

**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, February 11, 2021, at the Ramsey Municipal Center, 7550 Sunwood Drive NW, Ramsey, Minnesota.

Members Present:     Acting Chairperson Brian Burandt  
                              Member Scott Cords  
                              Member Ryan Heineman  
                              Member Chelsea Howell  
                              Member Chris Riley

Members Absent:     Chairperson Jim Steffen

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

**1.     CALL TO ORDER**

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

**4.     EDA BUSINESS**

**4.02:   Consider CBRE Real Estate Listing Agreement for City Owned Land**

Economic Development Manager Sullivan presented the staff report.

Brian Pankratz, CBRE, stated that during 2020 the retail and office markets basically shutdown as people worked their way through but the industrial and residential markets took off and continued to stay strong. He stated that heading into 2021 industrial and residential continue to stay strong but it appears that retail and office are starting to come back as well. He noted that in the past few months they received more calls related to the commercial and retail parcels within The COR than they did for the entire 2020 period. He noted that the additional residential construction that has occurred in Ramsey is beginning to show in the retail market demographics and increase interest in Ramsey. He stated that he also has a call later today from a national builder looking to construct owner occupied townhomes within The COR. He stated that the improvements at Armstrong and Highway 10 and the additional of Delta ModTech are additional benefits that retailers will look for. He stated that CBRE continues its marketing efforts on multiple platforms as well as cross selling. He explained that sometimes he receives a call from someone looking to develop in

another community, but they suggest Ramsey because the available sites would better fit their needs, noting that the business would perhaps have not considered Ramsey otherwise.

Member Riley referenced the comment related to the demographics of Ramsey and asked if there is anything the City can do to ensure that those demographics are updated as quickly as they could be.

Mr. Pankratz replied that retailers use different services to track that type of data and therefore he is unsure if there is a specific action the City could take to ensure all those systems are up to date. He commented that during the past five years he has seen changes in the demographics for Ramsey that have been beneficial in attracting development.

Member Riley stated that perhaps staff could make a note and follow up to determine if there are things the City, County or CBRE could be doing to update that information as soon as it can.

Mr. Pankratz stated that businesses also use traffic counts, noting that those counts are typically updated every few years. He used the example of Armstrong Boulevard and believed that traffic count has significantly dramatically since the completion of the interchange and noted that would help to attract retailers that look for drive-by traffic when selecting locations.

Economic Development Manager Sullivan provided background information on the systems the City uses to create its economic development report. He stated that the City could also complete additional traffic counts in the area. He did not feel that now would be the right time to provide an accurate count as some people continue to work from home because of COVID. He stated that CBRE also refreshes its marketing brochures every three to six months with the changing demographics. He stated that Ramsey is approaching 28,000 in population with a median income of \$95,000, which garners respect and interest from retailers and other businesses. He noted that Mr. Pankratz does a great job of focusing potential prospects on Ramsey. He believed that the City, with its partners of the County and CBRE, does an excellent job marketing itself.

Mr. Pankratz agreed that traffic patterns and counts will change in the coming year as more people return to work. He stated that within a three-mile radius of Armstrong and Bunker there is a median income of \$113,000 and that information would be used to market Parcel 46 within The COR.

Economic Development Manager Sullivan commented that he has a great relationship with Mr. Pankratz and believes the partnership to be beneficial to the City. He asked the EDA to support the one-year extension of the contract.

Member Cords asked the sense from the business community related to the construction challenges that Highway 10 could bring.

Mr. Pankratz stated that there is probably talk about it related to local distribution truck routes, but he is unsure that the larger business community understands the scope of the project through Anoka. He stated that once the Anoka portion of the project, it will help to increase the speed and flow of traffic with the removal of those stoplights. He stated that groups are beginning to see the

attraction to Ramsey and its workforce with the access to Highway 10, using the example of Delta ModTech and the recent concept proposal from Oppidan. He stated that he has not yet heard direct concerns related to the Highway 10 construction. He noted that when you figure in the entitlement process, plan development and construction, many businesses would not be opening until the backend of that project.

Economic Development Manager Sullivan stated that in the past year staff has met with many businesses to discuss potential impacts from Highway 10. He stated that retail and industrial sectors understand that there is something coming, that it could be painful for a time, but it is necessary and will provide a benefit in the end. He stated that he has not heard many comments from businesses concerned that this would kill their business. He noted that staff is working with an auto part retailer on the site adjacent to Casey's, noting that the business is aware of the project and that has not deterred their desire to come to Ramsey.

Member Heineman commented agreed that questions will arise related to the Highway 10 construction and noted that it will be helpful to have data driven facts available to respond with. He stated that while he would agree that gathering additional traffic counts during COVID may not provide accurate numbers, it could help if those numbers show favorably compared to other communities during that time.

Motion by Member Riley, seconded by Member Cords, to recommend to City Council to approve the Listing Agreement with CBRE from February 1, 2021 through January 31, 2022 as presented.

A roll call vote was performed:

Member Riley	aye
Member Cords	aye
Member Heineman	aye
Member Howell	aye
Acting Chairperson Burandt	aye

Motion carried.