

City of Ramsey
Agenda
Economic Development Authority (EDA)
Thursday, May 12, 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 April 14, 2022
- 4. EDA Business**
 1. Consider Renewal of Anoka County Regional Economic Development Partnership (ACRED)
 2. Consider Authorization to Import, Place and Compact Fill for Outlot B, Affinity at the COR
- 5. Member/Staff Input**
- 6. Adjournment**

Economic Development Authority (EDA)

3. 1.

Meeting Date: 05/12/2022

Submitted For: Sean Sullivan, Community Development

By: Wendy Schlueter, Community Development

Title:

Approve Meeting Minutes for April 14, 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 April 14, 2022 meeting minutes.

Action:

Motion to approve April 14, 2022 EDA meeting minutes.

Attachments

[4.14.22 EDA Minutes DRAFT](#)

Form Review

Inbox	Reviewed By	Date
Sean Sullivan	Sean Sullivan	04/18/2022 02:07 PM
Brian Hagen	Brian Hagen	04/22/2022 10:22 AM
Kurt Ulrich	Kurt Ulrich	05/02/2022 03:27 PM
Form Started By: Wendy Schlueter		Started On: 04/18/2022 12:30 PM
Final Approval Date: 05/02/2022		

**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, April 14, 2022, at the Ramsey Municipal Center, 7550 Sunwood Drive NW, Ramsey, Minnesota.

Members Present: Chairperson Michael Olson
 Member Chelsee Howell
 Member Rachal Johnson (via Zoom)
 Member William MacLennan
 Member Chris Riley
 Member Shanna Stewart
 Member Scott Wiyninger

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

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

A roll call vote was performed:

Member Johnson	aye
Member MacLennan	aye
Member Stewart	aye
Chairperson Olson	aye
Member Wiyninger	aye
Member Riley	aye
Member Howell	aye

Motion carried.

3. CONSENT AGENDA

3.01: Approve Meeting Minutes Dated March 10, 2022

Motion by Member Riley, seconded by Member MacLennan, to approve the March 10, 2022, minutes as presented.

A roll call vote was performed:

Member Howell	aye
Member Riley	aye
Member Wyinginger	aye
Chairperson Olson	aye
Member Stewart	aye
Member MacLennan	aye
Member Johnson	aye

Motion carried.

4. EDA BUSINESS

4.01: Elect Chairperson and Vice Chairperson

Economic Development Manager Sullivan opened the floor for nominations for the position of Chairperson.

Motion by Member Johnson, seconded by Member MacLennan, to appoint Michael Olson as Chairperson of the Economic Development Authority through March 31, 2023.

There were no other nominations.

A roll call vote was performed:

Member Johnson	aye
Member MacLennan	aye
Member Stewart	aye
Chairperson Olson	aye
Member Wyinginger	aye
Member Riley	aye
Member Howell	aye

Motion carried.

Chairperson Olson opened the floor for nominations for the position of Vice Chair.

Motion by Member Olson, seconded by Member Johnson, to appoint William MacLennan as Vice Chairperson of the Economic Development Authority through March 31, 2023.

There were no other nominations.

A roll call vote was performed:

Member Howell	aye
Member Riley	aye
Member Wiyninger	aye
Chairperson Olson	aye
Member Stewart	aye
Member MacLennan	aye
Member Johnson	aye

Motion carried.

4.02: Consider Application for Sign and Awning Program: Allison's Petite Pastries

Economic Development Manager Sullivan presented the staff report.

Member MacLennan asked the total cost of the signage.

Economic Development Manager Sullivan replied that the cost is approximately \$8,000 for two types of signage, the sign on the building and the spot on the monument sign for the multi-tenant building.

Member Johnson asked how useful the signage has been for Kitchen Table. She stated she does notice the signage and asked if additional interest has been generated from that awning signage.

Economic Development Manager Sullivan stated that he has not received any comments but noted that the awning does draw attention. He stated that the program is utilized for new sit-down restaurant businesses.

Motion by Member Johnson, seconded by Member Wiyninger, to recommend to City Council to approve a \$1,500 grant from the Sign and Awning Program for Allison's Petite Pastries.

A roll call vote was performed:

Member Johnson	aye
Member MacLennan	aye
Member Stewart	aye
Chairperson Olson	aye
Member Wiyninger	aye
Member Riley	aye
Member Howell	aye

Motion carried.

Chairperson Olson recognized the two new members of the EDA and invited them to introduce themselves.

Members Wiyninger and Stewart introduced themselves to the group.

4.03: Consider Letter of Intent for Outlot A, Gigi Addition; Case of The Schiebout Family Limited Partnership, LLLP (Portions may be closed to the public)

Economic Development Manager Sullivan presented the staff report.

Member Riley noted that the previous plan included a steakhouse restaurant, and this plan does not appear to include that feature. He stated that was a desired amenity from the community, which is why there was such support from the City for the previous project. He welcomed input from the developer.

Emily Allegra, representing the applicant, stated that her family started Delta ModTech and is interested in branching out into other industries. She stated that they enjoyed working with the City of Ramsey. She noted that they have customers that fly in and there is not a close place for those people to stay, which is how they got to the concept of a hotel. She commented that staff did bring up the idea of a steakhouse but noted that COVID changed a lot of those dynamics. She stated that restaurants included within existing hotels are currently going bankrupt and therefore that is not included in the plans. She stated that if the hotel does flourish over time, they would be interested in a freestanding restaurant but do not wish to tie the projects together.

Member MacLennan noted the reference to business travel and asked if that has been picking back up.

Ms. Allegra replied that is the reason they are requesting a three-month period in order to conduct an updated demand study of the market. She stated that they know their business has demand as do some others, but they are not yet fully confident.

Member Wiyninger asked if there has been a study on how bringing in a hotel like this would impact the surrounding area.

Economic Development Manager Sullivan replied that a study has not been done on the impact to Ramsey, but it would be likely that people staying in a hotel would provide benefit to other businesses in the area and would also increase the tax base. He noted that there would also be ability for extended stay for construction crews. He stated that while The COR is not the only focus in the community, it is an important asset that the City has invested in.

Member Stewart asked how this hotel would be different than the existing hotel in Ramsey.

Ms. Allegra commented that this hotel would be of a higher scale which brings a higher-level product and would perhaps draw customers from other communities as well.

Member Stewart asked for more details.

Ms. Allegra replied that the demand study would confirm additional details. She stated that they are suggesting a mid to high scale hotel, providing examples. She stated that they would also like to be able to accommodate extended stay and family stays with suites and a pool.

Chairperson Olson asked for clarification on the action before the EDA today.

Economic Development Manager Sullivan replied if there is consensus that the EDA is willing to consider a land cost write down, that would be good for the developer to hear. He confirmed that additional work would be done at a later time to support the land cost and potential write down.

Motion by Member Johnson, seconded by Member Wyingner, to recommend to City Council to enter into the LOI with The Schiebout Family Limited Partnership, LLLP as presented, subject to City Attorney review.

Further discussion: Member Riley commented that he supports this action, noting that this would be a three month hold on the land while the study is being completed. He stated that the idea of a land cost write down was similarly discussed three years ago and therefore he would also support the idea of that. He noted that the related work would then be done at a later date. Member MacLennan commented that the potential sports dome could also bring in clients to a hotel. Ms. Allegra confirmed that they have been alerted to that potential which is why they are included features attractive to families in their discussions. Member Stewart asked if the City would receive a copy of the study. Ms. Allegra stated that if they move forward, they would provide a copy to the City, but if they pull back from the project, they would like to keep the study private. Economic Development Manager Sullivan replied that it was his impression that the City would be able to keep the study regardless and would require that as part of this process. He stated that there is other interest in the site and typically the City would require earnest money that would not be returned in order to hold the site. He confirmed that he would want that included in the agreement and noted that would be finalized prior to the City Council review. He noted that if the language is not included, the item will not move forward to the City Council.

A roll call vote was performed:

Member Johnson	aye
Member MacLennan	aye
Member Stewart	aye
Chairperson Olson	aye
Member Wyingner	aye
Member Riley	aye
Member Howell	aye

Motion carried.

4.04: 2022 Business Appreciation Day Event Planning

Economic Development Manager Sullivan presented the staff report.

Member MacLennan commented that the tournament was great and is always a lot of fun with the ability to network. He stated that he would really love to see a business from the city cater the event but recognized that may be difficult to arrange.

Economic Development Manager Sullivan replied that when the City went through pricing the last year there were only two available options. He noted that Kitchen Table is not doing a lot of events at this time and the pricing was much higher than other options. He stated that there is a lot of event planning from staff and therefore he would like to use the inhouse catering available from Northfork as that will make the event run the smoothest and in the most efficient manner.

Motion by Member MacLennan, seconded by Member Johnson, to authorize EDA budget allocation of \$5,500, select Wells (Lynde) Catering as the preferred caterer and select Tuesday, August 16th at The Links at Northfork for the 2022 Business Appreciation Day Event.

A roll call vote was performed:

Chairperson Olson	aye
Member Johnson	aye
Member MacLennan	aye
Member Stewart	aye
Member Winyinger	aye
Member Riley	aye
Member Howell	aye

Motion carried.

5. MEMBER / STAFF UPDATE

The EDA reviewed the Staff Update.

Economic Development Manager Sullivan provided updates on recent development activity and upcoming events.

Chairperson Olson asked the percentage of Ramsey businesses registered for the Business Expo.

Economic Development Manager Sullivan estimated about 60 percent Ramsey businesses at this time which is around the average of 60 to 70 percent Ramsey businesses. He stated that the event has been marketed differently this year, therefore they will be curious to see if there is a difference in attendance as well. He noted that PACT Charter School will also be doing a craft show that day and hopefully people from one event will also visit the other.

Member MacLennan referenced the planned digital billboard along Highway 10 and stated that there has been discussion as to what would be allowed and not allowed. He stated that there is an existing billboard that contains hate speech which bothers him greatly. He stated that it appears as vandalism but noted a similar sign in Blaine, which leads him to believe it is actual advertising.

He noted that both signs are outside of Ramsey but wanted the City to be very aware of what the billboard company is willing to allow.

Economic Development Manager Sullivan commented on the language included in the contract related to advertising on the billboard that will be within Ramsey. He noted that this will be the first sign for the company in this area and therefore does not believe the other signs mentioned are owned by the same company.

Community Development Director/Deputy City Administrator Hagen provided additional details on the control the City would have over messaging on the billboard. He believed that language could be added to the ordinance in attempt to thwart those types of messages. He stated that last year there was a joint meeting between the EDA, Planning Commission and City Council and noted that he is attempting to schedule another joint meeting with the focus on The COR framework and the MUSA boundary.

6. ADJOURNMENT

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

A roll call vote was performed:

Member Howell	aye
Member Riley	aye
Member Wyingner	aye
Chairperson Olson	aye
Member Stewart	aye
Member MacLennan	aye
Member Johnson	aye

Motion carried.

The regular meeting of the Economic Development Authority adjourned at 8:13 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. 1.

Meeting Date: 05/12/2022

Submitted For: Sean Sullivan, Community Development

By: Sean Sullivan, Community Development

Title:

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

Purpose/Background:

The purpose of this case is to consider a continued financial partnership in ACRED. The EDA will receive an update by Samantha Markman, Anoka County Economic Development Director.

Anoka County Regional Economic Development Partnership - Anoka County along with its 21 communities, Connexus Energy and Metro North Chamber of Commerce have identified the need for a regional economic development focus. A research study was completed by a Consultant, Ady Advantage, in December 2017 (“the Study”) for a market research analysis and evaluation of business opportunities, targets, and strategies for economic development within Anoka County. After a year of research, Ady provided a 200+page report with many goals and action steps to help the region grow to its full economic potential. Samantha Markman, Economic Development Director has been charged to tackle these goals and help many of the municipalities with their economic development needs/strategies. Ms. Markman's last day with ACRED is May 13, 2022. Anoka County Administrator Rhonda Sivarajah plans to attend the meeting to discuss the commitment to the position into the future and to answer additional questions.

The City of Ramsey has entered into a Memorandum of Understanding (MOU) setting up a framework for participating entities, to further the goals of the economic development collaboration by: (a) outlining general objectives, (b) defining mutual responsibilities, and (c) setting goals, timelines, communication, and other details necessary to achieve the desired outcomes.

The cost of this partnership to the City is \$1,576.00 which is an increase of \$70 dollars compared to last year.

Notification:

N/A

Observations/Alternatives:

Samantha Markman, Anoka County Economic Development Director, will provide a brief presentation highlighting what ACRED worked on this past year and what is on the agenda moving forward.

The City of Ramsey has worked closely with ACRED to market City owned properties on MNCAR, identify and submit site selection for regional RFP's, provide business leads, and participation with in-person and web based marketing activities highlighting the City of Ramsey and Anoka County. All 21 Anoka County cities have committed to this partnership in the past. Staff believes that the continued investment of \$1,576 is worthwhile and does not recommending opting out of the Voluntary Cost Share Agreement.

Funding Source:

Originally, the cost for cities in Anoka County was \$0.057 per person of population which amounted to \$1,506.00. The cost for 2022 is now \$1576.00. The City has historically used the EDA Budget for this expense.

Recommendation:

Staff recommends that the EDA recommend to the City Council participation in the Anoka County Economic Development Partnership and approval of the \$1,576 continued voluntary cost share to the partnership.

Action:

Motion that the EDA recommend to the City Council participation in the Anoka County Economic Development Partnership (ACRED) and approval of the \$1,576 continued voluntary cost share to the partnership.

Attachments

2022 Invoice

2022 Budget

2022 VCSA ACRED

2022 VCSA Cost by City

2022 ACRED Handout

ACRED Presentation

Form Review

Inbox

Sean Sullivan (Originator)
Brian Hagen
Kurt Ulrich
Form Started By: Sean Sullivan
Final Approval Date: 05/02/2022

Reviewed By

Sean Sullivan
Brian Hagen
Kurt Ulrich

Date

04/21/2022 03:53 PM
04/22/2022 10:22 AM
05/02/2022 03:28 PM
Started On: 04/20/2022 12:02 PM



Anoka County MINNESOTA

Respectful, Innovative, Fiscally Responsible

Customer/Division Code: ECON

Page 1 of 1

CITY OF RAMSEY ATTN SEAN SULLIVAN 7550 SUNWOOD DR NW RAMSEY, MN 55303	Customer Invoice		
	As of:	2/8/2022	Customer: 130878
	Amount Due:	\$1,576.00	Due By: 3/10/2022
	Questions?	Please Contact:	763-324-1700

<u>Date</u>	<u>Transaction</u>	<u>Amount</u>	<u>Balance</u>
Prior Balance as of 01/01/2022:			0.00

Invoice: EC020422U

2/4/2022 2022 ECONOMIC DEV COST SHARE

	\$1,576.00	
Invoice: EC020422U Total:	\$1,576.00	\$1,576.00

Current	31 - 60 days	61 - 90 days	over 90 days	Total Due
\$1,576.00	\$0.00	\$0.00	\$0.00	\$1,576.00

Amount Due By: 3/10/2022

Customer: **130878** Balance: **\$1,576.00** Due By: **3/10/2022** Payment Amount: \$ _____

Check Money Order VISA Master Card Discover

Make Checks Payable To:

Anoka County Treasury Office
2100 3rd Ave Suite 300
Anoka, MN 55303-5029

Credit Card: _____ - _____ - _____ - _____ Ex-Date ____/____ CSC 3 Digit Code _____
Card Holder's Name: _____ Phone: _____
Billing Address: _____
Signature: _____

ACRED Annual Budget

Fixed Cost	2022 Budget	Change from 2021 Budget
MNCAR Properties Listing	\$ 6,000.00	All Fixed Cost Expenses Remain the Same from 2021
MNCAR Exchange Access	\$ 2,320.00	
Website Hosting	\$ 1,190.00	
MMP	\$ 700.00	
Constant Contact	\$ 840.00	
MREJ Contract	\$ 4,500.00	
Marketing		
Marketing	\$ 3,500.00	Increased, Offset with Event Expenses <i>Hold incase of limited sponsors</i>
MNCAR Booth	\$ 1,100.00	Same from 2021
Events		
UpRiver Real Estate	\$ 500.00	Individual Event Decrease <i>Intended Sponsors or Marketing Funds</i>
Business + Banking Summit	\$ 500.00	
MN Tech Corridor Event	\$ 500.00	
Total Proposed Budget	\$ 21,650.00	
Annual Working Balance	\$ 22,750.00	
Program Expense Hold	\$ 1,100.00	

VOLUNTARY COST SHARING AGREEMENT
FOR ANOKA COUNTY ECONOMIC DEVELOPMENT
(CALENDAR YEAR 2022)

THIS AGREEMENT is made between the County of Anoka, a political subdivision of the State of Minnesota (“County”), and the undersigned participating municipality (“City”), a municipal corporation organized under the laws of the State of Minnesota.

WITNESSETH

WHEREAS, the County and the City, along with other community partners, entered into a Memorandum of Agreement (“MOU”) on January 1, 2019, to set goals, create an action plan, and implement shared objectives in promoting economic development within Anoka County;

WHEREAS, the MOU addresses the need for cost sharing between the County and municipalities of Anoka County to support continued services for website services, social media support, marketing assistance, and future services related to the county-wide economic development initiative;

WHEREAS, an annual budget for the above activities was developed, including a formula for each participating municipality to provide proportional cost sharing based upon its population;

NOW, THEREFORE, the parties understand and mutually agree as follows:

1. The budget for services related to website services, social media, marketing, and other supportive activities required for economic development, is currently set at \$20,750.00 for calendar year 2022.
2. For 2022, the City agrees to contribute the sum of \$0.057 per individual resident within its city limits, as a voluntary contribution to the economic development costs described above. For purposes of this calculation, population size of a City is based upon the Metropolitan Council’s most recent population estimate.
3. The City shall provide such payment annually, by the end of the first quarter in each calendar year, beginning in 2022.
4. Each calendar year, the County will provide an annual budget and proposed formula for the City’s use in calculating its contributions under this Agreement.
5. The City may opt out or cancel this Agreement by providing 30 days’ written notice to the County Administrator: Rhonda Sivarajah, 2100 Third Avenue, Ste. 700, Anoka, MN 55303.

6. This agreement shall terminate concurrently with the MOU, unless a City chooses to opt out or cancel this agreement prior to its expiration, as provided above.

IN WITNESS WHEREOF, the parties of this Agreement have hereunto set their hands on the dates written below:

**ANOKA COUNTY HOUSING
AND REDEVELOPMENT AUTHORITY:**

CITY OF RAMSEY:

By: _____
Scott Schulte, Chair
ACHRA Board of Trustees

By: _____

Dated: _____

Dated: _____

By: _____
Karen Skepper, Executive Director
ACHRA

By: _____

Dated: _____

Dated: _____

APPROVED AS TO FORM

By: _____
Christine Carney
Assistant County Attorney

By: _____

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Scott Schulte, Chair
ACHRA Board of Trustees

By: _____

Dated: _____

Dated: _____

By: _____
Karen Skepper, Executive Director
ACHRA

By: _____

Dated: _____

Dated: _____

APPROVED AS TO FORM

By: _____
Christine Carney
Assistant County Attorney

By: _____



Anoka County Regional Economic Development



Marketing



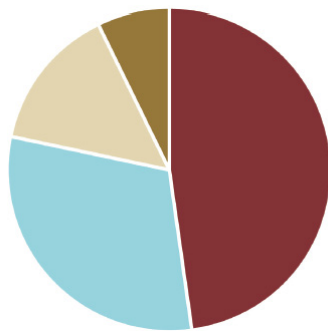
Readiness



*Regionalism &
Alignment*

Project Inquiries by Type

Overwhelmingly the project inquiries in 2021 fell into the industrial project type. By no surprise, businesses and developers alike are looking for expansion opportunities to accommodate their warehousing and logistical needs. This has resulted in a number of successful projects across Anoka County!



■ Industrial ■ Commercial ■ Assistance ■ Housing

Initiatives to Highlight

Anoka County is conducting a **Broadband Feasibility Study** to determine gaps and opportunities across the network in the County

This Feasibility Study will help in securing future funding to help support the build out of reliable and redundant networks across all of Anoka County. To aid residents and businesses in their everyday work.

To learn more about this process or to request a copy of the residential and/or business survey, please reach out to our project email:

broadband@co.anoka.mn.us

Please watch for a residential survey to be mailed early May 2022, feedback is greatly appreciated to ensuring accurate data.



Interested in learning more? Contact us today!

Samantha Markman, Economic Development Director
Anoka County Regional Economic Development
c. 612.358.8925 | samantha.markman@co.anoka.mn.us
www.anokacountyysuccess.org



Do you want to collaborate on workforce needs? Our Anoka County Job Training Center can help!

Training Opportunities

Attract, develop, and retain your talent!

On-the-Job Training

Train new employees to your standards and receive wage reimbursement during the new-hire training period. For youth, adults, or seniors 55+.

Incumbent Worker Training

Create a skilled workforce or avert the need to lay off employees by assisting them in obtaining the necessary skills to retain staff. Assistance with training costs may be available for qualifying businesses.

Work Experience Program

Work experience opportunities available for youth, adults, and seniors 55+. Build foundational work-based skills and training to enhance employability. Wage subsidies paid through program funds.

Internships

Short-term work experience that provides career exploration and development, and an opportunity to learn new skills. Wage paid through program funds.

Hiring

Get ready. Get set. Get hired!

Hiring Events

Great opportunity for employers to connect with prospective employees. Contact Maria Lourey-Bowen to participate.

Work Opportunity Tax Credit

Federal tax credit available to employers for hiring individuals from certain targeted groups who face barriers to employment.

Career Development & Talent Matching Resources

Connects individuals to opportunities and provides valuable economic and employment development information for employers. CareerForce helps career seekers, employers, and Minnesota communities thrive.

www.careerforcemn.com

Interested in learning more about these resources?

Maria Lourey-Bowen, Workforce Development Specialist
Anoka County Job Training Center
763.324.2317 | maria.lourey-bowen@co.anoka.mn.us
www.anokacounty.us/jtc



ANOKA COUNTY

Regional Economic Development

CITY OF RAMSEY | EDA MEETING

May 12, 2022

Samantha Markman, Economic Development Director

QUICK FACTS

by the numbers.

- 21 Communities
- 423 Square Miles
- Population: 356,921
 - 4th Largest County in MN
- Labor Participation: 72%
- Median Household Income: \$82,175

US Census Bureau 2015-2019





PARTNERSHIPS + COMMITTEES

EXECUTIVE COMMITTEE

ALIGNMENT +
REGIONALISM

MARKETING

READINESS

CITIES

CHAMBERS

GREATER
MSP

MN
DEED

OPEN TO
BUSINESS

WORKFORCE
DEVELOPMENT



ACRED GOALS + INITIATIVES



MARKETING

- Address and work to change the perception of Anoka County, among stakeholders, partners, developers, potential talent, etc.



READINESS

- Ensure Anoka County is ready for development from both a talent and product (sites and buildings) perspective



REGIONALISM & ALIGNMENT

- Clearly define roles within the county, as well as with regional partners, as it relates to economic development marketing, incentives, business retention and expansion, etc.



TARGET INDUSTRIES

Light + Heavy Manufacturing

Distribution + Trucking

Data Centers + Technology
Companies

Back Office + Support Staff





2021 – YEAR IN REVIEW

EVENTS

2021 UpRiver Real Estate Event

- Hosted at Running Aces
 - Approx. 85 Pre-Registered – 70 Attended
 - Connexus & Minnesota Real Estate Exchangers

2021 MNCAR Expo

- Participated at The Depot Minneapolis
 - Approx. 600 in attendance
 - Booth Set-up with City Participation: Centerville

2021 3M/PGA Open

- Promoted County Opportunities at Hosted Tent
 - Sent 40 tickets per day (4-Day Tournament)
 - Emphasis on Businesses, Brokers, and Developers

2021 Minnesota Real Estate Journal Events

- Data Center Summit
 - Virtual: 04.14.2021
- Commercial Real Estate Forecast Summit
 - In-Person: 06.04.2021
- Young Professionals in Commercial Real Estate
 - In-Person: 06.10.2021
- North Metro MN Real Estate Summit
 - In-Person: 09.09.2021
- Industrial Real Estate Summit
 - In-Person: 11.12.2021

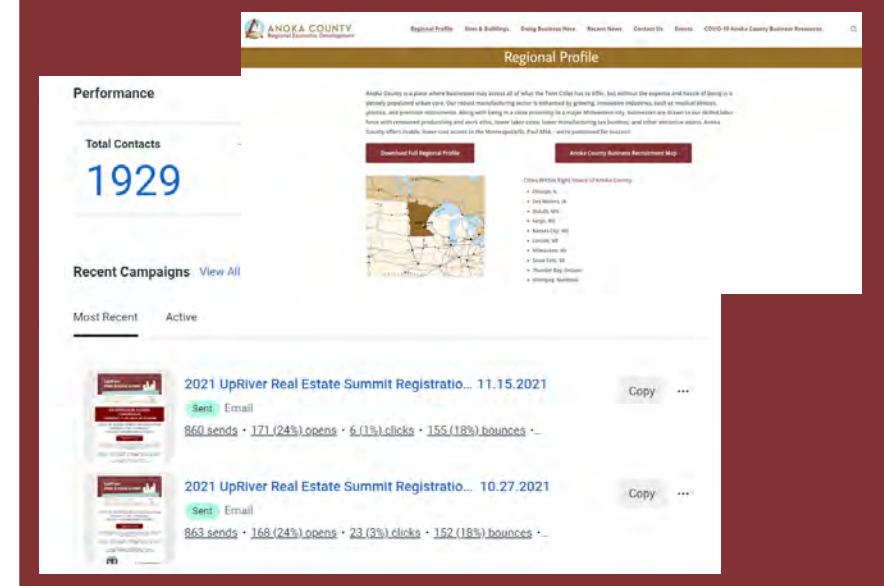


2021 – YEAR IN REVIEW

MARKETING TOOLS

Marketing Tools

- Website (**Budget: \$1,190**)
 - www.anokacountysuccess.org
 - Continued COVID-19 Resource Matrix
 - Updated Events Page + Contact Info
- Constant Contact (**Budget: \$840**)
 - 2020 -> 2021 contacts grew by 1,400 contacts (+385%)
 - Cities have access to creating content and access to sharing contact in the database
- MREJ Contact (**Budget: 4,500**)
 - Minimum 4 event sponsorships & participation
 - Cities have access to attending events on a comp pass and including marketing materials for the sponsor table



- MNCAR Exchange (**Budget: \$8,320**)
 - Property + Available Land Database
 - Cities have access to link to the available land data base on ACRED website for real-time property listings and data
 - Support from Anoka County for detailed searches and property information can be provided
- Minnesota Marketing Partnership (**Budget: \$700**)
 - Paid partnership to grow the marketing opportunities for the State of MN
- LinkedIn (**Budget: \$0**)
 - 2020 -> 2021 contacts grew by 65 followers (+145%)



2021 – YEAR IN REVIEW

PROJECTS

Facilitated Approximately 30 Formal Inquiries

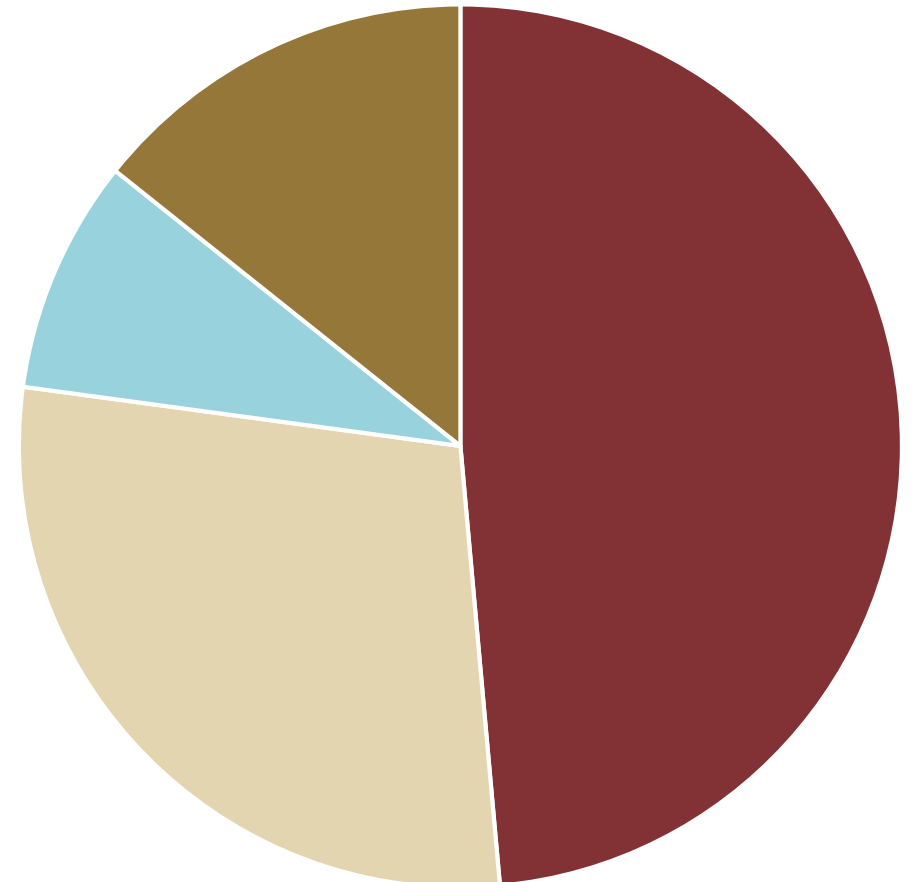
- Includes many additional “touch points”
 - Chart (right) indicates by Industry Type
 - Assistance does not include past/previous COVID-19 grant inquiries, but rather categorized as new business inquiries for development assistance or business start-up solutions

Direct Business Support

- Interest in Ramsey Opportunities
 - Worked to connect project inquiries directly with Ramsey staff

Inquiries by Type

■ Industrial ■ Commercial ■ Housing ■ Assistance*





2022 – A LOOK AHEAD

Events

INITIATIVES

Regional Broadband Efforts

- Stakeholder Meetings to Identify Need
- Next Steps
 1. Regional Broadband Feasibility Study
 2. Funding Opportunities for Construction

Business Retention & Expansion

- Harmonize Community BRE Efforts
- Next Steps
 1. Regionalism & Alignment Subcommittee
 2. Benchmarking Common Data

Community Support

- Comes in MANY Shapes & Sizes
- Meeting individual communities where they're at individually

2022 Marketing Events

- ACRED Hosted Events
- MREJ Contract
- PGA 3M Open
- MNCAR Expo





2022 – A LOOK AHEAD

Events

EVENTS

ACRED Business & Banking Summit

- Location: TBD (May/June 2022)

ACRED UpRiver Real Estate Event

- Location: TBD (October/November 2022)

PGA 3M Open

- Location: TPC Blaine (July 21-24, 2022)

MNCAR Expo

- Location: The Depot Mpls (October 26, 2022)

Minnesota Real Estate Journal (MREJ)

Data Center Summit

- Location: Golden Valley CC (April 14, 2022)

Land Development Summit

- Location: Golden Valley CC (May 5, 2022)

North Metro Real Estate Summit

- Location: TPC Blaine (September 16, 2022)

Industrial Real Estate Summit

- Location: Golden Valley CC (November 10, 2022)



THANK YOU!

Stronger together.

On behalf of Anoka County, the Board of Commissioners, and all partners and stakeholders – we'd like to take this opportunity to thank the City of Ramsey for their continued support!

We are stronger, together! Working together to build a vibrant regional economy here in Anoka County.



QUESTIONS + COMMENTS

SAMANTHA MARKMAN
Economic Development Director
Anoka County

samantha.markman@co.anoka.mn.us
(o) 763.324.4609 | (c) 612.358.8925

www.anokacountysuccess.org



Economic Development Authority (EDA)

4. 2.

Meeting Date: 05/12/2022

Submitted For: Sean Sullivan, Community Development

By: Sean Sullivan, Community Development

Title:

Consider Authorization to Import, Place and Compact Fill for Outlot B, Affinity at the COR

Purpose/Background:

Purpose:

The purpose of this case is to receive a recommendation by the EDA to import, place and compact fill for Outlot B, Affinity at the COR when cost effective opportunities present themselves.

Background:

Many city owned sites in the COR are in need of fill and or soil correction to make the sites developable and marketable as evidenced by the needed fill graphics created in 2018 and attached to the case. Since that time, the triangular parcel (Outlot A -Municipal Plaza Park) to the east of the subject parcel (Outlot B) has been brought up to grade utilizing Park funds. At that time the geotechnical work was done for both Outlots A and B with the EDA paying for the portion related to Outlot B. Approximately 8,200 cubic yards of fill is needed to bring the site up to a pad ready condition. Outlot B is a commercial lot that the City is currently marketing for development and it will not be part of the future Municipal Park along Center Street.

Both Outlot B and A are temporarily used for the Happy Days celebration so any soil work on Outlot B would need to be coordinated with that event. The topography of the site is currently not ideal due to Outlot B not being brought up to even grade with Outlot A. Staff believes that getting this site pad ready is a win / win for future development and the temporary use for Happy Days.

Recently, clean fill has become available from other projects (Riverdale Drive Extension, Ramsey Elementary) that can be obtained at a discount due to proximity to the COR and reduced trucking costs. The estimated cost to prepare Outlot B for soil import and to place and compact was approximately \$33,000 as shown on the quote by Douglas-Kerr. Hydro seeding the lot to re-establish turf could cost an additional \$4,000 based on an estimate obtained by the City Engineering Department. Typically there is not a lot of lead time for these opportunities and because of that the City is not able to take advantage of the cheaper fill. Staff is asking the EDA and City Council to consider pre-authorization of an amount not to exceed \$40,000 to obtain fill, when the opportunity arises and to place, compact and re-establish turf Outlot B, Affinity at the COR. The project would also need to be completed during a time frame as not to make the Happy Days site unusable for the annual event in September.

Notification:

Not required

Observations/Alternatives:

Observations:

Outlot B, Affinity at the COR is in need of fill and compaction to make it "Shovel Ready" for future development. In order to get this work done at the cheapest cost, staff needs to have flexibility to authorize the work when opportunities present themselves. Pre-authorization of up to \$40,000 would give staff the flexibility to take advantage of "reduced" pricing situations to get the needed work done.

Alternatives:

1) EDA recommend to the City Council to Pre-Authorize up to \$40,000 to obtain clean fill, place, compact and

re-establish turf for Outlot B, Affinity at the COR (Staff Recommendation)

2) EDA recommend to the City Council to Pre-Authorize up to \$ _____ to obtain clean fill, place, compact and re-establish turf for Outlot B, Affinity at the COR

3) Something Else

Funding Source:

An amount not to exceed \$40,000 from the EDA Fund Balance. The current unencumbered EDA Fund balance as of April 18, 2022 is \$1.145M

Recommendation:

EDA recommend to the City Council to Pre-Authorize up to \$40,000 to obtain clean fill, place, compact and re-establish turf for Outlot B, Affinity at the COR (Staff Recommendation)

Action:

Motion to recommend to the City Council to Pre-Authorize up to \$40,000 to obtain clean fill, place, compact and re-establish turf for Outlot B, Affinity at the COR.

Attachments

Site Location Map

Fill Exhibits for COR

Quote for Fill and Compaction

Form Review

Inbox

Sean Sullivan (Originator)
Brian Hagen
Kurt Ulrich
Form Started By: Sean Sullivan
Final Approval Date: 05/03/2022

Reviewed By

Sean Sullivan
Brian Hagen
Kurt Ulrich

Date

05/02/2022 04:19 PM
05/02/2022 04:31 PM
05/03/2022 03:26 PM
Started On: 04/21/2022 01:52 PM

Outlot B, Affinity at the COR



Parcel Information: Approx. Acres: 1.74
 28-32-25-31-0025 Commissioner: MATT LOOK

RAMSEY
 MN 55303
 Plat: AFFINITY AT THE COR

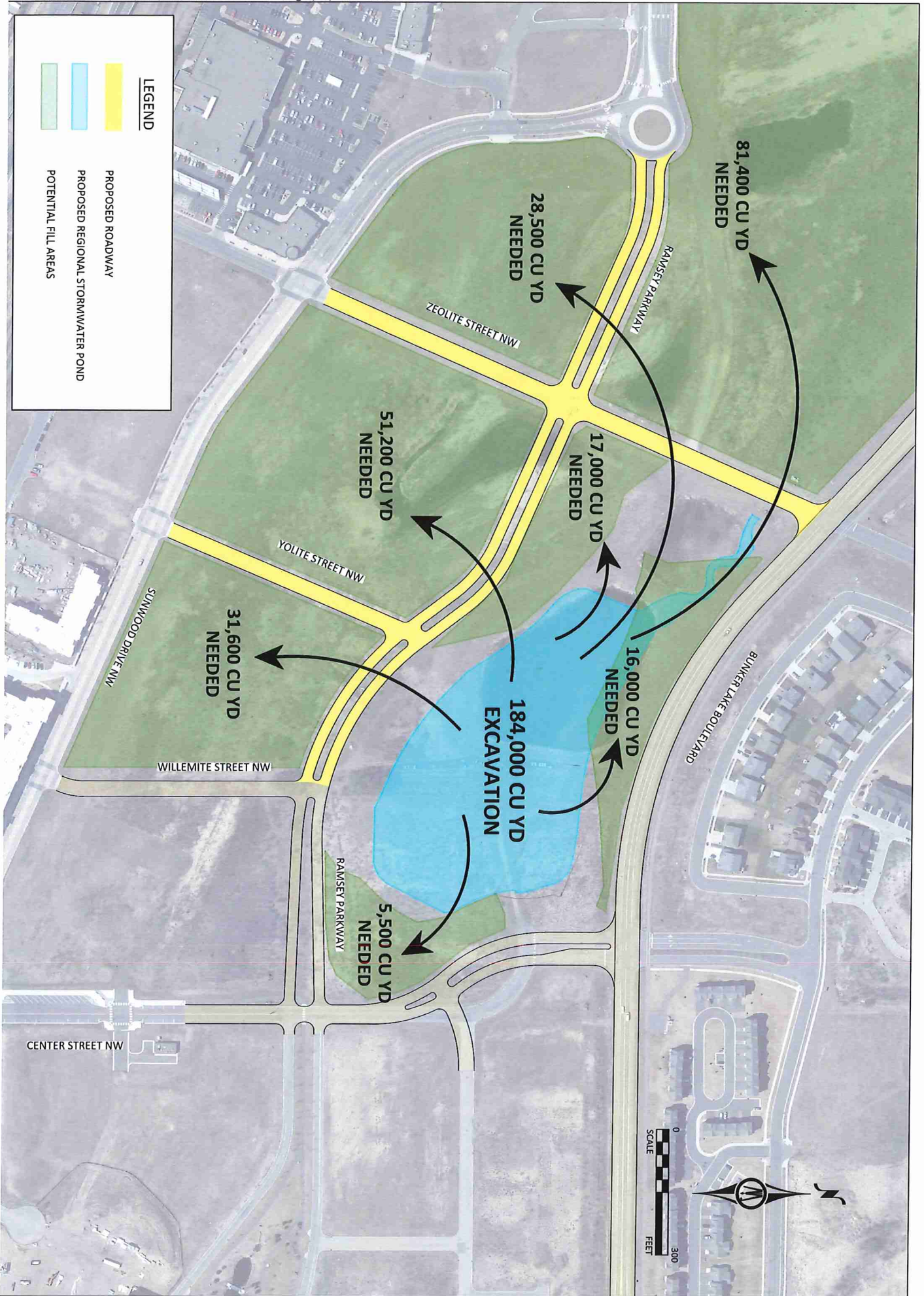
Owner Information:

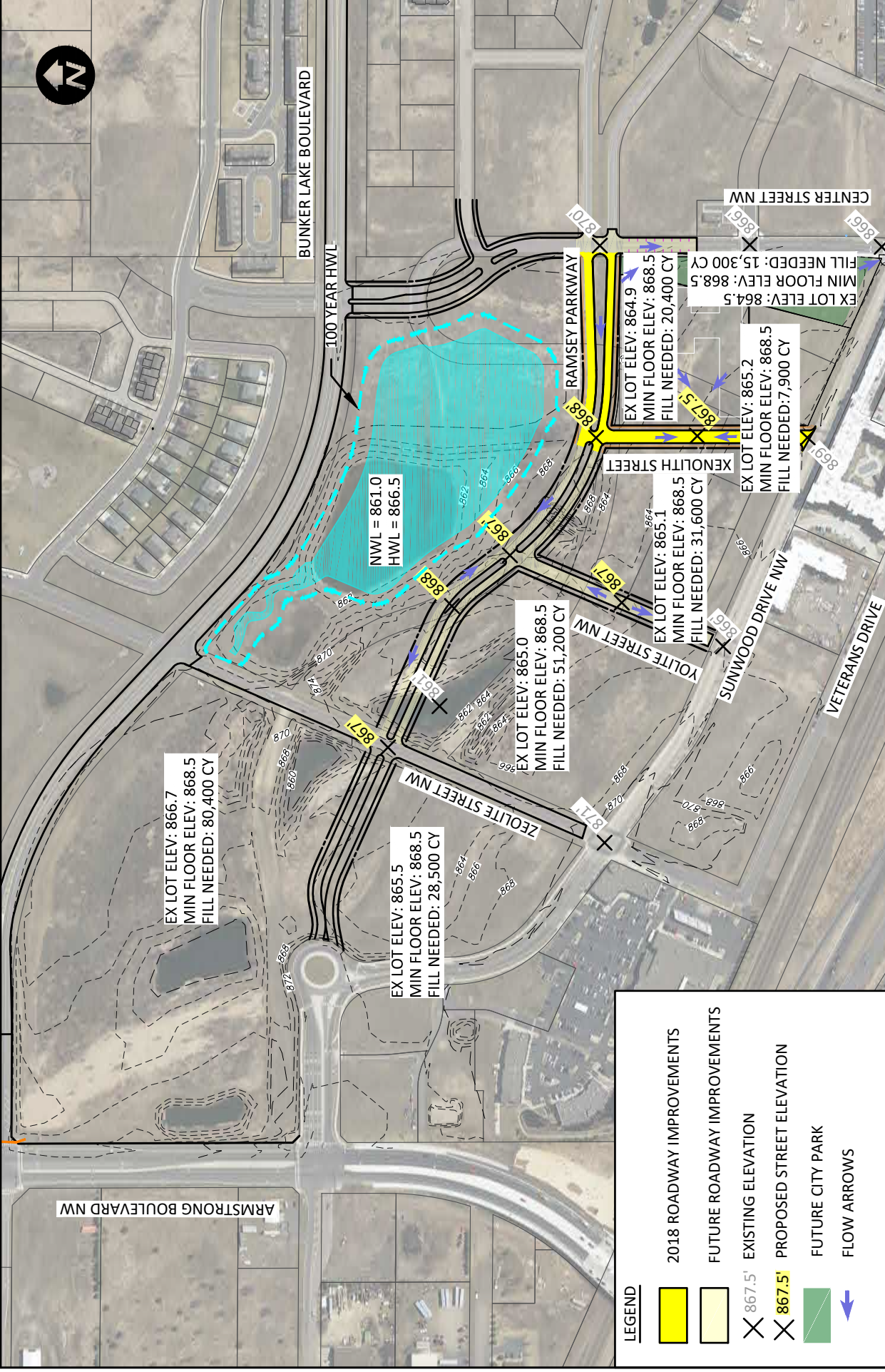
RAMSEY CITY OF
 7550 SUNWOOD DRIVE
 RAMSEY
 MN
 55303



Sean Sullivan 1:2,400 Date: 4/21/2022

Disclaimer: Map and parcel data are believed to be accurate, but accuracy is not guaranteed. This is not a legal document and should not be substituted for a title search, appraisal, survey, or for zoning verification.





- LEGEND**
- 2018 ROADWAY IMPROVEMENTS
 - FUTURE ROADWAY IMPROVEMENTS
 - 867.5' EXISTING ELEVATION
 - 867.5' PROPOSED STREET ELEVATION
 - FUTURE CITY PARK
 - FLOW ARROWS



BOLTON & MENK

7533 SUNWOOD DR NW, SUITE 206
RAMSEY, MINNESOTA 55303
Phone: (763) 433-2851
Email: Ramsey@bolton-menk.com
www.bolton-menk.com



COR ANALYSIS
CITY OF RAMSEY, MINNESOTA
FIGURE 12 - SITE GRADING
MARCH 2018



14551 Lake Drive | Forest Lake, MN 55025 | 651.464.6802

To:	Douglas - Kerr Underground, LLC	Contact:	Ryan Kerr
Address:	PO Box 85 Mora, MN 55051	Phone:	(320) 679-8937
		Fax:	(320) 679-8940
Project Name:	Riverdale Drive, RevA	Bid Number:	22-024
Project Location:	SE Of Hwy-10 & Bowers Dr., Ramsey, MN	Bid Date:	4/12/2022
Addendum #:	2		

Item #	Item Description	Estimated Quantity	Unit	Unit Price	Total Price
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1. Contract

001	Mobilization	1.00	LS	\$5,555.00	\$5,555.00
002	Remove Miscellaneous Structure (Landscaping)	1.00	EACH	\$425.00	\$425.00
003	Remove Fence	220.00	LF	\$3.05	\$671.00
004	Remove Curb And Gutter	100.00	LF	\$3.35	\$335.00
005	Remove Bituminous Pavement	1,670.00	SY	\$3.75	\$6,262.50
006	Remove Concrete Pavement	90.00	SY	\$8.65	\$778.50
007	Granular Borrow (Cv)	1,000.00	CY	\$5.10	\$5,100.00
008	Excavation - Common (P) (Ev) *Export Excess To COR*	18,190.00	CY	\$2.80	\$50,932.00
009	Excavation - Channel And Pond	7,760.00	CY	\$2.15	\$16,684.00
010	Common Embankment (P) (Cv)	9,150.00	CY	\$1.75	\$16,012.50
011	Excavation - Subgrade (Ev)	2,500.00	CY	\$2.45	\$6,125.00

Total Price for above 1. Contract Items: \$108,880.50

2. C.O.R. Extra Grading

012	Strip Topsoil	3,100.00	CY	\$1.00	\$3,100.00
013	Place & Compact Imported Material (Measured)	8,178.00	CY	\$3.20	\$26,169.60
014	Replace Topsoil	3,100.00	CY	\$1.10	\$3,410.00

Total Price for above 2. C.O.R. Extra Grading Items: \$32,679.60

Total Bid Price: \$141,560.10

Notes:

- Price does not include: Bonds and Permits; Clearing & Grubbing; Site Surveying; Soil Testing; Subgrade Prep; Backfilling of Curb; Electrical; Irrigation; Monuments; Landscaping; Plantings; Gravel or Bituminous; Rock Entrances; Concrete Curb & Gutter; Traffic Control; Building or Structure Demolition; Hidden or Buried Debris; Hazardous Materials Removal; Street Sweeping; Dewatering; Site Utilities; Moving of Small Utilities; Import of Dirt, Any Subsoil Corrections or Trench Borrow Not Listed Above; **SWPPP Management/Maintenance outside of NPA Work; Any Erosion Control NOT Listed Above; Removal of Temporary Erosion/Sediment Control BMP's;**
- Pricing is based on the engineer(s) plans dated: 2/15/2022
- Proposal is valid for a period of 30 days from date of proposal.
- This proposal assumes an average topsoil depth of 1.0 foot.
- Any delays due to incomplete surveying or improper surveying could result in additional charges.
- Price does not include lowering/moving small utilities. If there are utilities not properly represented on plans, price is subject to change.
- All grading needs to be verified by civil engineer as grading is completed. North Pine Aggregate is not responsible for anything not to grade after utilities are installed.
- Retainage is NOT to exceed 5% without prior approval, and is to be released/reduced as our work is approved.**
- **Owner/Developer agrees that NPDES Permit will be transferred back to Owner/Developer, as New Contractor, within 10 days of completion of grading/storm sewer and site is stabilized, with either Erosion Blanket or Seed & Mulch.****
- *Common Excavation price includes hauling excess suitable material to The Center of Ramsey, per sheet 2, note 9.**




14551 Lake Drive | Forest Lake, MN 55025 | 651.464.6802

To:	Douglas - Kerr Underground, LLC	Contact:	Ryan Kerr
Address:	PO Box 85 Mora, MN 55051	Phone:	(320) 679-8937
		Fax:	(320) 679-8940
Project Name:	Riverdale Drive, RevA	Bid Number:	22-024
Project Location:	SE Of Hwy-10 & Bowers Dr., Ramsey, MN	Bid Date:	4/12/2022
Addendum #:	2		

Payment Terms:

Net due upon receipt of billing. A 1.5% per month service charge will be assessed on unpaid balance.

<p>ACCEPTED: The above prices, specifications and conditions are satisfactory and hereby accepted.</p> <p>Buyer: _____</p> <p>Signature: _____</p> <p>Date of Acceptance: _____</p>	<p>CONFIRMED: North Pine Aggregate, Inc.</p> <p style="text-align: center;"></p> <p>Authorized Signature:</p> <p>Estimator: Jordan Erickson 651-888-7908 jordan@npainc.net</p>
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