

**City of Ramsey**  
**Agenda**  
**Economic Development Authority (EDA)**  
**Thursday, March 11, 2021**  
**7:30 am**  
**Council Chambers, 7550 Sunwood Drive NW**

This meeting is being held in accordance with Minnesota Statutes 13D.021. Due to the COVID-19 Pandemic, it is not practical and prudent for all members of this board to attend in person. Current Minnesota law requires certain social distancing standards that impacts the capacity of the Council Chambers. For those at highest risk, it is advised to isolate themselves from the general public. For these reasons, it is not practical and prudent to have this meeting exclusively in person. Members of the public are welcome to attend in person or remotely.

Remote Attendance available at [www.cityoframsey.com/meetings](http://www.cityoframsey.com/meetings). To maximize social distancing due to the COVID-19 Pandemic, those that can join remotely are encouraged to do so. Those joining remotely and requesting to speak are asked to use a webcam when speaking.

1. **Call to Order**
2. **Approve Agenda**
3. **Consent Agenda**
  1. Approve Meeting Minutes for February 11, 2021
  2. Receive Update on Bunker Lake Boulevard Improvement Project
4. **EDA Business**
  1. Consider Updates to City Pricing Strategy for City Owned Land (portions of meeting may be closed to the public)
  2. Select 2021 Business of the Year
  3. Discussion about 2021 EDA Events
5. **Member/Staff Input**
6. **Adjournment**

**Economic Development Authority (EDA)**

**3. 1.**

**Meeting Date:** 03/11/2021

**By:** Wendy Schlueter, Community  
Development

---

**Title:**

Approve Meeting Minutes for February 11, 2021

**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:**

Approval of February 11, 2021 meeting minutes

**Action:**

Motion to approve February 11, 2021 EDA meeting minutes.

---

**Attachments**

February 11 2021 EDA Minutes

---

**Form Review**

<b>Inbox</b>	<b>Reviewed By</b>	<b>Date</b>
Sean Sullivan	Sean Sullivan	02/17/2021 01:04 PM
Tim Gladhill	Sean Sullivan	02/23/2021 08:16 AM
Sean Sullivan	Sean Sullivan	02/23/2021 10:13 AM
Tim Gladhill	Tim Gladhill	03/03/2021 10:03 AM
Form Started By: Wendy Schlueter		Started On: 02/17/2021 12:18 PM
Final Approval Date: 03/03/2021		

**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 Chelsee Howell  
                          Member Chris Riley

Members Absent:     Chairperson Jim Steffen

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

**1.     CALL TO ORDER**

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

**2.     APPROVE AGENDA**

Motion by Member Cords, seconded by Member Heineman, to approve the agenda.

Motion carried. Voting Yes: Acting Chairperson Burandt, Members Cords, Heineman, Howell, and Riley. Voting No: None. Absent: Chairperson Steffen.

**3.     APPROVE MINUTES**

**3.01:   Approve Meeting Minutes Dated January 14, 2021**

Motion by Member Riley, seconded by Member Heineman, to approve the January 14, 2021, minutes as presented.

Motion carried. Voting Yes: Acting Chairperson Burandt, Members Riley, Heineman, Cords and Howell. Voting No: None. Absent: Chairperson Steffen.

Economic Development Manager Sullivan alerted the group that Member Howell is participating virtually and therefore motions going forward should be taken in a roll call format.

**4. EDA BUSINESS**

**4.01: Consider Renewal of Anoka County Regional Economic Development Partnership (ACRED)**

Economic Development Manager Sullivan presented the staff report.

Jacqueline Hajder, ACRED, stated that the contract is year to year and therefore the City has the option whether it wants to continue participating each year. She stated that the MOU is the five-year document. She stated that all 21 communities in Anoka County contribute towards the program based on their size. She noted that her work with the communities is driven by the needs of each community. She provided background information on the different subcommittees and the tasks that those groups focus their efforts on. She noted that members from the cities participate on either subcommittees or the Executive Committee. She stated that within the case was the year report, recognizing that efforts shifted during 2020 because of the challenges of COVID. She noted that the in-person events were held virtually, and those budget funds were then used for other purposes such as the marketing video for Anoka County. She stated that they also coordinated information related to COVID and possible grant and CARES Act Fund dollars available to communities and businesses. She provided additional information on the partnership with the Minnesota Real Estate Journal and the promotion efforts they complete for the Anoka County. She also provided information on other coordinated efforts she facilitated between the cities and the highway department and other County departments. She stated that there are still planned events for the second part of 2021, and they will continue to plan accordingly to restrictions at that time. She noted that the other efforts will continue in terms of marketing, promotion and providing direction to businesses related to COVID relief. She reviewed different elements included in the budget for 2021.

Member Riley commented that staff believes this is a good relationship and the MNCAR access is beneficial to the City for its City owned parcels that are not marketed through CBRE; therefore, he believes this to be a good partnership.

Motion by Member Cords, seconded by Member Heineman, to recommend to City Council to participate in the Anoka County Economic Development Partnership (ACRED) and to approve of the \$1,506 continued contribution to the partnership.

A roll call vote was performed:

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

Motion carried.

#### **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 addition 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 dramatically increased 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.

#### **4.03: Receive Comments on Concept Level Layout Review for Anoka County's Interim Improvements Proposed to Bunker Lake Boulevard/County Road 116**

City Engineer Westby presented the staff report.

Acting Chairperson Burandt asked if these modifications would be temporary to be in place with the Highway 10 construction or intended to be permanent.

City Engineer Westby replied that ultimately the improvements would be permanent and likely more restrictive than shown in the interim design.

Acting Chairperson Burandt commented that he has lived and worked in Ramsey for over 20 years and stated that he can tell that traffic on Highway 10 is bad because of the impact it has on Bunker Lake Boulevard and Sunwood. He stated that people will find Bunker Lake Boulevard as an alternative for Highway 10. He stated that there will be challenges to businesses and encouraged staff to reach out to those businesses and make them part of the discussion sooner rather than later.

Member Cords asked and received confirmation that the bypass lane would be intended for left-hand turns which would allow through traffic to continue to flow. He asked if the flow of small vehicles and large commercial trucks is for the Altron site and what impact this would have on the shipping for that business.

City Engineer Westby replied that those are great questions and are the same questions and concerns that staff and the Council have. He stated that staff made the comment one month ago that the County needs to consider those concerns and have discussions with those businesses. He stated that the County has had discussion with All Seasons but is unsure if the County has met with additional businesses.

Economic Development Manager Sullivan stated that staff is asking for some comments from the EDA and asked if there are key components that the EDA want to ensure are conveyed to the County. He stated that it sounds like the County is in discussion with Altron and has had conversations with All Seasons. He stated that perhaps the EDA would want to ask the County how it intends to communicate with those businesses in a timely manner. He recognized that the City is not the lead agency and therefore staff does not want to overstep boundaries but also wants to ensure that the businesses are involved and there is discussion as to possible mitigation efforts that could be incorporated.

Member Heineman asked if part of the driver in these improvements is the anticipated traffic increase that will travel this route during the Highway 10 project.

City Engineer Westby confirmed that MnDOT anticipates that traffic counts will double in this area during the Highway 10 project.

Member Heineman commented that this would seem to be a proposed permanent solution to a temporary problem.

City Engineer Westby confirmed that Anoka County is proposing interim improvements in attempt to accommodate the additional traffic and capacity and improve safety during that period. He stated that at the same time the County is ensuring that the improvements would last for 10 to 20 years and delay the need to make large improvements, which would be proposed at a later date.

Member Heineman commented that businesses are in their locations for the long haul and therefore it would not seem wise to make improvements that would impact their traffic flow for the long-term when these improvements are only needed for a temporary basis to alleviate traffic during the Highway 10 construction. He did not support these becoming permanent improvements.

Member Cords commented that he recently attended a funeral and there was only one access to the building which required him to make three U-turns in order to find that access. He stated that he would not want to see that type of action needed for large trucks with trailers attempting to access businesses. He agreed that the permanence of these improvements should be limited.

Member Heineman stated that perhaps a compromise could be reached designating primary shipping times during non-peak traffic times in order to mitigate some of the industrial traffic flow.

Member Riley commented that this topic is appropriate for the EDA because these changes impact many businesses. He stated that Connexus, the largest employer in Ramsey already had its access limited on Ramsey Boulevard and this action would further limit the access on Bunker Lake Boulevard. He commented that there is a City Council resolution suggesting strengthened language against certain improvements relating to medians and limiting traffic movements. He recognized that these improvements are necessary to support the traffic during the Highway 10 project but noted that the EDA could make additional comments related to the potential business impacts.

Deputy City Administrator Gladhill noted that the EDA could choose to support the resolution adopted by the City Council.

Motion by Member Heineman, seconded by Member Cords, to support the resolution adopted by the City Council outlining the strong concerns with the proposed project.

A roll call vote was performed:

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

Motion carried.

**4.04: Consider Participation in Riverdale Drive Reconstruction Project: Dolomite Street Removal/Lot Configuration**

Economic Development Manager Sullivan presented the staff report.

Member Cords asked if this would count towards any funding the City would be required to contribute to Highway 10 updates.

Deputy City Administrator Gladhill commented that is generally the intent of the City but cannot confirm that with certainty.

Member Heineman asked what type of business may desire a location that close to the highway without direct access.

Economic Development Manager Sullivan stated that Highway 10 exposure cannot be underestimated. He provided examples of different destination businesses that have looked at this site, noting that the site could work for a number of different uses. He stated that visibility from Highway 10 is important for many businesses. He stated that the triangular shaped lot and issue of storm water has hurt the marketability of the site and therefore making the site square would make it more desirable.

Motion by Member Cords, seconded by Member Heineman, to recommend to City Council to authorize the Dolomite Street Removal and to allocate \$50,000 from the EDA cash balance to fund the City portion of the project.

A roll call vote was performed:

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

Motion carried.

**5. MEMBER / STAFF UPDATE**

Deputy City Administrator Gladhill advised of the Highway 10 Open House meeting which will be held virtually one week from today. He stated that attendees will need to RSVP and receive an individual link to participate.

**6. ADJOURNMENT**

The regular meeting of the Economic Development Authority adjourned at 8:51 a.m.

Respectfully submitted,

---

Sean Sullivan  
Economic Development Manager

ATTEST:

---

Wendy Schlueter  
Economic Development Administrative Assistant

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

Meeting Date: 03/11/2021

Submitted For: Sean Sullivan, Community Development

By: Sean Sullivan, Community Development

---

**Title:**

Receive Update on Bunker Lake Boulevard Improvement Project

**Purpose/Background:**

The purpose of this case is to provide an information update relating to the proposed Bunker Lake Boulevard improvement project. Anoka County revised the attached concept level layout to address the City's concerns as communicated by the Ramsey City Council through attached Resolution #20-043, which was supported by the City's Economic Development Authority.

Below is a summary of the revisions incorporated into this layout from the original layout presented to the City Council. With the exception of Basalt Street and ALTRON's driveway, Anoka County generally addressed all of the City's comments.

- Limonite Street – Revised Plans remove pork chop island and median island constructed of tube delineators to allow full movement of traffic through the intersection. However, Anoka County plans to monitor traffic and will install pork chop and median island tube delineators if needed during single lane operations on Highway 10.
- Connexus Energy driveway – Revised Plans remove raised concrete pork chop island and median tube delineators to allow full movement of traffic at their driveway. However, Anoka County plans to monitor traffic and will install median tube delineators if needed during single lane operations on Highway 10.
- Sunwood Drive – Multiple options are being explored at this intersection.
  - Option 1 (as currently shown in the base layout) requires no widening of Sunwood Drive.
  - Option 2 would construct a dedicated left lane, a dedicated through lane and dedicated right turn lane would be constructed on Sunwood Drive, which would require widening both legs of Sunwood Drive at the City's expense. Anoka County is estimating costs for this option for the City to use in determining if the benefits. Additionally, this option is exploring allowing vehicles to turn right onto eastbound Bunker Lake Boulevard when the light is red for eastbound Sunwood Drive. More discussion to ensue on this topic.
- 143rd Avenue – The revised plans remove raised median island and pork chop islands and added protected left turn lanes on Bunker Lake Boulevard to allow full movement of traffic through the intersection.
- ALTRON – This driveway is proposed as a right in, right out only. However, Anoka County said they would contact ALTRON and inquire if an access onto 143<sup>rd</sup> Avenue would be acceptable in lieu continuing to allow left turns from westbound Bunker Lake Boulevard. Staff has not heard of any response from ALTRON at this point.
- Basalt Street – The revised plans remove raised concrete pork chop islands but retained the raised concrete median island to prevent left turns to/from Bunker Lake Boulevard. This should have minimal impacts on businesses along Basalt Street, but Anoka County said they would contact these businesses to discuss the proposed modifications and obtain feedback.
- Azurite Street – Full access remains with new dedicated left turn lane from westbound Bunker Lake Boulevard to Azurite Street.

Anoka County plans to post an electronic open house on their web site the week of March 8th and is mailing invitations to local businesses as well as to Ramsey City Council members.

**Notification:**

N/A

**Observations/Alternatives:**

This is an information item. Staff is not asking for EDA Action.

**Funding Source:**

N/A

**Recommendation:**

None.

**Action:**

This is an information item. Staff is not asking for EDA Action.

---

---

**Attachments**

Resolution #21-044 CC Comments for B L Blvd Project

Revised B L Blvd Layout

---

---

**Form Review**

<b>Inbox</b>	<b>Reviewed By</b>	<b>Date</b>
Sean Sullivan (Originator)	Sean Sullivan	03/02/2021 10:19 AM
Tim Gladhill	Tim Gladhill	03/03/2021 09:53 AM
Sean Sullivan (Originator)	Sean Sullivan	03/03/2021 10:19 AM
Tim Gladhill	Tim Gladhill	03/03/2021 10:22 AM
Bruce Westby	Bruce Westby	03/04/2021 09:35 AM
Kurt Ulrich	Kurt Ulrich	03/04/2021 02:22 PM
Tim Gladhill	Tim Gladhill	03/04/2021 03:38 PM
Form Started By: Sean Sullivan		Started On: 03/02/2021 09:59 AM
Final Approval Date: 03/04/2021		

Councilmember Riley introduced the following resolution and moved for its adoption:

**RESOLUTION #21-044**

**RESOLUTION ADOPTING CONCEPT LEVEL LAYOUT REVIEW COMMENTS ON ANOKA COUNTY'S INTERIM IMPROVEMENTS PROPOSED TO BUNKER LAKE BOULEVARD/COUNTY ROAD 116**

**WHEREAS**, a Joint Powers Agreement (JPA) was entered into on April 12, 2005, by and between the County of Anoka and the City of Ramsey defining various public works improvements required to support development of Ramsey Town Center (now The COR), along with the required processes and cost-shares associated with the improvements; and

**WHEREAS**, the JPA specifies that the City of Ramsey is responsible for ultimately expanding Bunker Lake Boulevard/CR 116 between Armstrong Boulevard/CSAH 83 and Ramsey Boulevard/CSAH 56 to a four-lane divided highway with turn lanes, and for constructing signal systems at Center Street and Sunwood Drive; and

**WHEREAS**, Anoka County proposes to construct interim improvements to Bunker Lake Boulevard/CR 116 between Armstrong Boulevard/CSAH 83 and Sunfish Lake Boulevard/CSAH 57 to accommodate the safe and efficient movement of traffic during the construction of proposed improvements to Highway 10 through the cities of Anoka and Ramsey from 2022 through 2025; and

**WHEREAS**, Anoka County has prepared a concept level layout for the proposed interim improvements and has requested formal comments from the City of Ramsey on the concept level layout with a revised date of February 2, 2021; and

**WHEREAS**, the City of Ramsey and Anoka County desire to work cooperatively to accommodate the safe and efficient movement of traffic on Bunker Lake Boulevard/CR 116 between Armstrong Boulevard/CSAH 83 and Sunfish Lake Boulevard/CSAH 57 during the construction of proposed improvements to Highway 10 through the cities of Anoka and Ramsey from 2022 through 2025.

**NOW THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF RAMSEY, ANOKA COUNTY, STATE OF MINNESOTA:**

- 1) That the City of Ramsey offers the following comments on Anoka County's concept level layout for proposed interim improvements to Bunker Lake Boulevard/CR 116 between Armstrong Boulevard/CSAH 83 and Sunfish Lake Boulevard/CSAH 57 with a revised date of February 2, 2021.
  - a. The City of Ramsey supports the turn lane improvements proposed between Armstrong Boulevard/CSAH 83 and Ramsey Boulevard/CSAH 56 due to the direct benefit to local traffic.

- b. The City of Ramsey strongly opposes the temporary access restrictions proposed at Limonite Street due to concerns with added traffic on 147<sup>th</sup> Avenue and Hematite Street due to the numerous drivers wanting to access eastbound Bunker Lake Boulevard from the residential neighborhood.
- c. The City of Ramsey has concerns with the temporary signal system proposed at the intersection of Bunker Lake Boulevard and Sunwood Drive as this will prevent the City from constructing dedicated turn lanes on Sunwood Drive given that the improvements will only be temporary and will be thrown away when the permanent signal is installed in the future.
- d. The City of Ramsey strongly opposes the permanent access restrictions proposed between Sunwood Drive and Sunfish Lake Boulevard due to anticipated negative impacts to numerous local businesses.
- e. The City of Ramsey respectfully requests that Anoka County assist the City in constructing watermain improvements under and along Bunker Lake Boulevard in conjunction with the interim Bunker Lake Boulevard improvements as required to support the City's proposed water treatment plant.
- f. The City of Ramsey respectfully requests that these comments be carefully considered and addressed, and that revised layouts/plans continue to be submitted for ongoing review and comment by the City of Ramsey through final plans.

The motion for the adoption of the foregoing resolution was duly seconded by Councilmember Specht and upon vote being taken thereon, the following voted in favor thereof:

Mayor Kuzma  
Councilmember Riley  
Councilmember Specht  
Councilmember Howell  
Councilmember Musgrove  
Councilmember Woestehoff

and the following voted against the same:

None


and the following abstained:

None


and the following were absent:

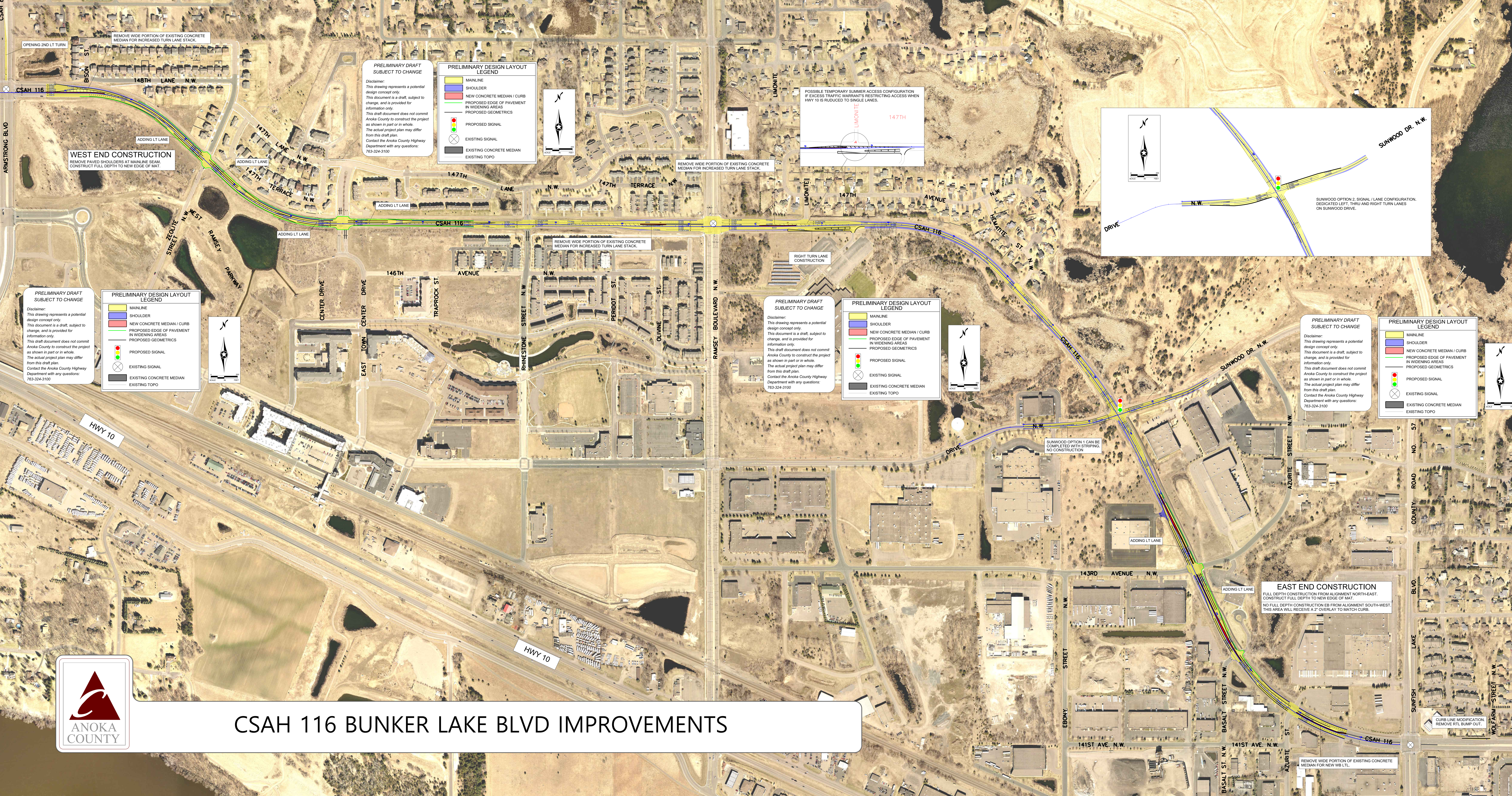
Existing Vacancy

Whereupon said resolution was declared duly passed and adopted by the Ramsey City Council this the 8th day of February, 2021.

  
\_\_\_\_\_  
Mayor

**ATTEST:**

  
\_\_\_\_\_  
City Clerk



**PRELIMINARY DRAFT SUBJECT TO CHANGE**

*Disclaimer:*  
This drawing represents a potential design concept only. This document is a draft, subject to change, and is provided for information only. This draft document does not commit Anoka County to construct the project as shown in part or in whole. The actual project plan may differ from this draft plan. Contact the Anoka County Highway Department with any questions: 763-324-3100

- PRELIMINARY DESIGN LAYOUT LEGEND**
- MAINLINE
  - SHOULDER
  - NEW CONCRETE MEDIAN / CURB IN WIDENING AREAS
  - PROPOSED EDGE OF PAVEMENT IN WIDENING AREAS
  - PROPOSED GEOMETRICS
  - PROPOSED SIGNAL
  - EXISTING SIGNAL
  - EXISTING CONCRETE MEDIAN
  - EXISTING TOPO

**POSSIBLE TEMPORARY SUMMER ACCESS CONFIGURATION IF EXCESS TRAFFIC WARRANTS RESTRICTING ACCESS WHEN HWY 10 IS REDUCED TO SINGLE LANES.**

**SUNWOOD OPTION 2, SIGNAL / LANE CONFIGURATION. DEDICATED LEFT, THRU AND RIGHT TURN LANES ON SUNWOOD DRIVE.**

**PRELIMINARY DRAFT SUBJECT TO CHANGE**

*Disclaimer:*  
This drawing represents a potential design concept only. This document is a draft, subject to change, and is provided for information only. This draft document does not commit Anoka County to construct the project as shown in part or in whole. The actual project plan may differ from this draft plan. Contact the Anoka County Highway Department with any questions: 763-324-3100

- PRELIMINARY DESIGN LAYOUT LEGEND**
- MAINLINE
  - SHOULDER
  - NEW CONCRETE MEDIAN / CURB
  - PROPOSED EDGE OF PAVEMENT IN WIDENING AREAS
  - PROPOSED GEOMETRICS
  - PROPOSED SIGNAL
  - EXISTING SIGNAL
  - EXISTING CONCRETE MEDIAN
  - EXISTING TOPO

**PRELIMINARY DRAFT SUBJECT TO CHANGE**

*Disclaimer:*  
This drawing represents a potential design concept only. This document is a draft, subject to change, and is provided for information only. This draft document does not commit Anoka County to construct the project as shown in part or in whole. The actual project plan may differ from this draft plan. Contact the Anoka County Highway Department with any questions: 763-324-3100

- PRELIMINARY DESIGN LAYOUT LEGEND**
- MAINLINE
  - SHOULDER
  - NEW CONCRETE MEDIAN / CURB
  - PROPOSED EDGE OF PAVEMENT IN WIDENING AREAS
  - PROPOSED GEOMETRICS
  - PROPOSED SIGNAL
  - EXISTING SIGNAL
  - EXISTING CONCRETE MEDIAN
  - EXISTING TOPO

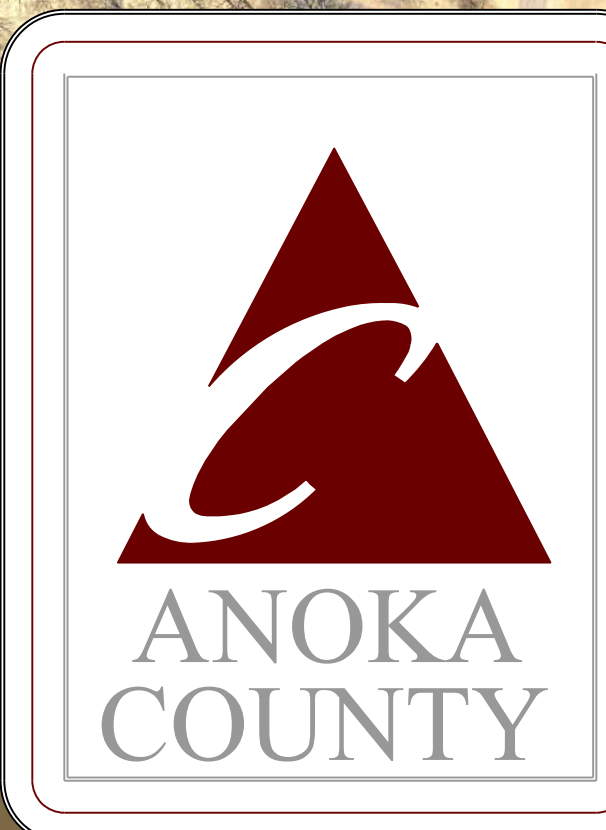
**PRELIMINARY DRAFT SUBJECT TO CHANGE**

*Disclaimer:*  
This drawing represents a potential design concept only. This document is a draft, subject to change, and is provided for information only. This draft document does not commit Anoka County to construct the project as shown in part or in whole. The actual project plan may differ from this draft plan. Contact the Anoka County Highway Department with any questions: 763-324-3100

- PRELIMINARY DESIGN LAYOUT LEGEND**
- MAINLINE
  - SHOULDER
  - NEW CONCRETE MEDIAN / CURB
  - PROPOSED EDGE OF PAVEMENT IN WIDENING AREAS
  - PROPOSED GEOMETRICS
  - PROPOSED SIGNAL
  - EXISTING SIGNAL
  - EXISTING CONCRETE MEDIAN
  - EXISTING TOPO

**SUNWOOD OPTION 1 CAN BE COMPLETED WITH STRIPING, NO CONSTRUCTION**

**EAST END CONSTRUCTION**  
FULL DEPTH CONSTRUCTION FROM ALIGNMENT NORTH-EAST. CONSTRUCT FULL DEPTH TO NEW EDGE OF MAT.  
NO FULL DEPTH CONSTRUCTION EB FROM ALIGNMENT SOUTH-WEST. THIS AREA WILL RECEIVE A 2" OVERLAY TO MATCH CURB.



# CSAH 116 BUNKER LAKE BLVD IMPROVEMENTS

REMOVE WIDE PORTION OF EXISTING CONCRETE MEDIAN FOR NEW WB LTL.

**Economic Development Authority (EDA)**

**4. 1.**

**Meeting Date:** 03/11/2021

**Submitted For:** Sean Sullivan, Community Development

**By:** Sean Sullivan, Community Development

---

**Title:**

Consider Updates to City Pricing Strategy for City Owned Land (portions of meeting may be closed to the public)

**Purpose/Background:**

The purpose of this case is to discuss the pricing strategy of City owned land. Staff feels it is important to to update land listing and pricing from time to time to ensure that the City has pricing that will attract development interest in the city. Upon consultation with Brian Pankratz from CBRE, Staff would like to bring pricing strategy to the EDA for discussion.

The City acquired land in the COR in 2009 for \$6,764,429. To date the City has sold land in the COR and has received \$5,662,482 in gross land proceeds. In addition to land cost, there are also several other costs built into the current pricing strategy:

1. [Primary] Repay internal loans from the Sewer and Water Fund that were used for a portion of the purchase
2. Park Improvements
3. Public Improvements such as roads and utilities
4. Parking Ramp - First Phase Construction
5. Northstar Commuter Rail - Ramsey Station
6. Administration Overhead and Marketing.

These expenses are eligible for reimbursement through land proceeds as well as Tax Increment Financing (TIF) District #14. It should be noted that park improvements are not eligible to be reimbursed through tax increment and must be funded through land proceeds. The attached Policy for Land Proceeds Reimbursement provides additional detail.

**Notification:**

N/A

**Observations/Alternatives:**

Upon conclusion of pricing strategy discussion the with the EDA, a recommendation should be made to the City Council for consideration:

**Alternatives include:**

- 1) Recommend changes to City owned property pricing strategy.
- 2) Recommend no changes to City owned pricing strategy.

**Funding Source:**

This case is being handled under normal staff duties.

**Recommendation:**

Based on discussion

**Action:**

Motion to recommend to City Council to change/not change pricing strategy for City owned property.

---

## Attachments

### Policy for Land Proceeds

---

#### Form Review

**Inbox**

Sean Sullivan (Originator)  
Tim Gladhill  
Kurt Ulrich  
Tim Gladhill  
Form Started By: Sean Sullivan  
Final Approval Date: 03/04/2021

**Reviewed By**

Sean Sullivan  
Tim Gladhill  
Kurt Ulrich  
Tim Gladhill

**Date**

03/01/2021 06:50 PM  
03/03/2021 10:11 AM  
03/04/2021 02:28 PM  
03/04/2021 03:38 PM  
Started On: 02/26/2021 03:10 PM

## **POLICY FOR THE REIMBURSEMENT OF CITY FUNDS WITH LAND PROCEEDS AND TAX INCREMENT FOR TIF AREA #14 (COR)**

### **SECTION I: PURPOSE**

- To reimburse city for initial land purchase of the COR area in 2009
- To reimburse city for two internal loans that were established to purchase land – Water Fund and Sewer Fund. Initial principal of each loan was \$2,334,394 with a 2% interest rate
- To reimburse city for all other expenses incurred in the COR area: Public Improvements, Parking Ramp, Transit Station, Roads (Including Armstrong Interchange and County Road #116), Administration and Marketing

### **SECTION II: POLICY STATEMENT**

It is the intent of the City of Ramsey to recoup all of the city funds that have been expended to purchase and develop the COR area. The city will use land proceeds from the COR area and future tax increment from Tax Increment District No. 14 to pay itself back.

### **SECTION III: PROCESS**

- **Distribution of Land Proceeds. The following will be administered sequentially as proceeds are received:**
  1. When land proceeds are received from the sale of lots in the COR area, the proceeds will first be applied against the reduction of the outstanding internal loans of the water and sewer funds and their respective interest rates.
  2. After the Water and Sewer loans have been paid in full, land proceeds generated in the COR area will next be applied

against park obligations as park improvements are non-TIF eligible. Park Trust Fund will be the benefitting fund.

3. After steps 1 and 2 above have been paid in full, additional land proceeds generated will pay back the city HRA (other designated City Fund if HRA dissolved) for any expended funds related to non-TIF eligible items such as administrative expenses and marketing.
  
4. After steps 1, 2 and 3 above have been paid in full, additional land proceeds will be distributed to the respective city funds per percentages outlined below:

City Funds Expended:		Percentage of Total costs
COR Revolving-Future Armstrong & CR #116	\$ 10,000,000	29.44%
EDA	\$ 600,000	1.77%
Equipment Revolving Fund	\$ 1,132,686	3.33%
Landfill Trust Fund	\$ 256,638	0.76%
MSA	\$ 8,498,931	25.02%
Public Improvement Revolving (PIR)	\$ 1,031,579	3.04%
Stormwater Management	\$ 200,000	0.59%
Stormwater Utility	\$ 381,882	1.12%
Street Light Utility	\$ 112,000	0.33%
TIF 1	\$ 2,183,728	6.43%
TIF 2	\$ 6,921,287	20.37%
TIF 4	\$ 2,255,015	6.64%
Water Fund	\$ 396,146	1.17%
Total	\$ 33,969,892	100.00%

- **Distribution of Tax Increment Funds. The following will be administered sequentially as funds are received:**

1. When Tax Increment Funds are received from the County, any increment remaining after the payment of obligated debt will repay the city funds per percentages outlined below:

City Funds Expensed:		Percentage of Total costs
COR Revolving-Future Armstrong & CR #116	\$ 10,000,000	29.44%
EDA	\$ 600,000	1.77%
Equipment Revolving Fund	\$ 1,132,686	3.33%
Landfill Trust Fund	\$ 256,638	0.76%
MSA	\$ 8,498,931	25.02%
Public Improvement Revolving (PIR)	\$ 1,031,579	3.04%
Stormwater Management	\$ 200,000	0.59%
Stormwater Utility	\$ 381,882	1.12%
Street Light Utility	\$ 112,000	0.33%
TIF 1	\$ 2,183,728	6.43%
TIF 2	\$ 6,921,287	20.37%
TIF 4	\$ 2,255,015	6.64%
Water Fund	<u>\$ 396,146</u>	<u>1.17%</u>
Total	<u><u>\$ 33,969,892</u></u>	<u><u>100.00%</u></u>



**Economic Development Authority (EDA)**

4. 2.

**Meeting Date:** 03/11/2021

**Submitted For:** Sean Sullivan, Community Development

**By:** Sean Sullivan, Community Development

---

**Title:**

Select 2021 Business of the Year

**Purpose/Background:**

The purpose of this case is to select the 2021 Ramsey Business of the Year, an annual selection made by the EDA. The Ramsey Business of the Year is selected from a list of 3-6 nominees (known as the "small list"). The purpose of the small list is to narrow down the voting / analysis process to a small pool of nominees for efficiency. The small list of candidates is derived from a "large list." Said nominees are asked to answer a set of questions that demonstrate their exemplary standing in each of these four categories:

- Length of tenure in the City of Ramsey
- Number of employees / job creation
- Community involvement
- Innovation and uniqueness

Both the 'small' and 'large' lists are attached.

**Notification:**

N/A

**Observations/Alternatives:**

We have updated responses from all six nominees, each with their own areas of excellence. The City of Ramsey is fortunate to have many great nominees for 2021 Business of the Year. The EDA should review the responses and select a 2021 Business of the Year.

The nominees include (years on the short list):

Dedicated Networks (5)

Do All Printing (3)

Dynamic Group (5)

PACT Charter School (5)

B & F Fastener Supply (1)

Armstrong Kennels (1)

Each business has its own merits and reasons that it could be selected as the 2021 Business of the Year. Last Year the EDA asked Armstrong Kennels to be added to the short list and staff moved B & F Building Fasteners to the short list due to the fact that it was named Family Business of the Year by Twin Cities Business in 2020.

Additionally, the City recently renamed Central Park to Loral I Delaney Armstrong Central Park (Armstrong Kennels related).

Staff is seeking policy direction on selection moving forward.

Alternatives Include:

1. Select 2021 Business of the Year from one of the following: Dedicated Networks, B & F Fasteners, Armstrong Kennels
2. Something else

**Funding Source:**

This item is covered under normal staff duties and is a budgeted EDA expense.

**Recommendation:**

Staff recommend selecting either Dedicated Networks, B & F Fasteners, or Armstrong Kennels.

**Action:**

Motion to select \_\_\_\_\_ as the 2021 Ramsey EDA Business of the Year.

---

---

**Attachments**

2021 BOY Large and Short List

BOY Responses

BOY Nomination Letter

---

---

**Form Review****Inbox**

Sean Sullivan (Originator)

Tim Gladhill

Form Started By: Sean Sullivan

Final Approval Date: 03/04/2021

**Reviewed By**

Sean Sullivan

Tim Gladhill

**Date**

03/01/2021 05:08 PM

03/04/2021 10:19 AM

Started On: 02/24/2021 03:15 PM

**Small List**, updated in 2020/21

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

1. PACT Charter School
2. Dedicated Networks
3. Dynamic Group
4. Do All Printing
5. Armstrong Kennels
6. B & F Fastener Supply

**Large List**, updated in 2020/21

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

1. MultiSource Manufacturing
2. Jimmy John's
3. RM Golf Carts
4. Comfort Suites of Ramsey
5. Molin Concrete
6. Premier Commercial Realty
7. In'Tech
8. Willy McCoy's
9. Commercial Asphalt Company
10. Global Glove

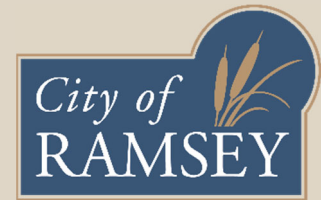
**2021 Business of the Year - Questionnaire Responses**

Nomination emails sent 1/20/21

	<u>Dedicated Networks Inc</u>	<u>Do All Printing</u>	<u>Dynamic Group Inc</u>	<u>PACT Charter School</u>	<u>B&amp;F Fastener Supply</u>	<u>Armstrong Kennels</u>
<i>Business Contact Email</i>	Dave Wicker (CEO) dave.wicker@dedicatednetworksinc.com	Torrey Johnson torreyj@doallprinting.com	Joe McGillivray hr@dynamicgroup.com	Josh Nyquist j.nyquist@pactcharter.org	Aryn Young ayoung@bffastenersupply.com	Chuck Delaney chuckoa@aol.com
<i>Survey taken (year)</i>	<b>2021</b>	<b>2021</b>	<b>2021</b>	<b>2021</b>	<b>2021</b>	<b>2021</b>
1. When did you become a physically established business in Ramsey?	April 2012	May 2012	1999	2004	1999	1926
2. What is your estimated number of employees/FTE?	120	8	95	90	50 (Ramsey) / 200 (Company)	10
3. How does your business positively affect the community, besides job creation (i.e. community involvement, donations, sponsorships, memberships, etc.)?	<p><i>Dedicated Networks helps build a sense of community in Ramsey, starting within our workplace. Our founders started the company with an unwavering commitment to the betterment of our team members through personal development and self-improvement. The company has grown by helping our team members be their best selves, as they learn skills and contribute toward developing the business. We partner with local colleges through MJSP grants to train our workforce and increase their skills, create internship opportunities for up-and-coming talent, as well as have hosted internal book clubs in our library space. We continue that commitment of continuous learning and growth to this day.</i></p> <p><i>With the company's growth over the past decade there has been an increasing focus on giving back to the community. We enjoy giving back to the community in many ways. In 2020 we celebrated the 15th year anniversary of the company's founding. We engaged local vendors to help celebrate our 15-year anniversary, set up as a small, socially distanced, event held in our parking lot.</i></p> <p><i>As part of our culture of employee appreciation, we regularly arrange local</i></p>	<p><i>Wow, I am being humbled to realize as for the company there is little community involvement. We do sponsor some of the Anoka athletic teams. Personally, Torrey resigned his position as a planning commissioner to start an organization to encourage people not to give up on their marriage which is based out of Hope Fellowship in Ramsey.</i></p>	<p><i>Our values of compassion, integrity, gratitude, respect, and determination are integral to the work we do to be an effective partner and solution provider to our customers.</i></p>	<p><i>PACT is a public charter school authorized by Bethel University. PACT enrolls approximately 660 students in K-12. While most students reside in the cities of Ramsey and Anoka, PACT has many students who come from a wide geographic area spanning four counties. PACT offers more than 30 extracurricular activities and hosts sporting events with schools throughout the metro. These factors bring families into Ramsey from surrounding areas, placing them in situations to interact with local businesses.</i></p> <p><i>PACT stands for Pursuing Academics and Character Together. PACT staff and parents work together to model positive character development through intentionally teaching qualities such as respect, citizenship, gratitude, compassion, integrity, cooperation, self-control, responsibility, and perseverance. Many of our student organizations positively impact the community through service projects. These include, picking up trash in the COR, providing treats and writing cards to thank law enforcement and first responders, and volunteering at organizations like Feed My Starving Children. Additionally, PACT holds a Veterans Day Ceremony each November to show appreciation to those who serve our country.</i></p> <p><i>PACT is committed to preparing students for college and lifelong learning, which in turn provides the community with qualified employees. A measure of PACT's academic success is demonstrated by student performance on the ACT test. For the past five years, PACT students have consistently scored above the state average on the ACT test. Most years over 50% of our Junior and Senior students take college credit, and around 10% graduate with their high school diploma and Associate of Arts degree.</i></p>	<p><i>At B&amp;F we love community involvement! We have incredible employees that love to help make a difference. Our company has a very deep respect for all members of our military and law enforcement agencies. In an effort to demonstrate our respect and support we try to partner with the Ramsey PD as often as possible to support them. They have a great team and we have gotten to know a lot of the officers there. We often invite them to attend our employee grill-outs or have even had Captain Bluml be our Chili cookoff judge! In addition, we have participated in the Torch Run with the Ramsey City PD for 3 years now and that is enjoyed by everybody. Toys for Joy and the Christmas Committee is another way we have partner with the. We have had the privilege to tag along when they deliver gifts to families in need in the Ramsey community. Our favorite event would probably be the Tip-a-Cop event to help raise money for the Special Olympics. Anything that involves food, and we are in! Unfortunately, due to the circumstances this year the Tip-a-Cop event will not be able to happen. In effort to still support the cause we are putting together a Polar Plunge team to continue to raise awareness and money for the Special Olympics! We also partner with the American Red Cross to host bi-annual blood drives at our Corporate office in Ramsey. So far, we have collected 370 units of blood, which equals up to 1,110 lives saved. Besides the events listed above, we participate in additional community service outside of our Ramsey footprint as we do have several locations throughout the Upper Midwest. Things such as:</i></p> <ul style="list-style-type: none"> <li>-Adopt a Highway</li> <li>- Helping at local food banks</li> <li>- Helping at local food Shelves</li> <li>- Feed My Starving Children</li> <li>- Variety of different military appreciation cookouts</li> <li>- variety of different First Responder appreciation cookouts</li> </ul>	<p><i>We do a lot of donations when we are asked. We also have a dog park that is open for community members during our business hours.</i></p>

<i>Business</i>	<u>Dedicated Networks Inc</u>	<u>Do All Printing</u>	<u>Dynamic Group Inc</u>	<u>PACT Charter School</u>	<u>B&amp;F Fastener Supply</u>	<u>Armstrong Kennels</u>
<p>4. What is unique about your business, what is noteworthy or what makes your business different from your competitors (i.e. innovative product/building, significant job retention/creation, overcoming a significant obstacle, etc.)?</p>	<p><i>As an extension of our community mindedness, our business plays a unique, and key role in the contributing to responsible environmental stewardship. With much concern today over electronic waste, our business contributes positively toward the circular economy by extending the life of high value IT assets. In 2020, we recycled almost 475,000 pounds of waste and refurbished and resold 100,723 main units of network gear.</i></p> <p><i>The Dedicated Difference is what sets us apart from our competitors. Our commitment to our team members translates to great service to our customers around the world. Inc 5000 and Minneapolis/St Paul Business Journal's Fast 50 identified Dedicated Networks multiple years as one of the fastest growing privately held companies in Minnesota.</i></p> <p><i>Dedicated is known as a preferred and trusted supplier of high value networking equipment. We carry over 200,000 products in inventory and 98% of our orders ship the same day. Our customers appreciate the level of expertise and service that the company provides and regularly recognizes our service as the best in the industry.</i></p>	<p><i>I am proud to say what makes Do All Printing unique are ethics and working hard for the customer. I think of the hours staying late or coming in early to get a job done, owning up for mistakes without excuses, and passing on savings to customers when a job came in lower than estimated. Other aspects are the wide product line, great discounts for organizations whose purpose is to spread the Gospel and we have an awesome food truck in our parking lot drawing in many from other areas.</i></p>	<p><i>Dynamic Group is a privately owned contract manufacturer specializing in providing complex injection molded plastic components and assemblies and high precision molds for plastic and powder injection molding. We primarily serve the medical, electronics, technology, and firearms industries. We provide our customers a competitive edge in bringing products to market through effective collaboration with experienced technical professionals and utilization of state-of-the-art design and manufacturing technologies.</i></p>	<p><i>Charter schools are choice schools, which is an opportunity for parents to access the best K-12 education options for their children. PACT's mission is to partner as parents, students, and staff to develop students of character and academic excellence. Every child deserves a challenging and motivating education and that is what we provide -- empowered parents who choose the educational environment best for their kids.</i></p> <p><i>As a community of character-builders, we are focused on personal growth and committed to the development of the whole person. We incorporate these leadership traits every day by displaying respect, citizenship, gratitude, compassion, integrity, cooperation, self-control, responsibility, and perseverance.</i></p>	<p><i>One of the first things that comes to mind is the fact that we recently won Family Business of the Year! This was presented by Twin City Business and is an award that we hold very high. Being a family-owned business in our industry is certainly one of the unique things that we bring to our market. This truly allows us to put our customers first. It also provides a great environment for our employee's and they understand that we are all just one big BF family! Our entire team is certainly what makes our business so successful. We have extremely loyal and dedicated employees, with extremely low turnover rates. Our Management team is just one example of that. Both our Executive Management and our Middle Management teams here in Ramsey have all been promoted from within, except for 2. They truly understand all aspects of the company and there is not a job they are not willing to do. We also have several value-added services that really help set us apart from our competition. We have our custom packaging division in house. This provides us the ability to make custom hardware kits with 100 percent quality control. It really helps eliminate the time-consuming processes for our customers, ultimately saving them time and money! Our custom machining division is also under the same roof. This division allows us to provide per print production parts, or the opportunity to modify standard fasteners. The ability to control both the quality and the lead time really provides a huge value to our customer base.</i></p>	<p><i>We have been here since Ramsey was a township. We are the biggest dog and cat boarding facility in the state of Minnesota. We have people come from all over the state to board their pets with us. Most of our employees have been working for us for 15 plus years. We also put on the Game Fair that bring people in from all over the U.S.A.</i></p>
<p>5. Additional information</p>	<p><i>Dedicated Networks is proud of our history, our present and our future. The City of Ramsey has been a great place for our company to take root and grow. When we moved to Ramsey in 2012, we employed 16 team members. At the end of 2020, we employed 115 team members, with additional growth expected. We continue to develop and balance personal and professional development in all that we do – for our people, our customers and our community. And a shameless plug – we are hiring!</i></p> <p><i>We look forward to continued growth in the years ahead and are thankful for our opportunity to be a strong member of the Ramsey business community.</i></p>	<p><i>Do All held off on building a 2 million dollar building at the current location anticipating the rework of HWY 10 going to take the property and then costing tax payers over 2 million dollars</i></p>	<p><i>Dynamic Group is ISO 13485 certified, as well as FDA registered as a contract manufacturer of medical devices</i></p>	<p><i>We pride ourselves as the only middle and high school in the city of Ramsey and appreciate our local families who call PACT home. We value our partnership with our local government, police, and firefighters; and are proud members of The COR. There is an adage that says, "It takes a village," but we say "it takes a community." Thank you, City of Ramsey, for partnering with us.</i></p>		

# CITY OF RAMSEY 2021 BUSINESS OF THE YEAR NOMINEE

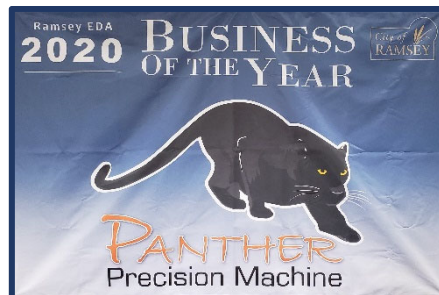


## Congratulations on Your Nomination!

On behalf of the City of Ramsey and the Ramsey Economic Development Authority (EDA), congratulations on being nominated for the 2021 City of Ramsey Business of the Year!

Nominees for the Ramsey Business of the Year are selected based on four criteria: (1) length of tenure (2) number of employees (3) community involvement (4) uniqueness. You have been chosen as a nominee for your exemplary standing in each of these categories.

If awarded Ramsey's Business of the Year, you will receive the benefits listed as recognition for your accomplishments and to promote your new status within the community.



## Benefits Received

- An honorary plaque
- Business of the Year banner
- Recognition on the City of Ramsey website and Facebook page.
- Business Spotlight article in The Ramsey Resident, Ramsey's bi-monthly newsletter.
- Presence and recognition as a sponsor at The Draw Summer Event Series Thursday night concert.
- Grand Marshal of annual Happy Days Parade
- Recognition and award presentation at the Annual EDA Business Appreciation Golf Tournament. Four complimentary dinner tickets.
- Recognition at EDA events

Business of the year contact:

Wendy Schlueter  
Economic Development  
Administrative Assistant  
wschlueter@cityoframsey.com  
763-433-9828

## **Economic Development Authority (EDA)**

4. 3.

**Meeting Date:** 03/11/2021

**Submitted For:** Sean Sullivan, Community Development

**By:** Sean Sullivan, Community Development

---

### **Title:**

Discussion about 2021 EDA Events

### **Purpose/Background:**

The purpose of this case is to discuss the status and get some direction on the Business Expo, Business Appreciation Day and Business Network Meeting.

Due to the continued impacts of the Covid Pandemic and the Governor's Executive orders modifications and pausing of many City events will need to occur. This impacts the planning and format of events but staff is hopeful that things will open up more later in the year.

### **Business Expo**

In a normal year, Staff would be gearing up for the Business Expo to be held at Adrenaline sometime in April. Last year the City did not hold a Business Expo but did a lot to help market and provided financial assistance to Ramsey businesses. The Ramsey Resident and the City Website were used to help market our businesses during this tough time.

Due to current Executive Orders, an indoor event of this kind is not feasible do to indoor capacity issues as of now. Staff is hopeful that come fall / early winter the executive orders will be lifted, or changed, to allow for this important event for City retailers and service businesses to occur "in person". Adrenaline has proven to be a great venue for an "in person" event and Staff would like to continue to hold it there if possible. Staff is hopeful that some sort of an event can happen later in the year and will be putting together some ideas. Staff believes that this event would fall in to the "pause/pending" category.

### **Business Appreciation Day - Golf Tourney**

in 2020, a modified event was held during the normal Third Tuesday in August. The event was revised to include staggered start times, box lunches and Virtual Economic Development Update in lieu of the standard awards dinner. The virtual event included highlights from the Business Appreciation Day Event and the 2020 Business of the year. The City was also able to move the venue to Rum River Hills Golf Course due to the inability to have an "in person" banquet.

In 2021, shotgun start events are now allowed and it is looking like there might be a decent possibility of an "in person" banquet by mid-August, with the potential for capacity restrictions. As such, Staff is recommending that the event move back to the Links at Northfork due to their capacity to have an "in person" banquet and award ceremony, if restrictions are loosened to allow for it. Staff is asking the EDA to consider setting the date of the event to August 17, 2021 and to give staff flexibility to begin putting a plan together for the event with some contingencies to bring back in May/June. This event would fall into the "possible modification" category. The event may need to be modified to address any restrictions that may be in place at the time of the event.

### **Business Network Meeting**

This event is typically held in November and involves an in person breakfast and presentations. Last year, Staff put together a "Virtual Economic Development Update" via Zoom in December. The event included development updates, Covid response, Highway 10 updates and a Business Appreciation Day summary. Past events have typically included Highway 10 Updates, Development Updates and an engaging Keynote Speaker.

Staff is hopeful that by November an "in person event" will be possible. Staff is looking on ideas for a potential Keynote Speaker and topics. The last "in person" Business Network meeting (2019) was focused on Highway 10 planning and updates. Staff believes that this might also be a good topic for 2021, as there should be more certainty as to the plan and the timing of the project. Staff is also open to other ideas the EDA might have. Even if the event became a virtual and/or hybrid, Staff suggests that an engaging keynote speaker be added back into the schedule.

**Notification:**

N/A

**Observations/Alternatives:**

Staff is looking for direction and some specific action on each EDA Sponsored Event. This general direction has been reviewed by the City Council, Staff Leadership Team and Emergency Management Team (pandemic related) and are comfortable with the framework below.

1. Business Appreciation Day Golf Event and Awards Dinner
  1. Set date as August 17, 2021
  2. Set venue as The Links at Northfork
2. Business Networking Breakfast
  1. Set general timeframe as November/December
  2. Create a short list of potential venues (The Fountains of Ramsey, a local church, Adrenaline Sports Center, etc.)
  3. Confirm topics (Highway 10 Updates, Development Updates, Engaging Keynote Speaker, other)
3. Business Expo (for planning purposes only - not a confirmation of event approval)
  1. Confirm postponing until fall (likely September or later to avoid overlap with other City Events)
  2. Confirm Adrenaline Sports Center as venue
  3. Acknowledge contingency planning (high-level feedback only at this point - more detail to provided at a future meeting)

**Funding Source:**

EDA Marketing Budget. Event specific budgets to be brought back at a later date for further discussion.

**Recommendation:**

See recommendations above.

**Action:**

Motion to approve the following

1. Set the 2021 Business Appreciation Day to August 17, 2021 at The Links at Northfork.
2. Set the timeframe for the Business Networking Breakfast to November-December with a focus on a more traditional format (if allowed at the time of the event).
3. Direct Staff to postpone the Business Expo and direct Staff to attempt to schedule an event in the fall/winter as a general replacement with in-person capacity.

---

**Attachments**

*No file(s) attached.*

---

**Form Review**

Inbox	Reviewed By	Date
Sean Sullivan (Originator)	Sean Sullivan	03/03/2021 10:15 AM
Tim Gladhill	Tim Gladhill	03/03/2021 10:41 AM
Sean Sullivan (Originator)	Sean Sullivan	03/03/2021 10:45 AM
Tim Gladhill	Tim Gladhill	03/03/2021 10:51 AM

Form Started By: Sean Sullivan  
Final Approval Date: 03/03/2021

Started On: 02/26/2021 03:52 PM