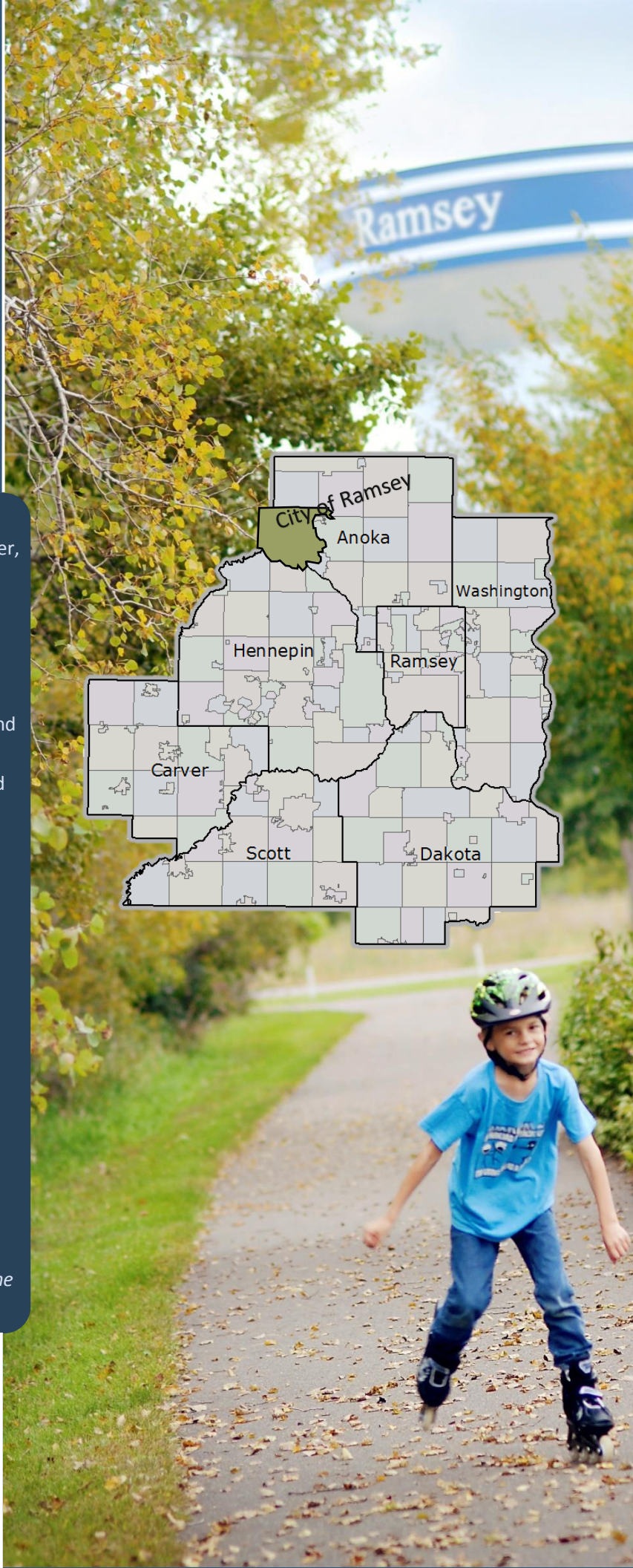
- Bordered by both the Mississippi River and the Rum River, offering unique outdoor amenities
- Second fastest growing city in Anoka County
- Located along major transportation corridors: U.S. Highway 10, U.S. Highway 169, State Highway 47, and Northstar Commuter Rail
- Manufacturing hub: 33% of businesses in Ramsey; second highest percentage in Anoka County
- Home to *The COR*, Ramsey's downtown, transit oriented development with a wide mix of uses.

DEMOGRAPHICS

- 2017 estimated population: 26,462
- Median household income: \$88,300
- Nearly 1,300 businesses and non-profit organizations
- 6,150 jobs

LIVABILITY

- 565 acres of parkland, extensive trail system, 15% protected wetland, two championship golf courses, 160 acre regional scouts camping reserve
- Diverse housing stock: single family, apartments, townhomes, assisted living, and rural lots
- K-12 Education, Anoka Ramsey Technical College
- Exceptional community events: Game Fair (50,000+ attendees), Happy Days Festival (10,000+ attendees), *The Draw* Summer Event Series (600+ attendees, 12 events)





RESIDENTIAL

The City of Ramsey was the second fastest growing community in Anoka County from 2001-2010. That trend is anticipated to continue from 2011-2020. Residents find the wide variety of housing options, the long list of local amenities, access to the Twin Cities, and connection to Minnesota’s natural assets an attractive offering.

RESIDENTIAL DEVELOPMENT PATTERNS

Average roughly 200 new housing units annually

2012	295 total housing units. Single Family 57, Townhomes 8, APT 230
2013	234 total housing units. Single Family 96, Townhomes 66, APT 72
2014	66 total housing units. Single Family 66, Townhomes 0, APT 0
2015	290 total housing units. Single Family 83, Townhomes 39, APT 168
2016	86 total housing units. Single Family 67, Townhomes 19, APT 0
2017	200 total housing units. Single Family 78, Townhomes 68, APT 54

MAJOR ACTIVE SF DEVELOPMENTS

- Single-Family Construction – Brookfield (70 lots) by Capstone Homes
- Single-family Construction – Harvest Estates (44 lots) developed by G S Land, LLC.
- Single-family Construction –Woodlands (85 lots) developed by Lennar Homes.
- Single-family Construction –Riverstone (297 lots) developed by Capstone Homes.

NOTE: various other multi-family projects are outlined in *The COR* section of this document.



BUSINESS PARKS

The City of Ramsey is proud to be a pro-economic development community. This is not only demonstrated by its rich history of successfully developing business parks, it is exemplified by Ramsey's commitment to the future of economic development. The City has placed an emphasis on encouraging economic development within its Council strategic plan, EDA work plan, and Comprehensive Plan.

The Cities of Ramsey and Anoka share a large **BUSINESS PARK SPANNING ACROSS 1,000 ACRES OF LAND**. This business park includes various office, warehouse, assembly, and a wide-variety of manufacturing users. **OVER 10,000 JOBS** have been created by this business park. The City of Ramsey and Anoka share a major economic engine that serves not only the Twin Cities, but also the national and global market place.

MAJOR RECENT DEVELOPMENTS

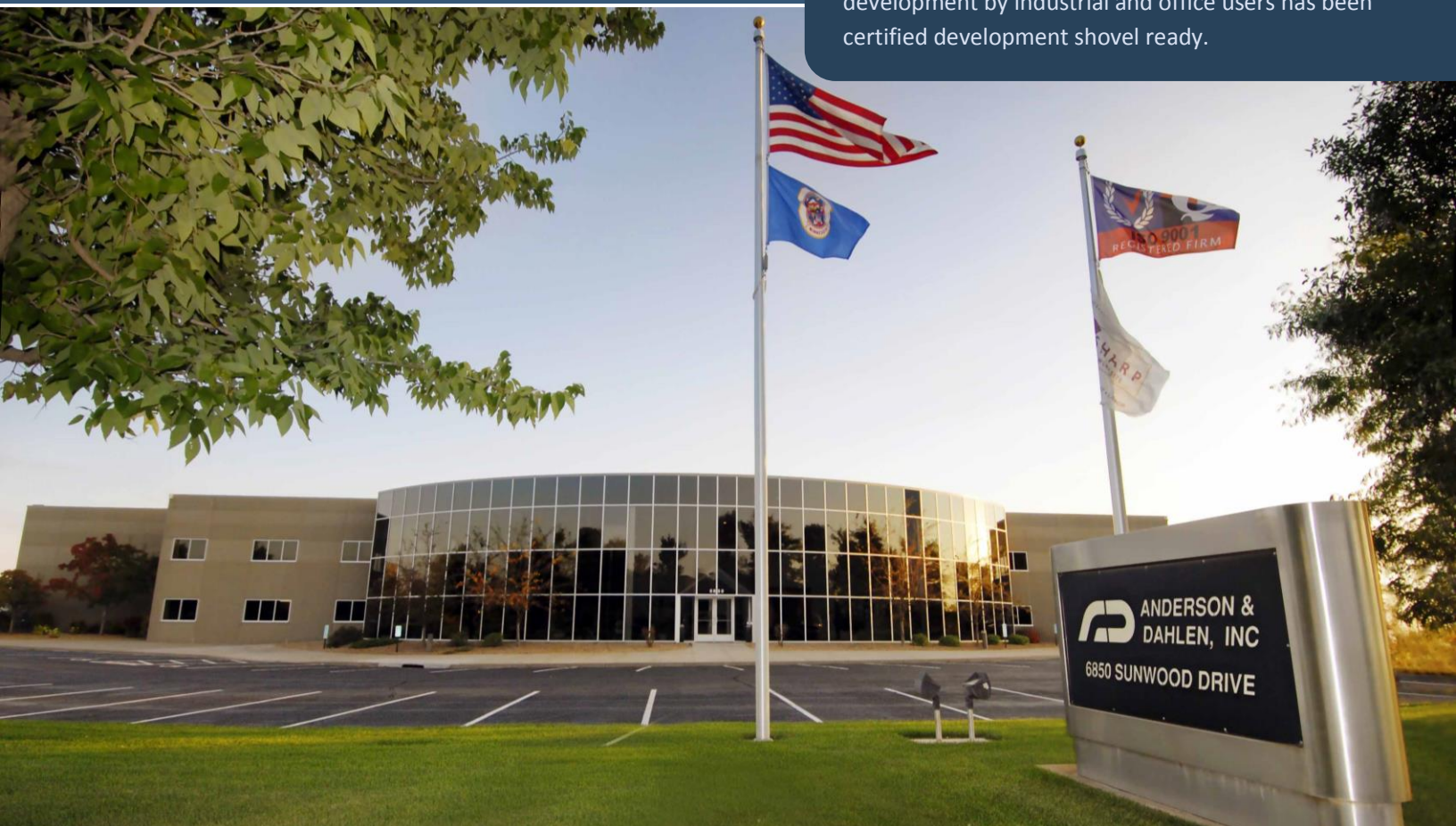
- Manufacturing Expansion – Life Fitness (Brunswick Corporation) expands existing 280,000 sf facility by 48,500 sf in 2016.
- Office Expansion—Anderson Dahlen expands 84,000 sf facility by 100,000 sf in 2017.
- New Business Park—115-acre green-field business park located just northwest of the new full-access grade-separated Armstrong Boulevard/ U.S. Highway 10 Interchange. The new business park has 45 acres of land shovel ready today, owned by PSD. PSD has developed and constructed the following projects:
 - 64,000 sf PSD Adrenaline Sports Center, 2018
 - 54,000 sf PSD Multi-tenant Industrial, 2018

TOP EMPLOYERS

1. Life Fitness	457 employees
2. Vision Ease Lens	349 employees
3. Connexus Energy	250 employees
4. Anderson Dahlen	175 employees
5. Zero-Zone	174 employees
6. Green Valley	165 employees
7. Diamond Graphics	160 employees
8. In'Tech Industries	148 employees
9. Ramsey Elementary	135 employees
10. Altron Manufacturing,	112 employees
11. Ace Solid Waste	100 employees
12. NAU Country	100 employees

SHOVEL READY SITES

The City's 125+ acre inventory of land available for development by industrial and office users has been certified development shovel ready.



THE COR

The COR (Center of Ramsey) is the City of Ramsey's downtown development. This 300+ acre development is a true, transit oriented and walkable, urban development. *The COR* is centered on U.S. Highway 10/ U.S. Highway 169 and the Ramsey Northstar Commuter Rail Station. This development with a mix of uses is home to a long list of successful projects including residential, retail, office, recreation, government facilities, and much more.

The COR, known formerly as *Ramsey Town Center*, was purchased by the City of Ramsey in 2009. About 130 acres of land is available for development in *The COR* today; about 90 acres is City-owned. Located directly adjacent to *The COR* is 90 acres of additional land available for commercial (retail) development.

RECENT MAJOR ACTIVITY

- Affinity at Ramsey - 174 unit market rate senior (55+) amenity-rich housing project. Construction underway in September 2018
- Stone Brook Children's Academy & Childcare Center— 9,200 sf 144 student slots, located on Sunwood Drive just east of Coborn's. Construction completed 2018.
- Rental apartments— 121 units of market rate apartments developed by PSD LLC in *The COR*, near *The Draw* park and amphitheater. Construction completed in 2016.
- Rental apartments - 54 units of workforce housing developed by Aeon in *The COR*, north of *The Draw*. Construction in 2018.
- Convenience Store – 4,500 sf convenience retail store completed by Casey's Retail Company, near Ramsey Boulevard and Sunwood Drive. Construction completed in 2016.
- Armstrong Blvd. Interchange – new full-access interchange at U.S. Highway 10 and Armstrong Blvd. Construction completed in 2016.
- Townhomes – 77 additional units platted and under construction by D.R. Horton near *The Draw* park and amphitheater.
- Renovation – Coborn's completed a half million dollar remodel and upgrade to their convenience and liquor spaces in 2016.
- Single-Family Residential Development – 25 total units. 12 developed by Morning Sun Homes and 13 developed by Purmort Homes.



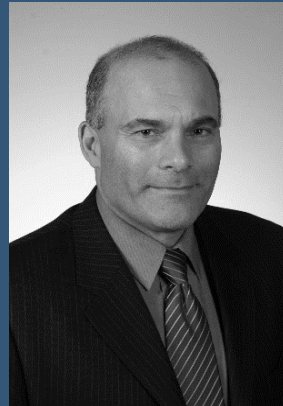
PRE-2016 PROJECTS

- 95,000 sf Coborn's anchored multi-tenant retail center
- PACT Charter School (K-12)
- Ramsey Municipal Center (60,000 sf)
- Veterans Affairs Outpatient Clinic (40,000 sf)
- Ramsey Office Plaza (80,000 sf)
- Midwest Medical Examiner's Office
- NAU County Insurance Office (42,000 sf)
- Northgate Church & Comm. Performance Center (500 seats)
- Allina Medical Clinic (25,000 sf)
- 230-unit luxury apartment complex (Residence at The COR)
- 47-unit workforce housing by Common Bond (Sunwood Village)
- \$3M *The Draw* park & amphitheater
- Ramsey Rail Station: connected to 800-stall covered parking ramp by skyway with service to Minneapolis
- Various single family and townhome developments totaling over 1,000 households





CONTACTS



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tgladhill@cityoframsey.com



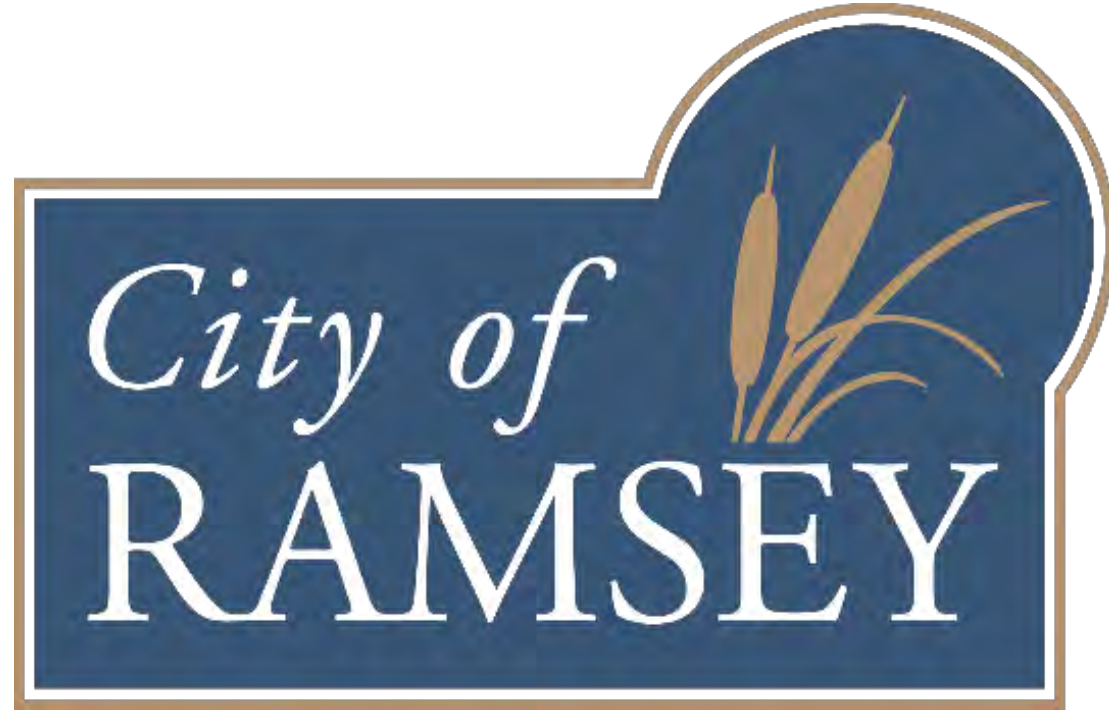
Bruce Westby
City Engineer
763.433.9825
bwestby@cityoframsey.com



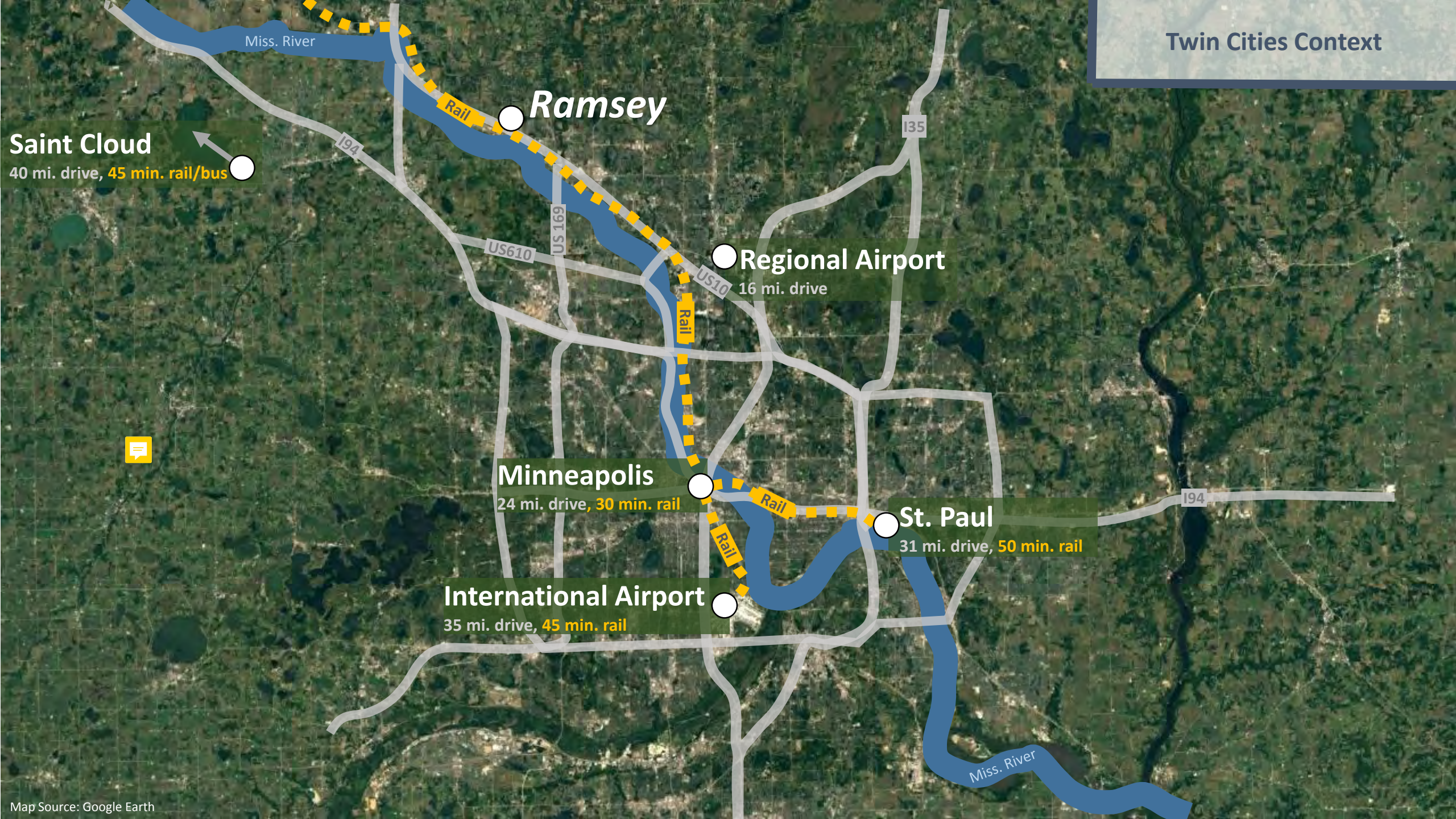
Sean Sullivan
Economic Devel. Manager
763.433.9868
ssullivan@cityoframsey.com



7550 Sunwood Drive NW, Ramsey, MN 55303
763.427.1410, www.cityoframsey.com



Insert Audience



Saint Cloud

40 mi. drive, 45 min. rail/bus

Miss. River

Ramsey

I35

I94

Rail

Regional Airport

16 mi. drive

US610

US 169

Rail

Minneapolis

24 mi. drive, 30 min. rail

Rail

St. Paul

31 mi. drive, 50 min. rail

Rail

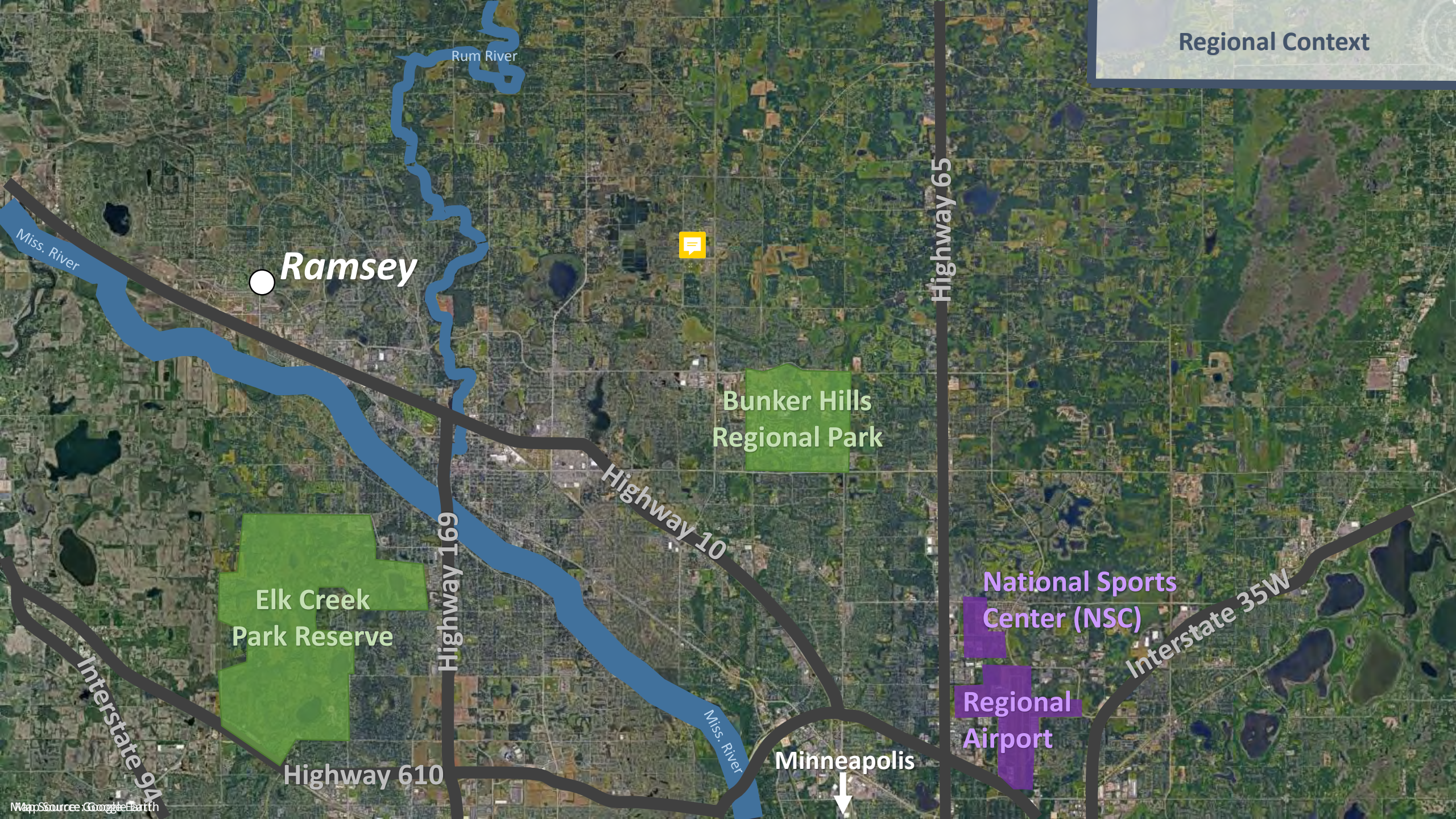
International Airport

35 mi. drive, 45 min. rail

I94

Miss. River





Ramsey



**Bunker Hills
Regional Park**

**Elk Creek
Park Reserve**

**National Sports
Center (NSC)**

**Regional
Airport**

Minneapolis



Existing Biz Park

Ramsey/ Anoka Business Park (red)

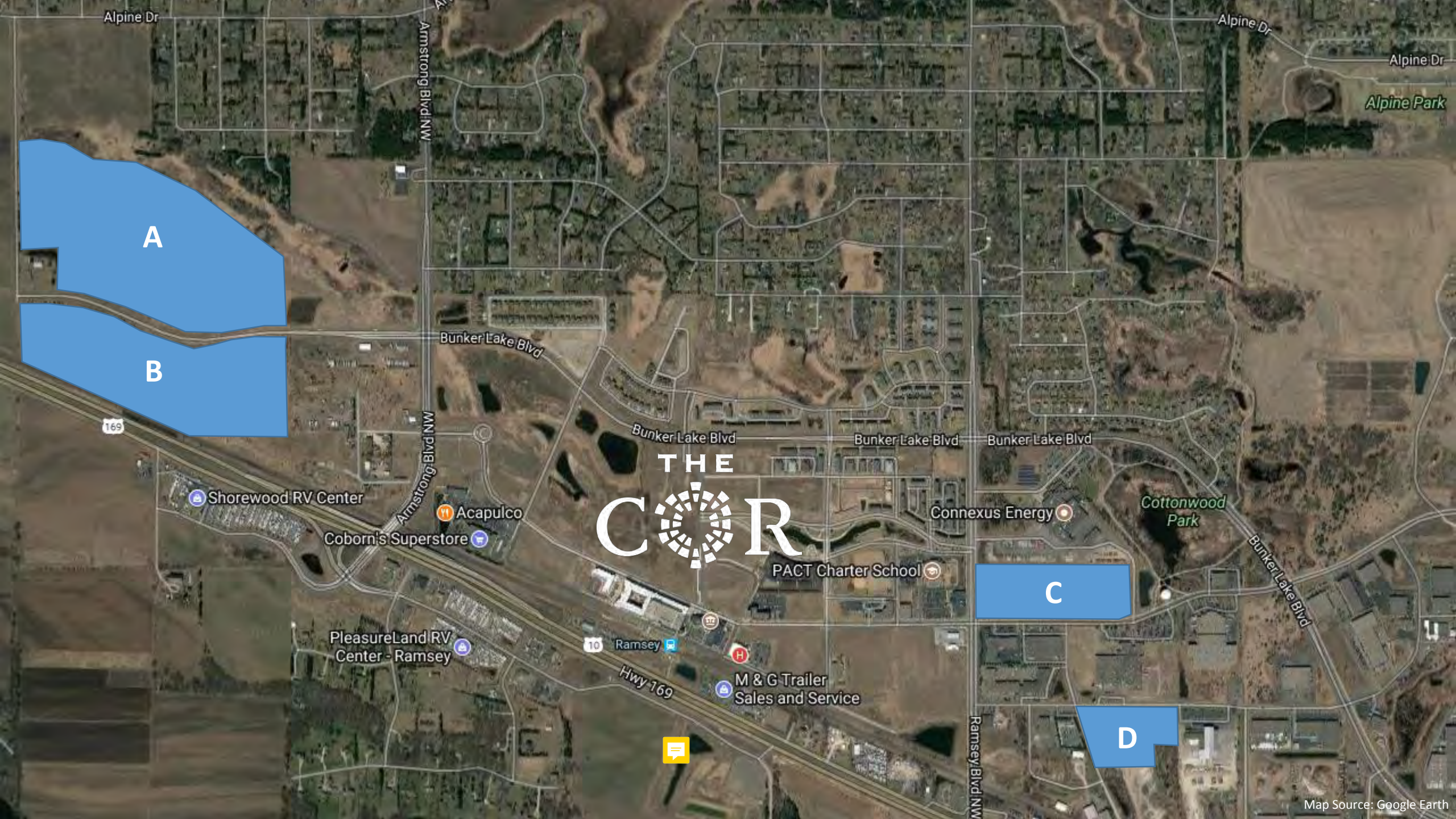
- 1,000+ acres, 15,000 jobs, operations from Fortune 500 Companies
- Ramsey takes pride in developing long lasting positive relationships with local businesses
- Ramsey recently established a new 115 acre green-field business park in response to demand from existing business community (located west of The COR)
- Ramsey has several business events, business networks, and business training/ employee recruitment systems in place to help local businesses succeed



The COR

The COR (green) is Ramsey's urban, high-density, mixed-use, downtown development (living, transit, restaurants, retail, education, health, government, amenities).





A

B

THE COR

C

D

Alpine Dr

Armstrong Blvd NW

Alpine Dr

Alpine Dr

Alpine Park

Bunker Lake Blvd

Bunker Lake Blvd

Bunker Lake Blvd

Bunker Lake Blvd

169

Shorewood RV Center

Acapulco

Coborn's Superstore

Connexus Energy

Cottonwood Park

PACT Charter School

PleasureLand RV Center - Ramsey

10

Ramsey

Hwy 169

M & G Trailer Sales and Service

Ramsey Blvd NW

Bunker Lake Blvd









B

Bunker Lake Industrial Park (north side):

- 30 acres
- Pad ready upon request (unique)
- Greenfield
- Good visibility
- Interchange access

Infrastructure

- Infrastructure in Bunker Lake Blvd/ access from Bunker Lake Blvd

Utilities (adjacent to sites)

- Water
- Sewer
- Electric

Ownership/ Title

- PSD LLC (real estate professional)
- Title work completed
- Survey completed

Zoning

- E1 or E2

Incentives

- TIF
- RLF
- MIF
- Dept of Ag Loan

C

D

Alpine Dr

C

Connexus Energy Biz Park:

- 16 acres
- Shovel ready, ideal site, existing biz park
- Greenfield
- Good visibility
- May be walkable to train station

Infrastructure

- Infrastructure in Sunwood Drive/ access from Sunwood Drive

Utilities (adjacent to sites)

- Water
- Sewer
- Electric

Ownership/ Title

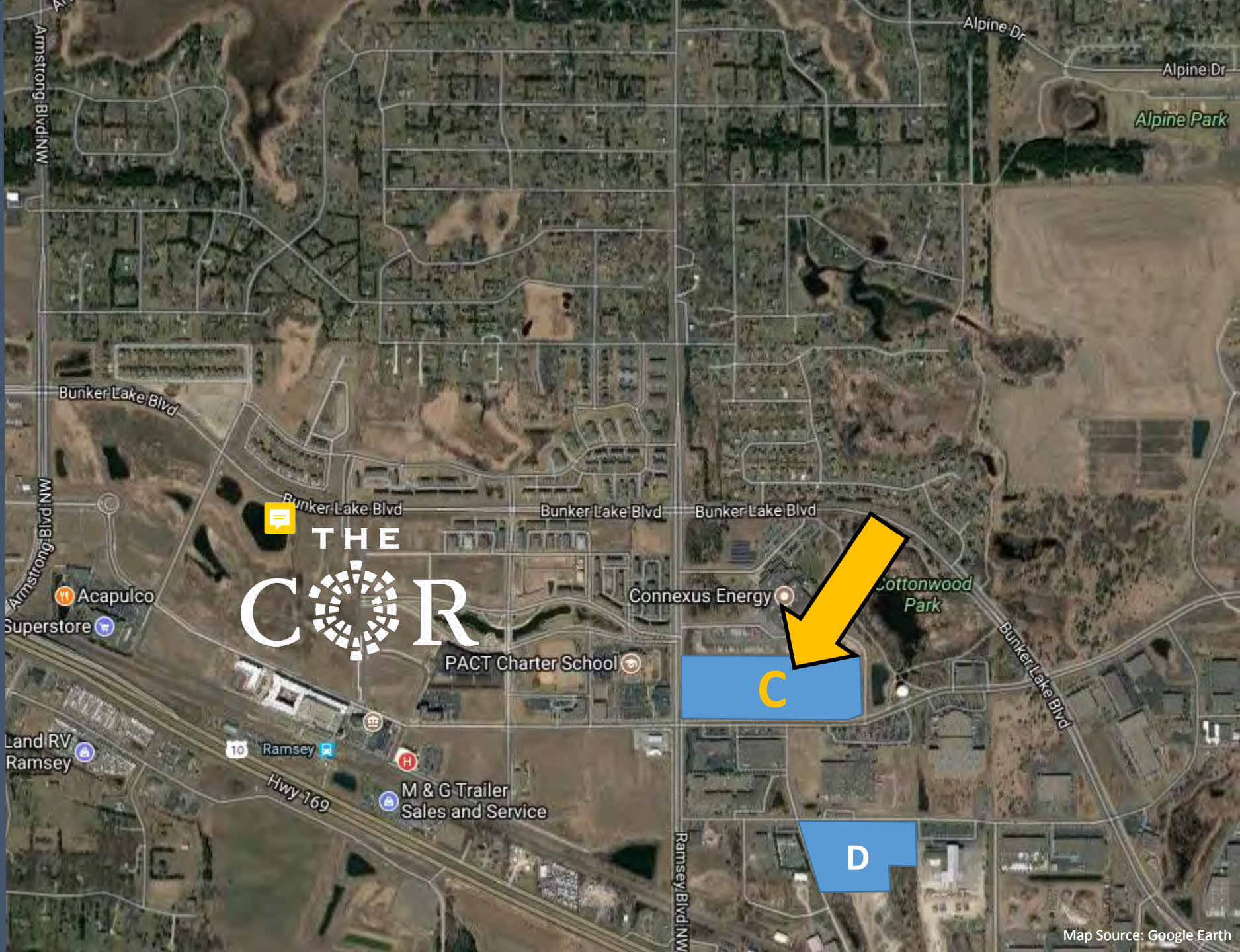
- Connexus Energy

Zoning

- E1 or E2

Incentives

- TIF
- RLF
- MIF



D

City Owned Biz Park:

- 9.33 acres
- Shovel ready, existing biz park
- Greenfield
- May be walkable to train station

Infrastructure

- Infrastructure in 143rd Ave/ access from 143rd ave

Utilities (adjacent to sites)

- Water
- Sewer
- Electric

Ownership/ Title

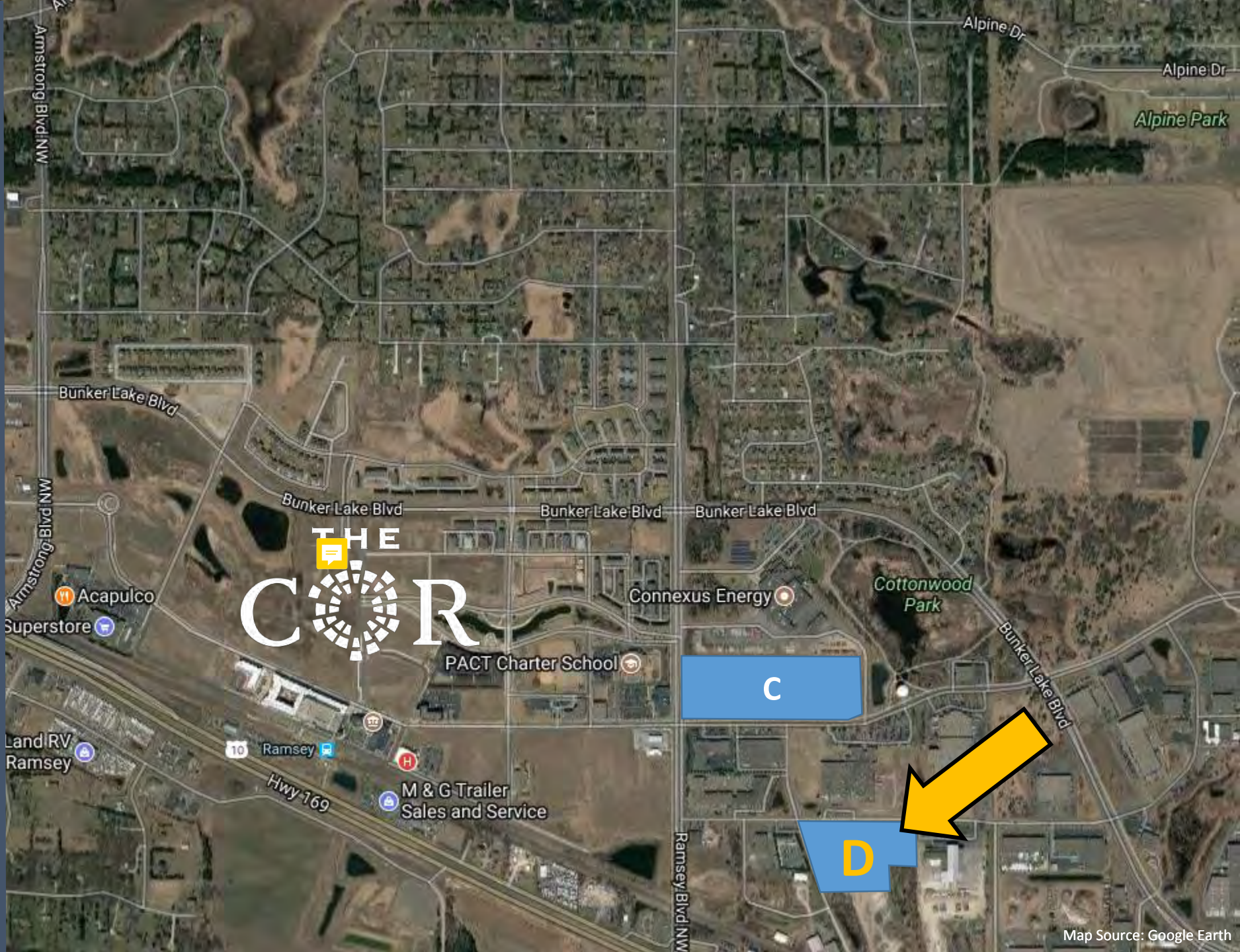
- Connexus Energy

Zoning

- E1 or E2

Incentives

- TIF
- RLF
- MIF
- City land write down (unique)



Parks & Natural Resources

Proposed sites are near amenities for employees.

1. The Draw: park, amphitheater, and baseball field
2. North Commons Park
3. Municipal Plaza Park (planned)
4. Lake Ramsey: park, community gathering space (planned)
5. Mississippi West Regional County Park, Mississippi River landing
6. Cottonwood Park
7. Alpine Regional Park
8. Hundreds of miles of local trails
9. National Scenic Mississippi River Trail System (MRT)
10. Mississippi River
11. Lake Itasca: park (planned), and greenway (planned)

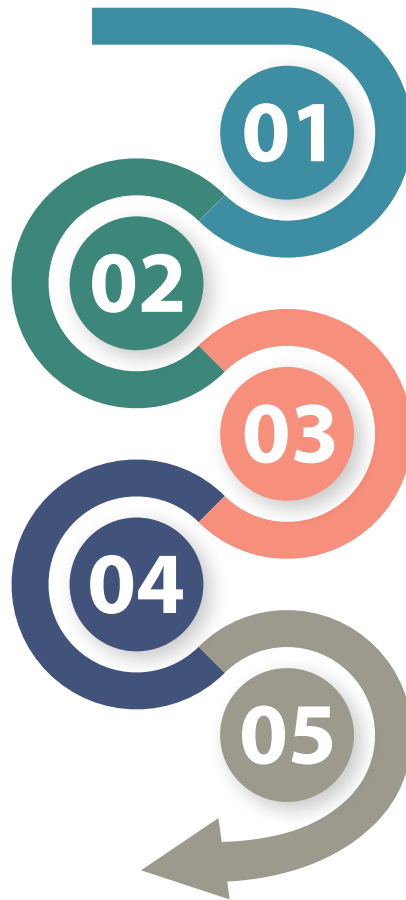


A program designed to offer predictability.

Spotlight is a process developed by WSB to help clients quickly review and assess projects.

The process ensures that each project is consistently reviewed, analyzed, scoped and scored allowing clients to prioritize budgets, timelines and operations. Spotlight shines a light on your projects, creating predictability and cost-savings.

**Best viewed in Adobe Acrobat. Viewing on a mobile device? Scroll to the next page.*



CASE STUDY

Corridors of Commerce

Client: Minnesota Department of Transportation (MnDOT)

In 2013, the Minnesota Legislature created the Corridors of Commerce program, authorizing the sale of up to \$300 million in new trunk highway bonds for the construction, reconstruction and improvement of trunk highways for projects not already in the State Transportation Improvement Program. In 2017 and 2018 MnDOT authorized an additional \$1 billion in funds for Corridors of Commerce.

MnDOT requested public input to identify the location of transportation chokepoints and needed improvements in the state's highway system. More than 300 projects were submitted, but MnDOT's high-level criteria narrowed the project candidates to be scoped to 160+ projects. Using Spotlight, WSB's project team evaluated \$6 billion in projects, developing a concept design plan for each of the 160+ projects providing data to analyze against MnDOT's evaluation criteria in under six weeks. Spotlight created an opportunity for MnDOT to visualize each project and obtain tangible information to justify estimates.

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Mobile Version

01 Identify Priorities / Project Goal Setting

Stakeholder alignment on priorities, intent and long-term goals is the first step in successful planning. Each project will be discussed to determine the project goal, preliminary scoping, risks and overall project details.

Let's get to the bottom line, together.

02 Idea Implementation

Your goals, the right tools and our expertise are combined to develop concept design models and preliminary estimates. Risk Registers and Cost Estimates will be developed for each project.

Risk Registers identify potential risks, the probability of the risk occurring and the associated cost for mitigating the risk in question.

Cost Estimates are developed based on a computer-generated model that quantifies concept-level project related items such as earthwork, roadway section, walks, walls, bridges, etc. These quantities are consolidated into a Total Project Cost Estimates that is developed in combination with additional cost factors including: lump sum quantities, right of way, engineering, drainage, and overhead.

03 First Draft of Preliminary Design to Stakeholders

We'll gather the core team again and present our progress. We'll verify risk registers, unit costs and clarify the scope. Any identified risks will be discussed in detail and we'll assess any potential impacts.

04 Final Revisions

Following the first feedback session, we'll summarize all comments and implement the finishing touches.

05 Final Deliverable & Hand Off

WSB will give a final presentation on preliminary scope, estimates and an overview of supporting documents for each project. We will then work to prioritize each project for your program. The goal is to use your agency's criteria to prioritize top projects. The analysis can include return on investment, economic impact, safety improvement, regional connections, policy objectives, community impact and regional balance of each project.

The final hand-off will ensure that the preliminary scope and deliverables align with the original vision.



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Economic Development Authority (EDA)

5. 1.

Meeting Date: 12/06/2018

By: Sean Sullivan, Community
Development

Title:

Receive Update on Concept Plan for Hotel/Multifamily Development in The COR; Case of Allied Development

Purpose/Background:

The purpose of this case is to review a high level concept of a potential hotel/multifamily development in The COR across from the Ramsey Municipal Center. The Developer, Allied Development, is considering a project for 2019. Before they commit to a Purchase Agreement with the Property Owner, PSD, LLC, they seek general feedback from the City. Currently, there is no request for financial assistance, but such a request is a possibility as the project pro-forma is developed.

This case is for conceptual review only at the request of the Developer. Nothing in this case should be interpreted as an actual Application or consideration by the City. The City has not made any recommendations on this proposal, and is only responding to information and request.

The purpose of this case is as follows:

1. Is this an appropriate use on this parcel?
2. Is this an appropriate design for this parcel? What design criteria is important to the City?
3. What questions does the City want answered prior to bringing forward a formal Application (both for land use and potential financial assistance)?

This case is structured as Staff Input only at this point, as the project does not involve the transaction of a City-Owned parcel nor involves a current request for financial assistance.

Notification:

N/A

Observations/Alternatives:

Allied Development has put together a preliminary concept site plan for review and comment by the City. The concept includes a phased project consisting of a Hotel and 1st Floor Retail (Phase 1) and an Apartment with amenities (Phase 2). The proposed project includes surface and a structured parking component that could be phased as well. The Developer is looking for feedback from the City on the proposed concept.

Funding Source:

N/A

Recommendation:

No action is being requested. This case is for discussion only.

Action:

No action is being requested. This case is for discussion only.

Attachments

Site Location Map

Allied Development Concept Plan

Form Review

Inbox

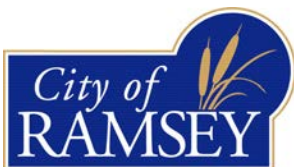
Sean Sullivan (Originator)
Tim Gladhill
Form Started By: Sean Sullivan
Final Approval Date: 11/30/2018

Reviewed By

Sean Sullivan
Tim Gladhill

Date

11/30/2018 11:52 AM
11/30/2018 01:44 PM
Started On: 11/27/2018 05:20 PM



Allied Development Proposal

Hotel and Multifamily

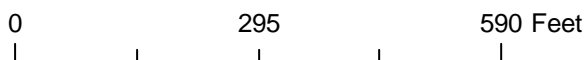
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Legend

-  Site
-  Parcels



Print Date: November 30, 2018



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Not an Official City Review
No Formal Current City Consideration**



THE COR DEVELOPMENT

RAMSEY, MN

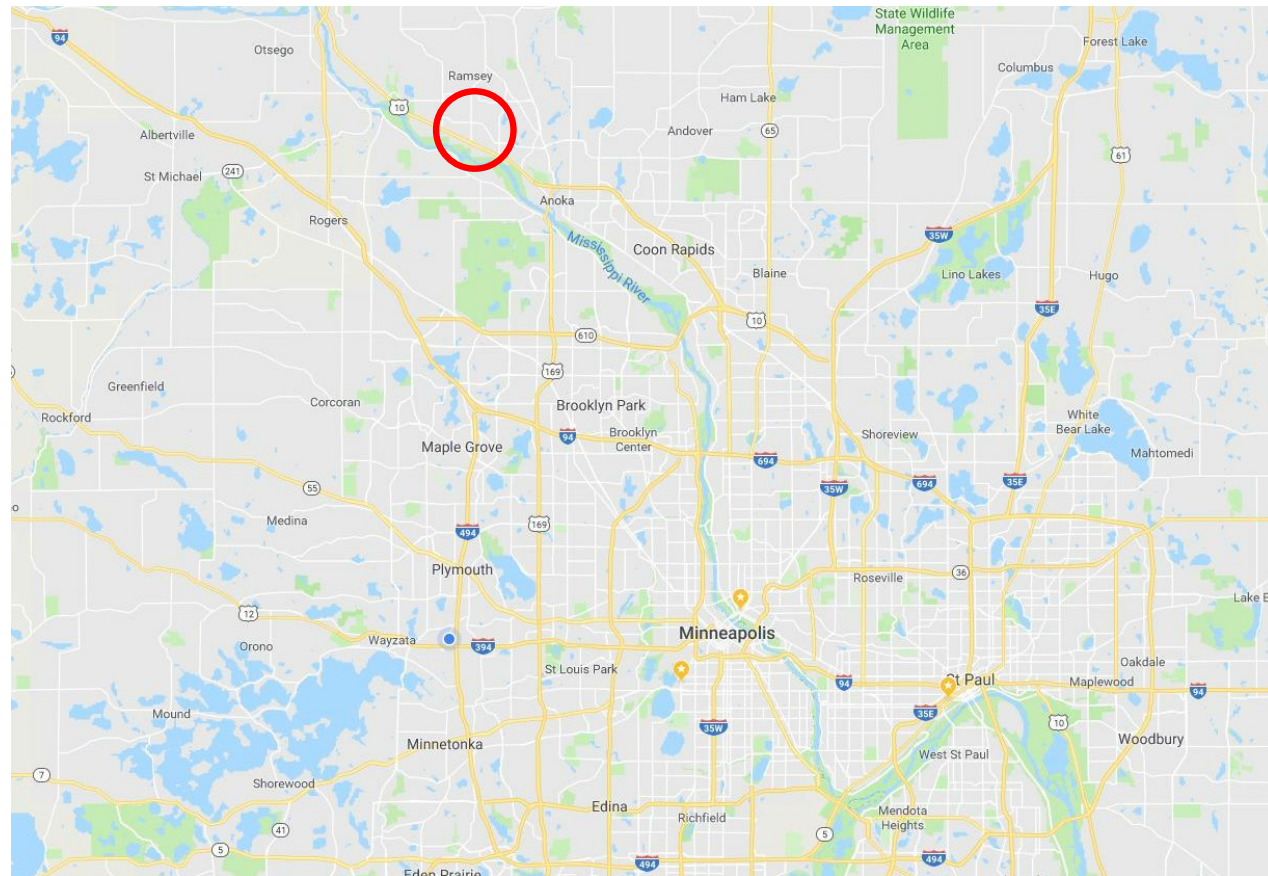
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LOCATION MAP



SITE SCHEM



PHASE 1

Building A. Hotel	77.500 SF
Surface Parking	132 stalls

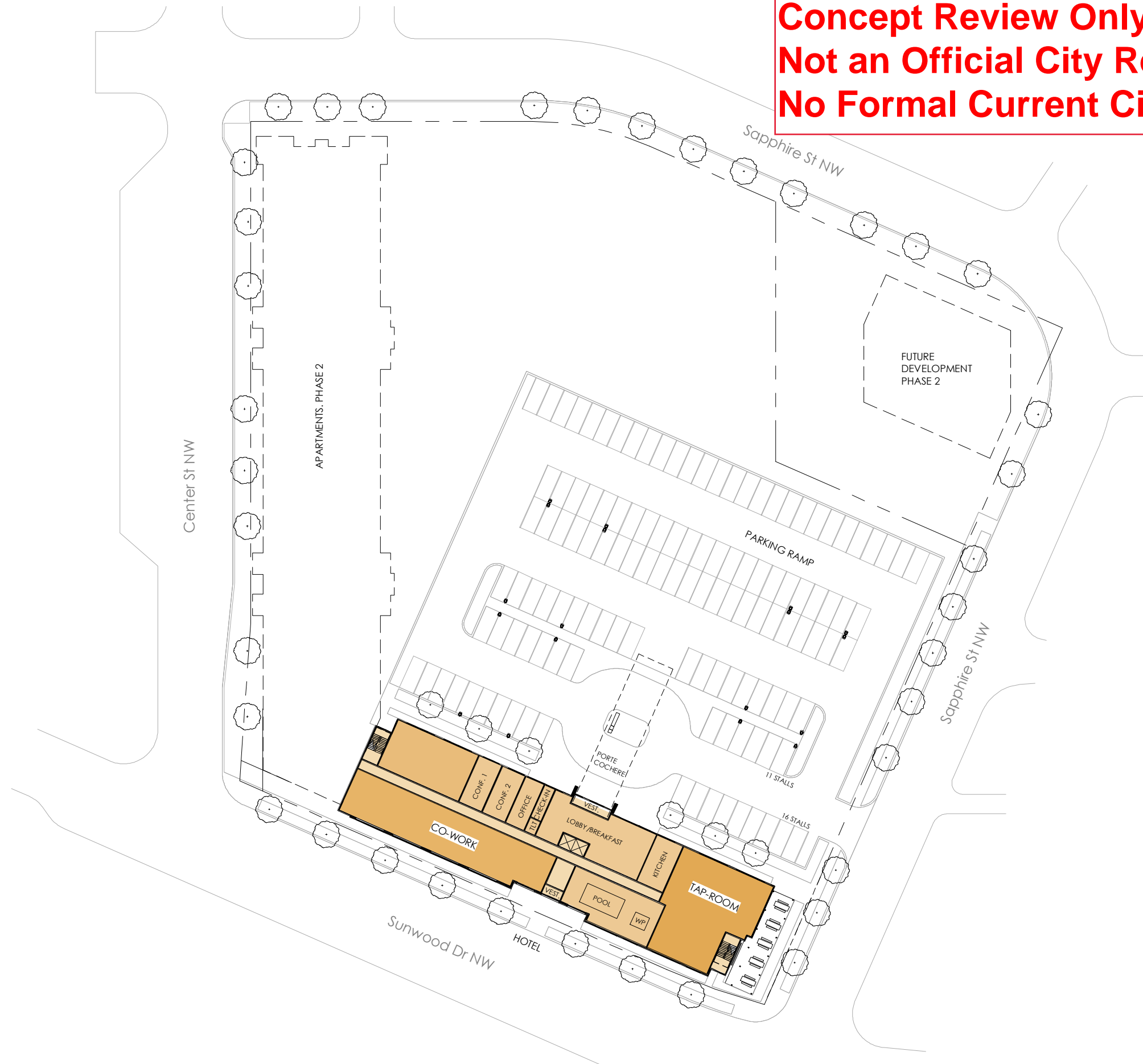
PHASE 2

Building B. Apartments	131.000 SF
Building C. Parking Ramp	260 stalls
Surface Parking	76 stalls

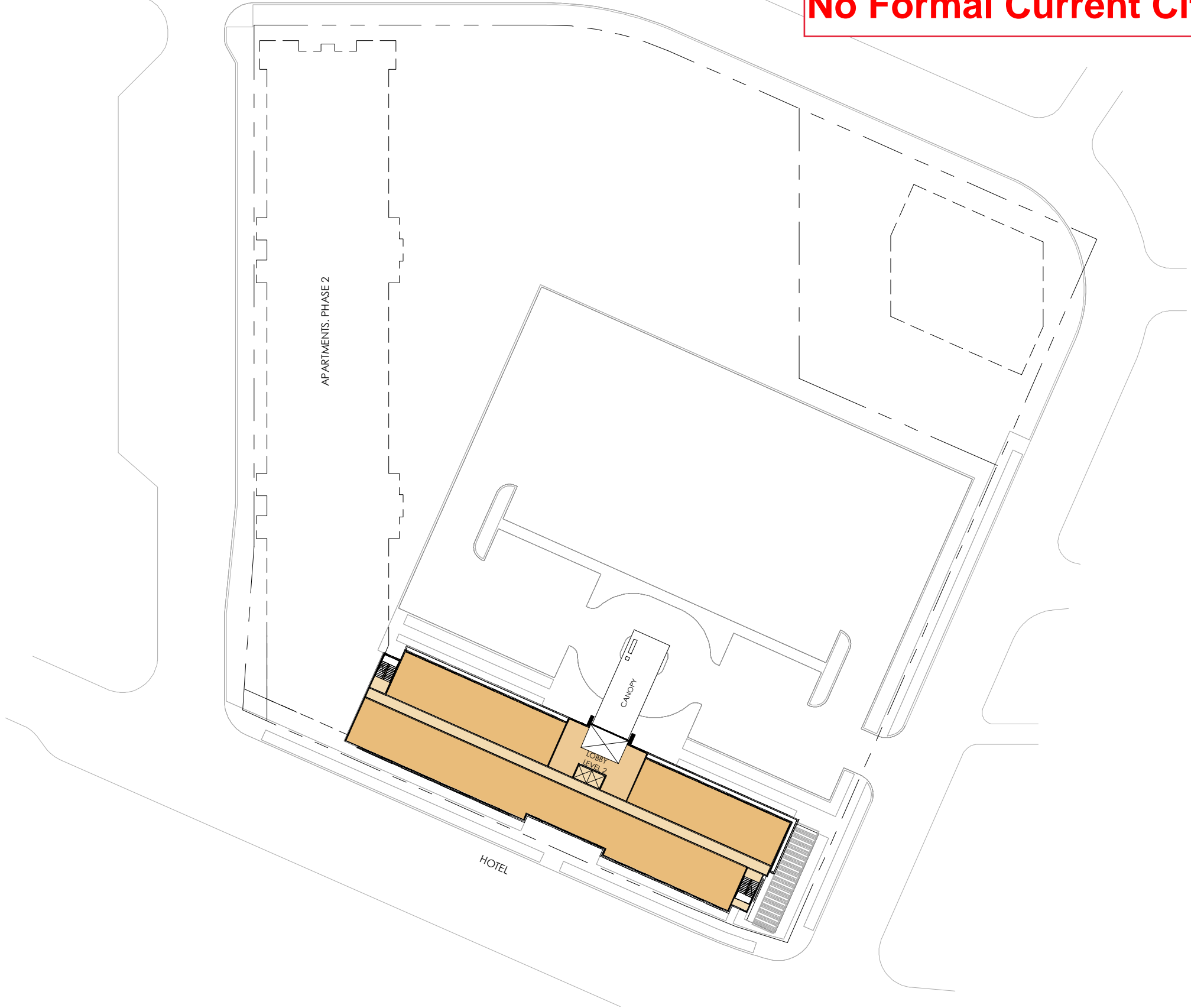
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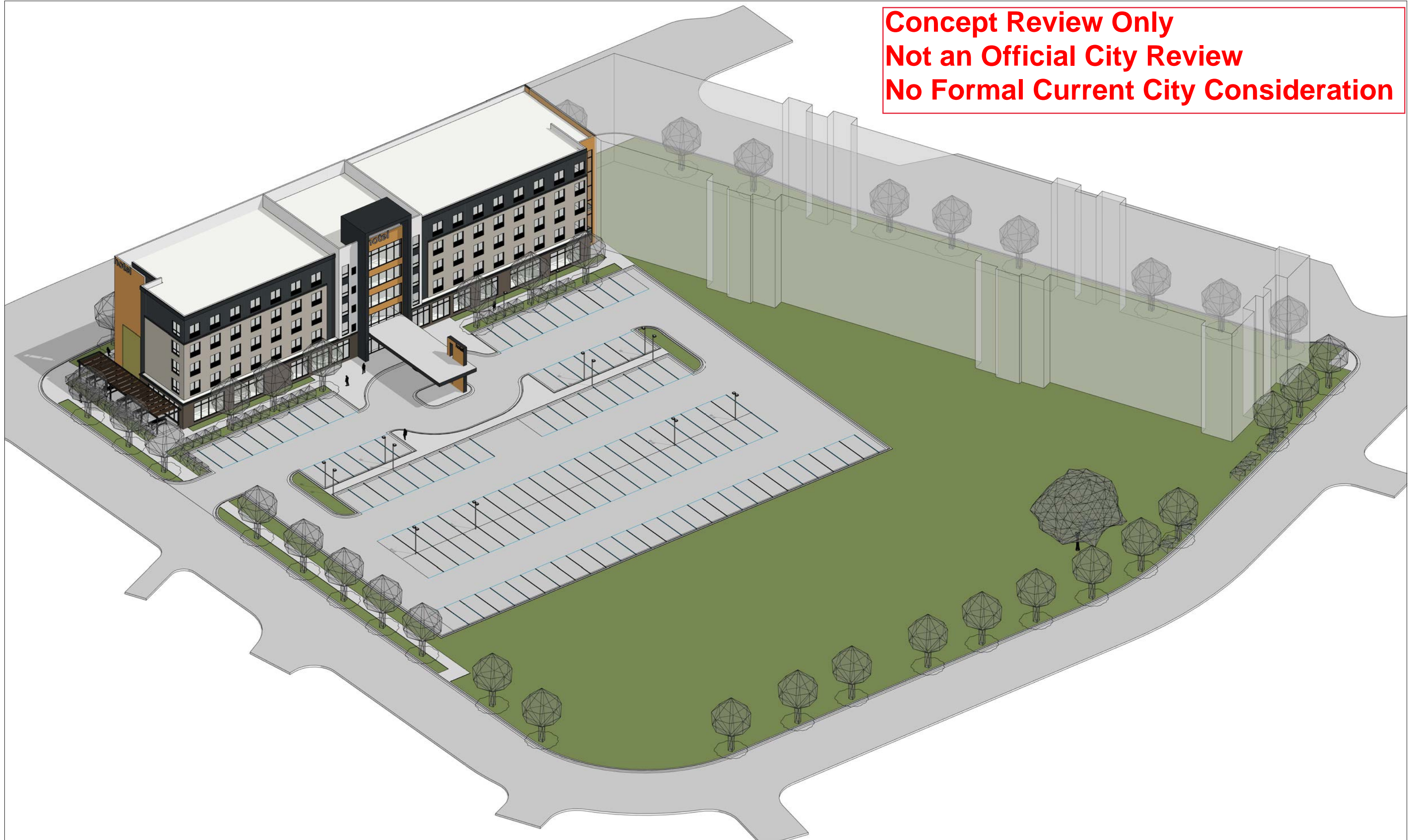
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PHASE 1. 3D SCHEME

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PHASE 1. PERSPECTIVE

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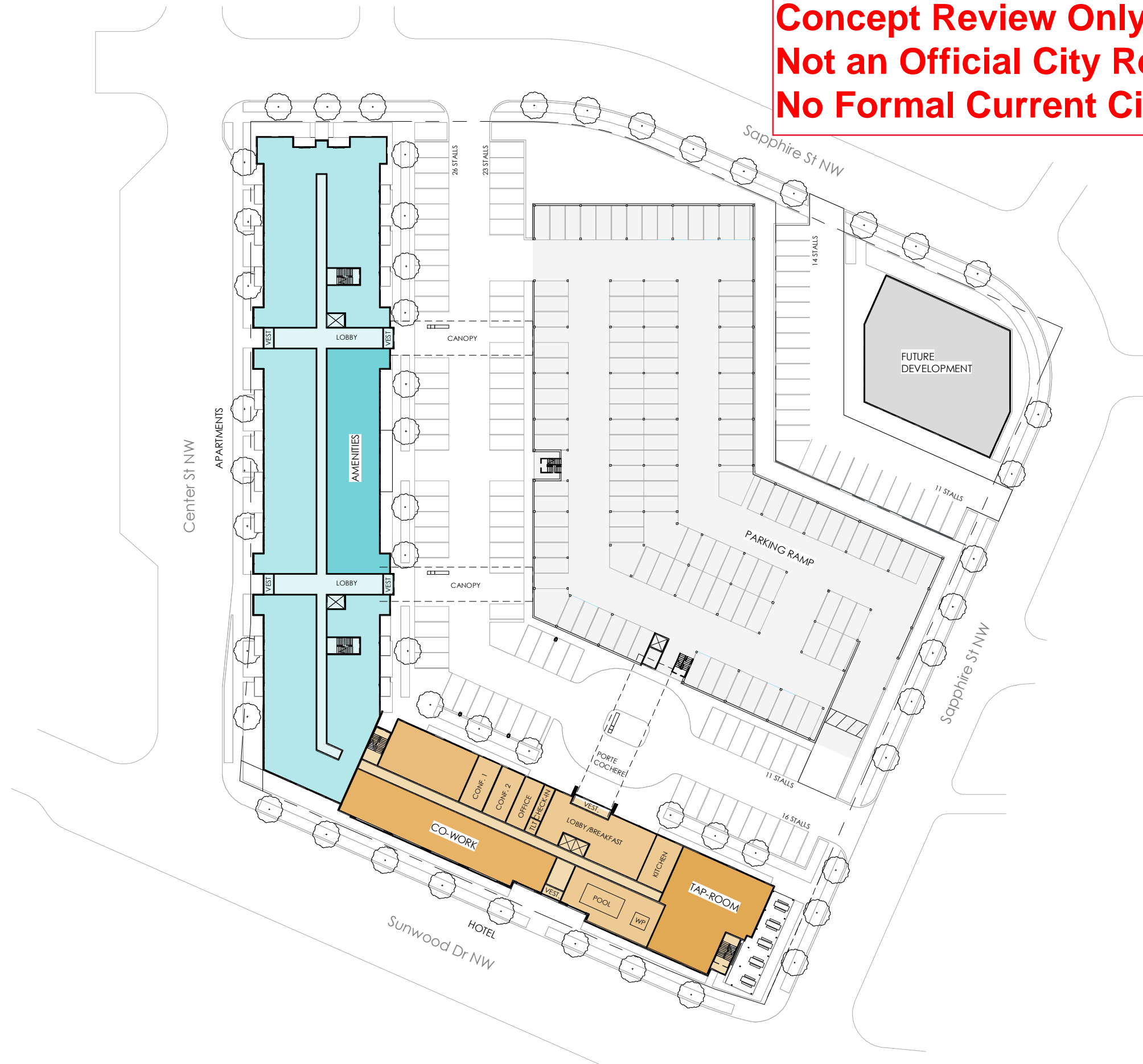
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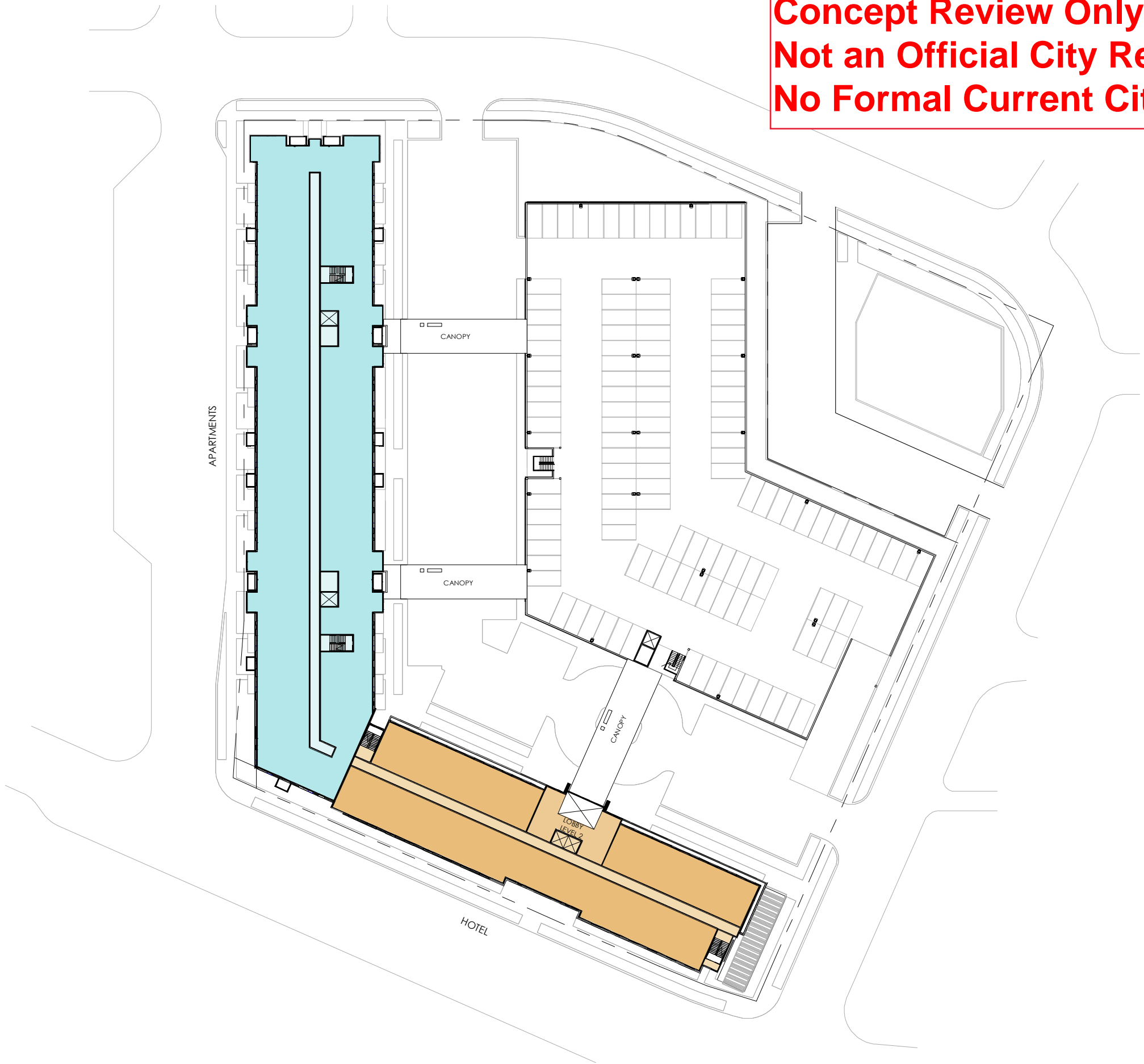
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PHASE 1. PERSPECTIVE

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PHASE 2. 3D SCHEME

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PHASE 2. PERSPECTIVE