

**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, February 12, 2026, at the Ramsey Municipal Center, 7550 Sunwood Drive NW, Ramsey, Minnesota.

Members Present:     Chairperson Scott Wiyninger  
                          Member Rachal Johnson  
                          Member Hannah Karpen  
                          Member Brittany Lindahl  
                          Member Chris Riley  
                          Member Shanna Stewart

Members Absent:     Member Nichole Bauer

Also Present:         Sean Sullivan, Economic Development Manager

**1.     CALL TO ORDER**

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

**2.     APPROVE AGENDA**

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

Motion carried. Voting Yes: Chairperson Wiyninger, Members Johnson, Lindahl, Karpen, Riley, and Stewart. Voting No: None. Absent: Member Bauer.

**3.     CONSENT AGENDA**

**3.01:   Approve Meeting Minutes Dated January 8, 2026**

Motion by Member Johnson, seconded by Member Lindahl, to approve the January 8, 2026, minutes as presented.

Motion carried. Voting Yes: Chairperson Wiyninger, Members Johnson, Lindahl, Karpen, Riley, and Stewart. Voting No: None. Absent: Member Bauer.

**4.     EDA BUSINESS**

**4.01:   Consider Extension of CBRE Real Estate Listing Agreement for City-Owned Land in COR**

Economic Development Manager Sullivan presented the staff report.

Brian Pankratz, CBRE, commented that he looks forward to continuing the relationship that he believes has been successful over the past 12 years. He acknowledged the work that has taken to improve transportation, add residents/rooftops, increase industrial development, and build momentum and interest from restaurants and retailers. He provided a market overview and more specific information about the Ramsey market, acknowledging the business-friendly attitude of the City and its knowledgeable staff. He identified the available pads, potential uses, and provided additional market information and trends. He also reviewed the 2026 market outlook information.

Member Riley asked if there are specific things Ramsey should be aware of.

Mr. Pankratz stated that the opening of things like Taco Bell and other businesses triggers interest from other businesses. He noted Parcel 50c in the COR has some challenges because a large storm sewer line runs through the center. He stated that as growth continues to happen in Ramsey and the area around it, the interest continues to grow.

Economic Development Manager Sullivan identified the parcel mentioned by Mr. Pankratz and stated that there was a larger retailer interested in that area, but the box would encroach on the 88-inch stormwater pipe that serves the entire area, and it would be extremely difficult, if not impossible to move.

Mr. Pankratz commented that they tried a few different iterations to make something work on that site and continue to look at other sites as well.

Member Riley referenced site 47e, which is a remnant that is not currently under contract with CBRE, and asked if Mr. Pankratz would have any input on a potential use for that site.

Mr. Pankratz commented that it would be something like a bank, fitness use, or small medical/dental office type user. He stated that when he receives inquiries from groups, he is in conversation with City staff, and they do collaborate even if the property is not under a CBRE listing.

Economic Development Manager Sullivan stated that the City retained this site listing because it was a mixed-use site, and he has not had any issues generating interest in those types of sites. He noted that the remnant could be developed as housing. He commented that CBRE does an excellent job in the retail area.

Chairperson Winyinger asked for more information on the identified CBRE sites and the differences Mr. Pankratz sees between 2026 and 2027.

Mr. Pankratz stated that most retailers are represented by other brokers, and CBRE continues to network with those brokers. He commented on the other efforts CBRE completes, such as email blasts, updated brochures, and cross-selling.

Economic Development Manager Sullivan acknowledged that it was difficult to market the COR during the Highway 10 project, but that is now completed, and it is anticipated that the transportation numbers and traffic counts will increase. He commented that CBRE does a great job updating marketing materials with the updated traffic numbers when they become available.

Chairperson Wyingner asked if there are properties the City is listing that Mr. Pankratz believed would be better served by CBRE.

Mr. Pankratz stated that although he would always accept another listing, he is already working collaboratively with staff. He noted that they began with 25 to 30 listings and are now down to less than five, which shows great success.

Economic Development Manager Sullivan commented that Mr. Pankratz and CBRE have been great to work with and are always very responsive. He stated that CBRE is not needed for assistance with housing sites as the City continues to receive interest for that type of development. He stated that there is no change in the properties that will continue to be listed by the City and through CBRE. He recommended approval of the listing agreement as presented.

Motion by Member Johnson, seconded by Member Karpen, to recommend to City Council that approval of the Listing Agreement with CBRE from February 2, 2026, to January 31, 2027, as presented.

Further discussion: Member Lindahl commented that she will abstain from this vote as she and Mr. Pankratz work for the same company, although in different divisions.

Motion carried. Voting Yes: Chairperson Wyingner, Members Johnson, Karpen, Riley, and Stewart. Voting No: None. Absent: Member Bauer. Abstained: Member Lindahl.

#### **4.02: 2026 Business Network Breakfast Summary and Approval of 2027 Business Network Meeting Budget**

Economic Development Manager Sullivan presented the staff report.

Chairperson Wyingner stated that if five percent or less are complaining, that means you are doing well. He thanked the staff for their continued efforts in making this a great event.

Member Stewart stated that perhaps the doors could open at 7:30 a.m. and that could be advertised, allowing 30 minutes for networking.

Chairperson Wyingner agreed that it could be marketed that networking begins at 7:30 a.m. and the program begins at 8 a.m.

Member Stewart suggested advertising breakfast to begin at 7:45 a.m., which would allow time for people to settle prior to the program beginning.

Member Karpen agreed that it would be helpful to have the doors open earlier, with breakfast served earlier as well, to allow for networking, as most people need to leave after the event.

Member Riley commented that everything the City did was great. He stated that his impression, based on the feedback, was that the event space operation was mediocre. He stated that running out of coffee is a recurring problem and is something that should have been fixed. He believed that the venue itself was good because of the size and location, and hoped that the LaFontaine staff could pick up their game.

Member Karpen commented that it seemed there were only two employees, which made things run more slowly as well. She stated that perhaps additional staff will be brought on by the event center for the event.

Economic Development Manager Sullivan recognized that the event center has a smaller staff and it was unlikely that more would be assigned. He stated that he did notice that there was a point in time when the staff was serving people, which slowed down the line. He stated that feedback was provided immediately, which allowed people to go through the line on both sides. He agreed that the size and location of the venue are a good fit and hoped they could address some of the other issues.

Member Stewart commented that perhaps the event center should be reminded that this is also an opportunity for them to advertise their space to the attendees.

Chairperson Wyingner stated that if they target a speaker, he would like to condense that down to 30 minutes rather than 60 minutes, acknowledging that they may run over that, but it would not impact the timing for the overall program.

Economic Development Manager Sullivan acknowledged the cost for a keynote speaker and believed that they would most likely want to get the most out of that cost with a 45 to 60-minute presentation.

Member Lindahl stated that perhaps 45 minutes is set, acknowledging that they may run slightly over that.

Member Stewart commented that she would prefer to keep the 60-minute slot for the keynote speaker and keep the City presentations to a lesser time. She acknowledged that there were other things that caused the delay this year, including a longer presentation from the Police Chief. She believed that City staff members could be directed to keep their presentations within a shorter amount of time. She supported the reduced food recommendation as they continue to have fewer people attend than RSVP.

Member Johnson commented that some people choose not to eat breakfast, and perhaps there is an option on the registration that would allow people to choose whether or not they want breakfast. She noted that she is someone who chooses not to eat breakfast.

Member Karpen asked if there would be a way to review the information closer to the event date, in terms of the amount of food that would be ordered.

Economic Development Manager Sullivan stated that if attendance increases to more than anticipated, they would order enough food. He stated that the recommendation to order food for 120 was based on 140 people stating they were going to attend. He confirmed that they could make an adjustment, using a similar percentage, if attendance increased. He stated that Member Johnson's suggestion could also help to hone in on the anticipated number of people who would be eating breakfast.

Motion by Member Johnson, seconded by Member Karpen, to select La Fontaine Event Center as the venue with a date of late January/early February, and adopt the 202 Business Network Budget of \$6,500 (includes \$2,500 for Keynote Speaker), and to have staff look for a cost-effective Keynote Speaker.

Motion carried. Voting Yes: Chairperson Wyingner, Members Johnson, Karpen, Lindahl, Riley, and Stewart. Voting No: None. Absent: Member Bauer.

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

Economic Development Manager Sullivan provided an update on projects from ARAA, Wildlife Research, the old Town Hall, Zero Zone, and Chipotle. He noted the Business Expo, which is scheduled for April 25<sup>th</sup> at Adrenaline.

## **6. ADJOURNMENT**

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

Motion carried. Voting Yes: Chairperson Wyingner, Members Johnson, Karpen, Lindahl, Riley, and Stewart. Voting No: None. Absent: Member Bauer.

The regular meeting of the Economic Development Authority adjourned at 8:29 a.m.

Respectfully submitted,



Sean Sullivan  
Economic Development Manager

ATTEST:

A handwritten signature in cursive script that reads "Wendy Schlueter".

Wendy Schlueter  
Economic Development Administrative Assistant

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