



ANOKA COUNTY

Regional Economic Development

Economic Development Authority
City of Ramsey

March 9, 2023



Gregory Frahm-Gilles
Director of Economic Development
Anoka County Regional Economic Development

What is Economic Development?

“Economic Development is programs, policies or activities that seek to improve the economic well-being and quality of life for a community”

- Province of British Columbia, Canada

“Creating the conditions for economic growth and improved quality of life by expanding the capacity of individuals, businesses, and communities to maximize the use of their talents and skills to support innovation, job creation, and private investment.”

- U.S. Economic Development Administration

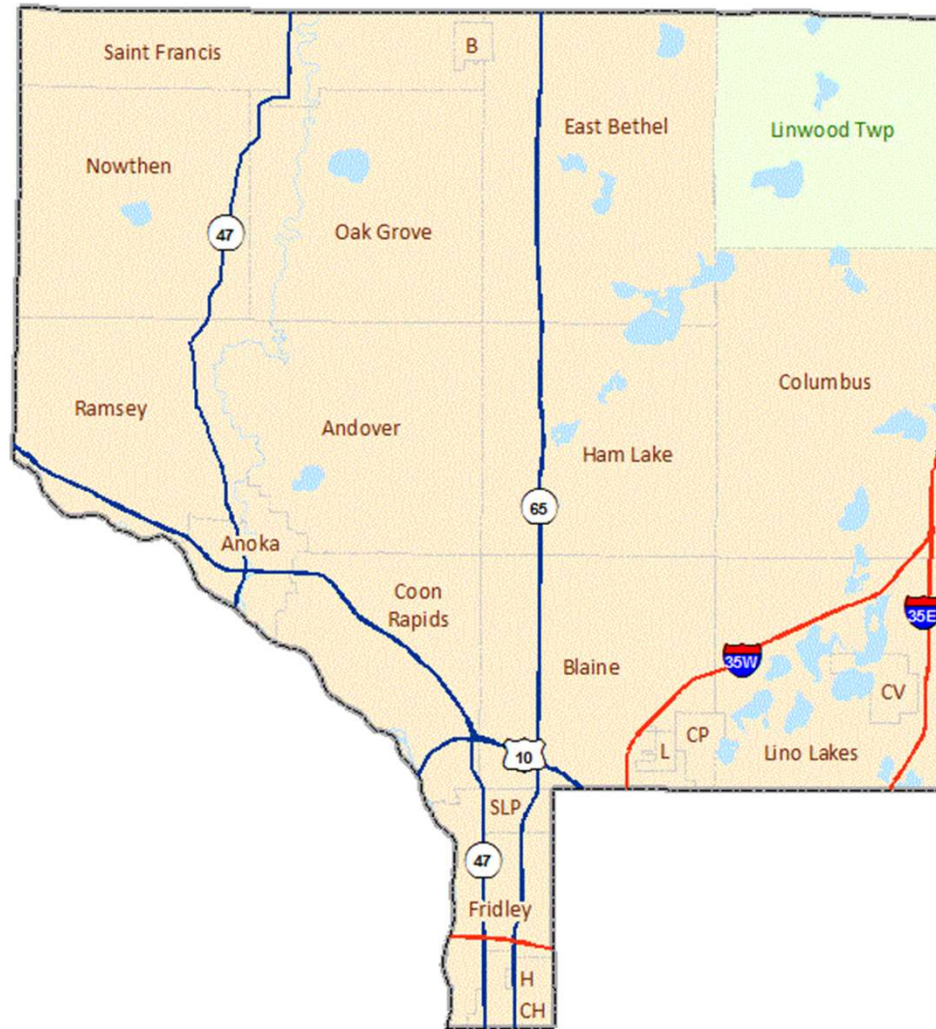


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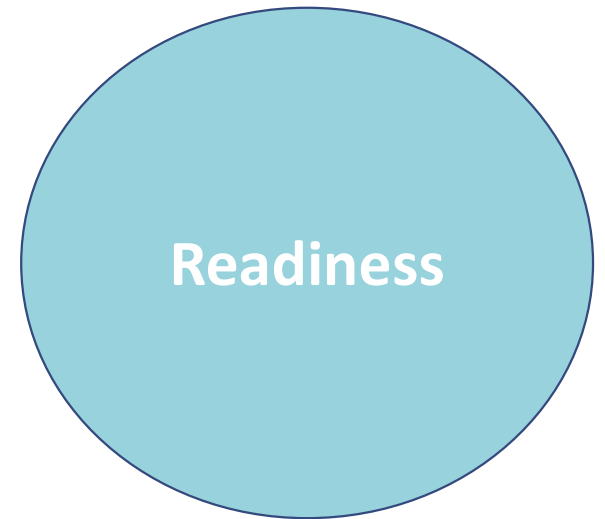
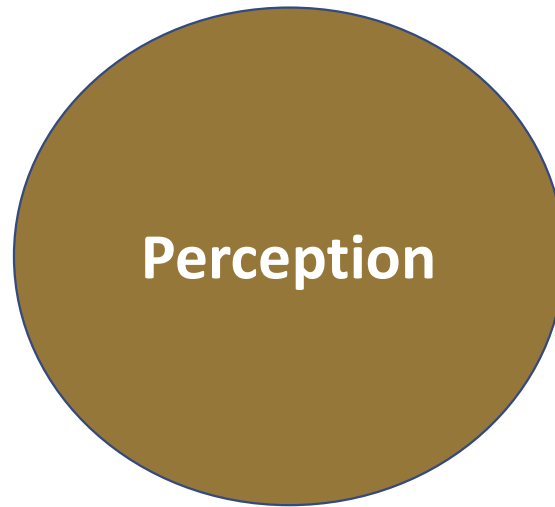




ANOKA COUNTY
Regional Economic Development



ACRED GOALS + INITIATIVES



PARTNERSHIPS + COMMITTEES

EXECUTIVE COMMITTEE

ALIGNMENT +
REGIONALISM

MARKETING

READINESS

CITIES

CHAMBERS

GREATER
MSP

MN
DEED

OPEN TO
BUSINESS

Professional
Affiliations

TARGET INDUSTRIES

Light + Heavy Manufacturing

Distribution + Trucking

Data Centers + Technology
Companies

Back Office + Support Staff



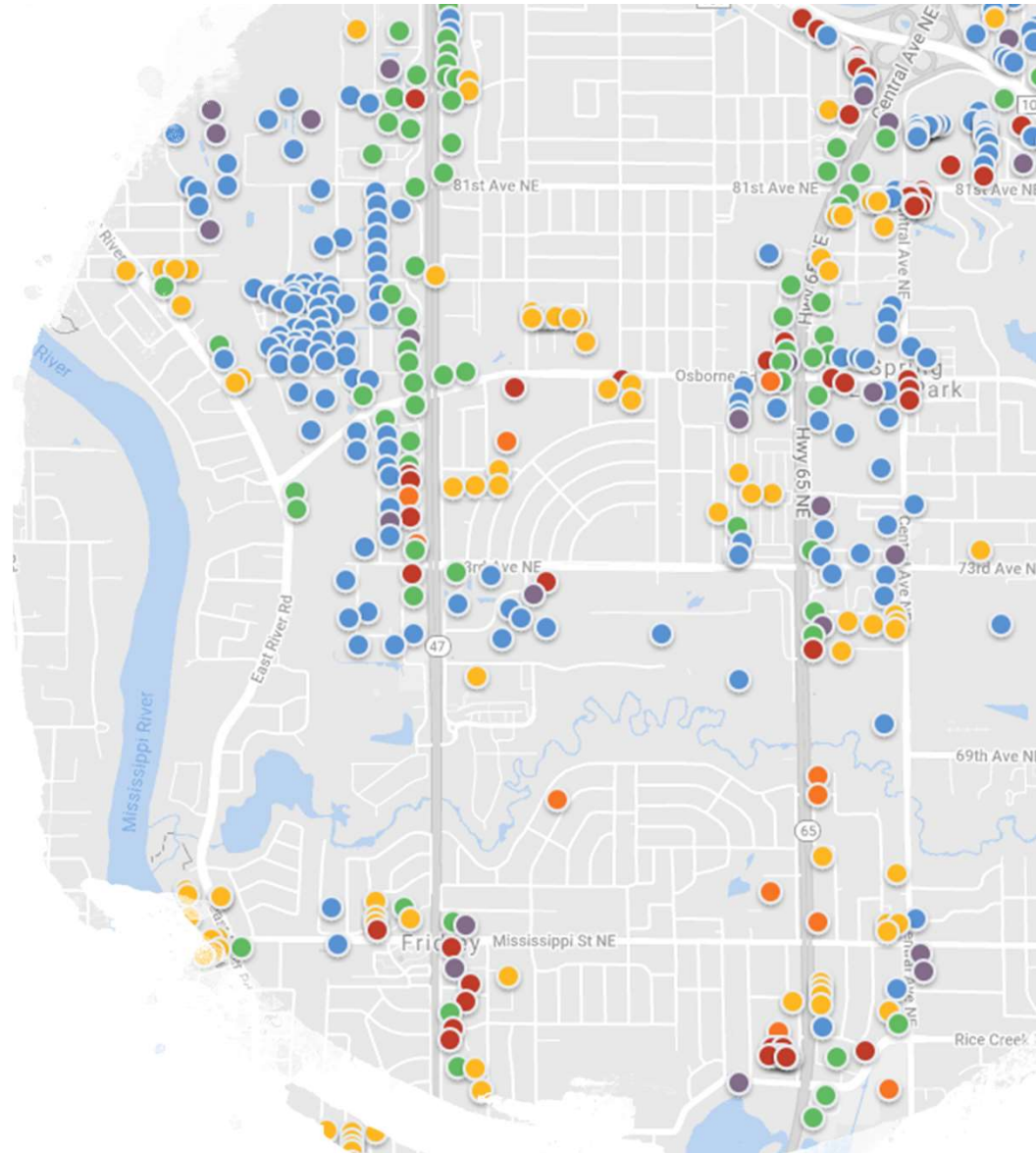
OPPORTUNITIES + COLLABORATION

Priorities + Joint Initiatives

Redevelopment Opportunities

Business Retention

Marketing the Strengths



FACTS AND FIGURES

(as of Q4 2022)

- Industrial
 - 289 million SF total in Twin Cities
 - 6.5 million SF net absorption (2022)
 - 6.2 million SF completed (2022)
 - Another 7.5 million under construction
 - 14.4 million SF of tenant demand
 - ~3% vacancy in Anoka County
- Office
 - 100 million SF total in Twin Cities (58 million in CBDs)
 - Negative absorption
 - 19.5% vacancy (increase from 17.3% from Q1)
 - “Flight to Quality”
 - Sublease Availability – 4.4 million SF
 - Workforce challenges

Source: JLL Industrial Insight Q4 2022
JLL Office Insight Q4 2022

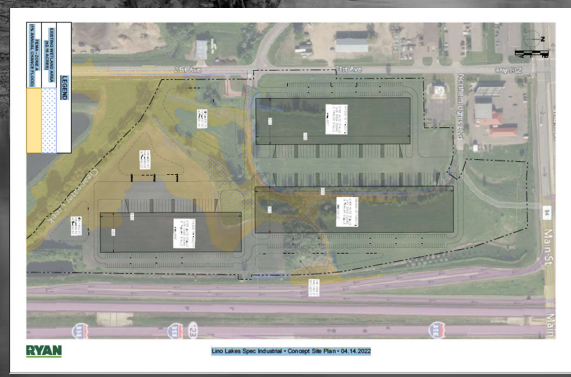
MAJOR INDUSTRIAL PROJECTS



Blaine 35 - 300,000 SF
Artis REIT

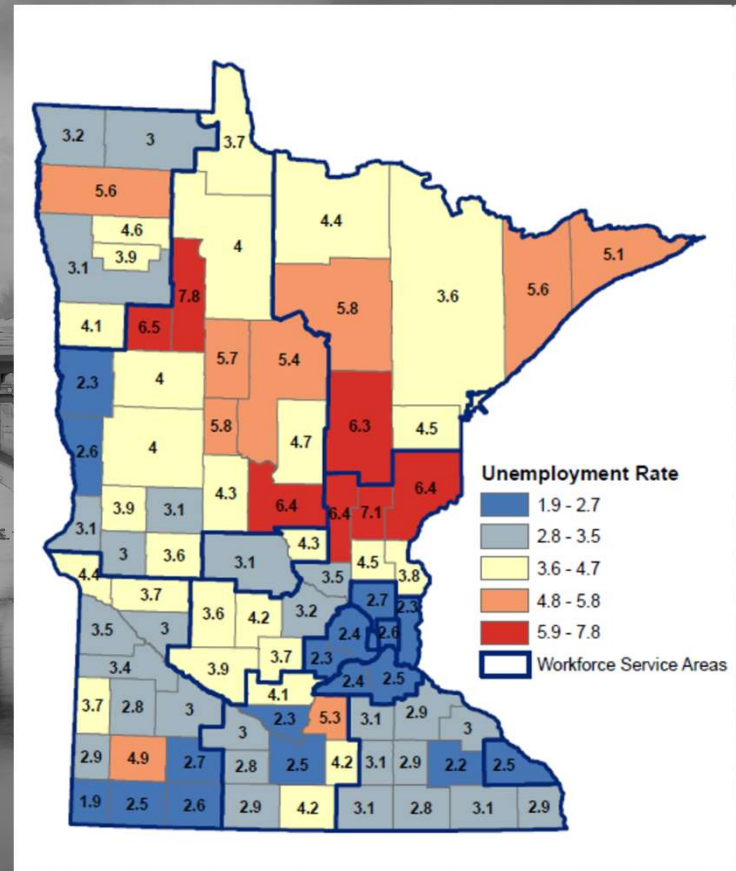
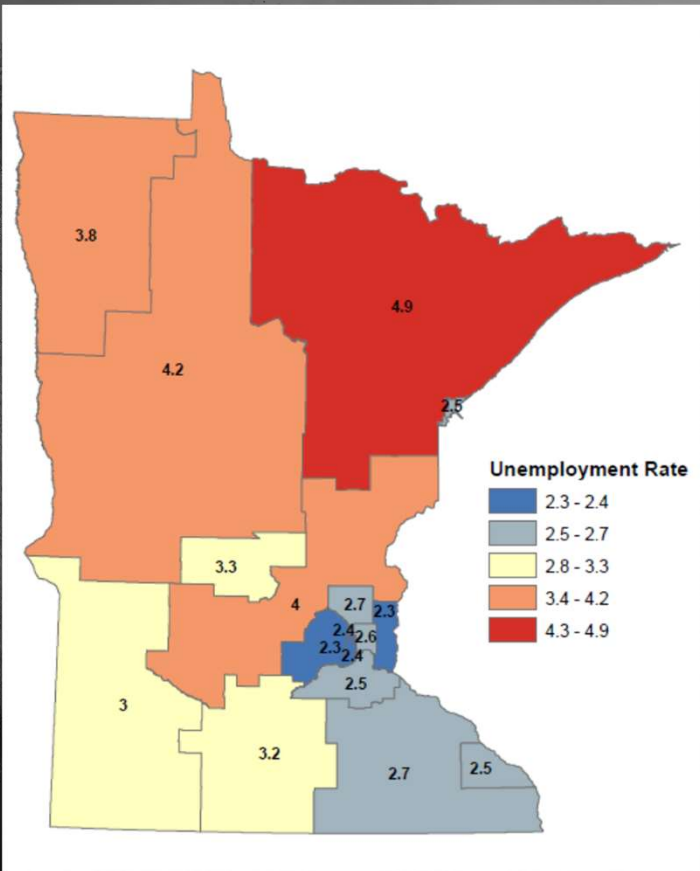


Bunker Lake Business Park – 400,000 SF
Oppidan





Clearwater Creek – 450,000 SF
Ryan Companies

WORKFORCE



Source: MN DEED, LAUS – Nov 2022



Intense workforce shortages, remote working, rapidly rising construction costs, the lack of good large sites, realigning supply chains, strain on the electric grid have all made optimal locations more difficult to find and to qualify.”

—PHIL SCHNEIDER, SCHNEIDER CONSULTING

Source: “The State of Site Selection” – 2022
Site Selectors Guild

Last Six Months

- 30 direct business inquiries
- Six state RFPs/RFIs
- Numerous business visits
- MNCAR Expo – Oct 2022
- UpRiver Real Estate event (Nov 2022)
- Dozens of presentations
- Catylist Real Estate blasts
- Predevelopment Grant Programs
- Broadband
- ACRED Strategic Planning

Next Six Months

- Ongoing Business Support Services
- Update ACRED Marketing Materials
- ACRED Business Summit Event – May 2nd
- Multiple MREJ events
- Predevelopment Grant Programs - execution
- Broadband Expansion - execution
- ACRED Strategic Planning
- Regional Research and Local Applications

Big “E” Projects

BUSINESS ATTRACTION

- Speed to Market
- Shovel Ready
- Play to Your Strengths
- Space Availability

WORKFORCE

- “Talent Is The New Currency”™
Jay Gardner – Gardner Economics
- Aging demographics (Average age in US)
 - 1970 – 28.1 y.o.
 - 2022 – 38.8 y.o.
- Great Reflection

HOUSING

- Supply Questions
- Income-Aligned
- Itasca Project – now what?

Business Support Services



- Business Advisory Services
 - Anoka County and Open To Business – MCCCD
 - CareerForce
 - Site Selection
 - Navigating government
- Financial Services
 - Anoka County Revolving Loan Fund (RLF)
 - CDFIs
 - MN DEED
 - Launch Minnesota

Funding and Programs for Small Businesses

Grants / Loans	DEMOGRAPHICS							BUSINESS STAGE		
	Women	BIPOC*	Greater MN	Veteran	People with Disabilities	Low Income	Anyone	Concept & Formation	Validation & Launch	Investment & Growth
Launch SBIR-STTR							X	X	X	X
Launch Business Ops	Priority Given	Priority Given	Priority Given	Priority Given			X	X	X	X
Angel Tax Credit	Priority Given	Priority Given	Priority Given				X		X	X
Emerging Entrepreneur Loans	X	X		X	X	X				
Reservist and Vet Loan				X				X	X	
MTO Step Grants							X			X
Indian Business Loan Program		X								X
Greater MN Job Expansion			X							X
MN Investment Fund										X
Job Creation Fund										X

Resources / Programing	Women	BIPOC*	Greater MN	Veteran	People with Disabilities	Low Income	Anyone	Concept & Formation	Valiation & Launch	Investment & Growth
Launch Minnesota Resources							X	X	X	X
SBAO Resources							X	X	X	X
SBDC Resources							X	X	X	X
Business Development Reps							X		X	X

Sept. 2021

* BIPOC stands for Black, Indigenous, People of Color

QUESTIONS + COMMENTS

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