

**City of Ramsey**  
**Agenda**  
**Economic Development Authority (EDA)**  
**Thursday, January 9, 2025**  
**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 December 12, 2024
  
4. **EDA Business**
  1. Consider Approval of Amended and Restated Right of Re-Entry Agreement: Ramsey Properties, LLC
  
  2. Consider Extension of CBRE Real Estate Listing Agreement for City Owned Land in COR
  
  3. Receive 2024 Business Retention and Expansion Presentation and Adopt 2025 Goals
  
5. **Member/Staff Input**
  
6. **Adjournment**

**Economic Development Authority (EDA)**

**Meeting Date:** 01/09/2025

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

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**Title:**

Approve EDA Meeting Minutes for December 12, 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 December 12, 2024 EDA meeting minutes.

**Outcome/Action:**

Motion to approve December 12, 2024 EDA meeting minutes.

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**Attachments**

EDA Meeting Minutes

**Form Review**

**Inbox**

Sean Sullivan

Brian Hagen

Form Started By: Wendy Schlueter

Final Approval Date: 01/02/2025

**Reviewed By**

Sean Sullivan

Brian Hagen

**Date**

12/18/2024 03:32 PM

01/02/2025 11:38 AM

Started On: 12/18/2024 02:52 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, December 12, 2024, at the Ramsey Municipal Center, 7550 Sunwood Drive NW, Ramsey, Minnesota.

Members Present:     Chairperson Scott Wiyninger  
                            Member Chelsee Howell  
                            Member Brittany Lindahl  
                            Member William MacLennan  
                            Member Shanna Stewart

Members Absent:     Member Rachal Johnson  
                            Member Chris Riley

Also Present:         Sean Sullivan, Economic Development Manager

**1.     CALL TO ORDER**

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

**2.     APPROVE AGENDA**

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

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

**3.     CONSENT AGENDA**

**3.01:   Approve Meeting Minutes Dated October 10, 2024**

Motion by Member Lindahl, seconded by Member Stewart, to approve the October 10, 2024, minutes as presented.

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

**4.     EDA BUSINESS**

#### **4.01: Consider Recommendation of Approval of Purchase Agreement and Right of Re-Entry Agreement for Part of Outlot D, Waterfront Village: Case of Capital Real Estate, Inc.**

Economic Development Manager Sullivan presented the staff report.

Chairperson Wyingner invited the applicant to speak.

Rick Hauser, Capital Real Estate, commented that since the last meeting, he has been working to secure the tenant lineup for this location and they do have several tenants in the LOI phase. He stated that they have Taco Bell, Starbucks, and Chipotle all in negotiations.

Chairperson Wyingner stated that he visited some of the developer's other locations and commented that they are clean and easy to get in and out of.

Member Stewart asked for details on the type of signage.

Mr. Hauser stated that they would envision a tall monument sign with a brick base and sides, with panels for each of the three tenants. He commented that they could put some type of City branding on the top of the sign as well.

Motion by Member Stewart, seconded by Member Lindahl, to recommend to City Council to Approve Purchase Agreement and Right of Re-Entry Agreement with Capital Real Estate, Inc., subject to City Attorney review.

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

#### **4.02: Receive New Community Profile and One Page Brochure**

Economic Development Manager Sullivan presented the staff report.

Member Stewart asked for and received clarification on how the different documents would be used.

Chairperson Wyingner stated that he would like the history to be ordered the same way, noting one section that starts from the past and moves forward while another starts from now and moves backward. He appreciates the concise approach and intentionality of staff when developing these documents.

Member Stewart commented that she would be unsure which side of the one-page brochure is the front and suggested changing the logo or doing something different to identify the front page.

Member Howell suggested using different photos on the one-page brochure.

Chairperson Wyingner proposed using alternative photos in the one-page brochure to better appeal to the targeted industrial audience and effectively promote Ramsey.

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

Economic Development Manager Sullivan stated that the Planning Commission has been reviewing the sign code to make it more consistent. He asked if the EDA would be interested in receiving a presentation from planning staff related to the proposed changes.

Chairperson Wyingner stated that he has had multiple businesses reach out to him with questions about signage and therefore would find it helpful to learn more information.

Members Stewart and Lindahl agreed that it is important for the EDA to better understand what is allowed.

Member Howell agreed as well, noting that the EDA looks more from a marketing standpoint, which may be helpful to planning staff as well.

Economic Development Manager Sullivan stated that he received approval from the Met Council to assist in selling some outlots. He advised of the Take 5 ribbon cutting later today, and also highlighted other upcoming events, and provided a summary of recent Council action on EDA-related items.

## **6. ADJOURNMENT**

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

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

The regular meeting of the Economic Development Authority adjourned at 8:07 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

DRAFT

**Economic Development Authority (EDA)**

**4. 1.**

**Meeting Date:** 01/09/2025

**By:** Sean Sullivan, Community Development

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**Title:**

Consider Approval of Amended and Restated Right of Re-Entry Agreement: Ramsey Properties, LLC

**Purpose/Background:**

Ramsey Properties, LLC purchased Lot 1, Block 1, Ramsey Properties Addition from the City of Ramsey on August 22, 2023. The cost for the land was \$1.00 with an assigned value of \$434,511. (TIF) The closing required the filing of a Right of Re-Entry Agreement requiring a Certificate of Occupancy for a 98 Unit Hilton Home2Suite Hotel by January 22, 2025. Substantial progress has been made on the project and the project construction is in the final phase but it will not be completed by January 22, 2025. Factors including, supply chain delays (windows), a change in the project management team, changes in the scope of the project by the franchise partner and changes required by the State of Minnesota building code have pushed the project finish date out longer than anticipated. The developer has asked the City of Ramsey to consider extending the Certificate of Occupancy date in the recorded Right of Re-Entry Agreement from January 22, 2025 to June 30, 2025. (see attached letter)

The purpose of the Right of Re-Entry Agreement is to prohibit land speculation and to guarantee a certain type of development to occur when the City sells City-owned property. Based on the substantial construction completed for the 98 unit Hilton Home2Suites Hotel, it is obvious that the Developer is not holding the land for speculation purposes and is acting in good faith to complete the project. The current recorded Right of Re-Entry Agreement has two remedies that the City could exercise upon Ramsey Properties in the event that a Certificate of Occupancy is not issued by January 22, 2025. One option is to re-enter the property and take possession. The other option would be to impose a \$50,000 penalty on the Developer and to let the Developer retain the property. In the event that an Amended and Restated Right of Re-Entry Agreement is not approved the EDA should be prepared make a recommendation on which remedy to exercise. Based on the substantial completion of the project and the rationale for the extension of the C/O date to June 30, 2025, Staff recommends approval of the Amended and Restated Right of Re-Entry Agreement and not to exercise remedies in the existing Right of Re-Entry Agreement.

**Notification:**

Notification is not required.

**Observations/Alternatives:**

**Observations:**

Ramsey Properties, LLC is requesting the Certificate of Occupancy date in the recorded Right of Re-Entry Agreement be changed from January 22, 2025 to June 30, 2025. Although it is possible that the project could be completed much sooner than the requested June 30, 2025 date, Staff supports the longer time frame based on the previous delays to the project and to provide some flexibility if there are other unforeseen delays. The EDA must determine if this request is reasonable and make a recommendation to the City Council. Staff has put together a number of alternatives to consider based on the consensus of the EDA.

**Alternatives:**

**Option 1 - Approve Extension of Right of Re-Entry Agreement from January 22, 2025 to June 30, 2025**

1. Motion to recommend to the City Council to approve the Amended and Restated Right of Re-Entry Agreement (as presented); subject to City Attorney review.

2. Motion to recommend to the City Council to approve the Amended and Restated Right of Re-Entry Agreement (with changes); subject to City Attorney review.
3. Something else.

Or;

**Option 2 - No Extension of Right of Re-Entry Agreement**

1. Motion to recommend to the City Council to re-enter and take possession of the Property pursuant to Paragraph 4 of the Right of Re-Entry Agreement dated August 22, 2023 if a C/O is not obtained by January 22, 2025.
2. Motion to recommend to the City Council to impose a \$50,000 fine pursuant to Paragraph 3 of the Right of Re-Entry Agreement dated August 22, 2023 if a C/O is not obtained by January 22, 2025.
3. Something Else

**Funding Source:**

This case is being handled as part of normal Staff duties.

**Recommendation:**

Staff recommendation is for a motion by the EDA to recommend to the City Council to approve the Amended and Restated Right of Re-Entry Agreement (as presented); subject to City Attorney review.

**Action:**

Motion to recommend to the City Council to approve the Amended and Restated Right of Re-Entry Agreement (as presented); subject to City Attorney review.

**Attachments**

- Site Location Map
- ACTION - Amended Right of Re-Entry Agreement
- Letter - Request for Extension of CO
- Reference - Recorded Right of Re-Entry Agreement

**Form Review**

<b>Inbox</b>	<b>Reviewed By</b>	<b>Date</b>
Sean Sullivan (Originator)	Sean Sullivan	12/23/2024 02:32 PM
Brian Hagen	Brian Hagen	01/02/2025 11:40 AM
Form Started By: Sean Sullivan		Started On: 12/23/2024 09:11 AM
Final Approval Date: 01/02/2025		

# Site Location Map Hilton Home2 Suites



**Parcel Information:**      Approx. Acres: 2.81325164  
 28-32-25-23-0024      Commissioner: JOHN HEINRICH  
 7895 SUNWOOD DR NW  
 RAMSEY  
 MN 55303  
 Plat: RAMSEY PROPERTIES ADDITION

**Owner Information:**  
 RAMSEY PROPERTIES LLC  
 8445 BUNKER LAKE BLVD NW  
 RAMSEY  
 MN  
 55303



Sean Sullivan

1:2,400

Date: 12/23/2024

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.

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[Reserved for Recording Data]

## AMENDED AND RESTATED RIGHT OF RE-ENTRY AGREEMENT

This Amended and Restated Right of Re-entry Agreement is entered into on \_\_\_\_\_, 2025, by and between the **City of Ramsey**, a Minnesota municipal corporation (“Seller”), and **Ramsey Properties, LLC**, a Minnesota Limited Liability Company (“Buyer”).

### Recitals

A. On August 22, 2023, Seller conveyed title of the following Property to Buyer:

Lot 1, Block 1, Ramsey Properties Addition, Anoka County, Minnesota

B. Title to the Property was conveyed subject to Buyer fulfilling certain Conditions as set forth below.

C. As indicated in the Second Amendment to Purchase Agreement between the City of Ramsey and **Ramsey Properties, LLC, a Minnesota Limited Liability Company**, with an Effective Date of **August 26, 2022**, Paragraph 5., **CONSTRUCTION DEADLINE**. Buyer shall obtain a certificate of occupancy from the City of Ramsey for the construction of minimum 98 unit - 4 story hotel with pool compliant with COR Zoning requirements to be further defined by an approved Site Plan 16 months after closing; provided, however, that if completion of performance shall be delayed at any time by reason of acts of God, war, civil commotion, riots, strikes, picketing or other labor disputes, unavailability of labor or materials, damage to work in progress by reason of fire or other casualty, or any cause beyond such Party’s reasonable control, then the time for performance as herein specified shall be appropriately extended by the amount of the delay actually so caused. At Closing, a “Right of Re-Entry Agreement” must be executed and recorded to the Property providing that, in the event

the above deadline is not met, Seller has the right to reclaim title to the parcel(s) for which a certificate of occupancy was not obtained..

- D. The Buyer and Seller entered in to a Right of Re-Entry Agreement dated August 22, 2023 and recorded at the Anoka County Registrar of Titles on September 15, 2023 as document number 612539.008.
- E. The Buyer has requested that the required certificate of occupancy date of the Right of Re-entry Agreement be changed from January 22, 2025 to June 30, 2025.

#### Agreement

- 1. The recitals are incorporated herein as if fully set forth and amend and super cede the Right of Re-Entry Agreement filed on August 22, 2023 as document number 612539.008.
- 2. Seller shall have the right, but not the obligation, to either impose a penalty against the Property pursuant to Paragraph 3, or to re-enter and take possession of the Property pursuant to Paragraph 4, in the event that any of the following Conditions are not satisfied by Buyer:
  - a. Buyer must obtain a certificate of occupancy from the City of Ramsey, for the project described below by June 30, 2025.

#### Project Description:

- i. **Ramsey Properties, LLC** Site Plan, approved by the City of Ramsey on May 9, 2023 by Resolution #23-059.
- ii. Development Agreement for **Ramsey Properties, LLC**, approved by the City of Ramsey on July 11, 2023 by Resolution #23-117.

Provided, however that if completion of the performance shall be delayed at any time by reason of acts of God, war, civil commotion, riots, strikes, picketing or other labor disputes unavailability of labor or materials, damage to work in progress by reason of fire or other casualty, or any cause beyond such Party's reasonable control, then the time for performance as herein specified shall be appropriately extended by the amount of the delay actually so caused.

- 3. Seller may impose a penalty of \$50,000.00 against the Property if the certificate of occupancy is not obtained, for the construction of a minimum 65,000 square foot 98-unit hotel, pursuant to the deadline set forth above. The penalty is due upon

written notice to Buyer from Seller of the failure to satisfy a contingency. In the event the penalty is not paid within 30 days of receipt of the notice, Seller may, but is not required to, certify the penalty to Anoka County as an assessment against the Property. Buyer waives any and all rights under Minnesota Statutes, chapter 429, and any other applicable law, including any right to notice of hearing and hearing, the right to object, and the right to appeal the assessment. Buyer further waives any requirements of the City Charter that may apply to said assessment.

4. As an alternative to imposition of a financial penalty and not in addition thereto, Seller may re-enter and take physical possession of the Property. Title to the Property shall be restored in Seller, and Buyer shall execute whatever documents and undertake whatever steps are necessary to establish and confirm Seller's fee simple interest in the Property free of any claims or encumbrances, including mechanic's liens.
5. This document constitutes the entire Right of Re-entry Agreement between the parties. Any modifications or amendments to this Agreement must be in writing and signed by both parties.
6. At the request of the Buyer following the satisfaction of the Conditions, the City will execute and deliver a recordable termination of this Right of Entry Agreement. The fee for recording the termination will be paid by Buyer.

**CITY OF RAMSEY**, a Minnesota Municipal Corporation

By: \_\_\_\_\_  
Ryan Heineman, Mayor

By: \_\_\_\_\_  
Brian Hagen, City Administrator

This instrument was acknowledged before me on \_\_\_\_\_, 2025, by Ryan Heineman and Brian Hagen, as Mayor and City Administrator, respectively, of the City of Ramsey, a municipal corporation under the laws of the State of Minnesota on behalf of the Minnesota municipal corporation.

\_\_\_\_\_  
Notary Public

**Ramsey Properties, LLC, a Minnesota Limited Liability Company**

By: \_\_\_\_\_  
Emily Allegra, President

This instrument was acknowledged before me on \_\_\_\_\_, 2025, by Emily Allegra, President of Ramsey Properties, LLC, a Minnesota Limited Liability Company under the laws of the State of Minnesota on behalf of the Minnesota limited liability company.

\_\_\_\_\_  
Notary Public

This instrument drafted by:  
City of Ramsey  
7550 Sunwood Drive NW  
Ramsey, MN 55303  
(763)-433-9868

# EMILY ALLEGRA RAMSEY PROPERTIES, LLC

8445 Bunker Lake Blvd. NW Ramsey, MN 55303 | 763-516-1078 | emily@schieboutfa.com

**December 20<sup>th</sup>, 2024**

Sean Sullivan  
Economic Development Manager  
City of Ramsey  
7550 Sunwood Drive NW  
Ramsey, MN 55303

**Dear Sean Sullivan:**

I am writing with regards to the Home2Suites project and the date required for obtaining the Certificate of Occupancy as written in our Right to Re-Entry Agreement. Currently the agreement requires the CO to be obtained on or before January 22, 2025. Although we have made substantial progress with the project and are in the final phase of the development, the project has moved slower than we originally anticipated based on a number of factors. Due to that, I do not believe we are going to meet that deadline. Generally, some of the factors that caused the change in schedule were delay in product delivery due to supply chain issues such as with our windows, changes in project management oversight, changes in the scope of the construction plans for the project due to requirements and requests with our franchise partner, as well as changes required by the State of Minnesota to best align with state requirements.

I am requesting for the City Council to approve an amendment to the Right of Re-Entry Agreement to give our team more time to finish up the project. I would like to request for this extension to be amended to obtaining the Certificate of Occupancy by June 30, 2025. This will allow us an ample window beyond our current projected schedule to finish the remainder of the development.

Thank you for your consideration.

Sincerely,



**Emily Allegra  
Ramsey Properties, LLC**

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[Reserved for Recording Data]

## RIGHT OF RE-ENTRY AGREEMENT

This Right of Re-entry Agreement is entered into on August 22, 2023, by and between the **City of Ramsey**, a Minnesota municipal corporation ("Seller"), and **Ramsey Properties, LLC**, a Minnesota Limited Liability Company ("Buyer").

### Recitals

A. On August 22, 2023, Seller conveyed title of the following Property to Buyer:

Lot 1, Block 1, Ramsey Properties Addition, Anoka County, Minnesota

B. Title to the Property was conveyed subject to Buyer fulfilling certain Conditions as set forth below.

C. As indicated in the Purchase Agreement between the City of Ramsey and Schiebout Family Limited Partnership, LLLP, LLC, dated August 26, 2022, Section 28, and the Second Amendment to Purchase Agreement between the City of Ramsey and Ramsey Properties, LLC, Section 5, dated June 27, 2023, it is the intent of the parties to create and set forth a right to impose a penalty or a right of re-entry in favor of Seller in the event Buyer fails to satisfy the Conditions.

### Agreement

1. The recitals are incorporated herein as if fully set forth.
2. Seller shall have the right, but not the obligation, to either impose a penalty against the Property pursuant to Paragraph 3, or to re-enter and take possession of the

Property pursuant to Paragraph 4, in the event that any of the following Conditions are not satisfied by Buyer:

- a. Buyer must obtain a certificate of occupancy from the City of Ramsey, for the project described below by January 22, 2025.

Project Description:

- i. **Ramsey Properties, LLC** Site Plan, approved by the City of Ramsey on May 9, 2023 by Resolution #23-059.
- ii. Development Agreement for **Ramsey Properties, LLC**, approved by the City of Ramsey on July 11, 2023 by Resolution #23-117.

Provided, however that if completion of the performance shall be delayed at any time by reason of acts of God, war, civil commotion, riots, strikes, picketing or other labor disputes unavailability of labor or materials, damage to work in progress by reason of fire or other casualty, or any cause beyond such Party's reasonable control, then the time for performance as herein specified shall be appropriately extended by the amount of the delay actually so caused.

3. Seller may impose a penalty of \$50,000.00 against the Property if the certificate of occupancy is not obtained, for the construction of a minimum 65,000 square foot 98-unit hotel, pursuant to the deadline set forth above. The penalty is due upon written notice to Buyer from Seller of the failure to satisfy a contingency. In the event the penalty is not paid within 30 days of receipt of the notice, Seller may, but is not required to, certify the penalty to Anoka County as an assessment against the Property. Buyer waives any and all rights under Minnesota Statutes, chapter 429, and any other applicable law, including any right to notice of hearing and hearing, the right to object, and the right to appeal the assessment. Buyer further waives any requirements of the City Charter that may apply to said assessment.
4. As an alternative to imposition of a financial penalty and not in addition thereto, Seller may re-enter and take physical possession of the Property. Title to the Property shall be restored in Seller, and Buyer shall execute whatever documents and undertake whatever steps are necessary to establish and confirm Seller's fee simple interest in the Property free of any claims or encumbrances, including mechanic's liens.

5. This document constitutes the entire Right of Re-entry Agreement between the parties. Any modifications or amendments to this Agreement must be in writing and signed by both parties.
6. At the request of the Buyer following the satisfaction of the Conditions, the City will execute and deliver a recordable termination of this Right of Entry Agreement. The fee for recording the termination will be paid by Buyer.

CITY OF RAMSEY

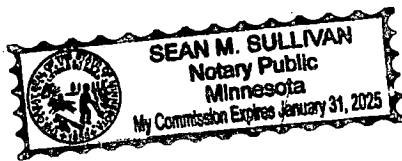
By: Mark E. Kuzma  
Mark E. Kuzma, Mayor

By: Brian Hagen  
Brian Hagen, City Administrator



This instrument was acknowledged before me on August 17, 2023, by Mark E. Kuzma and Brian Hagen as Mayor and City Administrator, respectively, of the City of Ramsey a Minnesota Municipal Corporation on behalf of the Minnesota municipal corporation.

Sean M. Sullivan  
Notary Public



**Ramsey Properties**, a Minnesota Limited Liability Company

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

Emily Allegra, President

This instrument was acknowledged before me on August 17, 2023, by Emily Allegra, President of Ramsey Properties, LLC, a Minnesota limited liability company on behalf of the Minnesota limited liability company.



\_\_\_\_\_  
Sean M. Sullivan  
Notary Public

This instrument drafted by:  
City of Ramsey  
7550 Sunwood Drive NW  
Ramsey, MN 55303  
763-433-9868

**Economic Development Authority (EDA)****Meeting Date:** 01/09/2025**Primary Strategic Plan Initiative:** Promote economic growth and development.**Title:**

Consider Extension of CBRE Real Estate Listing Agreement for City Owned Land in COR

**Purpose/Background:**

The purpose of this case is to consider extending the listing agreement with CBRE for some of the City owned land held for resale. The City currently lists some of its own property utilizing Costar/Loopnet and MNCAR through the Anoka County access. City Staff has been satisfied with the work of Brian Pankratz with CBRE on the current listings and we communicate frequently. The proposed listing agreement with CBRE would be from February 1, 2025 - January 31, 2026. It should be noted that CBRE only lists some city-owned property in the COR and does not list properties outside of the COR. City-owned properties outside of the COR are listed on Loopnet and MNCAR.

There is currently one pending purchase agreement on CBRE listed parcels. The pending purchase agreement is for Parcels 46d with Capital Real Estate, Inc. (Chipotle). In 2024, the City closed on the Take 5 Oil Change site (42a) and the project was completed in December of 2024. Construction continues on the 98-unit Hilton Home 2 Suites Hotel and the 108-unit detached town home project by Centra on parcel 46a. CBRE has been listing and marketing Parcels 50c, 46c, 46d, 48a, 47f, and 48c. (See attached COR Parcel Map) Development interest has slowed for Parcel 50c due to the pending construction of the interchange on Hwy 10 at Ramsey Boulevard but staff expects interest to increase once the project starts this year and it gets closer to completion. Staff has met with CBRE and also has re-evaluated land listing pricing increases as outlined below under Observations. For the 2025 Listing Agreement with CBRE, staff has removed parcels 48a, (Large Mixed use/residential) 48e (Former Cor Trust site) and 47e (Storyteller / Mixed Use residential). We have added back Parcel 46c to the CBRE listing agreement, since Norhart has terminated its purchase agreement. Staff believes that that a portion of parcel 46c likely will sell as retail, based on the other retail development occurring in close proximity. Having a reputable company like CBRE helps broadcast our available sites to a large group of contacts/clients as noted in the 2025 City of Ramsey Land Review and 2025 Prospect List provided by CBRE. Brian Pankratz from CBRE will be present to answer questions the EDA might have and to talk about market conditions.

**Notification:**

None required

**Time Frame/Observations/Alternatives:**

The listing agreement is proposed to be extended 1 year to January 31, 2026. All other terms and conditions remain the same as July 10, 2019 Listing Agreement. The following parcels (and current status) are included in the proposed attached listing agreement with CBRE below:

**Proposed CBRE Listing Parcels**

1. Parcel 50c- 28- 32- 25- 41- 0024 - Approximately 6.97 acres - Listing Price \$8.00 / SF (up from \$5.00 / SF)
2. Parcel 47f- 28- 32- 25- 23- 0020 - 1.43 acres - Listing Price \$6.50 / SF (Up from \$5.00 / SF)
3. Parcel 46d- 28- 32- 25- 22- 0107 - 3.17 to 3.34 acres - Pending PA at \$6.74 to \$7.00 / SF
4. Parcel 46c- 28-32-25-23-0025 - 7979 Sunwood Drive NW (Former Norhart) - 4 acres \$6.50 / SF (up from \$5.00 / SF)
5. Parcel 48c- 28- 32- 25- 31- 0025 - 1.74 Acres - \$7.00 / SF (up from \$5.00 / SF)

The City is, or will be, listing the following COR parcels on MNCAR / Loopnet:

1. Parcel 47e - 28-32-25-31-0023 (high density / Mixed Use - former Storyteller Site) - 0.53 acres - \$5.00 / SF (Tough remnant to sell)
2. Parcel 48e - Pt of 28-32-25-24-0017 (Former COR Trust Bank Site) - approximately 1.5 acres - \$6.50 / SF (up from \$6.00 / SF)
3. Parcel 48a - Pt of 28-32-25-24-0017 (Large mixed use / commercial /residential) approximately 13 acres - \$5.50 / SF (up from \$4.00 / SF)
4. Parcel 52b - 28-32-25-13-0092 - (Former AEON Option-High Density Residential) 1.36 acres - \$4.00 / SF
5. Parcel 52c - 28-32-25-13-0034 - (Medium Density Residential) approximately 1.58 acres - \$4.00 / SF

**Alternatives:**

- 1) Recommendation to City Council to Approve Listing Agreement with CBRE (as presented)
- 2) Recommendation to City Council to Approve Listing Agreement with CBRE (with changes)
- 3) Recommendation to City Council to not Utilize CBRE Listing Services and to have Staff List all Properties
- 4) Something Else

**Funding Source:**

There is no immediate or initial up-front costs. CBRE is only paid at time of sale, and a commission is deducted from the gross sales price rather than an hourly rate. In addition, Staff previously negotiated a reduction of commission from 5% to 3% for City generated leads on CBRE listed property which continues in this Listing Agreement term.

**Recommendation:**

Staff recommends approval of the Listing Agreement with CBRE from February 1, 2025 - January 31, 2026 as presented.

**Outcome/Action:**

Motion to recommend to City Council approval of the Listing Agreement with CBRE from February 1, 2025 - January 31, 2026 as presented.

**Attachments**

- ACTION - COR Listing Amendment
- Map of COR Parcels 2025
- CBRE Land Review 2025
- CBRE Prospect List 2025
- Housing Market Report
- Q3 Office Report
- Q3 Industrial Market Report
- 2019 CBRE Listing Agreement

**Form Review**

<b>Inbox</b>	<b>Reviewed By</b>	<b>Date</b>
Sean Sullivan (Originator)	Sean Sullivan	01/02/2025 08:41 AM
Brian Hagen	Brian Hagen	01/02/2025 11:40 AM
Form Started By: Sean Sullivan		Started On: 12/30/2024 10:50 AM
Final Approval Date: 01/02/2025		



**AMENDMENT TO LISTING AGREEMENT**

CBRE, INC.  
BROKERAGE AND MANAGEMENT  
LICENSED REAL ESTATE BROKER

January 2, 2025

This is an Amendment to the Exclusive Sales Listing Agreement ("Listing") dated July 10, 2019, between City of Ramsey ("Owner") and CBRE, INC. ("Broker") for the real property described as Multiple Land Parcels, City of Ramsey, Minnesota.

- 1. Parcel 50c- 28- 32- 25- 41- 0024
- 2. Parcel 47f- 28- 32- 25- 23- 0020
- 3. Parcel 46d- 28- 32- 25- 22- 0107
- 4. Parcel 46c- PID 28-32-25-23-0025 - 7979 Sunwood Drive NW
- 5. Parcel 48c- 28- 32- 25- 31- 0025

Owner and Broker hereby agree to amend the Listing as follows:

- 1. That the Listing Term be extended for another period commencing February 1, 2025 and ending midnight January 31, 2026.
- 2. All other terms and conditions remain the same.

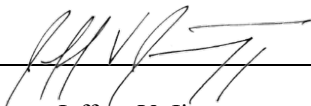
Except as expressly set forth in this Amendment, the Listing shall remain in full force and effect.

**BROKER:**

**CBRE, Inc.**  
**Licensed Real Estate Broker**

**OWNER:**

**City of Ramsey**

By:   
 Name: Jeffrey V. Jiovanazzo  
 Title: Managing Director  
 Address: 4400 West 78th Street  
Suite 200  
Minneapolis, MN 55435  
 Telephone: (952) 924-4600  
 Date: 1/2/2025

By: \_\_\_\_\_  
 Name: Brian Hagen  
 Title: City Administrator  
 Address: 7550 Sunwood Drive NW  
Ramsey, MN 55303  
 Telephone: (763) 433-9845  
 Date: \_\_\_\_\_

# 10ADV0333635

## Minnesota Sale/Lease Disclosures

**Property:** Multiple Land Parcels, City of Ramsey, Minnesota

---

**Seller/Landlord Disclosure of Material Facts, Delivery of Reports, and Compliance with Laws.** Sellers/landlords are hereby requested to disclose directly to buyers/tenants all facts known to sellers/landlords that materially affect the value or desirability of the Property and are not readily observable nor known to the buyer/tenant, including, but not limited to, facts regarding hazardous materials, zoning, construction, design, engineering, soils, title, survey, fire/life safety, proneness to natural hazards such as earthquakes, and other matters, and to provide buyers/tenants with copies of all reports in the possession of or accessible to sellers/landlords regarding the Property. Sellers/landlords and buyers/tenants must comply with all applicable federal, state and local laws, regulations, codes, ordinances and orders, including, but not limited to, the 1964 Civil Rights Act and all amendments thereto, the Foreign Investment in Real Property Tax Act, the Comprehensive Environmental Response Compensation and Liability Act, and The Americans With Disabilities Act.

**Americans with Disabilities Act (ADA).** The Americans With Disabilities Act (42 United States Code §12101 et seq.) and other federal, state and local requirements may require changes to the Property. Have your experts investigate and evaluate these matters.

**Taxes.** Sales, leases and other real estate transactions can have federal, state and local tax consequences. In sales transactions, Internal Revenue Code §1445 requires buyers to withhold and pay to the IRS 15% of the gross sales price within 20 days of the date of a sale unless the buyers can establish that the sellers are not foreigners, generally by having the sellers sign a Non-Foreign Seller Affidavit. Depending on the structure of the transaction, the tax withholding liability can exceed the net cash proceeds to be paid to sellers at closing. Have your experts investigate and evaluate these matters.

**Flood Zones.** Many lenders require flood insurance for properties located in flood zones, and government authorities may regulate development and construction in flood zones. Whether or not located in a flood zone, properties can be subject to flooding and moisture problems, especially properties on a slope or in low-lying areas. Buyers/tenants should have their experts confirm whether the Property is in a flood zone and otherwise investigate and evaluate these matters.

**Fires.** Properties, whether or not located in a fire hazard zone, are subject to fire/life safety risks and may be subject to state and local fire/life safety-related requirements, including retrofit requirements. Have your experts investigate and evaluate these matters.

**Hazardous Materials and Underground Storage Tanks.** Due to prior or current uses of the Property or in the areas or the construction materials used, the Property may have hazardous or undesirable metals (including but not limited to lead-based paint), minerals (including but not limited to asbestos), chemicals, hydrocarbons, petroleum-related compounds, or biological or radioactive/emissive items (including but not limited to electrical and magnetic fields) in soils, water, building components, above or below-ground tanks/containers or elsewhere in areas that may or may not be accessible or noticeable. Such items may leak or otherwise be released. If the Property was built before 1978 and has a residential unit, sellers/landlords must disclose all reports, surveys and other information known to them regarding lead-based paint to buyers/tenants and allow for inspections (42 United States Code §4851 et seq.). Have your experts investigate and evaluate these matters.

**Property Inspections and Evaluations.** Buyers/tenants should have the Property thoroughly inspected and all parties should have the transaction thoroughly evaluated by the experts of their choice. Ask your experts what investigations and evaluations may be appropriate as well as the risks of not performing any such investigations or evaluations. Information regarding the Property supplied by the real estate brokers has been received from third party sources and has not been independently verified by the brokers. Have your experts verify all information regarding the Property, including any linear or area measurements, the availability of all utilities, applicable zoning, and entitlements for the intended use. All work should be inspected and evaluated by your experts, as they deem appropriate. Any projections or estimates are for example only, are based on assumptions that may not occur, and do not represent the current or future performance of the property. Real estate brokers are not experts concerning, nor can they determine if any expert is qualified to provide advice on, legal, tax, design, ADA, engineering, construction, soils, title, survey, fire/life safety, insurance, hazardous materials, or other such matters. Such areas require special education and, generally, special licenses not possessed by real estate brokers. Consult with the experts of your choice regarding these matters.

**CONSULT YOUR ADVISORS** – This document has legal consequences. No representation or recommendation is made by Broker as to the legal or tax consequences of this Agreement or the transaction(s) which it contemplates. This form is not intended to substitute for any disclosures the law requires that the parties make to each other. These are questions for your attorney and financial advisors.



**NOTICE: IF YOU RELIST WITH ANOTHER BROKER WITHIN THE OVERRIDE PERIOD AND THEN LEASE YOUR PROPERTY TO ANYONE WHOSE NAME APPEARS ON THIS LIST, YOU COULD BE LIABLE FOR FULL COMMISSIONS TO BOTH BROKERS. IF THIS NOTICE IS NOT FULLY UNDERSTOOD, SEEK COMPETENT ADVICE.**

**NOTICE: THE COMPENSATION FOR THE SALE, LEASE, RENTAL, OR MANAGEMENT OF REAL PROPERTY SHALL BE DETERMINED BETWEEN EACH INDIVIDUAL BROKER AND THE BROKER'S CLIENT.**

**WHERE PERMITTED BY LAW, WE EACH KNOWINGLY AGREE TO WAIVE ANY AND ALL RIGHTS TO HAVE A DISPUTE ON ANY MATTER RELATING TO, OR ARISING FROM THIS AGREEMENT DETERMINED BY A JURY.**



## January 2025 City of Ramsey Land Review

### Market Conditions:

1. Economic factors impacting new development-interest rates, equity requirement, construction costs, labor availability
2. Zero to limited traditional office demand
3. Medical office struggling from COVID policies, financial impact but starting to see interest for new locations from existing practices/clinics
4. Sectors with demand
  - a. Retail-single tenant, drive thru requirements, service based
  - b. Medical Office-Small users
  - c. Apartments- Higher equity requirements/cap rates impacting financing
  - d. Senior housing-Higher equity requirements/cap rates impacting financing
  - e. For Sale Housing-Higher interest rates impacting demand
  - f. Industrial-Higher equity requirements/cap rates impacting financing
5. Hwy 10 improvements positive impact on traffic flow, time, safety
6. Increased traffic counts and population increasing interest. Retail attracts retail
7. Create flexible zoning districts
8. Drive thru in demand from QSR and fast-food operators

### City of Ramsey-CBRE Closed Deals

1. Municipal Center NIK
2. Aeon
3. Centra Homes
4. Common Bond
5. Inland Development/Affinity
6. PSD, LLC
7. Coastal Living
8. Stone Brook Daycare
9. Purmort Homes
10. Muni Center-Meadow Creek
11. GiGi's Salon and Spa
12. Java Properties – O'Reilly Auto Parts
13. Stories Foundation
14. Aldi
15. Ramsey Properties-Hilton Home 2
16. Take 5

### City of Ramsey-CBRE Under Contract/PA Discussion

1. Capital Real Estate, Inc. (Chipotle)

Monthly Blast of properties to 3000 prospects including users, brokers, builders, contractors, developers, investors, etc. Properties are posted on MnCAR/Catalyst, Loopnet, Costar, Crexi, CBRE.com. Cold/Warm Call outreach to developers, users, brokers

## Prospect List Commercial/Office/Industrial

1. Chick Fil A- JLL
2. Raising Canes-Newmark
3. Panera Bread-JLL
4. Holiday Stores
5. Oppidan
6. Mister Car Wash-CBRE
7. Valvoline-Mid America
8. HJ Development
9. Java
10. MSP Commercial-medical office
11. Hy-Vee
12. Fourteen Foods-Dairy Queen
13. Border Foods-Taco Bell franchisee
14. Inland Development
15. Kwik Trip
16. Ryan Companies
17. Opus Development
18. Aldi-CBRE
19. New Horizon-CBRE
20. YMCA
21. Lifetime Fitness
22. Casey's
23. Choice Hotels-JLL
24. My Place Hotels
25. Rademacher Companies
26. Costco
27. Jimmy Johns-different brokers for area
28. Culvers -
29. Chipolte-Transwestern
30. Noodles-Transwestern
31. Chilis-Mid America
32. Taco Johns-Lonnie Pierce
33. Starbucks-Mid America
34. Pancheros-Colliers
35. Planet Fitness-Mid America
36. Texas Roadhouse-Mid America
37. Zuppas-Transwestern
38. Autozone-Jeff Houge
39. Burrito Mercado
40. Daycare-Colliers
41. Daycare-Russ McGinity
42. Daycare- Lerner Company
43. Cannabis User
44. Daycare group-Jack Trautz
45. Petsuites-Bunnell Hill Development

46. Trader Joes & Whole Foods-
47. Jerry Foods
48. Lunds & Byerlys
49. Cub Foods
50. Large Formet Retailer-CBRE
51. Ace Hardware
52. Walgreens-MidAmerica
53. Amazin Grocery-Mid America
54. Dollar General-Chad Sturm
55. McDonalds-JLL
56. Punch Pizza
57. Wal-Mart
58. Qdoba
59. Target
60. Tsunami Carwash
61. Take 5
62. Olive Garden
63. Highgate Hotels
64. Launch Properties
65. Scooters
66. 7Brew
67. Dinos
68. Total Wine
69. Top Ten Liquor
70. Planet Fitness
71. Jersey Mikes
72. Snooze
73. Red Savoy
74. Ace Hardware
75. Tractor Supply
76. Panda Express
77. Veridian Bank
78. Primrose
79. Les Schwab
80. Kumon
81. Crisp & Green
82. Five Guy's
83. Maverick Gas
84. Red Cow

Residential/Mixed Use Developers

85. Grammercy Properties-coop & apartment developer

86. Enclave-Apartment developer
87. MWF Properties-Apartment developer
88. Norhart
89. M/I Homes-Hans Hagen Homes
90. Centra Homes
91. Pulte Homes
92. DR Horton
93. Lennar Homes
94. Excelsior Group
95. Capstone Homes
96. Purmort Homes
97. Inland Development
98. PSD Development
99. Paxmar Development
100. Platinum Development
101. Sharp Associates
102. Coastal Living-Bill Gleason
103. AEON
104. CommonBond
105. Dominion
106. GS Land
107. Kraus Anderson
108. Shingobee Builders
109. Overland Development
110. Duffy Development
111. David Weekley Homes
112. TWG
113. Mark Abel-memory care
114. Roers
115. North Bay
116. Reuter Walton
117. At Home
118. Enclave
119. Tradition
120. Rachel Development
121. Trinity
122. Trilogy
123. United Properties
124. Tamarack Land
125. Jason Palmby
126. Maplewood Development
127. MN Land
128. Stonegate
129. JP Brooks
- 130.

Industrial/Office/Medical Office

- 131. United Properties
- 132. Buehl
- 133. Enclave
- 134. Oppidan
- 135. PSD
- 136. Ryan
- 137. Opus
- 138. Capital Partners
- 139. Endeavor Development
- 140. Arrow Companies
- 141. Gaughn Companies
- 142. Interstate Development
- 143. Twin Cities Ortho
- 144. Summit Ortho
- 145. Likewise

Market Report | December 2024

# Minneapolis-St. Paul-Bloomington, MN-WI

Minneapolis became the first major U.S. city in 2019 to end single-family exclusive zoning, allowing for more multifamily housing development. The "Minneapolis 2040" plan has led to a 12% growth in housing stock in the city over the past 5 years, compared to 4% statewide. The plan faced significant controversy, with some residents opposing the increase in density and multifamily buildings in their neighborhoods. However, supporters argue the plan has helped increase housing supply to meet demand and make living more affordable in the city. Estimated residential building permits are up slightly in 2024 as multifamily permits boost new construction.

**Strengths**

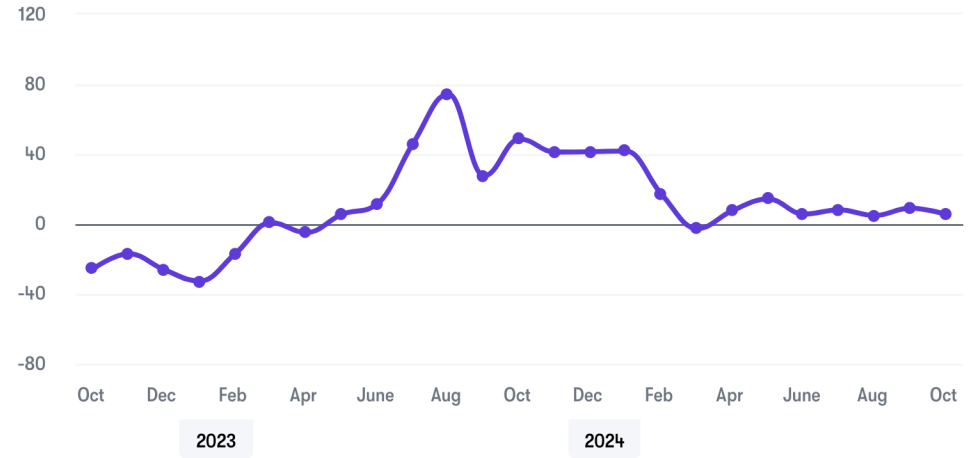
Since 2015, when the city began to scale back parking minimum requirements, the number of high-density housing has exploded. Even as the overall number of residential permits is settling lower, multifamily permits account for a majority of new housing.

**Weaknesses**

Minneapolis has seen rents decline by 4% over the past 5 years, bucking the national trend of 22% rent increases. The gap between renting and owning could limit demand for new homes, especially given the price disparity between new and existing homes.

## New Home Pending Sales Index

YOY Change 5.6% ↑  
MOM Change 5.2% ↑

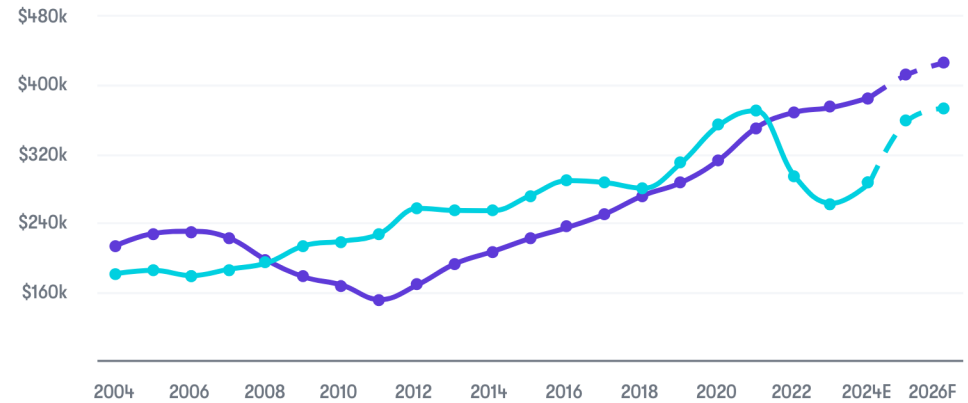


## Valuation Patterns

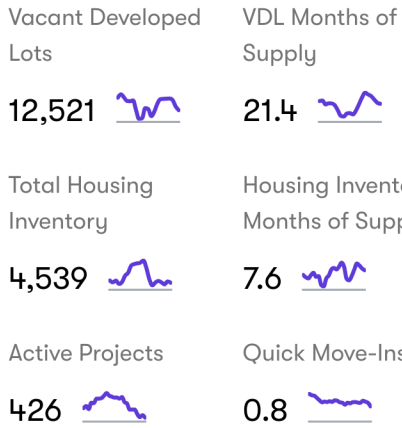
2024 Valuation

25.9% Overvalued

Home Price Income Supported Price

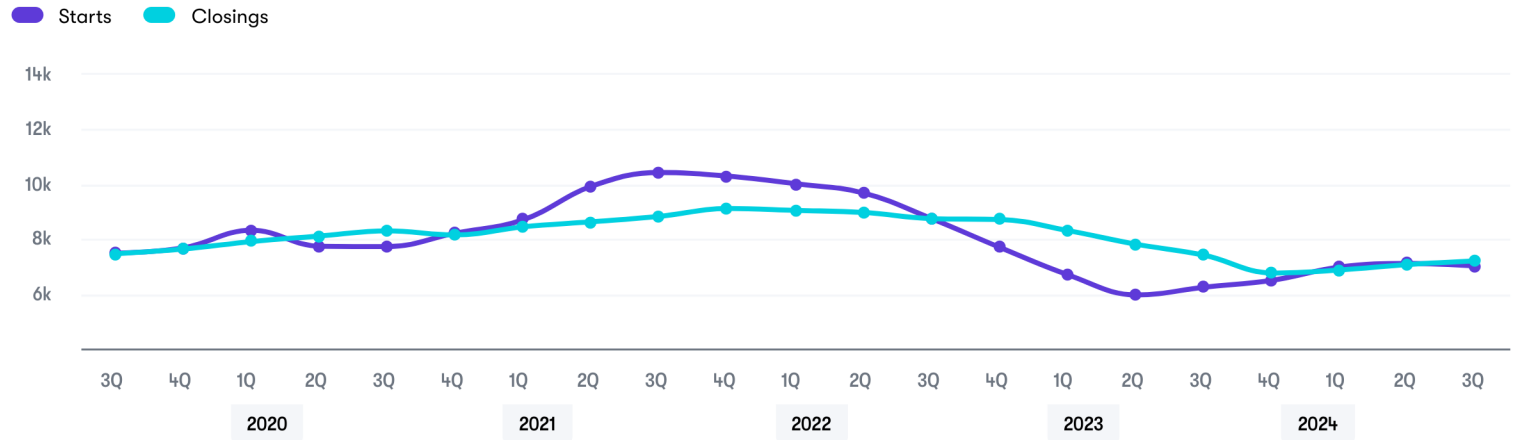


## Supply Snapshot



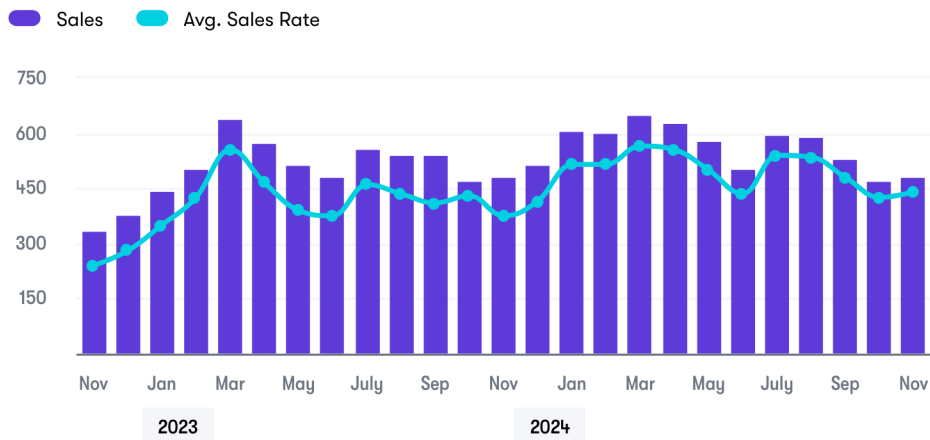
## Annual Observed Starts vs. Annual Observed Closings

Starts	Closings
7,016 <span>12.4%</span>	7,206 <span>-2.7%</span>



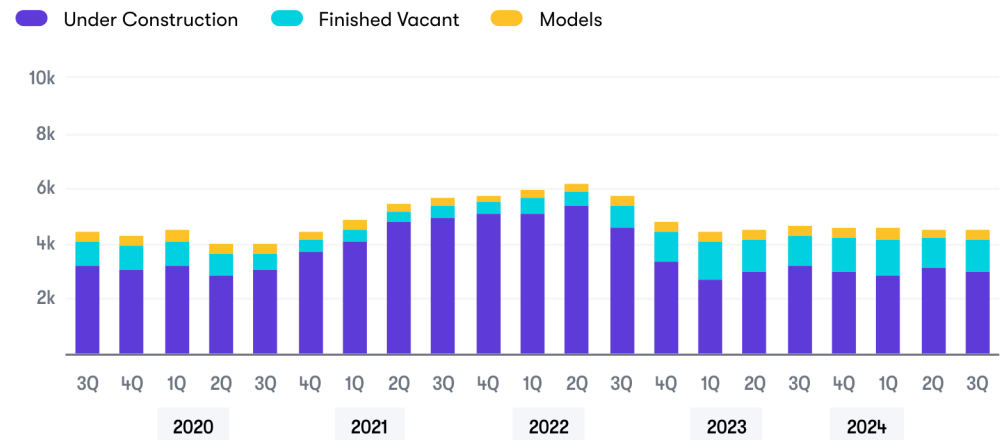
## New Home Sales

Sales	Avg. Sales Rate
6,780 <span>↑</span>	1.3 <span>↑</span>
Last 12 Months	Last 12 Months



## Total Housing Inventory

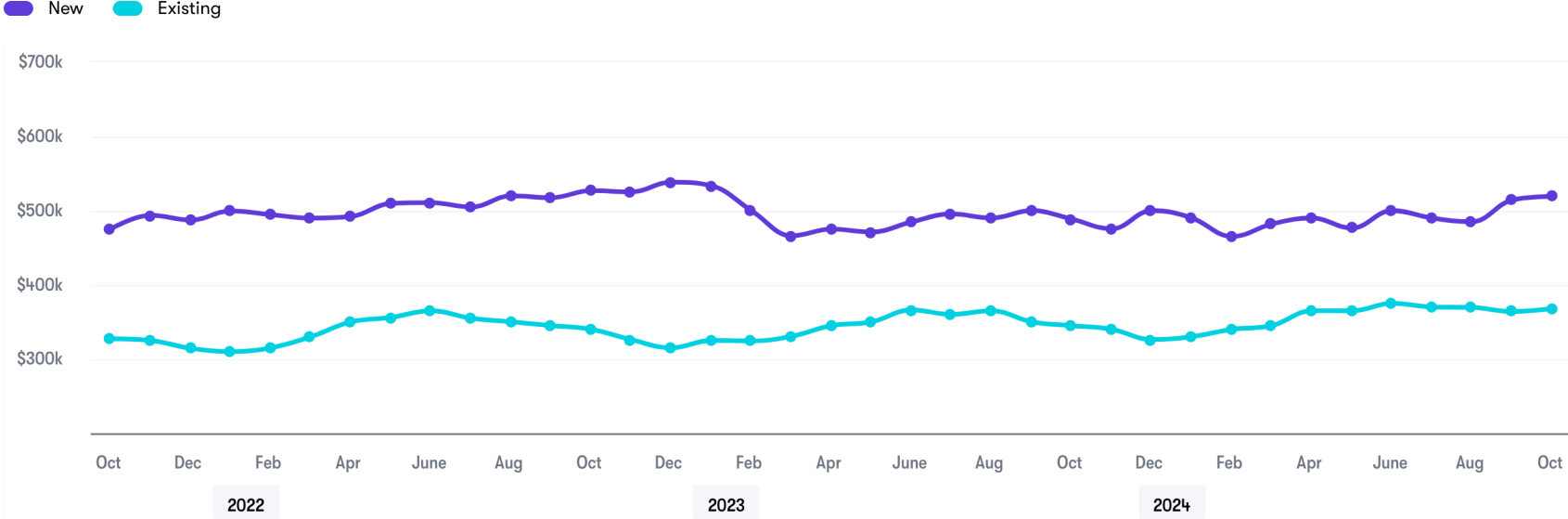
Under Construction MOS	Finished Vacant MOS
5.4 <span>↑</span>	2.5 <span>↑</span>
3Q 2024	



# Median Closing Price

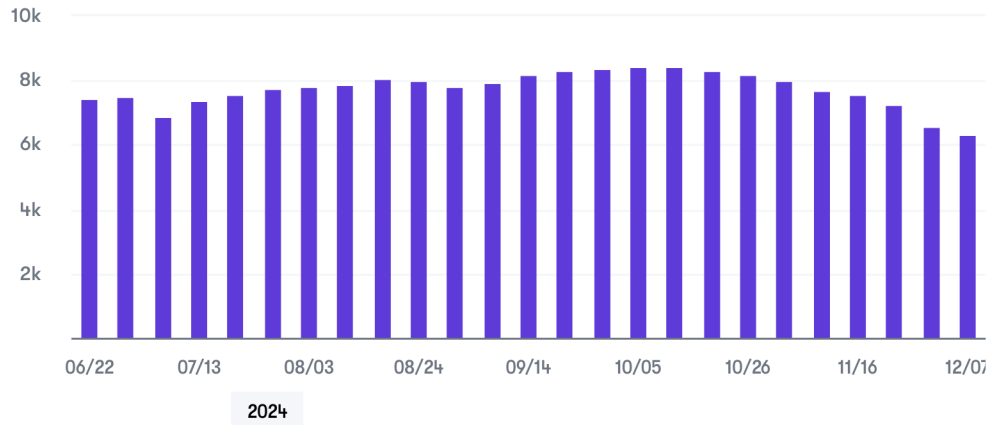
New  
\$519,090 6.3%

Existing  
\$367,750 6.6%



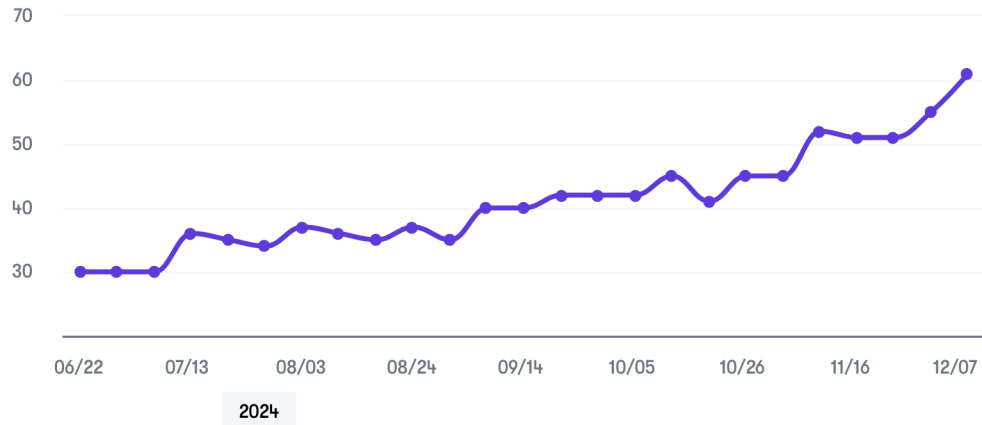
# Zillow Listings

Listings  
6,361 20.5%



# Zillow Median Days to Pending

Days to Pending  
61 ↑



# Jobs vs. Unemployment

2024E Total Jobs

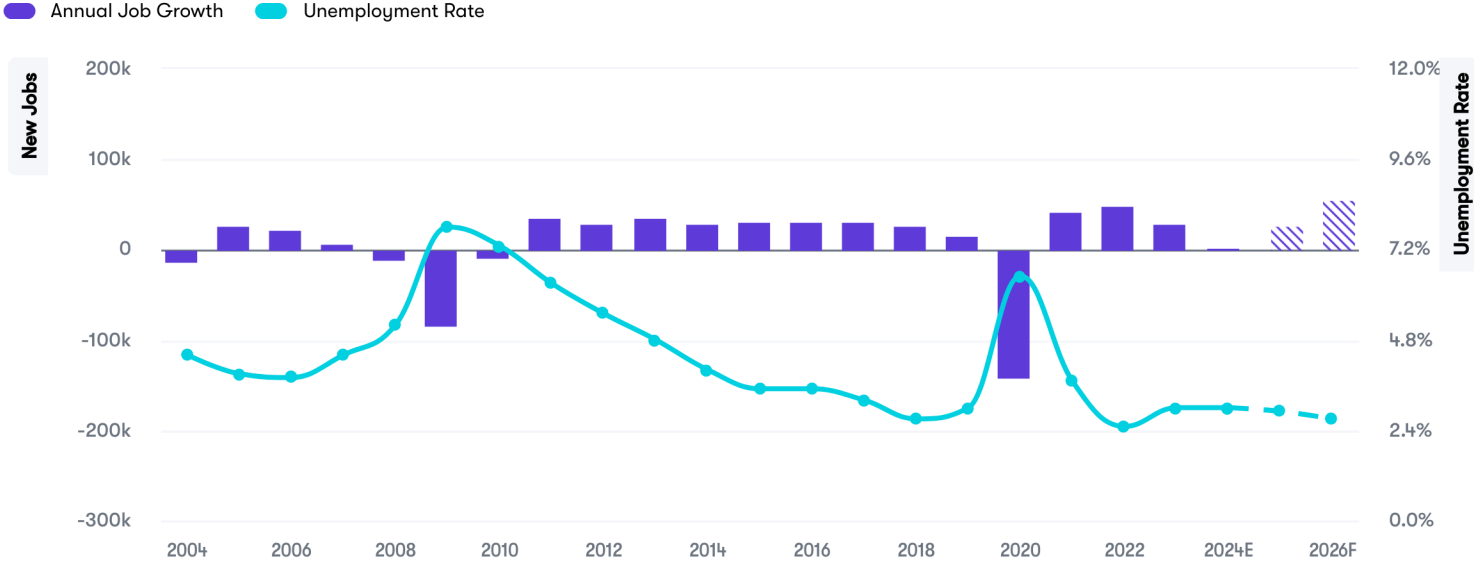
1,976,731 0.2%

Annual Job Growth

3,756 0.2%

Unemployment Rate

3.0%



# Household Growth

2024 Total Households

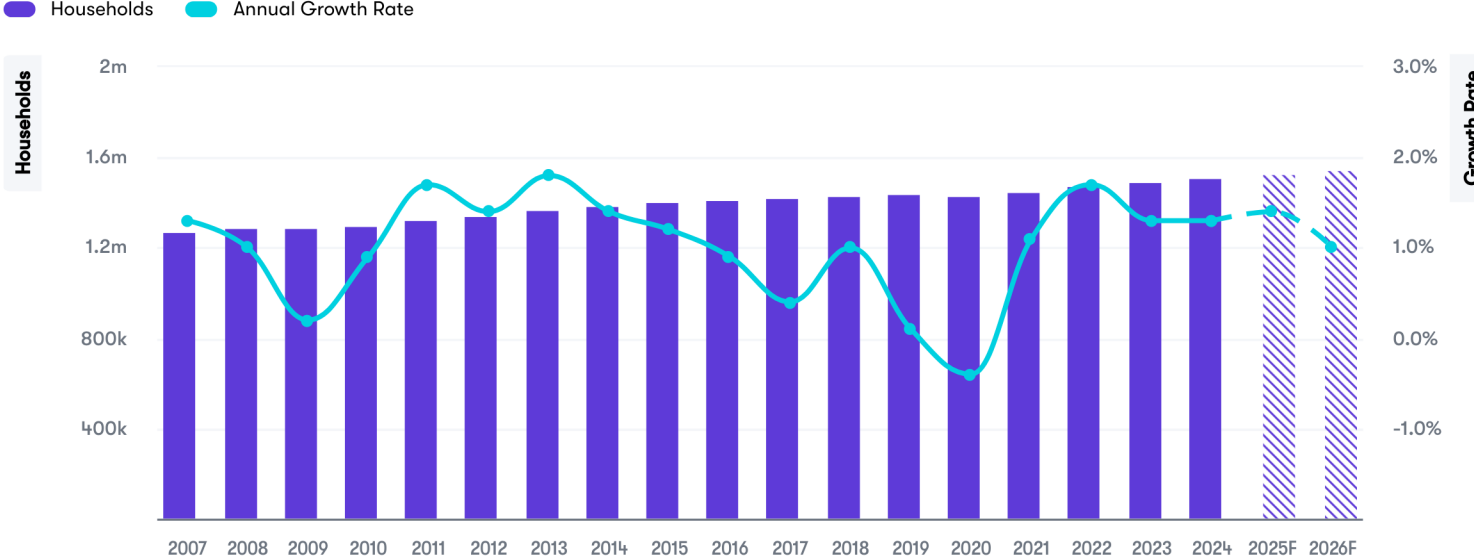
1,512,660 1.3%

2024 Household Growth

19,750 1.32%

2026 Total Household Forecast

1,549,420 1%



# Market Health

## Forecast

	2023	YOY CHANGE	2024E	YOY CHANGE	2025F	YOY CHANGE	2026F	YOY CHANGE
Total Jobs	1,972,975	1.6%	1,976,731	0.2%	2,004,810	1.4%	2,062,030	2.9%
Households	1,492,910	1.3%	1,512,660	1.3%	1,533,590	1.4%	1,549,420	1.0%
Single-Family Permits	8,245	-9.5%	9,338	13.3%	10,145	8.6%	10,629	4.8%
Multifamily Permits	10,388	-28.9%	10,126	-2.5%	10,778	6.4%	11,393	5.7%
Units Over/Under Built	+40,076	-12.8%	+56,356	40.6%	+54,713	-2.9%	+30,957	-43.4%
% Over/Under Built	2.5% Overbuilt	-	3.5% Overbuilt	-	3.3% Overbuilt	-	1.9% Overbuilt	-
Median Household Income	\$96,255	5.0%	\$100,316	4.2%	\$106,172	5.8%	\$109,242	2.9%
Median Existing Det. Price	\$374,193	1.5%	\$385,631	3.1%	\$412,446	7.0%	\$426,216	3.3%
Over/Undervalued	29.8% Overvalued	-	25.9% Overvalued	-	13.1% Overvalued	-	12.5% Overvalued	-

# Market Health

## History

	2023	YOY CHANGE	CURRENT MONTH/QUARTER	YOY CHANGE
Future Lots	39,629	-10.3%	39,969	-0.3%
Lot Deliveries	7,325	-12.9%	1,420	-34.0%
Vacant Developed Lots	14,386	6.1%	12,521	-12.8%
VDL Months of Supply	26.6	25.6%	21.4	-22.5%
Starts	6,495	-15.5%	2,021	-4.3%
Housing Inventory	4,665	-3.3%	4,539	-3.9%
New Home Sales	6,296	13.1%	483	-0.2%
Deed Closings - New	5,566	-20.2%	352	-16.6%
Median New Closing Price	\$491,081	-3.4%	\$519,090	0.9%
Affordability Ratio - New	26.3%	-15.4%	24.8%	-5.7%
Foreclosures	391	-29.9%	25	8.7%

## 10-Year Annual History

	AVG.	MIN.	MAX.
Future Lots	35,984	31,391	44,165
Lot Deliveries	6,443	3,448	10,217
Vacant Developed Lots	16,067	11,923	19,876
VDL Months of Supply	28.8	13.7	44.9
Starts	7,175	5,151	10,431
Housing Inventory	4,132	2,745	5,712
New Home Sales	5,512	4,039	7,074
Deed Closings - New	6,233	4,425	7,877
Median New Closing Price	\$426,176	\$370,826	\$508,572
Affordability Ratio - New	42.9%	26.3%	49.7%
Foreclosures	1,430	236	4,199

FIGURES | MINNEAPOLIS OFFICE | Q3 2024

# Leasing and sublease activity stabilize despite continued negative absorption

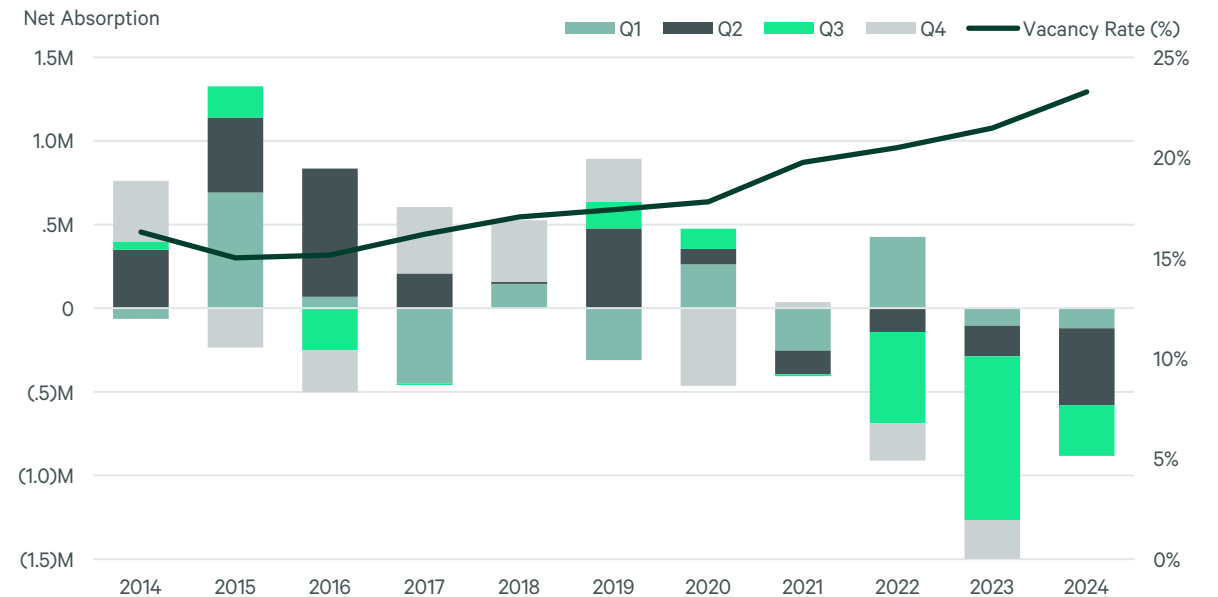
▲ 23.9% Direct Vacancy Rate    ▲ (301,601) SF Net Absorption    ◀ 35,660 SF Under Construction    ▲ \$29.03 PSF Average Asking Rate (Gross)

Note: Arrows indicate change from previous quarter.

## MARKET OVERVIEW

- In the Minneapolis office market, total Q3 absorption was (301,601) sq. ft., a 34% increase from the previous quarter. The largest share of this movement was from downsizing by the State of Minnesota in downtown St. Paul.
- Leasing volume year-to-date in 2024 was the second highest since 2020, a 7% increase over the five-year Q1-Q3 average. Two of the top leases in Q3 were expansions into a larger office footprint.
- For the first quarter since 2019, total sublease availability in the market decreased. Since it's peak over a year ago in Q2 2023, sublease availability has decreased by 18%.
- Office sales volume totaled over \$105 million in Q3, bringing the rolling 4-quarter sales volume to nearly \$524 million. Investment sales in suburban markets contributed the majority of Q3 sales activity.

FIGURE 1: Historic Quarterly and Annual Net Absorption vs. Vacancy



Source: CBRE Research, Q3 2024.

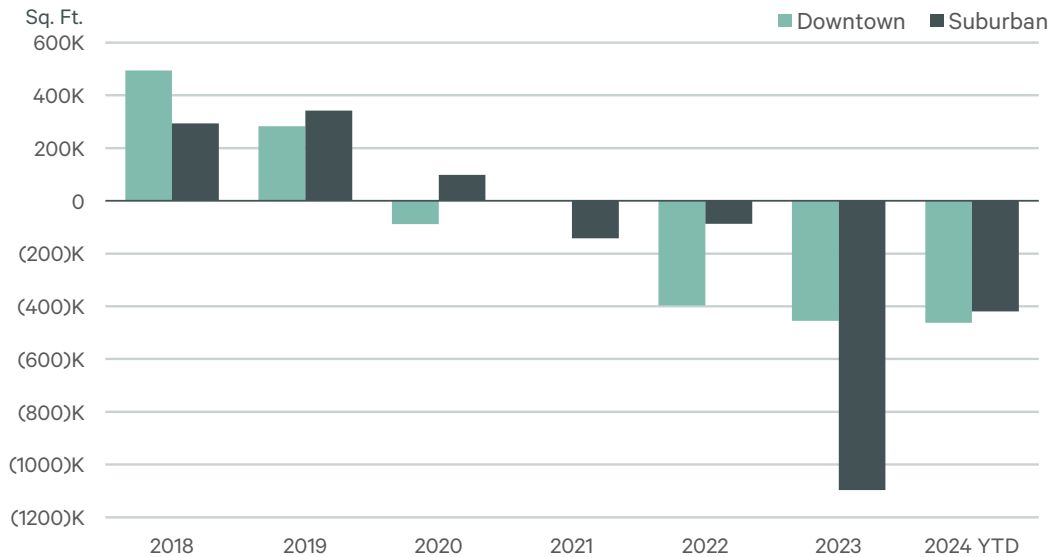
## Absorption and Vacancy

Net absorption for the Minneapolis office market in Q3 was (301,601) sq. ft., an increase of 34% from the previous quarter that brought the 2024 year-to-date absorption figure to (881,497) sq. ft. Negative absorption in Q3 was predominantly a result of downsizing by the State of Minnesota in downtown St. Paul which accounted for nearly half of the quarter's negative absorption.

Direct vacancy was 23.9% in Q3 2024, an increase of 0.4% from the previous quarter and an increase of 7.5% from the pre-pandemic average. Overall, the St. Paul CBD had the highest vacancy rate of all submarkets with 32.8% vacant in Q3.

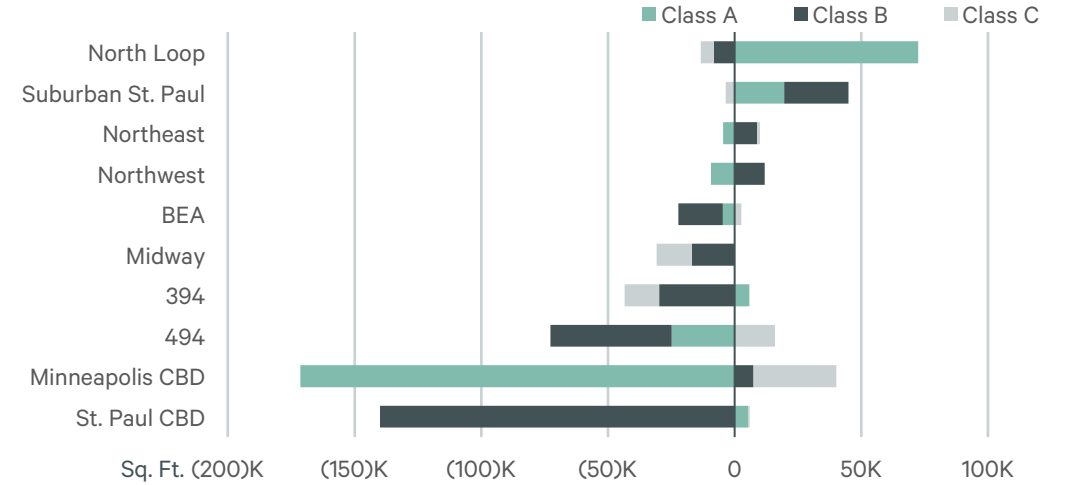
Net absorption in the market since Q1 2020 has exceeded (3M) sq. ft. Suburban submarkets contributed just over half, or 54%, of the negative absorption since 2020. Despite this, in Q3 downtown submarkets had a higher vacancy rate at 27.8% compared to 21.1% for suburban submarket vacancy.

FIGURE 2: Downtown vs. Suburban Historic Net Absorption, 2018-Q3 2024



Source: CBRE Research, Q3 2024.

FIGURE 3: Q3 2024 Net Absorption by Submarket and Class



Source: CBRE Research, Q3 2024.

FIGURE 4: Q3 2024 Direct Vacancy, Availability, & Asking Rates by Submarket



Source: CBRE Research, Q3 2024.

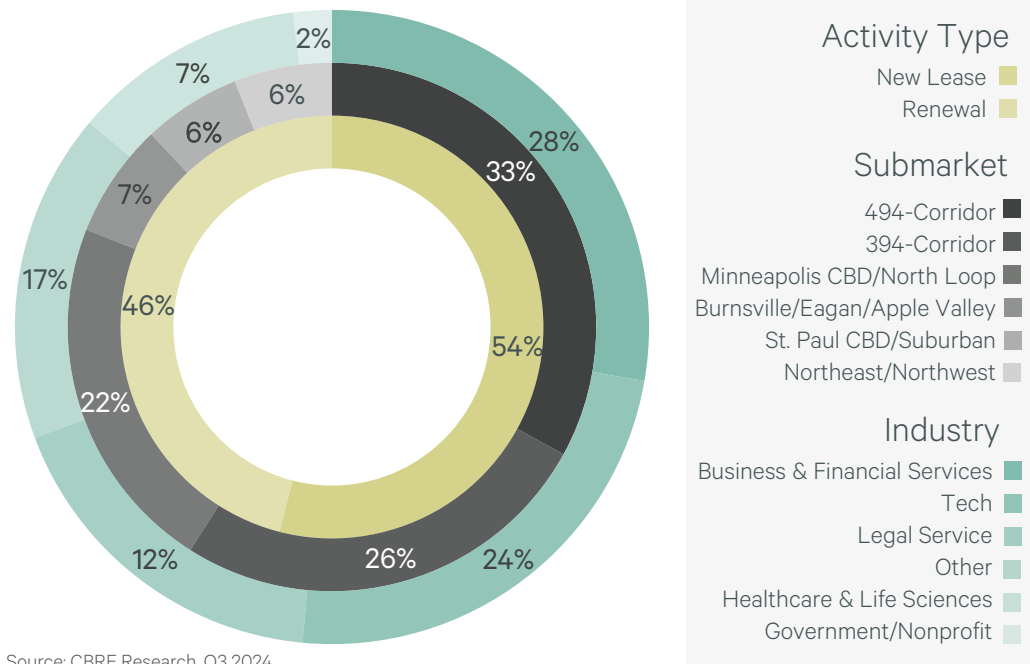
## Leasing Velocity

Leasing activity narrowly slowed in Q3 with over 930,000 sq. ft. transacted this quarter, a 22% decrease from the previous quarter. Despite this slight decrease, year-to-date leasing activity was the second highest in volume since 2020, a 7% increase over the five-year Q1-Q3 average.

Of the top leases in Q3, both the transactions for Burns & McDonnell and Kipsu were expansions into larger office footprints. Of the deals completed in Q3 that were greater than 10,000 sq. ft., 85% were either expansions (33%) or deals without any change in total footprint (52%) whereas downsizing represented just 15% of the top deals.

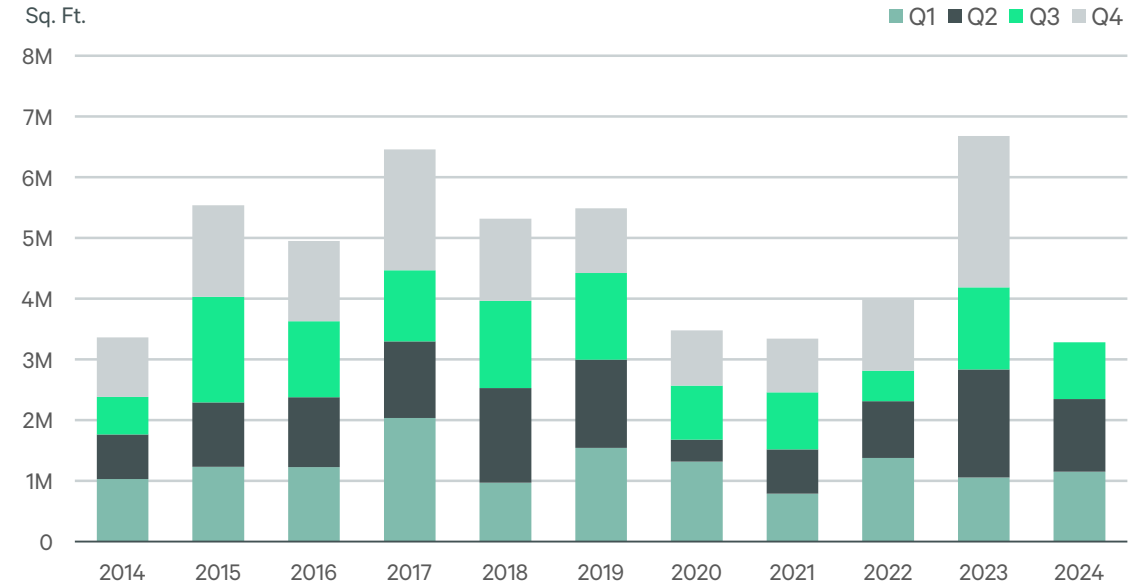
For the second quarter in a row, the suburban 494 and 394 submarkets led the leasing activity in Q3. Combined, they contributed 59% of total market activity this quarter. The Business & Financial Services and Tech industries represented the highest volume of Q3 activity with 52% of the total activity in Q3.

FIGURE 5: Q3 2024 Leasing Activity by Type, Submarket, & Industry



Source: CBRE Research, Q3 2024.

FIGURE 6: Annual Leasing Volume by Quarter, 2014-Q3 2024



Source: CBRE Research, Q3 2024.

FIGURE 7: Notable Lease Transactions, Q3 2024

Transaction	Size (SF)	Tenant	Property	Submarket
New Lease	67,000	Burns & McDonnell	Norman Pointe II	494
New Lease	43,785	Kipsu	Butler Square	North Loop
New Lease	28,208	Image Trend	Eagandale Corporate Center	BEA
Renewal	23,874	Accenture	SPS Tower	Minneapolis CBD
Renewal	23,090	Scoular	The Marq	Minneapolis CBD

Source: CBRE Research, Q3 2024.

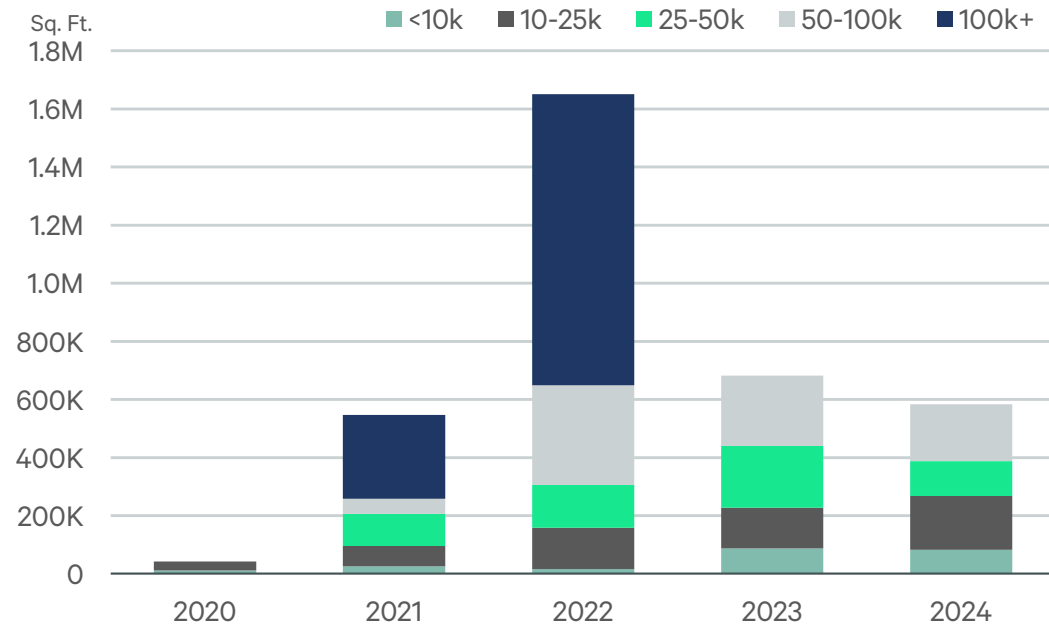
## Subleasing

For the first quarter since 2019, total sublease availability in the market decreased by one-tenth of a percent. In total, the Q3 sublease availability was 3.5M sq. ft, an 18% decrease from its peak in over a year ago in Q2 2023, a clear indicator that the total amount of sublease space on the market has stabilized.

Of the active sublease listings on the market in Q3, large blocks (greater than 100,000 sq. ft.) still represented the largest segment of space with 37% of the total available sq. ft. in the market. However, of this size range, none have been listed in over two years.

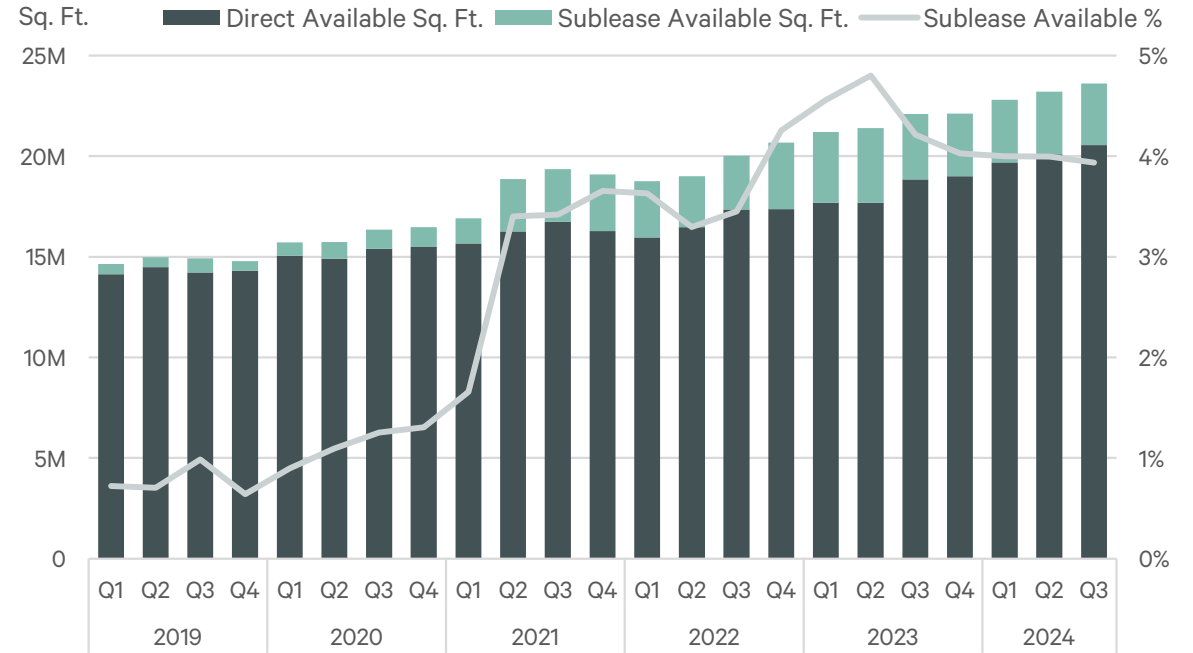
The average number of active days on market for available sublease space in Q3 was 588 days or 1.6 years, with an average term remaining of 3.2 years.

FIGURE 8: Sublease Availability by Size and Year Listed



Source: CBRE Research, Q3 2024.

FIGURE 9: Historical Sublease vs Direct Availability



Source: CBRE Research, Q3 2024.

FIGURE 10: Largest Sublease Block Spaces

Block Size	Property Name	Submarket	Lease Expiration	Term Remaining
850,546	33 South Sixth	Minneapolis CBD	10/28/2030	4-7 years
155,650	12125 Technology Drive	494	3/31/2026	< 2 years
152,220	12700 Whitewater	494	6/30/2026	< 2 years
132,604	10380 Bren Rd	494	7/31/2026	2-4 years
96,687	Infor Commons	St. Paul CBD	8/31/2027	2-4 years
88,094	701 Carlson	394	6/30/2030	4-7 years

Source: CBRE Research, Q3 2024.

## Office Sales

In Minneapolis, Office sales volume totaled nearly \$105 million in the third quarter of 2024, bringing the rolling 4-quarter sales volume to approximately \$524 million. Quarterly volume represents an 14% decrease quarter-over-quarter and a 64% decrease year-over-year.

Suburban transactions continue to dominate office sales volume, representing 92% of the total market volume for the quarter. The trend of suburban sales volume outpacing downtown volume has been consistent in the Minneapolis market for the past several years. Since 2020, suburban office transactions have represented over 81% of the total sales volume.

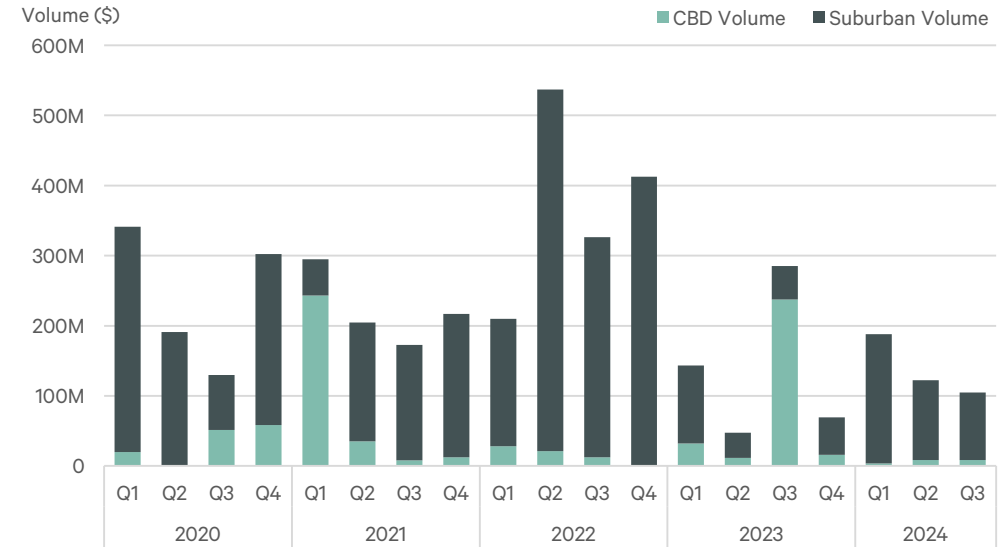
In Q3, Investment sale transactions accounted for over 95% of the total sales volume while owner user transactions represented just 5%. Of the top Office sales transacted this quarter, CBRE participated in the sale marketing of Forum 900 & 920.

FIGURE 11: Notable Minneapolis Office Sales, Q3 2024

Property	Location	Buyer	Sale Price	Size (Sq. Ft.)	Price Per Sq. Ft. (\$)
Wells Fargo Plaza	Bloomington	Prime Finance Partners	\$40M	458,702	87
Waterford Office Park	Plymouth	Northpath Investments	\$23.25	479,288	49
Eagandale Corporate Center	Eagan	Inventure Real Estate	\$15.1M	140,813	107
Bay View Office	Excelsior	The Tailwind Group	\$12.5M	17,100	731
1300 Corporate Center	Eagan	MAG Capital Partners	\$8.25M	44,298	186
Roseville West	Roseville	Local Investor Syndicate	\$7.35M	88,644	83
Forum 900 & 920	Minneapolis	Namdar Realty Group	\$6.5M	633,691	10

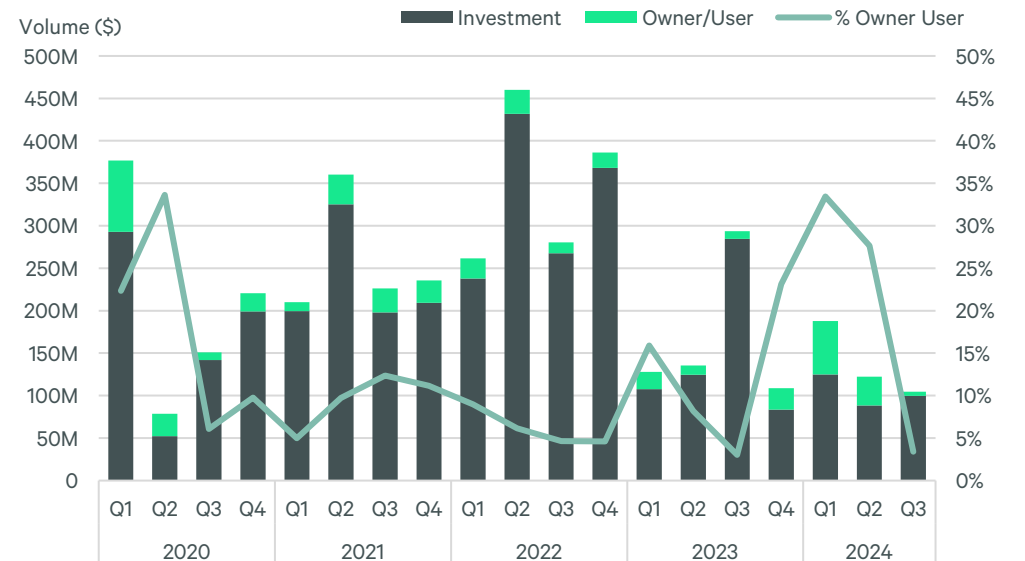
Source: CBRE Research, Q3 2024.

FIGURE 12: CBD vs. Suburban Office Sales Volume, 2020 – Q3 2024



Source: Real Capital Analytics, CoStar, CBRE Research, Q3 2024

FIGURE 13: Investment vs. Owner User Sales Volume, 2019-Q3 2024



Source: Real Capital Analytics, CoStar, CBRE Research, Q3 2024

## Market Summary Statistics

FIGURE 14: Minneapolis/St. Paul Office Market Statistics, Q3 2024

Submarket	MT Rentable Area (Sq. Ft.)	MT Direct Vacancy Rate	Y-o-Y Vacancy Trend	Avg Gross Asking Ls Rate	Y-o-Y Asking Rate Trend	Q3 Net Absorption (Sq. Ft.)	Y-o-Y Quarterly Absorption Trend	2024 YTD Net Absorption (Sq. Ft.)	Multi-Tenant and Single-Tenant Combined Stats	
									MT & ST Rentable Area (Sq. Ft.)	MT & ST Vacancy Rate
Metro Overall	77,653,818	23.9%	↑	\$29.03	↑	(301,601)	↑	(881,497)	101,903,902	18.8%
A	39,160,462	22.0%	↑	\$32.51	↑	(111,817)	↑	(587,722)	52,964,705	16.4%
B	31,689,349	27.0%	↑	\$26.51	↓	(206,585)	↑	(302,824)	40,926,136	22.0%
C	6,804,007	21.0%	↓	\$22.43	↑	16,801	↑	9,049	8,013,061	18.1%
Minneapolis CBD	22,636,832	26.7%	↑	\$31.95	↑	(131,277)	↓	(384,525)	26,326,306	24.5%
A	14,243,494	22.4%	↑	\$34.81	↑	(171,421)	↓	(344,629)	16,595,029	19.2%
B	6,897,604	36.3%	↑	\$28.96	↑	7,408	↓	(71,416)	8,235,543	35.3%
C	1,495,734	23.8%	↑	\$24.01	↑	32,736	↑	31,520	1,495,734	23.8%
North Loop	4,548,263	27.0%	↑	\$29.68	↓	59,020	↑	91,352	7,696,490	15.9%
A	1,249,775	25.8%	↑	\$45.89	↑	72,403	↑	128,479	3,068,520	10.5%
B	2,244,628	31.7%	↑	\$28.52	↑	(8,182)	↑	(40,919)	3,574,110	19.9%
C	1,053,860	18.3%	↓	\$24.23	↑	(5,201)	↓	3,792	1,053,860	18.3%
394	12,182,184	17.9%	↑	\$28.54	↑	(37,566)	↓	(199,657)	13,247,322	16.4%
A	6,198,940	18.8%	↓	\$32.10	↑	5,817	↑	(184,393)	6,313,978	18.4%
B	4,935,192	18.3%	↑	\$26.35	↑	(29,817)	↓	10,507	5,885,292	15.4%
C	1,048,052	10.3%	↑	\$21.96	↑	(13,566)	↓	(25,771)	1,048,052	10.3%
494	17,651,553	25.6%	↑	\$29.84	↑	(56,773)	↓	(251,856)	18,833,664	24.2%
A	9,678,788	25.2%	↑	\$32.94	↑	(24,902)	↓	(210,039)	9,678,788	25.2%
B	6,940,588	26.7%	↑	\$26.31	↑	(47,744)	↓	(68,527)	7,842,312	23.9%
C	1,032,177	22.9%	↑	\$23.40	↑	15,873	↑	26,710	1,312,564	18.0%

Source: CBRE Research, Q3 2024.

FIGURE 14: Minneapolis/St. Paul Office Market Statistics, Q3 2024 (cont. from previous page)

Submarket	MT Rentable Area (Sq. Ft.)	MT Direct Vacancy Rate	Y-o-Y Vacancy Trend	Avg Gross Asking Ls Rate	Y-o-Y Asking Rate Trend	Q3 Net Absorption (Sq. Ft.)	Y-o-Y Quarterly Absorption Trend	2024 YTD Net Absorption (Sq. Ft.)	Multi-Tenant and Single-Tenant Combined Stats	
									MT & ST Rentable Area (Sq. Ft.)	MT & ST Vacancy Rate
BEA	3,280,510	16.3%	↓	\$25.83	↓	(19,569)	↑	(41,370)	9,260,615	6.2%
A	1,786,620	22.3%	↑	\$27.25	↓	(4,722)	↑	(33,806)	7,089,426	5.9%
B	1,364,878	9.7%	↓	\$23.08	↓	(17,469)	↑	(7,894)	1,468,153	9.0%
C	129,012	3.0%	↓	\$21.91	↓	2,622	↑	330	703,036	3.1%
Midway	2,819,217	13.9%	↓	\$23.65	↓	(30,807)	↓	(22,007)	3,089,664	15.0%
A	603,984	12.5%	↑	\$25.48	↓	0	→	340	841,484	17.3%
B	1,749,019	15.2%	↓	\$24.18	↓	(16,926)	↓	(2,110)	1,749,019	15.2%
C	466,214	10.9%	↓	\$18.65	↓	(13,881)	↓	(20,237)	499,161	10.2%
Northeast	2,507,500	8.9%	↓	\$27.10	↑	5,429	↑	(1,562)	3,057,654	7.3%
A	465,813	10.5%	↓	\$27.60	↑	(4,558)	↓	12,299	465,813	10.5%
B	1,902,061	6.7%	↑	\$28.14	↑	8,870	↑	(8,717)	2,452,215	5.2%
C	139,626	33.6%	↑	\$22.52	↑	1,117	↑	(5,144)	139,626	33.6%
Northwest	1,374,588	22.5%	↓	\$22.91	↑	2,508	↓	8,686	3,212,614	9.6%
A	244,850	13.5%	↑	\$27.31	↑	(9,299)	↓	(10,618)	1,895,981	1.7%
B	851,663	25.9%	↓	\$23.01	↑	11,807	↑	20,321	1,038,558	21.2%
C	278,075	20.2%	↓	\$19.79	↑	0	↓	(1,017)	278,075	20.2%
St. Paul CBD	5,862,675	32.8%	↑	\$24.34	↑	(134,009)	↓	(169,311)	8,729,562	22.4%
A	2,634,128	18.7%	↑	\$26.71	↓	5,369	↑	10,407	3,189,128	15.5%
B	2,848,538	48.8%	↑	\$22.72	↓	(139,982)	↓	(179,186)	5,160,425	27.6%
C	380,009	10.9%	↑	\$31.84	↑	604	↓	(532)	380,009	10.9%
Suburban St. Paul	4,790,496	25.7%	↓	\$22.99	↑	41,443	↑	88,753	8,450,011	14.6%
A	2,054,070	22.3%	↓	\$25.54	↑	19,496	↑	44,238	3,826,558	12.0%
B	1,955,178	22.2%	↑	\$23.77	↑	25,450	↑	45,117	3,520,509	12.4%
C	781,248	43.2%	↓	\$19.29	↓	(3,503)	↓	(602)	1,102,944	30.6%

Source: CBRE Research, Q3 2024.

## National Economic Overview

Soft landings are rare, but recent data suggest that this outcome for the economy is increasingly likely. Business investment is steady and consumer distress is confined to a few vulnerable segments. Discretionary spending, such as travel, is generally on a par with last year although many signs indicate the post-pandemic spending boom is over. The key threat to consumption is a downturn in the labor market, although the recent bump in unemployment appears mainly driven by an increase in participation.

One reason for concern is the decline in the share of private industries that are creating jobs. The labor market has slowed but it is not slumping, and companies are not letting workers go at a particularly high rate.

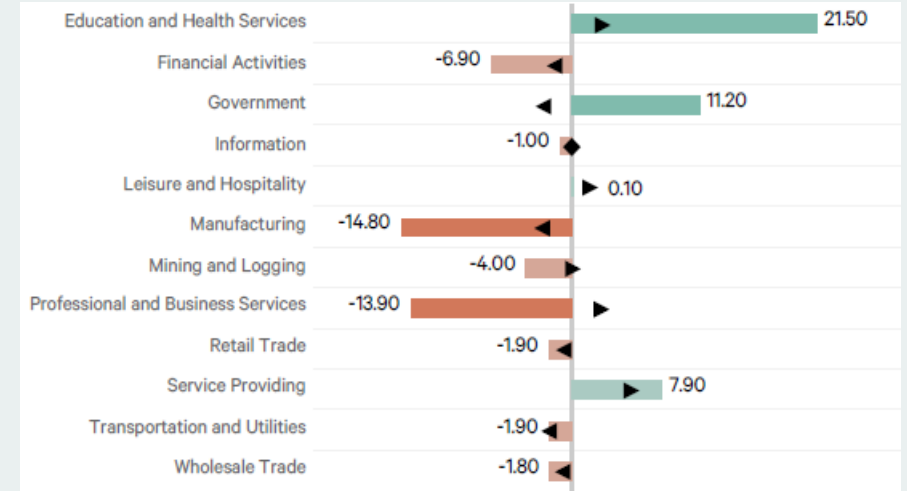
While many are focused on November's election, the most consequential policy lever has already been pulled via the FOMC's 50 bps September cut and signaling another 50 by year-end. This easing of financial conditions combined with continued economic growth should support modest hiring and consumption that precedes tighter commercial space market fundamentals. This backdrop will breathe fresh wind into real estate transactions markets and coincides with other signals that cap rates have peaked and may be starting to fall in some sectors.



## Minneapolis/St. Paul Employment Update

- ▲ 3.9% Unemployment Rate
- ▼ 2.0M Labor Force
- ▲ 458.4k Office Using Jobs
- ▲ 543.7k Industrial Using Jobs
- ▼ 260.7k Retail Using Jobs

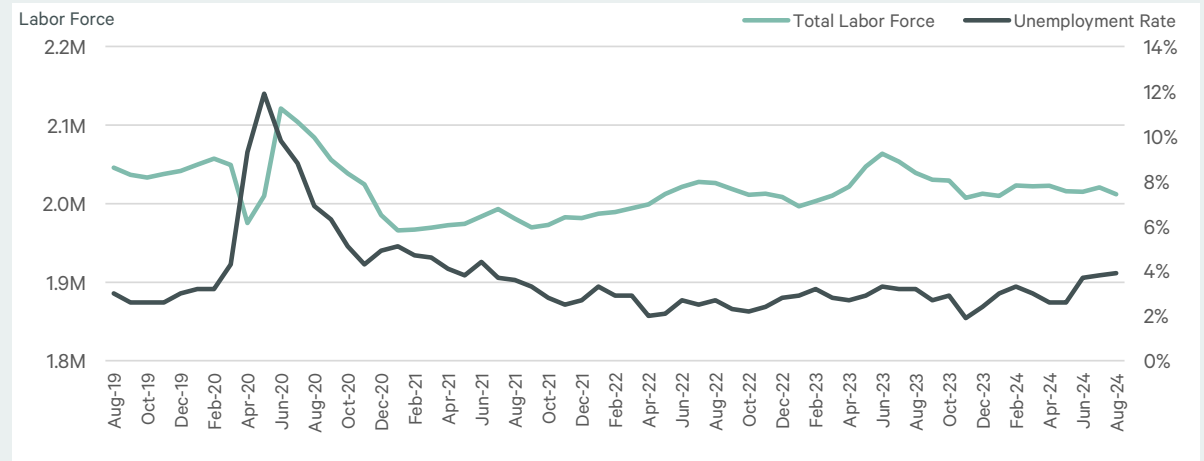
Employment Change by Sector – Yearly + Monthly  
Bars indicate yearly trend, arrows indicate monthly trend



Note: Arrows indicate month-over-month change.

Source: US BLS, August 2024

### Minneapolis/St. Paul Unemployment Rate and Labor Force Trends



Source: US BLS, August 2024



FIGURES | MINNEAPOLIS INDUSTRIAL | Q3 2024

# Industrial vacancy stabilizes against reduced construction pipeline

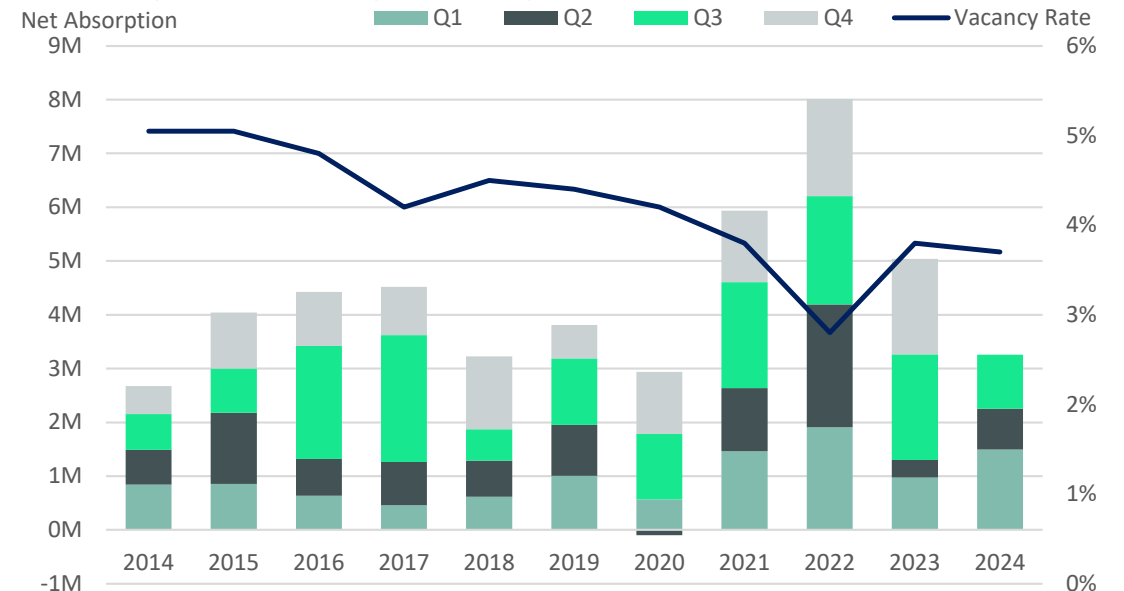


Note: Arrows indicate change from previous quarter.

## MARKET OVERVIEW

- In the Minneapolis market, there was 1,002,369 sq. ft. of positive net absorption in Q3, an increase of 32% from the previous quarter. Year-to-date, the market has absorbed 3.3M sq. ft. which is in line with the ten-year historical average.
- For the first quarter in two years the vacancy rate for Bulk Warehouse product declined by 0.7% as the total market vacancy stabilizes for the third consecutive quarter at 3.7%.
- Q3 leasing volume exceeded 3.1M sq. ft. transacted, a 14% increase from the previous quarter with an uptick of large transactions leasing space greater than 200,000 sq. ft.
- The total volume of construction anticipated to deliver by year-end represents a 61% decrease from the previous year with speculative construction down 73% and BTS projects decreased by 36% compared to 2023.
- CBRE participated in the sale marketing of Link Logistics' *Minneapolis High Growth* portfolio which contributed \$130M in total sales volume for Q3 and was the largest industrial transaction of the quarter.

FIGURE 1: Quarterly and Annual Net Absorption vs. Vacancy



Source: CBRE Research, Q3 2024.

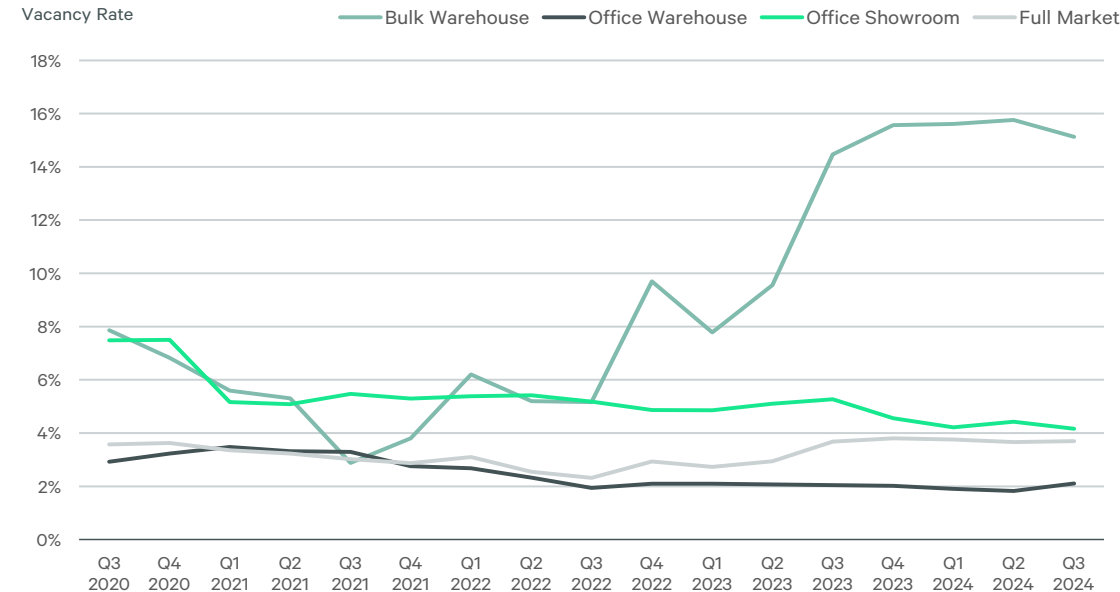
## Absorption & Vacancy

In Q3, the Minneapolis industrial market absorbed 1.0M sq. ft., an increase of 32% from the previous quarter. Year-to-date in 2024, the market absorbed 3.3M sq. ft. which is within 1% of the ten-year historical average absorption total between Q1-Q3.

For the third consecutive quarter, the market vacancy rate maintained at 3.7% and the vacancy rate on Bulk Warehouse product decreased by 0.7% from the previous quarter. Market vacancy reached a historic low in 2022. Since then, vacancy for Office Showroom and Office Warehouse product continues to decrease. With the supply pipeline contracted and as bulk product availability declines, the market vacancy rate will continue to drop.

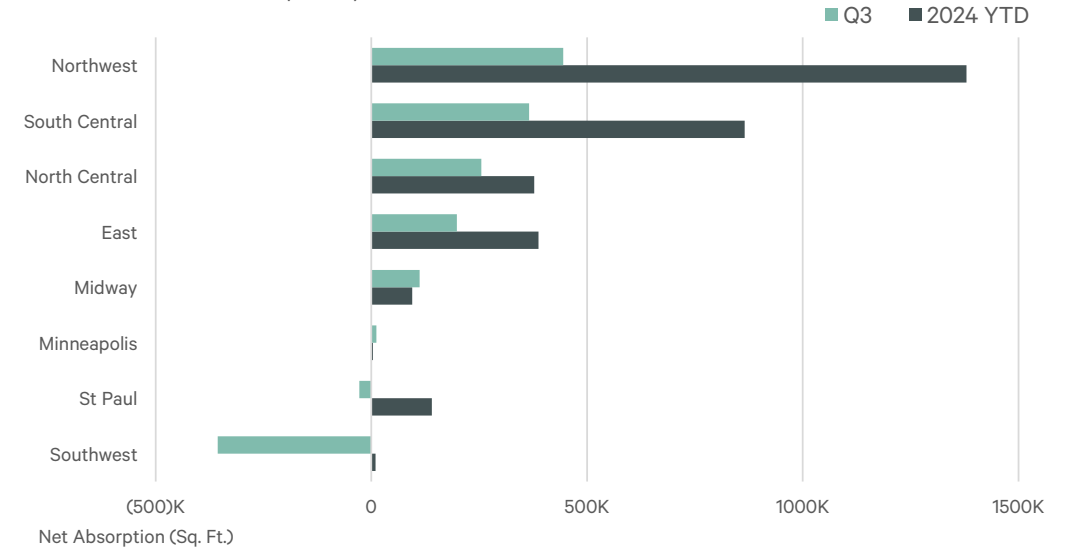
Bulk Warehouse product accounted for half of the total market absorption in Q3. The Northwest submarket experienced the most positive absorption in both Q3 and year-to-date, having absorbed 1.4M sq. ft. in 2024 and making up 42% of the total market absorption this year.

FIGURE 2: Direct Vacancy by Product Type, Q3 2020-Q3 2024



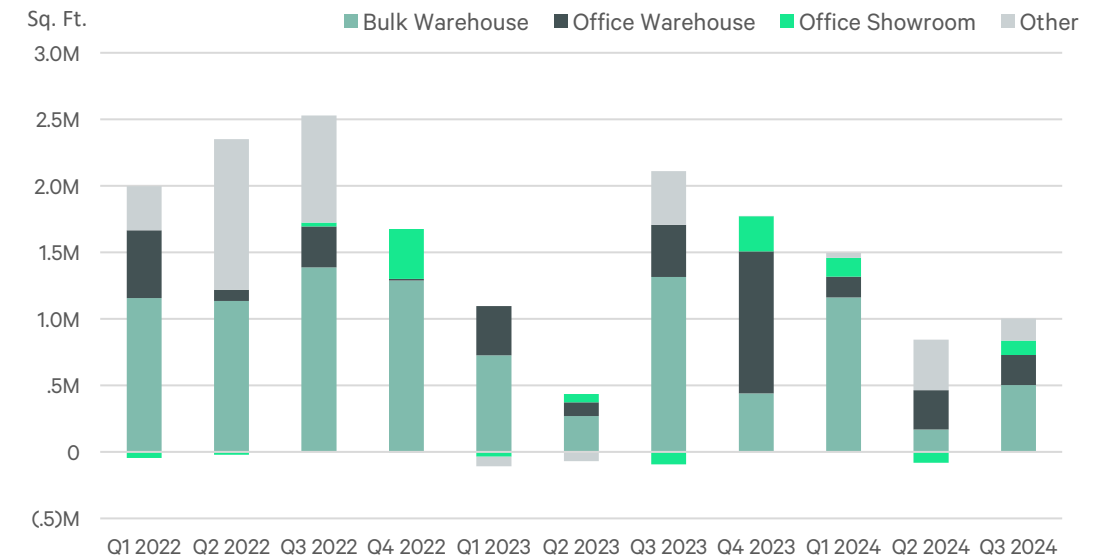
Source: CBRE Research, Q3 2024.

FIGURE 3: Q3 2024 Net Absorption by Submarket



Source: CBRE Research, Q3 2024.

FIGURE 4: Net Absorption by Product Type, Q1 2022-Q3 2024



Source: CBRE Research, Q3 2024.

## Leasing

In the Minneapolis market, there were 3.1M sq. ft. of industrial lease transactions completed in Q3, bringing the 2024 year-to-date leasing volume to 9.2M sq. ft. This represents a 14% increase from the previous quarter and a 16% decrease in volume compared to the five-year Q1-Q3 average.

In Q3, the market saw a return of leasing activity for large transactions greater than 200,000 sq. ft. in size, with the three largest transactions of the quarter exceeding that size contributing 11% towards the total leasing volume in Q3. Leases between 50,000-100,000 sq. ft. had the highest total volume of transactions in Q3, accounting for 32% of leasing this quarter.

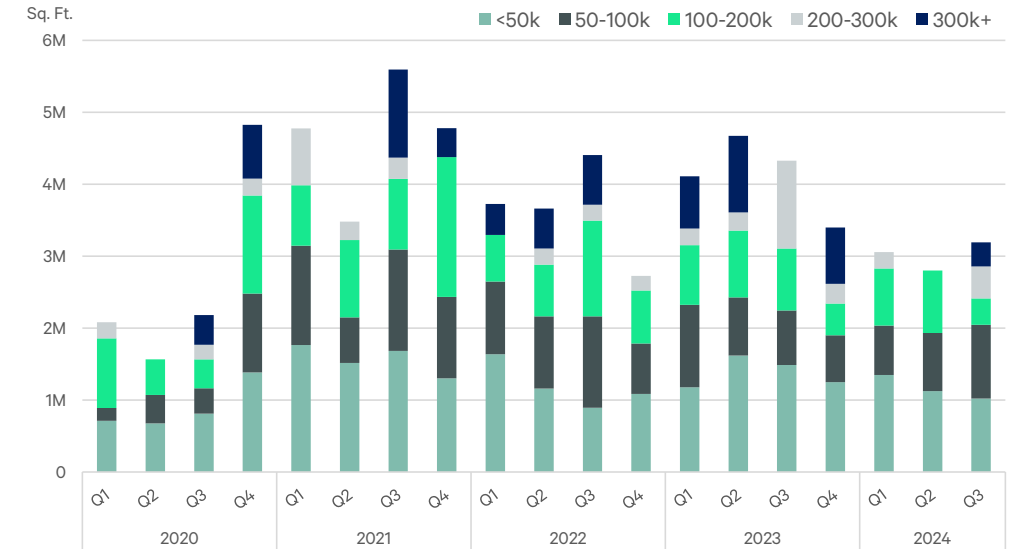
The Northwest submarket had the highest volume of lease transactions with 1.4M sq. ft. transacted in Q3 and 3.2M sq. ft. transacted year-to-date in 2024. Leasing on new construction (built since 2022) represented 28% of the total leasing volume in the Northwest submarket this quarter.

FIGURE 5: Q3 2024 Top Lease Transactions

Tenant	Size (Sq. Ft.)	Property	Submarket	Transaction Type
Confidential	334,750	Dayton 94	Northwest	New Lease
Heliene	227,054	Diamond Lake Distribution Center III	Northwest	New Lease
GN Resound	217,000	5005 Dean Lakes	Southwest	New Lease
Mission Foods	157,082	1565 1st Ave NW	North Central	Renewal
Entourage	99,531	Royalston City Market	Minneapolis	New Lease
Sonny's	95,612	Eagle Creek Commerce West	Southwest	Renewal
Bell Labs	95,439	Highway 55 Distribution Center	South Central	New Lease

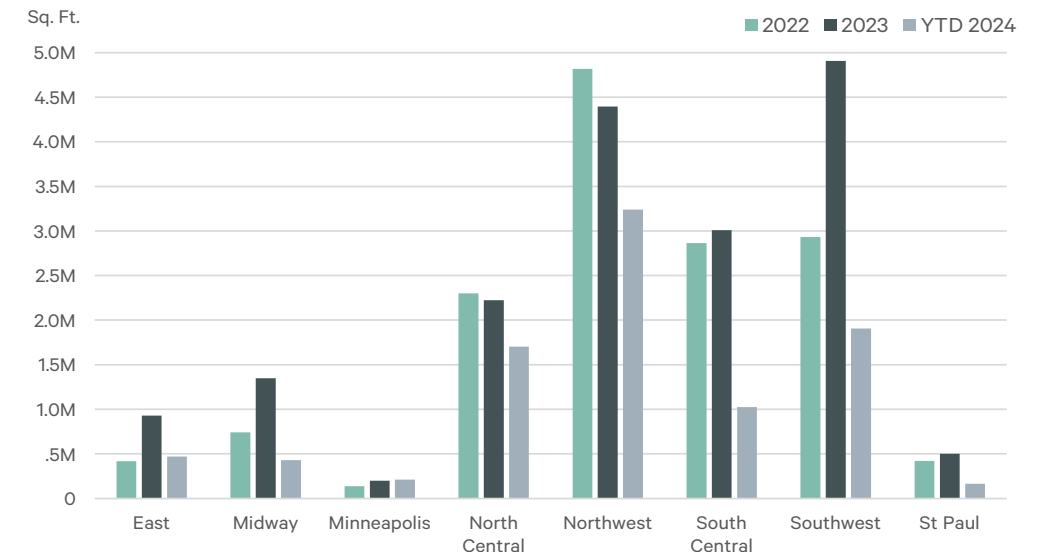
Source: CBRE Research, Q3 2024

FIGURE 6: Quarterly Leasing Volume by Size, Q1 2020-Q3 2024



Source: CBRE Research, Q3 2024.

FIGURE 7: Annual Leasing Activity by Submarket, 2022-2024



Source: CBRE Research, Q3 2024.

## Construction

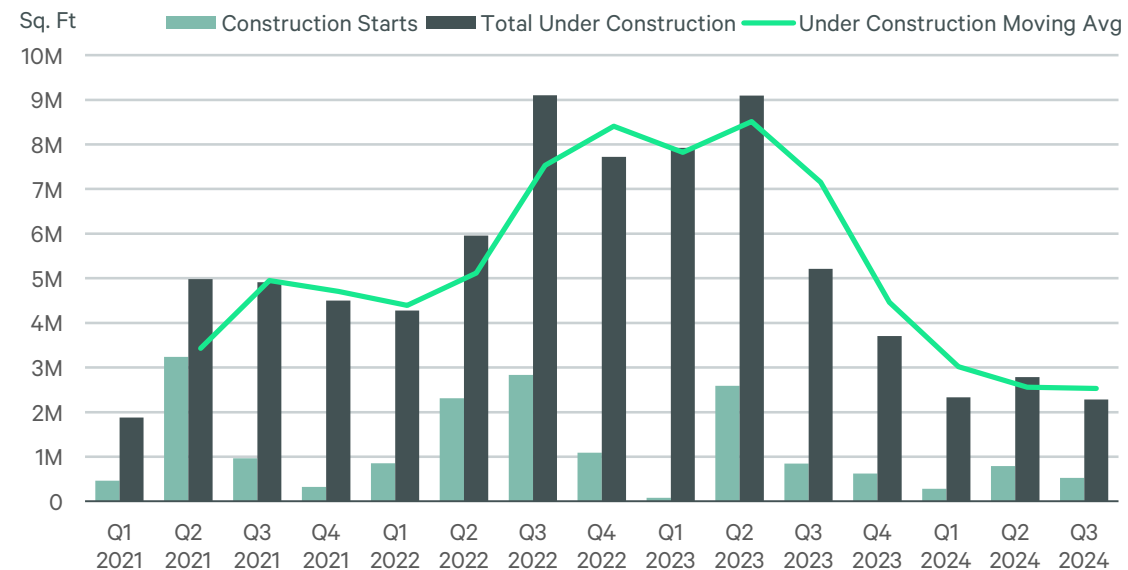
In Q3, there was 2.3M sq. ft. of new industrial development under construction in the Minneapolis market. Of that, 20% are being built on a speculative basis and 80% are build to suit (BTS) developments.

Construction starts in Q3 amounted to 526,038 sq. ft. of new development underway, including one speculative start at the Dayton Parkway Business Center. Of speculative construction currently underway, 45% has been preleased.

There was 1.1M sq. ft. of new construction delivered in Q3, bringing the year-to-date delivery total to 3.2M sq. ft. Speculative deliveries this quarter included the Canterbury Industrial Center in Shakopee and 8500 Bunker Lake Blvd in Ramsey.

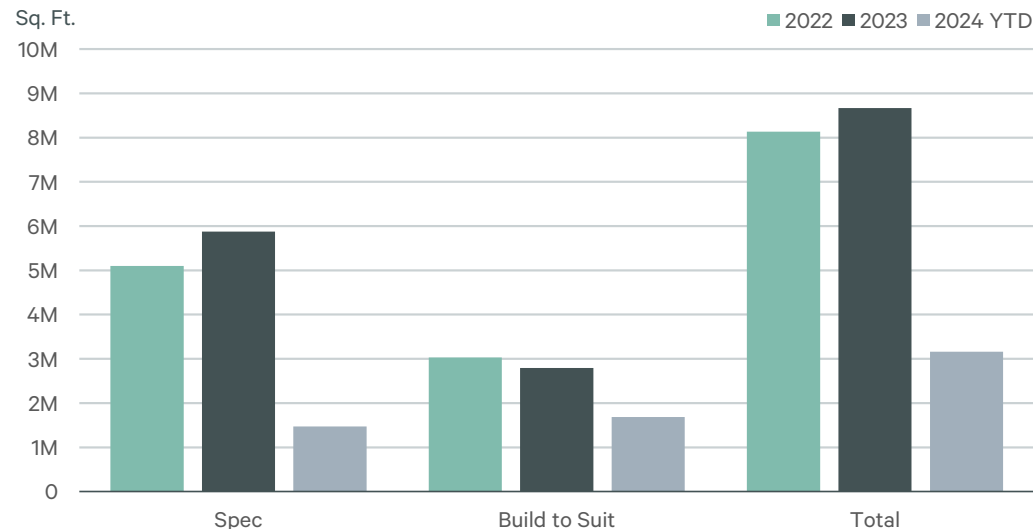
By the end of 2024, it is expected that 3.4M sq. ft. of property will be delivered in total, marking a 61% decrease from the 2023 total of 8.6M sq. ft. Anticipated speculative deliveries in 2024 (1.6M sq. ft.) represent a 73% decrease from the previous year whereas anticipated BTS deliveries (1.8M sq. ft.) represent a 36% decrease from the 2023 delivery volume.

FIGURE 8: Construction Starts vs. Total Underway, Q1 2021-Q3 2024



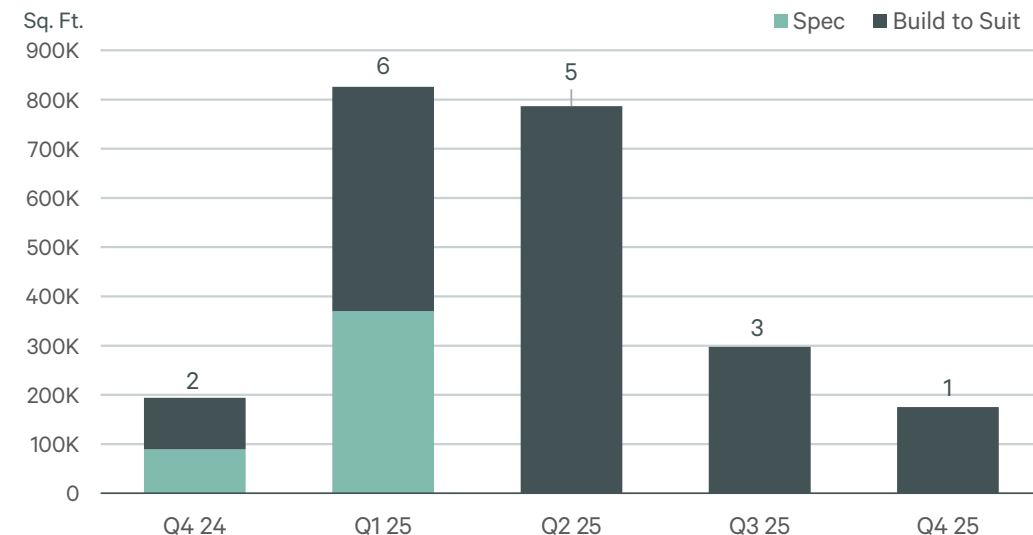
Source: CBRE Research, Q3 2024.

FIGURE 9: Construction Deliveries 2022-Q3 2024



Source: CBRE Research, Q3 2024.

FIGURE 10: Forecast of Expected Deliveries Q4 2024-Q4 2025



Source: CBRE Research, Q3 2024.

## Industrial Sales

In Minneapolis, Industrial sales volume totaled over \$460 million in the third quarter of 2024, bringing the rolling 4-quarter volume to approximately \$1.81 billion. Quarterly volume represented a 12.5% increase year over year. The Link Logistics' *Minneapolis High Growth Portfolio* sale contributed over \$130M to the total sales volume and was the largest Industrial transaction of the quarter.

Q3 Industrial sales were predominantly investment transactions representing over 70% of the total sales volume for the quarter and 71% of the total sales volume year-to-date. Office Warehouse properties accounted for 51% of the quarter's total sales volume, followed by Bulk Warehouse at 39%.

Of the top Industrial sales transacted this quarter, CBRE participated in the sale marketing of the Minneapolis High Growth Portfolio, Eagan Innovation Center, I-94 Logistics Center and the Minneapolis Value Add Light Portfolio bringing our total market share to over 53% for the quarter.

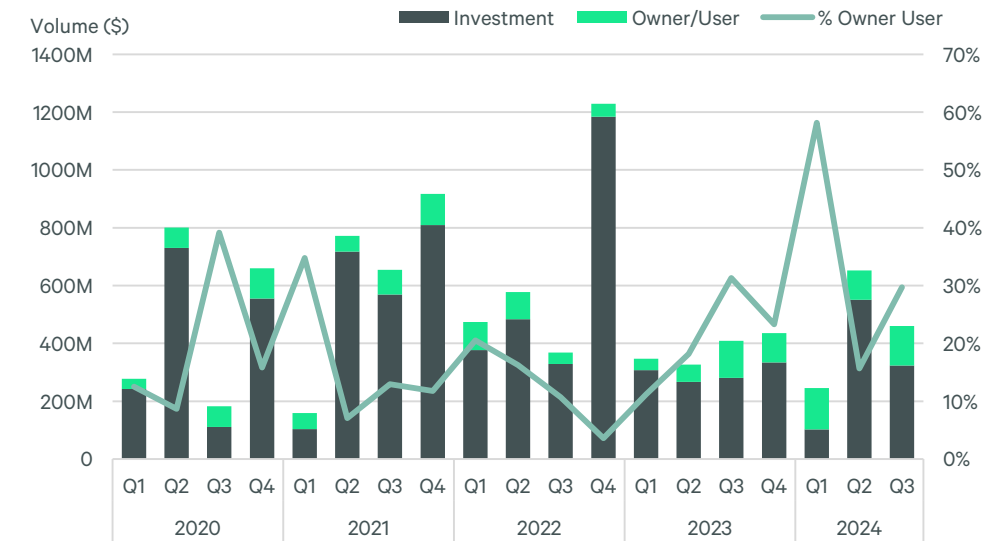
FIGURE 11: Q3 2024 Top Industrial Sales

Property	Location	Buyer	Sale Price	Size (SF)	Price Per SF (\$)
Minneapolis High Growth Portfolio	Various	Centaur Capital Partners	\$130.3M	1,198,270	\$109
Blaine 35 Industrial Park	Blaine	EQT Exeter	\$45.7M	317,646	\$144
*Eagan Innovation Center	Eagan	Hunt Electric Corporation	\$44M	300,000	\$147
I-94 Logistics Center	Rogers	MDH Partners	\$28.5M	263,775	\$108
Zachary Distribution Center	Maple Grove	Altus Properties	\$21.625M	172,224	\$126
*Amazon - Park 81	Maple Grove	Amazon	\$16.7M	75,704	\$221
Minneapolis Value Add Light Portfolio	Various	Saber Hall Partners	\$15.1M	170,528	\$89

\*Indicates Owner User Sale

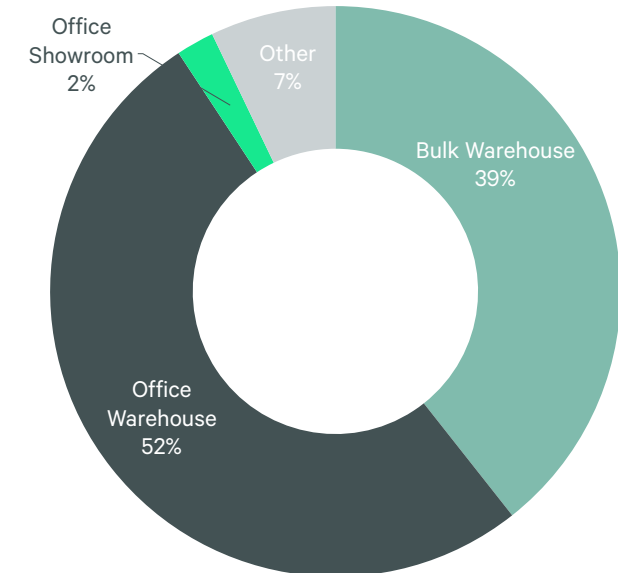
Source: CBRE Research, Q3 2024

FIGURE 12: Investment vs. Owner User Sales Volume, 2020-Q3 2024



Source: Real Capital Analytics, CoStar, CBRE Research, Q3 2024.

FIGURE 13: Q3 2024 Investment Sales by Product Type



Source: Real Capital Analytics, CoStar, CBRE Research, Q3 2024

FIGURE 14: Minneapolis/St. Paul Industrial Market Statistics by Submarket

Submarket	Inventory (Sq. Ft.)	Direct Vacancy Rate	Total Availability Rate	Q3 2024 Net Absorption (Sq. Ft.)	2024 YTD Net Absorption (Sq. Ft.)
Metro Overall	357,004,317	3.7%	5.1%	1,002,369	3,258,339
East	22,275,487	10.6%	12.9%	198,466	387,165
Midway	28,799,948	2.2%	4.0%	111,719	94,910
Minneapolis	23,662,733	1.6%	2.3%	11,639	3,891
North Central	54,959,170	1.6%	2.7%	254,750	377,770
Northwest	83,482,492	4.6%	5.6%	444,768	1,379,631
South Central	56,055,206	2.0%	4.4%	365,315	865,244
Southwest	72,027,007	5.0%	6.2%	(356,233)	9,779
St Paul	15,742,274	2.2%	2.5%	(28,055)	139,949

Source: CBRE Research, Q3 2024.

FIGURE 16: Minneapolis/St. Paul Industrial Construction Statistics

Submarket	Construction Starts	Spec Under Construction	BTS Under Construction	Total Under Construction	Spec Under Construction Preleased	Q3 Spec Completions	Q3 BTS Completions	2024 YTD Completions
Metro Overall	526,038	459,258	1,820,205	2,279,463	45%	210,160	881,481	3,159,154
East	0	0	0	0	-	0	160,000	160,000
Northwest	351,038	222,219	593,595	815,814	39%	0	500,800	1,463,973
Southwest	0	0	525,391	525,391	-	126,160	0	617,500
South Central	0	89,039	369,965	459,004	0%	0	23,000	411,000
North Central	0	148,000	156,254	304,254	80%	84,000	176,000	303,000
Minneapolis	0	0	0	0	-	0	0	0
St Paul	175,000	0	175,000	175,000	-	0	21,681	21,681
Midway	0	0	0	0	-	0	0	182,000

Source: CBRE Research, Q3 2024.

FIGURE 15: Minneapolis/St. Paul Industrial Market Statistics by Product Type

Product Type	Inventory (Sq. Ft.)	Direct Vacancy Rate	Total Availability Rate	Q3 2024 Net Absorption (Sq. Ft.)
All Product Types	357,004,317	3.7%	5.1%	1,002,369
Bulk Warehouse	72,977,682	11.1%	12.0%	502,103
Office Warehouse	144,779,652	1.8%	3.4%	226,019
Office Showroom	39,977,138	4.2%	7.0%	107,480
Other	99,269,845	0.8%	1.6%	166,767

Source: CBRE Research, Q3 2024.

## National Economic Overview

Soft landings are rare, but recent data suggest that this outcome for the economy is increasingly likely. Business investment is steady and consumer distress is confined to a few vulnerable segments. Discretionary spending, such as travel, is generally on a par with last year although many signs indicate the post-pandemic spending boom is over. The key threat to consumption is a downturn in the labor market, although the recent bump in unemployment appears mainly driven by an increase in participation.

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## Minneapolis/St. Paul Employment Update

▲ 3.9%  
Unemployment Rate

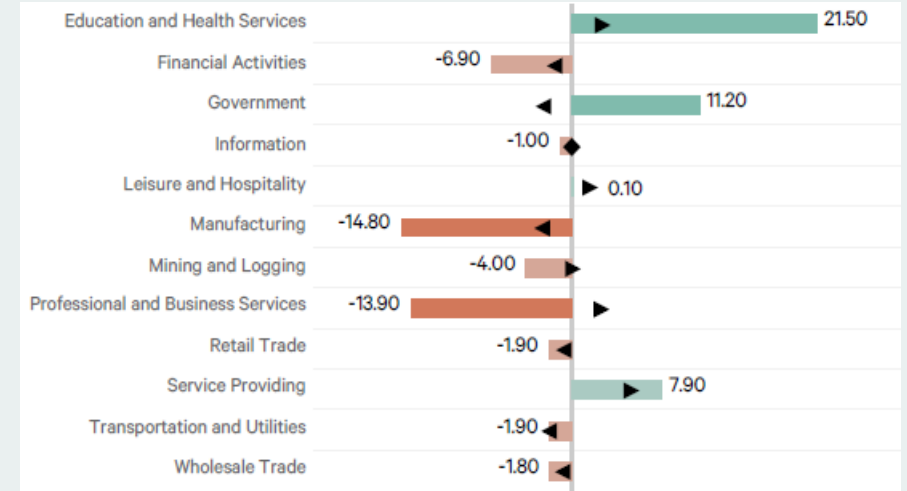
▼ 2.0M  
Labor Force

▲ 458.4k  
Office Using Jobs

▲ 543.7k  
Industrial Using Jobs

▼ 260.7k  
Retail Using Jobs

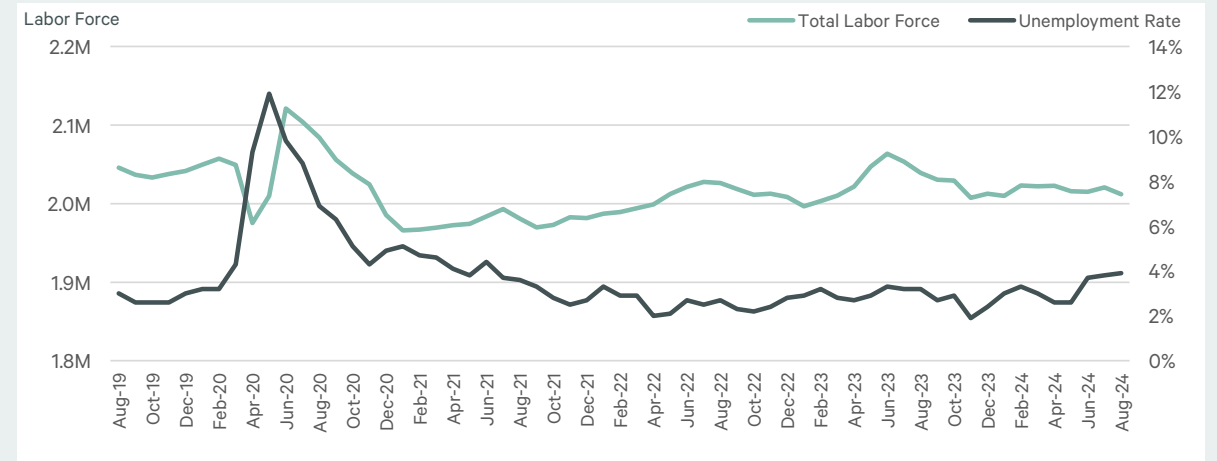
Employment Change by Sector – Yearly + Monthly  
Bars indicate yearly trend, arrows indicate monthly trend



Note: Arrows indicate month-over-month change.

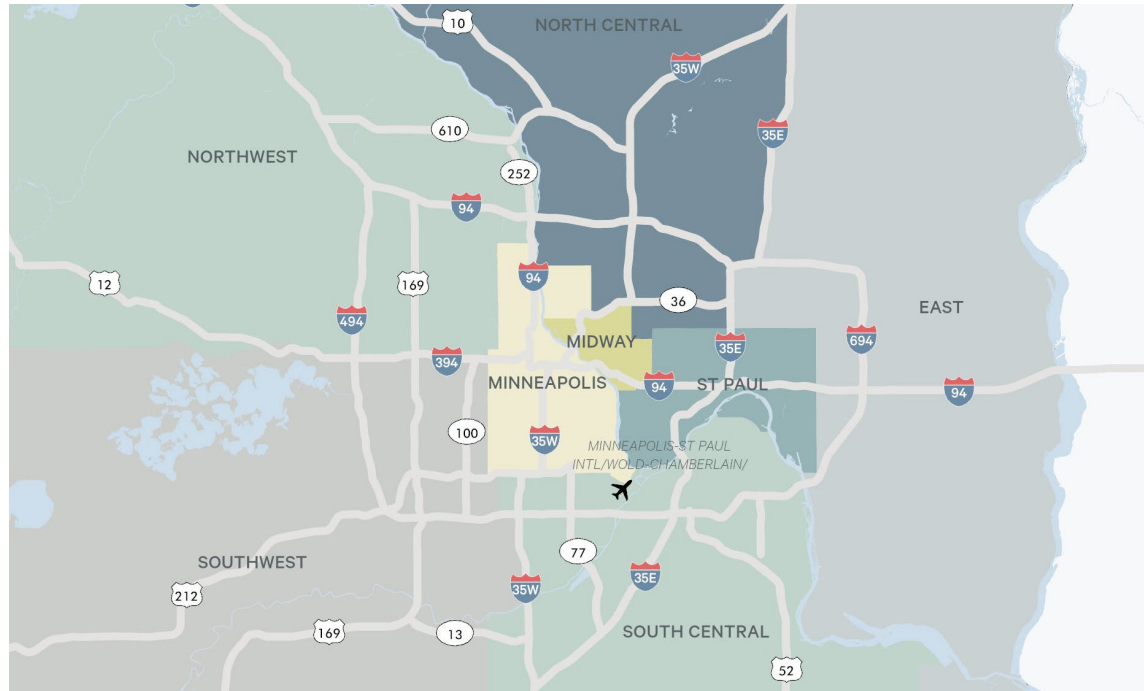
Source: US BLS, August 2024

### Minneapolis/St. Paul Unemployment Rate and Labor Force Trends



Source: US BLS, August 2024

## Market Area Overview



### Definitions

- Building Area: The total floor area Sq. Ft. of the building, typically taken at the “drip line” of the building.
- Occupied Sq. Ft.: Building Area not considered vacant.
- Net Absorption: The change in Occupied Sq. Ft. from one period to the next.
- Available Sq. Ft.: Space in a building, ready for occupancy within six months; can be occupied or vacant.
- Total Availability Rate: Available Sq. Ft. (includes direct and sublease space) divided by the total Building Area.
- Direct Availability Rate: Available Sq. Ft. (excluding sublease space) divided by the total Building Area.
- Vacant Sq. Ft.: Space that can be occupied within 30 days.
- Total Vacancy Rate: Vacant Sq. Ft. divided by the total Building Area.
- Direct Vacancy Rate: Vacant Sq. Ft. divided by the total Building Area where subtenant space is excluded.
- Average Asking Lease Rate: A calculated average that includes net and gross lease rate, weighted by their corresponding available square footage.
- Warehouse Rate: A calculated average of the lowest marketed value asking rate representing warehouse space.
- Office Rate: A calculated average of the highest marketed value asking rate representing office space.
- Net-Blended Rate: A calculated average of the warehouse asking rate blended with the office asking rate.
- Gross Activity: All sale and lease transactions completed within a specified time period.

### Survey Criteria

Includes all industrial buildings 10,000 sq. ft. and greater in size in the Minneapolis/St. Paul market. Buildings which have begun construction as evidenced by site excavation or foundation work.

## Contact

### Maggie Parra

Research Manager  
CBRE | Minneapolis/St. Paul  
maggie.parra@cbre.com

### Will Crooks

Field Research Analyst  
CBRE | Capital Markets  
will.crooks@cbre.com



1900 LaSalle Plaza  
800 LaSalle Avenue  
Minneapolis, MN 55402  
+1 952 924 4600

July 10, 2019

**BY ELECTRONIC MAIL**

City of Ramsey  
7550 Sunwood Drive NW  
Ramsey, MN 55303

Attention: Sean Sullivan and Kurt Ulrich

**Re: *Exclusive Sales Listing Agreement  
Multiple Land Parcels, City of Ramsey, Minnesota ("Property")  
Vacant Land Exhibit B***

Dear Sean and Kurt,

Thank you for selecting CBRE, Inc. ("CBRE") to represent you. The terms of our engagement are contained in this agreement ("Agreement").

1. This Agreement shall terminate six months from August 1, 2019 ("Term").
2. During the Term, you appoint us your exclusive agent with the right to list and market the Property for sale and to negotiate agreements for the sale of the Property (which includes portions thereof). If, during the Term, the Property is removed from the market because escrow is opened or an offer to purchase the Property is accepted, and if the sale is not consummated for any reason, then the Term will be extended by the longer of the number of days that (i) escrow was open or (ii) the Property was removed from the market, but in no event more than 180 calendar days in the aggregate.
3. We will commit the appropriate number of qualified and licensed professionals to this engagement. Your "Listing Team" is comprised of Brian Pankratz. We will have the right to change members of the Listing Team as necessary and appropriate. The Listing Team shall owe you duties of trust, confidence and loyalty.
4. We will offer the Property at an initial listing price that is per separate agreement and Acceptable to Owner, although the Property may be sold upon such other terms as you may agree. However, it is your right to: (a) approve, modify, reject or disapprove any and all proposals and offers as well as any prospective purchasers for the Property and (b) adjust the terms and conditions of any offer made, including but not limited to, adjusting the Property's listing price.
5. We will work with you to create and implement a sales strategy for the Property, including preparation of appropriate and customary marketing materials (such as an offering brochure). In developing the strategy, we will rely on (without requirement to verify) any information provided to us by you, your agents, affiliates and/or any of the Property's managers. However, we will not issue any written marketing materials without your prior written approval. Further, you authorize us to place one or more signs on the Property as we deem appropriate.
6. The success of this engagement relies, in part, on cooperation and communication between City of Ramsey and CBRE Listing Team. Therefore, you agree to: (i) provide us with all available information to assist us in marketing the Property; (ii) make CBRE Listing Team aware of all inquiries regarding CBRE listed properties; and (iii) work with CBRE Listing Team to conduct

negotiations with prospective purchasers as needed. If a prospective buyer is a City generated lead that has not had prior discussions with CBRE Listing Team, and CBRE services are not required, CBRE commissions will be reduced from 5% to 3%..

7. You represent that you either are the fee owner of or otherwise have control over the Property. You further represent that you have full authority to enter into this Agreement without violating anyone else's rights, or any other agreements or contractual obligations.
8. We will present all offers to you and assist you in developing and negotiating counteroffers until a PSA is signed and all contingencies are satisfied or waived. You agree that you and/or your legal counsel are solely responsible for determining the legal sufficiency of the documents related to this engagement and the tax consequences of any transaction. You are also responsible for evaluating any offers and determining with whom you will negotiate or enter into a transaction. While we may assist you in gathering reasonably available information, we cannot represent or warrant the creditworthiness of any prospect and/or their ability to satisfy their obligations under a purchase agreement. All final business and legal decisions shall be made solely by you. Notwithstanding any designation of us as "agent" in this Agreement, we will have no right, power, or authority to enter into any agreement with any prospective purchaser, real estate broker, or any other person in the name of, on behalf of, or otherwise binding upon you.
9. **NOTICE: THE COMPENSATION FOR THE SALE, LEASE, RENTAL, OR MANAGEMENT OF REAL PROPERTY SHALL BE DETERMINED BETWEEN EACH INDIVIDUAL BROKER AND THE BROKER'S CLIENT.**
10. We will earn (and you agree to pay) a commission in accordance with this Agreement and the attached Commission Schedule (Exhibit "A") if either of the following occur:
  - (a) during the Term, you sell the Property to a purchaser, whether procured by us, you or anyone else; or
  - (b) within one hundred eighty (180) days after the expiration of the Term or after the Agreement otherwise terminates (the "Override Period"), the Property is sold to, or negotiations continue, resume or commence and thereafter continue leading to a sale of the Property to any person or entity (including his/her/its successors, assigns or affiliates) with whom, during the Term, CBRE either negotiated (either directly or through another broker or agent) or to whom the Property was submitted during the Term ("Existing Prospect"). You agree that CBRE is authorized to continue negotiations with Existing Prospects. We will submit to you a list of such Existing Prospects in a "Protective List" within seventy-two (72) hours following the expiration or termination of the Term as required by M.S.A. §82.66(1); provided, however, that if a written offer has been submitted prior to said expiration or termination date, then it shall not be necessary to include the offeror's name on the list. The protective list may include only persons who have, during the Term, either made an affirmative showing of interest in the property by responding to an advertisement, or by contacting the Broker or having been physically shown the property by the Broker.

**NOTICE: IF YOU RELIST WITH ANOTHER BROKER WITHIN THE OVERRIDE PERIOD AND THEN SELL YOUR PROPERTY TO ANYONE WHOSE NAME APPEARS ON THIS LIST, YOU COULD BE LIABLE FOR FULL COMMISSIONS TO BOTH BROKERS. IF THIS NOTICE IS NOT FULLY UNDERSTOOD, SEEK COMPETENT ADVICE.**

11. You agree that we are authorized to cooperate with and, if appropriate, share our commission with "Cooperating Brokers" (such as a broker representing a purchaser). We will be responsible for paying the fee or commission due to the Cooperating Broker (if any) provided the Cooperating Broker: (i) represents the prospective purchaser pursuant to a written agreement, a copy of which is furnished to us prior to the execution of the transaction; (ii) is properly licensed; and (iii) executes and delivers to us an acceptable cooperating brokerage agreement. Market conditions may exist whereby the Cooperating Broker receives an above-standard fee and/or broker bonus. If so, our commission shall be increased by (and you agree to pay) an amount such that we receive no less than 50% of the total fee in accordance with the Commission Schedule.

12. If you lease the Property to anyone during the Term or Post-Term, you agree to pay CBRE a lease commission in accordance with Exhibit A.
13. The Listing Team are your designated agents to the exclusion of all of CBRE's other licensees. All other CBRE licensees shall be referred to as "Non-Listing Team Agents" and shall be considered Cooperating Brokers. You acknowledge that we are an international brokerage firm and that we may represent prospective purchasers. You consent to the representation of such prospective purchasers by Non-Listing Team Agents and consent to any dual agency created by such representation. You acknowledge that Non-Listing Team Agents owe duties of trust, confidence and loyalty exclusively to their clients. The Listing Team and Non-Listing Team Agents shall not disclose the confidential information of one principal to the other.
14. Questions regarding environmental and zoning issues may arise during the course of our representation. CBRE is not obligated to perform, and has not made any investigation of the physical conditions or zoning issues relating to the Property. You agree to disclose to us and allow us to disclose to prospective purchasers everything you know (after reasonable inquiry by you) regarding present and future property issues including, but not limited to, structural, mechanical, hazardous materials, zoning and environmental matters affecting the Property and/or the Property's condition.
15. If the Property becomes the subject of foreclosure proceedings before the expiration of the Term, then in our sole and absolute discretion we may: (a) suspend this Agreement until we may elect to reinstate it or (b) terminate this Agreement and enter into a listing agreement with any receiver, party initiating foreclosure, party purchasing the Property at a foreclosure sale, or any other third party.
16. While we are confident that our relationship will be mutually satisfactory, if there is a dispute between us, then we agree to resolve it subject to the following:
  - (a) if either party institutes a legal proceeding against the other party relating to this Agreement, the prevailing party shall recover from the non-prevailing party all of its (i) reasonable attorneys' fees and costs, (ii) expert-related fees and costs and (iii) other related expenses. All past due amounts shall bear interest at twelve percent (12%) per annum or the maximum rate permitted in the state in which the Property is located. No party will be entitled to punitive, special and/or consequential damages, and we each waive all rights to and claims for relief other than for compensatory damages; and
  - (b) **WHERE PERMITTED BY LAW, WE EACH KNOWINGLY AGREE TO WAIVE ANY AND ALL RIGHTS TO HAVE A DISPUTE ON ANY MATTER RELATING TO, OR ARISING FROM THIS AGREEMENT DETERMINED BY A JURY.**
17. You and CBRE agree to comply with all applicable laws, regulations, codes, ordinances and administrative orders. Further, we both acknowledge that: (a) it is illegal to refuse to display or lease or sell to or from any person because of one's membership in a protected class, e.g.: race, color, religion, national origin, sex, ancestry, age, marital status, physical or mental handicap, familial status or any other class protected by applicable law and (b) the Property will be offered in compliance with all applicable anti-discrimination laws.
18. This Agreement is our entire agreement and supersedes all prior understandings between us regarding this engagement and is governed by the laws of the state where the Property is located, without regard to its conflict of laws principles. This Agreement will be binding and inure to the benefit of our lawful representatives, heirs, successors, designees and assignees. It may not be altered or terminated except in a writing signed by both you and CBRE. Neither party's failure to exercise any of its rights under this Agreement will relieve the other party of its obligations hereunder. Nothing herein is or may be deemed a waiver or full statement of any of our rights or remedies, whether at law or in equity, all of which are expressly reserved. If any provision of this Agreement is unenforceable or void under applicable law, the remaining provisions will continue to be binding. This Agreement and the rights, interests or obligations created hereunder will not be assigned by either of the parties without the prior written consent of the other party. We each agree that we have both participated in the negotiation and drafting of this Agreement. You acknowledge that the person signing this Agreement on your behalf has your full authority to execute it. This

Agreement will be binding whether signatures are exchanged electronically or by hand, by mail, by fax, by electronic transfer or image, by photocopy or in counterparts.

19. Either party can cancel the Listing Agreement after 6 months with 30 day written notice.

Thank you again for this opportunity. We look forward to working with you.

Very truly yours,

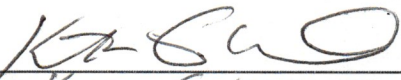
**CBRE, Inc.**  
**Licensed Real Estate Broker**

By:   
Name: Jeff Jiovanazzo  
Title: Managing Director

Date: July 18, 2019

**AGREED:**

City of Ramsey

By:   
Name: Kurtis G. URICK  
Title: CITY Administrator  
Date: 7-29-19

## EXHIBIT A – Commission Schedule

- A. *Sale.* As to sales of real property, CBRE's commission shall be five percent (5%) of the gross sales price. If a cooperating broker or salesperson procures the sale, the commission will be seven percent (7%) of the gross sales price. Gross sales price shall include any and all consideration received or receivable, in whatever form, including but not limited to assumption or release of existing liabilities. In the event this sale is in connection with a "build to suit" transaction, the commission shall be calculated on the gross sales price plus the gross construction cost of the building to be constructed on the Property. The commission shall be earned and paid on the date title to the Property is transferred to the purchaser; provided, however, that if the transaction involves an installment contract, then payment shall be made upon execution of such contract. In the event you contribute or convey the Property or any interest therein to a corporation, joint venture, partnership, or other business entity, the commission shall be calculated on the fair market value of the Property or the portion thereof that is so transferred, and shall be earned and paid at the time of the contribution or transfer. If you are a partnership, corporation, or other business entity, and an interest in the partnership, corporation or other business entity is transferred, whether by merger, outright purchase or otherwise, in lieu of a sale of the Property, and applicable law does not prohibit the payment of a commission in connection with such sale or transfer, the commission shall be calculated on the fair market value of the Property, rather than the gross sales price, multiplied by the percentage of interest so transferred, and shall be paid at the time of the transfer.
1. *Definitions.* Under this Agreement the terms "sell," "sale" or "sold" shall mean: (a) an exchange of the Property; (b) the granting of an option to purchase the Property; or (c) any other transfer, conveyance or contribution of a controlling interest in the Property or in the entity which owns the Property, including, but not limited to, situations where you are a corporation, partnership or other business entity and a controlling interest in such corporation, partnership or other business entity is transferred, whether by merger, outright purchase or otherwise, in lieu of a sale of the Property.
  2. *Option to Purchase.* If you grant an option to purchase the Property, you agree to pay us a commission in accordance with this Commission Schedule, on the price paid for the option and for any extensions when you receive payment for any such option and/or extensions. If the option is exercised, whether during the Term or after, we will earn a further commission in accordance with this Agreement. Notwithstanding the foregoing, to the extent that all or part of the price paid for the option or any extension thereof is applied to the sales price of the Property, then any commission previously paid by you to us on account of the option payments will be credited against the commission payable to us on account of the exercise of the option.
  3. Broker (CBRE) shall receive a minimum fee based on a sales price of \$1.50 per gross SF for the sale of any industrial or office land and a minimum fee of \$5,000.00 for the sale of any residential parcel of land \$5,000.00 for the sale of any residential parcel of land greater than \$45,000; and, a minimum fee of \$3,500.00 for the sale of any residential parcel of land less than or equal to \$45,000.
  4. If a potential prospect/buyer is generated by the City of Ramsey with no prior contact or discussions with/from CBRE than the commission will be reduced to 3% of the gross sales price to calculate commissions. If potential buyer generated by City of Ramsey has a cooperative broker the CBRE Listing Team commission will be equal to the cooperative broker and in no event will be no higher than 3.5%.

**EXHIBIT B – Subject Parcels**

1. Parcel 50a - 28-32-25-41-0020
2. Parcel 52b - AEON 2 Parcel-28-32-25-13-0092
3. Parcel 47c - 28-32-25-31-0023
4. Parcel 47e - 28-32-25-23-0018
5. Parcel 46 - 28-32-25-22-0058
6. Parcel 42a -7994 Sunwood Drive - 28-32-25-23-0012
7. Parcel 42b - 7990 Sunwood Drive - 28-32-25-23-0011
8. Parcel 42c - 7992 Sunwood Drive- 28-32-25-23-0013
9. Parcel 48a -28-32-25-24-0017
10. Parcel 48c - 28-32-25-31-0025

## Owner Marketing Approval

Property Name:	City of Ramsey Land Parcels
Property Address:	Ramsey, MN
Broker(s):	Brian Pankratz

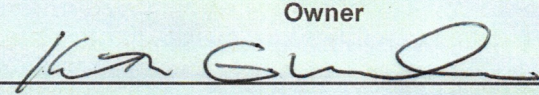
I hereby authorize CBRE to actively market the above-referenced property for signage, spec sheets, brochures, postcards, company web page, campaign logic, MNCAR, Co-Star & Loopnet:

TOTAL BUILDING SQUARE FOOTAGE:	
AVAILABLE SQUARE FOOTAGE:	
OFFICE SQUARE FOOTAGE:	
WAREHOUSE SQUARE FOOTAGE:	
LOT AREA:	66.27
CLEAR HEIGHT:	
LOADING:	
CONSTRUCTION:	
YEAR BUILT:	
SPRINKLERED:	
POWER:	
COLUMN SPACING:	
PARKING:	
LEASE RATES/SALE PRICE:	
EST. 2019 REAL ESTATE TAXES:	
EST. 2019 CAM:	
EST. 2019 TOTAL:	
COMMENTS:	

APPROVED this 29<sup>th</sup> day of July, 2019

City of Ramsey

Owner

By: 

Title: City Administrator

© 2018 CBRE, Inc. The information about this property has been obtained from sources believed reliable. While we do not doubt its accuracy, we have not verified it and make no guarantee, warranty or representation about it. It is your responsibility to independently confirm its accuracy and completeness. Any projections, opinions, assumptions or estimates used are for example only and do not represent the current or future performance of the property. The value of this transaction to you depends on tax and other factors which should be evaluated by your tax, financial and legal advisors. You and your advisors should conduct a careful, independent investigation of the property to determine to your satisfaction the suitability of the property for your needs.

## Minnesota Sale/Lease Disclosures

**Property:** City of Ramsey Land

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**Seller/Landlord Disclosure of Material Facts, Delivery of Reports, and Compliance with Laws.** Sellers/landlords are hereby requested to disclose directly to buyers/tenants all facts known to sellers/landlords that materially affect the value or desirability of the Property and are not readily observable nor known to the buyer/tenant, including, but not limited to, facts regarding hazardous materials, zoning, construction, design, engineering, soils, title, survey, fire/life safety, proneness to natural hazards such as earthquakes, and other matters, and to provide buyers/tenants with copies of all reports in the possession of or accessible to sellers/landlords regarding the Property. Sellers/landlords and buyers/tenants must comply with all applicable federal, state and local laws, regulations, codes, ordinances and orders, including, but not limited to, the 1964 Civil Rights Act and all amendments thereto, the Foreign Investment in Real Property Tax Act, the Comprehensive Environmental Response Compensation and Liability Act, and The Americans With Disabilities Act.

**Americans with Disabilities Act (ADA).** The Americans With Disabilities Act (42 United States Code §12101 et seq.) and other federal, state and local requirements may require changes to the Property. Have your experts investigate and evaluate these matters.

**Taxes.** Sales, leases and other real estate transactions can have federal, state and local tax consequences. In sales transactions, Internal Revenue Code §1445 requires buyers to withhold and pay to the IRS 15% of the gross sales price within 20 days of the date of a sale unless the buyers can establish that the sellers are not foreigners, generally by having the sellers sign a Non-Foreign Seller Affidavit. Depending on the structure of the transaction, the tax withholding liability can exceed the net cash proceeds to be paid to sellers at closing. Have your experts investigate and evaluate these matters.

**Flood Zones.** Many lenders require flood insurance for properties located in flood zones, and government authorities may regulate development and construction in flood zones. Whether or not located in a flood zone, properties can be subject to flooding and moisture problems, especially properties on a slope or in low-lying areas. Buyers/tenants should have their experts confirm whether the Property is in a flood zone and otherwise investigate and evaluate these matters.

**Fires.** Properties, whether or not located in a fire hazard zone, are subject to fire/life safety risks and may be subject to state and local fire/life safety-related requirements, including retrofit requirements. Have your experts investigate and evaluate these matters.

**Hazardous Materials and Underground Storage Tanks.** Due to prior or current uses of the Property or in the areas or the construction materials used, the Property may have hazardous or undesirable metals (including but not limited to lead-based paint), minerals (including but not limited to asbestos), chemicals, hydrocarbons, petroleum-related compounds, or biological or radioactive/emissive items (including but not limited to electrical and magnetic fields) in soils, water, building components, above or below-ground tanks/containers or elsewhere in areas that may or may not be accessible or noticeable. Such items may leak or otherwise be released. If the Property was built before 1978 and has a residential unit, sellers/landlords must disclose all reports, surveys and other information known to them regarding lead-based paint to buyers/tenants and allow for inspections (42 United States Code §4851 et seq.). Have your experts investigate and evaluate these matters.

**Property Inspections and Evaluations.** Buyers/tenants should have the Property thoroughly inspected and all parties should have the transaction thoroughly evaluated by the experts of their choice. Ask your experts what investigations and evaluations may be appropriate as well as the risks of not performing any such investigations or evaluations. Information regarding the Property supplied by the real estate brokers has been received from third party sources and has not been independently verified by the brokers. Have your experts verify all information regarding the Property, including any linear or area measurements, the availability of all utilities, applicable zoning, and entitlements for the intended use. All work should be inspected and evaluated by your experts, as they deem appropriate. Any projections or estimates are for example only, are based on assumptions that may not occur, and do not represent the current or future performance of the property. Real estate brokers are not experts concerning, nor can they determine if any expert is qualified to provide advice on, legal, tax, design, ADA, engineering, construction, soils, title, survey, fire/life safety, insurance, hazardous materials, or other such matters. Such areas require special education and, generally, special licenses not possessed by real estate brokers. Consult with the experts of your choice regarding these matters.

**CONSULT YOUR ADVISORS** – This document has legal consequences. No representation or recommendation is made by Broker as to the legal or tax consequences of this Agreement or the transaction(s) which it contemplates. This form is not intended to substitute for any disclosures the law requires that the parties make to each other. These are questions for your attorney and financial advisors.

**Economic Development Authority (EDA)****Meeting Date:** 01/09/2025**Primary Strategic Plan Initiative:** Promote economic growth and development.**Title:**

Receive 2024 Business Retention and Expansion Presentation and Adopt 2025 Goals

**Purpose/Background:**

The purpose of this case is to receive the attached report/information on the 2024 Business Retention & Expansion Program with a focus on Business Visits/Surveys. The 2024 goal was to make 30 or more business visits. In 2024, 30 formal business visits/surveys were conducted. Most visits were done in person but a couple visits were still conducted via phone to accommodate the schedules for businesses.

**Notification:**

Not required

**Time Frame/Observations/Alternatives:**

Staff will present the attached report for detailed observations for 2024 and 2025 recommendations. Staff is recommending the following Goals for 2025:

- Conduct 30 or more Business Visits
- Visit Newer Businesses to Ramsey
- Both Phone and in-Person Visits (in-person preferred)
- Blend of Commercial / Industrial and Retail
- Visit Hwy 10 Based Businesses
- Hwy 10 Construction Project Communication
- Promote Temporary Sign Regulations
- Continued Success at EDA Sponsored Events
- Review Business Contact Information on Business List
- Updated Brochures in Business Visit Packet

**Alternatives:**

- 1) Motion to accept 2024 Business Retention Report and adopt the Goals for 2025 (as presented)
- 2) Motion to accept 2024 Business Retention Report and adopt the Goals for 2025 (with changes)
- 3) Something else

**Funding Source:**

This case is being handled as part of normal Staff duties.

**Recommendation:**

Motion to accept 2024 Business Retention Report and adopt the goals for 2025 (as presented)

**Outcome/Action:**

1) Motion to accept 2024 Business Retention Report and adopt the Goals for 2025 (as presented)  
(RECOMMENDATION)

2) Motion to accept 2024 Business Retention Report and adopt the Goals for 2025 (with changes)

3) Something else

---

### **Attachments**

2024 Biz Retention Report

6 page Community Profile

2 page Development Guide

Business Succession Planning Doc

### **Form Review**

**Inbox**

Brian Hagen

Form Started By: Sean Sullivan

Final Approval Date: 01/02/2025

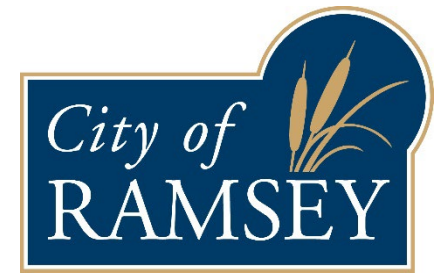
**Reviewed By**

Brian Hagen

**Date**

01/02/2025 11:40 AM

Started On: 12/23/2024 03:07 PM



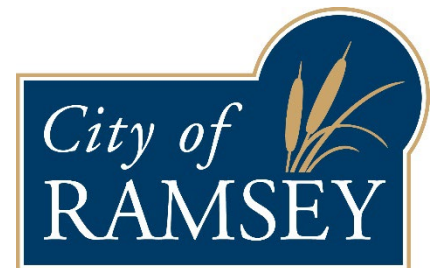
# ECONOMIC DEVELOPMENT

2024 Business Retention & Expansion Program

# 2024 SUMMARY

Business visits are conducted throughout the year by the Economic Development Manager and EDA Members. Each visit is 30-60 minutes long. The City uses questions based on the Greater MSP Salesforce survey template. These business visits help establish and maintain relationships with the business community and can identify areas in need of improvement or affirmation of current practices for the City. The 2024 goal was to have at least 30 formal business visits.

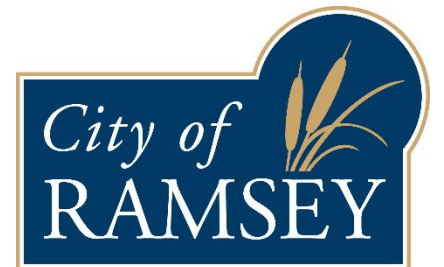
In 2024, a total of 30 formal visits were completed. Many informal visits and communication with Ramsey businesses occurred but are not part of Summary Data provided within the report. According to Minnesota Department of Employment and Economic Development (DEED), the City of Ramsey saw a net increase of 3 business establishments (627) and 396 employees (7665) in 2024.



# 2024 RAMSEY BUSINESS VISITS

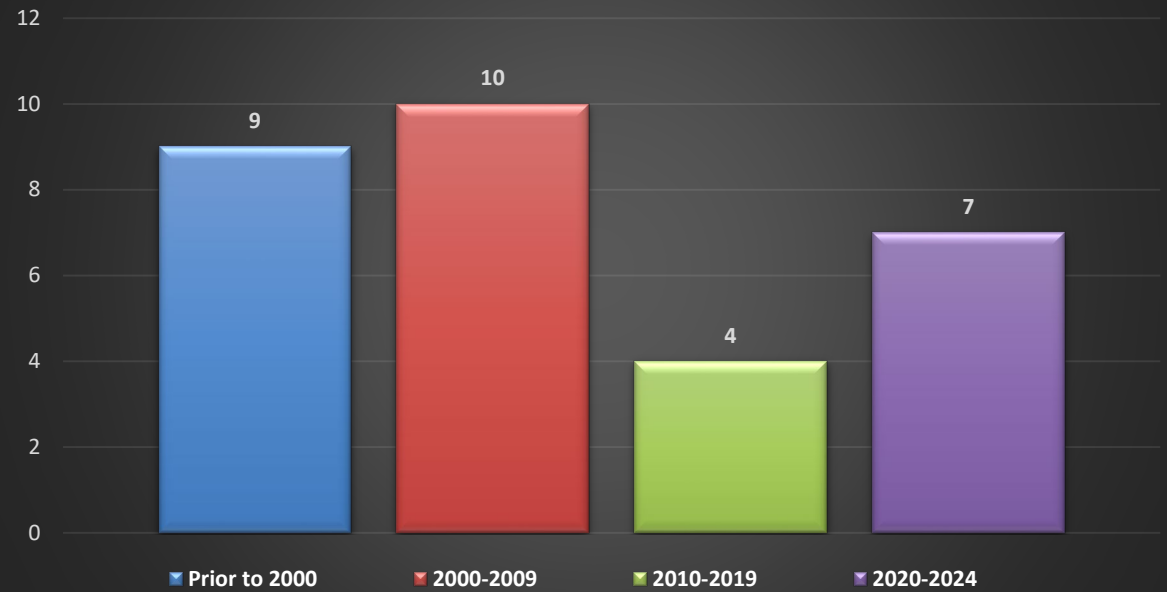
- 401 Manufacturing
- All Seasons Garage Door
- Allina Health Clinic
- Anderson Dahlen Inc
- Comfort Suites
- Diamond Graphics Inc
- Gigi's Salon & Spa
- Ginger Cafe
- Great Clips Inc
- Heartland Tire Inc
- Hennco Waterjet Supply
- Heritage Millwork Inc\*
- Hirshfield's
- Holiday Station Stores
- IDTS Medical Inc
- Lano Equipment Inc
- Lexington Manufacturing
- Lil' Explorers Child Care
- Martin Marietta
- Miss Iz Ice Cream LLC
- Neufab Welding LLC
- PACT Charter High School
- Panther Precision Machine
- RM Golf Carts
- Speedway #4508
- Superior Striping\*
- The Boat Center
- VE-VE Inc\*
- Waltek Inc\*
- Zero Zone Inc

\* Exit interviews conducted

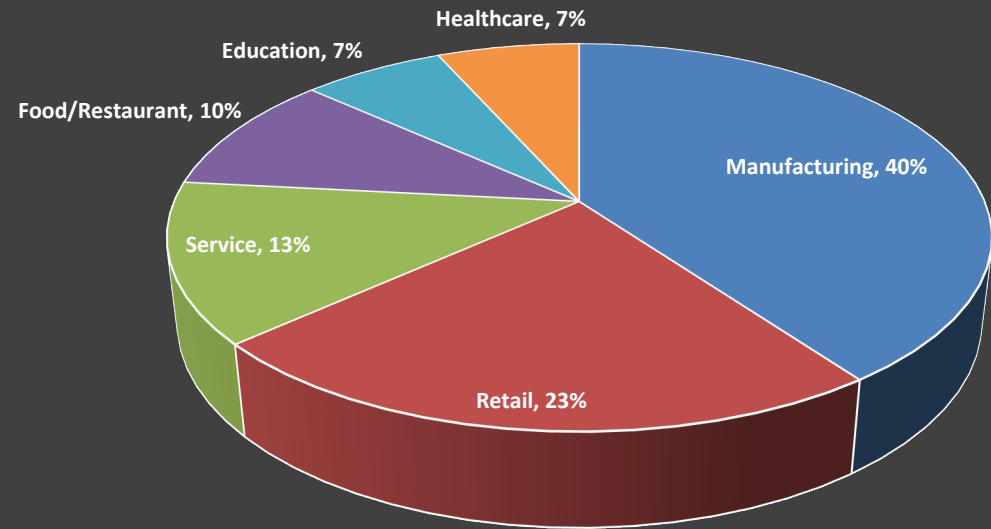


# BUSINESS PROFILES

### Year Business Located to Ramsey

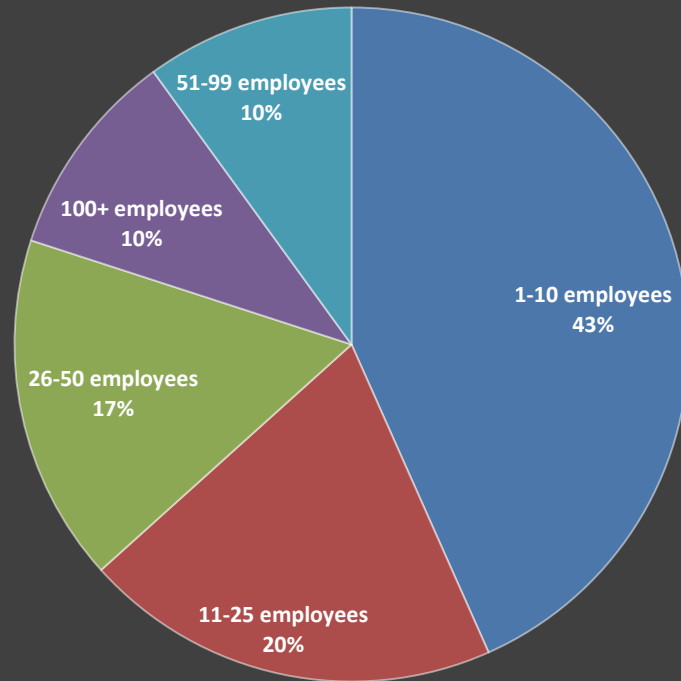


### Types of Businesses

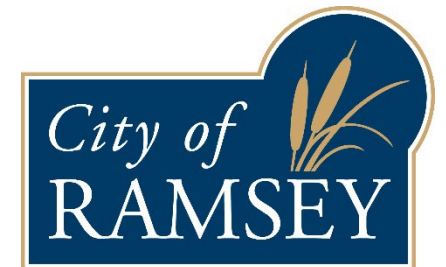


# EMPLOYEES

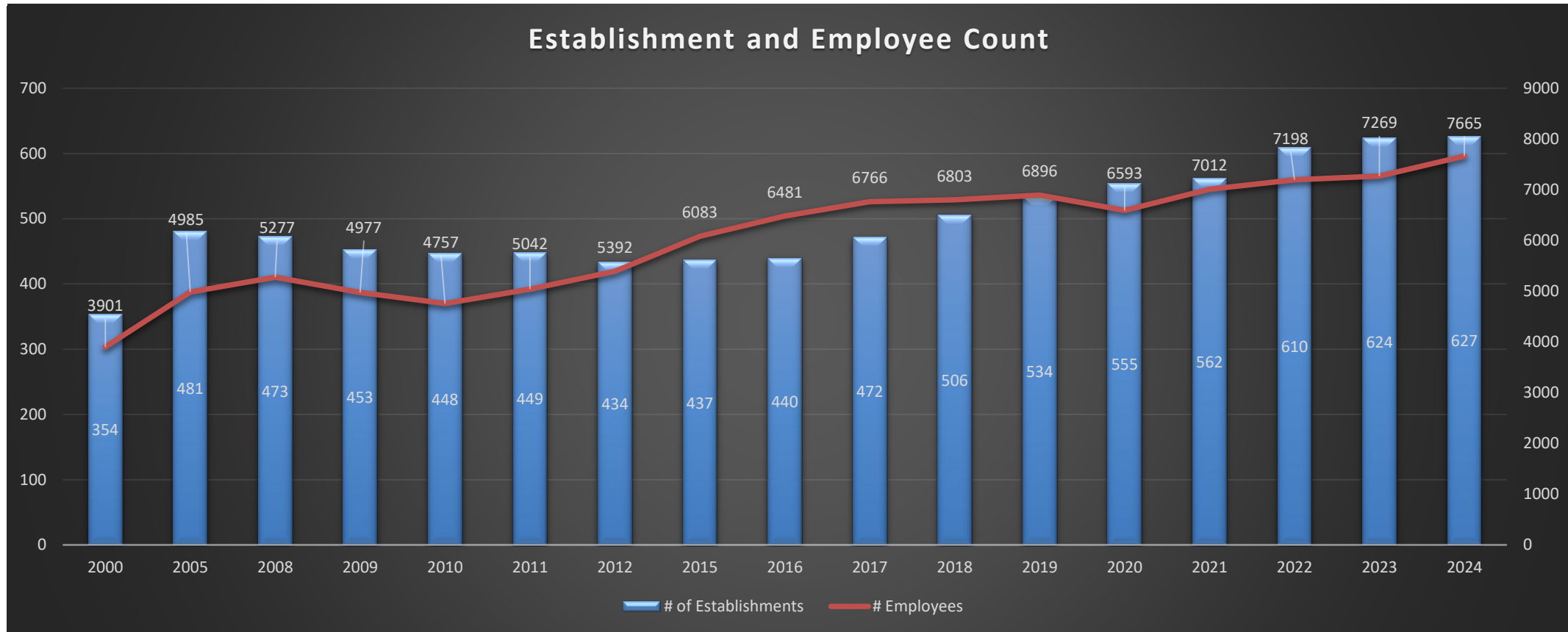
Number of Employees (FTE)



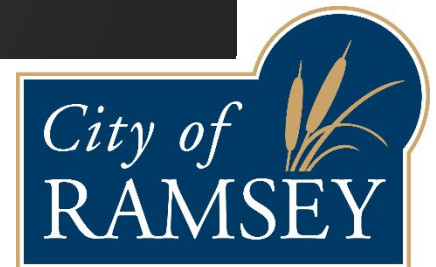
- % Businesses that plan to hire in next 2-5 years
  - 2024: 87%
  - 2023: 87%
  - 2022: 97%
  - 2021: 73%
- Reasons Job Openings Hard to Fill:
  - 45% Lack of candidates (*↓ 7% from 2023*)
  - 20% Poor work ethic (*↑ 1% over 2023*)
  - 20% Lack of technical skills (*↑ 1% over 2023*)
  - 10% Competition
  - 5% Other



# EMPLOYEE / ESTABLISHMENT CHANGES

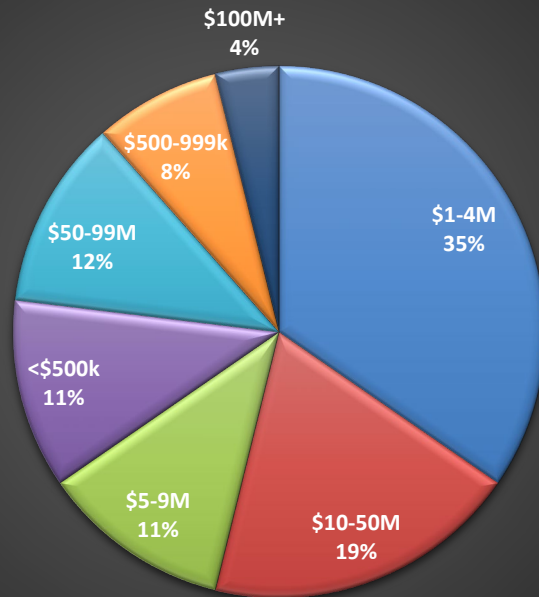


Source Q2: Minnesota Department of Employment and Economic Development (DEED)

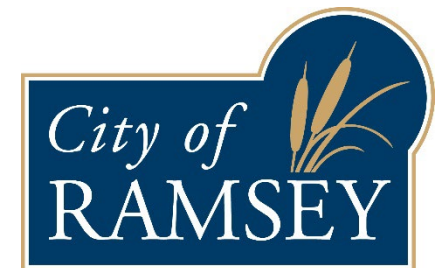
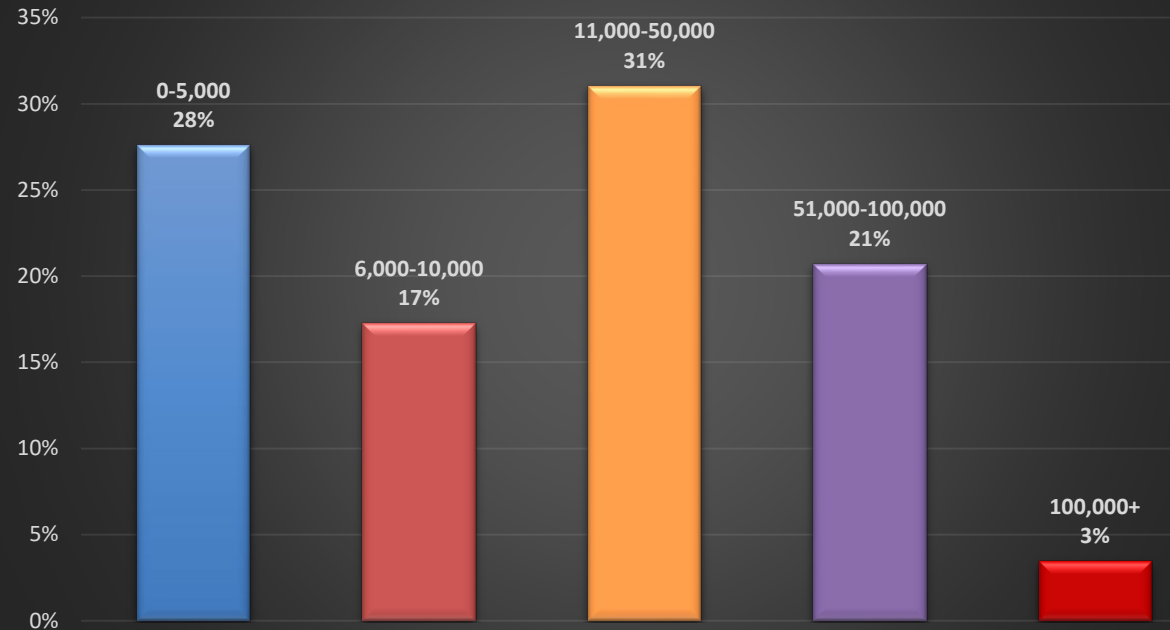


# ANNUAL SALES / FACILITY SIZE

### Gross Annual Revenue

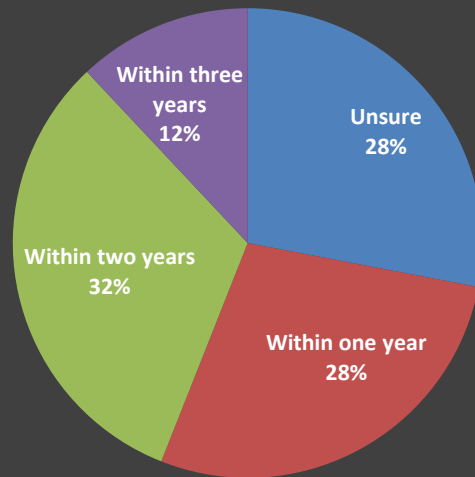


### Facility Size (Square Feet)

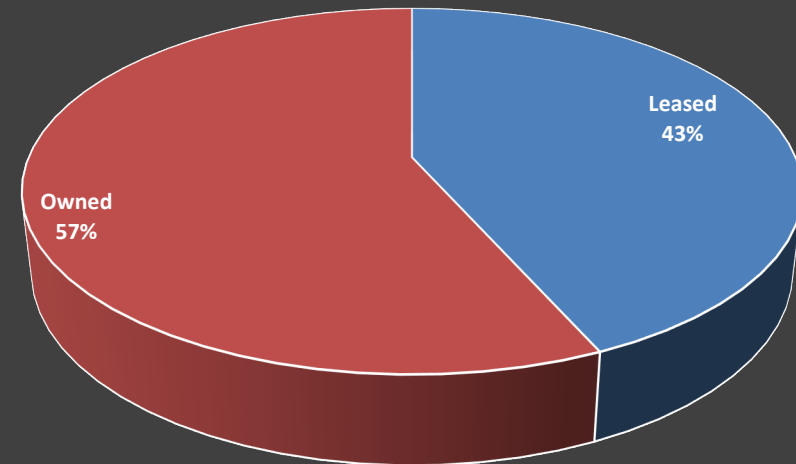


# OWNERSHIP / EXPANSION

Approximate Date of Investment

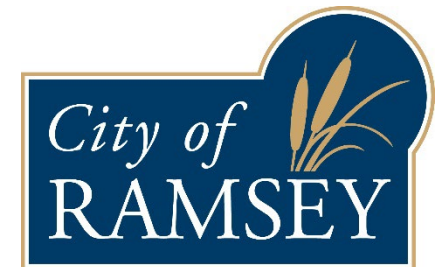


Facility Ownership



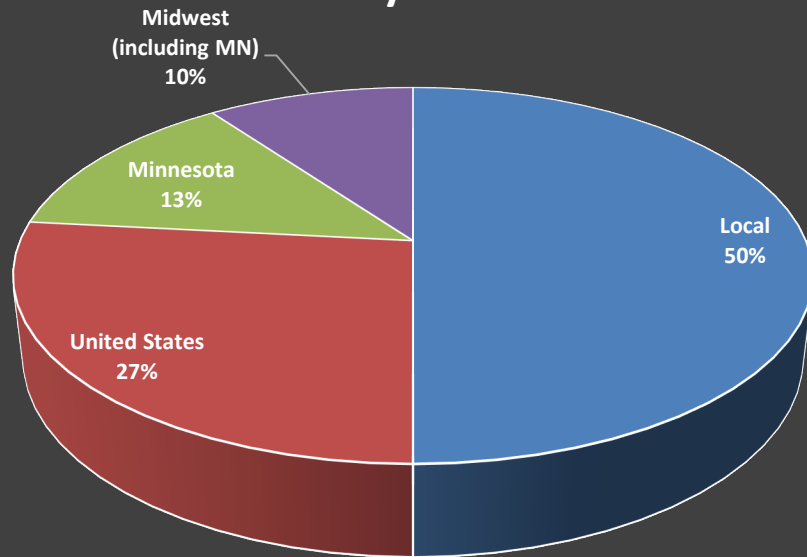
Does this company plan to...?

- 34% No Expansion/Renovation Plans
- 31% Renovate/Expand current facilities
- 28% Make major equipment purchases
- 7% Invest in new facilities

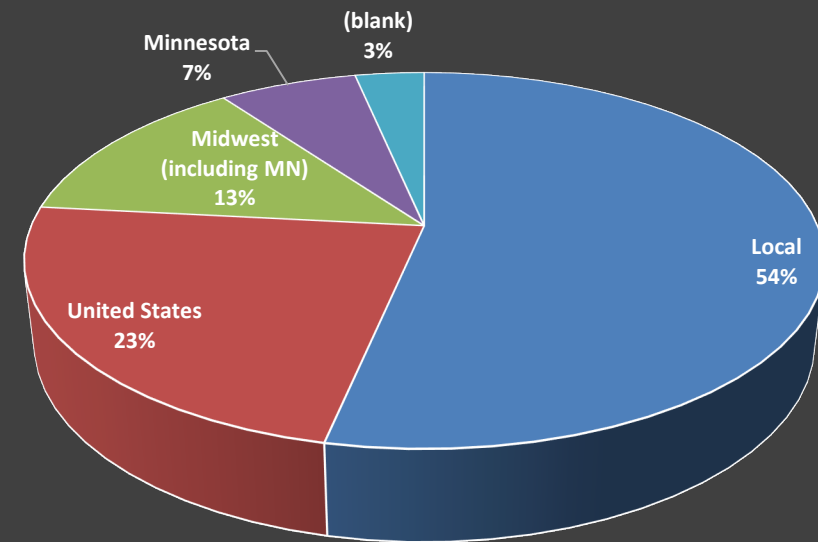


# MARKETS SERVED / OUTLOOK

## Primary Markets

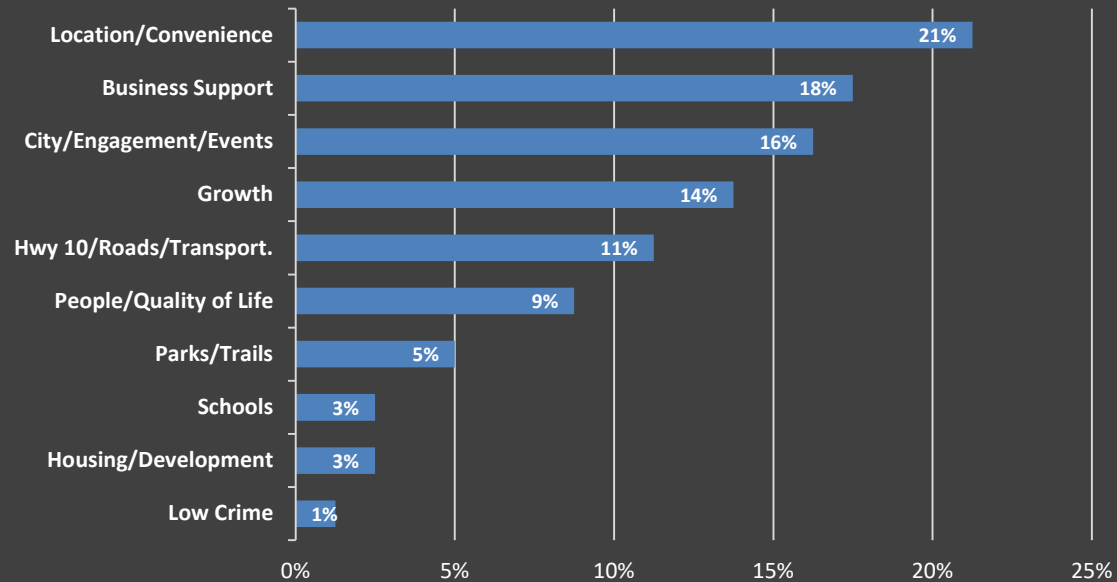


## Fastest Growing Geo Markets

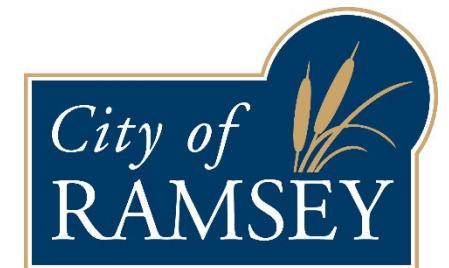
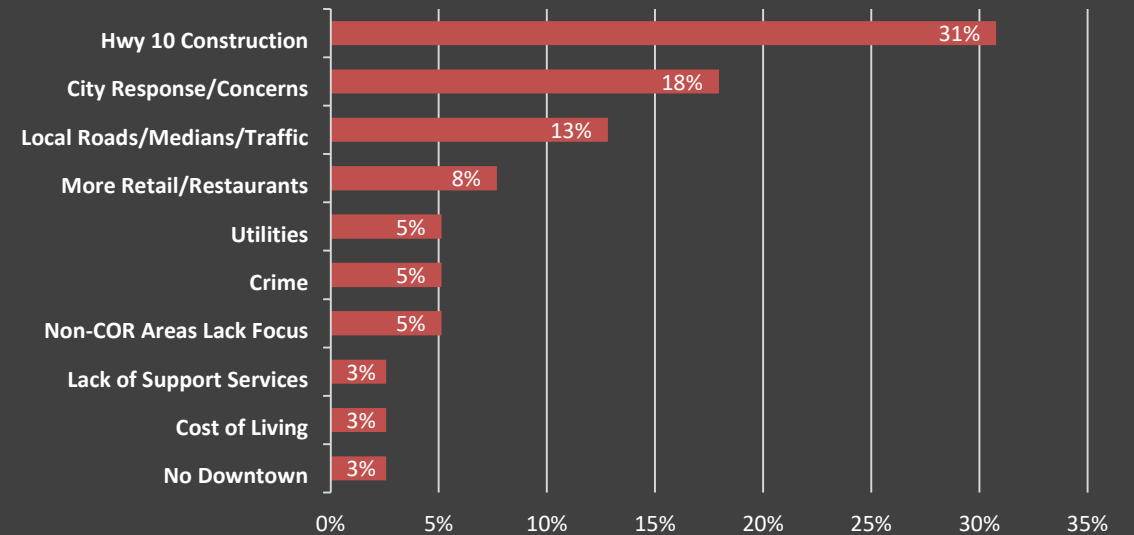


# COMMUNITY STRENGTHS & WEAKNESSES

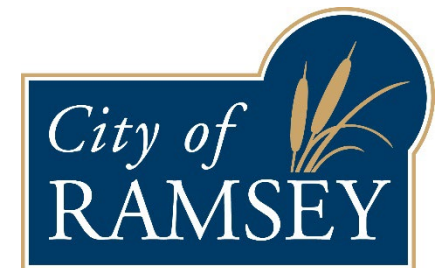
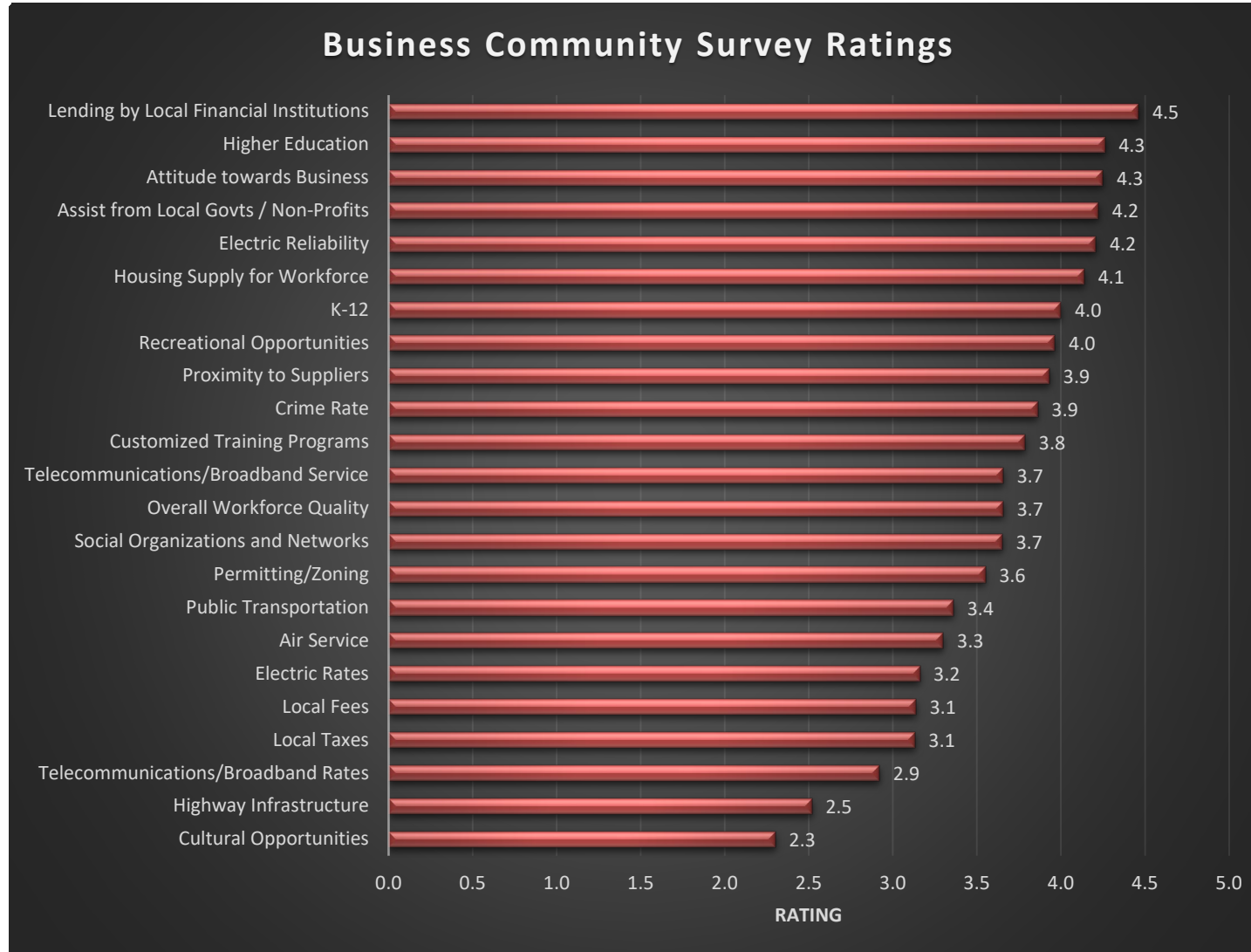
## Strengths



## Weaknesses

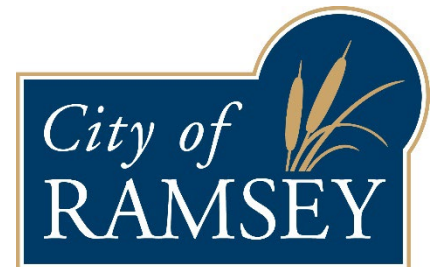


# COMMUNITY RATINGS

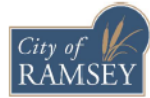


# PRIORITY PROJECTS TO ENHANCE BUSINESS

- 35% Highway 10 Completed
- 20% More Restaurants
- 15% Local Roads *(Suggestion: Roundabout at 47 & Bunker, improve access/medians, add street lights)*
- 10% More Businesses *(Suggestion: More venues for sports & weddings, incentives for new businesses)*
- 5% City Code Changes *(Suggestion: Relax zoning code, allowance for high-end metal buildings)*
- 3% More Community Events
- 3% Fee Reduction *(Suggestion: reduce tree preservation fees)*
- 3% More People/Homes
- 3% Promote Local Businesses
- 3% Retail/Shopping *(Suggestion: Fleet Farm or anything to get people to come to Ramsey)*



# BUSINESS VISIT PACKET UPGRADES



## Business Succession Planning

### Communities, get ready for a wave of retirements

What happens to your favorite local businesses and shops when the owner(s) retires? Small business owners in Minnesota are aging. The most recent U.S. Census data from 2021 shows that about 53% of owners are 55+ years old — this number has been increasing. By 2030, all owners who are baby boomers (born between 1946 and 1964) will be at least 65 and retired or considering when to take that step.

### How can communities and business owners prepare?

Having a business succession and transition plan is important. To help with creating a plan and moving through the process, University of MN Extension Community Development has tools and resources you may use. Follow the link or QR code to view educational (2-4 min) videos, courses, and other information about preparing a business succession plan. Whether you are an owner, employee, adviser, economic developer, or perhaps a prospective buyer or entrepreneur, select short clips that match your interest. Learn from experts and people who have successfully transitioned a business.

UMN Extension: Exit Planning Videos - Click on link or can QR code to watch video

[https://youtube.com/playlist?list=PLmB0Wmxdvs3whGodL4H61U\\_SzToGgJz5&si=XLcsNdLjKK0KlpBp](https://youtube.com/playlist?list=PLmB0Wmxdvs3whGodL4H61U_SzToGgJz5&si=XLcsNdLjKK0KlpBp)



UMN Extension: All Business Succession & Transition Videos - Click on link or can QR code to watch video

<https://www.youtube.com/@BusinessSuccessionTransition/playlists>

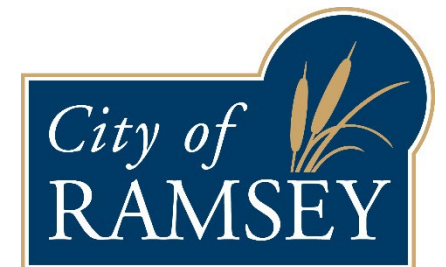


UMN Extension Business Succession Resources - Click on link or can QR code to view webpage

<https://extension.umn.edu/community-development/supporting-business-succession-and-transition>

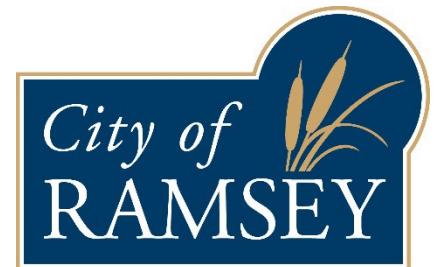


Community Profile



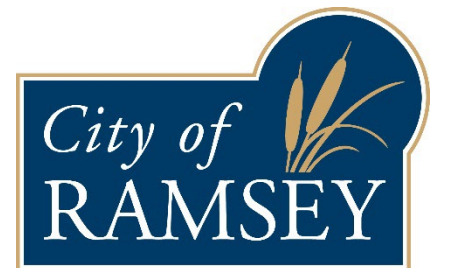
# 2024 ACHIEVEMENTS | GOALS FOR 2025

- Business succession planning flyer developed for business visits & added new survey question
- Interactive Economic Development Guide replaced with newly created Development Guide & Community Profile
- Business Resource Directory created online
- Highway 10 project communications to businesses (email, social media)
- Business spotlight social media campaign
- 23% visits were with businesses directly impacted by Highway 10 project
- 90% in-person business visits
- Revised layout of EDA Business Expo, added Bingo
- Conduct 30 or more Business Visits
- Visit Newer Businesses to Ramsey
- Both Phone and In-Person Visits (In-Person Preferred)
- Blend of Commercial/Industrial and Retail
- Visit Highway 10 Based Businesses
- Highway 10 Construction Project Communication
- Promote Temporary Sign Regulations
- Continue or Improve Success EDA-Sponsored Events
- Review & Update Business Contact Information on Business List



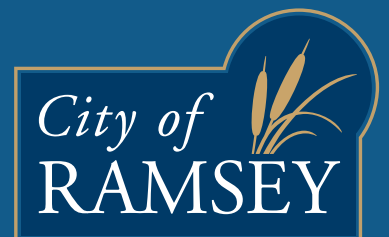
# QUESTIONS AND EDA ACTION

- 1) Motion to accept 2024 Business Retention Report and adopt the Goals for 2025 (as presented)  
(Recommendation)
- 2) Motion to accept 2024 Business Retention Report and adopt the Goals for 2025 (with changes)
- 3) Something Else





# Community Profile



# CITY OF RAMSEY

The City of Ramsey, located in the northwest Twin Cities Metro area, offers a blend of urban and outdoor experiences. With an active downtown, abundant recreational opportunities, and a robust manufacturing sector, it emerges as a vibrant community.

For the past two decades, Ramsey has experienced strong and steady growth. It has over 300 acres of developable land conveniently situated near U.S. Highway 10. The strategic location supports its pro-economic development stance, evidenced by a history of successful business parks and downtown initiatives.

This profile highlights key aspects of Ramsey's development, the business climate, and quality of life, reflecting the city's commitment to fostering growth and building community.

## Overview

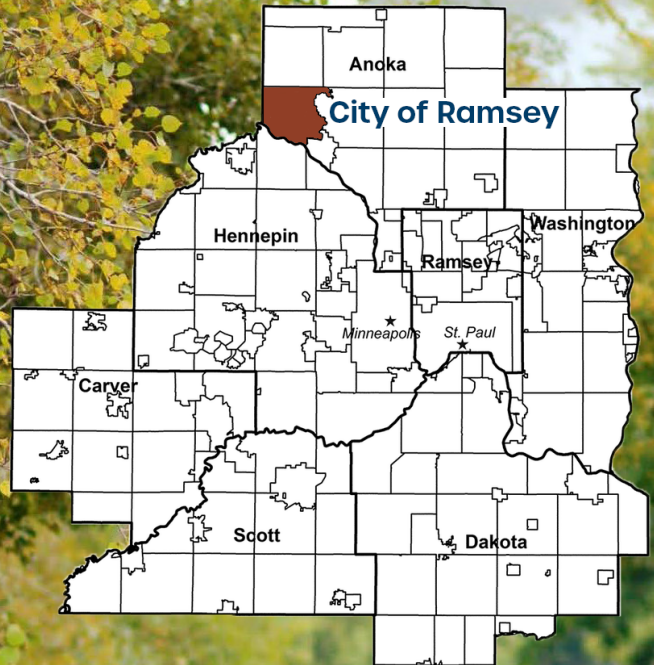
- Bordered by the Mississippi and Rum Rivers, offering unique outdoor amenities
- Located along major transportation corridors: U.S. Highway 10, U.S. Highway 169, State Highway 47, and Northstar Commuter Rail.
- Manufacturing hub: 34% of businesses in Ramsey
- The COR, Ramsey's transit-oriented, urban downtown center, includes retail, commercial, housing and recreational opportunities.

## Demographics

- Ramsey is 30 square miles
- 2023 estimated population: 28,560
- Median household income: \$110,212
- 626 businesses and non-profit organizations
- 7,372 jobs

## Livability

- 18 developed municipal parks, 2 regional parks, 80+ mile trail system, 15% protected wetlands, two championship golf courses, 160-acre regional scouts camping reserve
- Housing diversity: single-family, apartments, townhomes, assisted living, and rural lots
- K-12 education options, Anoka Ramsey Technical College
- Exceptional community events:
  - Game Fair (50,000+ attendees)
  - Happy Days Festival (5,000+ attendees)
  - The Draw Summer Concert Series (400+ attendees each concert)
  - Business Expo (600+ attendees)



**#2 BEST PLACE TO RAISE A FAMILY**  
2023 WALLETHUB

**#4 BEST PLACE TO LIVE IN THE U.S.**  
2024 U.S. NEWS & WORLD REPORT

**#7 BEST PLACE TO START A CAREER**  
2023 FORBES





# RESIDENTIAL

The City of Ramsey is the second fastest-growing community in Anoka County. Residents are drawn to the diverse housing options, extensive local amenities, and convenient access to the Twin Cities, all while being connected to Minnesota's beautiful natural resources. U.S. Highway 10 is being upgraded to freeway standards, resulting in faster commutes into and out of Ramsey.



## Residential Development Patterns

Average 205 new housing units annually.

- 2023** 185 total housing units  
single-family 125, townhomes 54, apartments 6
- 2022** 124 total housing units  
single-family 88, townhomes 30, apartments 6
- 2021** 183 total housing units  
single-family 168, townhomes 15
- 2020** 176 total housing units  
single-family 156, townhomes 20
- 2019** 252 total housing units  
single-family 123, townhomes 11, apartments 118
- 2018** 314 total housing units  
single-family 140, apartments 174
- 2017** 200 total housing units  
single-family 78, townhomes 68, apartments 54



## Major Active Single-Family Developments

- Harmony Farms 2nd Addition – 57 single-family homes by Lennar (2025)
- Waterfront Village – 108-unit detached townhomes by Centra Homes (2024)
- Trott Brook Crossing – 270 single-family homes by Creative Homes (2023)
- Parkside Village – 77 attached townhomes by Centra Homes (2023)
- Riverstone South – 244 single-family homes by Capstone Homes (2022)
- Preserve at Northfork – 90 single-family homes by Capstone Homes (2022)
- Northfork Meadows – 88 single-family homes by Lennar (2022)
- Lynwood – 137 single-family homes and attached/detached townhomes by Lennar (2022)

# COMMERCIAL/INDUSTRIAL

The City of Ramsey is committed to being a pro-economic development community. This commitment is reflected in its successful history of developing industrial parks with new businesses and exemplified by existing businesses choosing to expand in Ramsey. The city emphasizes commercial and industrial growth through the City's strategic and comprehensive plans. These plans ensure that economic development remains a central focus for the community's future.

The cities of Ramsey and Anoka share a large business park spanning 1,000 acres. This business park includes office, warehouse, assembly, and manufacturing users and is home to 10,000 jobs.

Since 2020, almost 900,000 square feet of industrial building space and 400,000 square feet of commercial and retail space have been constructed. The Bunker Lake Industrial Park has experienced the most significant activity in recent years.

## Major Recent Development

- Bunker Lake Industrial Park
  - » PSD, LLC – BLIP5 84,000 sq ft (2024)
  - » Oppidan, Inc – 405,000 sq ft, three buildings (2023)
  - » PSD, LLC – BLIP4 67,000 sq ft (2022)
  - » Delta ModTech – 229,000 sq ft (2020)
- SA Group (Soderholm) – 46,000 sq ft expansion (2024)
- Jam Hops – 22,000 sq ft (2024)
- Lil Explorers Child Care – 16,000 sq ft (2023)
- Anderson Dahlen – 65,000 sq ft expansion (2022)
- City of Ramsey Public Works – 68,000 sq ft (2021)
- Ramsey Storage Center – 50,000 sq ft (2021)

## Top Employers

1.	HOYA Vision Care	306 employees
2.	Life Fitness	272 employees
3.	Anderson Dahlen	270 employees
4.	Showdown Displays	258 employees
5.	Anoka-Hennepin ISD 11	247 employees
6.	Connexus Energy	224 employees
7.	Delta ModTech	219 employees
8.	PACT Charter School	204 employees
9.	Diamond Graphics	191 employees
10.	Zero-Zone	180 employees
11.	Green Valley Greenhouse	168 employees
12.	Coborn's Superstore	160 employees
13.	Ace Solid Waste	127 employees
14.	City of Ramsey	116 employees
15.	In'Tech Industries	100 employees
16.	MultiSource Manufacturing	100 employees
17.	NAU Country	100 employees
18.	Dynamic Group	97 employees
19.	Virtex Enterprises	90 employees
20.	Allina Clinic	83 employees





## THE COR

The City of Ramsey's COR is an impressive 400+ acre transit-oriented and walkable urban development. Strategically located near U.S. Highway 10, U.S. Highway 169, and the Ramsey Northstar Commuter Rail Station, it promotes accessibility and convenience. This mixed-use area features a blend of residential, retail, office, recreational spaces, and government facilities. The COR aims to create a cohesive community that supports sustainable living and economic growth, making it a key focal point for residents and visitors.

In 2009, the City of Ramsey acquired The COR to transform it into a vibrant urban center through a public/private partnership. Nearly 53 acres within The COR is available for development, with about 20 acres owned by the city. In addition, 40 acres next to The COR is designated for commercial and retail development, boosting growth potential and attracting new businesses. This makes The COR an exciting opportunity for developers and investors focused on community revitalization and growth.

### Recent Major Activity

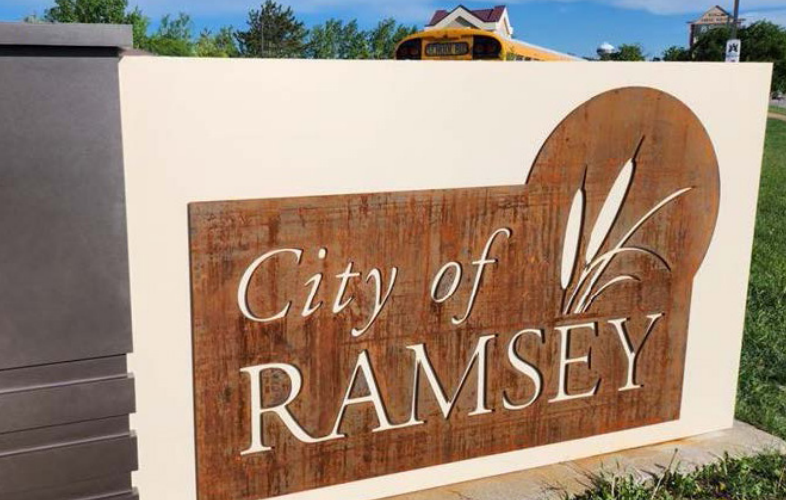
- Home2Suites Hotel by Hilton – 98 units (projected 2025)
- Skyline on Sunwood – 133-unit apartments + 10,000 sq ft retail space (projected 2025)
- ALDI – 20,664 sq ft grocery store (2024)
- Take 5 – 1,860 sq ft quick oil change (2024)
- Waterfront Park – 16.1 acres with trails, lake (2024)
- Waterfront Village – 108-unit detached townhomes (2024)
- Northstar Marketplace – 7,200 sq ft retail center (2023)
- O'Reilly Auto Parts – 7,800 sq ft retail store (2022)
- Gigi's Salon & Spa – 9,000 sq ft spa and salon (2022)
- Sapphire – 118-unit market-rate apartments (2020)
- West Armstrong Retail – 15,000 sq ft retail center (2020)
- Cottages at the COR – 40 single-family villa units (2020)



### Pre-2020 COR Projects

- Affinity at Ramsey – 174 units market-rate (55+) amenity-rich housing (2019)
- New Horizon Childcare – 9,200 sq ft daycare and preschool (2018)
- Greenway Terrace – 54-unit affordable housing by Aeon (2018)
- Armstrong Boulevard Interchange (2016)
- Casey's Retail Co – 4,500 sq ft convenience store (2016)
- Parkview East – 121 units of market-rate apartments (2016)
- Northstar Rail Station: connected to an 800-stall covered parking ramp by skyway with service to Minneapolis and MSP Airport (2012)
- Allina Medical Clinic – 25,000 sq ft clinic (2011)
- Veterans Affairs (VA) Outpatient Clinic – 40,000 sq ft (2011)
- Midwest Medical Examiner's Office – 18,350 sq ft (2008)
- Ramsey Office Plaza – 80,000 sq ft office and restaurant (2006)
- Ramsey Municipal Center – 65,500 sq ft (2006)
- Coborn's – 95,000 sq ft anchored multi-tenant retail center (2005, remodel 2022)
- PACT Charter Elementary School – 72,000 sq ft (2004)
- \$3M The Draw Park & Amphitheater

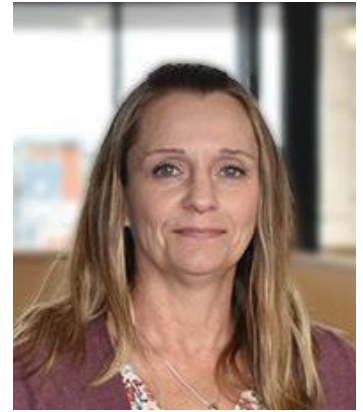




## CONTACTS



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bhagen@cityoframsey.com



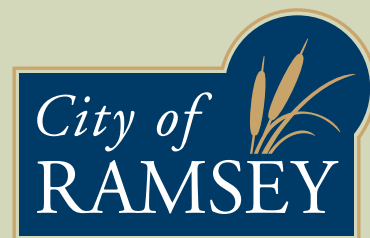
**Stephanie Hanson**  
Community Development  
Director  
763.433.9826  
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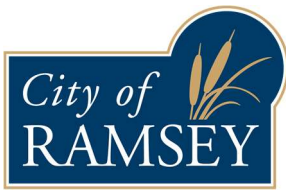
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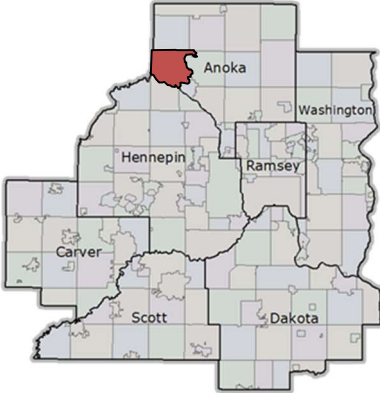


7550 Sunwood Drive NW  
Ramsey, MN 55303  
763.427.1410  
www.CityofRamsey.com



Minnesota

# Development Guide



The City of Ramsey is a beautiful community located 18 miles northwest of Minneapolis on the banks of the Mississippi & Rum Rivers. Home to nearly 29,000 people, it is the fifth largest city in Anoka County. Ramsey has experienced strong and steady development over the past two decades and boasts an urban downtown, an impressive manufacturing sector, and a pro-active local government. For residents, outdoor recreation opportunities are endless with 18 developed municipal parks, 2 regional parks and more than 80 miles of trails. Ramsey offers diverse housing options from apartments and townhomes within walking distance of the downtown area (COR) to rural lots and single-family homes surrounded by nature and wildlife.

#2 BEST PLACE TO RAISE A FAMILY

2023 Wallethub

#7 BEST PLACE TO START A CAREER

2023 Forbes

#4 BEST PLACE TO LIVE IN THE U.S.

2024 U.S. News & World Report



POPULATION  
2023 - 28,560  
2050 - 37,181



HOUSEHOLDS  
2022 - 10,131  
2050 - 13,598



MEDIAN AGE  
36.9



MEDIAN HOUSEHOLD INCOME  
\$110,212



HOME OWNERSHIP RATE  
84.8%



MEDIAN PROPERTY VALUE  
\$334,200

Source: Metropolitan Council of the Twin Cities & Census.gov



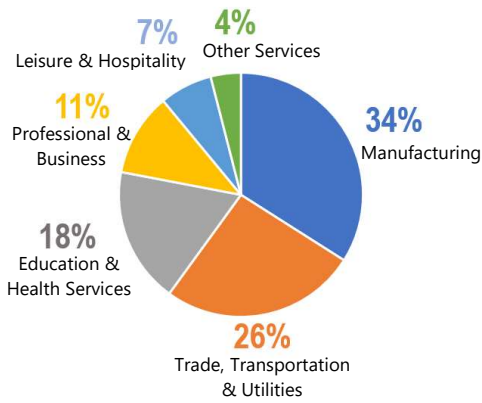
Work Together to Responsibly Grow Our Community



cityoframsey.com

Sean Sullivan | Economic Development Manager | 763.433.9868 | ssullivan@cityoframsey.com

## EMPLOYMENT BY INDUSTRY (2024)



## MAJOR EMPLOYERS



## Exceptional Healthcare

The Northwest Metro VA Clinic is a community-based outpatient clinic. As one of the largest clinics in the VA system, they offer the most expansive scope of primary and specialty care services.



Allina Clinic Ramsey is part of the Allina Health system that has earned local and national recognition for exceptional care, innovation and community



## Thriving Economy

- ∅ National + International Businesses
- ∅ Commercial & Industrial Properties Available
- ∅ Workforce of 7,300 employees
- ∅ Easy Access to Highways 10 & 169
- ∅ Shovel Ready Sites
- ∅ Business Assistance

## The COR

- ∅ Urban Center
- ∅ The Draw
- ∅ Northstar Station
- ∅ Commercial/Retail
- ∅ Housing
- ∅ Opportunities for Development



Forward Thinking



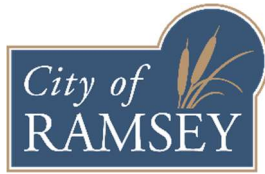
Business Friendly



Work Together to Responsibly Grow Our Community

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

Sean Sullivan | Economic Development Manager | 763.433.9868 | [ssullivan@cityoframsey.com](mailto:ssullivan@cityoframsey.com)



# Business Succession Planning

## Communities, get ready for a wave of retirements

What happens to your favorite local businesses and shops when the owner(s) retires? Small business owners in Minnesota are aging. The most recent U.S. Census data from 2021 shows that about 53% of owners are 55+ years old — this number has been increasing. By 2030, all owners who are baby boomers (born between 1946 and 1964) will be at least 65 and retired or considering when to take that step.

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Having a business succession and transition plan is important. To help with creating a plan and moving through the process, University of MN Extension Community Development has tools and resources you may use. Follow the link or QR code to view educational (2-4 min) videos, courses, and other information about preparing a business succession plan. Whether you are an owner, employee, adviser, economic developer, or perhaps a prospective buyer or entrepreneur, select short clips that match your interest. Learn from experts and people who have successfully transitioned a business.

**UMN Extension: Exit Planning Videos** - Click on link or scan QR code to watch video

[https://youtube.com/playlist?list=PLvuB0WMxdvs3whGodL4H61U\\_SzToGgJr5&si=XLcsNdLjKK0KlpBp](https://youtube.com/playlist?list=PLvuB0WMxdvs3whGodL4H61U_SzToGgJr5&si=XLcsNdLjKK0KlpBp)



**UMN Extension: All Business Succession & Transition Videos** - Click on link or scan QR code to watch video

<https://www.youtube.com/@BusinessSuccessionTransition/playlists>



**UMN Extension Business Succession Resources** - Click on link or scan QR code to view webpage

<https://extension.umn.edu/community-development/supporting-business-succession-and-transition>

