

EXHIBIT A
BUSINESS ASSISTANCE APPLICATION

A. APPLICANT INFORMATION

Name of Corporation/Partnership Zero Zone Refrigeration LLC
 Address 6151 140th Ave NW Ramsey, MN 55303
 Primary Contact Phil Peterson
 Address 6151 140th Ave NW Ramsey, MN 55303
 Phone (763) 398-1996 Fax _____ E-mail phil.peterson@zero-zone.com

Type of business assistance requested (select one):

Tax Abatement Tax Increment Financing Revolving Loan Fund Other

Have you been, or are you currently, involved in any bankruptcy proceedings or lawsuits related to other development projects with which you have been involved? If yes, please provide an explanation.

Yes No

On a separate sheet, please provide the following:

- Brief description of the corporation/partnership's business, including history, principal product or service, etc. **Attach as Part 1.**
- List names of officers and shareholders/partners with more than five percent (5%) interest in the corporation/partnership. **Attach as Part 2.**
- Brief description of the proposed project. **Attach as Part 3.**
- A *but for* analysis and narrative. **Attach as Part 4.**
- Completed Revolving Loan Fund Application. **Attach as Part 5 if required.**

Attorney Name Fox O'Neill and Shannon Attn: Michael Koutrils
 Address 622 N Water St STE 500 Milwaukee, WI 53202
 Phone (414) 223-3939 Fax _____ E-mail _____

Contractor Name Bauer Design Build
 Address 14030 21st Ave N Plymouth, MN 55447
 Phone (763) 999-7218 Fax _____ E-mail Brenton.sebaverdb.com

Engineer Name _____
 Address _____
 Phone _____ Fax _____ E-mail _____

Architect Name _____
 Address _____
 Phone _____ Fax _____ E-mail _____

C. PUBLIC PURPOSE OBJECTIVES

It is the policy of the City and EDA of Ramsey that the business assistance should result in a public benefit as identified in items 1-10 below. Please indicate how the proposed project will accomplish this by checking the appropriate boxes. **Attach additional narrative as Part 7.**

1. To encourage redevelopment.
2. To retain local jobs and/or increase the number and diversity of jobs that offer stable employment and/or attractive wages and benefits.
3. To enhance and/or diversify the City's economic base.
4. To encourage additional unsubsidized private (re)development.
5. To remove blight and/or encourage (re)development of commercial and industrial areas.
6. To create housing opportunities.
7. To provide a diversity of housing.
8. To provide a variety of family housing ownership alternatives and housing choices.
9. To promote neighborhood stabilization and revitalization by the removal of blight and the upgrading of existing housing stock in residential areas.
10. To accomplish other public policies which may be adopted such as the promotion of quality urban or architectural design, energy conservation, and decreasing capital and/or operating costs of local government.
- Utilization of architectural and landscaping techniques that will enable the components of the project to blend with the natural environment.
 - Mitigation of project impact on the natural environment.

D. SOURCES & USES OF FUNDS

Attach additional information as Part 8

<u>SOURCES</u>	<u>AMOUNT</u>
Bank Loan	\$ <u>10,000,000</u>
Other Loans	\$ _____
Owner Equity	\$ _____
Fed Grant/Loan	\$ _____
State Grant/Loan	\$ <u>640,000</u>
Industrial Development Bonds	\$ _____
Tax Increment Financing	\$ <u>360,000</u>
Tax Abatement	\$ _____
Revolving Loan Fund	\$ _____
Other	\$ _____
TOTAL	\$ <u>11,000,000</u>

<u>USES</u>	<u>AMOUNT</u>
Land Acquisition	\$ _____
Site Development	\$ <u>853,000</u>
Construction	\$ <u>8,160,000</u>
Machinery & Equipment	\$ <u>2,400,000</u>
Architectural/Engineering Fees	\$ <u>1,567,000</u>
Debt Service Reserve	\$ _____
Contingencies	\$ _____
Other	\$ _____
TOTAL	\$ <u>11,000,000</u>

Total Amount of business assistance requested from either Revolving Loan Fund, Abatement, Tax Increment Financing or another source: \$ 1,000,000 (includes ~~500K~~ 640K from State)

E. ADDITIONAL DOCUMENTATION AND CHECKLIST

Applicants will also be required to provide the following documentation.
All personal financial information will be kept private and confidential.

1. Written business plan or a description of the business, ownership/ management, date established, products and services, and future plans.
2. Financial statements for past two years, including profit and loss statements and balance sheets.
3. Two year financial projections.
4. Personal financial statements of all major shareholders (principals) including the most recent 2 years of tax returns. (If requested.)
5. Letter of commitment from other sources of financing, stating terms and conditions of their participation in the project.
6. Administrative fee of up to \$5,000. In addition to defraying the cost of staff time, the fee will be used to pay costs associated with processing this request for financial assistance such as legal, engineering and financial analysis. The City reserves the right to stop the processing of the request until additional fees are paid should the original amount be insufficient to pay such costs. That portion which remains unspent, if any, will be returned only if the project is denied approval.
7. Attach the following documentation:
- _____ Part 1 – Corporation/Partnership Description
 - _____ Part 2 – List of Shareholders/Partners
 - _____ Part 3 – Description of Project
 - _____ Part 4 – *But For* Analysis
 - _____ Part 5 – List of Prospective Lessees (If requested)
 - _____ Part 6 – Legal Description, Property Identification Numbers, maps of the project area, and project renderings
 - _____ Part 7 – Public Purpose Narrative
 - _____ Part 8 – Sources & Uses of Funds – Additional Information

The undersigned certifies that all information provided in this application is true and correct to the best of the undersigned's knowledge. The undersigned authorizes the City and EDA of Ramsey to check credit references, verify financial and other information, and share this information with other political subdivisions as needed. The undersigned also agrees to provide any additional information as may be requested by the City after the filing of this application.

Applicant Name Zerb Zone Date 8-5-2025
 By Bryan DeLouise
 Its Vice President/General Manager

EXHIBIT B
BUSINESS ASSISTANCE REVIEW WORKSHEET
FOR COMMERCIAL/INDUSTRIAL PROJECTS
TO BE COMPLETED BY APPLICANT AND CITY STAFF

A. The project meets which of the following objectives as set forth in Section C of the Business Assistance policy:

- 1. To encourage redevelopment.
- 2. To retain local jobs and/or increase the number and diversity of jobs that offer stable employment and/or attractive wages and benefits.
- 3. To enhance and/or diversify the City's economic base.
- 4. To encourage additional unsubsidized private (re)development.
- 5. To remove blight and/or encourage (re)development of commercial and industrial areas.
- 6. To accomplish other public policies which may be adopted such as the promotion of quality urban or architectural design, energy conservation, and decreasing capital and/or operating costs of local government.
 - Utilization of architectural and landscaping techniques that will enable the components of the project to blend with the natural environment.
 - Mitigation of project impact on the natural environment.

B. Ratio of Private to Public Investment in Project:

Points: 5

\$ 10,000,000	Private Investment	5:1	<u>5</u>
\$ 1,000,000	Public Investment	4:1	<u>4</u>
10:1	Ratio Private : Public Financing	3:1	<u>3</u>
		2:1	<u>2</u>
		Less than 2:1	<u>1</u>

C. Job Creation:

Points: 5

<u>55</u>	Net <i>new</i> jobs (minimum 40 hours per week) or fulltime equivalents	50+	<u>5</u>
		20+	<u>4</u>
		10+	<u>3</u>
		5+	<u>2</u>
		Less than 2	<u>1</u>

D. Wage Level of jobs created:

Points: 5

Average hourly wage		Over \$21/hour	<u>5</u>
Of <i>new</i> jobs	<u>\$21.00 +</u>	\$18-21/hour	<u>4</u>
		\$14-17/hour	<u>3</u>
		\$10-13/hour	<u>2</u>
		Under \$10/hour	<u>1</u>

E. Ratio Of Business Assistance To New Jobs Created:

\$ 360,000 Business assistance requested
55 Number of net *new* jobs created
\$ 6,545 of business assist. per net *new* job created

Points: 4
\$5,000 or less 5
\$15,000 or less 4
\$25,000 or less 3
\$50,000 or less 2
Over \$75,000 1

F. Project size:

The project will result in the construction
of 55,000 square feet

Points: 4
75,000+ 5
50,000+ 4
25,000+ 3
10,000+ 2
5,000 or less 1

G. Type of Project:

100% Owner Occupied
 Mix Owner Occupied & Investment
 Investment Property

Points: 5
5
3
1

H. Likelihood that the project will result in unsubsidized, spin-off development:

High
 Moderate
 Low

Points: 1
5
3
1

I.

Sub-Total Points 29 of a possible 35 points.

Bonus Points

The project will be 100% *pay-as-you-go* financing.
The project is a redevelopment project.

Bonus Points: 3
3
3

Total Points: 32

Overall project analysis: High 35 points
Moderate 25 points
Low 15 points
Not Eligible 5 points

Zero Zone Business Description

Description of the business

Despite its modest beginnings, Zero Zone quickly emerged as a pioneer in the retail refrigeration industry with the application of energy-efficient glass doors on refrigerated and frozen food display cases. This became the foundation for the innovations that would propel Zero Zone into being one of the leading manufacturers in the industry. Today, Zero Zone continues to transcend the challenges that the refrigeration industry faces by developing innovations that maximize product visibility, extend product shelf-life, reduce environmental impact, save energy, and deliver the best overall ROI to customers.

In 2002, Zero Zone acquired Systematic Refrigeration in Ramsey MN, a manufacturer of high-performance refrigeration systems for the perishable food market, ice arenas, and other commercial and industrial applications. The Zero Zone Refrigeration Systems Division, as it is now called, brings over 40 years of refrigeration systems expertise to the company, adding a whole new dimension of innovation, quality, and responsiveness to the Zero Zone brand.

In 2021, Zero Zone expanded its manufacturing operations in Dyersville Iowa with critical support provided by the Iowa Economic Development team. Ramsey was looked at for this investment but difficult workforce conditions at that time and the incentive package offered by Iowa led to the decision to invest in Iowa. Since 2021, Zero Zone has worked with the Workforce Center and Anoka Area Chamber and has solved its workforce deficit and is confident that Ramsey and the surrounding communities have enough workers to strongly consider investment in Ramsey.

Zero Zone manufacturing aligning with plans to double its business in 5 years

Our Vision Statement

Be the premier choice for reliable refrigeration solutions through enriching employee and customer experiences with a commitment to excellence and environmental responsibility.

Core Values

- Respect: Recognizing and showing an appreciation of the value that every person has.
- Integrity: Doing the right thing even if no one's watching.
- Caring for our Family: People are important, support and empathy for all the people we work with is central to our culture.
- Humility: Putting the needs of others before self, seek to serve rather than to be served.

Enabling Values

- Responsive to Needs: Understanding and recognizing the needs of our stakeholders and responding positively.
- Working Together: Collaborating and cooperating to achieve objectives. It is more important what 'we' did than what 'I' did.
- Continual Learning: Improvement does not come without learning. Continuous improvement is a result of continuous learning.
- Process Accountable: Processes produce results and people follow processes; people produce results when they follow processes.

Ownership/Management

Zero Zone is owned by the Lubar & Co. Private Equity Firm based in Milwaukee, Wisconsin.

- We are a multi-generational, family-owned private investment company in Milwaukee. Lubar & Co. provides the capital and business support to help the Lubar companies grow and achieve sustainable success. We don't simply invest capital. We pro-actively collaborate with management to help companies reach their potential.
- We invest in people
 - At Lubar & Co., we support and empower promising and proven management teams. Our Professional Ownership® approach to building businesses helps each enterprise reach its potential, enrich lives and ensure its legacy thrives.
- Looking for management teams ready to grow
 - Lubar & Co. invests its own capital using a buy-and-build strategy, backed by decades of experience in a wide variety of industries and extensive financial and operations expertise. Each of our portfolio companies has ambitious goals for growth, led by management teams with deep knowledge and experience.

At Lubar & Co., we are committed to helping our portfolio companies achieve long-term growth through collaboration and strategic support: A successful approach for over 50 years.

Zero Zone Business Growth

In response to significant business growth opportunities, Zero Zone is currently reviewing options to either expand its capabilities in Ramsey Minnesota or expand its operations in Iowa.

A Ramsey Minnesota expansion site plan is under consideration, which includes approx. 40,000 sq ft of additional production space and 18,000 sq ft of office and lab testing areas on real estate Zero Zone currently owns that was purchased from the City of Ramsey.

Why is Zero Zone Refrigeration Seeking Funds?

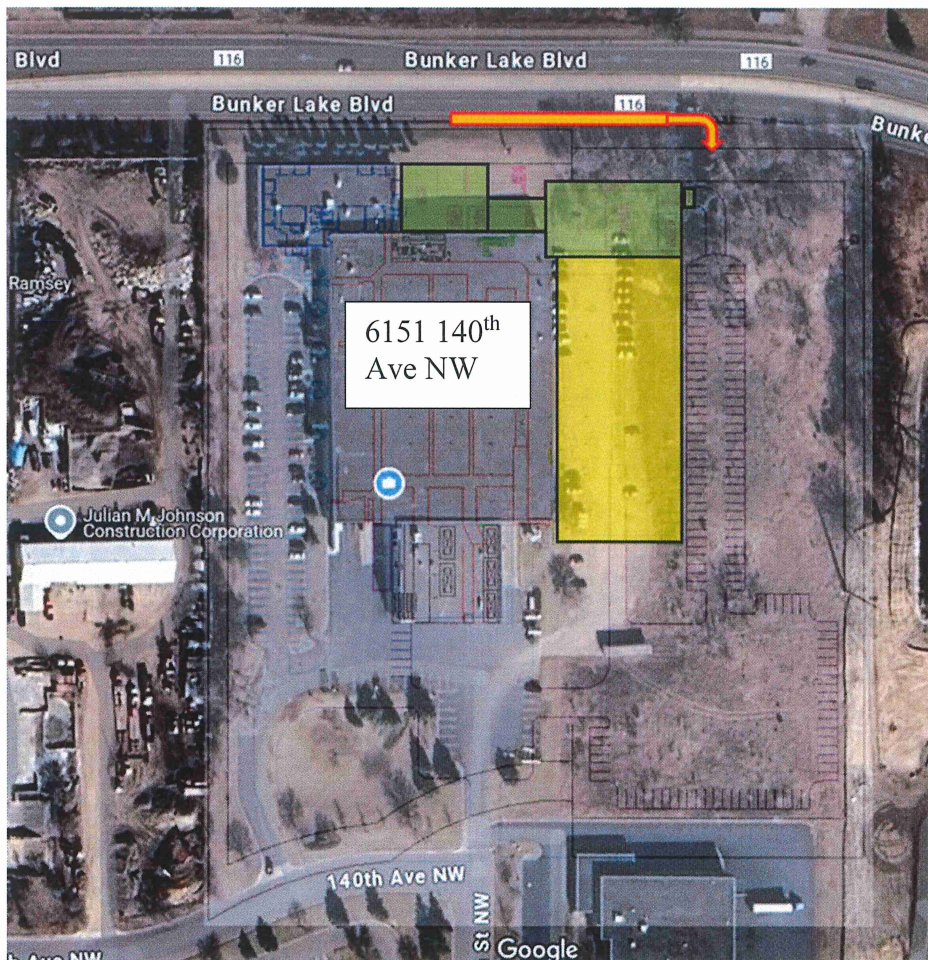
Zero Zone is currently approaching a level of business growth that has us maxing out our existing production and support function capacity. The board of directors has approved a building expansion project for the systems division to increase overall production capacity. Currently, we are in early schematic design and exploring all financial options.

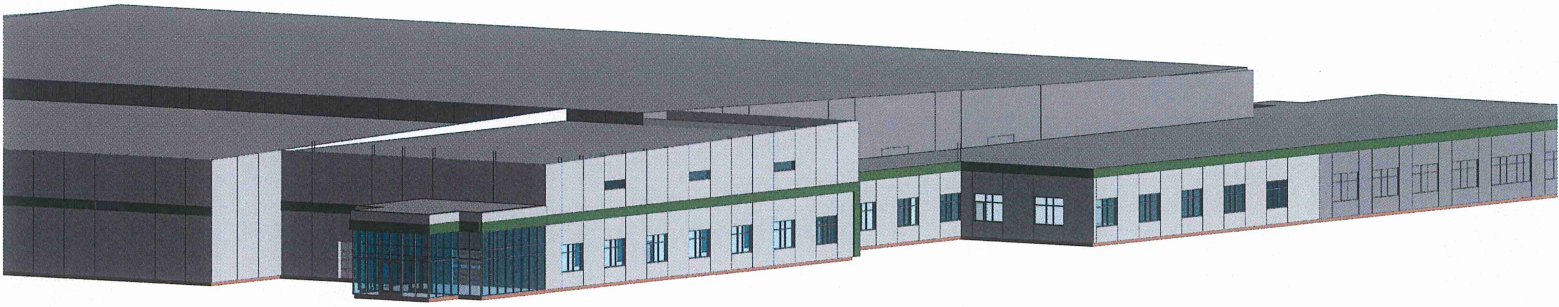
As a business, it is prudent for Zero Zone to explore all options while we evaluate our future expansion plans. Provided funds would assist us in growing a proven business model and would support many sustainable and well-paying jobs in Ramsey Minnesota.

Zero Zone also operates a sister plant in Dyersville Iowa. This plant has experienced recent growth and has proven its manufacturing capabilities. We are concurrently evaluating expanding the plant in Iowa, and the potential financial aid that could come with expanding there. Zero Zone is currently sub-leasing an existing connected building that potentially could be used for expansion at that site.

Given the expertise on site, longer operating history and core competencies, Zero Zone's preference is to expand the plant in Ramsey. The financial aid being proposed, and contingencies associated will be a factor in determining which site this investment will occur. Without assistance from the City of Ramsey and/or State of Minnesota there is a strong likelihood that the investment by Zero zone would be made in Iowa, rather than Ramsey.

Potential Ramsey Minnesota Building Expansion







DATE	
DESIGNED BY	
CHECKED BY	
APPROVED BY	
DATE	

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DATE	2/28/2025
DESIGNED BY	LAH
CHECKED BY	LAH
APPROVED BY	LAH
DATE	2/28/2025

NOT FOR CONSTRUCTION



NOTE: EXISTING CONDITIONS INFORMATION FROM AERIAL PHOTOGRAPHY & FIELD SURVEY. ALL INFORMATION PREPARED BY LOUCKS, DATED 07/23/2025.

LEGEND

	CATCH BASIN
	HANDLED AND ACTION
	SANITARY MANHOLE
	GATE VALVE
	WATER MANHOLE
	LIGHT POLE
	ELECTRIC METER
	TELEPHONE PEDIESTAL
	SIGN
	SOIL BORING
	ACCESSIBLE PARKING STALL
	STORM SEWER
	SANITARY SEWER
	WATER MAIN
	SEWER POWER SERVICE
	UNDERGROUND ELECTRIC
	UNDERGROUND GAS
	UNDERGROUND TELEPHONE
	OTHER UTILITY
	FENCE
	RETAINING WALL
	CONCRETE CURB
	NO PARKING
	CONTOUR
	SPOT ELEVATION
	TREE LINE
	BUILDING FOOTPRINT
	BUILDING SETBACK LINE

CURB TYPES

	8" x 4" CURB & GUTTER STANDARD
	8" x 4" CURB & GUTTER 1/4" CUT IN
	8" x 4" CURB & GUTTER 1/2" STANDARD
	8" x 4" CURB & GUTTER 1/2" CUT IN
	8" x 4" CURB & GUTTER 1/2" STANDARD WITH 1/4" CUT IN

PAVEMENT TYPES

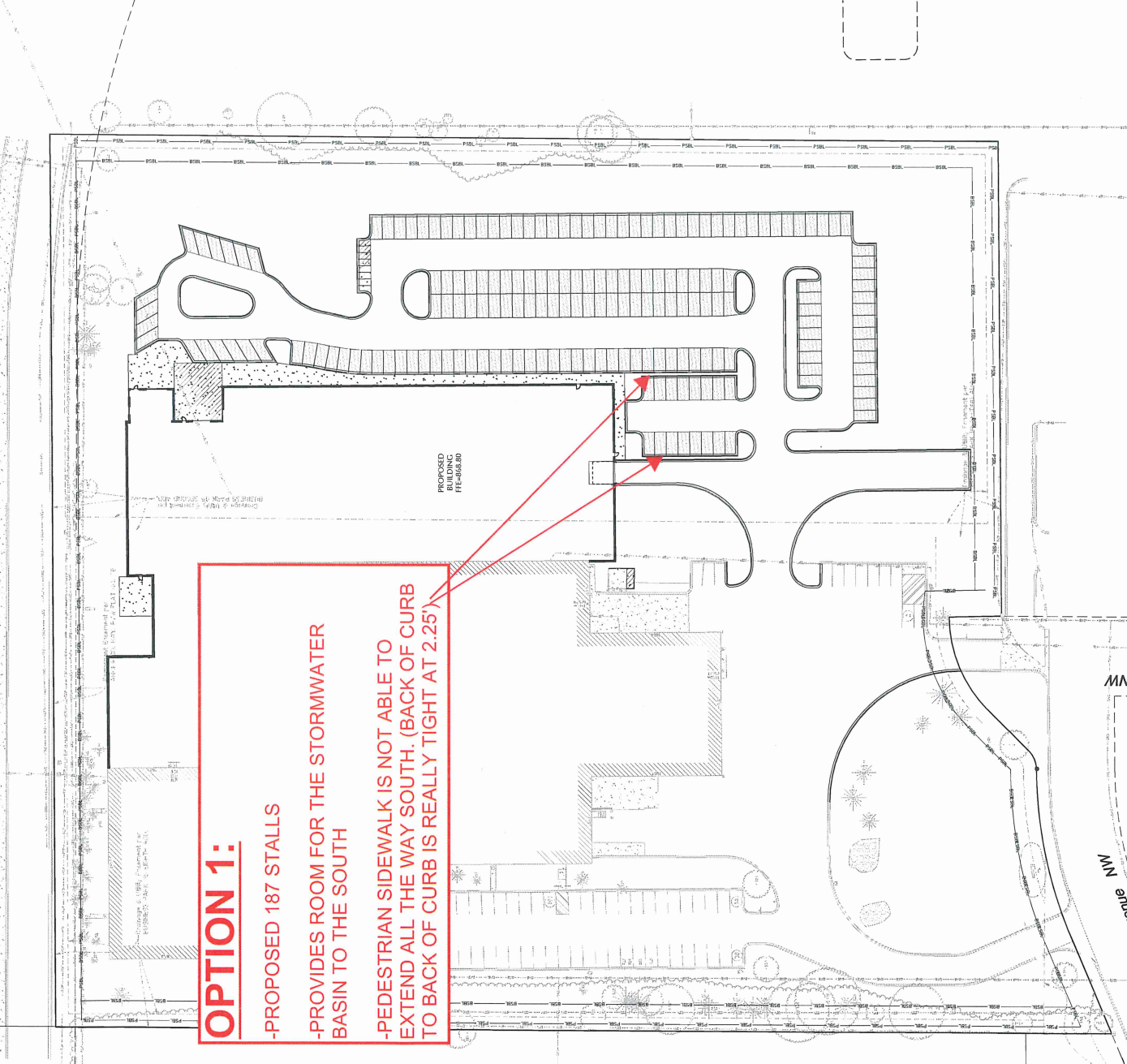
	CONCRETE SIDEWALK
	CONCRETE PAVEMENT
	BITUMINOUS PAVEMENT
	HEAVY DUTY BITUMINOUS PAVEMENT
	1/2" x 1/2" x 1/2" AGGREGATE EXISTING PARKING LOT PAVING
	GRAVEL
	PAVERS
	2" x 2" ULTRACURE PAVERS BY TECHNICOLOR COLOR TO BE U-30

SEE PAVEMENT SECTIONS ON SHEET S01 FOR TYPE AND DEPTH INFORMATION.

CALL US FOR A FREE
ESTIMATE

Gopher State One Call
800.444.4444
www.gopherstateonecall.com

WARNING:
THE CONTRACTOR SHALL BE RESPONSIBLE FOR CONTACTING LOCATIONS OF ALL UTILITIES PRIOR TO CONSTRUCTION. THE CONTRACTOR SHALL BE RESPONSIBLE FOR OBTAINING ALL NECESSARY PERMITS AND APPROVALS PRIOR TO CONSTRUCTION. THE CONTRACTOR SHALL BE RESPONSIBLE FOR OBTAINING ALL NECESSARY PERMITS AND APPROVALS PRIOR TO CONSTRUCTION. THE CONTRACTOR SHALL BE RESPONSIBLE FOR OBTAINING ALL NECESSARY PERMITS AND APPROVALS PRIOR TO CONSTRUCTION.



OPTION 1:

- PROPOSED 187 STALLS
- PROVIDES ROOM FOR THE STORMWATER BASIN TO THE SOUTH
- PEDESTRIAN SIDEWALK IS NOT ABLE TO EXTEND ALL THE WAY SOUTH. (BACK OF CURB TO BACK OF CURB IS REALLY TIGHT AT 2.25')