

**REVISED**  
**City of Ramsey**  
**Agenda**  
**Economic Development Authority (EDA)**  
**Thursday, October 10, 2024**  
**7:30 am**  
**Council Chambers, 7550 Sunwood Drive NW**

Remote Attendance available at [www.cityoframsey.com/meetings](http://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 August 8, 2024
  
4. **EDA Business**
  1. Consider Provision of Sewer and/or Water Access Charge Assistance for New Brewery in Ramsey (Moved from Agenda item 4.2)
  2. Consider Sale and Select Developer for Outlot D, Waterfront Village (Moved from Agenda item 4.1)
  3. Approval of 2025 Business Network Meeting at La Fontaine Event Center
  4. 2024 Business Appreciation Day Wrap Up and Selection of 2025 Date and Location
  
5. **Member/Staff Input**
  
6. **Adjournment**

**Economic Development Authority (EDA)**

**Meeting Date:** 10/10/2024

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

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**Title:**

Approve EDA Meeting Minutes for August 8, 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 August 8, 2024 EDA meeting minutes.

**Outcome/Action:**

Motion to approve August 8, 2024 EDA meeting minutes.

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**Attachments**

EDA Minutes

**Form Review**

**Inbox**

Sean Sullivan

Brian Hagen

Form Started By: Wendy Schlueter

Final Approval Date: 09/09/2024

**Reviewed By**

Sean Sullivan

Brian Hagen

**Date**

08/30/2024 03:58 PM

09/04/2024 11:13 AM

Started On: 08/23/2024 04:03 PM

**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, August 8, 2024, at the Ramsey Municipal Center, 7550 Sunwood Drive NW, Ramsey, Minnesota.

Members Present:     Acting Chairperson Shanna Stewart  
                          Member Chelsee Howell  
                          Member Rachal Johnson  
                          Member Brittany Lindahl  
                          Member William MacLennan  
                          Member Chris Riley

Members Absent:     Chairperson Scott Wyinginger

Also Present:         Sean Sullivan, Economic Development Manager

**1.     CALL TO ORDER**

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

**2.     APPROVE AGENDA**

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

Motion carried. Voting Yes: Acting Chairperson Stewart, Members Johnson, Lindahl, Howell, MacLennan, and Riley. Voting No: None. Absent: Chairperson Wyinginger.

**3.     CONSENT AGENDA**

**3.01:   Approve Meeting Minutes Dated June 13, 2024**

Motion by Member Johnson, seconded by Member Lindahl, to approve the June 13, 2024, minutes as presented.

Motion carried. Voting Yes: Acting Chairperson Stewart, Members Johnson, Lindahl, Howell, MacLennan, and Riley. Voting No: None. Absent: Chairperson Wyinginger.

#### **4. EDA BUSINESS**

##### **4.01: Consider Execution of Right of Re-Entry Agreement and Refund of Purchase Price (Stories Foundation)**

Economic Development Manager Sullivan presented the staff report.

Motion by Member Riley, seconded by Member Johnson, to go into closed session.

Motion carried. Voting Yes: Acting Chairperson Stewart, Members Riley, Johnson, Howell, Lindahl, and MacLennan. Voting No: None. Absent: Chairperson Wyingner.

Acting Chairperson Stewart stated that the EDA will be going into closed session to discuss offers/counteroffers for the purchase of real estate under MN Statute 13D.05, Subdivision 3c(3), the legal description Outlot C, COR Stonebrook Academy.

##### **Recess and Reconvene**

The EDA recessed to closed session at 7:39 a.m.

The EDA reconvened to open session at 7:50 a.m.

Acting Chairperson Stewart stated that during the closed session the EDA discussed the value of lands, offers, counteroffers and decided on a recommendation for a partial refund.

Motion by Member Johnson, seconded by Member MacLennan, to recommend to City Council to exercise Right of Re-Entry Agreement and request deed of conveyance from Stories Foundation to the City of Ramsey and to refund \$49,295.75 to Stories Foundation.

Motion carried. Voting Yes: Acting Chairperson Stewart, Members Johnson, MacLennan, Howell, Lindahl, and Riley. Voting No: None. Absent: Chairperson Wyingner.

##### **4.02: Consider Recommendation to Implement Lodging Tax and Membership with Twin Cities Gateway Visitors Bureau**

Economic Development Manager Sullivan presented the staff report.

Al Stauffacher, President of Twin Cities Gateway, stated that the owner of Hilton Home2Suites approached the TCG Board Chair with interest in this program and that is how these discussions began. He provided information on the Twin Cities Gateway, its purpose and intent, strategic goals and objectives, two staff members, organization history, and member cities and lodging properties within each city. He provided details on the TCG Board, which is composed of representatives from each community and meets quarterly. He provided additional details on the lodging tax, how that is used as well as details on the TCG budget. He stated that 75 percent of their budget is put back into marketing for the member cities. He provided additional details on the TCG city grants and regional grants as well as the 2024 marketing work plan.

Member Howell asked if any of the member cities have negotiated a higher percentage.

Mr. Stauffacher replied that they have not.

Member Howell asked the initiatives, practices and leadership opportunities that fall in line with diversity, equity, and inclusion.

Mr. Stauffacher replied that when they developed their strategic plan they worked with a consultant and provide opportunities for everyone to advertise, as well as with employees. He noted that the other TCG employee works more in that area and could provide more details as a follow-up.

Member MacLennan asked if both of the Ramsey hotels support this.

Economic Development Manager Sullivan replied that both hotels support this and see this as a benefit.

Member MacLennan asked if there is a way to track the results.

Mr. Stauffacher confirmed that they do have tracked data of that manner to show that success. He stated that data is also used to assist with targeted marketing.

Member Riley commented that the fact that this is being driven by the hotels is important, as the EDA did consider this in 2010 but chose not to move forward. He stated that it seems to make sense at this point and noted that Game Fair could also be a beneficiary as well as the sports dome if that continues to move forward.

Economic Development Manager Sullivan reviewed some pros and cons.

Mr. Stauffacher estimated that 85 to 90 percent of cities have a lodging tax. He provided additional details on how the city grant could be used for a city event.

Economic Development Manager Sullivan stated that if they move forward, he would work with Mr. Stauffacher to develop a draft resolution to go before the Council.

Mr. Stauffacher stated that the Board member from the City of Ramsey would need to be identified prior to January 1, 2025 when the membership would begin. He explained that their financial representative would provide a brief training to Ramsey staff and staff from the hotels. He noted that once Ramsey adopts the resolution, the membership would still need to be approved by the TCG Board but noted that they have already discussed this and are considering adding Vadnais Heights as well.

Member Howell commented that she would be more supportive if the City portion of the lodging tax was more than five percent. She stated that she would also be interested in more of the qualifications for the city grants. She noted that she will abstain from this vote until she has more information.

Mr. Stauffacher confirmed that he could get that information to staff to provide to Member Howell.

Motion by Member Johnson, seconded by Member Lindahl, to recommend to City Council to implement a 3% Lodging Tax and to join the Twin Cities Gateway Visitors Bureau.

Motion carried. Voting Yes: Members Johnson, Lindahl, MacLennan, and Riley. Voting No: Acting Chairperson Stewart. Absent: Chairperson Wyingner. Abstain: Member Howell.

#### **4.03: Consider Recommendation for Approval of 2025 EDA Budget**

Economic Development Manager Sullivan presented the staff report.

Member Riley commented that he is fine with the number. He referenced the RALF properties and asked if there would be expenses in excess of the rent collected.

Economic Development Manager Sullivan commented that the properties would need to be marketed for sale and there would be associated costs. He noted that may or may not come to fruition in 2025, but wanted to plan appropriately. He stated that the rent collected on RALF properties can be used for administration and anything above that needs to be returned to the RALF fund. He did not believe that marketing would be a cost that could be an eligible expense for the RALF funds. He confirmed that he can look into that to determine eligibility.

Acting Chairperson Stewart commented that she is a little bummed that the decrease is only 1.1 percent, which was a result of reduced training dollars, and would like to see that decrease more in the future.

Economic Development Manager Sullivan confirmed that after the initial training is completed, recertification is a much lesser cost. He noted that marketing seems to be at an appropriate level currently. He did not anticipate that there would be a larger decrease to the budget in the future, providing more details on expenses that arise such as the SAC/WAC loan program for restaurants.

Motion by Member Johnson, seconded by Member MacLennan, to adopt the proposed 2025 Budget and Levy as presented.

Motion carried. Voting Yes: Acting Chairperson Stewart, Members Johnson, MacLennan, Howell, Lindahl, and Riley. Voting No: None. Absent: Chairperson Wyingner.

#### **4.04: Old Town Hall Discussion – 50<sup>th</sup> Anniversary – Renovation Quotes – Next Steps**

Economic Development Manager Sullivan presented the staff report.

Member Howell commented that there is one historical building, and it would be nice to have that fixed up rather than have it sit and continue to deteriorate. She stated that her initial thought was to hold park and recreation programming in there, but there did not seem to be an appetite for that, so the direction from the Council was to bring it to the EDA.

Economic Development Manager Sullivan commented that if the EDA were to do this, and the space were rented, the building would then become an EDA managed property and that rent could be returned to the EDA.

Member Johnson asked the maintenance cost if the renovation occurs, and the space still remains empty. She was unsure whether renting the area would be the right use. She asked if there are any ideas on potential use of the space.

Economic Development Manager Sullivan replied that this site would lend itself to being an incubator space or space that could be leased by a business for a certain period of time, such as a boutique, CPA office during tax season, or music lessons. He stated that there is a furnace that has been purchased but has not yet been hooked up and there is connection to city sewer and water available but no air conditioning. He stated that once the space is fixed up, the maintenance would be minimal. He commented that there was interest in using the space previously and did not think it would be difficult to market the space for use by a business. He commented that while this was not a staff initiative, he does see the benefit in not letting this building go to waste.

Acting Chairperson Stewart commented that without air conditioning, she did not believe there would be a tenant for the summer months.

Economic Development Manager Sullivan commented that air conditioning is a preference but not a requirement.

Member MacLennan stated that the City is already in the position of being a property owner and asked if the City wants to be in the business of leasing space. He stated that most likely a business would want their name on the building.

Economic Development Manager Sullivan commented that the building cannot have a business name on the building, but they could have a sign out front.

Member MacLennan stated that there are historical elements inside and he was unsure that a business would want those items. He asked if the land would be move valuable without the building.

Economic Development Manager Sullivan replied that it is a challenging, small site with a lot of mature trees that is not easy to access and therefore the likely user would be a destination use. He stated that if the building is removed, that would be removing a historical landmark and was unsure how that would be perceived. He acknowledged that there is not an easy answer. He stated that if they are going to renovate it, this is the year being that it is the 50<sup>th</sup> anniversary. He stated that at minimum the soffits and door need to be replaced and the dead trees removed.

Member Riley commented that the issue is whether they want to make this an EDA project, which is where the leasing and revenue would come in. He commented that this is a City issue, but perhaps not an EDA issue. He stated that specifically he does not think this is a good EDA project.

Member MacLennan agreed with Member Riley that this is not a project that would advance the economic vitality of the community. He did not think that the EDA should be in charge of renting space. He agreed that this should go back to the City Council.

Acting Chairperson Stewart agreed that this would not add up as an EDA project and therefore should be returned to the City Council as their issue and decision.

Economic Development Manager Sullivan recognized the consensus of the EDA that this is not a building the EDA wants to own and operate. He stated that the EDA could still make the decision to fix the door and soffits, as that is something the EDA has done in the past.

Member Johnson asked if the EDA has to make a decision on any of this today.

Economic Development Manager Sullivan replied that the contractors have a window in which they can complete the work, and he does not want this to go into winter because there is a hole near the door which would allow pests to enter.

Member Lindahl agreed that the soffits and door should be replaced at this time and if there is a user in the future, they could review how the renovation costs could be funded.

Member MacLennan agreed, as they do not want critters occupying the space, but the renovation should not fall upon the EDA.

Member Howell stated that the EDA comments reaffirm her original direction that the park fund could be used rather than the EDA, as that would seem to be a more suitable use for the small space.

Motion by Member Johnson, seconded by Member Lindahl, to authorize staff to work with DKN Construction and MN Wild Animal Management to Complete Pest Removal and Building Maintenance in an amount not to exceed \$15,000 from the EDA Unencumbered Fund Balance.

Motion carried. Voting Yes: Acting Chairperson Stewart, Members Johnson, Lindahl, Howell, MacLennan, and Riley. Voting No: None. Absent: Chairperson Wyingner.

Economic Development Manager Sullivan asked if this should go forward on the Consent Agenda for the City Council to communicate this information.

Member Howell stated that she would like to have a follow up presentation at the city council work session (rather than on consent). She and Member Riley agreed that staff could move forward with the maintenance work approved by the EDA.

#### **4.05: Review Proposed Change to Auto Body Project by Blanery LLC**

Economic Development Manager Sullivan presented the staff report.

With the revised plan to reduce office space but overall square footage would remain the same, Member MacLennan stated that he would defer to the members of Council if that would be an issue at the Council level.

Member Riley commented that this project did not receive City funding and nothing was contingent upon having offices, and if anything, there was question as to how offices would work this project. He did not feel that this would need to go to the City Council with an explanation.

## **5. MEMBER / STAFF UPDATE**

Economic Development Manager Sullivan provided a brief update on development progress and items of interest to the EDA.

## **6. ADJOURNMENT**

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

Motion carried. Voting Yes: Acting Chairperson Stewart, Members Johnson, Lindahl, Howell, MacLennan, and Riley. Voting No: None. Absent: Chairperson Wiyninger.

The regular meeting of the Economic Development Authority adjourned at 9:02 a.m.

Respectfully submitted,

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Sean Sullivan  
Economic Development Manager

ATTEST:

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Wendy Schlueter  
Economic Development Administrative Assistant

Draft by Amanda Staple  
*TimeSaver Off Site Secretarial, Inc.*

**Economic Development Authority (EDA)****Meeting Date:** 10/10/2024**Primary Strategic Plan Initiative:** Promote economic growth and development.**Title:**

Consider Provision of Sewer and/or Water Access Charge Assistance for New Brewery in Ramsey (Moved from Agenda item 4.2)

**Purpose/Background:**

The purpose of this case is to consider provision/eligibility of Sewer or Water Access Charges (SAC and WAC) Assistance for a Brewery considering opening in Ramsey. The EDA and City Council have expressed the desire to bring a brewery/brew pub to Ramsey. Staff has been working with an experienced brewery (Rustech) to consider a 3000-4000 SF build out of an existing building in the COR development. The proposed project will be a brewery/tap-room and will not be a brew pub. The brewery asked if the City had any programs that would help with the costs of the SAC and WAC charges for the project. The City currently has a SAC and WAC deferral program (See attached) for sit-down full-service restaurants, but this project does not meet the current program parameters. The City also has 24 un-allocated SAC credits from previous demolitions (See attached) that could be considered to be applied to this project. Currently, the City does not have a policy for using these un-allocated SAC credits but it could be considered on a case by case basis by the EDA and a recommendation could be provided to the City Council if the EDA believes this would be a good use of those credits for a targeted industry.

Staff is not asking the EDA to take formal action as the brewery has not submitted a formal request. However, Staff does want some consensus by the EDA on the willingness to either modify the existing SAC and WAC Deferral program to include breweries / taprooms (without full service) or to recommend that the City support offering some of the 24 un-allocated SAC credits for a future brewery project in the City of Ramsey. Staff anticipates the Met Council to assign 4-7 SAC units for this project based on seating and final square footage. Based on EDA consensus/direction, Staff would be bringing this back to the EDA for formal action at a later meeting.

**Notification:**

None required

**Time Frame/Observations/Alternatives:**

Staff is excited at the prospect of bringing a brewery to the City of Ramsey. Staff believes that the provision of assistance, via a reduction of SAC and/or WAC charges, would help bring this project to Ramsey. Currently, there are breweries in Anoka, Blaine, Coon Rapids, Bethel and Elk River. Staff believes that there is a market in Ramsey that is not, pardon the pun, being served in Ramsey. Staff believe the two options presented above are both viable. The economics of modifying the SAC and WAC deferral program to allow for brewery/taprooms would place the financial responsibility on the EDA to fund up to 70% of the SAC and WAC fees. The other alternative to utilize banked SAC credits would come at zero cost to the EDA and still would be beneficial for recruiting a brewery to the City of Ramsey and it would keep intact the current full-time restaurant assistance policy. Staff understands that having these credits banked could be helpful for the development of RALF Properties along Highway 10 and other desired users as well. Of the 24 banked credits, 14 were obtained from Highway 10 demolitions. Staff feels that using 4-7 credits from the old City Hall site (3) and the leftover credits from the Complete Auto (Former Amoco) project (4) would be a good use.

1) Direct Staff to work with Rustech Brewery, and to recommend to City Council the allocation of SAC credits to the project

- 2) Direct Staff to work with Rustech Brewery, and to recommend a modification of the Restaurant SAC and WAC Deferral Program to allow brewery/brew pubs and taprooms)
- 3) Something else

**Funding Source:**

Based EDA Consensus.

If the SAC and WAC deferral Program is modified to allow for breweries and tap rooms this would be funding through the EDA (70% of both SAC and WAC charges)

If un-allocated SAC units are recommended the only cost would be the opportunity cost of other projects that could be funded instead. (100% of SAC Charges, City to still receive all WAC Charges)

**Recommendation:**

Direct Staff to work with Rustech Brewery, and to recommend to City Council the allocation of SAC credits to the project

**Outcome/Action:**

Motion to direct Staff to work with Rustech Brewery, and to recommend to City Council, the allocation of SAC credits to the project

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**Attachments**

- Site Location Map
- Restaurant SAC and WAC Policy
- Banked Unallocated SAC Unit Summary

**Form Review**

<b>Inbox</b>	<b>Reviewed By</b>	<b>Date</b>
Brian Hagen	Brian Hagen	10/03/2024 03:12 PM
Form Started By: Sean Sullivan		Started On: 10/02/2024 04:05 PM
Final Approval Date: 10/03/2024		

# Site Location - Rustech - NS Marketplace



**Parcel Information:**      Approx. Acres: 1.08559023  
 28-32-25-23-0017            Commissioner: VACANT  
 7912 SUNWOOD DR NW  
 RAMSEY  
 MN 55303  
 Plat: COR TWO NORTHSTAR

**Owner Information:**  
 NORTHSTAR MARKETPLACE STATION LLC  
 11501 NORTHLAKE DR  
 CINCINNATI  
 OH  
 45249

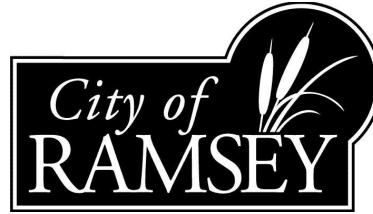


Sean Sullivan

1:2,400

Date: 10/3/2024

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.



## **Full-Service Restaurant Subsidy: Water Availability Charge (WAC) and Sewer Availability Charge (SAC) Program**

### **The Program**

This subsidy program is intended to serve as a catalyst for securing new restaurants and to promote the expansion of existing restaurants in Ramsey by providing financial assistance to qualified restaurant businesses. The full-service restaurant must be located in The City of Ramsey. To facilitate new full-service restaurants, the EDA would provide zero interest, forgivable loans to eligible full-service restaurants for the purpose of financing their water and sewer connection fees. The maximum loan amount would be 70% of the proposed restaurant's Water Availability Charge (WAC fee) and Sewer Availability Charge (SAC fee). The 70% cap would ensure that the businesses are covering some of the fixed capital costs for the City's water system. The loan would be recorded as a subordinated mortgage, or security and the principal would be forgiven if the restaurant remained in operation and in good standing with the City for five years. The loan principal would be forgiven at a rate of 20% per year.

In establishing the loan amount and the percentage of WAC and SAC subsidy, the EDA would advise the Ramsey City Council regarding several factors. The factors are (1) the size of the restaurant's capital investment, (2) the financial need and potential for long-term viability, and (3) the quality of the restaurant's concept. A full-service restaurant is defined as one that has washable plates, cups and utensils, wait staff, food served at tables, and whose projected SAC/WAC fees are charged at a rate of X unit per seat.

### **Funding Source**

The funding for the Water Availability Charge (WAC) and Sewer Availability Charge (SAC) Program will come from the EDA Fund.

### **Eligibility**

Eligible applicants are for-profit restaurant businesses considering new, additional or the expansion of existing restaurants in The City of Ramsey. Eligible businesses must devote a majority of their floor space to the restaurant concept. All applicants must be a permitted use in compliance with all laws, zoning ordinances, rules and regulations applicable to the business. The Ramsey EDA will review each application on a case-by-case basis and reserves the right to exclude activities not consistent with the City's Comprehensive Plan, or if the concept does not benefit the health, safety and welfare of the community.

**Application Process**

The applicant must submit a completed Business Assistance Application and all required attachments to the City's Economic Development Department. The Ramsey Economic Development Authority will make a recommendation on the full-service restaurant subsidy to the Ramsey City Council. Applicants will be notified of EDA and City Council meetings and may be asked to attend to present their request for assistance. Any financial assistance to full-service restaurants as part of this program is subject to City Council approval. Moreover, such financial assistance is limited by the availability of City Water Funds. The City will underwrite the loan request to ensure that the business concept is financially viable.

**Implementation Procedures**

The program does require the applicant pay upfront permit fees, and a minimum of 30% of all applicable Water Access Charges (WAC) and Sewer Access Charge (SAC fees) that the City of Ramsey is required to pay on behalf of the project to the City and Metropolitan Council. To be in good standing with the City, applicant and/or landlords must be current on all municipal taxes, special assessments, City utility bills, or EDA loans. Principal forgiveness will cease if the applicant and/or landlords fail to be current on these obligations. Principal forgiveness will cease if the applicant discontinues the business, moves the business, or fails to comply with any and all building, fire, health, or zoning codes or regulations.

**Sunset Date**

There is no Sunset Date on this program and it will remain in place until such date that the City Council determines it is no longer necessary.

<b>SAC Community Wide Credits</b>	
<b>Organization:</b>	<b>City of Ramsey</b>

Address	Building Name	PIN	Reason for credit	SAC units	SAC Credits taken from MetCouncil	Date SAC Credit	Value per Credit	Dollar Value of Credits	SAC Credits Issued Community Wide	NOTES
7205 Highway 10	Burger King	283225440004	Demo: SAC-D	5	5.00	2/28/2024	\$ 2,485.00	\$ 12,425.00		
6360 Highway 10	Print Shop	353225230003	Demo: SAC-D	8	8.00	1-2/28/2024, 7-3/28/2024	\$ 2,485.00	\$ 19,880.00		
14799 Jackal Street	B&H Machining	293225120008	Change of Use	3	3.00	3/28/2024	\$ 2,485.00	\$ 7,455.00		
6260 Highway 10	Blue Line Collision	353225320013	Demo: SAC-D	1	1.00	5/30/2024	\$ 2,485.00	\$ 2,485.00		
15153 Nowthen Blvd	Former City Hall	233225410081	Demo: SAC-D	3	3.00	9/24/2024	2,485.00	\$ 7,455.00		
5195 142nd Ave	Amoco Station	253225430043	Demo: SAC-D	8	8.00	9/24/2024	2,485.00	\$ 19,880.00	(4.00)	4 units issued to Complete Auto, same site

28.00

\$ 69,580.00

(4.00)

(4.00)

\$ (9,940.00)

**AVAILABLE 24.00**

\$ 59,640.00 verify this amount balances to 9602.2220

**Economic Development Authority (EDA)****Meeting Date:** 10/10/2024**Primary Strategic Plan Initiative:** Promote economic growth and development.**Title:**

Consider Sale and Select Developer for Outlot D, Waterfront Village (Moved from Agenda item 4.1)

**Purpose/Background:**

The purpose of this case is consider the sale and selection of developer for Outlot D, Waterfront Village.

The EDA may choose to go into closed session pursuant to Minnesota Statutes section 13D.05, subdivision 3(c)(3) to consider offers or counteroffers for the purchase or sale of real or personal property. If the EDA chooses to enter into closed session the statute and reason above needs to be referenced along with legal description (Outlot D, Waterfront Village) and the Anoka County Tax ID number 28-32-25-22-0107.

Over the past year, Staff has been working with multiple developers, Anoka County and the City Planning division to develop a site concept that maximizes the development of the northeast corner of Sunwood Drive NW and Armstrong Blvd NW (Outlot D, Waterfront Village) The proposed concepts/end users include Quick Service Restaurants (QSR), Coffee, Oil change and a gas station with a stand-alone car wash. Staff asked each developer to provide a Letter of Intent (LOI) including a formal offer and preliminary site plans for staff review and comment. Staff has worked with Anoka County to secure a "Right in Only" for this site off of Armstrong Boulevard NW and all developers understand this limitation and the responsibility to construct a turn lane into the site at the cost of the developer. Development of this site is difficult with the wetland complex to the east and the southern access off the roundabout. Each developer has been asked to attend the EDA meeting to provided a summary of their proposed project, timeline and to answer questions the EDA might have. Staff anticipates that the EDA will go into closed session to discuss potential offers for the site.

**Notification:**

N/A

**Time Frame/Observations/Alternatives:**

Staff is anxious to present multiple offers from multiple developers to develop Outlot D, Waterfront Village. The City of Ramsey has prepared the site for development with the COR mass grading project. The triangular site has difficulties being bordered on the east by a large wetland complex and Armstrong Boulevard on the east but it has great visibility and traffic count information. Staff believes it has 3 viable offers for the site and is looking for the EDA to evaluate each offer and provide a recommendation to staff on which developer to work with on a purchase agreement. All developers will bring a portion of the site back onto the tax rolls with varying timing, different end users and building sizes. Each developer will be given an opportunity to present its project to the EDA and to field questions. Once the presentations are complete staff is suggesting that the EDA go into closed session pursuant to Minnesota Statutes section 13D.05, subdivision 3(c)(3) to consider offers or counteroffers for the purchase or sale of real or personal property. If the EDA chooses to enter into closed session the statute and reason above needs to be referenced along with legal description (Outlot D, Waterfront Village) and the Anoka County Tax ID number 28-32-25-22-0107.

When evaluating the projects the EDA should consider the following items:

- End users (what does the City want? or need?)
- Highest and best use (does the developer maximize current and future development for the site?)
- Offer price

- Buyer contingencies (wetlands, approvals, RORE)
- Site layout
- Job creation
- Tax base (All projects will bring the property onto the tax rolls)

Staff has provided a summary of current offers, job creation and project valuation as an attachment to this case.

Staff is looking for direction/recommendation from the EDA.

**Funding Source:**

This action is being handled under normal staff duties.

**Recommendation:**

Based on Discussion

**Outcome/Action:**

Motion to direct Staff to negotiate a Purchase Agreement with (Phillips Edison Group or Capital Real Estate or Circle K - Choose one) and present a Purchase Agreement to EDA for consideration at a later meeting.

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**Attachments**

- Site Location Map
- Outlot D Waterfront Village Plat
- UPDATED Offer Summary
- Phillips Edison LOI and Site Plan
- Capital Real Estate LOI and Site Plan
- Circle K LOI and Site Plan

**Form Review**

<b>Inbox</b>	<b>Reviewed By</b>	<b>Date</b>
Brian Hagen	Kathy Schmitz	10/04/2024 09:51 AM
Form Started By: Sean Sullivan		Started On: 06/05/2024 02:05 PM
Final Approval Date: 10/04/2024		

# Site Location - Outlot D Waterfront Village



**Parcel Information:**      Approx. Acres: 7.4601126  
 28-32-25-22-0107      Commissioner: VACANT

RAMSEY  
 MN 55303  
 Plat: WATERFRONT VILLAGE

**Owner Information:**

RAMSEY CITY OF  
 7550 SUNWOOD DRIVE  
 RAMSEY  
 MN  
 55303

Sean Sullivan      1:2,400      Date: 10/3/2024

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.



# WATERFRONT VILLAGE

CITY OF RAMSEY  
COUNTY OF ANOKA  
SEC. 28, T. 32, R. 25

KNOW ALL PERSONS BY THESE PRESENTS: That the City of Ramsey, a Minnesota municipal corporation, owner of the following described property:

Outlot A, RAMSEY PROPERTIES ADDITION, Anoka County, Minnesota

Has caused the same to be surveyed and platted as WATERFRONT VILLAGE and does hereby dedicate to the public for public use the public ways and the drainage and utility easements as created on this plat.

In witness whereof said City of Ramsey, a Minnesota municipal corporation, has caused these presents to be signed by its proper officers this 2nd day of July, 2024.

City of Ramsey  
By: Mark E. Kuzma its Mayor  
Mark E. Kuzma

By: Brian Hagen its City Administrator  
Brian Hagen

STATE OF Minnesota  
COUNTY OF Anoka

This instrument was acknowledged before me on 2nd day of July, 2024 by Mark E. Kuzma, the Mayor of City of Ramsey, a Minnesota municipal corporation, on behalf of the corporation.

Kate Schmitt (Signature)  
Kate Schmitt (Print Name)  
Anoka County, Minnesota  
My commission expires 1-31-2027

STATE OF Minnesota  
COUNTY OF Anoka

This instrument was acknowledged before me on 2nd day of July, 2024 by Brian Hagen, the City Administrator of City of Ramsey, a Minnesota municipal corporation, on behalf of the corporation.

Kate Schmitt (Signature)  
Kate Schmitt (Print Name)  
Anoka County, Minnesota  
My commission expires 1-31-2027

I, Marcus F. Hampton do hereby certify that this plat was prepared by me or under my direct supervision; that I am a duly Licensed Land Surveyor in the State of Minnesota; that this plat is a correct representation of the boundary survey; that all mathematical data and labels are correctly designated on this plat; that all monuments depicted on this plat have been, or will be correctly set within one year; that all water boundaries and wet lands, as defined in Minnesota Statutes, Section 505.03, Subd. 3, as of the date of this certificate are shown and labeled on this plat; and all public ways are shown and labeled on this plat.

Dated this 2 day of July, 2024

Marcus F. Hampton  
Marcus F. Hampton, Licensed Land Surveyor, Minnesota License No. 47481

STATE OF MINNESOTA  
COUNTY OF Anoka

This instrument was acknowledged before me on this 2nd day of July, 2024 by Marcus F. Hampton.

Patrick Miller (Signature)  
Patrick Miller (Print Name)  
Scott County, Minnesota  
My commission expires Jan. 31, 2029

### CITY COUNCIL, CITY OF RAMSEY, MINNESOTA

This plat of WATERFRONT VILLAGE was approved and accepted by the City Council of the City of Ramsey, Minnesota at a regular meeting thereof held this 11th day of JUNE, 2024, and said plat is in compliance with the provisions of Minnesota Statutes, Section 505.03, Subd. 2.

City Council, City of Ramsey, Minnesota

By: Mark E. Kuzma Mayor  
Kate Schmitt Clerk

### ANOKA COUNTY SURVEYOR

I hereby certify that in accordance with Minnesota Statutes, Section 505.021, Subd. 11, this plat has been reviewed and approved this 9th day of July, 2024.

David M. Ziegmeier  
David M. Ziegmeier, Anoka County Surveyor

### ANOKA COUNTY AUDITOR/TREASURER

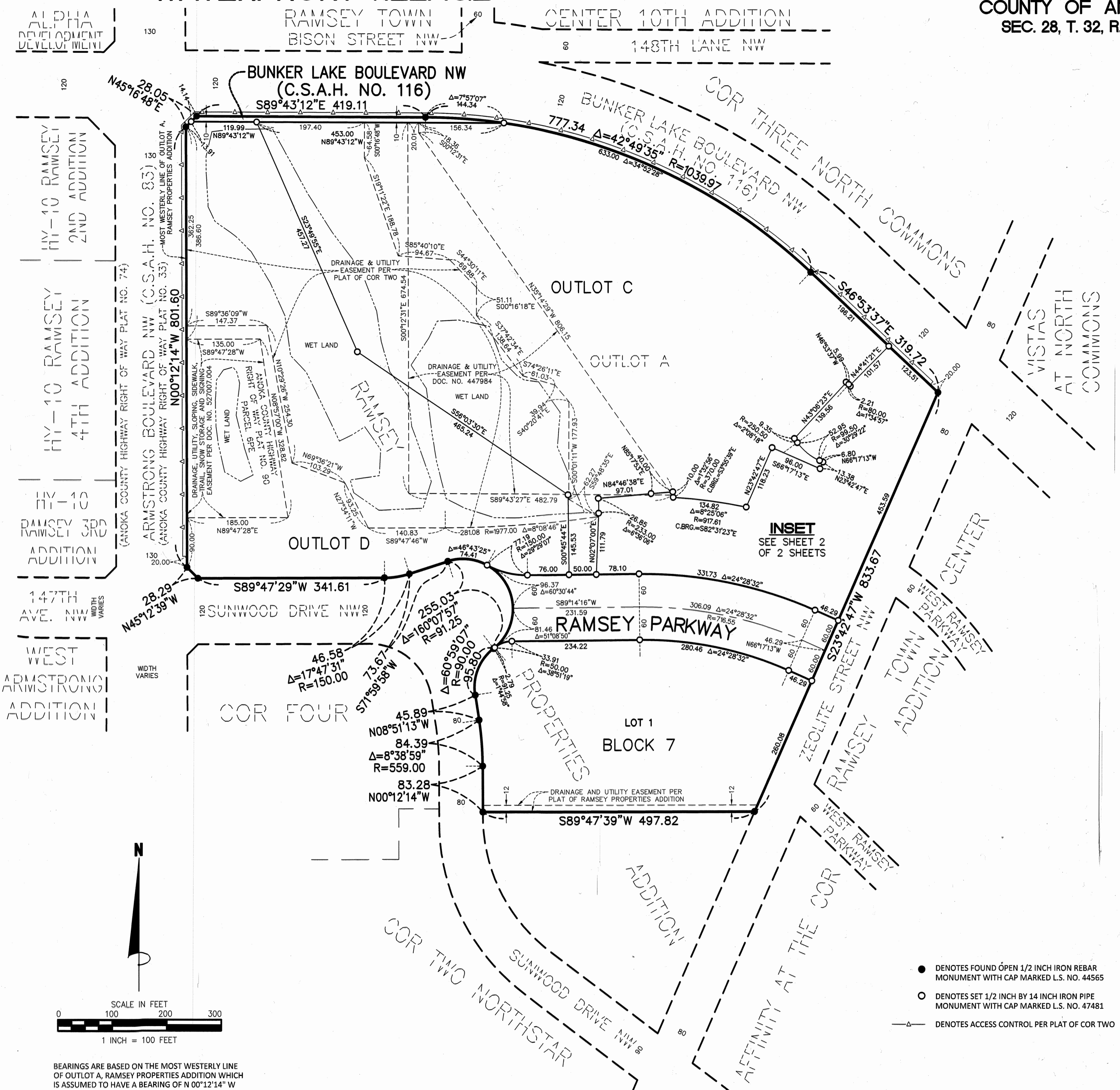
Pursuant to Minnesota Statutes, Section 505.021, Subd. 9, taxes payable in the year 2024 on the land hereinbefore described have been paid. Also, pursuant to Minnesota Statutes, Section 272.42, there are no delinquent taxes and transfer entered this 25 day of July, 2024.

By: Pamela J. LeBlanc Property Tax Administrator  
[Signature] Deputy

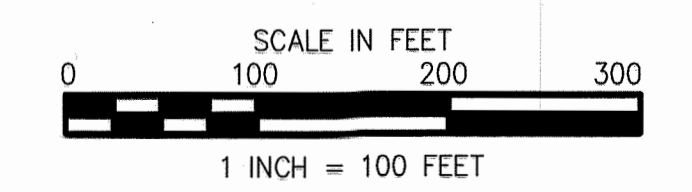
### COUNTY RECORDER/REGISTRAR OF TITLES, COUNTY OF ANOKA, STATE OF MINNESOTA

I hereby certify that this plat of WATERFRONT VILLAGE was filed in the office of the County Recorder/Registrar of Titles for public record on this 25 day of July, 2024, at 3:40 o'clock P. M. and was duly recorded as Document Number 618840.004.

By: Pamela J. LeBlanc County Recorder/Registrar of Titles  
[Signature] Deputy



- DENOTES FOUND OPEN 1/2 INCH IRON REBAR MONUMENT WITH CAP MARKED L.S. NO. 44565
- DENOTES SET 1/2 INCH BY 14 INCH IRON PIPE MONUMENT WITH CAP MARKED L.S. NO. 47481
- △— DENOTES ACCESS CONTROL PER PLAT OF COR TWO

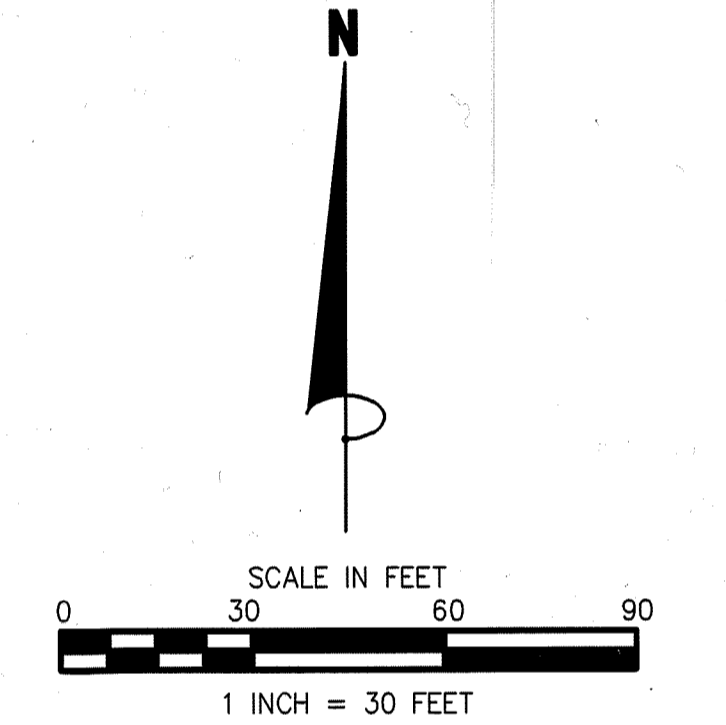
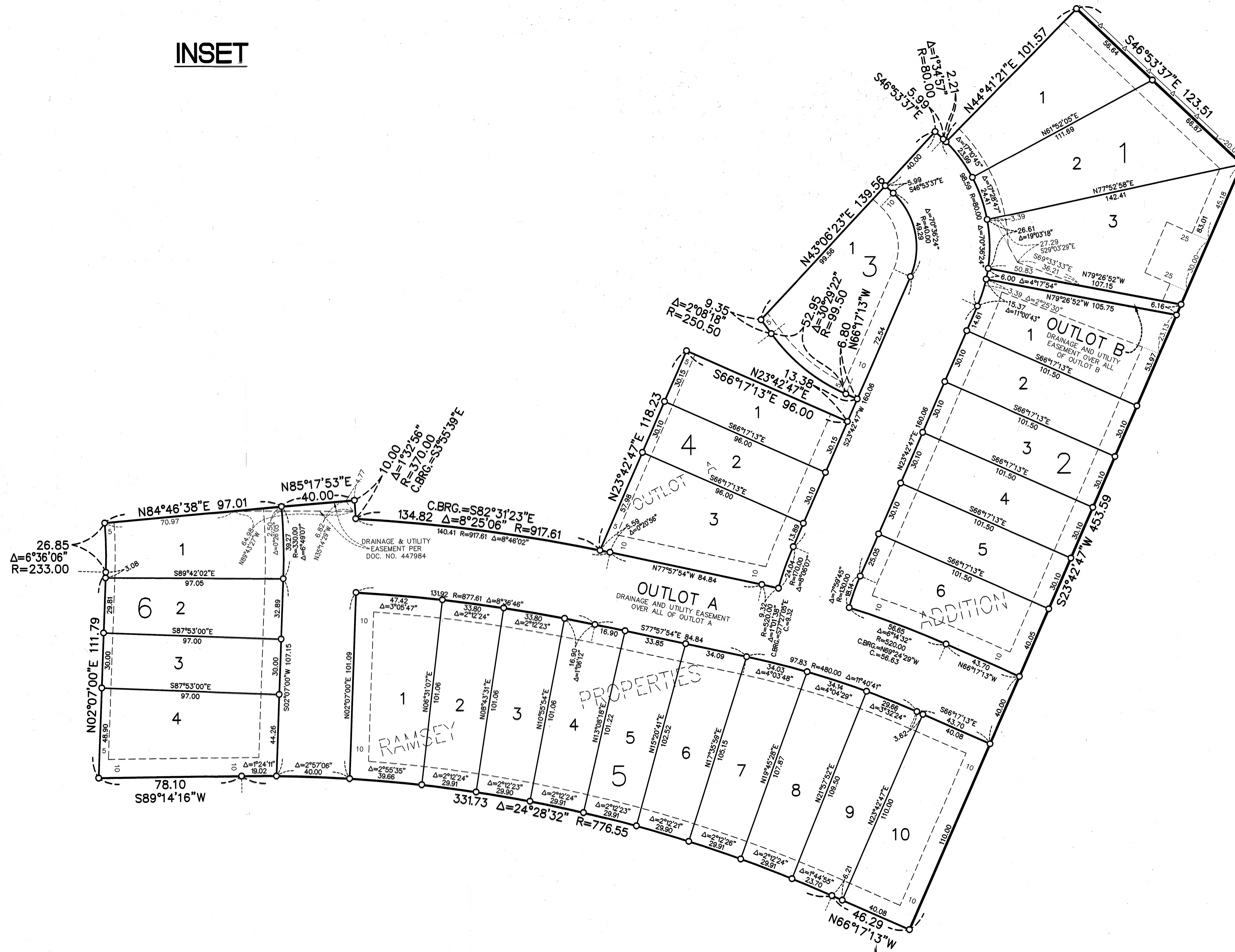


BEARINGS ARE BASED ON THE MOST WESTERLY LINE OF OUTLOT A, RAMSEY PROPERTIES ADDITION WHICH IS ASSUMED TO HAVE A BEARING OF N 00°12'14" W

# WATERFRONT VILLAGE

CITY OF RAMSEY  
COUNTY OF ANOKA  
SEC. 28, T. 32, R. 25

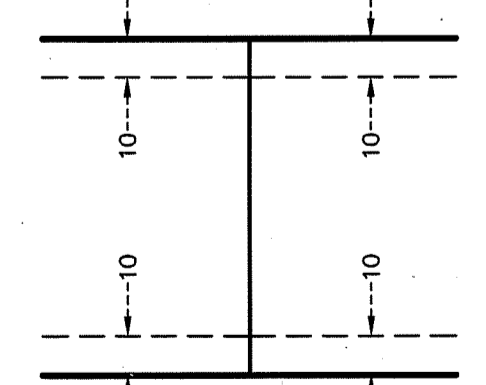
**INSET**



BEARINGS ARE BASED ON THE MOST WESTERLY LINE OF OUTLOT A, RAMSEY PROPERTIES ADDITION WHICH IS ASSUMED TO HAVE A BEARING OF N 00°12'14" W

- DENOTES FOUND OPEN 1/2 INCH IRON REBAR MONUMENT WITH CAP MARKED L.S. NO. 44565
- DENOTES SET 1/2 INCH BY 14 INCH IRON PIPE MONUMENT WITH CAP MARKED L.S. NO. 47481
- △— DENOTES ACCESS CONTROL PER PLAT OF COR TWO

DRAINAGE AND UTILITY EASEMENTS ARE SHOWN THUS:



DRAINAGE AND UTILITY EASEMENTS BEING 10 FEET IN WIDTH, UNLESS OTHERWISE INDICATED, ADJOINING FRONT AND REAR LOT LINES, AS SHOWN ON THIS PLAT.

10/3/2025

Offer Comparison

Buyer Name	Phillips Edison Group	Capital Real Estate	Circle K (Holiday)
Acreage	2.91	3.17	3.00
Square Footage	126759.6	138,085	130,680
Buildable Acreage	1.15	3.17	3.00
Buildable SF	50094	138,085	130,680
List / SF Buildable (\$8/SF)	\$ 400,752	\$ 1,104,681.60	\$ 1,045,440
Offer / SF Buildable	\$ 400,752	\$ 966,596.40	\$ 914,760
Offer \$ /SF	\$ 8.00	\$ 7.00	\$ 7.00
Earnest Money	\$ 10,000	\$ 25,000	\$ 5,000
Wetland Acquired	Developer to acquire a portion of wetland	No, City retain all	A portion of wetland to be acquired and mitigated
Project 1	Burgers or another Fast Food QSR	Chipotle	Gas Station / C-Store / Potentially a Godfathers
Project 1 SF		2,330	5,200
Timing	2025 if approvals can be granted	Spring 2025	2025 to 2026 (Wetland Mitigation)
Estimated Valuation	\$1.5M to \$2.5M	\$3M	\$6 to \$7M
Estimated Taxes	\$39K to 52K	\$65K	152K to 173K
Estimated Jobs	25-45	15 to 20	20 to 25
Project 2	Will Work with Other Developers	Coffee / TBD	Car Wash
Project 2 SF	N/A	2,230	5,310
Timing	N/A	Spring 2025	2025 to 2026 (Wetland Mitigation)
Estimated Valuation	N/A	\$2.5M	\$4 to \$5M
Estimated Taxes	N/A	\$58K	\$92K to 119K
Estimated Jobs	N/A	10 to 15	8 to 10
Project 3	N/A	TBD	N/A
Project 3 SF	N/A	2025, if possible	N/A
Timing	N/A	2,090	N/A
Estimated Valuation	N/A	\$1.5M	N/A
Estimated Taxes	N/A	\$31K	N/A
Estimated Jobs	N/A	5 to 10	N/A
Turn Lane Construct	Developer Cost	Developer Cost	Developer Cost
Internal Roadway Construct	50% of cost reimbursed by Developer of Lot 2	Developer Cost	Developer Cost
Due Diligence Period	150 days	120 days + 150 days to complete	180 days
Right of Re-Entry	Yes	Yes	Yes
Need for WMO Approval?	Yes for Site , no for Wetland	Yes for Site , no for Wetland	Yes for sites, but not wetlands
Preferred Site Location	CORNER ONLY	Entire Site	Entire Site
County Easement Vacation	Needed, In process	Needed, In process	Needed, In process.
Restrictive Covenants?	No Seller Restrictive Covenants	No Seller Restrictive Covenants	Seller must record a Restrictive Covenant Agreement which provides that any land owned or controlled by Seller as of Closing or acquired within 10 years after the Closing, and located within a five mile radius may not be used as (1) a convenience store and/or fueling facility, (2) a car wash, (3) a mobile food truck, and/or (4) items typically sold at a convenience store (including, without limitation, coffee, cigarettes, beer/wine/liquor and lottery tickets), to be further set forth in the Contract. (Willing to negotiate)



## Letter of Intent Purchase and Build

October 10, 2024

City of Ramsey

**Re: Acquisition of Parcel**

Dear Mr Sullivan:

We are pleased to submit the following terms for the potential purchase of acquisition of the parcel at the corner of Armstrong Blvd and Sunwood Dr. As requested, the basic terms of the LOI are as follows:

Total Parcel Purchase: ~2.91 Acres

**Developable Acreage:** ~1.15 Acres (~50,094 sf)

**Purchase Price:** \$8.00 psf of Developable Land

**Probable User:** Fast Food

**Earnest Money:** \$10,000.00 upon contract execution. The entire \$10,000.00 shall become non-refundable at the expiration of the Inspection Period.

**Infrastructure:** Purchaser commits to build all interior and roadways and turn lanes as needed. 50% of costs to be reimbursed by owner of Lot 2 Parcel (As depicted on Exhibit A)

**Platting:** Before closing of the Property, Purchase will work with City to replat the land as needed

**Purchase Agreement:** Purchaser agrees to negotiate Purchase contract as well as Right of Re-entry Agreement within 60 days of approval of the LOI by seller.

**Re-Entry Agreement:** Purchaser agrees to negotiate Right of Re-entry Agreement within 60 days of approval of the LOI by seller.

**Inspection Period:** One Hundred Eighty (180) days from the later of (a) execution of the Purchase and Sale Agreement or (b) when Seller delivers to Buyer the Initial Due Diligence List (attached as Exhibit A). (2) 90 day extensions can be purchased for \$10,000 each with that money non-refundable but applicable to the Purchase Price

**Closing:** No later than fifteen (15) days from completion of the Inspection Period.

**Closing Cost:** Customary. To be negotiated in Purchase Agreement



## PHILLIPS EDISON & COMPANY

- Broker(s):** Purchaser is not using a broker. Seller's broker to be paid by seller from proceeds of sale.
- Co-Develop:** Buyer is willing and eager to work with a second purchaser of Lot 2 to Co-Develop this site.

We would love to work with you on this potential acquisition and appreciate the opportunity.

Please don't hesitate to call me with any questions or comments.

Respectfully,

*Thomas Meyers*

**Thomas Meyers**  
Vice President



# CAPITAL REAL ESTATE, INC.

7650 EDINBOROUGH WAY, SUITE 200, EDINA, MN 55435

(612) 313-2500

September 20, 2024

Brian Pankratz  
CBRE  
4400 W 78<sup>th</sup> Street, Suite 200  
Bloomington, MN 55435  
952-924-4665

RE: Letter of Intent to Purchase:  
Approximately 3.17 acres situated along Armstrong Boulevard between Sunwood Drive and Bunker Lake Road, City of Ramsey, State of Minnesota

Dear Brian:

Please accept this letter as an indication of our interest in negotiating the acquisition of the above referenced property, pursuant to the following terms:

<b>Seller:</b>	Current Owner of Record
<b>Buyer:</b>	Capital Real Estate, Inc., or its assigns.
<b>Property:</b>	The parcel of land totaling approximately 3.17 acres as described above and approximately shown on attached Exhibit A. The Property shall consist of reasonably developable land excluding any wetlands and wetland setbacks (the " <b>Property</b> ").
<b>Plat:</b>	The Seller shall plat the Parcel such that all wetlands remain as an outlot owned by others and the Property will be further platted pursuant to individual lots and uses generally shown on Exhibit A.
<b>Purchase Price:</b>	Purchase Price shall be \$7.00 per square foot of the to be further defined Property.
<b>Deposit:</b>	\$25,000 to be deposited into escrow at Commercial Partners Title LLC, agent for Chicago Title, ("Title Company"), upon execution of a mutually acceptable Purchase Agreement. Deposit to become non-refundable in escrow upon the expiration of all contingencies agreed to in the formal Purchase Agreement.
<b>Purchase Agreement:</b>	Buyer and Seller will negotiate a mutually agreeable Purchase Agreement within sixty (60) days of mutual execution of this Letter of Intent.
<b>Contingencies:</b>	The Buyer shall have a period of one hundred twenty (120) days from the Effective Date of the Purchase Agreement (the " <b>Due Diligence Period</b> ") to approve and obtain such adequate assurances as Buyer deems necessary in Buyer's judgment that the Property is suitable for Buyer's intended use, including but not limited to the following: <ul style="list-style-type: none"><li>• Property Inspection;</li><li>• Environmental;</li><li>• Geotechnical Report;</li><li>• Title and Survey Review;</li></ul>

	<ul style="list-style-type: none"> <li>• Property Access;</li> <li>• Zoning;</li> <li>• Tenant Approval; and</li> <li>• Site Plan Approval</li> </ul>
<b>Government Approval:</b>	Buyer shall, within one hundred fifty (150) days after the Due Diligence Period (the " <b>Approval Period</b> "), obtain any and all necessary approvals from all governmental bodies or agencies with jurisdiction over the Premises and any non-governmental third parties whose approval is required for Buyer's intended use of the Premises, on terms and with conditions, if any, acceptable to Buyer, including without limitation approval of any zoning change, wetland mitigation, storm water drainage plan, sewer or water service and capacity request, access and street development plans, utility plans, plat, subdivision, grading plan, signage plans and any other development or development related plans (collectively, the " <b>Approvals</b> ")
<b>Seller Deliveries:</b>	<p>Within five (5) business days of the Effective Date of the Purchase Agreement, and only to the extent Seller has any listed items below in Seller's Possession. Seller shall provide Buyer with information in Seller's possession regarding:</p> <ul style="list-style-type: none"> <li>• Current Title Commitment with all permitted exceptions;</li> <li>• Survey;</li> <li>• Environmental Report;</li> <li>• Geotechnical Report;</li> <li>• Plat;</li> <li>• Civil Plans and specifications including storm water detention, roadways, utilities, and the like;</li> <li>• Wetland Mitigation; and</li> <li>• Any other information in Seller's possession.</li> </ul>
<b>Buyer's Work:</b>	In addition to Buyer's construction, Buyer will be responsible to install the right in deceleration lane on Armstrong Boulevard and any required private interior drives.
<b>Seller's Work:</b>	No Sellers Work. Seller shall deliver, and Buyer shall accept the Property As Is/ Where Is; provided however, all debris shall be removed. Provided however, Seller shall deliver the Property with all wetlands mitigated and with buildable soils.
<b>Access and Signage:</b>	Access to the Property shall generally be depicted on Exhibit A. Buyer shall be granted a monument or pylon sign for each lot of the Platted Lots.
<b>Closing:</b>	Closing to occur thirty (30) days following completion of the Approval Period.
<b>Closing Costs:</b>	<p>Buyer and Seller shall pay per local custom for all transfer tax, deed tax, recording and other closing costs as determined by the Title Company.</p> <p>Seller shall pay the cost of the Title Commitment. Buyer shall pay the cost of any title policy and any endorsements.</p>

<b>Other:</b>	Buyer understands there will be a required Right of Reentry Agreement with the City of Ramsey.
<b>Brokerage:</b>	Seller shall be responsible for any commission to brokers retained by Seller, if any. Buyer shall be responsible for any commission to brokers retained by Buyer, if any.

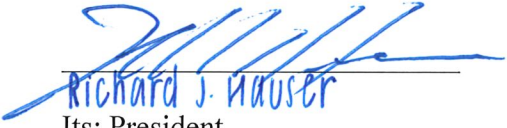
This letter is an expression of understanding and intention only, and if accepted, will provide guidance for the drafting of a formal Purchase Agreement. Terms and conditions set forth in this letter shall not be binding on either party **until** and unless a formal Purchase Agreement is executed and delivered to both parties.

Sincerely,

AGREED AND ACCEPTED:

Capital Real Estate, Inc.

By: \_\_\_\_\_



Richard J. Nauser  
Its: President

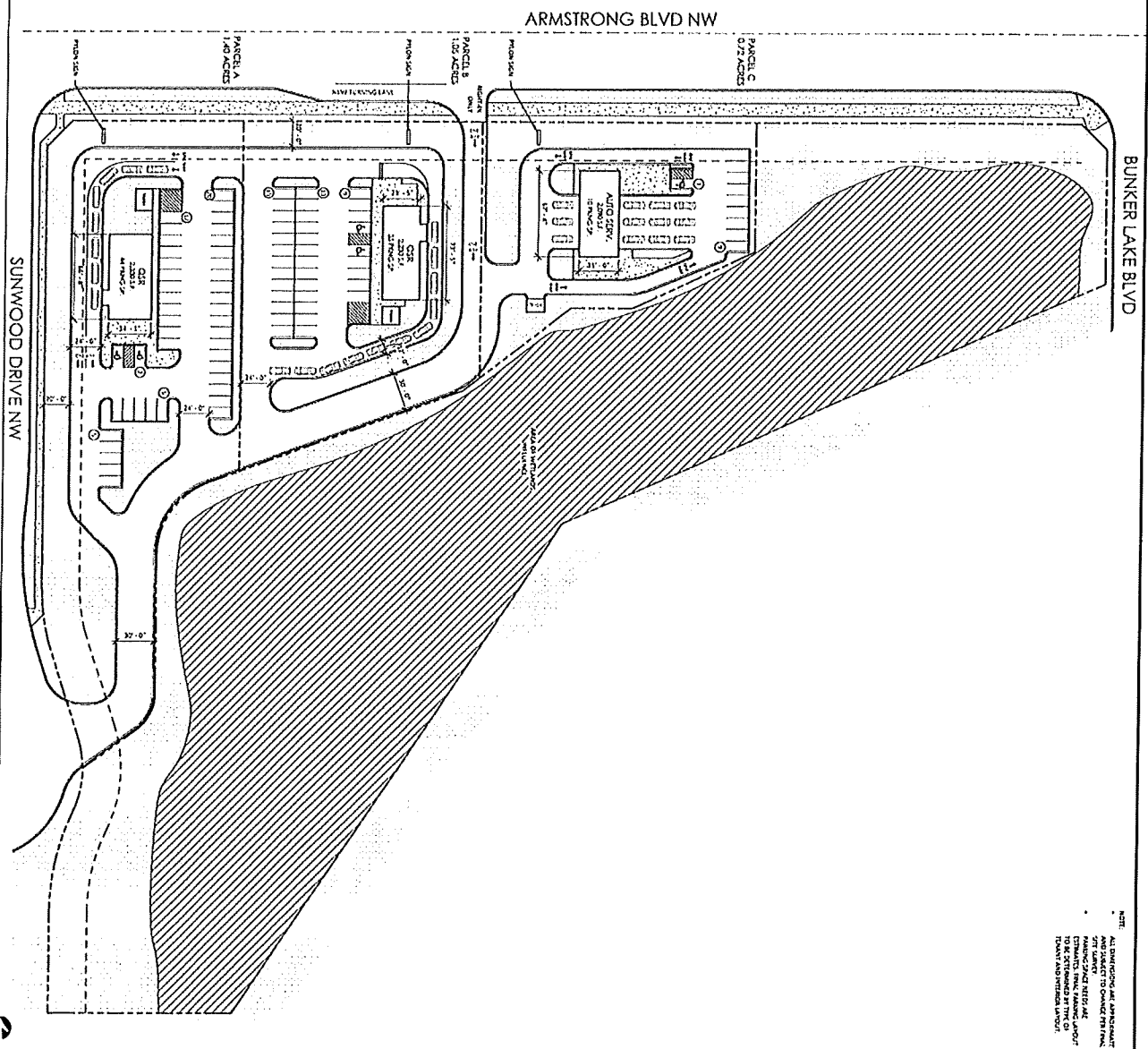
\_\_\_\_\_  
Its: \_\_\_\_\_

Date: 9/20/24

Date: \_\_\_\_\_

# EXHIBIT A

1 OVERALL SITE PLAN  
1" = 40'-0"



NOTE:  
ALL DIMENSIONS AND AREAS ARE APPROXIMATE.  
NOT TO SCALE.  
ESTIMATES SHALL BE MADE AND NOT TO BE SET FORTH AT THE DISCRETION OF THE ARCHITECT.

A-010

ARCHITECTURAL SITE PLAN  
DRAWN BY: SD  
REVIEWED: DGP  
DATE: 9/19/2024  
RETAIL DEVELOPMENT  
Annisberg Blvd NW & Bunker Lake Blvd  
Remisay, MN 55353

NO.	DATE	BY	REVISION
1	9/19/2024	SD	ISSUE FOR PERMITS
2	9/19/2024	DGP	REVISIONS



**DC PA** Architecture  
1321 N. Wood St.  
Chicago, IL 60612  
(773) 954-6531

**CAPITAL REAL ESTATE**  
7650 EDWARDS CHURCH RD, SU. N 200  
LITTLE ROCK, AR 72111



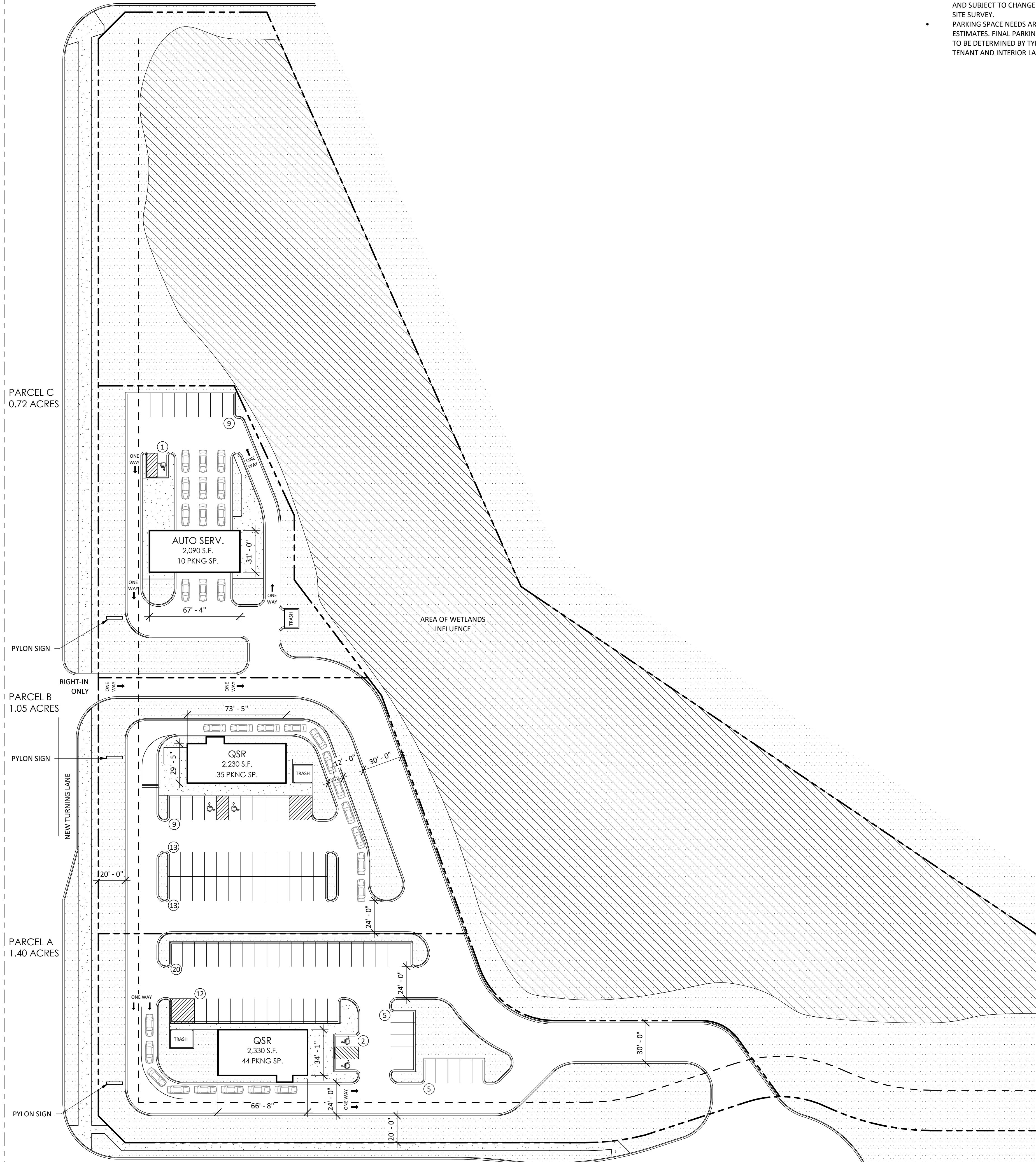
BUNKER LAKE BLVD

ARMSTRONG BLVD NW

PARCEL C  
0.72 ACRES

PARCEL B  
1.05 ACRES

PARCEL A  
1.40 ACRES



NOTE:

- ALL DIMENSIONS ARE APPROXIMATE AND SUBJECT TO CHANGE PER FINAL SITE SURVEY.
- PARKING SPACE NEEDS ARE ESTIMATES. FINAL PARKING LAYOUT TO BE DETERMINED BY TYPE OF TENANT AND INTERIOR LAYOUT.

1 OVERALL SITE PLAN  
1" = 40'-0"



ARCHITECTURAL SITE PLAN

DRAWN BY: SD  
REVIEWED: DGP  
DATE: 9/19/2024

**RETAIL DEVELOPMENT**  
Armstrong Blvd NW & Bunker Lake Blvd.  
Ramsey, MN 55303

NO.	DATE	SD BY	ISSUE FOR CLIENT USE DESCRIPTION	REVISIONS
1	9/19/2024			

**DGP** Architecture L.L.C.  
1321 N. Wood St.  
Chicago, IL 60622  
(773)904-8801

**CAPITAL REAL ESTATE**  
7450 EDINBOROUGH WAY, SUITE 200  
EDINA, MN 55435

A-010

© 2024 DGP ARCHITECTURE L.L.C.



# CIRCLE K STORES INC.

## LETTER OF INTENT – PURCHASE

Date: 8/7/24

To: City of Ramsey  
C/O Brian Pankratz CBRE

This Letter of Intent to Purchase (the “**Letter**”) between the Seller and Buyer (defined below and sometimes collectively referred to herein as “**Party**” or “**Parties**”) does not create any legal obligation, except solely for any provision(s) below that (a) expressly state they are a representation and warranty, or (b) expressly state they are intended to be binding. Consummation of the transaction contemplated hereby is subject in all respects to the execution and delivery of a definitive purchase and sale agreement (the “**Contract**”), which neither Party commits to doing by signing this Letter.

Seller: City of Ramsey

Seller’s Address: 7550 Sunwood Dr NW  
Ramsey, MN 55303

Seller's Counsel: TBD

Buyer: Holiday Stationstores, LLC

Buyer’s Address: 6000 Clearwater Drive #300  
Minnetonka, MN 55343

Property Description: Approximately 3.00 acres located at PID 28-32-25-22-0058 Ramsey, Minnesota further shown on **Exhibit “A”**, together with all improvements thereon, if any, and all rights, and appurtenances pertaining thereto (referred to as the “**Property**”).

Purchase Price: \$914,760 (\$7.00 PSF)

Earnest Money Deposit: \$5,000.00 to be delivered within 15 business days after Contract execution, to be applied against the Purchase Price at Closing and refundable as further provided in the Lease.

Feasibility Period: Within 5 days after the effective date of the Contract, Seller will deliver copies of any and all information related to the Property that Seller has in its possession.

180 days after the effective date of the Contract, Buyer will have the right to review all title and survey matters, and conduct any surface and subsurface investigations of the Property as may be necessary in Buyer's sole discretion (as further defined in the Contract, the "**Feasibility Conditions**"). Buyer may terminate the Contract for any reason or for no reason at all prior to the expiration of the Feasibility Period. Buyer may extend the Feasibility Period by two periods of 90 days each.

Closing Date: Thirty (30) days after the expiration of the Feasibility Period, subject to satisfaction of the Closing Conditions.

Prorations: Subject to customary practices in the applicable jurisdiction, Buyer shall pay all "Grantee's Taxes"; Seller shall pay all "Grantor's Taxes" all other conveyance or transfer or documentary stamp taxes will be paid by Seller.

Seller will pay for the cost of a standard's owner's policy, Buyer will pay additional title policy premiums. Seller and Buyer will each pay one half of all costs and expenses assessed by the Escrow Agent.

Environmental: Seller is responsible for remediation of any contamination existing at the Property, prior to Closing.

Restrictive Covenant Agreement (if applicable): Seller must record a Restrictive Covenant Agreement which provides that any land owned or controlled by Seller as of Closing or acquired within 10 years after the Closing, and located within a five mile radius may not be used as (1) a convenience store and/or fueling facility, (2) a car wash, (3) a mobile food truck, and/or (4) items typically sold at a convenience store (including, without limitation, coffee, cigarettes, beer/wine/liquor and lottery tickets), to be further set forth in the Contract.

Brokers: CBRE ("**Seller's Broker**") and Upland Real Estate Group ("**Buyer's Broker**"), each of which will be paid a commission by Seller pursuant to the terms of a separate written agreement, as further set forth in the Contract.

Title Company: Chicago Title Insurance Company, Attention: Nancy Shirar, 3100 Monticello, Suite 800, Dallas, Texas 75205; Phone 972-764-4874; email: [nancy.shirar@ctt.com](mailto:nancy.shirar@ctt.com)

PSA Form: The Contract will be prepared on Buyer's standard Purchase and Sale Agreement form.

Exclusivity/  
Confidentiality:

Seller agrees to exclusively negotiate with Buyer during the sixty (60) days following execution of this Letter. The Parties agree not to disclose the terms of this Letter except (a) to employees, professional advisors, and lenders on a need-to-know basis, or (b) with the prior written consent of the other Party. Seller and Buyer acknowledge and agree that the terms of this paragraph shall be binding upon both Parties.

The Parties hereto understand that the proposed terms and conditions provided herein are not an exhaustive list of all provisions that may be addressed or included in the Contract. Except as expressly provided in the Exclusivity section above, neither Party is required to continue negotiations regarding the Property, and each Party reserves the right to cease future negotiations for any reason or no reason. This Letter is not intended to, nor shall it, create or impose any obligations upon any Party to further negotiate, in good faith or otherwise, or enter into an enforceable contract or agreement, or any option regarding the same.

Very truly yours,

AGREED to and ACCEPTED:

BUYER:

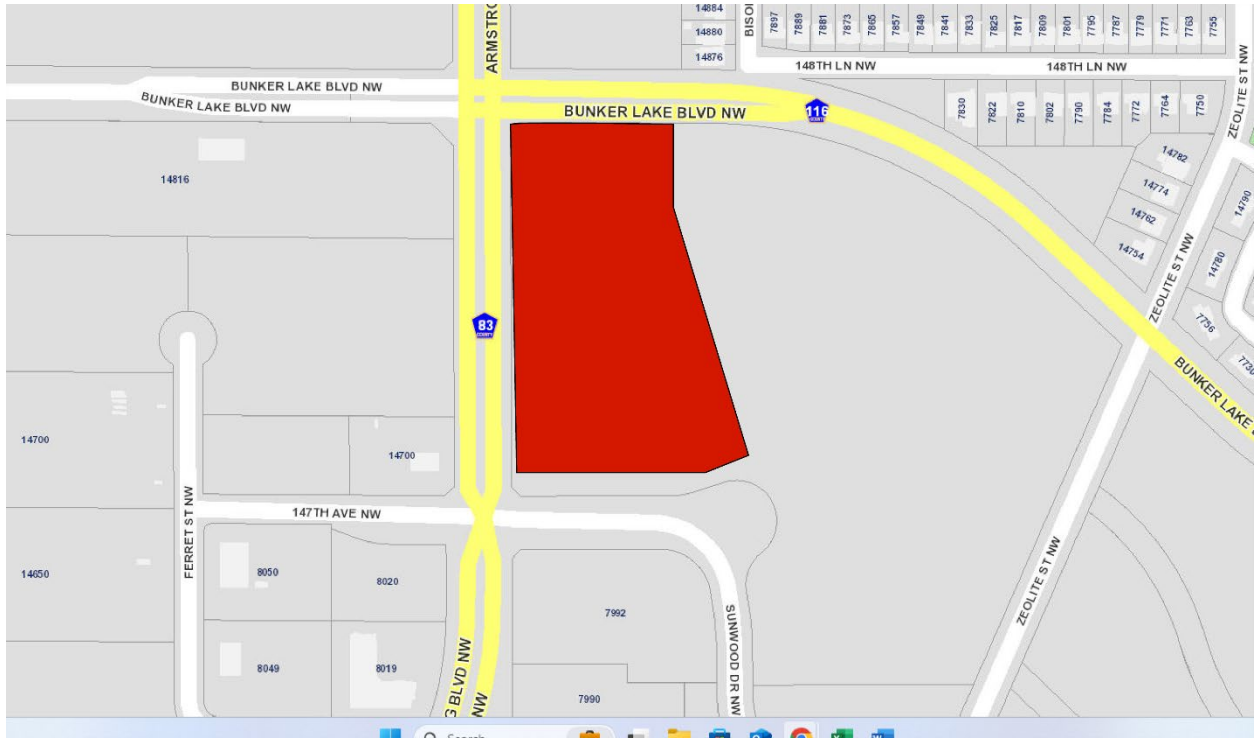
SELLER:

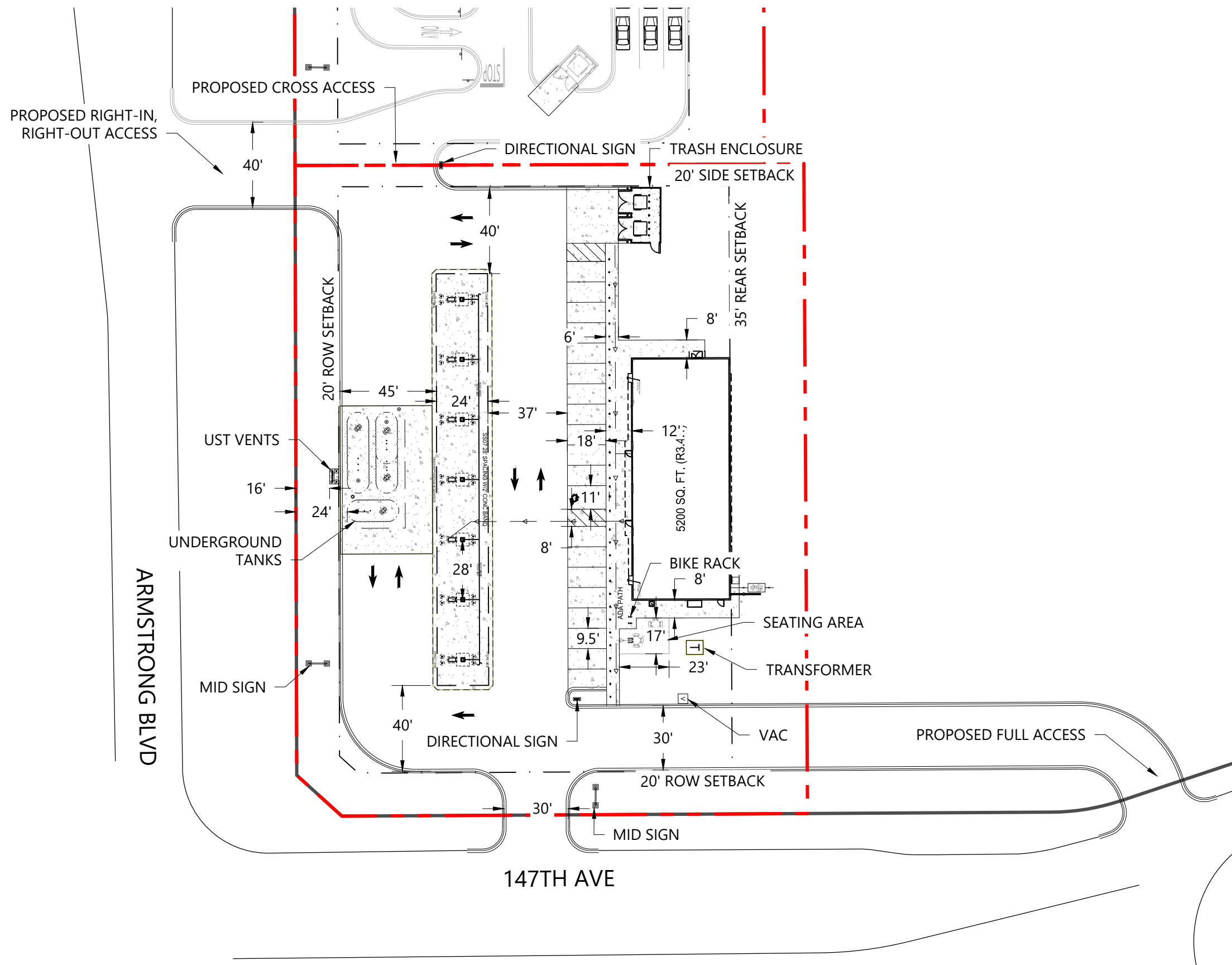
By: Peter Greene  
Head of North America Development

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

**EXHIBIT "A" TO LETTER OF INTENT**

**Site Plan of Property**





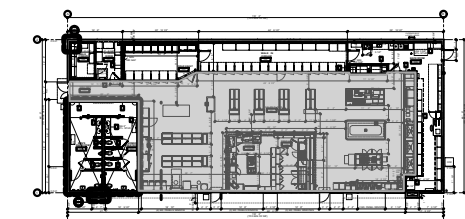
### SITE DEVELOPMENT SUMMARY

- EXISTING ZONING: COR 2-B
- PROPOSED ZONING: COR 2-B
- PROPERTY AREA: 88,611 SF (2.03 AC)
- CURRENT LAND USE: UNDEVELOPED
- BUILDING SETBACK PER CODE: 20'=FRONT, 10'=SIDE, 35'=REAR
- PARKING SETBACK: 20'=FRONT AND ROW, 5'=SIDE, 35'=REAR
- PARKING SPACE/DRIVE AISLE: REQUIRED: 9' WIDE X 18' LONG, 24' AISLE; PROVIDED: 9.5' WIDE X 18' LONG, 24' AISLE
- PARKING RATIO REQUIREMENT: CITY OF RAMSEY
- CONVENIENCE STATION: 1 SPACE / 250 SF OF BLDG
- TOTAL SPACES REQUIRED: 12 SPACES (2957/250=11.28)\*
- ADA SPACES REQUIRED: 1 SPACE
- PARKING PROVIDED: 20 + 14 PUMP SPACES
- STANDARD SPACES: 19
- ADA SPACES: 1
- EV CHARGING SPACES: 0
- PUMP PARKING: 14

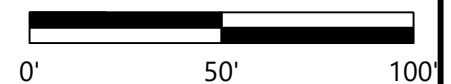
\*- CALCULATED BASED ON RETAIL SPACE

#### PLAN REVIEW NOTES

- LANDSCAPE ISLANDS AREN'T DEPICTED. FINAL CONSTRUCTION DRAWINGS MAY REQUIRE ISLANDS AND THIS WOULD IMPACT THE LAYOUT AND PARKING COUNT.
- BACKGROUND INFORMATION FOR THIS PROJECT PROVIDED BY OTHERS + AERIAL.
- THIS CONCEPT SITE PLAN DOES NOT GUARANTEE ALL REQUIREMENTS FROM ZONING ISSUES, NOR SIGNAGE, STORM DRAINAGE, GRADING, UTILITIES, EASEMENTS, AND THE LIKE ARE PROPERLY ADDRESSED AT THE TIME. THE ABOVE REQUIREMENTS CAN AFFECT THE SITE LAYOUT. ALL REQUIREMENTS ASSUMED WITH THIS LAYOUT ARE TENTATIVE AND SUBJECT TO CHANGE AS MAY BE DIRECTED BY THE CLIENT, ARCHITECT, JOINT DEVELOPER, OR ANY OF THE GOVERNMENTAL PERMITTING AGENCIES.



AREA IN BLUE= 2,957 SF OF RETAIL SPACE



N:\0058452.00\DWG\CONCEPT\0058452XB01.DWG

CIRCLE K\_RAMSEY\_ARMSTRONG

INITIAL:	81224
REV1:	#
REV2:	#
REV3:	
REV4:	

PREPARED FOR:

**ODYSSEY SERVICES GROUP, LLC**

9540 GARLAND RD STE. 381-188  
DALLAS, TX 75218

**CIRCLE K**

NTI - NEC

ARMSTRONG BLVD + 147TH AVE  
RAMSEY, MN

**Westwood**

Phone (952) 937-5150 12701 Whitewater Drive, Suite #300  
Fax (952) 937-5822 Minnetonka, MN 55343  
Toll Free (888) 937-5150 [westwoodps.com](http://westwoodps.com)

Westwood Professional Services, Inc.

CONCEPTUAL SITE PLAN-  
SITE CONCEPT

SHEET NUMBER:

**CSP 1.0W**

DATE: 09/04/2024

PROJECT NUMBER: 0058452.00

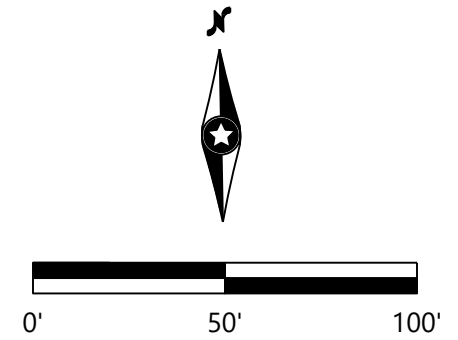
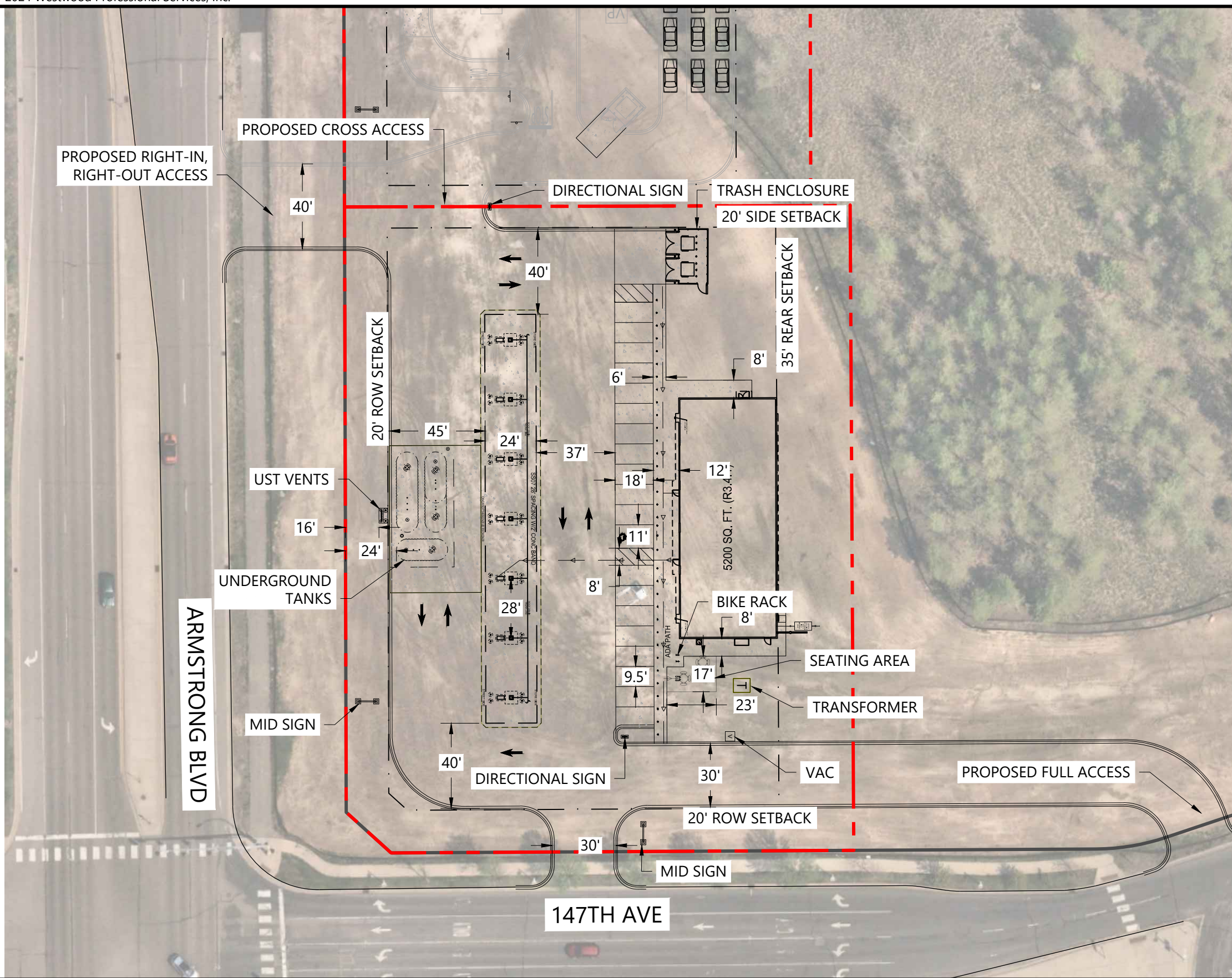
### SITE DEVELOPMENT SUMMARY

- EXISTING ZONING: COR 2-B
- PROPOSED ZONING: COR 2-B
- PROPERTY AREA: 71,897 SF (1.65 AC)
- CURRENT LAND USE: UNDEVELOPED
- BUILDING SETBACK PER CODE: 20'=FRONT  
10'=SIDE  
35'=REAR
- PARKING SETBACK: 20'=FRONT AND ROW  
5'=SIDE  
35'=REAR
- PARKING SPACE/DRIVE AISLE:  
REQUIRED: 9' WIDE X 18' LONG, 24' AISLE  
PROVIDED: 9.5' WIDE X 18' LONG, 24' AISLE
- PARKING RATIO REQUIREMENT: CITY OF RAMSEY  
CONVENIENCE STATION: 1 SPACE / 250 SF OF BLDG  
TOTAL SPACES REQUIRED: 12 SPACES (2957/250=11.28)\*  
ADA SPACES REQUIRED: 1 SPACE
- PARKING PROVIDED: 20 + 14 PUMP SPACES  
STANDARD SPACES: 19  
ADA SPACES: 1  
EV CHARGING SPACES: 0  
PUMP PARKING: 14

\*- CALCULATED BASED ON RETAIL SPACE

#### PLAN REVIEW NOTES

- LANDSCAPE ISLANDS AREN'T DEPICTED. FINAL CONSTRUCTION DRAWINGS MAY REQUIRE ISLANDS AND THIS WOULD IMPACT THE LAYOUT AND PARKING COUNT.
- BACKGROUND INFORMATION FOR THIS PROJECT PROVIDED BY OTHERS + AERIAL.
- THIS CONCEPT SITE PLAN DOES NOT GUARANTEE ALL REQUIREMENTS FROM ZONING ISSUES, NOR SIGNAGE, STORM DRAINAGE, GRADING, UTILITIES, EASEMENTS, AND THE LIKE ARE PROPERLY ADDRESSED AT THE TIME. THE ABOVE REQUIREMENTS CAN AFFECT THE SITE LAYOUT. ALL REQUIREMENTS ASSUMED WITH THIS LAYOUT ARE TENATIVE AND SUBJECT TO CHANGE AS MAY BE DIRECTED BY THE CLIENT, ARCHITECT, JOINT DEVELOPER, OR ANY OF THE GOVERNMENTAL PERMITTING AGENCIES.



N:\0058452.00\DWG\CONCEPT\0058452XB01.DWG

CIRCLE K\_RAMSEY\_ARMSTRONG

INITIAL:	#
REV1:	#
REV2:	#
REV3:	#
REV4:	#

PREPARED FOR:

**ODYSSEY SERVICES GROUP, LLC**  
9540 GARLAND RD STE. 381-188  
DALLAS, TX 75218

**CIRCLE K**  
NTI - NEC  
ARMSTRONG BLVD + 147TH AVE  
RAMSEY, MN

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Westwood Professional Services, Inc.

CONCEPTUAL SITE PLAN-  
SITE CONCEPT + AERIAL

SHEET NUMBER:  
**CSP 1.0A**

PROJECT NUMBER: 0058452.00

DATE: 09/04/2024

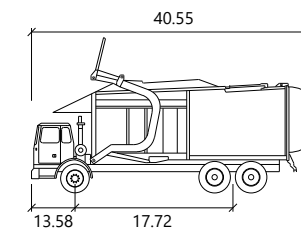
### SITE DEVELOPMENT SUMMARY

- EXISTING ZONING: COR 2-B
- PROPOSED ZONING: COR 2-B
- PROPERTY AREA: 71,897 SF (1.65 AC)
- CURRENT LAND USE: UNDEVELOPED
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ADA SPACES REQUIRED: 1 SPACE
- PARKING PROVIDED: 20 + 14 PUMP SPACES  
STANDARD SPACES: 19  
ADA SPACES: 1  
EV CHARGING SPACES: 0  
PUMP PARKING: 14

\*- CALCULATED BASED ON RETAIL SPACE

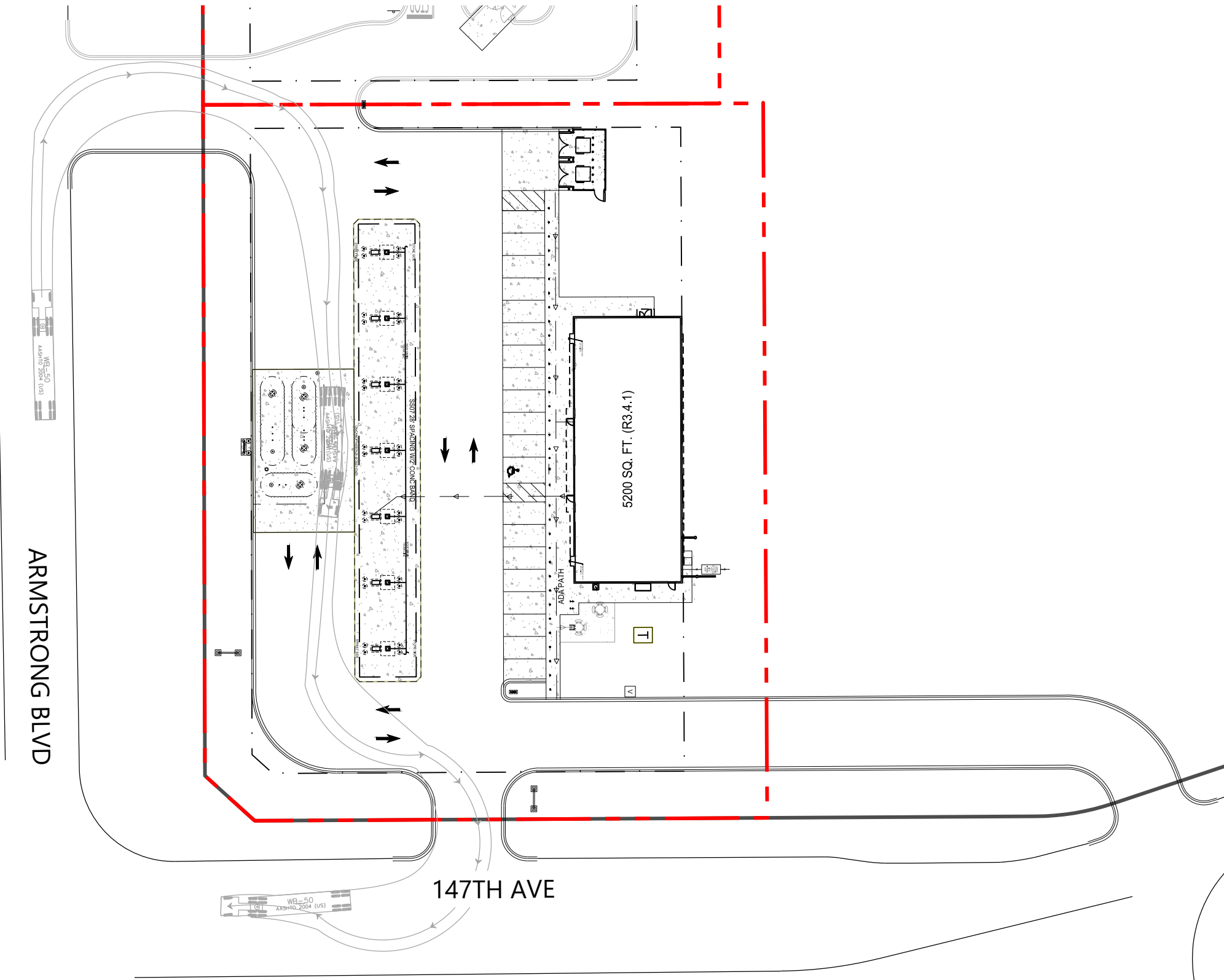
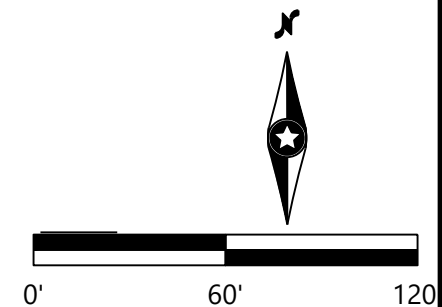
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Front Loading Collection truck

	feet
Width	: 8.53
Track	: 8.53
Lock to Lock Time	: 6.0
Steering Angle	: 27.7



N:\0058452.00\DWG\CONCEPT\0058452XB01.DWG

CIRCLE K\_RAMSEY\_ARMSTRONG

PREPARED FOR:

**ODYSSEY SERVICES GROUP, LLC**

9540 GARLAND RD STE. 381-188  
DALLAS, TX 75218

**CIRCLE K**  
NTI - NEC

ARMSTRONG BLVD + 147TH AVE  
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Westwood Professional Services, Inc.

CONCEPTUAL SITE PLAN-  
TRUCK MOVEMENT

PROJECT NUMBER: 0058452.00

SHEET NUMBER:

**CSP 1.0T**

DATE: 09/04/2024

INITIAL:	#
REV1:	#
REV2:	#
REV3:	#
REV4:	#



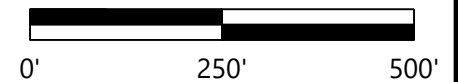
### SITE DEVELOPMENT SUMMARY

- EXISTING ZONING: COR 2-B
- PROPOSED ZONING: COR 2-B
- PROPERTY AREA: 71,897 SF (1.65 AC)
- CURRENT LAND USE UNDEVELOPED
- BUILDING SETBACK PER CODE: 20' =FRONT  
10' =SIDE  
35' =REAR
- PARKING SETBACK: 20' =FRONT AND ROW  
5' =SIDE  
35' =REAR
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REQUIRED: 9' WIDE X 18' LONG, 24' AISLE  
PROVIDED: 9.5' WIDE X 18' LONG, 24' AISLE
- PARKING RATIO REQUIREMENT CITY OF RAMSEY  
CONVENIENCE STATION: 1 SPACE / 250 SF OF BLDG  
TOTAL SPACES REQUIRED: 12 SPACES (2957/250=11.28)\*  
ADA SPACES REQUIRED: 1 SPACE
- PARKING PROVIDED: 20 + 14 PUMP SPACES  
STANDARD SPACES 19  
ADA SPACES 1  
EV CHARGING SPACES 0  
PUMP PARKING 14

\*- CALCULATED BASED ON RETAIL SPACE

#### PLAN REVIEW NOTES

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N:\0058452.00\DWG\CONCEPT\0058452XB01.DWG

CIRCLE K\_RAMSEY\_ARMSTRONG

PREPARED FOR:

**ODYSSEY SERVICES GROUP, LLC**

9540 GARLAND RD STE. 381-188  
DALLAS, TX 75218

**CIRCLE K**  
NTI - NEC

ARMSTRONG BLVD + 147TH AVE  
RAMSEY, MN

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Westwood Professional Services, Inc.

CONCEPTUAL SITE PLAN-  
SITE CONTEXT

PROJECT NUMBER: 0058452.00

SHEET NUMBER:

**CSP 1.0**

DATE: 09/04/2024

INITIAL:	#
REV1:	#
REV2:	#
REV3:	
REV4:	

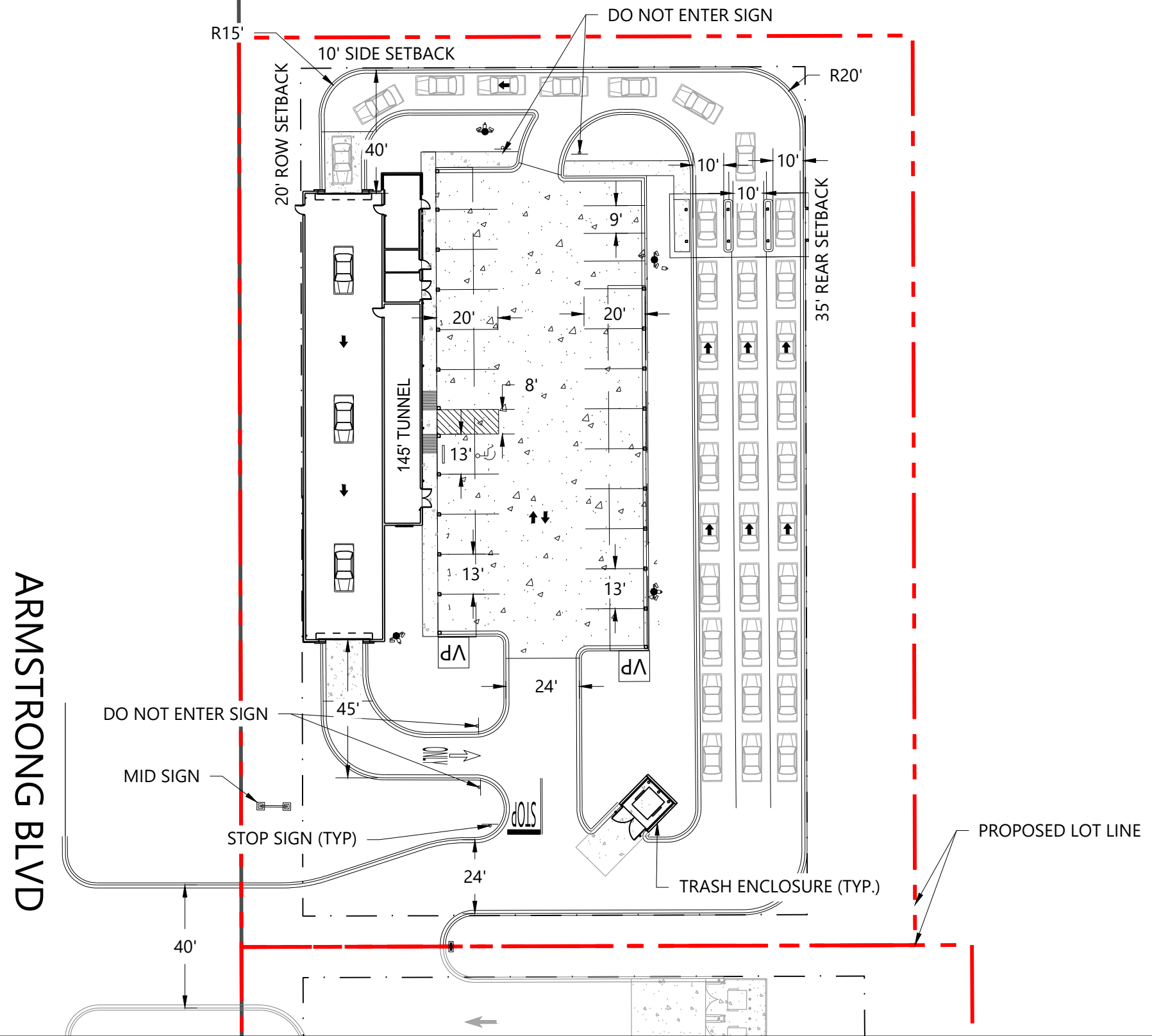
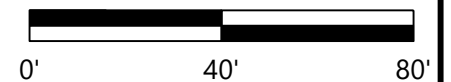
# SITE DATA CHART

BUILDING FOOTPRINT	5,310 SF
SITE AREA	64,696 SF (1.49 AC)
TUNNEL LENGTH	145 FT
PARKING REQUIRED	6 SPACES
PAY STATION STACKING PROVIDED	25 SPACES
WASH QUEUEING PROVIDED	8 SPACES
STANDARD PARKING PROVIDED	4 SPACES
VACUUM STALLS PROVIDED	20 SPACES
ADA STALLS PROVIDED	1 SPACES
TOTAL PARKING PROVIDED	24 SPACES

- EXISTING ZONING: COR 2-B
- PROPOSED ZONING: COR 2-B
- CURRENT LAND USE: UNDEVELOPED
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- PARKING RATIO REQUIREMENT: CITY OF RAMSEY
- CAR WASH: 1 SPACE / 250 SF OF BLDG (1466/250=5.86)

### PLAN REVIEW NOTES

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ARMSTRONG BLVD

N:\0058466.00\DWG\CONCEPT\0058466XB01.DWG

CLEAN FREAK\_RAMSEY\_ARMSTRONG

INITIAL:	#
REV1:	#
REV2:	2/27
REV3:	
REV4:	

PREPARED FOR:

**ODYSSEY SERVICES GROUP, LLC**

9540 GARLAND RD STE. 381-188  
DALLAS, TX 75218

**CLEAN FREAK**  
POWERED BY CIRCLE K  
TW - NEC  
ARMSTRONG BLVD + 147TH AVE  
RAMSEY, MN

**Westwood**

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Westwood Professional Services, Inc.

CONCEPTUAL SITE PLAN-  
SITE CONCEPT

PROJECT NUMBER: 0058466.00

SHEET NUMBER:

**CSP 1.0W**

DATE: 09/04/2024

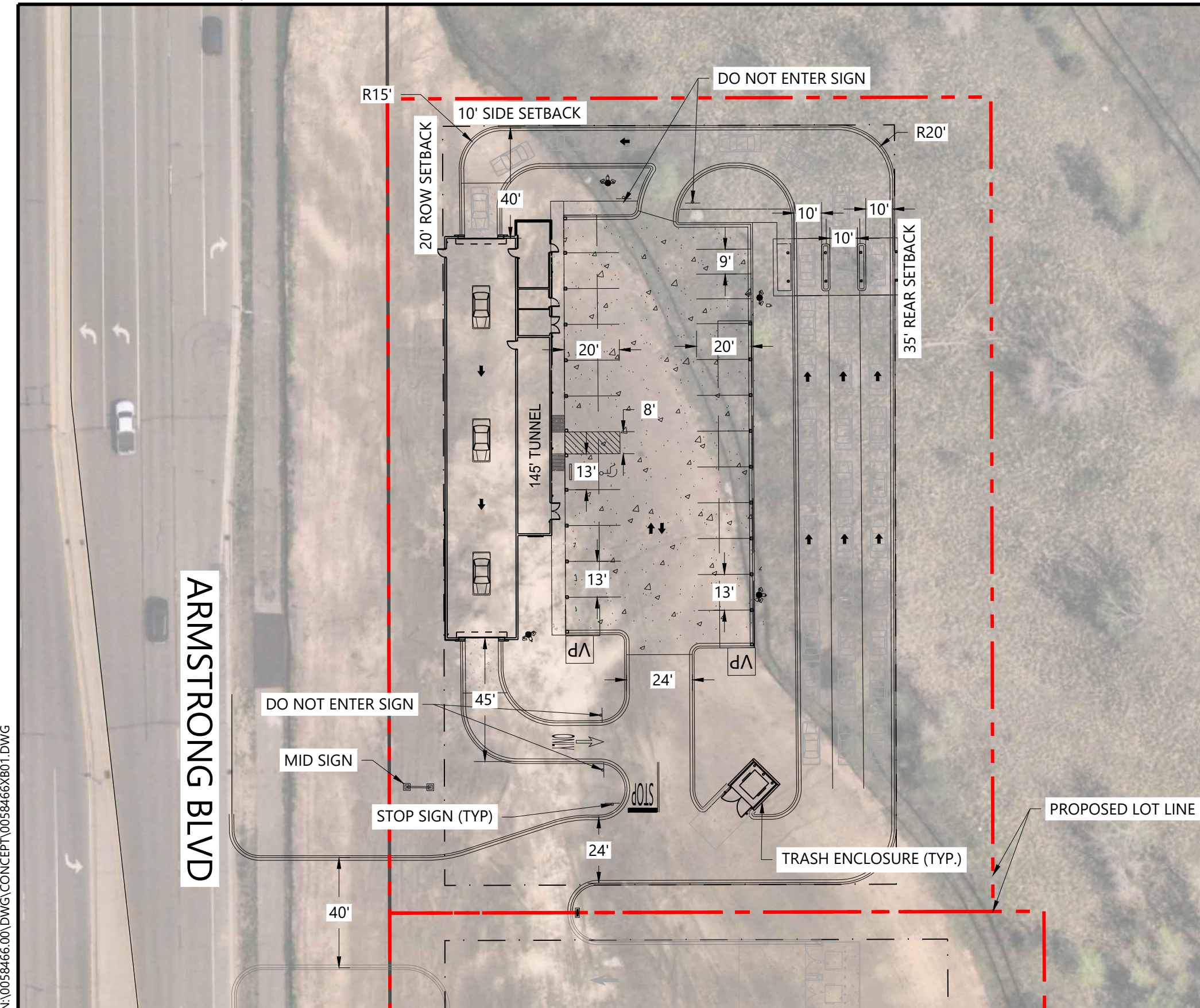
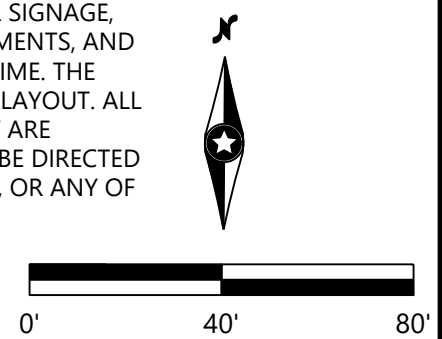
# SITE DATA CHART

BUILDING FOOTPRINT	5,310 SF
SITE AREA	64,696 SF (1.49 AC)
TUNNEL LENGTH	145 FT
PARKING REQUIRED	6 SPACES
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WASH QUEUEING PROVIDED	8 SPACES
STANDARD PARKING PROVIDED	4 SPACES
VACUUM STALLS PROVIDED	20 SPACES
ADA STALLS PROVIDED	1 SPACES
TOTAL PARKING PROVIDED	24 SPACES

- EXISTING ZONING: COR 2-B
- PROPOSED ZONING: COR 2-B
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- CAR WASH: 1 SPACE / 250 SF OF BLDG (1466/250=5.86)

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N:\0058466.00\DWG\CONCEPT\0058466X801.DWG

CLEAN FREAK\_RAMSEY\_ARMSTRONG

INITIAL:	#
REV1:	#
REV2:	#
REV3:	
REV4:	

PREPARED FOR:  
**ODYSSEY SERVICES GROUP, LLC**  
9540 GARLAND RD STE. 381-188  
DALLAS, TX 75218

**CLEAN FREAK**  
POWERED BY CIRCLE K  
TW - NEC  
ARMSTRONG BLVD + 147TH AVE  
RAMSEY, MN

**Westwood**  
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Westwood Professional Services, Inc.

CONCEPTUAL SITE PLAN-  
SITE CONCEPT  
PROJECT NUMBER: 0058466.00

SHEET NUMBER:  
**CSP 1.0A**  
DATE: 09/04/2024

# SITE DATA CHART

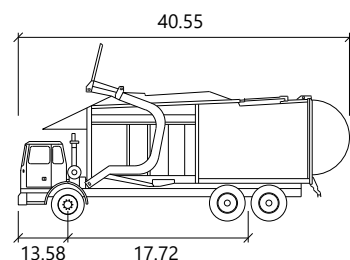
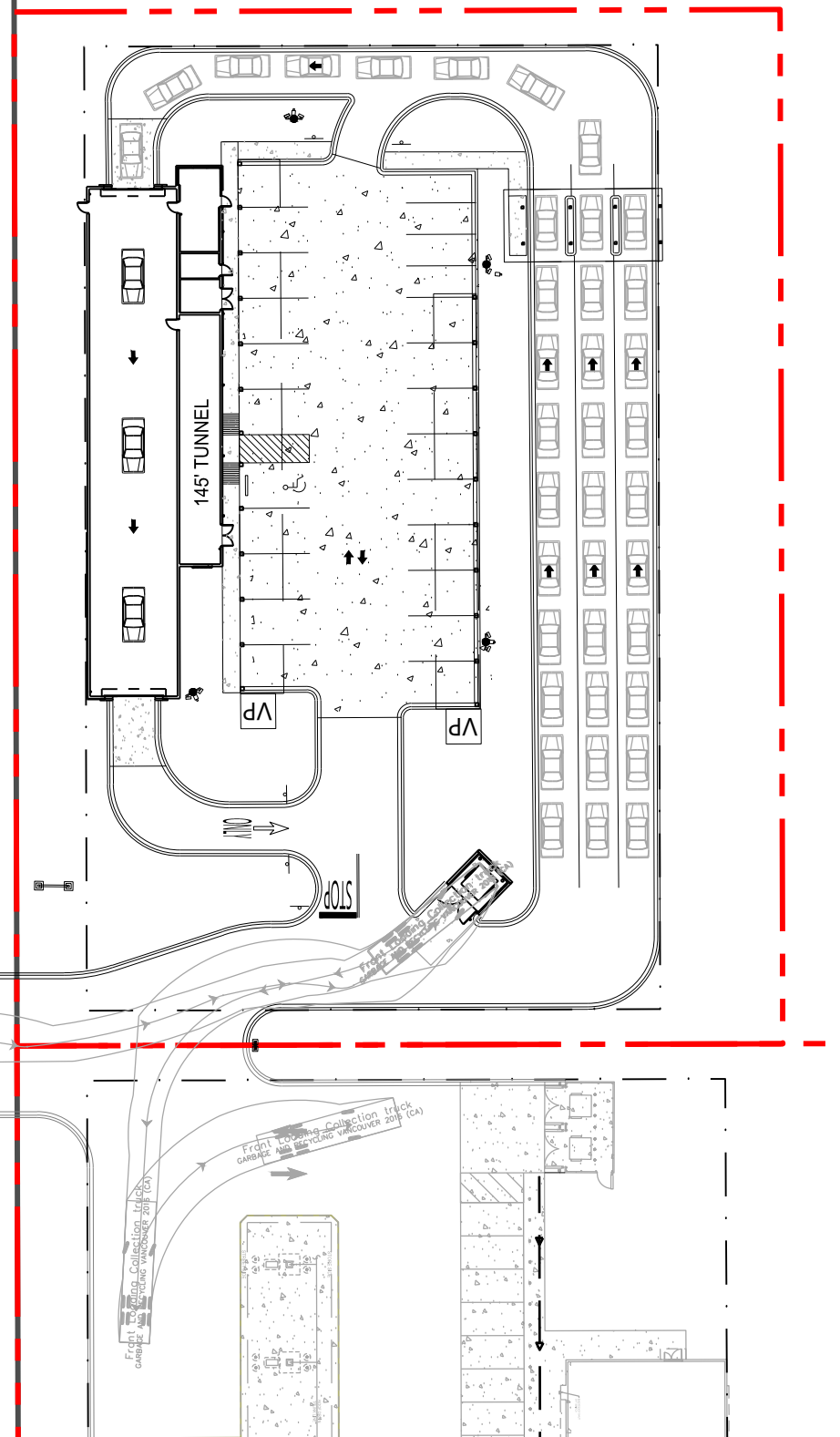
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WASH QUEUEING PROVIDED	8 SPACES
STANDARD PARKING PROVIDED	4 SPACES
VACUUM STALLS PROVIDED	20 SPACES
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TOTAL PARKING PROVIDED	24 SPACES

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- PROPOSED ZONING: COR 2-B
- CURRENT LAND USE: UNDEVELOPED
- BUILDING SETBACK PER CODE: 20'=FRONT/ROW  
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### PLAN REVIEW NOTES

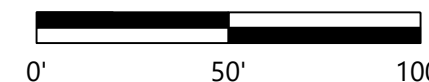
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ARMSTRONG BLVD



Front Loading Collection truck

	feet
Width	: 8.53
Track	: 8.53
Lock to Lock Time	: 6.0
Steering Angle	: 27.7



N:\0058466\00\DWG\CONCEPT\0058466XB01.DWG

CLEAN FREAK RAMSEY ARMSTRONG

PREPARED FOR:

**ODYSSEY SERVICES GROUP, LLC**

9540 GARLAND RD STE. 381-188  
DALLAS, TX 75218

**CLEAN FREAK**  
POWERED BY CIRCLE K  
TW - NEC  
ARMSTRONG BLVD + 147TH AVE  
RAMSEY, MN

**Westwood**

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Westwood Professional Services, Inc.

CONCEPTUAL SITE PLAN-  
SITE CONCEPT

PROJECT NUMBER: 0058466.00

SHEET NUMBER:

**CSP 1.0T**

DATE: 09/04/2024

INITIAL:	#
REV1:	#
REV2:	#
REV3:	
REV4:	

# SITE DATA CHART

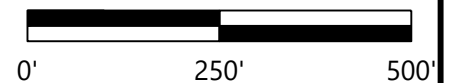
Call 48 Hours before digging:  
811 or call811.com  
Common Ground Alliance

BUILDING FOOTPRINT	5,310 SF
SITE AREA	64,696 SF (1.49 AC)
TUNNEL LENGTH	145 FT
PARKING REQUIRED	6 SPACES
PAY STATION STACKING PROVIDED	25 SPACES
WASH QUEUEING PROVIDED	8 SPACES
STANDARD PARKING PROVIDED	4 SPACES
VACUUM STALLS PROVIDED	20 SPACES
ADA STALLS PROVIDED	1 SPACES
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- PROPOSED ZONING: COR 2-B
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N:\0058466.00\DWG\CONCEPT\0058466XB01.DWG

CLEAN FREAK\_RAMSEY\_ARMSTRONG

PREPARED FOR:

**ODYSSEY SERVICES GROUP, LLC**

9540 GARLAND RD STE. 381-188  
DALLAS, TX 75218

**CLEAN FREAK**  
POWERED BY CIRCLE K  
TW - NEC  
ARMSTRONG BLVD + 147TH AVE  
RAMSEY, MN

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Westwood Professional Services, Inc.

CONCEPTUAL SITE PLAN-  
SITE CONTEXT

PROJECT NUMBER: 0058466.00

SHEET NUMBER:

**CSP 1.0**

DATE: 09/04/2024

INITIAL:	#
REV1:	#
REV2:	2/27
REV3:	7/2
REV4:	

**Economic Development Authority (EDA)****Meeting Date:** 10/10/2024**Primary Strategic Plan Initiative:** Promote economic growth and development.**Title:**

Approval of 2025 Business Network Meeting at La Fontaine Event Center

**Purpose/Background:**

The purpose of this case is to approve an event budget, approve the program topics, and to select a date(s) for the 2025 Business Network Meeting.

Staff has begun planning for the 2025 Business Network Event. In past events, the City has had Keynote speakers on various topics from time to time. Two of the biggest items that come up during business visits are the Hwy 10 project and challenges with hiring workers in all sectors. Staff is proposing having a hybrid network meeting that includes a Keynote Speaker, a City Update and a Highway 10 Update. Historically, the Business Network event has been well attended in January and doesn't have the holiday/vacation conflicts that we have in November and December. Last year the event was held at the newly remodeled La Fontaine Event Center and it was well received. Staff is recommending that the EDA use La Fontaine as the Caterer as well and has not obtained quotes from any other venue or caterer. A quote for the venue rental and catering is attached.

**Notification:**

None required

**Time Frame/Observations/Alternatives:**

The main cost for this event typically is the food as we have been fortunate to have speakers that have not required a speaking fee for most events. However, this year, Staff is providing an option for a paid Keynote Speaker, Ben Utecht of Champions Creed (\$2,500). A flyer outlining the keynote speaking program about company culture is attached. It should also be noted that Mr. Utecht is in the process of opening a business in the VA building in Ramsey called SoleCareRX. SoleCareRx was founded by NFL Champion and Golden Gopher great Ben Utecht, alongside global medical device leader and innovator Mario Nozzarella, and 36 year international business leader Heinrich von Solms of South Africa. SoleCareRx exists to ensure the health and wellness of the human foot. The company holds the patents on the first ever disposable antibacterial and fungal shower wearable. The Shower Sock is designed to prevent bacterial and fungal infections that impact between 20-25% of the world population at any given time. This company is yet another high impact addition to the city of Ramsey and the healthcare med tech state of Minnesota. "We care for the human soul by protecting the human sole!" - Founder Ben Utecht

Staff has obtained quotes for hosting/catering the event (including the Room Rental and associated charges) from the LaFontaine (\$3,664.69) which is \$103.75 less than last year. Staff always looks at local vendors/caterers first and gives some preference if costs are close. La Fontaine is the only local caterer and desires to showcase its new venue and catering product to the Ramsey Business community. Staff is supportive of this selection.

The only city costs for this event are the venue, signage, breakfast and potentially a Keynote Speaker, as outlined in the attached budget(s). Staff has provided the 2024 cost for this event for review and believes that with the new quote the EDA will be able to maintain the \$4,000 budget allocation in 2025 unless it chooses to go with a Keynote speaker, as staff recommends. This quote includes venue, food and table settings for 130 people.

The Business Network Event has traditionally had a start time of 8 AM and usually runs for just over an hour. Staff is supportive of keeping the time the same. Staff consulted with Ben Utecht of Champions Creed and the Ramsey Gateway Project Communications Team and they are both available on January 29, 2025. Staff is asking the Anoka County and the Communications team to put together a table with maps showing what has been completed and what is upcoming for 2025.

City Staff (Sullivan, Hagen, Hanson and others) would also put together a City presentation and be available for some questions on relevant topics.

Staff is proposing the following agenda:

1. Networking & Breakfast - Will have display set up with Hwy 10 intersections and alignments
2. Welcome & Introductions - EDA Chair, or assignee
3. City Update / Hwy 10 Project - City Staff, Ramsey Gateway Communications team
4. Keynote Speaker: - Ben Utecht, Champions Creed (Company Culture)
6. Closing Remarks - EDA Chair or Assignee

Staff is looking for feedback on the proposed agenda. In the event that a Keynote Speaker is not selected, Staff is open to other ideas and could ask for longer presentations relating to the City and Highway 10 project.

Alternatives include:

- 1) Allocate **\$6,500** for the 2025 Business Network Meeting at La Fontaine Event Center, select La Fontaine as the caterer and hire Keynote Speaker Ben Utecht on January 29, 2025
- 2) Allocate **\$4,000** for the 2025 Business Network Meeting at La Fontaine Event Center, select La Fontaine as the caterer on January 29, 2025
- 3) Something Else

**Funding Source:**

EDA allocation of \$4000 to \$6,500 from 9230-6249 (Operating) and 9230-6246 (Marketing)

**Recommendation:**

Allocate **\$6,500** for the 2025 Business Network Meeting at La Fontaine Event Center, select La Fontaine as the caterer and hire Keynote Speaker Ben Utecht on January 29, 2025

EDA allocation of \$6,500 from 9230-6249 (Operating) and 9230-6246 (Marketing)

**Outcome/Action:**

Motion to:

- 1) Allocate **\$4,000 or \$6,500** for the 2025 Business Network Meeting at La Fontaine Event Center, select LaFontaine as the caterer and hire Keynote Speaker Ben Utecht.
- 2) Approve the proposed Agenda.
- 3) Approve the following preferred date of January 29, 2025, or other date if modifications are necessary for the 2025 Business Network Meeting.

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**Attachments**

2025 Proposed Budget Options

Venue / Food Quote

Draft Contract

Draft Flyer

Champions Creed Information

## Form Review

**Inbox**

Brian Hagen

Form Started By: Sean Sullivan

Final Approval Date: 10/03/2024

**Reviewed By**

Brian Hagen

**Date**

10/03/2024 03:07 PM

Started On: 10/01/2024 04:44 PM

## 2025 Budget - Business Network Breakfast

	<i>La Fontaine</i>	<i>La Fontaine</i>	
	130	130	w/Speaker
Headcount			
<b>EXPENSES</b>	<u>2024 Actual</u>	<u>2025 Plan</u>	<u>2025 Plan</u>
Breakfast	\$ 2,340.00	\$ 2,470.00	\$ 2,470.00
Linens (Black)	\$ 250.00	included	included
Coffee (2)		included	included
Bottled Water		included	included
Bottled Juice		included	included
Service Charge	\$ 468.00	\$ 494.00	\$ 494.00
Sales Tax	\$ 210.44	\$ 200.69	\$ 200.69
<b>Subtotal</b>	<b>\$ 3,268.44</b>	<b>\$ 3,164.69</b>	<b>\$ 3,164.69</b>
Room Rental	\$ 500.00	\$ 500.00	\$ 500.00
Keynote Speaker Fee			\$ 2,500.00
<b>Total</b>	<b>\$ 500.00</b>	<b>\$ 500.00</b>	<b>\$ 3,000.00</b>
Misc		\$ -	\$ -
Inky Elf Signs (reuseable)		\$ -	\$ -
<b>Total</b>	<b>\$ -</b>	<b>\$ 3,664.69</b>	<b>\$ 6,164.69</b>
<b>REVENUES</b>			
EDA Allocation	\$4,000	\$4,000	\$6,500
<b>BALANCE</b>	<b>\$ 231.56</b>	<b>\$ 335.31</b>	<b>\$ 335.31</b>

Menu: scrambled eggs / cheese, bacon, sausage, ham, cheesy potatoes, fruit platters, coffee, orange juice, water  
 Quote includes china, linens, set up & clean up

Apply charges to account 9230-6246 (marketing), all others 9230-6249

Quote Contract Invoice



From  
La Fontaine Event Center by Pangaea  
Hospitality Group, Inc.  
7533 Sunwood Drive  
Suite 100  
Ramsey, MN 55303

To  
Sean  
Sullivan  
Quote  
Issued  
6596581  
September 12, 2024

ITEM QUANTITY PRICE TOTAL

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<b>Venue Rental Rate</b>	1	\$500.00	<b>\$500.00</b>
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City of Ramsey Meeting  
Sean Sullivan  
763-433-9868  
Wednesday, January 29, 2025  
8:00 am  
10:00 am  
130 Guests  
7am Access Time

Venue inclusions:  
3 hours of venue access - 7am - 10am  
Complimentary parking  
On-site suite  
Outdoor patio with fountain  
Indoor bar  
60" round tables  
72" rectangle tables  
Padded chairs  
Wall dividers  
Wireless microphone  
3 TVs for graphics  
Existing venue furniture and decorative accessories  
Interior lighting package in colors of choice  
Prep kitchen for caterer use  
Venue coordination services and guidance  
Cleaning crew before and after event  
Set up and tear down crew before and after event for venue inventory

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<b>In-House Catering – Breakfast Buffet</b>	130	\$19.00	<b>\$2,470.00</b>
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Breakfast Buffet Menu -  
Scrambled eggs with cheese  
Cheesy hashbrowns  
Crispy bacon  
Pork sausage link  
Honey baked ham  
Fresh fruit

\*Includes coffee/water/juice, disposable tableware, and staffing

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<b>Table Linens</b>	0	\$10.00	<b>\$0.00</b>
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Black Linens - Amount TBD

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Subtotal:	\$2,970.00
Sales Tax (8.125%)	\$200.69
Venue Service Fee (20%)	\$494.00
<b>Total:</b>	<b>\$3,664.69</b>

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**PAYMENT TERMS** \$500.00 on Sep 13th, 2024. Remainder on Jan 1st, 2025.

To indicate your acceptance of the above, click the button below.

✓ Quote

✓ Contract

Invoice



### Basic Agreement Terms

This Agreement is voluntary between La Fontaine Event Center (Venue) and the Client. This Agreement defines the obligations of all parties pertaining to the rental of the Venue. This agreement includes the provisions and fees outlined below.

Sean Sullivan  
City of Ramsey Meeting  
La Fontaine Event Center  
Wednesday, January 29, 2025  
8:00 am  
10:00 am  
130 Guests

Initials here: SS

### Rental Time

The rental time period is noted in the face of the contract. In addition to the length of your event, this must encompass any time that the Client, venue employees, vendors, or subcontractors will be present in the Venue. All events must end no later than the time stated on the face of the contract. Failure to vacate at the end time will result in a charge of \$800. Thirty days prior to the event, a list of all vendors and contact information is required. The venue will contact each vendor to review venue policies and procedures. If additional hours are needed by vendors, the Client may purchase additional hours (8am - 12am) for \$100 per hour and must be approved by the venue. Additional hours between the hours of 1am - 8am must be approved by the venue and are available for \$500 per hour.

### Final Details

Venue staff will be available via email, phone calls, and in-person meetings to provide guidance and support during the planning process. All final details are required thirty days before the event along with a final meeting. No changes are permitted after this time period. All details confirmed with the Venue will be available via the Client event order.

### Payments

A deposit is required to secure the Venue and is due with a signed contract. The deposit is the venue rental rate. A payment schedule is available with a second payment due halfway through and the final payment scheduled thirty days before the event. All payments will be outlined in the Client contract and invoice. A valid credit card on file is required prior to all events, and this card shall be used for any unpaid balances. If payment is not received in full by the terms stated in this contract, the credit card on file will be charged. Any late payments past five days of the due date will incur a late fee of \$150. Any costs (including legal fees) incurred for collecting amounts due will be the responsibility of the Client. Failure to pay any balance due

will result in a cancellation of the event at the discretion of the Venue. All payments toward the booked date are non-refundable and non-transferable.

#### Cancellation Policy

All payments are non-refundable when the Client cancels their event. Date changes will be based on availability and specific circumstances and must be approved by the Venue. Dates may be changed for a \$3000 re-booking fee.

#### Vendors

All vendors must be pre-approved by the venue. All Vendors working at the Venue shall carry and maintain workers' compensation insurance, and general liability insurance, and provide a policy endorsement naming La Fontaine Event Center as an additional insured showing the required insurance is in place. Venue staff will work directly with Vendors to obtain this information. All rental items and vendor equipment must be removed at the end of the event. The venue will contact each vendor to review venue policies and procedures. Additional charges will incur for damages and/or excessive cleaning needed of the Venue. All damage and cleaning charges will be charged to the Client credit card on file.

#### Deliveries and Pickup

All deliveries and pick up from the Client and vendors must use the load in zones appointed by the venue. The Venue Manager and Event Manager will provide vendors with a delivery and pick-up schedule and access to the building. In the event the vendor arrives without a scheduled time, the vendor will not have immediate access for load-in until it is approved by the Event Manager. Under no circumstances should a vendor load equipment without an appointment or in a public right of way. The Venue is not responsible for any lost or stolen items of the Client or vendors. All Client and vendor equipment, materials, and personal belongings must be removed from the Venue by the conclusion of the Event.

#### Catering

*In-House Catering* - Final menu selection and minimum meal guarantees are due fourteen days prior to the event. The Venue requires the final guaranteed attendance at this time as well. Should the Venue not receive the final attendance by this time, Caterer will prepare the original estimated attendance amount and charge for the estimated attendance or the number actually in attendance, whichever is greater. The final attendance is not subject to reduction. Client agrees to pay for the number of attendees listed on the updated contract and invoice. This includes those individuals accounted for in the final attendance that do not attend. No adjustment will be made for guests accounted for in the final head counts that do not attend. Client may submit menu selections in conjunction with the execution of this agreement. Client may change its menu selections up to fourteen days prior to the Event, subject to the availability of products and any necessary pricing adjustments. All menu prices are subject to change fourteen days before the event. If a drastic change in ingredient prices within Client's menu is established, Client has two options: (i) a new cost (maintaining Client's present menu) will be assessed based on current market prices to which Client may agree to; or (ii) substitute menu item(s) will be presented to Client in order for Client to maintain the agreed upon menu price. Once Client final menu selections have been made, an updated menu will be prepared and added to the contract, which will cover all details as discussed. The Client will need to review this final event order indicating that all the information is correct and then return the form to the venue. Meals cannot be served without this final approval.

*Outside Catering* - Outside catering may be utilized with pre-approval if In-House Catering does not provide the choice cultural meals needed. Outside caterers will be charged a 20% fee at the venue along with licensing and insurance requirements. A minimum of \$1000 on the final food total will be assessed for outside caterers. The Venue may also assess additional fees to the Client and any clean-up or damage resulting from the caterer will be the responsibility of the Client. The Venue should be indemnified and held harmless from any and all claims, actions, costs, damages and liabilities resulting from the service or product of the Vendor. Client agrees to sign an outside catering waiver. Outside caterers are required to provide a business license and an insurance policy, and an outside catering agreement. All outside caterers must supply china, glassware, servers and abide by any city, state, or federal rules and regulations, and adhere to the Venue's policies and procedures. In the event, the outside caterer does not meet the criteria set forth in this agreement AND the outside catering agreement, the Venue reserves the right to decline the licensed caterer to provide service at the Venue.

### Beverage Service

The sourcing, management, and distribution of ALL beverages are required to be performed by Venue, as the holder of the liquor license, permits, and insurance. No alcoholic or non-alcoholic beverages may be brought into the Venue by Client, guests, vendors, or subcontractors. Any guests that appear to be thirty years of age or under will be carded by Venue staff and must have either a valid driver's license or picture ID. Any guest, attendee, agent, or sub-contractor without a valid form of identification will be refused service. The Venue has the responsibility to serve alcohol safely and maintain the right to refuse service to any person at any point during an event. All alcoholic beverages served at the Venue are strictly prohibited outside the venue. Any and all liabilities arising from the consumption of alcoholic beverages on the premises are the responsibility of the Client. No alcohol can be served unless food is provided. A minimum of one bartender and security per 100 guests – no exceptions. Note: this is a minimum requirement, additional bar staff may be necessary to ensure adequate service levels. The venue reserves the right to refuse service and evict Clients and/or their guests from the property or to close the bar at any time during the event for problematic behavior. The Venue demands strict adherence to state laws regarding alcohol consumption at all events.

### Restrictions

All vendors must be pre-approved by Venue staff and a liability waiver must be signed. No tape, nails, pins, or staples can be used on building surfaces. Nothing may be attached to the walls without approval from Venue staff. Anything needing to be installed must be pre-approved by the venue. Candles must be stationary and enclosed in non-flammable containers such as votives or glass vases. Battery-operated tea lights are recommended but open flame is permitted. Flower petals may only be used for decorating purposes on tables only, and must be cleaned up entirely at the end of the event. Flower petals are not allowed on the floor. No glitter or confetti is allowed at the Venue. All vinyl dance floors must be pre-approved by the Venue. Excessive material/waste/equipment provided by Client or vendors must be removed at the conclusion of the event. Client and vendors are responsible for all clean-up of personal effects/property after the event and will leave the Venue in the same condition as before the event. Additional charges will incur for damages and/or excessive cleaning needed of the Venue. All damage and cleaning charges will be charged to the Client credit card on file.

### Audio/Visual

Entertainment in the way of performers and DJs or their representatives, must contact the Venue with audio/visual needs they may have in regards to A/V, sound, and lighting equipment thirty days prior to the event. When utilizing the Venue, A/V, at least one Venue A/V Technician must be onsite for the full event time plus an hour prior for preparatory work. The Venue reserves the right to control all levels of A/V of any DJ, band, performer, or production. All music and entertainment performers and all of their equipment and services must be delivered, set up, and removed within the timeframe stated on the face of the contract. All final details of A/V logistics are due thirty days before the event. Any changes within that period will be charged a \$500 re-set fee.

### La Fontaine Event Center Staff

The Venue staff will be responsible for your event logistics and details happening in the Venue. The Venue staff does not act as a personal coordinator or planner. We highly recommend hiring an event planner or coordinator to assist you with your details. At the minimum, the Client is required to supply a day-of coordinator that is familiar with the details of the event.

### Conduct

Client and guests shall utilize the Venue in a considerate manner at all times. The Venue strictly prohibits drug use or smoking of any kind on the premises and will be cause for immediate expulsion. Disparaging remarks or any type of physical violence is strictly prohibited and will be cause for immediate expulsion. Weapons of any kind are strictly prohibited and will be cause of immediate expulsion. Conduct deemed disorderly is at the sole discretion of Venue staff and shall be grounds for immediate expulsion from the premises and the conclusion of the rental period. In such cases, event payments are not refundable. All conduct policies are applicable to any public space in the building. All legal consequences and ramifications are the sole responsibility of the Client.

### Indemnity

Client agrees to indemnify and hold harmless the Venue, our officers, directors, governors, managers, staff, and agents working on Client's behalf, from any and all claims, actions, suits, costs, damages, and liabilities resulting from any breach of this Agreement by Client, and any negligence, willful misconduct or omissions by Client, it's guests, attendees, agents or subcontractors.

### Force Majeure

Venue obligation to perform this Agreement is subject to labor disputes, strikes or picketing, accidents, governmental requisitions, restrictions upon travel, transportation, food, beverage, and other supplies, acts of God, and other causes beyond our control.

### Dispute Resolution

Any dispute, claim, or controversy arising out of or relating to this Agreement, including without limitation the breach, termination, enforcement, interpretation, or validity of this Agreement (and including the scope or applicability of this covenant to arbitrate), shall be determined by arbitration conducted in Ramsey, Minnesota before one single arbitrator selected by the parties (or if the parties cannot agree on an arbitrator, selected by a court having jurisdiction). The arbitration will be administered by the American Arbitration Association pursuant to its Commercial Arbitration Rules. Judgment on any arbitration award may be entered in any court having jurisdiction. Nothing in this Agreement will prevent the parties from seeking provisional remedies in furtherance of arbitration or enforcing an arbitration award, from a court having jurisdiction.

### General Provisions

This Agreement constitutes the entire Agreement of the parties and supersedes any prior understandings, agreements or representations by them, whether written or oral, to the extent related in any way to the subject matter of this agreement. No amendment of this agreement will be valid unless set forth in writing and signed by both parties. No waiver by any party of any breach hereunder will be deemed to constitute a waiver of any prior or subsequent breach in any way any rights arising by virtue of any prior or subsequent breach. Any provision of this Agreement that is invalid or unenforceable in any situation, in any jurisdiction, shall not affect the validity or enforceability of the remaining provisions of agreement, or the validity or enforceability of the ending provision in any other situation or in any other jurisdiction. This Agreement may be executed in any number of counterparts, each of which taken together shall be deemed to be an original, but all of which shall constitute one and the same.

SEAN SULLIVAN

*Sean Sullivan*

✓ Signed Sep 17th, 2024

City of Ramsey  
Economic Development Authority Presents:

# 2025 BUSINESS NETWORKING BREAKFAST



*Ramsey business and community leaders are invited to join us for a morning of networking and discussion on topics relevant to Ramsey businesses, including updates on city and highway projects. A hot breakfast will be provided.*

## Agenda

1. Networking & Breakfast
2. Welcome & Introductions
  - EDA Chair
3. City Update
  - City of Ramsey: Staff
  - Hwy 10 Project: County Communications Team (Bolton & Menk)
4. Keynote Speaker
  - Ben Utecht, *Champions Creed*
5. Closing Remarks
  - EDA Chair

### Date:

January 29, 2025

### Time:

8:00 a.m. – 9:30 a.m.

### Location:

LaFontaine Event Center  
7533 Sunwood Drive, Suite 108  
Ramsey, MN 55303

### Registration:

RSVP by **January 15, 2025**

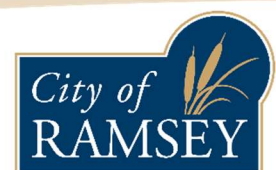
[www.cityoframsey.com](http://www.cityoframsey.com)

### Contact:

Wendy Schlueter 763-433-9828

Sean Sullivan 763-433-9868

[econdev@cityoframsey.com](mailto:econdev@cityoframsey.com)



# CHAMPION'S CREED

## Ben Utecht's Champion's Creed

Keynote Speaking Program



Business Owner, Executive Leader, and Expert in  
Culture and Leadership Development



NFL Champion



**"Culture is What we Believe, Why we Believe, and How we Behave."**



## About Ben Utecht

If you want a commanding corporate presence to inspire, teach, and coach how to build world championship organizational culture look no further than 6 foot 7 inch, 260 pound NFL Super Bowl Champion Tight End and Chief Culture Officer Ben Utecht.

Ben is the recipient of the prestigious NFL Hall of Fame coach Tony Dungy's "Uncommon Leader Award" for his leadership performance both on and off the NFL football field. After retiring, Utecht began building a significant career across multiple talents. His speaking career launched him into the Fortune 500 community as a subject matter expert, focusing on the strategy for building high-performing culture. Utecht's passion for people and culture then entered into a corporate leadership position as the Chief Culture Officer for True North Private Equity, a family of companies whose portfolio currently includes 28 companies across 5 industries. He is a franchisor in the top US Ninja Fitness / Entertainment Franchise, Conquer Ninja Gyms, where he oversees all culture systems that impact every location. Also, he is the culture and brand ambassador for Realty Group. To complete his pursuit of practicing a winning culture, Utecht became an owner and ambassador for Behavioral Essentials, a technology company paving the way for talent acquisition and leadership development through customized behavioral assessment results and benchmarking.

Utecht believes that "you will always have a culture by design or default, so why not design it?" and that's what he does. Ben has become a leader in empowering companies to decide, design, deploy, and direct culture strategies that will improve the bottom line, but more importantly, inspire and develop the human condition at work and in life.

His philanthropic interests focus on concussions, which ended his NFL career. Utecht wrote his first book *Counting The Days While My Mind Slips Away* with Simon and Schuster and Howard Books detailing his brain injury story and the radical connection between memory and relevance. Utecht became the spokesperson on concussion for the American Academy of Neurology and was awarded their Public Leadership In Neurology Award, which has been given to some of the most influential celebrities and leaders in the world.

Utecht's hidden talent is an award nominated singer. He has produced 6 albums, sung for two presidents, performed with nationally renowned maestros and symphonies, and even serenaded Muhammad Ali on his birthday. His song "You Will Always Be My Girls" went viral on YouTube as it details his concussion story and love for his family. Utecht truly is a modern day renaissance man. Finally, and most importantly, Utecht loves sharing his life with his wife and four daughters.

A handwritten signature in black ink, appearing to read "Ben Utecht" with "NFL Champ" written below it.

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# Ben Utecht's Culture Expertise



## Behavioral Essentials

Owner and Ambassador - Talent, Human Development, and Culture Assessment Organization



## True North Equity Partners

Chief Culture Officer



## Conquer Ninja Gyms

Franchisor and Culture Ambassador



## Realty Group

Culture and Brand Ambassador



## Indianapolis Colts and Cincinnati Bengals

Professional Football Player

Cincinnati Bengals 2008-2009, Indianapolis Colts 2004-2007  
Super Bowl XLI Champion

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# Ben Utecht's Achievements



**2019**

**Uncommon Award  
Recipient**

Received the Uncommon Award from Tony Dungy in 2019.

**2018**

**TEDxTysons Speaker**

Gave a TEDx Talk titled "What Has Relevance If You Can't Remember It?" in 2018.

**2014**

**Public Leadership in  
Neurology Award**

Received the American Academy of Neurology and American Brain Foundation's award in 2014.

**2013**

**Minnesota Brain Injury  
Alliance Ambassador  
Award**

Received the Ambassador Award for his work raising concussion awareness in 2013.

**2012**

**Dove Award Nominee**

Ben Utecht's holiday album, "Christmas Hope," was nominated for a Dove Award in 2012.

**2006**

**Super Bowl XLI  
Champion**

Won the 2006 Super Bowl with the Indianapolis Colts.

**2003**

**First Team All-Big Ten  
Tight End**

Awarded the honor while playing for the University of Minnesota Golden Gopher football team in 2003.

**2003**

**Team Captain**

Acted as Team Captain for the University of Minnesota Golden Gopher football team in 2003.



## Keynote Overview

### **Do you believe culture can transform your organization?**

Ben Utecht will walk your audience through four inspirational and educational principles that are foundational in both life and business, during the one hour Champion's Creed keynote program.

*"I believe, as a speaker, that vulnerability equals connectivity. This is why I approach my keynote presentations with a mission of bringing you on an emotional journey through my life, into a hall-of-fame huddle, and onto a field of high-impact lessons. All our lives tell a story, and this is how I tell mine!"*

## **YOU NEED TO BELIEVE THAT CULTURE WINS.**



### **Program Highlights**

- Hear Ben's miraculous journey from debilitating injury to NFL glory and how his life was transformed by Tony Dungy's chosen culture
- Ben Utecht brings you inside the NFL Huddle to discover the steps to practicing championship listening.
- Gain understanding of the learning system of a Super Bowl contender and discover the keys of practicing championship learning.
- Experience the most intricate offense and audible system in NFL history to discover the facets of practicing championship communication.
- Join the team and discover how practicing a championship culture of value and respect can propel you to new heights of success.



# Ben Utecht's Examples of Past Clients





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# Ben Utecht's Testimonials



## Stats Perform

Nancy Hensley, Chief Product and Marketing Officer

We just had Ben speak at an event this week, all I can say is wow, he is so inspiring! Ben spoke to our global team and I have so many emails and messages thanking me and telling me how much they enjoyed his talk. I have seen Ben speak in person and this time was virtual. Even being remote, he's so authentic and somehow can make that connection just like he is there in front of you. I highly recommend hiring Ben if you want to give your team a little inspiration boost (which we all seem to need these days!) Thanks Ben! The team loved every minute!



## Tri-County Health Care

Rachel Amiot, Event Planner

Ben genuinely aimed to make each person feel special. Ben's keynote speech moved the audience from laughter to tears to standing ovation! Afterwards men commented "he was one of the best speakers yet!" and "good luck topping that!". Ben was so easy to work with and very accommodating.



## Vizient

Cathy Morrow, Senior Director

Ben did a fantastic job. On our program evaluation from the participants, he scored a 9.1 on a 10 point scale. He scored higher than Dr. Omalu. Our board chair said "he hit it out of the park".



## Booking Information

**Book Ben Utecht for his inspirational and impactful keynote program!**

Get in touch with Ben Utecht's Booking Agent, Melissa Buening, for pricing and availability.



**Melissa Buening**

Booking Agent

[melissa@ben-utecht.com](mailto:melissa@ben-utecht.com)

**Economic Development Authority (EDA)****Meeting Date:** 10/10/2024**Primary Strategic Plan Initiative:** Promote economic growth and development.**Title:**

2024 Business Appreciation Day Wrap Up and Selection of 2025 Date and Location

**Purpose/Background:**

The purpose of this case to provide an event summary of the 2024 Business Appreciation Day to the EDA. The event was held at the Links at Northfork on August 20, 2024. The event was full with 144 registered golfers and an additional 16 people just attended the prime rib dinner and awards ceremony. The event was within budget (\$5,500 EDA contribution) and Chair Winyinger emceed the dinner/awards portion of the event. Dynamic Group was recognized as the 2024 Business of the Year and a banner and the award was presented to the Dynamic Group owners and employees.

Diamond Graphics finished in First Place with a score of 55 (-17) for the golf event. The Random Team Winner was Panther Precision Machine with a score of 74 (+2). In 2023, the City implemented two new contests for the Best Dressed Team and the Best Hole Sponsor. The Best Dressed Team was B & F Fastener and Supply with a Ninja Turtles theme. The Best Hole Sponsor was Aurelio's Pizza. Activities at the hole sponsor holes and the amount of teams that participated in the costumes was down from last year. Door prizes for the event were pre-drawn and were ready for participants to pick up after completion of the golf event which shortens the length of the awards program. Feedback from returned surveys from the event has been extremely positive. The overall event was very positive but Staff will be looking for some tweaks to make it better for next year. Some ideas are included in the Observations section in this case.

**Notification:**

None required

**Time Frame/Observations/Alternatives:**

Staff believes that this event is a great networking and event for businesses and City staff and supports holding the in 2025. Staff is always looking at ways to improve the event to ensure that it is worthwhile for the City and its business community. Attached to this case is a survey summary that includes some comments and suggestions for future events. Most of the comments are positive, which supports continuing the format used from 2024. Items for the EDA to consider for future events include:

- 1) Encourage hole sponsors to have more activities at their holes (scored a 'needs improvement' on Survey)
  - Reduced Hole Sponsorship Cost of \$100 if Hole Sponsor is at Hole and/or has a game/activity (\$60 reduction from \$160?)
  - Better prize for Best Hole Sponsor
  - Award a First and Second Place
- 2) Continue Best Hole Sponsor and Best Dressed Team contests
  - Better prize for Best Hole Sponsor / Best Dressed Teams
  - Award a First and Second Place for Best Dressed Teams / Best Hole Sponsors
- 3) Deliver lunch / food to Players / Holes
  - Course does not offer this service
  - Can call ahead to clubhouse and order food for when you swing by clubhouse
  - Include order ahead option and phone number on rules and regulations on cart / make an announcement
- 4) Provision of Snacks to players
  - Beverage Cart has candy and chips on it. No hot food - Maybe make an announcement
- 5) Continue Pre-draw of prizes (Staff recommendation)
- 6) Continue to host event at the Links at Northfork (Staff Recommendation)
- 7) Award Prizes to Top 3 teams (Currently do 1st and Random)

- 8) Signage for where to go to registration and to the driving range and carts (Use sandwich boards)
- 9) Select Tuesday, August 19, 2025 for 2025 Business Appreciation Day Event (Staff Recommendation)

Staff would also like to gather feedback from EDA members on things to continue and other suggestions for improvement.

**Funding Source:**

Event registration revenue and \$5,500-\$6,000 from EDA funds 6249 (Operations) and 6246 (Marketing)

**Recommendation:**

Motion to select event date of Tuesday, August 19, 2025 and the Links of Northfork as the venue for the 2025 Business Appreciation Day Event.

and;

Motion to approve \$5,500 - \$6000 (choose one) EDA contribution for 2025 Business Appreciation Day Event (\$5,500 in proposed 2025 EDA budget)

**Outcome/Action:**

Motion to select event date of Tuesday, August 19, 2025 and the Links of Northfork as the venue for the 2025 Business Appreciation Day Event.

and;

Motion to approve **\$5,500 or \$6000 (Choose one)** EDA contribution for 2025 Business Appreciation Day Event (\$5,500 in proposed 2025 EDA budget)

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**Attachments**

- Final 2024 Budget Prelim 2025 Budget
- 2024 Survey Data and Comments
- Best Hole Sponsor - Aurelios
- Best Dressed Team - B & F Fasteners
- Dynanmic Group - Full BIO 2024 Biz of Year
- Golf Results

**Form Review**

Inbox	Reviewed By	Date
Brian Hagen	Brian Hagen	10/03/2024 11:00 AM
Form Started By: Sean Sullivan		Started On: 09/09/2024 01:28 PM
Final Approval Date: 10/03/2024		

**2025 Budget - EDA Business Appreciation/Golf**

	2024 Projected			2024 Actual			2025 (no event changes) Prelim.			2025 (All \$ Event Changes) Prelim.		
	Price ea	#	Est Budget	Price ea	Total	Total	Price ea	Total	Total	Price ea	Total	Total
<b>REVENUES</b>												
Hole Sponsors	\$ 160.00	20	\$ 3,200.00	\$ 160.00	19	\$ 3,040.00	\$ 160.00	20	\$ 3,200.00	\$ 160.00	10	\$ 1,600.00
<b>Reduced \$ Hole Sponsors</b>										\$ 100.00	10	\$ 1,000.00
Golf/Event Fees*	\$ 110.00	131	\$ 14,410.00	\$ 110.00	135	\$ 14,850.00	\$ 110.00	135	\$ 14,850.00	\$ 110.00	135	\$ 14,850.00
Dinner Only Fees	\$ 50.00	6	\$ 300.00	\$ 50.00	7	\$ 350.00	\$ 50.00	7	\$ 350.00	\$ 50.00	7	\$ 350.00
EDA Budget Allocation	\$5,500	1	\$ 5,500.00	\$ 5,500.00	1	\$ 5,500.00	\$ 5,500.00	1	\$ 5,500.00	\$ 6,000.00	1	\$ 6,000.00
<b>Total Revenues</b>			<b>\$ 23,410.00</b>			<b>\$ 23,740.00</b>			<b>\$ 23,900.00</b>			<b>\$ 23,800.00</b>
<b>EXPENSES</b>												
Golf Registrations	\$ 62.00	144	\$ 8,928.00	\$ 62.00	144	\$ 8,927.84	\$ 63.00	144	\$ 9,072.00	\$ 63.00	144	\$ 9,072.00
Extra Carts (RM Golf)	\$ 95.00	5	\$ 475.00	\$ 95.00	6	\$ 570.00	\$ 100.00	6	\$ 600.00	\$ 100.00	6	\$ 600.00
RM Golf Delivery fee	\$ 50.00	1	\$ 50.00	\$ 65.00	1	\$ 65.00	\$ 65.00	1	\$ 65.00	\$ 65.00	1	\$ 65.00
Dinner - Caterer	\$ 32.50	150	\$ 4,875.00	\$ 32.50	160	\$ 5,200.00	\$ 35.00	160	\$ 5,600.00	\$ 35.00	160	\$ 5,600.00
Carving Fee	\$ 100.00	1	\$ 100.00	\$ 100.00	1	\$ 100.00	\$ 100.00	1	\$ 100.00	\$ 100.00	1	\$ 100.00
Service Charge	\$ 877.50	1	\$ 877.50	\$ 936.00	1	\$ 936.00	\$ 1,000.00	1	\$ 1,000.00	\$ 1,000.00	1	\$ 1,000.00
Tax on Dinner*	\$ 475.52	1	\$ 475.52	\$ 506.68	1	\$ 506.68	\$ 520.00	1	\$ 520.00	\$ 520.00	1	\$ 520.00
Dessert - Allison's Petite P	\$ 4.99	160	\$ 798.49	\$ 4.99	160	\$ 798.49	\$ 5.00	150	\$ 750.00	\$ 5.00	150	\$ 750.00
<b>Total Dinner w/Dessert</b>			<b>\$ 7,126.51</b>			<b>\$ 7,541.17</b>			<b>\$ 7,970.00</b>			<b>\$ 7,970.00</b>
Promo Item	\$ 20.00	150	\$ 3,000.00	\$ 16.58	150	\$ 2,487.50	\$ 20.00	150	\$ 3,000.00	\$ 20.00	150	\$ 3,000.00
Biz of Year Award	\$ 142.00	1	\$ 142.00	\$ 178.00	1	\$ 178.00	\$ 200.00	1	\$ 200.00	\$ 200.00	1	\$ 200.00
Biz of Year Banner/Flag	\$ 60.00	1	\$ 60.00	\$ 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	\$ 899.00	1	\$ 899.00
Sponsor signs	\$ 32.50	6	\$ 195.00	\$ 36.20	2	\$ 72.40	\$ 40.00	6	\$ 240.00	\$ 40.00	6	\$ 240.00
Raffle Prizes, etc.	\$ 800.00	1	\$ 800.00	\$ 998.31	1	\$ 998.31	\$ 1,000.00	1	\$ 1,000.00	\$ 600.00	1	\$ 600.00
Tourney Winner Prize	\$ 25.00	4	\$ 100.00	\$ 28.74	4	\$ 114.96	\$ 30.00	4	\$ 120.00	\$ 30.00	4	\$ 120.00
<b>Tourney 2nd Place</b>										\$ 30.00	4	\$ 120.00
<b>Tourney 3rd Place</b>										\$ 30.00	4	\$ 120.00
Random Winner Prize	\$ 25.00	4	\$ 100.00	\$ 25.99	4	\$ 103.96	\$ 30.00	4	\$ 120.00			\$ -
Contest Winner Prizes	\$ 25.00	4	\$ 100.00	\$ 106.12	1	\$ 106.12	\$ 30.00	4	\$ 120.00	\$ 30.00	4	\$ 120.00
Best Hole Sponsor (activity)	\$ 25.00	1	\$ 25.00	(included w/contests prizes)			\$ 30.00	1	\$ 30.00	\$ 40.00	2	\$ 80.00
Best Dressed Team	\$ 25.00	4	\$ 100.00	\$ 25.99	4	\$ 103.96	\$ 30.00	4	\$ 120.00	\$ 40.00	8	\$ 320.00
Sponsor Banner (Inky Elf)	\$ 80.00	1	\$ 80.00	\$ 57.50	1	\$ 57.50	\$ 75.00	1	\$ 75.00	\$ 75.00	1	\$ 75.00
Misc. supplies (water/candy-city hole)	\$ 35.00	1	\$ 35.00	\$ 23.34	1	\$ 23.34	\$ 35.00	1	\$ 35.00	\$ 35.00	1	\$ 35.00
<b>Total Expenses</b>			<b>\$ (22,215.51)</b>			<b>\$ (22,306.56)</b>			<b>\$ (23,726.00)</b>			<b>\$ (23,696.00)</b>
<b>Net Balance</b>			<b>\$ 1,194.49</b>			<b>\$ 1,433.44</b>			<b>\$ 174.00</b>			<b>\$ 104.00</b>

Final as of 8/27/2024

**NOTES:**

\$5,500-\$6000 EDA Allocation- (9230.6249 Operations) w923002 (9230.6246 Marketing)

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

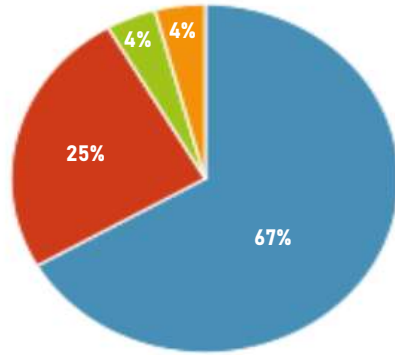
\*No tax on golf fees



## 2024 Business Appreciation Summary

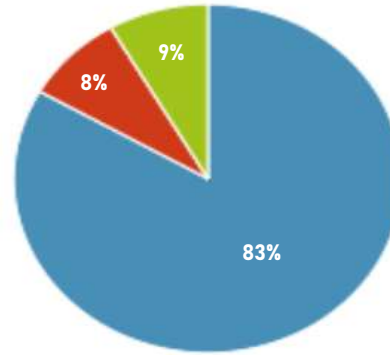
New Survey Questions: Please rate the following on scale of 1-5 (5 = Excellent)

### Overall Rating



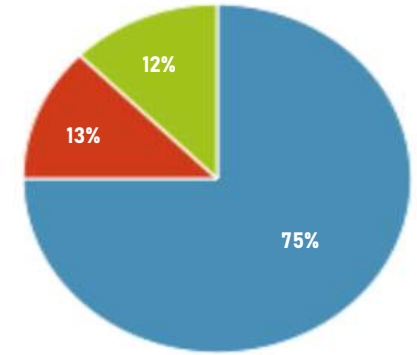
- Excellent
- Good
- Satisfactory
- Needs Improvement

### Award Ceremony



- Excellent
- N/A
- Good









### Dessert Rating



- Excellent
- N/A
- Good

## 2024 Business Appreciation Summary

Our goal is to provide engagement at each sponsored hole. With this in mind, if we were to offer a reduced price for the hole sponsor fee, would you commit to providing a person at your hole?

Choices	Percentage	Count
Yes	 58.33%	14
No	 8.33%	2
Not a lot of shade on this course, that is why I think people don't want to sit all day. Instead of lowering the cost, perhaps provide tents for each hole for shade.	 4.17%	1
We did have people sit at our hole I don't think we will that again. Not a huge benefit from people being at the hole as most event participants are not really interested in our type of business.	 4.17%	1
Unsure of this. Most likely we would. Please remind us again during the sign-up process.	 4.17%	1
N/A	 4.17%	1
Maybe	 4.17%	1
Other <a href="#">[ View ]</a>	 12.50%	3
<b>Total</b>		<b>24</b>

<b>Entry Id</b>	<b>Our goal is to provide engagement at each sponsored hole. With this in mind, if we were to offer a reduced price for the hole sponsor fee, would you commit to providing a person at your hole?</b>	<b>If there is one thing you could change about the event, what would it be?</b>	<b>Additional Comments or Suggestions</b>
1	Not a lot of shade on this course, that is why I think people don't want to sit all day. Instead of lowering the cost, perhaps provide tents for each hole for shade.	I would recommend having people come at 10am and have the event with raffle prizes and business of the year recognition, note all the teams that dressed up, have lunch and then go golf. A light buffet dinner after for misc. awards (winning team/hole spon	Not having a lunch or some food provided before and to ask people to golf over a lunch hour left a lot of players hungry on the course. I know our team was super hungry and we didn't want to wait for food in the clubhouse. I would have liked some food provided before the event and was surprised there wasn't anything this year, as last year we had sandwiches. It becomes a long day without food.
2	No	Its good just the way it is thank you!	
3	We did have people sit at our hole I don't think we will that again. Not a huge benefit from people being at the hole as most event participants are not really interested in our type of business.	Serve a sack lunch .	Need more costume/theme participation
4	Unsure of this. Most likely we would. Please remind us again during the sign-up process.	I really like everything about it.	
5	N/A	Atmosphere, the whole thing seems very corporate. Add something like a chipping game at the chipping green prior to the event. Add some food on the course like Coborn's sliders to offset the alcohol.	
6	Yes	Great event.	
7	Yes	I would like to see more hole sponsors at their holes and providing activities	Wendy does an amazing job
8	Maybe	Encourage more hole sponsors to have a presence on the course.	
9	Yes	Someone should be out front directing people to where to check in and to help hole sponsors figure out where to go and how to get there.	Thanks for putting this together to recognize your local business community!
10	Yes	Great event as is!	This information could be out there, and I have just not looked for it. But what is the criteria for being the business of the year?
11	Yes	Encouraging teams to dress up or show off who they are so as a hole sponsor you have something to vote for. Plus better instructions of Where and When we need to vote by.	The timing of the voting for the best dressed team was cut off earlier then when we saw all the teams. 3:30 cut off and yet last team through was 4:30 PLUS not realizing the voting QR code for US to vote best dressed team was on the back of our hole sponsor board at the event until that board was picked up by employees. As a hole sponsor it was a LONG day and the 3 us us didn't participate in dinner hence a lot of N/A answers, and at the end of the day we had been happy not to have purchased dinner tickets. Most Golfers had participated at our interactive game and said thank you. We loved the location (hole 13) for set up and tear down.
12	Yes	speed up the golfing. lol!	
13	Yes	Give Prizes out to top 3 Teams	
14	Potentially.	Nothing.	
15	No	nothing, great event	This was a great experience! The event was very well organized and prepared.
16	Yes	Voting enabled for Hole Sponsors to be voted on and to vote on teams that visit their hole.	
17	Yes	Where was lunch?	Should have served boxed lunches.
18	Yes	All is good	
19	Yes	Timing, make the shotgun start earlier.	Always a great event!
20	Possibly	Signage for checking in. I just wasn't sure where to check in, but Sean helped me.	It really is a great event. This year's hole events were a bit sparse - a bit of a bummer, but we still had a great time. Grateful for the sponsors that did make that extra effort.
21	Yes	Start earlier to finish earlier.	
22	Yes	Keep up the good work!	Thank you for for planning and executing a quality tournament!
23	Yes	Better snacks / lunch prior to the event.	I can't say enough good things about your staff. They were incredible. I thought the length of the announcements was perfect. Not too long and to the point! The process of prepicked winners on door prizes was a great time saver but it would have been nice to have a prize for every attendee. If there were 144 golfers, we (business participants) need to make sure we offer enough so everyone goes home with a door prize :- ) GREAT JOB!!!
24	Depends on my role in the community next year	Some holes closed up before the end	

## Best Hole Sponsor – Aurelio's



**Best Dressed Team – B & F Fasteners – Ninja Turtles**



# 2024 Ramsey EDA Business of the Year



Dynamic Group Inc., founded in 1977 by Dave Kalina and Peter McGillivray, stands as a testament to the power of partnership and innovation in manufacturing. Originally named Dynamic Engineering, the company began its journey with a simple proposal between Kalina and McGillivray to venture into mold building. This partnership has thrived over the past 47 years.

Today, Dynamic Group Inc. is jointly owned by the Kalina and McGillivray families, with both founders still actively involved as majority shareholders. The company operates two main facilities in Ramsey and Coon Rapids, Minnesota.

The injection molding facility in Ramsey, covering 23,500 square feet and staffed by over 60 employees, specializes in molding and assembling of medical devices and parts that require cleanliness, consistency, and traceability. This location complements the 36-employee tooling facility located in Coon Rapids. Dynamic Group's commitment to precision and efficiency in mold manufacturing caters to diverse industries such as medical, electronics, technology, and firearms.

*Dynamic Group's offerings extend beyond manufacturing excellence. The company prides itself on fostering a culture rooted in core values such as compassion, integrity, gratitude, respect, and determination. These values not only guide their internal operations but also define their approach to customer relationships, ensuring effective collaboration and superior customer service.*

The journey to success has been marked by several milestones, with one of the most significant being the consolidation of two separate organizations under a unified management team. This alignment has streamlined operations and enhanced efficiency, further solidifying Dynamic Group's reputation as an industry leader.

In addition to their operational achievements, Dynamic Group has garnered recognition in industry publications like *Plastics Technology Magazine* and *MoldMaking Technology*. They are certified to ISO 13485 standards and FDA registered. These features spotlight the company's commitment to continuous improvement and underscores their dedication to maintaining the highest standards of manufacturing excellence and regulatory compliance in the industry.

Dynamic Group Inc. remains committed to innovation, partnership, and exceeding customer expectations. As they continue to evolve and grow, their unwavering dedication to quality and integrity ensures they remain at the forefront of the manufacturing industry.

Dynamic Group is located at 13911 Unity Street NW in Ramsey. Visit their website at <http://www.dynamicgroup.com>.

***The City of Ramsey congratulates Dynamic Group Inc on being selected as 2024 Business of the Year!***



# City of Ramsey EDA Business Appreciation Golf

Round 1 Leaderboard



## City of Ramsey EDA Business Appreciation Golf Tournament

Pos.	Foursome	To Par Gross	Thru	Total Gross
1	Joe Nordahl + Kim Griesmann + Mike Duffy + Ryan Coole	-17	F	55
2	Chad Alford + Alex Hoff + Trinity Dimich + Curtis Gross	-14	F	58
3	Jeff Rosseau + Tony Sofio + Aaron Johnson + Dennis Marquardt	-13	F	59
T4	Mike Tozier + Erik Tozier + Martin Schindell + Casey McComb	-12	F	60
T4	Tom Smolenski + Dusty Bredlow + Pete Onstad + Greg Gebhard	-12	F	60
6	Kirsten Buscher + Kyle Buscher + Leroy Meyer + Brian Goudge	-10	F	62
T7	Nick Muske + David Visser + Seth Monroe + Tim Eggerichs	-8	F	64
T7	Brian Person + Brent Larson + Allison Griffith + Mike Jensen	-8	F	64
T7	Marcus Cooksey + Drew Dixon + Erik Buckentine + Dean Koosman	-8	F	64
T7	Ed Witschen + Jesse Drew + Casey Ness + TBD4	-8	F	64
11	Dennis Mitchell + Colin Murray + Corey Johnson + Robert Schneider	-7	F	65
T12	Jake Deal + Dan Crowley + Doug Jakway + Nick Palumbo	-6	F	66
T12	Jeff Morin + Shari Rivera + Jane Hass + Jimmy Mitchell	-6	F	66
T12	Joe Lenertz + Ryan Gangestad + Tim Uphoff + Carter Reed	-6	F	66
T15	Paul Werner + Tracy Johnson + Ryan Laska + Danny Christianson	-5	F	67
T15	Chuck Denninger + Jeff Perry + Doug Fischer + Mike Gamache	-5	F	67
T15	Mario Nozzarella + Brian Hagen + Sean Sullivan + Michael Olson	-5	F	67
T15	Keith Dahl + Jason Aarsvold + Bill MacLennan + Scott Wiyninger	-5	F	67
T15	Jim Durkot + Larry Nelson + Roger Neilson + Jason Lilia	-5	F	67
T15	James Easler + Jim Flaaen + Mark Tyberg + Paul Reinert	-5	F	67
T15	Kevin Kielb + Zach Lingl + Jason Law + Brandon Brodhag	-5	F	67
T15	Paul Hanson + Paula Coffey + Jennifer Sweeney + Rachelle Oien	-5	F	67
T23	Jim Gromberg + Joel Akason + Josh Laffen + Scott Hudson	-4	F	68
T23	Monte Helget + Patty Sharp + Megan Sharp + TBD3	-4	F	68
T25	Kevin Baltas + Nicole Baltas + JJ O'Brien + Aryn Young	-3	F	69
T25	Julie Herzog + Mike Herzog + Derek Drews + Rick Nelson	-3	17	-
T27	Mandie Farber + Bill Rousu + Tyler Rousu + Levi Stratton	-2	F	70
T27	Mick Deal + Roger Trampel + Bill Perry + Bill Lorimer	-2	F	70
T27	Ryan Shaw + Erik Young + Ryan Gustofson + Nick Payne	-2	17	-
T30	Tim Walker + Chris Randall + Tim Kopischke + Joe Peterson	E	F	72
T30	Bill DeBacker + TBD + TBD1 + TBD2	E	17	-
32	Joe McGillivray + Brian Kalina + Nick Schroer + Kevin Shutes	+1	F	73
33	Chris Miller + Tom Olson + Jae Locken + Gary Weishalla	+2	F	74
34	Tim Anderson + Mark Undis + Lisa Spah + Jenny Pekula	+3	17	-
T35	Todd Boone + Bob Bridgeman + Dan Pelletier + Rick Keranen	+4	F	76



# City of Ramsey EDA Business Appreciation Golf

## Round 1 Leaderboard



T35		Lori Higgins + Holly Krebsbach + Scott Hanson + John Hacker																	+4	F	76	
		Strokes																				
Pos.		1	2	3	4	5	6	7	8	9	Out	10	11	12	13	14	15	16	17	18	In	Total
1	Joe Nordahl + Kim Griesmann + Mike Duffy + Ryan Coole	(4)	(3)	(3)	3	(3)	(3)	(2)	(3)	(3)	27	(3)	(3)	(2)	(3)	(4)	(3)	(3)	3	4	28	55
2	Chad Alford + Alex Hoff + Trinity Dimich + Curtis Gross	5	4	(3)	3	(3)	(3)	(2)	(3)	(3)	29	(4)	(3)	(2)	(3)	5	(3)	(3)	(2)	4	29	58
3	Jeff Rosseau + Tony Sofio + Aaron Johnson + Dennis Marquardt	(4)	4	4	(2)	4	(3)	(2)	(3)	(4)	30	(4)	(3)	(2)	(3)	(4)	4	(3)	(2)	4	29	59
T4	Mike Tozier + Erik Tozier + Martin Schindell + Casey McComb	(4)	(3)	(3)	3	4	4	3	(3)	(3)	30	(4)	4	(2)	(3)	(4)	4	(3)	3	(3)	30	60
T4	Tom Smolenski + Dusty Bredlow + Pete Onstad + Greg Gebhard	(4)	4	(3)	(2)	4	(3)	(2)	4	(4)	30	(4)	(3)	(2)	(3)	(4)	4	4	(2)	4	30	60
6	Kirsten Buscher + Kyle Buscher + Leroy Meyer + Brian Goudge	(4)	(3)	(3)	3	4	4	3	4	(4)	32	(4)	(3)	3	4	(4)	4	(3)	(2)	(3)	30	62
T7	Nick Muske + David Visser + Seth Monroe + Tim Eggerichs	5	(3)	(3)	3	4	4	3	4	(4)	33	(3)	4	3	4	(4)	4	(3)	(2)	4	31	64
T7	Brian Person + Brent Larson + Allison Griffith + Mike Jensen	(4)	4	4	3	(3)	(3)	3	4	(4)	32	(4)	4	3	(3)	(4)	4	(3)	3	4	32	64
T7	Marcus Cooksey + Drew Dixon + Erik Buckentine + Dean Koosman	(4)	4	(3)	3	4	4	(2)	4	(4)	32	(4)	(3)	(2)	(3)	5	4	4	3	4	32	64
T7	Ed Witschen + Jesse Drew + Casey Ness + TBD4	(4)	4	4	3	(3)	(3)	3	(3)	(4)	31	(4)	4	3	4	(4)	4	4	3	(3)	33	64
11	Dennis Mitchell + Colin Murray + Corey Johnson + Robert Schneider	(4)	4	4	3	(3)	(3)	3	4	(4)	32	(4)	4	3	4	(4)	4	(3)	3	4	33	65
T12	Jake Deal + Dan Crowley + Doug Jakway + Nick Palumbo	(4)	4	5	3	4	4	3	(3)	(4)	34	(4)	(3)	3	4	(4)	4	4	(2)	4	32	66
T12	Jeff Morin + Shari Rivera + Jane Hass + Jimmy Mitchell	(4)	4	4	3	4	4	(2)	4	(3)	32	(4)	4	3	4	(4)	4	4	3	4	34	66
T12	Joe Lenertz + Ryan Gangestad + Tim Uphoff + Carter Reed	(4)	4	4	3	4	4	(2)	(3)	(4)	32	(4)	(3)	3	(3)	6	4	4	3	4	34	66
T15	Paul Werner + Tracy Johnson + Ryan Laska + Danny Christianson	5	4	4	3	4	4	3	4	(4)	35	(4)	(3)	3	(3)	5	4	4	3	(3)	32	67
T15	Chuck Denninger + Jeff Perry + Doug Fischer + Mike Gamache	(4)	4	(3)	3	4	4	3	4	5	34	(4)	4	3	4	(4)	4	(3)	3	4	33	67
T15	Mario Nozzarella + Brian Hagen + Sean Sullivan + Michael Olson	(4)	4	(3)	4	4	(3)	3	4	5	34	5	(3)	3	(3)	(4)	(3)	4	4	4	33	67
T15	Keith Dahl + Jason Aarsvold + Bill MacLennan + Scott Wyingner	(4)	5	(3)	3	4	4	3	4	(4)	34	(4)	4	(2)	4	(4)	5	4	(2)	4	33	67
T15	Jim Durkot + Larry Nelson + Roger Neilson + Jason Lilia	(4)	4	4	3	4	(3)	(2)	4	5	33	5	4	3	4	(4)	(3)	4	3	4	34	67
T15	James Easler + Jim Flaaen + Mark Tyberg + Paul Reinert	(4)	4	4	3	4	4	(2)	4	(4)	33	(4)	4	3	4	5	4	4	(2)	4	34	67



# City of Ramsey EDA Business Appreciation Golf

## Round 1 Leaderboard



T15	Kevin Kielb + Zach Lingl + Jason Law + Brandon Brodhag	5	4	3	3	4	2	4	5	33	4	4	2	4	4	4	3	5	34	67		
T15	Paul Hanson + Paula Coffey + Jennifer Sweeney + Rachelle Oien	5	4	4	3	3	4	2	3	4	32	5	4	3	4	5	4	4	3	3	35	67
T23	Jim Gromberg + Joel Akason + Josh Laffen + Scott Hudson	5	4	4	2	3	4	4	5	35	4	3	3	4	5	3	4	3	4	33	68	
T23	Monte Helget + Patty Sharp + Megan Sharp + TBD3	5	4	4	3	3	3	4	4	34	4	3	3	4	4	4	5	3	4	34	68	
T25	Kevin Baltas + Nicole Baltas + JJ O'Brien + Aryn Young	4	4	4	2	4	5	3	3	5	34	5	4	3	4	4	3	5	35	69		
T25	Julie Herzog + Mike Herzog + Derek Drews + Rick Nelson	4	4		3	4	4	3	4	30	4	4	3	4	5	4	4	3	4	35	65	
T27	Mandie Farber + Bill Rousu + Tyler Rousu + Levi Stratton	4	3	4	4	5	3	2	4	5	34	5	5	3	3	4	4	4	3	5	36	70
T27	Mick Deal + Roger Trampel + Bill Perry + Bill Lorimer	4	3	4	4	4	2	4	4	33	5	4	4	4	5	4	4	3	4	37	70	
T27	Ryan Shaw + Erik Young + Ryan Gustofson + Nick Payne	4		4	4	4	3	4	4	31	5	3	3	4	5	4	4	2	5	35	66	
T30	Tim Walker + Chris Randall + Tim Kopischke + Joe Peterson	4	4	4	3	4	5	3	4	5	36	4	4	3	5	5	4	4	3	4	36	72
T30	Bill DeBacker + TBD + TBD1 + TBD2	5	4	4	3	4	4	3	4		31	4	4	3	4	5	5	4	3	4	36	67
32	Joe McGillivray + Brian Kalina + Nick Schroer + Kevin Shutes	5	4	4	4	3	4	4	5	37	4	4	3	4	5	4	3	4	5	36	73	
33	Chris Miller + Tom Olson + Jae Locken + Gary Weishalla	5	5	4	3	5	4	3	4	5	38	5	4	3	4	5	4	4	3	4	36	74
34	Tim Anderson + Mark Undis + Lisa Spah + Jenny Pekula	4	5	4	3	4	4	3	4	5	36	4	5	4		5	4	5	3	5	35	71
T35	Todd Boone + Bob Bridgeman + Dan Pelletier + Rick Keranen	5	4	5	5	4	5	3	4	4	39	4	4	3	4	5	4	4	4	5	37	76
T35	Lori Higgins + Holly Krebsbach + Scott Hanson + John Hacker	5	4	5	3	4	4	3	4	5	37	5	5	3	4	4	5	5	4	4	39	76