

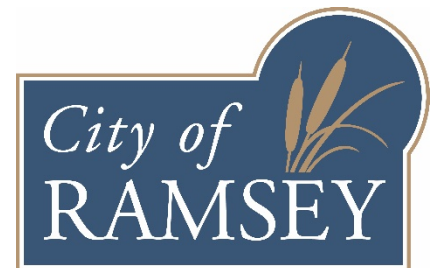
ECONOMIC DEVELOPMENT

2021 Business Retention & Expansion Program

2021 SUMMARY

Business visits are conducted throughout the year by the Economic Development Manager. Each visit is approximately 30 minutes long. The City uses questions based on the GMSP Salesforce survey template. These business visits help establish and maintain relationships with the business community and can identify areas in need of improvement or affirmation of current practices for the City. The 2021 goal was to have 50 formal business visits.

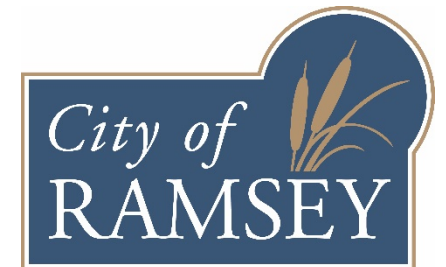
In 2021, a total of 41 formal visits were completed. A focus was put on follow-up visits to 2020 COVID grant recipients (25 of the 41 received a grant). Twenty-two percent of visits were conducted via phone this year due to the Pandemic and were preferred by many businesses. Many informal visits and communication with Ramsey businesses occurred but are not part of Summary Data provided within the report.



2021 BUSINESS VISITS (PHONE & IN-PERSON)

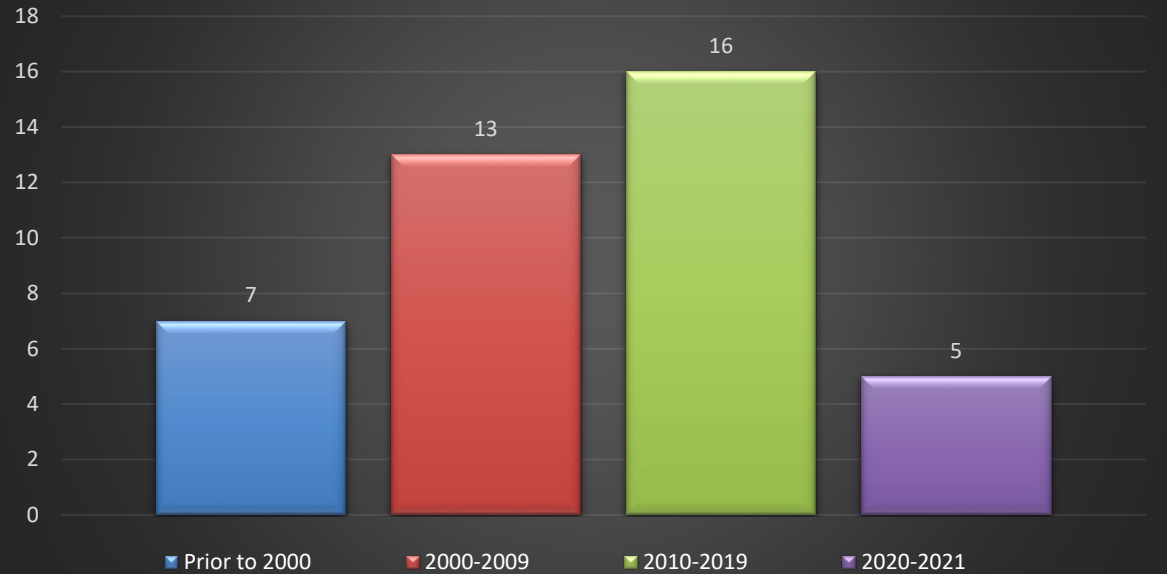
- Acapulco Mexican Restaurant
- Adrenaline Sports Center Inc.
- American Family Insurance - Brock DeVries Agency
- American Print and Digital, LLC
- Anoka Ramsey Dental PA
- Aurelio's Pizza
- Blue Velvet Car Wash
- Championship Products Unlimited, LLC dba JR Wrestling
- Chips Tool Repair Inc
- Coborn's, Inc.
- Comfort Suites of Ramsey
- Delta ModTech
- DepotStar, Inc.
- Dimensional Concepts
- Elderberry Queen
- *ElysiuMassage, LLC**
- Fastenal
- Flagship Bank Minnesota
- Inky Elf, LLC.
- Integrity Tool & Engineering, Inc
- King Kong Hobbies
- Kitchen Table LLC
- LaVysh Nail Lounge
- Lisa's Catering Corp.
- Marked by Imagination, Inc.
- MENSCH LLC dba McDuff's Bar and Grill
- *Mixmi Brands Inc**
- Outpost Bar and Grill
- *Panto Gravers Inc**
- Prevail Counseling Group PLLC
- Ramsey Bicycle
- Ramsey Storage Center
- Riversbend Bar and Grill
- Showdown Displays
- Suite Living Senior Care of Ramsey
- Sunwood Nutrition
- Team Packaging Co
- The Links At NorthFork Golf Course & Banquet Center
- Triumph Group
- Ursa Major Athletics LLC dba Yorfit
- Virtex Enterprises (formerly Altron Inc)

* NOTE: 3 businesses are no longer a Ramsey business due to retirement, Hwy 10 project or COVID.

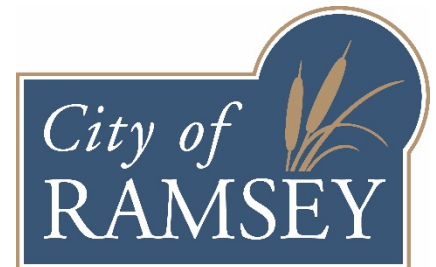
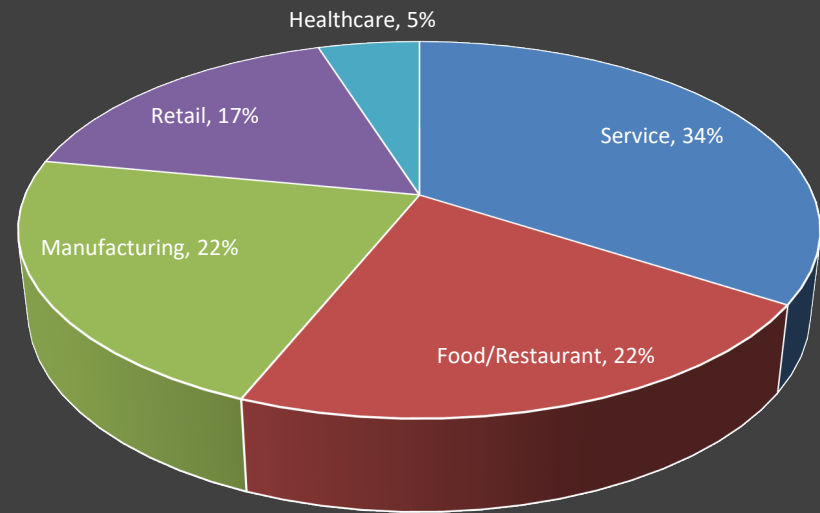


BUSINESS PROFILES

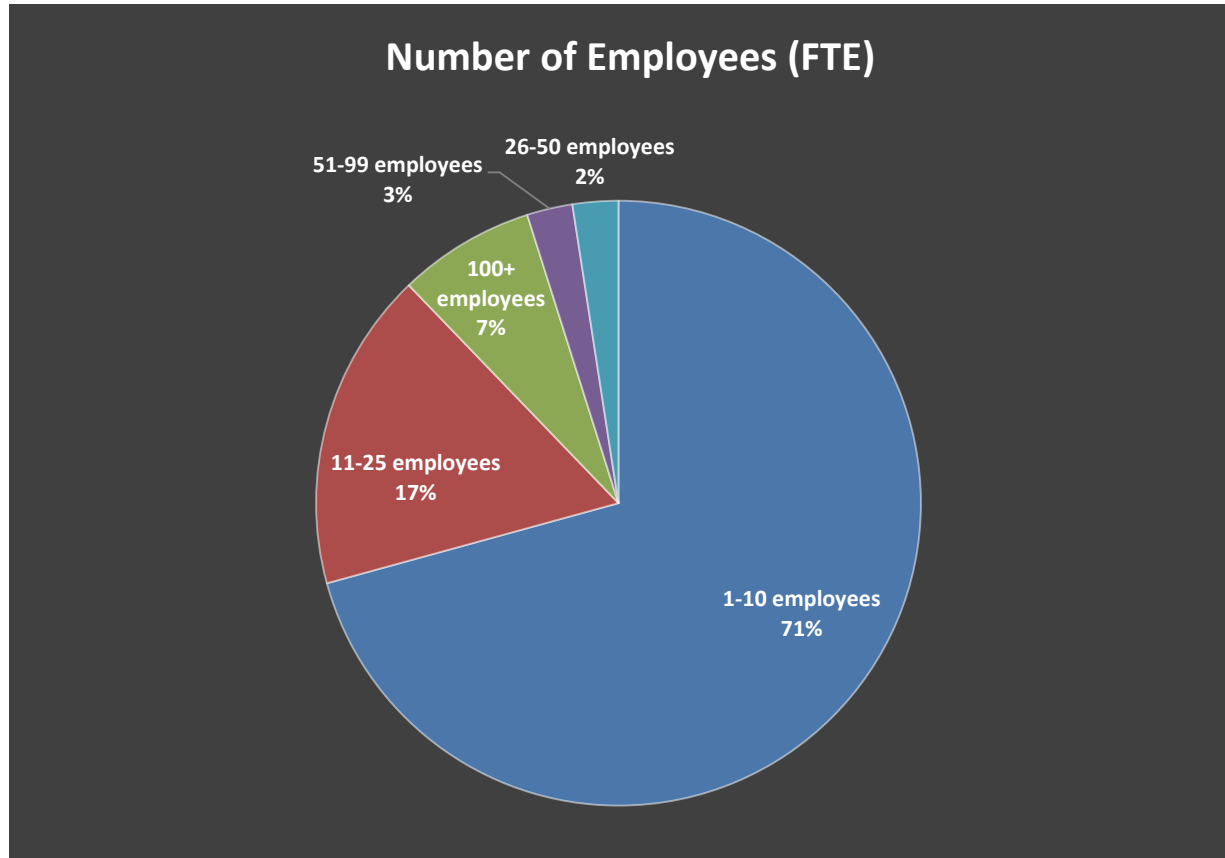
Year Business Located to Ramsey



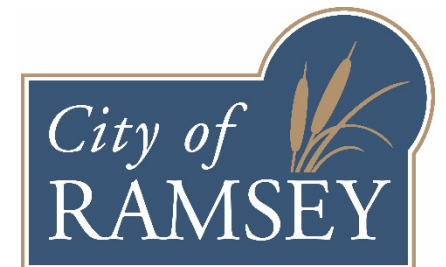
Types of Businesses



EMPLOYEES

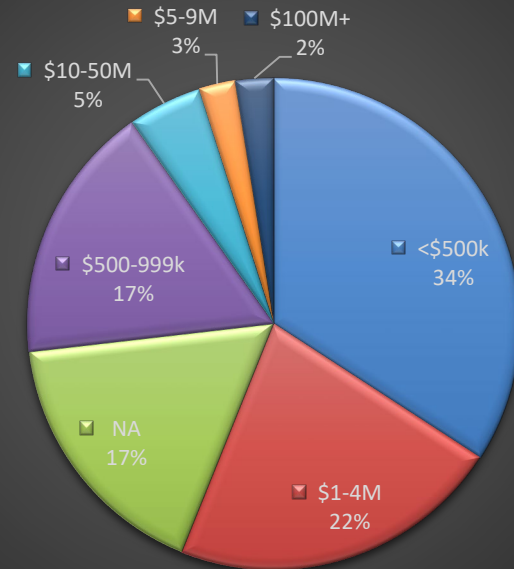


- 73% Businesses plan to hire in next 2-5 years
- Reasons Job Openings Hard to Fill:
 - 36% Lack of candidates
 - 28% Poor work ethic
 - 20% Other
 - 12% Lack of technical skills
 - 4% Competition

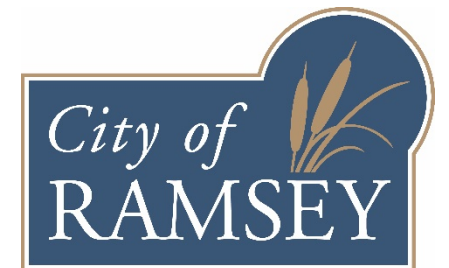
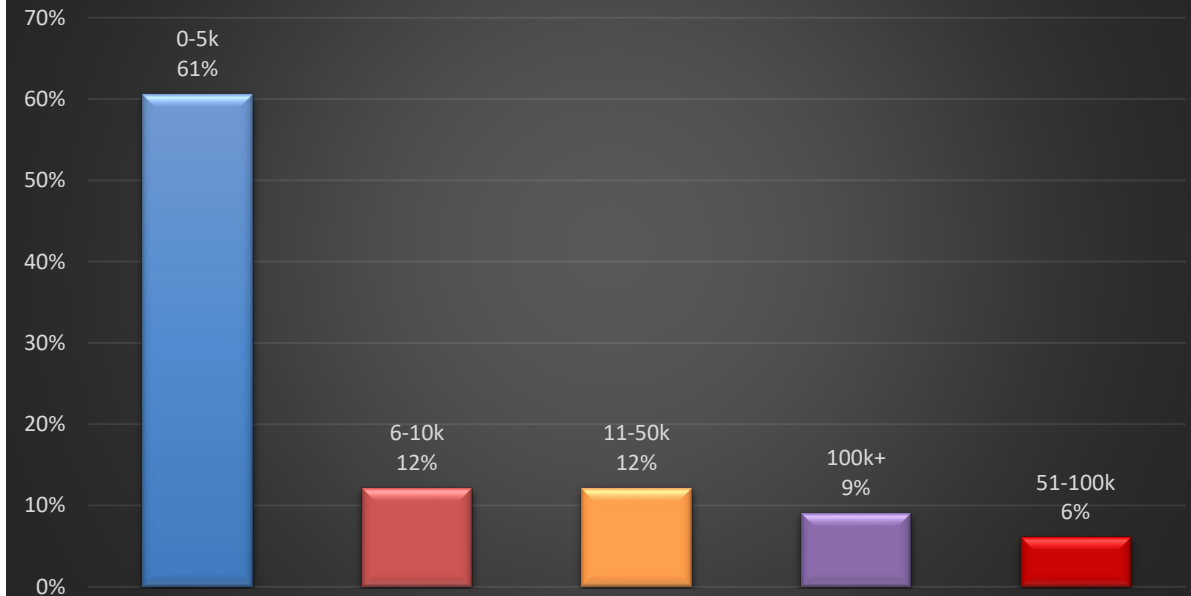


ANNUAL SALES / FACILITY SIZE

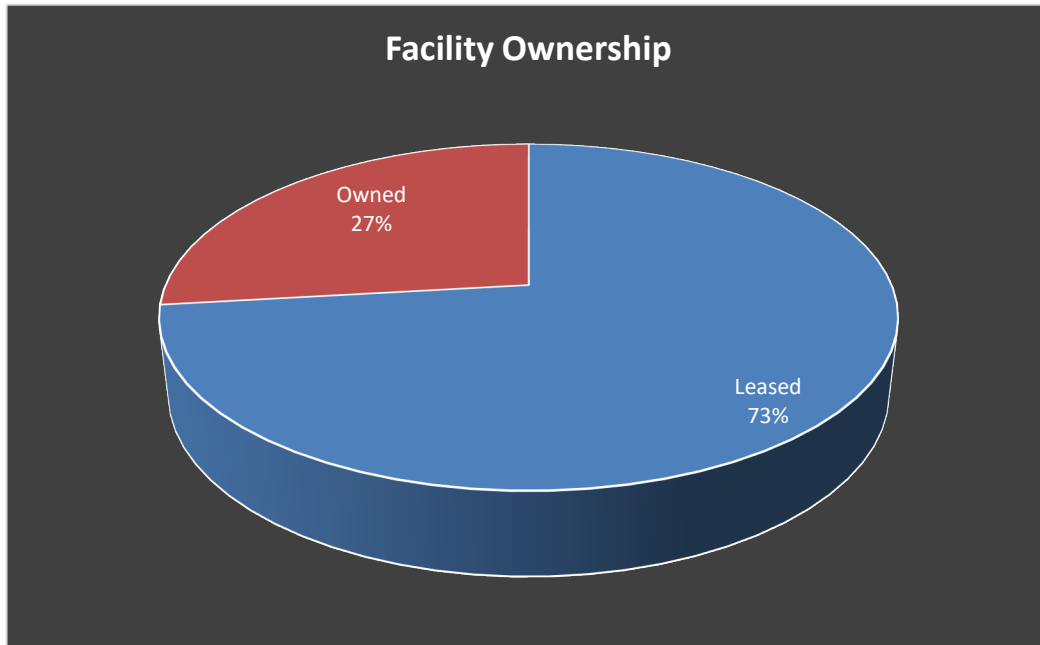
Annual Sales (2020 Gross)



Facility Size Square Feet (thousands)



OWNERSHIP / EXPANSION

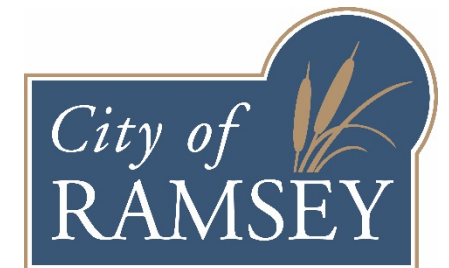
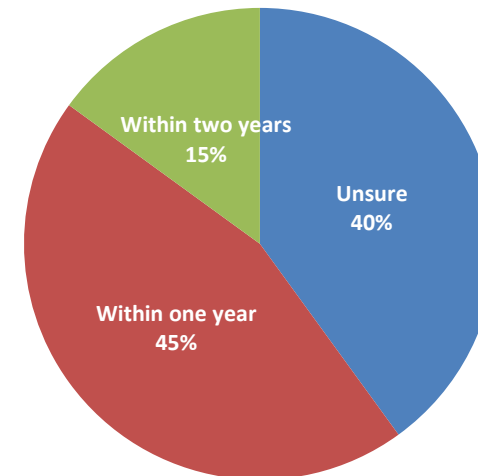


Expansion

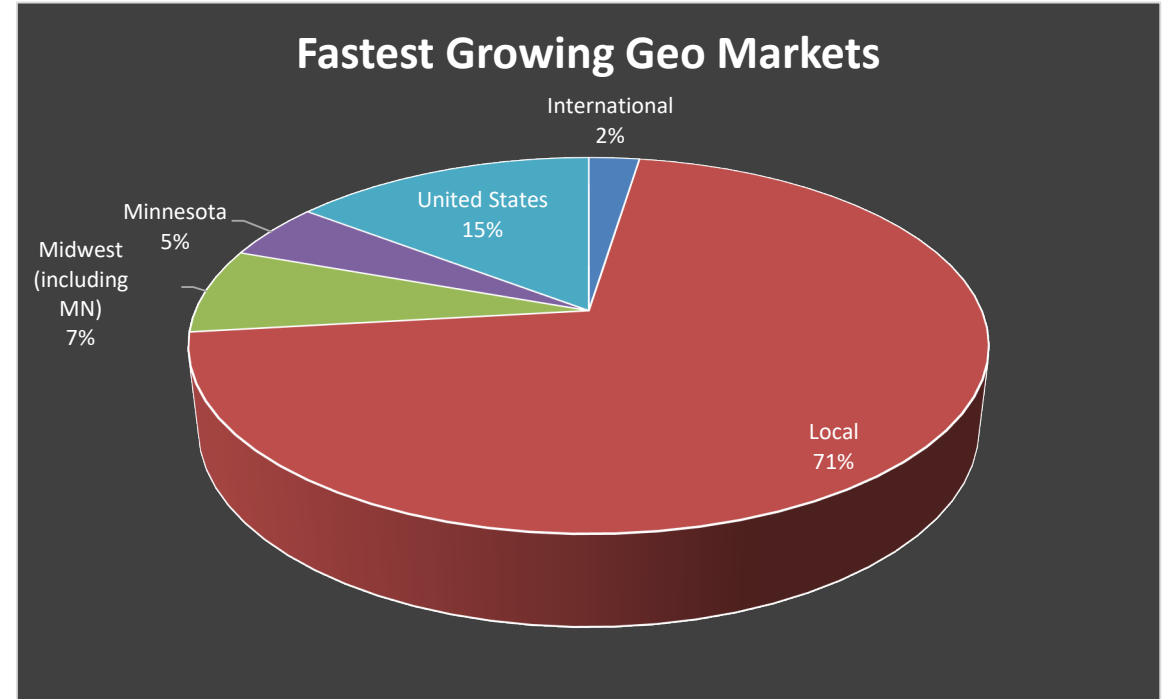
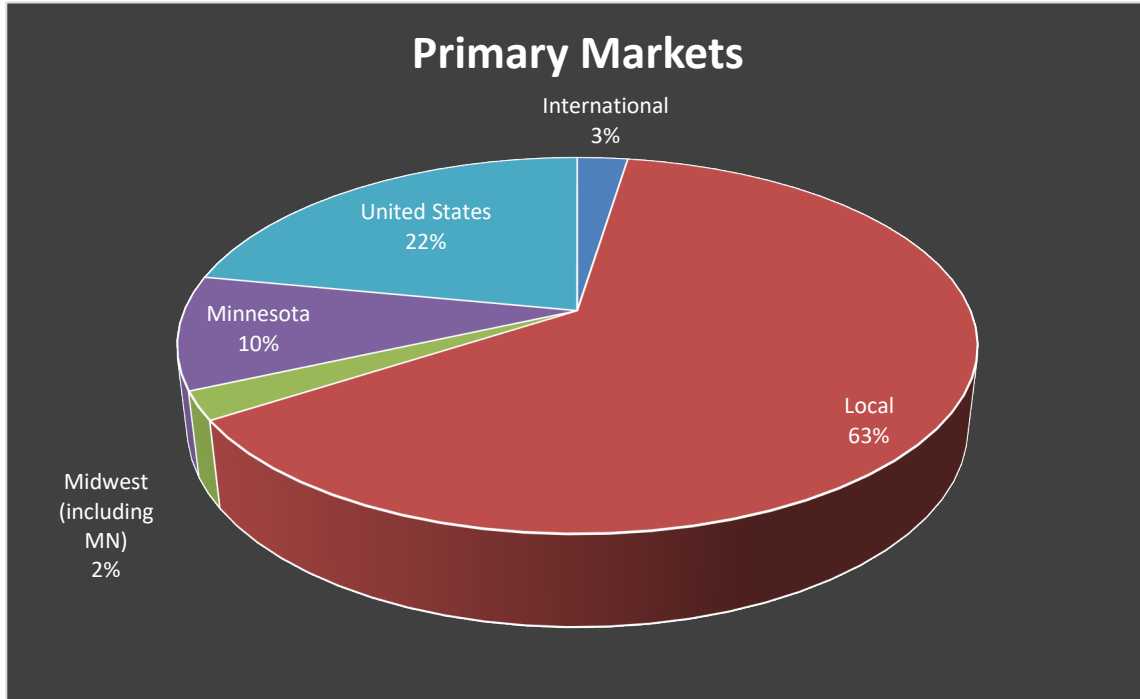
Does this company plan to...?

- 27% Make major equipment purchases
- 6% Renovate/Expand current facilities
- 3% Invest in new facilities
- 3% Not Identified

Approx. Date of Investment

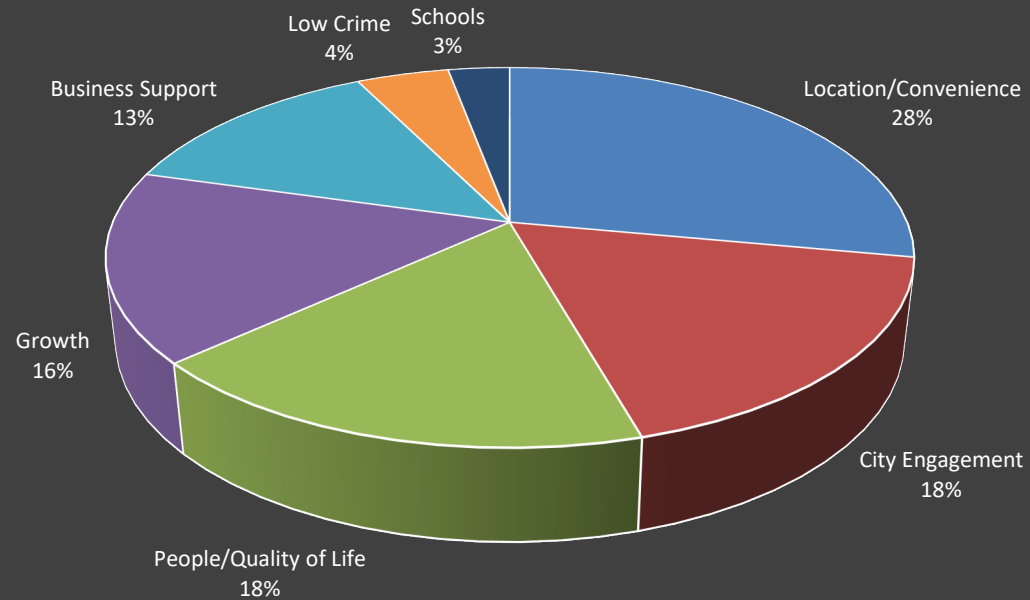


MARKETS SERVED / OUTLOOK

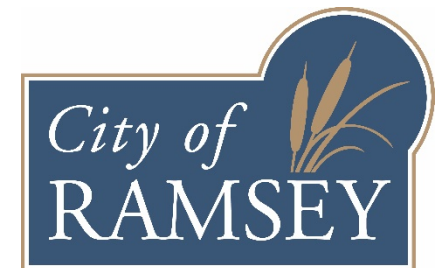
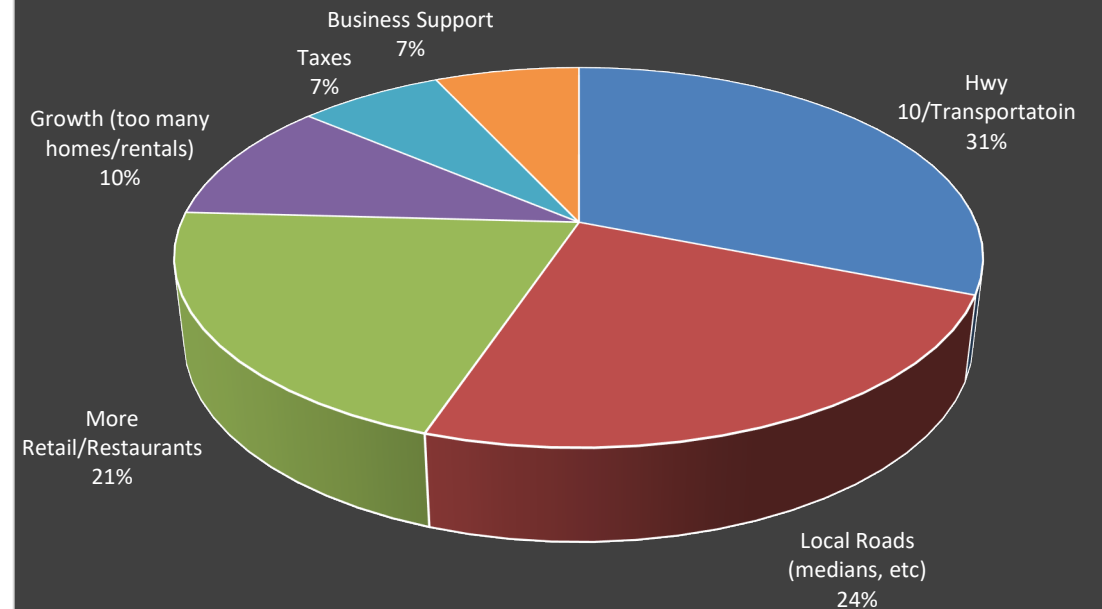


COMMUNITY STRENGTHS & WEAKNESSES

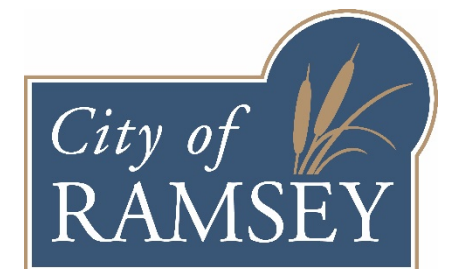
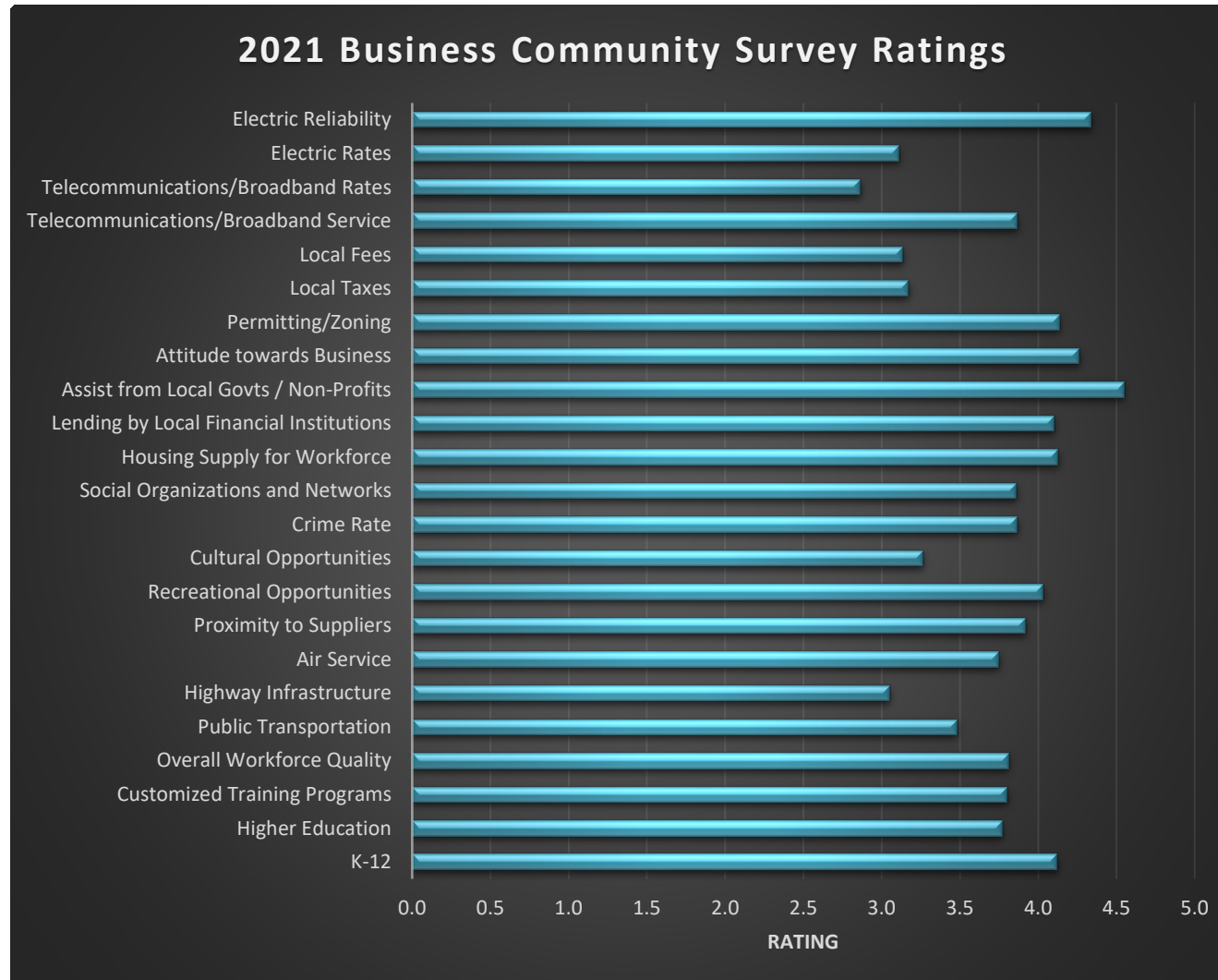
Strengths



Weaknesses

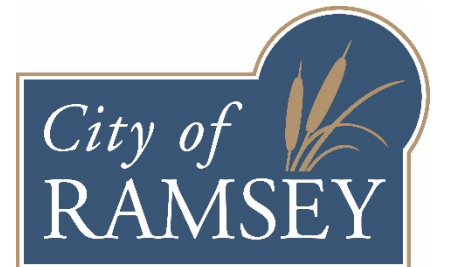


COMMUNITY RATINGS



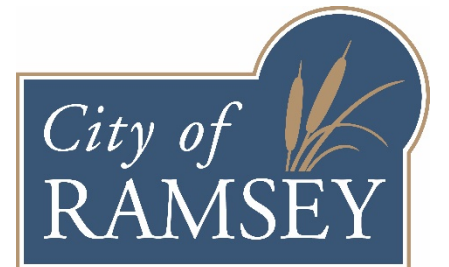
PRIORITIES FOR CITY

- 39% Growth - more businesses & homes
- 25% Transportation
- 14% Other (*repeal franchise fee, get rid of spray tar system, RC car track, keep doing what you're doing*)
- 7% Cleanup Hwy 10 corridor
- 7% Local road congestion
- 4% Limiting similar business types
- 4% Safety



GOALS FOR 2022

- Conduct Over 30 Business Visits
- Visit Remainder of City Covid Grant Recipients
- Visit Newer Businesses to Ramsey
- Blend of Commercial / Industrial and Retail



QUESTIONS

