

City of Ramsey
Agenda
Economic Development Authority (EDA)
Thursday, March 10, 2022
7:30 am
Council Chambers, 7550 Sunwood Drive NW

Remote Attendance available at 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. Approve Minutes**
 1. Approve Meeting Minutes for February 10, 2022
- 4. EDA Business**
 1. Recognition of Years of Service for EDA Commissioner Jim Steffen
 2. Update on Potential Tungsten Redevelopment Area Project
 3. Select 2022 Business of the Year
- 5. Member/Staff Input**
- 6. Adjournment**

Economic Development Authority (EDA)

3. 1.

Meeting Date: 03/10/2022

By: Wendy Schlueter, Community
Development

Title:

Approve Meeting Minutes for February 10, 2022

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 10, 2022 meeting minutes

Action:

Motion to approve February 10, 2022 EDA meeting minutes.

Attachments

02 10 22 Draft Minutes

Form Review

Inbox	Reviewed By	Date
Sean Sullivan	Sean Sullivan	03/04/2022 10:09 AM
Brian Hagen	Brian Hagen	03/04/2022 10:13 AM
Kurt Ulrich	Kurt Ulrich	03/04/2022 12:24 PM
Form Started By: Wendy Schlueter		Started On: 02/28/2022 03:14 PM
Final Approval Date: 03/04/2022		

**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 10, 2022, at the Ramsey Municipal Center, 7550 Sunwood Drive NW, Ramsey, Minnesota.

Members Present: Chairperson Michael Olson
 Member Chelsee Howell
 Member Rachal Johnson
 Member William MacLennan
 Member Chris Riley
 Member Jim Steffen (via Zoom)

Members Absent: None

Also Present: Sean Sullivan, Economic Development Manager
 Brian Hagen, Community Development Director/Deputy City Admin

1. CALL TO ORDER

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

2. APPROVE AGENDA

Economic Development Manager Sullivan requested to add an item to the agenda as Item 4, Proclamation for Scott Cords Day.

Motion by Member Riley, seconded by Member Johnson, to approve the agenda as amended.

A roll call vote was performed:

Member Howell	aye
Member Riley	aye
Chairperson Olson	aye
Member Johnson	aye
Member MacLennan	aye
Member Steffen	aye

Motion carried.

3. CONSENT AGENDA

3.01: Approve Meeting Minutes Dated January 13, 2022

Motion by Member MacLennan, seconded by Member Johnson, to approve the January 13, 2022, minutes as presented.

A roll call vote was performed:

Member Steffen	aye
Member MacLennan	aye
Member Johnson	aye
Chairperson Olson	aye
Member Riley	aye
Member Howell	aye

Motion carried.

4. PROCLAMATION FOR SCOTT CORDS DAY

Chairperson Olson stated that the Ramsey City Council adopted a proclamation recognizing Scott Cords, who passed away unexpectedly on January 27, 2022. He read the proclamation aloud which designates this day as Scott Cords Day. He noted that the EDA left an open seat where Scott would normally be sitting. He stated that in the one year that he knew Scott, he became a friend and mentor and will be deeply missed. He paused for a moment of silence in Scott's memory. He stated that a framed copy of the proclamation was delivered to Mrs. Cords.

5. EDA BUSINESS

5.01: Consider Purchase Agreement and Right of Re-Entry Agreement for Lot 4, Block 1, Riverside West; Case of Reliable Holdings, LLC (Portions may be closed to the public)

Economic Development Manager Sullivan presented the staff report.

Motion by Member Johnson, seconded by Member MacLennan, to recommend to City Council to approve the Purchase Agreement and Right of Reentry Agreement for Purchase Agreement for Lot 4, Block 1, Riverside West, subject to City Attorney review.

Further discussion: Member Riley commented that he is excited about this, believes it would be a good fit for the area, and also keeps a Ramsey business in Ramsey. He invited the applicant to address the EDA. Rob Twedt, applicant, stated that he hopes to move forward quickly. He stated that his current property is being taken by the County and therefore they are on a timeline. He stated that it will be nice to get more space and have less congestion on the property. Member Riley stated that he is glad to see a Ramsey business staying in Ramsey.

A roll call vote was performed:

Member Steffen	aye
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Member MacLennan aye
Member Johnson aye
Chairperson Olson aye
Member Riley aye
Member Howell aye

Motion carried.

5.02: Consider Recommendation of Lease Structure for Dynamic Display Billboard with iDigital Media

Economic Development Manager Sullivan presented the staff report.

Member MacLennan asked if the Champlin billboard is the same size and height as what would be proposed.

Economic Development Manager Sullivan stated that the Ramsey proposal would be for a vertical board rather than a horizontal board. He commented that it would be similar in size to the Champlin board, just taller rather than wider.

Member MacLennan stated that he believed there was previous discussion that political ads only be allowed during a certain timeframe.

Economic Development Manager Sullivan replied that there are limits on campaign advertisements as regulated by the legislature.

Member Johnson asked if the company owns/leases the billboard in Champlin.

Economic Development Manager Sullivan replied that the Champlin sign is owned by Blue Ox Media.

Member Johnson stated that while she understands that political ads generate income, she would prefer to see Ramsey business advertisements and current events.

Economic Development Manager Sullivan replied that political advertising would be included in the non-Ramsey advertisements. He stated that there is a block of advertising designated towards Ramsey businesses, if Ramsey businesses choose to advertise.

Chairperson Olson invited the applicant to address the EDA.

Paul Hilt, iDigital Media, stated that the Federal Highway Administration recommends a message duration of eight seconds. He explained that would mean each ad would have a stationary period of eight seconds. He noted that typically across the nation they use seven seconds for the duration. He stated that they have 600 billboards across five states, 125 of which are digital, ranging in duration from six to ten seconds. He stated that Minnesota allows a six second ad hold time.

Chairperson Olson asked what drives the decision for message duration.

Mr. Hilt explained that different elements that are used to make that determination including speed. He stated that they would prefer a seven second duration for this sign. He noted that it is their goal that Ramsey businesses have the first ability to purchase ads. He stated that in terms of political ads there are regulations as to when those can be allowed and those would only be available to users if there is available space on the sign. He stated that they have allowed the City of Ramsey to advertise on their board in Saint Cloud and Northern Market as part of the proposed lease package. He commented that they are a partner with the City, advertising for local community events and working with local high school student.

Member MacLennan asked if the ads would be proportionate or whether there are different sizes.

Mr. Hilt reviewed some of the different advertising choices. He stated that unless businesses work together on an ad, each turn would have one full ad. He stated that a business could choose to have their ad come up every few times in the rotation.

Chairperson Olson asked if this would be a revenue generator for the City.

Economic Development Manager Sullivan confirmed that this would generate revenue for the City, anticipating about \$60,000 or \$70,000 annually based on the seven second duration and all ad slots being purchased.

Member MacLennan asked if the revenue is earmarked for something.

Economic Development Manager Sullivan stated that the revenue has not been earmarked as of yet and that decision would be made by finance and the City Council.

Motion by Member Johnson, seconded by Member MacLennan, to recommend to City Council to approve the Lease Structure for Dynamic Display Billboard with iDigital Media as presented, subject to City Attorney review.

A roll call vote was performed:

Member Steffen	aye
Member MacLennan	aye
Member Johnson	aye
Chairperson Olson	aye
Member Riley	aye
Member Howell	aye

Motion carried.

Motion by Member Olson, seconded by Member Johnson, to provide comments to the Planning Commission and City Council an ad display duration interval of seven seconds and the approval of the sign spacing outlined in the draft ordinance.

A roll call vote was performed:

Member Howell	aye
Member Riley	aye
Chairperson Olson	aye
Member Johnson	aye
Member MacLennan	aye
Member Steffen	aye

Motion carried.

5.03: Anoka Area Chamber of Commerce: Manufacture Cohort: 2021-2022 Renewal

Economic Development Manager Sullivan presented the staff report.

Pete Turok, Anoka Area Chamber of Commerce, expressed condolences on the passing of Scott Cords, noting that he had spoken with him many times over the past several years and his presence will be missed. He stated that 30 percent of Ramsey residents work in manufacturing, which fits perfectly into the cohort. He provided background information on the manufacturing cohort, how it was created and how it has evolved since that time.

Member MacLennan referenced the grant and asked if there was a reason only two companies participated.

Mr. Turok stated that the opportunity was for businesses with 20 employees and two Ramsey businesses took advantage. He stated that the grant maxed out immediately with businesses that participated. He stated that they work with the school district to develop curriculum and to start thinking about manufacturing. He stated that the dual training grant is for an existing employee to help train them to a higher level. He stated that they hope to continue the program.

Member MacLennan agreed that manufacturing is a huge industry, especially for Ramsey, and is often overlooked by students. He believed this would be great to continue.

Member Johnson asked the type of training.

Mr. Turok replied that the business put forth the candidate and the technical college creates the curriculum for that. He stated that traditionally businesses had to apply to the program, but the cohort was allowed to request the grant on behalf of the businesses. He stated that applying for grants take time and resources that some businesses do not have. He stated that the cohort is excited to step in and be the catalyst for that grant.

Member Riley commented that he is excited about the grant and that there have been questions and answers about what has been done by the cohort. He appreciated the work Mr. Turok is doing and believed that this is helpful for Ramsey businesses.

Chairperson Olson asked what would constitute participation by a Ramsey business.

Mr. Turok stated that showing up at one meeting would qualify as participation. He reviewed some of the topics that are discussed at meetings noting that the 26 listed Ramsey businesses have participating in one way or another.

Member Howell stated that there are 20 slots for the grant and asked if any of the other 18 slots are taken by other cities.

Mr. Turok clarified that the slots are taken by businesses, not cities. He confirmed that the other slots are taken by other businesses within the region that participate in the cohort.

Member Howell asked the number of slots left.

Mr. Turok replied that all the slots were filled immediately which is why they would like to apply for another grant.

Member Howell asked how many cities contribute into this effort.

Mr. Turok replied that the City of Anoka and City of Ramsey make annual contributions.

Member Howell asked and received confirmation that Mr. LeTourneau is a contract employee. She stated that if Mr. LeTourneau is able to provide the services needed to make the cohort successful through the cohort, why it would be run through another company (CO2). She stated that it typically costs a company more to do it in that manner rather than directly working as a contract employee or through a 1099.

Mr. Turok replied that CO2 is hired to do multiple services for the Chamber of Commerce and not just the cohort duties. He reviewed some of the services that CO2 provides, noting that it is a shared effort between the Chamber and cohort.

Member MacLennan referenced the 20 businesses participating in the grant and asked how that was decided.

Mr. Turok replied that it was a first come first serve basis, as the Chamber did not want to make decisions on any other basis.

Member MacLennan asked how businesses that are not currently participating in the cohort would find information on this program.

Mr. Turok replied that they do reach out to businesses with mailers. He stated that they advise businesses of meetings and explained that they do not require businesses to be a member of the Chamber to participate in the cohort. He commented that they meet every other month, meeting in different locations.

Member MacLennan asked if that meeting information is available on the Chamber website.

Mr. Turok replied that it is not currently, but it should be.

Economic Development Manager Sullivan recognized the difficulties of meeting in person during COVID and asked how that impacted the meetings.

Mr. Turok stated that they attempted to meet via Zoom but have returned to in person attendance. He noted that in person participation is beginning to increase and they will continue to offer Zoom participation for the time being.

Economic Development Manager Sullivan provided details on the manufacturing signing day that the cohort previously facilitated with the school districts and Anoka Technical College for students, recognizing that could not occur during COVID. He hoped that would return once COVID allows for.

Mr. Turok agreed that it is a great idea and creates great positive energy for the students. He stated that they have worked to change the mentality that manufacturing is a dirty place, noting that those businesses are clean, provide good income, and career opportunities. He stated that Anoka Hennepin School District has been a great partner that has been excited about the partnership and has made changes to its curriculum. He stated that it brings the idea to students and parents that four-year college is not for everyone and there are other opportunities out there.

Member Johnson asked if the City could assist with posting meeting details and increasing awareness for the cohort.

Economic Development Manager Sullivan replied that the City does link to the Chamber website and believes that it would be best to have that remain as a separate entity. He stated that he does receive emails from manufacturers that he can then link with the manufacturing businesses and cohort.

Mr. Turok stated that there is information about the cohort on the Chamber website, and they can easily add meeting details. He stated that Mr. LeTourneau does email businesses about the meetings.

Member Howell referenced CO2 and asked if anyone else at CO2 provides services to the Chamber outside of Mr. LeTourneau.

Mr. Turok was unsure. He stated that they contract with CO2 to get the work completed that they need, and that work is completed. He stated that whether that is completed by Mr. LeTourneau or other employees is not a concern of his.

Member Howell asked if the Chamber goes out for RFP to determine if the pricing is competitive.

Mr. Turok replied that they have not.

Member Howell stated that is one concern that she has as to why the contract is run through a firm rather than having Mr. LeTourneau as a contract employee. She referenced a grant awarded to DecoPac in 2017 and asked if the cohort was instrumental in that.

Mr. Turok replied that he does not have the specific details on that. He stated that from the standpoint of a dual grant, he would guess that in 2017, DecoPac did that themselves.

Member Howell stated that it is also a concern that cohort is providing a service that a business could do itself. She stated that it seems that Ramsey businesses are able to do these things themselves and therefore she will not be supporting this action.

Mr. Turok thanked the EDA for the opportunity to have a discussion today.

Member Johnson recognized that some businesses could do those things themselves, but others cannot as applying for a grant is extremely challenging. She stated that many Ramsey businesses are still small and do not have those resources. She stated that she would like to see contributions from all cities that have participation in the cohort but recognizes that there is value provided by the cohort.

Member MacLennan agreed with the comments of Member Johnson. He stated that he deals with a lot of businesses that are overwhelmed and do not have the extra time. He commented that anything that helps those businesses provides assistance.

Member Riley stated that the goal of the EDA is to help businesses and at least 26 Ramsey businesses have been involved with the cohort. He stated that a contribution of \$5,000 provides a great return on the small investment.

Motion by Member Johnson, seconded by Member MacLennan, to recommend that the City continue its \$5,000 contribution to the Anoka Area Chamber of Commerce Manufacturers Cohort.

A roll call vote was performed:

Member Steffen	aye
Member MacLennan	aye
Member Johnson	aye
Chairperson Olson	aye
Member Riley	aye
Member Howell	nay

Motion carried.

5.04: Consider Creation of an Economic Development Facebook Page

Economic Development Manager Sullivan presented the staff report.

Member Johnson stated that she understands the purpose of not allowing public comments, as one negative experience from someone does not necessarily need to be shared. She stated that younger people use Instagram much more than Facebook and therefore if this is going to be done, it should be a dual account.

Economic Development Manager Sullivan confirmed that staff could look into that.

Member MacLennan agreed that it would be important to reach out to the younger crowd as well. He stated that the ability to not have public comment is important, noting that posts often get ugly on the Ramsey Community Facebook page.

Member Steffen stated that he understands the intent. He stated that the City of Ramsey Facebook page already has 5,600 followers and advertises for EDA events. He stated that he would prefer to stay with that method rather than creating more work to get less attention.

Economic Development Manager Sullivan agreed it would be more work but stated that it would also allow posts to be more targeted. He stated that perhaps some Ramsey businesses are not following the City page because of the general posts that do not apply to them. He stated that if it is not successful, they could take the page down. He stated that there was a company that the City completed a spotlight on and there were a number of residents that did not have a positive experience with the business and therefore provided negative comments. He stated that this would be a way to highlight businesses without allowing opportunity for people to provide negative comments. He stated that he does not feel strongly that they have to pursue this option, as it was just an idea.

Chairperson Olson stated that his wife has a social media business and in order to have an effective social media presence requires constant effort, otherwise it would go dormant. He believed that the time needed to make it successful may be underestimated. He stated that he does see value in going to social media as tentacles from the City website, with the City website remaining as the main information source. He stated that allowing comments can be dangerous, but perhaps there is an ability for someone to provide a comment or reach out through messenger.

Economic Development Manager Sullivan stated that he would include his contact information on the page and could also include a representative from the EDA if desired. He stated that the goal is not to provide communication, but not to facilitate discussion in a public manner.

Member Johnson commented that at different times of the year businesses would offer different specials and perhaps businesses could submit their information to be shared on the EDA page.

Economic Development Manager Sullivan stated that he would lean towards not doing that as it would be difficult to provide direct advertising for a specific business. He stated that the City offers advertising through the *Ramsey Resident* at a set price. He noted that he also does not want to create that additional work for staff to sift through requests to create advertisements for the Facebook page.

Member Riley stated that he does not have a strong feeling on this but would lean towards using the City Facebook page more. He stated that he would think residents would like to hear more about the business community and the City website already has an established following.

Member Howell agreed with members Riley and Steffen. She stated that if this does go forward, she would ask that the value be measured to determine if there is more participation. She stated that perhaps the City page continue to be used, boosting business information.

Economic Development Manager Sullivan stated that currently there is only one staff member that can post to the City page and noted that another option would be to recommend that Economic Development staff be allowed to post to the City page in order to highlight economic development.

Member MacLennan agreed that it could be helpful to have the ability for Economic Development staff to post on the City page. He stated that if it does move forward, he would want to ensure it does not overburden staff.

Motion by Member MacLennan, seconded by Member Johnson, to recommend that the EDA presence be enhanced on the City Facebook page and to allow EDA staff to add content.

A roll call vote was performed:

Member Howell	aye
Member Riley	aye
Chairperson Olson	aye
Member Johnson	aye
Member MacLennan	aye
Member Steffen	aye

Motion carried.

6. MEMBER / STAFF UPDATE

6.01: Receive Update on Parcel 46 Development Status

Economic Development Manager Sullivan reviewed the staff report and provided an update on the development status of Parcel 46. Currently Parcel 46 needs fill, wetlands need to be mitigated and stormwater ponds might need to be reconfigured.

Chairperson Olson asked the depth of the water feature.

Economic Development Manager Sullivan replied that he was unsure of the depth but acknowledged that it would be deep.

Chairperson Olson asked how a water feature would be maintained to ensure algae does not grow.

Economic Development Manager Sullivan replied that he also does not have that answer.

Member Riley commented that there are plans for what this eventually look like, noting that the Council has reviewed concepts for the future of this area which could include a splashpad. He stated that this area would collect stormwater but would also be a water feature.

Member MacLennan commented that it would seem to be similar to the water feature in Champlin which keeps water moving and provides a good aesthetic.

Economic Development Manager Sullivan stated that staff has received positive feedback from the business networking event and provided an update on that event.

Member Riley stated that perhaps there be an informational case in the future highlighting partial and full takings for the Highway 10 project and to discuss if there is a role for the EDA to minimize impacts on businesses.

Economic Development Manager Sullivan stated that perhaps someone from the lead agency could make a presentation to the EDA and based on that discussion it could lead to direct recommendations from the EDA.

Member Riley commented that construction in Ramsey is still a ways out so there is not a strong urgency, but he also would not want to wait too long.

Chairperson Olson agreed that timing would be an important element.

Community Development Director/Deputy City Administrator Hagen agreed that it would be helpful to find out about easements and therefore perhaps it would be appropriate to bring it forward in the next few months. He recognized that properties will be impacted in some fashion.

Economic Development Manager Sullivan stated that the EDA has approved the purchase agreement for Parcel 50 and provided an update, noting that the City is working with the County to determine access options. He stated that there will be a requirement for a turn lane from Ramsey Boulevard and believes the developer will request a cost-share for that in the future, noting that would be worked out in the development agreement. He stated that the developer does have two tenants that would be ready to go once those details are known.

Member Steffen asked for an update on PACT Charter School and RGH.

Economic Development Manager Sullivan stated that PACT Charter School is looking at a site adjacent to Central Park at this time and anticipates a site plan application coming forward in the near future.

Community Development Director/Deputy City Administrator Hagen stated that PACT has submitted a request for a Comprehensive Plan amendment and rezoning, as the parcel is currently zoned for residential use. He stated that a sketch plan has also been submitted for review that will go before the Planning Commission on February 24th, with a public open house to take place prior to that meeting.

Member Steffen asked if that is a Katherine Drexel site or whether that would include some City owned land.

Economic Development Manager Sullivan confirmed that it is a site owned by Katherine Drexel and therefore would need to be split in order to accommodate for both the church and school use. He stated that in regard to RGH, the City has been working with a commercial grocer on the site and has received a preliminary site plan that staff has provided feedback to the developer. He stated that once a location is determined that would not make the remnant parcels unusable, they would move forward with site plan.

Member Riley stated that it would be a good idea to provide a presentation to the EDA on the potential sports dome in the future.

Economic Development Manager Sullivan commented that is very early in the process and therefore it would be premature to bring that to this group. He stated that once that is further along in the process, the association would likely be able provide a presentation to the EDA.

Member Riley recognized some zoning and ordinance changes that were adopted by the Council recently and asked staff to provide an update.

Community Development Director/Deputy City Administrator Hagen provided an update on recent ordinance and zoning changes that were made in anticipation of future requests.

7. ADJOURNMENT

Motion by Member MacLennan, seconded by Member Johnson, to adjourn the meeting.

A roll call vote was performed:

Member Steffen	aye
Member MacLennan	aye
Member Johnson	aye
Chairperson Olson	aye
Member Riley	aye
Member Howell	aye

Motion carried.

The regular meeting of the Economic Development Authority adjourned at 9:16 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.

DRAFT

Economic Development Authority (EDA)

4. 1.

Meeting Date: 03/10/2022

Submitted For: Sean Sullivan, Community Development

By: Sean Sullivan, Community Development

Title:

Recognition of Years of Service for EDA Commissioner Jim Steffen

Purpose/Background:

The purpose of this case is to recognize Commissioner Jim Steffen and his 20 years of service on the Ramsey Economic Development Authority.

Jim Steffen was appointed as an EDA Commissioner in April of 2002 and will have completed 20 years of service when his term expires in April of 2022. According to Staff research of City Records, Jim Steffen is the longest serving resident, in a non elected-capacity, to ever serve on the Ramsey EDA.

Notification:

N/A

Observations/Alternatives:

Information Item. No action required

Funding Source:

N/A

Recommendation:

Informational item. No action required.

Action:

Informational item. No action required.

Attachments

No file(s) attached.

Form Review

Inbox	Reviewed By	Date
Sean Sullivan (Originator)	Sean Sullivan	03/04/2022 10:10 AM
Brian Hagen	Brian Hagen	03/04/2022 10:13 AM
Kurt Ulrich	Kurt Ulrich	03/04/2022 12:25 PM
Form Started By: Sean Sullivan		Started On: 03/04/2022 09:43 AM
Final Approval Date: 03/04/2022		

Meeting Date: 03/10/2022

By: Sean Sullivan, Community
Development

Title:

Update on Potential Tungsten Redevelopment Area Project

Purpose/Background:

Purpose:

At the September 12, 2019 EDA meeting, the EDA authorized staff to begin work on the Interim Phase 2 component of the potential redevelopment project. Items identified in this phase included:

1. Documenting interest in landowners and business that are looking to sell.
2. Potentially acquiring parcels from willing sellers.
3. When possible, entering building and conducting an inspection and documenting the conditions with LHB , or other TIF professional present.

Background:

More work, including ROW acquisition necessary for the Hwy 10 improvements has identified parcels the have the potential for full acquisition and demolition of substandard structures. There is a possibility that some, or all of these properties might end up being partial acquisitions. Some of these structures are in the the Tungsten redevelopment area and are shown on the attached TIF Feasibility Analysis map. The time frame for acquisition of parcels that are needed for ROW will likely occur in the next several months with demolition commencing shortly after based on discussions with Anoka County.

Based on the timing of potential acquisition and demolition of some of the structures in the Feasibility Analysis Area, inspection need to be conducted as soon as possible. The purpose of these inspections is to obtain Findings on the condition of the buildings to determine if they could qualify as substandard buildings per the TIF Redevelopment Statutes. Staff already has previously received authorization to commence these inspections in 2019 but staff has included a specific proposal to get the work completed by LHB and to show the proposed costs totaling \$9,800. There is a cost savings in doing multiple inspections (\$2,450 for 4, \$4,400 for 1). If it is determined that a building is substandard the costs for acquisition and demolition become qualified for reimbursement for a future potential redevelopment TIF District. Statute allows for the district to be created up to 3 years after the findings have been made. The attached memo from Ehler's outlines the process and qualifications in greater detail.

The City of Ramsey will likely be required to make an estimated \$4M financial contribution to the Ramsey Gateway Project. \$2M from the MSA fund and \$2M from the PIR fund has already been budgeted. Obtaining ownership of parcels in the potential TIF District could be an efficient use of the City contribution and potential redevelopment efforts. Staff is asking the EDA to consider making a recommendation to the City Council to allocate funds for the purpose of acquisition and demolition if they are available and eligible contribution / TIF expenses. The recommendation would be conceptual in nature and not have a specific dollar amount.

Notification:

Notification is not required.

Observations/Alternatives:

The Ramsey Gateway Project is now fully funded and negotiations for property acquisitions for the project are now beginning. Anoka County is the lead agency that is responsible for putting offers together for parcels that may be impacted, closing the transactions and ultimately processing relocation benefits as required by law. It is possible that the City of Ramsey might end up with the ownership of some of the land parcels acquired as part of the Ramsey Gateway Project by allocating the required city contribution to land acquisition. This ultimately will be decided by the City Council, Anoka County and other agencies involved in the project.

Staff is looking for authorization to enter into a contract with LHB to conduct inspections and develop "findings" that will allow the city to maximize its ability to recover costs, or to provide incentives if a redevelopment TIF District is created in the future.

Alternatives:

- 1) Authorize Staff to execute contract with LHB to obtain letters of findings for potential TIF District (as presented)
- 2) Something else.

and;

- 1) Recommend to City Council that the City of Ramsey consider concept of using available, required contribution funds for the Ramsey Gateway Project on land acquisition / demolition expenses
- 2) Something Else

Funding Source:

The expense for inspections has been previously approved by the EDA. The funding source would be the EDA Professional Services line item 9230.6315. A project code is being set up for the costs incurred for a future potential Tungsten TIF Redevelopment District.

The funding source for potential acquisition costs and demolition would be from MSA or PIR funds.

Recommendation:

Staff recommends that the City enter into a contract with LHB to conduct inspections of buildings that have the potential to be acquired as part of the Ramsey Gateway Project.

Staff also recommends the the EDA recommend to City Council that the City of Ramsey consider concept of using available, required contribution funds for the Ramsey Gateway Project on land acquisition / demolition expenses.

Action:

Motion to direct Staff to enter into contract with LHB to conduct inspection services and obtain letters of findings.

and;

Motion to recommend to City Council that the City of Ramsey consider concept of using available, required contribution funds for the Ramsey Gateway Project on land acquisition / demolition expenses.

Attachments

TIF Feasibility Analysis Map

ACTION - LHB building Inspection Proposal

REFERENCE - Ehlers Redevelopment TIF Memo

REFERENCE-9.12.19 EDA Case

REFERENCE - 9.12.19 EDA Minutes

Inbox

Sean Sullivan (Originator)
Brian Hagen
Kurt Ulrich
Form Started By: Sean Sullivan
Final Approval Date: 03/03/2022

Reviewed By

Sean Sullivan
Brian Hagen
Kurt Ulrich

Date

03/03/2022 12:29 PM
03/03/2022 03:21 PM
03/03/2022 04:03 PM
Started On: 03/02/2022 04:09 PM

Ramsey Sunfish Boulevard TIF Feasibility Analysis





**PERFORMANCE
DRIVEN DESIGN.**
LHBcorp.com

March 3, 2022

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

PROPOSAL FOR TIF ANALYSIS TUNGSTEN LETTER OF FINDING

Thank you for the opportunity to submit our proposal to provide a TIF analysis for the Tungsten Redevelopment District in Ramsey, Minnesota.

LHB is a full-service architecture, planning, and engineering firm with a total of 260 staff located in our Minneapolis, Duluth, and Cambridge, Minnesota, and Superior, Wisconsin offices.

Our Government Studio has extensive experience working with local governments on their planning, design, architectural and engineering needs. Having been personally involved on various city councils and planning commissions, I understand how cities function and the importance of maintaining the support of appointed and elected officials and community throughout the process.

Below outlines our previous experience, team credentials, and scope of services. This proposal, if approved, will serve as the Agreement between LHB and Client.

PREVIOUS EXPERIENCE

LHB has significant experience with a variety of inspection and facility assessment projects, including the analysis of over 360 TIF Districts. Some examples include:

- City of Columbia Heights TIF Inspection Services
- City of St. Paul TIF Inspection Services
- City of St. Anthony Village, NW Quadrant TIF Inspection Services
- City of St. Louis Park TIF Inspection Services
- City of Mount TIF District "1-2" Inspection Services
- City of Osseo TIF Inspection Services
- City of New Richmond (Wisconsin) TIF Inspection Services
- Minnesota State System Facility Assessments
- State of Minnesota Facility Assessments
- Property Condition Assessments for the St. Paul Department of Planning and Economic Development (Franklin/Emerald Neighborhood)
- Condition Surveys for every DNR Facility in the State of Minnesota, 2014

TEAM CREDENTIALS

Michael A. Fischer, AIA, LEED AP – Project Principal/TIF Analyst

With over 34-years of experience serving as a Project Principal, Project Manager, Project Designer and Project Architect on planning urban design, educational, commercial, and governmental projects, he has become an expert on Tax Increment Finance District (TIF) analysis assisting over 100 cities with strategic planning for TIF Districts. Michael is an LHB Principal and Leader of the Integrative Design Team and leads the Minneapolis office.

Michael completed a two-year Bush Fellowship, studying at MIT and Harvard in 1999, earning master's degrees in City Planning and Real Estate Development from MIT. He has served on more than 50 committees, boards, and community task forces, including City Council President in Superior, Wisconsin, Chair of the Duluth/Superior Metropolitan Planning Organization, and Chair of the Edina, Minnesota Planning Commission. Most recently, he served as a member of the Edina city council and Secretary of the Edina HRA. Michael has also managed and designed several award-winning architectural projects and was one of four architects in the Country to receive the AIA Young Architects Citation in 1997.

Phil Fisher - Inspector

For 35-years, Phil worked in the field of Building Operations in Minnesota including White Bear Lake Area Schools. At the University of Minnesota, he earned his Bachelor of Science in Industrial Technology. He is a Certified Playground Safety Inspector, a Certified Plant Engineer, and trained in Minnesota Enterprise Real Properties (MERP) Facility Condition Assessment (FCA). His FCA training was recently applied to the Minnesota Department of Natural Resources Facilities Condition Assessment project involving over 2,000 buildings.

SCOPE OF SERVICES

1. **Survey the TIF District to Determine if it Meets Applicable Coverage Test**
 - a. To meet the coverage test, parcels consisting of 70 percent of the area of the district must be "occupied" by buildings, streets, utilities, or paved or gravel parking lots.
 - b. A parcel is not considered "occupied" unless at least 15 percent of its total area contains improvements.
2. **Conduct Visual Review of Building Interior and Exterior**
 - a. Obtain property owner's consent for inspection.
 - b. Document property conditions relative to Minnesota Statutes Section 469.174 Subdivision 10.
3. **Estimate Building Replacement Cost**
 - a. Replacement cost is the cost of constructing a new structure of the same square footage and type on the site.
 - b. A base cost will be calculated by establishing the building class, type, and construction quality.
 - c. Identify amenities, which increase the value of the building over the standard construction quality level.
 - d. Review building permits for each parcel.
 - e. The base cost and cost of amenities will be totaled to determine the replacement cost for the property.
4. **Evaluate Building Existing Condition**
 - a. Evaluate condition of the building based on Minnesota Statutes Section 469.174 Subdivision 10 definition of structurally substandard:
 - i. "Structurally substandard shall mean containing defects in structural elements or a combination of deficiencies in essential utilities and facilities, light and ventilation, fire protection including adequate egress, layout and condition of interior partitions, or similar factors, which defects, or deficiencies are of sufficient total significance to justify substantial renovation or clearance."

5. Determine Building(s) Code Deficiencies

- a. Determine technical conditions, which are not in compliance with current building code applicable to new buildings.
- b. Provide opinion of probable cost to correct identified deficiencies.
- c. Compare cost of deficiency corrections to replacement value of building.

6. Prepare and Deliver Report:

- a. Prepare a letter of finding describing why the property does or does not meet the criteria as "structurally substandard" as established in Minnesota Statutes Section 469.174, subdivision 10.
- b. Deliver final reports in .pdf format via Email.

ASSUMPTIONS

- 1. The preliminary boundaries of the district area are as follows:
 - a. Up to four buildings on four parcels adjacent to Highway 10 NW in Ramsey, Minnesota.
- 2. Client will provide the following:
 - a. A scalable parcel map and/or aerial photo of the area to be inspected, including GIS information with specific parcel data.
 - b. A list of all parcels affected, including name of owner and current known business or resident name and address.
 - c. Available information regarding the requirements of the engagement, and reports on the condition of the structures.
- 3. LHB shall be entitled to rely upon the information provided by the Client.
- 4. A building is not considered structurally substandard if it follows the building code applicable to new buildings or could be modified to satisfy the code at a cost which is less than 15 percent of its replacement cost.

STANDARD OF CARE

LHB shall perform its services consistent with the professional skill and care ordinarily provided by other professionals practicing in the same or similar locality under the same or similar circumstances. LHB shall perform its services in a timely manner consistent with the professional skill and care required for the orderly progress of the engagement.

Any report prepared by LHB represents a professional opinion based upon information available and arrived at in accordance with generally accepted professional standards. Other than as contained in the report, LHB makes no express or implied warranty.

Short of complete deconstruction to examine every element at every location, no assessment can reveal all conditions which may exist. Additional testing, assessment, or demolition may uncover conditions which would make it necessary to modify LHB's conclusions or recommendations.

Any report prepared for the purpose described in this Agreement is for the exclusive use by those to whom the report is addressed. LHB will not and cannot be held liable for the unauthorized reliance upon this report by any third party.

COMPENSATION

We propose to provide services on an hourly basis with the following key staff:

- Project Principal, Michael Fischer \$290/hour
- Project Manager \$165/hour
- Project Architect/Inspector \$145/hour
- Project Coordinator \$ 95/hour

Compensation shall be on an hourly basis, with a not to exceed Amount including reimbursable expenses, for the inspection of the properties and reports. The Hourly not to exceed amount will vary depending on the number of buildings:

1 building	\$4,400
2 buildings	\$6,200
3 buildings	\$8,100
4 buildings	\$9,800

PAYMENT TERMS

Payments are due and payable upon receipt of our invoice. Unpaid balances 60-days after invoice date shall bear interest at the rate of 8% per annum or 0.67% per month on the unpaid balance.

Failure to make timely payment to LHB is a material breach of this Agreement and may, at LHB's sole discretion, result in a suspension or termination of services, and may, at LHB's sole discretion, result in the termination of the Client's limited license authorization to use LHB's copyrighted Instruments of Service.

ADDITIONAL SERVICES

If there is a material change in the circumstances or conditions that affect the scope of work, schedule, allocation of risks or other material terms, LHB shall notify Client. Client and LHB shall promptly and in good faith enter negotiation to address the changed conditions including equitable adjustment to compensation. The fees and costs for any additional services will be based upon LHB's Standard Hourly Rate Schedule and Reimbursable Expenses Schedule.

SCHEDULE

LHB can proceed to start the Work upon receipt of a signed copy of this Agreement.

The final report typically requires 45 to 60 days to complete from the time we are authorized to start. We can make preliminary conclusions prior to our full report being completed, if necessary, to allow other consultants and the client to begin their work.

CONSEQUENTIAL DAMAGES

LHB and Client waive consequential damages for claims, disputes or other matters in question arising out of, or relating to, this Agreement.

LIMITATION OF LIABILITY

To the maximum extent permitted by law, Client agrees to limit LHB's liability for Client's damages to the sum of Ten Thousand Dollars (\$10,000) or LHB's fee, whichever is greater. This limitation shall apply regardless of the cause of action or legal theory pled or asserted.

USE OF LHB'S DOCUMENTS

The documents prepared by LHB, including Documents in electronic format, are solely for use with respect to this Project. All Documents prepared or furnished by LHB pursuant to this Agreement are the Instruments of Service to the Project and LHB shall retain all common law, statutory and other reserved rights, including copyright. LHB grants to Client a nonexclusive limited

license solely for the purposes of evaluating and executing the Project. Client shall not assign, delegate, sublicense, or otherwise transfer any license granted herein to another party.

To the extent the documents are transferred or are modified, supplemented, or otherwise altered by Client, subsequent design professional, or any other party, Client agrees to indemnify, defend, and hold LHB harmless for any claims, demands, damages, or causes of action arising out of such transfer or modification, supplementation, or alteration.

OTHER CONDITIONS


The laws of the State of Minnesota shall govern this Agreement. Any provision of this agreement later held to violate a law or regulation shall be deemed void. All remaining provisions shall continue in force.

Client recognizes that materials prepared by others may be subject to copyright protection and warrants to LHB that any documents provided by Client do not infringe upon the copyright held by another.

Unless the parties mutually agree otherwise, the parties shall endeavor to settle disputes by mediation. A demand for mediation shall be filed, in writing, within a reasonable period after a claim, dispute or other matter in question has arisen.

LHB and the Client, acting through the Client's legal representative, will, to the fullest reasonable extent, cooperate and coordinate efforts in preparing necessary responses to any third-party challenges to the inspections. The Client agrees to pay LHB its regular hourly rates spent because of a third-party legal challenge

If the terms and conditions of this Agreement are acceptable, please sign and return a copy to LHB.

LHB, INC. 

Signature
Michael A. Fischer, AIA

Printed Name
Principal

Title

CITY OF RAMSEY

Signature

Printed Name

Title

MEMORANDUM

TO: Sean Sullivan, Economic Development Manager
FROM: Jason Aarsvold and Stacie Kvilvang - Ehlers
DATE: March 3, 2022
SUBJECT: Sunfish – Tungsten Redevelopment Area

The City is currently contemplating redevelopment along Highway 10 between Sunfish Lake Blvd. and Tungsten St. N.W. This area is depicted on the map provided by the City and attached to this memorandum. The current working assumption is that some of these properties may be acquired by Anoka County in connection with planned improvements along Highway 10. Once acquired, the County plans to demolish the buildings first, and then may consider selling the vacant parcels to the City of Ramsey. You requested that we outline a process by which you can accomplish your eventual redevelopment objectives which would include:

- (1) Preserving your ability to create one or more Redevelopment Tax increment Financing (TIF) Districts, and;
- (2) Providing for reimbursement from a future tax increment district, or districts, for any City costs that may be incurred now in acquiring these properties from the County for redevelopment.

To qualify an area as a redevelopment TIF district, two basic conditions must be met:

- (1) Parcels consisting of 70% of the area of the district must be occupied by buildings, streets, utilities, paved or gravel parking lots, or other similar structures; and
- (2) More than 50% of the buildings, not including outbuildings, must be structurally substandard to a degree requiring substantial renovation or clearance.

To confirm conditions one and two above exist, we recommend hiring a qualified third party to conduct an independent analysis and prepare a report to document the findings. Given that we do not yet know which parcels will be included together in a future TIF district, or districts, we recommend documenting these findings for each individual parcel that will be acquired.

Generally, we recommend that you do not demolish buildings and create a TIF district until you have a redevelopment project identified and are ready to move forward. It is our understanding, however, that the planned acquisition from the County may not allow this project to proceed in that manner.

If buildings must be removed from an acquired parcel in advance of a potential redevelopment project, the City must document the redevelopment TIF eligibility findings by resolution. This resolution must be adopted **prior** to demolition and declare that the property is intended to be included within a future TIF district. The City has three (3) years from completion of demolition to include a parcel(s) in a district. The demolition **must** be done or financed by the City or done by

the County under a development agreement with the City (or possibly under a contract with the County to complete the demolition on the City's behalf).

For each resolution passed in connection with a parcel to be acquired, the City should include a provision documenting an inter-fund loan (IFL). Inclusion of IFL language in the resolution is the mechanism that will allow the City to reimburse itself from future tax increment for any costs that the City incurs now related to:

- Property acquisition
- Demolition
- Relocation
- Site preparation

The IFL will identify a maximum reimbursement amount that should be set sufficiently high to cover all the City's anticipated expenses for that particular property, knowing the City will only draw the amount actually needed for the IFL.

If the City does not create a redevelopment TIF district within three years of demolishing the building(s), then the opportunity to use redevelopment TIF as a tool for any project will have passed. At that point, the City's ability to use TIF on this site would be limited to:

- Creation of an economic development TIF district, provided 85% of the buildings and facilities (determined on the basis of square footage) are be used for manufacturing and warehousing;
- Creation of a housing TIF district, only if the district includes:
 - (1) A rental housing project in which at least 20% of the units are affordable to those at 50% of area median income (AMI), or 40% of the units are affordable to those at 60% of AMI; or
 - (2) An owner-occupied residential project in which at least 95% of the housing units are initially purchased and occupied by families with incomes at or below 100% AMI for a family of 2 or fewer, or 115% of AMI for a family of 3 or more.
- Special legislation to create a redevelopment TIF district

The City can, however, go ahead and create a redevelopment TIF district before the end of the three-year period even if there is no pending project. The City can delay receipt of first increment in that district for up to 4 years, which can preserve more time to get a project started and still benefit from the full 26 years of tax increment collections. The City would have up to five years from the date of certification of the district to enter into an agreement with a private party and provide pay-as-you-go tax increment payments that could then extend over the life of the district.

Please contact me at 651-697-8512 with any questions.

Ramsey Sunfish Boulevard TIF Feasibility Analysis



Economic Development Authority (EDA)

4. 3.

Meeting Date: 09/12/2019

By: Sean Sullivan, Community
Development

Title:

Discuss Potential Tungsten District Redevelopment Study located in the South East Quadrant of Sunfish Lake Boulevard and Highway 10/169 Related to the Ramsey Gateway Study

Purpose/Background:

Purpose:

The purpose of this case is to provide information to the EDA on the potential need for a redevelopment study and options for utilization of a viable Redevelopment TIF District or Renewal and Renovation TIF District and to formulate a plan of action. As the EDA is aware, the City is leading the Ramsey Gateway Study, a plan for future improvements along Highway 10/169.

Background:

The City of Ramsey has been working with Anoka County, MnDOT and other organizations regarding potential future interchanges and frontage road systems along US Highway 10/169. The Tungsten District area could be impacted by the future interchange and required frontage road systems, and has a very tight built environment. Staff has been approached by some landowners and businesses in this area regarding the potential of the City acquiring their parcels now and into the future. In addition, Staff sees an opportunity for reinvestment in the area that would improve the image of Ramsey's primary gateway to the community.

The intent of this case is to gauge the willingness of the EDA to proceed with initial data collection to be used in future studies and plans in order to best position the City to move forward with Highway 10/169 Improvements. Funding for improvements is key and has not yet been secured, but the City is pushing for a project as early as 2025 (or 2023 if the City were successful in a significant investment by the Minnesota Legislature in the 2020 Legislative Session). Land Acquisition typically begins two years prior to a project commencing.

Notification:

Notification is not required.

Observations/Alternatives:

Interim Phase 1 - Complete

City Staff contracted with LHB to get an objective, professional opinion on the probability of this area qualifying as a Redevelopment TIF District (25 years) or Renewal and Renovation TIF District (15 years). As a brief summary of TIF Districts, all existing taxes are paid and distributed to the appropriate taxing entities (City of Ramsey, Anoka County, Anoka Hennepin School District). New taxes generated by new investment (increment) that would not have occurred without the assistance (the 'but for' test) are still collected, but captured within the geographic boundaries of the District and used for eligible costs such as public infrastructure, site improvements, and land acquisition.

LHB Staff visited the site and put together the attached map identifying the probability of a building being substandard. The analysis is preliminary in nature and each building would need an inspection of the inside of the building, but the current analysis does give a good idea of what buildings might qualify for a TIF District. Based on the preliminary information it appears likely that a Redevelopment District (25 Years) could be created in this area.

Rough cost to conduct inspections of all buildings in this area would be \$31,600 or \$1,575 per building, However,

all buildings will likely not need to be inspected as you only need to have over 50% of the buildings to be identified as substandard in order to qualify for a redevelopment district. An estimate for this would run between \$20,000-\$25,000.

Typically a TIF District is not created unless you have a developer or specific project being proposed. Defining the project, project costs, eligible TIF expenses are needed before a district can actually be created. However, in the interim, more work can be done to better define the probability of a building being substandard and to better define the geographical area of a potential TIF District. Items that could be done now include:

Interim Phase 2 - Proposed

1. Documenting interest in landowners and business that are looking to sell.
2. Potentially acquiring parcels from willing sellers.
3. When possible, entering building and conducting an inspection and documenting the conditions with LHB , or other TIF professional present

Staff is looking for a recommendation from the EDA on how to proceed. Alternatives include, but are not limited to the following.

- Recommend that the City proceed with this next interim phase at a not to exceed amount of \$25,000.
- Recommend that Staff bring this case back for formal recommendation at a future date with additional information.
- Recommend that the City not proceed with the study at this time.

Funding Source:

The funding source would be the EDA Professional Services line item, potentially reimbursed in the future through the establishment of a future TIF District. There are adequate funds in the 2019 EDA Budget to accomplish this task.

Recommendation:

Staff recommends that the City proceed with Interim Phase 2 to work with owners businesses as opportunities for redevelopment and acquisition present themselves including conducting and documenting internal building inspections when possible, all leading to the a potential for the establishment of a future TIF District.

Action:

Motion to direct Staff to proceed (or not proceed) with the next Interim Phase 2 of the Tungsten District Redevelopment Study

Attachments

Riverdale / Tungsten Analysis

Form Review

Inbox	Reviewed By	Date
Sean Sullivan (Originator)	Sean Sullivan	08/29/2019 03:09 PM
Brian Hagen	Tim Gladhill	09/05/2019 09:53 AM
Sean Sullivan (Originator)	Sean Sullivan	09/05/2019 09:56 AM
Brian Hagen	Tim Gladhill	09/05/2019 11:57 AM
Form Started By: Sean Sullivan		Started On: 08/26/2019 10:59 AM
Final Approval Date: 09/05/2019		

Ramsey Sunfish Boulevard TIF Feasibility Analysis



**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, September 12, 2019, at the Ramsey Municipal Center, 7550 Sunwood Drive NW, Ramsey, Minnesota.

Members Present: Chairperson Jim Steffen
 Member Brian Burandt
 Member Scott Cords
 Member Glen Hardin
 Member Mark Kuzma
 Member Chris Riley

Members Absent: Member Shang Berg

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

1. CALL TO ORDER

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

2. APPROVE AGENDA

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

Motion carried. Voting Yes: Chairperson Steffen, Members Hardin, Riley, Burandt, Cords, and Kuzma. Voting No: None. Absent: Member Berg.

3. APPROVE MINUTES

3.01: Approve Meeting Minutes Dated August 8, 2019

Motion by Member Hardin, seconded by Member Kuzma, to approve the August 8, 2019, minutes as presented.

Motion carried. Voting Yes: Chairperson Steffen, Members Hardin, Kuzma, Burandt, and Riley. Voting No: None. Absent: Member Berg. Abstained: Member Cords.

4. EDA BUSINESS

4.01: Consider Revised Recommendation for Draft 2020 Preliminary EDA Budget and Levy

Community Development Director Gladhill presented the staff report and recommendation that the EDA adopt the 2020 Preliminary EDA Budget and Levy with a reduction in budgeted professional services of \$10,000.

Motion by Member Hardin, seconded by Member Burandt, to recommend to City Council to adopt the 2020 Preliminary EDA Budget and Levy with a reduction in budgeted professional services of \$10,000.

Motion carried. Voting Yes: Chairperson Steffen, Members Hardin, Burandt, Cords, Kuzma, and Riley. Voting No: None. Absent: Member Berg.

4.02: Respond to Property Owner Request to Consider Purchase of 8100 146th Avenue NW (Portions of meeting may be closed to the public under Minnesota Statutes Section 13.D.05 Subdivision 3(c)(3) to consider purchase of real property)

Economic Development Manager Sullivan recommended that the EDA enter closed session to discuss whether the EDA would like to consider entering into negotiations for the purchase of 8100 146th Avenue NW.

Motion by Councilmember Riley, seconded by Councilmember Kuzma, to recess the meeting to Closed Session at 7:35 a.m.

Motion carried. Voting Yes: Chairperson Steffen, Members Riley, Kuzma, Burandt, Cords, and Hardin. Voting No: None. Absent: Member Berg.

The meeting reconvened to Open Session at 7:47 a.m.

4.02: Respond to Property Owner Request to Consider Purchase of 8100 146th Avenue NW – Continued (Portions of meeting may be closed to the public under Minnesota Statutes Section 13.D.05 Subdivision 3(c)(3) to consider purchase of real property)

Economic Development Manager Sullivan reported that during closed session the EDA discussed the potential purchase of 8100 146th Avenue NW and the consensus of the EDA was not to pursue purchase of the property.

4.03: Discuss Potential Tungsten District Redevelopment Study located in the South East Quadrant of Sunfish Lake Boulevard and Highway 10/169 Related to the Ramsey Gateway Study

Economic Development Manager Sullivan presented the staff report and the recommendation that the City proceed with Interim Phase 2 to work with owners/businesses as opportunities for

redevelopment and acquisition present themselves including conducting and documenting internal building inspections when possible, which all lead to the potential for the establishment of a future TIF District.

Member Riley asked whether the \$31,000 would be the total cost and not the annual cost.

Economic Development Manager Sullivan confirmed that the total amount would be approximately \$31,000. He explained that the goal would be to have the different elements completed in conjunction with the Highway 10 project moving forward, which would still be several years out.

Member Hardin asked for the definition of substandard.

Economic Development Manager Sullivan stated that he did not have a clear definition of substandard noting that there are many factors that need to be considered. A professional like LHB would need to be contracted to make that determination so that it could be used in TIF analysis.

Chairperson Steffen asked for input on the frontage road option.

Community Development Director Gladhill explained that this quadrant of the project is the most challenging and therefore a specific plan has not been developed. He reviewed the current plan concepts, noting that the frontage road option along Highway 10 is not popular with some businesses in that area. He provided details on additional frontage road options.

Chairperson Steffen asked if the parcel would be redeveloped as a road or whether this is a master plan.

Economic Development Manager Sullivan stated that currently there is not a plan for this area. He explained that this would be a tool that could assist in redevelopment in the future.

Community Development Director Gladhill explained that the entire swath will not be needed for right-of-way and therefore land will remain for redevelopment. He stated that there are property owners in the area that are interested in purchasing additional property for development. He stated that this would be in anticipation of the Highway 10 project and would provide another tool. He stated that this would not establish a TIF district today but would put the City in the position to act quickly when the time comes.

Economic Development Manager Sullivan confirmed that he is not suggesting that the City begin to purchase the properties, but simply put itself in a better position for opportunities in the future. He noted that the City may be asked to acquire or help acquire in the future for right-of-way and it would be helpful to know which parcels are substandard.

Member Cords stated that the option for the frontage road is preliminary and asked if Anoka would be interested in connecting from the backside.

Economic Development Manager Sullivan stated that “Anoka Solution” does not show a frontage road connection to that parcel.

Community Development Director Gladhill stated that there is not enough physical room to get from Thurston Avenue to the parcel in Anoka because of the river oxbow and sloping bluff line.

Chairperson Steffen asked if the funds would be spread out over several years.

Economic Development Manager Sullivan stated that he would not anticipate the entire amount being spent in one year and would instead anticipate those funds being spent over five to seven years.

Member Riley stated that this is a preliminary step towards something that might be done in the future and therefore this makes sense.

Motion by Member Riley, seconded by Member Burandt, to direct staff to proceed with the next Interim Phase 2 of the Tungsten District Redevelopment Study.

Further discussion: Member Cord asked if staff can make the decision to inspect a building at any time or whether the EDA would need to be consulted prior to each building. Economic Development Manager Sullivan indicated that Staff would not need to come back to the EDA prior to entering each building.

Motion carried. Voting Yes: Chairperson Steffen, Members Riley, Burandt, Cords, Hardin, and Kuzma. Voting No: None. Absent: Member Berg.

4.04: Consider Site Selection Options for New Hotel Concept

Economic Development Manager Sullivan presented the staff report. Staff believes this is a worthy project for this parcel and is generally comfortable with either alternative site selection. Staff is seeking feedback from the EDA in relation to site layout preference and use for this parcel. If the EDA is in support, staff will chart out the necessary process moving forward.

Chairperson Steffen asked if information is available on the hotel brand.

Economic Development Manager Sullivan stated that the interested party would like to remain confidential at this time. He noted that the concept would include a restaurant and pool.

Chairperson Steffen commented that the concept could work on both sites of the lot but perhaps four stories would make more sense as an end cap.

Member Riley commented that the concept would work on either site and he would welcome a hotel.

Economic Development Manager Sullivan stated that the City has been approached by a business to potentially construct a retail project and that user would prefer the endcap site. He stated that staff would prefer to have flexibility in trying to develop a plan to maximize the site.

Member Kuzma stated that he would prefer concept one but would also support concept two.

Chairperson Steffen asked if the developer has a preference.

Economic Development Manager Sullivan identified the site the developer had originally submitted was on the east half of the lot, noting that he requested to see the concept for the other site. He confirmed that the developer prefers this site over other sites in the COR because it is visible from Highway 10.

Member Burandt echoed the comments of the other Members and noted that he would prefer the eastern side, leaving the western site for additional retail development.

4.05: Approve Program Outline, Speakers and Emcee for 2019 EDA Business Networking Event

Economic Development Manager Sullivan presented the staff report and the recommendation to approve of the draft format for the event. He confirmed that the date for the event would depend upon the availability of the speaker.

Chairperson Steffen asked the mission of Greater MSP.

Economic Development Manager Sullivan stated that Greater MSP is a newer organization that markets the region and assists with economic development.

Member Cords asked if there would be a more northwest regional focus.

Economic Development Manager Sullivan stated that any speaker could tailor their presentation to the area.

Chairperson Steffen asked if staff would provide the Highway 10 update.

Community Development Director Gladhill stated that City staff and the consultant could provide the update on Highway 10.

Member Riley commented that although Highway 10 is a continued discussion, there is more information available at this time and the presentation should be more than a five-minute discussion.

Member Kuzma commented that Anoka has a lot going on with Highway 10 as well that could be featured and perhaps, they should be invited to have a representative, or MnDOT.

Member Cords asked if it would make sense to invite members of the legislature that could potentially assist with funding.

Community Development Director Gladhill confirmed that they would be invited. He stated that the City is currently working on a bill to introduce at the next session.

Chairperson Steffen stated that he would hope that attendance could remain around 125, similar to the previous year.

Member Burandt stated that Greater MSP and DEED would have less of a draw for businesses and the bigger draw for attendance may be Highway 10.

Economic Development Manager Sullivan confirmed that a Hwy 10 focus could be done through marketing the event.

Member Riley stated that in addition to Highway 10 there could be discussion on what the Anoka County is doing to alleviate traffic due to upcoming Highway 10 construction. He stated that the focus of the event could be transportation.

Economic Development Manager Sullivan stated that in the event that one of the top speakers is not available to secure, perhaps a robust Highway 10 update be done as the focus of the event.

Member Burandt commented that he would be comfortable with that.

Chairperson Steffen asked if Greater MSP and DEED could speak to transportation or whether that would not be ideal.

Economic Development Manager Sullivan stated that economic development speakers would touch on the importance of transportation. He noted that it would be up to the group whether they would like a speaker.

Member Burandt stated that if the focus is going to be transportation, he would like to see someone from Anoka County or MnDOT to provide additional input on the region.

Member Kuzma commented that the consultant from WSB could also provide input.

Member Riley noted that at the last City Council meeting there was an update from WSB, Anoka County and MnDOT. He stated that if you add in City staff, that would be a robust presentation that could focus on the Anoka and Ramsey Highway 10 projects, as well as discussion on 47.

Chairperson Steffen confirmed the consensus of the EDA to forgo the traditional speaker format and instead focus on transportation.

Motion by Chairperson Steffen, seconded by Member Hardin, to approve the preliminary event schedule as outlined in the case.

Motion carried. Voting Yes: Chairperson Steffen, Members Hardin, Burandt, Cords, Kuzma, and Riley. Voting No: None. Absent: Member Berg.

4.06: Consider State of Minnesota Economic Development Marketing Opportunity

Economic Development Manager Sullivan presented the staff report. He stated that staff believes this marketing opportunity is worth considering. It provides a unique “bang for the buck” when considering how much the State of Minnesota pushes this publication, and when considering how staff can reuse the Thriving in the North ad for other purposes. Based on feedback from neighboring cities, they are happy with how this publication plays into their overall comprehensive marketing strategies. Both Coon Rapids and Elk River recommended that Ramsey get involved; however, both indicated it’s unlikely this one specific ad will generate an influx of calls from prospects. But to that point, if it generates one call that leads to a future project, it more than pays for itself.

Chairperson Steffen asked who designed the previous ad and who would design this ad.

Economic Development Manager Sullivan stated that the previous ad was developed internally and then tweaked by the publication. He stated that a similar format could be followed for this ad if desired.

Chairperson Steffen stated that he would perhaps want to see additional thought put into the ad.

Community Development Director Gladhill commented that the marketing funds could be used to develop a more thoughtful ad.

Member Hardin agreed. He asked if the EDA could review a draft before submission.

Economic Development Manager Sullivan stated that there is a quick timeline but noted that he could submit the draft to the EDA via email.

Member Kuzma stated that he is not thrilled about the ad as he believes the funds could be better spent. He noted that CBRE is already advertising the City land. He was unsure that this would be the best resource, as the EDA has limited marketing dollars.

Member Riley stated that this group is the EDA and the job is to push business development in general in the City, which is different than selling just City land. He stated that this would promote the City in general and would attempt to bring in business in general.

Member Cords asked if there are metrics that show the reach the magazine would provide beyond the current business the City already has. He stated that he likes the idea of the proposal, as it shows access and availability.

Economic Development Manager Sullivan replied that the City would be getting 7,500 issues of this magazine mailed directly to site selectors/decision makers. He stated that the magazine is also distributed at national and regional tradeshows championed by the State of Minnesota. He

noted that neighboring communities have made the investment and are in the magazine. He stated that the City did not participate the previous year and perhaps this is something the City does every other year. He noted that if there is success, the City could participate each year. He explained that one project would be more than worth the funds. He highlighted some of the online marketing tools the City utilizes.

Member Burandt stated that given the value of getting this information in the hands of decision makers, he would support the funding the ad.

Motion by Member Burandt, seconded by Member Hardin, to recommend to authorize staff to utilize up to \$6,270 of the EDA Marketing Budget to publish an ad in the 2019-2020 MN DEED Thriving in the North annual publication.

Further discussion: Member Kuzma stated that while he understands the input from the other Members, he does not believe that this would add value as the information is only sent to 7,500 people.

Motion carried. Voting Yes: Chairperson Steffen, Members Burandt, Hardin, Cords, and Riley. Voting No: Member Kuzma. Absent: Member Berg.

4.07: Review Draft COR Area Real Estate Marketing Map

Economic Development Manager Sullivan presented the staff report and recommendation to approve of the map for print and electronic production and distribution.

Chairperson Steffen asked how this map would be used aside from the wall map.

Economic Development Manager Sullivan reviewed other ways in which the map could be used. He stated that he has not officially requested the toggling interactive feature but could pursue that option noting that there may be additional cost.

Member Hardin stated that it would be interesting to find out that information. He asked where the information would be available.

Economic Development Manager Sullivan commented that this has not been finalized yet. He confirmed that once complete it would be inserted into the interactive development document and it would be available on the City website.

Member Cords asked if the logos would be scaled down on the wall map version.

Economic Development Manager Sullivan confirmed that he would verify that information with WSB prior to printing.

Chairperson Steffen asked the criteria to be included on the map.

Economic Development Manager Sullivan commented that he attempted to pull out the larger employers and key national names. He recognized that not all businesses were included. He confirmed the consensus of the EDA to pursue the option to toggle the businesses, noting that there could be an additional cost.

Motion by Member Kuzma, seconded by Member Hardin, to authorize staff to finalize map and to print and utilize for marketing activities as needed and pursue the additional interactive elements with a cost not to exceed \$1,000.

Motion carried. Voting Yes: Chairperson Steffen, Members Kuzma, Hardin, Burandt, Cords, and Riley. Voting No: None. Absent: Member Berg.

5. MEMBER / STAFF UPDATE

Economic Development Manager Sullivan commented on the success of the recent EDA golf event. He stated that he received a letter of resignation the previous night from Member Berg, noting that staff will follow the normal process to fill that vacancy.

6. ADJOURNMENT

The regular meeting of the Economic Development Authority adjourned at 8:55 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.

Economic Development Authority (EDA)

4. 3.

Meeting Date: 03/10/2022

Submitted For: Sean Sullivan, Community Development

By: Sean Sullivan, Community Development

Title:

Select 2022 Business of the Year

Purpose/Background:

The purpose of this case is to select the 2022 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 smaller 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 2022 Business of the Year. The EDA should review the responses and select a 2022 Business of the Year.

The nominees include (years on the short list):

Dedicated Networks (6)

Dynamic Group (6)

PACT Charter School (6)

B & F Fastener Supply (2)

Global Glove (1)

Plants and Things (1)

Each business has its own merits and reasons that it could be selected as the 2022 Business of the Year. Staff Added Global Glove (large Building purchase/expansion) and Plants and Things (tenure in Ramsey and Hwy 10 impacts) to the Short list and added Heartland Tire (Both corporate and retail presence in Ramsey) to the Large list for consideration.

Staff is seeking policy direction on selection moving forward.

Alternatives Include:

1. Select 2022 Business of the Year from one of the business on the short list
2. Something else

Funding Source:

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

Recommendation:

Based on Discussion.

Action:

Motion to select _____ as the 2022 Ramsey EDA Business of the Year.

Attachments

BOY Large and Small Lists

BOY Nominee Responses

BOY Nomination Letter

Form Review

Inbox

Sean Sullivan (Originator)
Brian Hagen
Kurt Ulrich
Form Started By: Sean Sullivan
Final Approval Date: 03/03/2022

Reviewed By

Sean Sullivan
Brian Hagen
Kurt Ulrich

Date

03/01/2022 03:54 PM
03/03/2022 03:13 PM
03/03/2022 04:02 PM
Started On: 03/01/2022 01:35 PM

Small List, updated in 3.1.22

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. B & F Fastener Supply
5. ~~DoAll Printing~~ (asked to be removed from consideration)
6. Global Glove (moved up from large list, major expansion in 2021 – bought building)
7. Plants and Things (staff addition - long standing Ramsey business the will likely close/relocate as a result of Highway 10 interchange construction project)
8. ~~Armstrong Kennels~~ (winner of 2021 Biz of the Year)

Large List, updated in 3.1.22

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. Barton Sand And Gravel (formerly Commercial Asphalt Company)
10. Heartland Tire (staff suggested addition)



2022 Business of the Year Nominees - Questionnaire Responses

Business
Contact
Email

Global Glove
Craig Wagner
craig.wagner@globalglove.com

Plants & Things USA
Jeff Hickman
jefferyhickman1@gmail.com

Dedicated Networks Inc
Dave Wicker (CEO)

dave.wicker@dedicatednetworksinc.com; paul@dedicatednetworksinc.com; wendy.everson@dedicatednetworksinc.com
1/4/2022, reminder 2/10; 2/23 VM for Paul

Dynamic Group Inc
Joe McGillivray
hr@dynamicgroup.com;
jmcgillivray@dynamicgroup.com;
lhargrove@dynamicgroup.com
1/4/2022, reminder 2/10

PACT Charter School
Josh Nyquist
j.nyquist@pactcharter.org

1/4/2022, reminder 2/10

B&F Fastener Supply
Aryn Young
aryny@bffastenersupply.com

5-Jan

Survey Sent
Survey taken (year)

4-Jan

1/4/2022, reminder 2/10

2022

2022

2022

2022

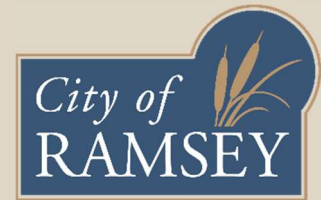
2022

2022

Survey taken (year)	2022	2022	2022	2022	2022	2022
1. When did you become a physically established business in Ramsey?	2004	1979	2012	1999	2004	1999
2. What is your estimated number of employees/FTE?	50 (Ramsey) / 160 (Company)	10FT, 15PT; Companywide 69	135	99	90	50
3. How does your business positively affect the community, besides job creation (i.e. community involvement, donations, sponsorships, memberships, etc.)?	Fire department, police department whoever asks that is local we donate.	We have a customer base that that includes the surrounding states, so they tend to make a day out of coming to the area and going to local restaurants, shops, and even staying in the hotel across the street. We also support local fund raisers with donations, including local church festivals/auctions, local radio stations, and local charities.	Dedicated Networks believes greater community-building begins in our workplace. Through our network of dedicated employees, we work to improve ourselves, improve our community and beyond. Our family-owned business was founded on principles of commitment to connection; both fiber optic and human. We foster a growth mindset through an internal program we call Dedicated to Drive Continuous Improvement. Through this initiative over 60 employees have shared their ideas, and more than 136 of those have been implemented to improve work at Dedicated Networks in 2021. We celebrate our employees' contributions to a safe working environment. When we demonstrate our value of safety, it demonstrates value for one another, for our business, our customers and our community. Our Caught Doing Something Right (CDSR) program highlights our safety practices and empowers our employees to lead the way in safety on a daily basis. Over 250 CDSR cards were awarded to our employees in 2021. When we hold ourselves to excellence in safety at work, it becomes an inherent part of who we are and how we operate. We are committed to continuous learning and growth. We don't want to miss a growth opportunity across our business or within an individual. All of our employees have had the opportunity to participate in professional development and other job-related training. In 2021, our Lean training initiative empowered employees to see our workplace through a new perspective. As valued personnel in their areas of expertise, they were challenged to streamline our workflows, eliminate unnecessary waste, and work smarter not harder. We believe this strategy emboldens our workers to question processes, define problems and work together toward better solutions. In our desire to attract and retain great personnel, we partner with local colleges through MJSP grants to train our workforce, increase their skills, and create internship opportunities for up-and-coming talent. Ramsey is our home—it is the city that built us and the foundation of Dedicated Networks. We care deeply about our community, and our outpouring of appreciation is demonstrated through our continued effort to provide services that give back to Ramsey and build it up year after year. In 2021 we were delighted to practice our appreciation through the following: -It was an honor to be a sponsor of Ramsey Days. -We partnered with the Anoka County Christmas Committee, and we became a donation site that contributed more than 125 toys to local families through Toys for Joy. -We raised almost \$2000 when 20 employees participated in Movember. The money went toward lifesaving research and programs for causes like men's mental health and suicide awareness and prevention. -We offered connection to groups that felt disconnected because of the COVID-19 pandemic, while maintaining our value for safety. Holiday cards written by our employees and wrapped chocolates were sent to two local senior centers, Suite Living Memory Care & Assisted Living and River Oaks of Anoka.	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.	PACT Charter School is a responsive, community-based K-12 public school built on a committed partnership between teachers, parents, and students. Together we strive to achieve strong moral character and excellence in education while helping students develop a strong sense of self-worth and respect for others and the community around them. In addition, we encourage each student to recognize their ability to contribute something unique to our community. Our students are involved in Boy/Girl Scouts, local churches, and charities, and are part of the workforce in and around the Ramsey area. Families come to our location from a 12-mile radius, which contributes to Ramsey's awareness and economy. Our school has students from cities like Brooklyn Park, Dayton, Coon Rapids, Blaine, Andover, Elk River, and Zimmerman -- and everything in between! PACT is authorized by Bethel University and is a member of the Anoka Area Chamber of Commerce and partners with Anoka Ramsey Athletic Association and Adrenaline Sports Center.	At B&F we love the community involvement aspect! We have incredible employees that love to help make a difference, but understand that it takes a team to do that. One of our primary focuses has been with the Ramsey City Police Department. They have an incredible team and we have gotten to know a lot of the officers there. We often invite them to grill-outs we have for our employees during lunch or even have had Captain Bluml be our Chili cookoff judge! In addition, we have also participated in the Torch Run with the Ramsey City PD for 4 years now and it is enjoyed by everybody. Christmas Committee is another team effort with Officer Stolp. We have had the privilege to tag along with him and deliver gifts to families in need in the Ramsey Community. Don't let us fool you though, our favorite event would probably be the Tip-a-Cop event to help raise money for the Special Olympics. Anything that has to do with food and we are in. Unfortunately, due to the current state of the world we are unsure if Tip-a-Cop will be back on, so to make sure we continue to raise awareness, we are also putting a team together for the Polar Plunge! We also host 2 blood drives every year in our facility here in Ramsey. One during the Holidays and the other one in August. We have collected 422 units of blood, which can equal up to 1,226 lives saved! Besides these things above we do other additional community services outside of our Ramsey footprint as we do have locations throughout the Upper Midwest. Things such as: -Adopt a Highway - Helping at local Food Banks - Helping at local Food Shelves - Feed My Starving Children - Variety of different Military appreciation cookouts - Variety of different First Responder cookouts -Helping Hands for Freedom
3. Cont			-We honored U.S. military service members during the month of August when Dedicated Networks participated in the Tee It Up for the Troops golf event which benefits those who have been wounded in the defense of our freedom. Being a part of this event gave us the opportunity to show our gratitude and appreciation for the sacrifices made by these brave men and women. The event took place at The Royal Golf Club in Lake Elmo and over 130 people were in attendance. -We held two blood drives (February and September 2021) and collected over 65 units of blood to save and sustain almost 200 lives in our community. -We provide career opportunities and seek out local talent through career fairs including CareerForce (workforce center) in Anoka County. -In 2021 we laid the groundwork for a formal internship program to bring in eight interns throughout the organization in the summer of 2022 -Our employees are locals, too. Dedicated Networks hosted a family picnic on Sunday, September 19th at Bunker Hills Regional Park. The weather was beautiful, the food was delicious, and the camaraderie was warm and friendly. The kids enjoyed face painting, balloon artists, kites, bubbles and an obstacle course. The adults enjoyed			

<i>Business</i>	<u>Global Glove</u>	<u>Plants & Things USA</u>	<u>Dedicated Networks Inc</u>	<u>Dynamic Group Inc</u>	<u>PACT Charter School</u>	<u>B&F Fastener Supply</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>We provide PPE which was critical during COVID. We continue to add employees and square footage in Ramsey. Bought the Dahlheimer building and added on to the corporate office and warehouse on Radium Street.</p>	<p>Plants and Things is a unique 12 acre family run business. We proudly carry high quality outdoor furniture, sheds, gazebos, pergolas, and pavilions that are all made here in America. Many of our full time employees have worked here over 20 years, and many of our part time high schoolers continue to work here throughout their college years. We have overcome many obstacles over the years including the recession in 2008, and most recently the worldwide pandemic by continuing to evolve and expand our merchandise for the changing needs of the consumer.</p>	<p>Dedicated Networks is building a better future. We refurbish used equipment and recycle what we can't reuse. We supply our customers with the technology they need now and for years to come. We do all of this for the sake of a future that will undoubtedly require our services and require the kind of environmental stewardship that we are already employing. In 2021, we extended the life of more than 300,000 pieces of high value internet enabling equipment and responsibly recycled 320 tons of waste. We are proud of the way we do business. We call it The Dedicated Difference, and it's a mentality that permeates our organization and reaches every one of our clients. We provide an exceptional experience; it doesn't matter whether you're a customer or a team member—it's part of the package. We are known, we are trusted, and we deliver. We carry over 200,000 products in inventory and 98% of our orders ship the same day. Our sales and engineering teams have an extremely high level of expertise that our customers are grateful for. Additionally, Dedicated Networks has been identified multiple times by both Inc. 5000 and the Minneapolis/St Paul Business Journal's Fast 50 as one of the fastest growing privately held companies in Minnesota. We live in an era where networking equipment is essential for business and communication. Simultaneously, supply chain issues and other challenges exacerbated by the COVID-19 pandemic have added opportunities for rapid growth as well as complexities that challenged our business model. The solution to these complexities lay in the hands of additional employees. We needed to grow, it had to be done immediately, and we were out of physical space. In June of 2021, we added a 2nd shift to meet the increased demands of our clients. We hired more employees, added more operating hours and we now expect to double our productivity. We are proud to have risen to the challenge without increasing our physical footprint.</p>	<p>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.</p>	<p>Charter schools are choice schools, which allow parents to access their child's best K-12 education options. 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. As a community of character-builders, PACT is focused on personal growth and committed to developing the whole person. We incorporate these leadership traits every day by displaying respect, citizenship, gratitude, compassion, integrity, cooperation, self-control, responsibility, and perseverance.</p>	<p>One of the first things that come to mind is the fact that we are a family-owned business. 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 employees and they understand that we are all just one big BF family! Our entire team certainly makes our business the success it is. We have extremely loyal and dedicated employees, with an extremely low turnover rate; our management team especially. One of the impressive things about both our Executive Management and our Middle Management is that they all have all been promoted from within, with the exception of two positions. They truly understand all aspects of the company and there isn't a job they aren't willing to do.</p> <p>In addition to our incredible team, we certainly have some great value-added services that really sets us apart from our competitors. We have our custom packaging division right here in Ramsey. This provides us the ability to make custom hardware kits with 100 percent quality control. It really helps eliminate the</p>
<p>5. Additional information</p>	<p>City of Ramsey has been very proactive and has been easy to work together. Even though we had to spend 300K to upgrade the sprinkler system at the Dahlheimer old beer warehouse!!! We have invested significant capital in packaging and print equipment.</p>	<p>We are truly blessed to have started our business 42 years ago here in Ramsey. We started as a fruit and vegetable stand all those years ago and have evolved into a 12 acre outdoor destination of furniture, structures, and garden decor. We continue to carry plants in the spring. The community support of our store has contributed to our success over the years and allowed us the opportunity to expand our business to include furniture stores in Coon Rapids, and Elk River along with a distribution center in Elk River.</p>	<p>The community of Ramsey has given so much to us. We are grateful and honored for the chance to give in return. Good businesses work for themselves, great businesses work for everyone. Dedicated Networks is proud to be connected to a community with so many great businesses.</p>	<p>Dynamic Group is ISO 13485 certified, as well as FDA registered as a contract manufacturer of medical devices.</p>	<p>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. We are excited about our plans for a new middle and high school building near Central Park in 2023. With that expansion, we plan to grow our enrollment from 670 students to approximately 1,270 by 2026. We plan to start construction this spring, and the application process will begin in May of 2022. It would be an honor and a great benefit for us to earn this award in the year that we begin our push for enrollment growth</p>	<p>Throughout the years we have also received several awards and recognition: 2021- NextGens to watch list 2020- Minnesota Family Business of the Year 2017- Featured in Industrial Supply Magazine 2016- Upsize Business Builder of the Year</p>

CITY OF RAMSEY 2022 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 2022 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