

City of Ramsey
Agenda
Economic Development Authority (EDA)
Thursday, June 13, 2024
7:30 am
Council Chambers, 7550 Sunwood Drive NW

Remote Attendance available at www.cityoframsey.com/meetings.
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 EDA Meeting Minutes for April 11, 2024

4. **EDA Business**
 1. 2024 Business Appreciation Day Revised Budget Approval
 2. Receive 2024 Business Expo Summary and Select 2025 Venue and Date

5. **Member/Staff Input**

6. **Adjournment**

Economic Development Authority (EDA)

Meeting Date: 06/13/2024

Primary Strategic Plan Initiative: Enhance City’s communication through transparency and accountability.

Title:

Approve EDA Meeting Minutes for April 11, 2024

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.

Recommendation:

Approval of April 11, 2024 EDA meeting minutes.

Outcome/Action:

Motion to approve April 11, 2024 EDA meeting minutes.

Attachments

EDA Minutes

Form Review

Inbox	Reviewed By	Date
Sean Sullivan	Wendy Schlueter	05/01/2024 04:05 PM
Sean Sullivan	Sean Sullivan	05/28/2024 03:51 PM
Brian Hagen	Brian Hagen	06/05/2024 08:13 AM
Form Started By: Wendy Schlueter		Started On: 04/16/2024 09:54 AM
Final Approval Date: 06/05/2024		

**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 11, 2024, at the Ramsey Municipal Center, 7550 Sunwood Drive NW, Ramsey, Minnesota.

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

Members Absent: Member Brittany Lindahl

Also Present: Sean Sullivan, Economic Development Manager

1. CALL TO ORDER

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

2. APPROVE AGENDA

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

A roll call vote was performed:

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

Motion carried.

3. CONSENT AGENDA

3.01: Approve Meeting Minutes Dated March 14, 2024

Motion by Member Johnson, seconded by Member Riley, to approve the March 14, 2024, minutes as presented.

A roll call vote was performed:

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

Motion carried.

4. EDA BUSINESS

4.01: EDA Organization: Elect Chairperson and Vice Chairperson

Economic Development Manager Sullivan presented the staff report.

Member Stewart nominated Member Wiyninger

Motion by Member Stewart, seconded by Member Johnson, to nominate Scott Wiyninger as Chairperson of the Economic Development Authority through March 31, 2025.

There were no other nominations.

A roll call vote was performed:

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

Motion carried.

Motion by Member MacLennan, seconded by Member Wiyninger, to nominate Shanna Stewart as Vice Chairperson of the Economic Development Authority through March 31, 2025.

There were no other nominations.

A roll call vote was performed:

Member Howell	aye
Member Riley	aye
Member Johnson	aye

Member MacLennan aye
Member Stewart abstain
Chairperson Wyinginger aye

Motion carried.

4.02: Select 2024 Ramsey Business of the Year

Economic Development Manager Sullivan presented the staff report.

Member Riley commented that Dynamic Group has been on the list for years and would like to discuss that business.

Member Johnson agreed.

Member MacLennan brought forward discussion on Global Glove but stated that he also agrees with Dynamic Group being a good choice for the 2024 EDA Business of the Year.

Member Stewart commented that she originally was between Global Glove and Intech, but also agrees with the selection of Dynamic Group.

Motion by Member Johnson, seconded by Member MacLennan, to select Dynamic Group as the 2024 Ramsey EDA Business of the Year.

A roll call vote was performed:

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

Motion carried.

Economic Development Manager Sullivan reviewed the businesses still on the small and large lists and gained input from the EDA on whether businesses should remain, be moved, or removed.

Motion by Member Johnson, seconded by Member MacLennan, to add Soderholm and Associates to the small list.

A roll call vote was performed:

Member Howell aye
Member Riley aye
Member Stewart aye

Member Johnson aye
Member MacLennan aye
Chairperson Wyinginger aye

Motion carried.

5. MEMBER / STAFF UPDATE

Economic Development Manager Sullivan provided an update on recent City Council action relating to purchase agreements and site plan approval for Blaney LLC and Complete Auto. Sullivan also provided an update on development activity and interest highlighting Aldi, Hilton Home 2 Suites, Jam Hops and Soderholm and Associates. He reported that the business expo is full, and they continue to increase participation by Ramsey businesses.

Member Johnson noted a previous suggestion to place signs on development sites stating, “future home of” and asked for an update.

Economic Development Manager Sullivan commented that he has been working with developers and most of them are happy to place the signs up themselves.

The EDA recognized the great work of staff to continue to increase participation from Ramsey businesses in the business expo.

Economic Development Manager Sullivan stated that Economic Development pAdministrative Assistant Wendy Schlueter does an outstanding job with her work on the Business Expo.

6. ADJOURNMENT

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

A roll call vote was performed:

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

Motion carried.

The regular meeting of the Economic Development Authority adjourned at 7:46 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)**Meeting Date:** 06/13/2024**Primary Strategic Plan Initiative:** Promote economic growth and development.**Title:**

2024 Business Appreciation Day Revised Budget Approval

Purpose/Background:

The purpose of this case to provide an update for cost increases, its impact on the 2024 event budget and to provide options to amend the budget for the event.

Last year, Staff put together a proposed budget and request for the EDA allocation for the 2024 event. The EDA approved the preliminary budget for the 2024 event last fall which included a \$5,500 EDA allocation. Cost for golf and the prime rib dinner have increased for 2024 due to inflation. The registration to play in the event and for the prime rib dinner has effectively been \$100 (Ranged from \$99 to \$100 since 2016 and earlier) Staff is proposing to increase the cost of registration to \$110 for Golf and Dinner and to \$50 for the "dinner only" option to solve for the proposed budget shortfall of \$1,147.00. By doing so, the EDA allocation of \$5,500 would remain the same. Items that have had cost increases are highlighted in yellow on the proposed "revised" budget for the 2024 Business Appreciation Day. No changes to the venue (The Links at Northfork), the date (August 20, 2024) and the format of the event are being proposed at this time.

Notification:

None required

Time Frame/Observations/Alternatives:

Staff is asking the EDA to consider the proposed budget amendment that increases the cost for registration for the event to \$110 and the cost for "dinner only" to be \$50. This option would result in a flexible budget that could account for future unforeseen expenses of \$827.00, which is typically what we have provided for in the past.

There are a few other minor changes but this is a significant change from what was approved last fall. This option is the recommendation by Staff. Another change to the budget to solve for the increase in pricing, would be to increase the EDA allocation from \$5,500 to 6,500. The option would allow the pricing to stay the same for the event and "dinner only" option. This option would balance the budget but only give "wiggle room" of \$453.00 for unexpected expenditures. Staff has prepared two registration fliers showing the increase in pricing or keeping it at 2023 levels.

Alternatives include:

- 1) Approval of revised budget as presented (Increase registration to \$110 and "dinner only" to \$50) (staff recommendation).
- 2) Approval of revised budget increasing EDA allocation to \$6,500 and maintaining event registration cost at \$100 and the "dinner only" option at \$46.
- 3) Something else.

Funding Source:

Event registration revenue and \$5,500-\$6,500 from EDA funds 6249 (Operations) and 6246 (Marketing)

Recommendation:

Approval of revised budget as presented (Increase registration to \$110 and "dinner only" to \$50) and to open up online registration.

Outcome/Action:

Motion to approve revised budget as presented (Increase registration to \$110 and "dinner only" to \$50) and to open up online registration (Staff recommendation).

Attachments

ACTION - Revised Business Appreciation Day Budget

Sample - Event flyer with Price Increase

Sample - Event Flyer without Price Increase

Form Review

Inbox

Brian Hagen

Form Started By: Sean Sullivan

Final Approval Date: 06/05/2024

Reviewed By

Brian Hagen

Date

06/05/2024 08:24 AM

Started On: 06/03/2024 02:43 PM

2024 Budget - EDA Business Appreciation/Golf

	2023 Actual			2024 Projected (Original)			2024 Projected (New)			2024 Actual		
	\$	Total	Total	Price ea	#	Est Budget	Price ea	#	Est Budget	\$	Total	Total
REVENUES												
Hole Sponsors	\$ 160.00	24	\$ 3,840.00	\$ 160.00	20	\$ 3,200.00	\$ 160.00	20	\$ 3,200.00			\$ -
Golf/Event Fees*	\$ 100.00	132	\$ 13,200.00	\$ 100	135	\$ 13,500.00	\$ 110	135	\$ 14,850.00			\$ -
Dinner Only Fees	\$ 46.00	6	\$ 276.00	\$ 46	6	\$ 276.00	\$ 50	6	\$ 300.00			\$ -
EDA Budget Allocation	\$ 5,500.00	1	\$ 5,500.00	\$ 5,500	1	\$ 5,500.00	\$ 5,500	1	\$ 5,500.00	\$ 5,500.00	1	\$ 5,500.00
Total Revenues			\$ 22,816.00			\$ 22,476.00			\$ 23,850.00			\$ 5,500.00
EXPENSES												
Golf Registrations	\$ 56.01	144	\$ 8,065.44	\$ 62.00	144	\$ 8,928.00	\$ 62.00	144	\$ 8,928.00			\$ -
Extra Carts (RM Golf)	\$ 90.00	6	\$ 625.00	\$ 95.00	5	\$ 475.00	\$ 95.00	5	\$ 475.00			\$ -
Dinner - Caterer	\$ 36.20	160	\$ 5,792.00	\$ 49.35	160	\$ 7,896.00	\$ 49.35	160	\$ 7,896.00			\$ -
Carving Fee	\$ 100.00	1	\$ 100.00	\$ 100.00	1	\$ 100.00	\$ 100.00	1	\$ 100.00			\$ -
Service Charge	\$ 1,060.56	1	\$ 1,060.56									\$ -
Tax on Golf & Dinner	\$ 1,062.91	1	\$ 1,062.91									\$ -
Promo Item	\$ 20.81	150	\$ 3,122.00	\$ 24.00	150	\$ 3,600.00	\$ 20.00	150	\$ 3,000.00			\$ -
Biz of Year Award	\$ 129.50	1	\$ 129.50	\$ 130.00	1	\$ 130.00	\$ 130.00	1	\$ 130.00			\$ -
Biz of Year Banner/Flag	\$ 57.50	1	\$ 57.50	\$ 60.00	1	\$ 60.00	\$ 60.00	1	\$ 60.00			\$ -
Photography	\$ 899.00	1	\$ 899.00	\$ 899.00	1	\$ 899.00	\$ 899.00	1	\$ 899.00			\$ -
Sponsor signs	\$ 18.00	9	\$ 162.00	\$ 32.50	6	\$ 195.00	\$ 32.50	6	\$ 195.00			\$ -
Raffle Prizes, etc.	\$ 751.83	1	\$ 751.83	\$ 800.00	1	\$ 800.00	\$ 800.00	1	\$ 800.00			\$ -
Tourney Winner Prize	\$ 24.99	4	\$ 99.96	\$ 25.00	4	\$ 100.00	\$ 25.00	4	\$ 100.00			\$ -
Random Winner Prize	\$ 22.09	4	\$ 88.36	\$ 25.00	4	\$ 100.00	\$ 25.00	4	\$ 100.00			\$ -
Contest Winner Prizes	\$ 19.99	4	\$ 79.96	\$ 25.00	4	\$ 100.00	\$ 25.00	4	\$ 100.00			\$ -
Best Hole Sponsor (activity)	\$ 24.99	1	\$ 24.99	\$ 25.00	1	\$ 25.00	\$ 25.00	1	\$ 25.00			\$ -
Best Dressed Team	\$ 22.09	4	\$ 88.36	\$ 25.00	4	\$ 100.00	\$ 25.00	4	\$ 100.00			\$ -
Sponsor Banner (Inky Elf)	\$ 80.00	1	\$ 80.00	\$ 80.00	1	\$ 80.00	\$ 80.00	1	\$ 80.00			\$ -
Misc. supplies (water/candy/city hole)	\$ 25.54	1	\$ 25.54	\$ 35.00	1	\$ 35.00	\$ 35.00	1	\$ 35.00			\$ -
Total Expenses			\$ (22,314.91)			\$ (23,623.00)			\$ (23,023.00)			\$ -
Net Balance			\$ 501.09			\$ (1,147.00)			\$ 827.00			\$ 5,500.00

Final as of

NOTES:

\$5,500 EDA Allocation- (9230.6249 Operations) w923002 (9230.6246 Marketing)

Includes: Comped four-some for Biz of Year and 5 City Staff Participants

You are invited to attend

Ramsey Economic Development Authority's



2024 Business Appreciation Day & Golf Tournament

The City of Ramsey Economic Development Authority invites you to the annual Business Appreciation Day & Golf Tournament. Round up your team of four and join us for an 18-hole "Best Ball" scramble with golf contests, prizes & giveaways followed by a prime rib dinner banquet and award presentation to the *2024 Ramsey Business of the Year*.



Please consider
bringing a donation for
Ramsey Police
Department's Annual
School Supply Drive

Who: Ramsey Businesses

Date: August 20, 2024

Time: 10:00 am Check-in
11:00 am Shotgun start
4:30 pm Dinner & Program

Location:

The Links at Northfork
9333 Alpine Dr NW
Ramsey, MN 55303

Cost (per person):

\$110 Golf & Dinner
\$50 Dinner Only
\$160 Hole Sponsorship

For More Information:

Sean Sullivan
ssullivan@cityoframsey.com
763-433-9868

Wendy Schlueter
wschlueter@cityoframsey.com
763-433-9828



Register online at www.cityoframsey.com by **AUGUST 6, 2024**
Hurry limited space available!

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Hurry limited space available!

Economic Development Authority (EDA)

4. 2.

Meeting Date: 06/13/2024

Submitted For: Sean Sullivan, Community Development

By: Wendy Schlueter, Community Development

Title:

Receive 2024 Business Expo Summary and Select 2025 Venue and Date

Purpose/Background:

Purpose:

Provide EDA with 2024 Business Expo event summary and to select 2024 venue and date

Background:

Adrenaline Sports Center has proven to be a successful location for the Ramsey Business Expo. Staff has put together a short presentation summarizing the 2024 Event and suggestions for the 2025 Event.

Notification:

N/A

Observations/Alternatives:

The 2024 Event:

The April 29, 2023 spring event was full at 60 vendor booths which was the same as previous year. Attendance was estimated to be around 600 people, which was a bit lower than last year (650). Staff has received mostly positive feedback and suggestions from the vendors, venue and attendees. A corn-hole bag tournament on the other half of Adrenaline took place again, which potentially contributed to a shortage of premium parking. Staff incorporated Facebook ads, local websites and local newspapers for marketing. Ramsey businesses made up 84% of booth vendors at the event, which is up from 80% last year. An expo feedback survey is requested from all vendors. Based on the results, staff will look for ways to improve marketing and traffic flow even more.

The Budget (2024 Event):

The EDA allocated \$5,000.00 for the 2024 Business Expo. Total Revenues (including EDA Allocation) for 2024 were \$8,720.00 with 2024 Expenses coming in at \$8,662.25 leaving a \$57.75 net cash reserve for the 2024 event.

The Future (2025 Event):

Staff would like to set April 12, 2025 for next year to get on the event reservation schedule for Adrenaline. Staff has put together an attached proposed budget for 2025, that includes an increase of \$500 to the EDA allocation (\$5,500). Increases in the cost of the venue (ASC) and "A Touch of Magic, have led to the 2025 budget request. It is possible that the Tote Giveaway line item could be reduced based on the remaining inventory of approximately 350 bags, but staff is looking for flexibility in the event that some of those bags will be used for the Business Appreciation Day Event this August and there is a need to order more for next year.

There were some common themes that showed up in the surveys and verbal comments by the vendors and attendees: they include:

- Liked Bingo, do it again
- Like Venue, Keep it at Adrenaline (ASC)
- Parking was a perceived/actual issue (Not aware of parking in front of adjacent building, competition with Cornhole Tourney, Vendors not sure where to park)
- Consider changing hours of event (earlier, shorter) Traffic was way down 12:30-2PM
- Don't let people tear down before event is over (Registration, education and verbal warnings by Staff)

- Continue Facebook and other Marketing Media. Maybe find additional ways to advertise

Staff believes that keeping bingo, increasing marketing and keeping the event at Adrenaline is a good idea.

Staff is open to the possibility of reducing or changing hours of the Business Expo. We have noticed that between 1 and 2 the activity really falls off. Staff would like feedback from the EDA

Parking was a perceived/actual issue for vendors and attendees depending on their point of view. Staff believes moving the event to another day that doesn't have a large event (cornhole, gun show) will help with parking. Staff also believes that creating maps to be distributed to the vendors ahead of time and online that identify vendor parking areas and attendee parking areas would be helpful. The use of signage will also be a possibility.

Staff agrees that vendors tearing down early is not a good look for the Expo. It also creates issues with people leaving through entry points with materials from their booth. Staff is open to more education and to be empowered to stop vendors that are tearing down early if that is the direction of the EDA as a whole. Staff also thinks that if the event is maybe an hour shorter, it might result in vendors not getting anxious to leave due to lower vendor traffic near the end of the event.

No formal motion is needed to implement changes above, just the provision of staff direction by consensus.

Funding Source:

N/A

Recommendation:

Select Adrenaline Sports Center as the home of the 2024 Business Expo and to reserve the venue for April 12, 2025.

and;

Budget \$5,500 as the EDA allocation for the 2025 Business Expo.

Action:

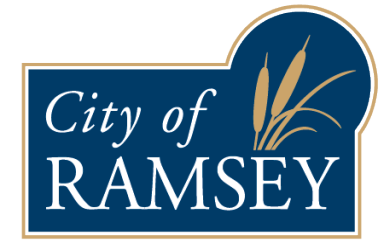
Motion to select Adrenaline Sports Center as the home of the 2025 Business Expo and to reserve the venue for April 12, 2025 and to budget and to approve 2025 event budget.

Attachments

2024 Biz Expo Report
ACTION- 2024 Actual 2025 Proposed Budget
ACTION - ASC Contract Addendum
Reference 2024 ASC Contract

Form Review

Inbox	Reviewed By	Date
Sean Sullivan (Originator)	Sean Sullivan	05/30/2024 02:01 PM
Brian Hagen	Brian Hagen	06/05/2024 08:15 AM
Form Started By: Sean Sullivan		Started On: 05/28/2024 10:57 AM
Final Approval Date: 06/05/2024		



ECONOMIC DEVELOPMENT

2024 Business Expo Summary



2024 BUSINESS EXPO - OVERALL SUMMARY

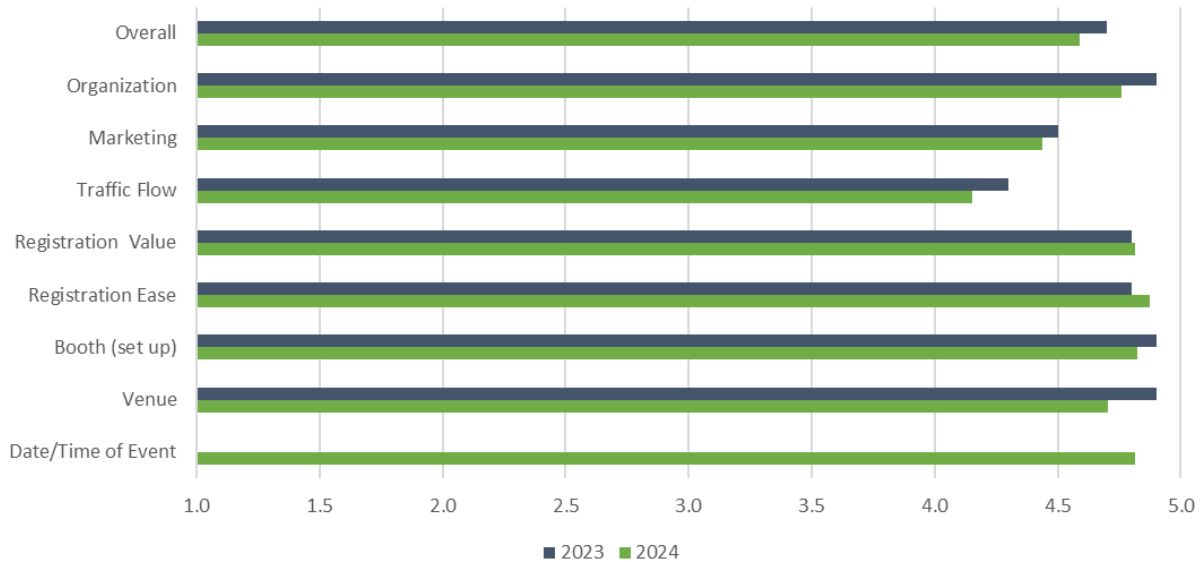
- Estimated attendees: 600 (625-650 last year)
- Event Revenues \$8,720 (including \$5,000 EDA event allocation)
- Event Expenses \$8,662.25 (net +\$57.75)
- 58 Registered Vendors in attendance (Full)
- 84% vendors were Ramsey Businesses (80% 2023)
- 300 City of Ramsey bags handed out
- Not as many bags picked up by attendees
- Food vendors & games/kid activities were popular
- Shared Venue for Event (Cornhole tourney)
- Parking a concern shared by attendees and vendors



2024 BUSINESS EXPO - VENDOR FEEDBACK

Post-Expo Vendor Average Survey Ratings

Scale: 5 = Very Satisfied, 3= Neutral, 1 = Very Dissatisfied



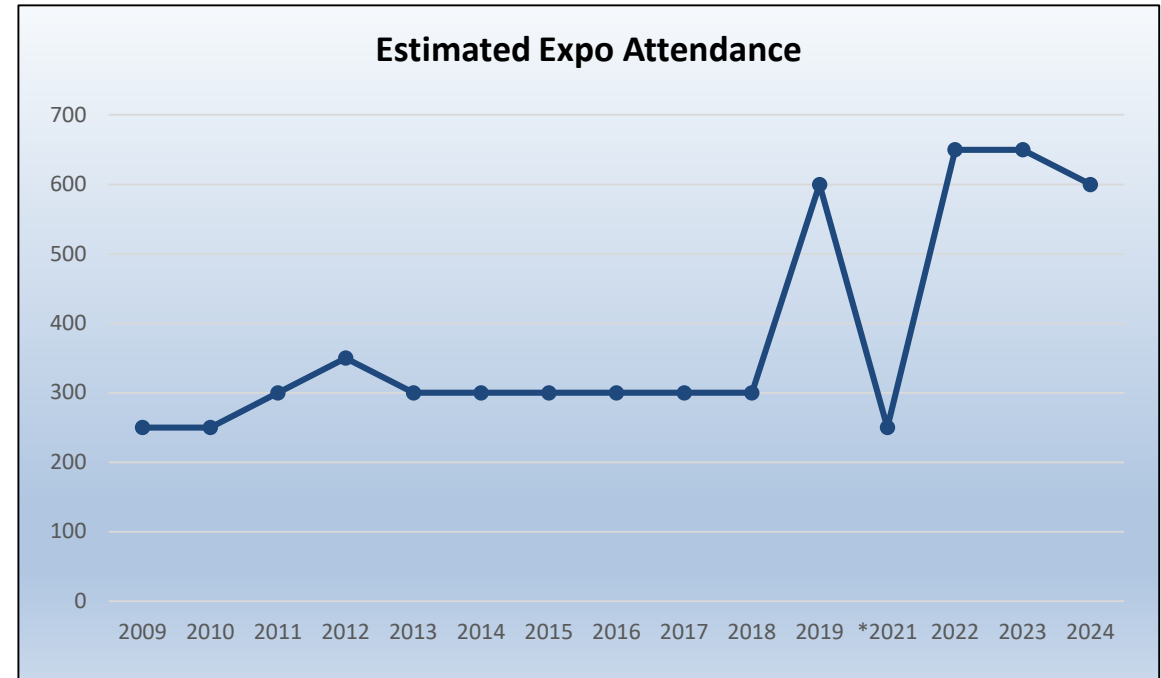
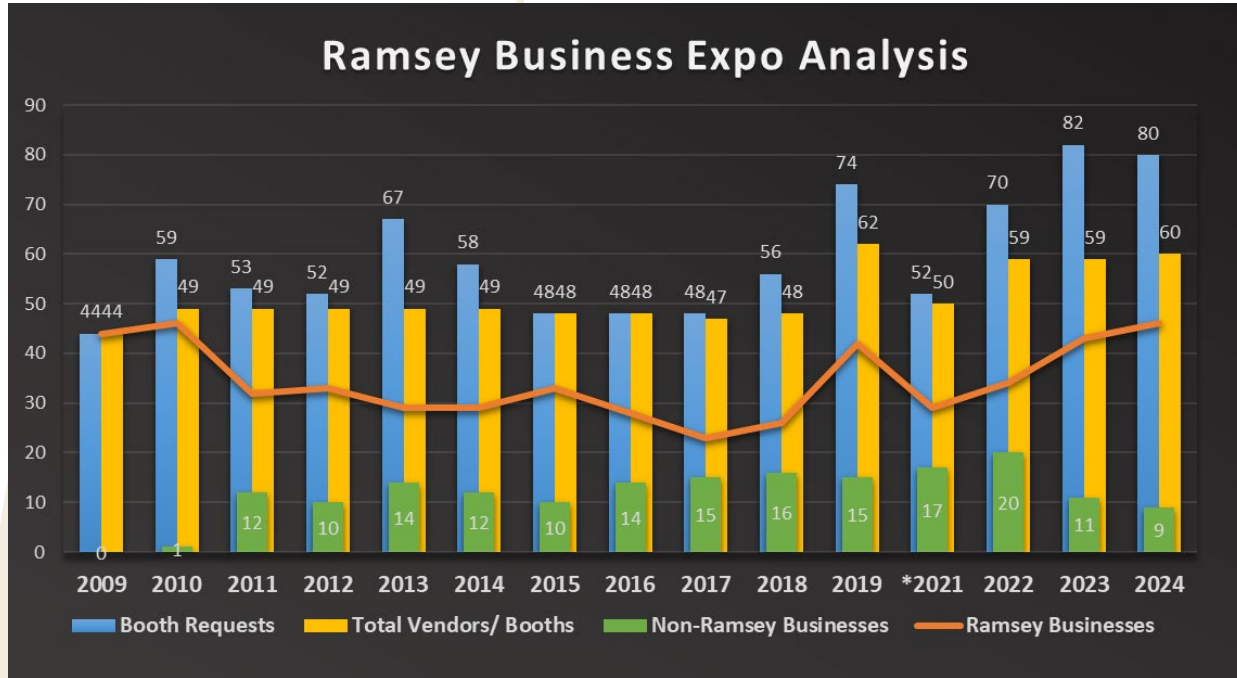
- 59% responded to survey (34)
- Come back next year? 88% Yes (30), 12% Maybe (4), 0% No (0)
- Average contacts made = 29 (Down from 42 in 2023)

Comments by Vendors:

- *Bingo Game was a great idea, Increased Traffic Flow*
- *9-12 would likely be a better time for event based on flow of traffic*
- *This was my first expo here and I think it went over pretty well!*
- *We had some really thoughtful and engaged attendees drop by. I would like to see all vendors remain set up until the events end. Maybe a suggestion would be to meet your neighbors (vendors) while keeping a loose eye on your space*
- *New set up was great. Love the improved layout. Marketing of event was good but would be helpful if more people knew about event. Very slow 1-2:00. Maybe change the time to 9-1:30 or so.*
- *The event was well executed and organized.*
- *Parking is difficult; no one to direct you where to go to find where expo is set up or where booth is located.*
- *Have the event more centrally located in Ramsey; Busy weekend, would like it sooner in year; large booths would be nice. Lots of older folks and not as many families*
- *Easy & good traffic flow*



BUSINESS EXPO ANALYSIS 2009-2024



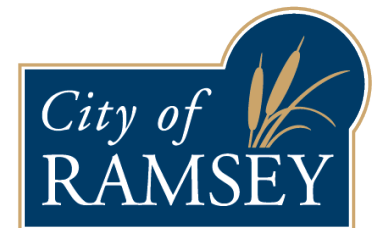
BUSINESS EXPO 2024

- Staff Recommendations & Input for 2025
 - Select venue as Adrenaline Sports Center
 - Continue to utilize Facebook Marketing to promote event to more nearby cities & post more flyers in local businesses and apartments
 - Do Bingo again
 - Make it clear that Vendors cannot shut down early (Registration, Staff interaction)
 - Reserve April 12, 2024 – No competing event at Adrenaline (Parking)
 - Consider changing hours of event from 9 -1, 9 -12 10-1 (was 10-2)
 - Costs are going up – (i.e. Touch of Magic, Adrenaline Venue, inflation)
 - Allocate \$5,500 for event (Increase of \$500 from 2024)
- Questions?
- Comments?



EDA ACTIONS

- Motion to select Adrenaline Sports Center as home of the 2025 Business Expo on April 12, 2025 and to Approve 2025 Business Expo Budget



2025 EDA Business Expo Budget

EXPENSES	Details	2023 Actual	2024 Actual	2025 Projected	2025 Actual
Adrenaline Sports Ctr	Addtl field space +\$200	\$ (1,200.00)	\$ (1,200.00)	\$ (1,500.00)	
Electrical booth	\$75/booth (max \$500)	\$ (500.00)	\$ (500.00)	\$ (500.00)	
*Cenaiko: Booths Pipe/Draping, tables/chairs, set up, take down	Includes 3 pin boards (29"x 66")	\$ (2,515.00)	\$ (3,295.00)	\$ (3,295.00)	
Tote Bag giveaway at door 9230.6246	Ace Sales (Qty 500)	\$ (1,064.00)	\$ (1,235.00)	\$ (1,235.00)	
Express Signs 9230.6246	4 large black/neon signs	\$ (640.00)	\$ (640.00)	\$ (640.00)	
Inky Elf: Sandwich board signs	(8) 2x3 signs, reusable 2021; need 2 Loading Zone signs 2022 (\$25/ea --> \$32.50)	-	\$ -	\$ -	
APG: Shopper Ad space + flyer 9230.6246	Anoka Co Shopper front page \$200 + flyer insert in Rum River Reserve Shopper \$100 (Anoka, Ramsey, Elk River, Nowthen, Oak Grove)	\$ (139.00)	\$ (384.00)	\$ (384.00)	
*A Touch of Magic: Balloon Artist	Balloon Art/Airbrush tattoo	\$ (1,211.00)	\$ (1,078.00)	\$ (1,200.00)	
Advertising 9230.6246	Facebook Ads, Explore MN online advertising; Linked In, Evvnt HometownSource.com	\$ (130.00)	\$ (154.93)	\$ (150.00)	
BINGO Prizes		NA	\$ (127.96)	\$ (100.00)	
Misc. Supplies	Candy, Water, sign strips, cardstock, stamps	\$ (29.45)	\$ (47.36)	\$ (50.00)	
Total Expenses		\$ (7,428.45)	\$ (8,662.25)	\$ (9,054.00)	\$ -
REVENUES					
Applications		\$ 3,245.00	\$ 3,220.00	\$ 3,100.00	
Marketing Budget			\$ 500.00	\$ 500.00	
EDA allocation		\$ 5,000.00	\$ 5,000.00	\$ 5,500.00	
Total Revenues		\$ 8,245.00	\$ 8,720.00	\$ 9,100.00	\$ -
*BALANCE:		\$ 816.55	\$ 57.75	\$ 46.00	\$ -
	<i>Fees Charged</i>				
	<i>Ramsey</i>	\$50	\$50	\$50	
	<i>Non-Ramsey</i>	\$75	\$75	\$75	
Inputs/estimated	<i># Booths</i>	59	60	60	60
Public/Non Profit	<i>No Fee Booths</i>	5	0	0	0

Final 5/22/24

City of Ramsey Rental Contract Addendum

2025 Rental Contract Addendum: Extension of 2024 contract through April 30, 2025.

Rental of the Sport Court Area on Saturday, April 12, 2025 from 8:00 am to 5:00 pm

Set Up may begin on Friday, April 11, 2025 as early as 8:00 am

Tear Down must be completed by Saturday, April 12, 2025 by 5:00 pm

Payment Arrangements: Total Contract Extension of \$1500 plus \$75 for each booth requiring electricity Up to \$500. Payment due by 4/30/25 - Invoicing will be done upon completion the event.

Both PROPRIETOR and VENDOR are in agreement to this Rental Contract Extension for the City of Ramsey. All other stipulations of this original agreement shall remain intact as previously stated.

Adrenaline Sports Center

City of Ramsey

Jason Jacob
Owner

Sean Sullivan
Economic Development Manager

City of Ramsey Rental Agreement

This agreement, made and entered into this 8th Day of February, 2023 by and between **Adrenaline Sports Center**, a business entity based in Minnesota (hereinafter referred to as PROPREITOR) and **The City of Ramsey** (hereinafter referred to as VENDOR);

NOTICES. All notices, offers, requests and other communications from either of the parties hereto to the other party shall be in writing to the party at his or its address set forth below.

If to PROPREITOR, to

Adrenaline Sports Center
8310 147th Lane
Ramsey, MN 55303
ATTENTION: Jason Jacob, Owner

If to VENDOR, to

City of Ramsey
7550 Sunwood Dr.
Ramsey, MN 55303
ATTENTION: Sean Sullivan, Economic Development Manager

This agreement is for the purpose of understanding the field rental being provided by said PROPREITOR to the VENDOR. A FINAL PROPOSAL was tendered by the PROPREITOR to the VENDOR and all understandings and representations set forth by PROPREITOR will become binding stipulations as set forth in this AGREEMENT upon the signatures of Both PROPREITOR and VENDOR.

TERM OF THIS AGREEMENT: The time period of this agreement is from April 1, 2023 to May 31, 2023

RELATIONSHIP OF PARTIES: VENDOR and PROPREITOR shall not be considered as joint ventures, partners and agents of each other during the term of this AGREEMENT. VENDOR is and shall at all times remain independent of the PROPREITOR and the VENDOR shall at all times relevant herein be deemed an independent contractor. In addition, neither the PROPREITOR nor VENDOR shall have the power to bind or obligate the other for any contractual or other obligation unless otherwise agreed to in writing between them.

TERMINATION AND REFUND: That in the event VENDOR or PROPREITOR terminates this agreement prior to completion of all services set forth in the FINAL PROPOSAL codicil during the TERM OF AGREEMENT, all payments will be stopped from the VENDOR to the PROPREITOR and a proper accounting of all payments commensurate with services rendered shall take place. If the PROPREITOR has been paid for services not yet rendered, a full refund for services not rendered shall be returned to the VENDOR. And if services have been rendered in which compensation has not been made the PROPREITOR can expect an agreed upon settlement for those services by the VENDOR. All termination by either parties need to be executed in writing and delivered to NOTICE addresses at least 30 days in advance of recognized termination of services. No adjustments to this AGREEMENT may be executed without prior written agreement and approval by both parties.

SCHEDULED PAYMENTS FOR SERVICES RENDERED: All payments shall be upon written demand by the PROPREITOR to the VENDOR presented at the NOTICE address. The demand payments shall be based upon services rendered to date of payment demand and/or for services to be rendered within time period of the agreement. All payments shall be rendered within 7 days of written request. Any fees associated with said payments will be the sole responsibility of the VENDOR.

EMPLOYMENT RELATIONSHIPS: It is understood that all employment relationships between the personnel hired by the VENDOR to execute said programs are between the VENDOR and the individual, and will not in anyway be construed as a relationship between the individual and the PROPREITOR. It is also understood that the VENDOR will be totally responsible for the tendering of all IRS 1099 forms and all income reporting requiring forms to the appropriate tax authorities. The PROPREITOR shall be held harmless for all this incoming reporting.

INSURANCE AND LIABILITY: It is understood that The City of Ramsey must maintain and provide proof of general liability insurance, naming PROPRIETOR as "additional insured" in the case of personal injury or property damage. The Certificate of Insurance and Endorsement must state that the VENDOR's General Liability policy is primary and non-contributory. It is the responsibility of the VENDOR to monitor event participants and provide the necessary insurance coverage and liability documentation for these participants. PROPRIETOR agrees to maintain liability insurance for the facility and is responsible for maintaining the facility in a way that is safe to all participants. It is also the responsibility of the VENDOR to create an environment that establishes a safe atmosphere for all participants of this event. It is both the PROPRIETOR'S and VENDOR's responsibility to administer discipline when necessary to any individual, that are, by their actions, causing an unsafe situation for other participants or attendees.

Indemnification – The Vendor assumes and agrees to be fully and exclusively responsible for the safety of the persons and property of all participants in the events during the Rental Period, including, without limitation, employees, participants, associates, guests, spectators and any members of the public in attendance at any of the events being held by the Vendor at the facility. The Vendor shall defend, indemnify, and hold the Owner, its officers, employees, and agents harmless from and against any and all liability, loss, expense, including reasonable attorneys' fees, or claims for injury or damages arising out of the performance of this Agreement but only in proportion to and to the extent such liability, loss, expense, attorneys' fees, or claims for injury or damages are caused by or result from the negligent or intentional acts or omissions of the Vendor, its officers, agents, employees, participants, associates, guests, spectators and any members of the public in attendance at any of the events being held by the Vendor at the facility.

RESPONSIBILITY OF PROVIDING A LOCATION: It is understood that the PROPRIETOR has the total responsibility of providing a safe location for the rental of the fields as set forth in the FINAL PROPOSAL Codicil. All fees and other expenses for the continued provision of this location will be the responsibility of the PROPRIETOR. PROPRIETOR will have a representative on site during all Activities as necessary to help monitor and maintain the facility as necessary with help from Vendor representatives as needed.

Rental Agreement: **Rental of the Sport Court Area on Saturday, April 29, 2023 from 8:00 am to 5:00 pm.**
Set Up may begin on Friday, April 28, 2023 as early as 8:00 am and
Tear Down must be complete by 6:00 pm on Saturday, April 29, 2023.

Payment Arrangements: **Total Contract of \$1200 plus \$75 for each booth requiring electricity up to \$500.**
Payment Due by 5/15/23 – Invoicing will be done upon completion of the event.

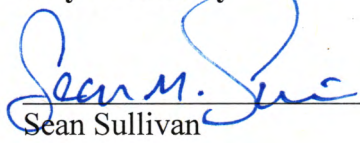
Both PROPRIETOR and VENDOR are in agreement to this Rental Agreement for The City of Ramsey. All other stipulations of this original agreement shall remain intact as previously stated.

IT IS UNDERSTOOD AND AGREED UPON BY THE FOLLOWING SIGNATORIES:

Adrenaline Sports Center

Jason Jacob
Owner

City of Ramsey



Sean Sullivan
Economic Development Manager

2024 Contract Rental Addendum: Extension of 2023 contract through the May 1, 2024

Rental of the Sport Court Area on Saturday, April 27, 2024 from 8:00 am to 5:00 pm

Set Up may begin on Friday, April 6, 2024 as early as 8:00 am and


Tear Down must be completed by Saturday, April 27, 2024 by 5:00 pm

Payment Arrangements: Total Contract Extension of \$1200 plus \$75 for each booth requiring electricity Up to \$500. Payment due by 5/15/24 – Invoicing will be done upon completion the event.

Both PROPRIETOR and VENDOR are in agreement to this Rental Agreement Extension for the City of Ramsey. All other stipulations of this original agreement shall remain intact as previously stated.

IT IS UNDERSTOOD AND AGREED UPON BY THE FOLLOWING SIGNATORIES:

Adrenaline Sports Center



Jason Jacob
Owner

City of Ramsey



Sean Sullivan
Economic Development Manager