

**City of Ramsey**  
**Agenda**  
**City Council Work Session**  
**Tuesday, March 10, 2026**

**5:30 pm**

**Lake Itasca Room, 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. Topics for Discussion**

1. Review Proposed Senior Project by Trident Development and Provide Feedback to Developer
2. Consider Approval of Process for Gap Assistance (Loan) for Anoka Ramsey Athletic Association Facility Project
3. Discussion on Police Department Embedded Social Worker Pilot Program

**3. Topics for Future Discussion**

1. Review Future Topics/Calendar

**4. Mayor/Council/Staff Input**

**5. Adjournment\***

**\*Note: the City Council may motion to recess this Work Session meeting and reconvene after the regular City Council meeting if items on the agenda are not completed.**

**CC Work Session****Meeting Date:** 03/10/2026**Primary Strategic Plan Initiative:** Promote economic growth and development.**Information****Title:**

Review Proposed Senior Project by Trident Development and Provide Feedback to Developer

**Purpose/Background:**

The purpose of this case is to review a proposed 186 unit senior project proposed by Trident Development and to consider provision of Tax Increment Financing for Memory Care and Assisted Living Buildings in the COR.

**Project Description and Valuation**

Trident Development is proposing to build a 2-story 78 unit Senior Assisted Living (AL) building, a 1-story 24 unit Memory Care (MC) building and a 4-story 84 unit Independent Living (IL) building adjacent to the VA Clinic on 6.05 acres in the COR. The proposed project is being built on all of Outlot B (28-32-25-42-0023) and part of Outlot A (28-32-25-42-0022), Ramsey Town Center 12th Addition. The property is owned by Deal Family Holdings LLC. The proposed project is different, and broader than the project proposed by Trident two years ago which included only 14 MC units and 60 AL units and did not include a non-TIF IL building along Sunwood Drive. City Staff provided the Anoka County Assessor project information and the Assessor has provided an estimated assessed valuation and tax information for the proposed project that includes 2 buildings. The County Assessor project a Low, Middle and High valuation estimates for each building based on varying costs based on the quality of materials used to construct the structure and on the level of facade finish illustrated below:

Parcel A – 84-unit independent living apartment building sitting on 83,168 sf of land

Low - \$17,220,000 or \$205,000/unit

Mid - \$19,320,000 or \$230,000/unit

High - \$21,420,000 or \$255,000/unit

Parcel B – 78-unit assisted living apartment building with a 24-unit dementia care building sitting on 180,540 sf of land

Low - \$19,890,000 or \$195,000/unit

Mid - \$22,440,000 or \$220,000/unit

High - \$24,990,000 or \$245,000/unit

For the purposes of this case, Staff is using the Middle estimated assessed valuations for the preliminary TIF and future property tax analysis.

**Taxes and TIF**

The parcel is not in TIF 14 district. Trident has requested the creation of a new 25-year Housing Tax Increment District and to retain 90% of the available increment. The estimated annual property taxes for the completed projects are \$306,617 for the AL/MC building and \$263,986 for the IL building. Currently, the land proposed for the MC/AL project is generating \$23,211 in property taxes annually and the IL Land is generating \$10,708 in annual property taxes. The Developer is seeking tax increment financing for the MC/AL project only. Under the \$22.44M tax assessed valuation scenario for the MC/AL project, it would generate approximately 251K annually and 6.17M in TIF over the 25-year TIF Housing District. Under the 90% (developer) / 10% (City) scenario, this would equate to 225K (Trident) and 25K (City) annually. Staff has put together an attached summary document that provides an estimate of each building, taxes and estimated TIF for discussion purposes.

## **Zoning**

The proposed development property is currently zoned COR-1 (mixed use core sub-district) which is zoned appropriately for the proposed project. Staff has communicated the design standard for the COR 1 district, which requires the highest level of materials and connectivity to the street. The proposed memory care and assisted living use traditionally does not typically see a lot of mobility outside the building to adjacent businesses by its residents, although visitors will be coming and going to the site on a regular basis which could visit businesses in the COR. However, the 84-unit independent living project proposed along Sunwood Drive will include active seniors that will provide many customers for businesses in the COR.

## **Next Steps - Council Direction**

In order for the developer to be comfortable moving forward with the project and working on a formal site plan submittal, they will need to know if the City Council is supportive of the following development terms:

- Creation of 25 TIF Housing District and the provision of TIF (90%/10% Split)
  - TIF request is 5.54M with a present value of approximately \$2.63M.

Roger Fink from Trident Development will be present to answer questions and to add greater detail about his company and proposed project in the COR.

## **Time Frame/Observations/Alternatives:**

The Developer is hoping to submit a site plan this year and to commence construction shortly after with the provision of TIF. Trident has provided a Demand Assessment for Senior Housing in Ramsey Study which has identified the following demand for 130 Independent Living units, 62 Assisted Living units and 47 Memory Care units by 2030. The raw TIF ask is for 5.54M in raw TIF (present value of 2.63M). The Independent living project will not be in the TIF District. This project will generate approximately 6.61M in gross property taxes over a 27-year period, with 2.64M going directly to the City General Fund. Based on the proforma provided by Trident, the provision of TIF increased the Cash on Cash return from 7.3% to 9.6% by year 5. Cap on cost increases from 7.4% to 8.1%. (See attachments and explanation in TIF Request) If the project proceeds, the City will work with Ehlers to also underwrite the project to ensure the developer is not being unduly enriched by the provision of TIF to ensure the TIF assistance is not unduly enriching the developer. It is anticipated that the project will bring over 40 new jobs to Ramsey with wages ranging from \$40,000 to \$80,000 a year. The City Council should provide consensus/feedback to the developer on the level of support for the project including the level and duration of TIF and overall support for the project as a whole.

## **Funding Source:**

Economic Development Director Sullivan  
Community Development Director Hanson

## **Recommendation:**

Communication to developer on the level of Council support for the proposed project and willingness to provide assistance, so the developer can make a decision to proceed. or not.

## **Outcome/Action:**

Communication to developer on the level of Council support for the proposed project and willingness to provide assistance, so the developer can make a decision to proceed. or not.

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## **Attachments**

Site Location Map  
Site Plan Concept  
Project Narrative and TIF Request

Trident Proforma without TIF  
Trident Proforma with TIF  
Tax Revenue Summary and TIF Run Estimates  
Senior Housing Demand Study

**Form Review**

**Inbox**

Brian Hagen

Form Started By: Sean Sullivan

Final Approval Date: 03/05/2026

**Reviewed By**

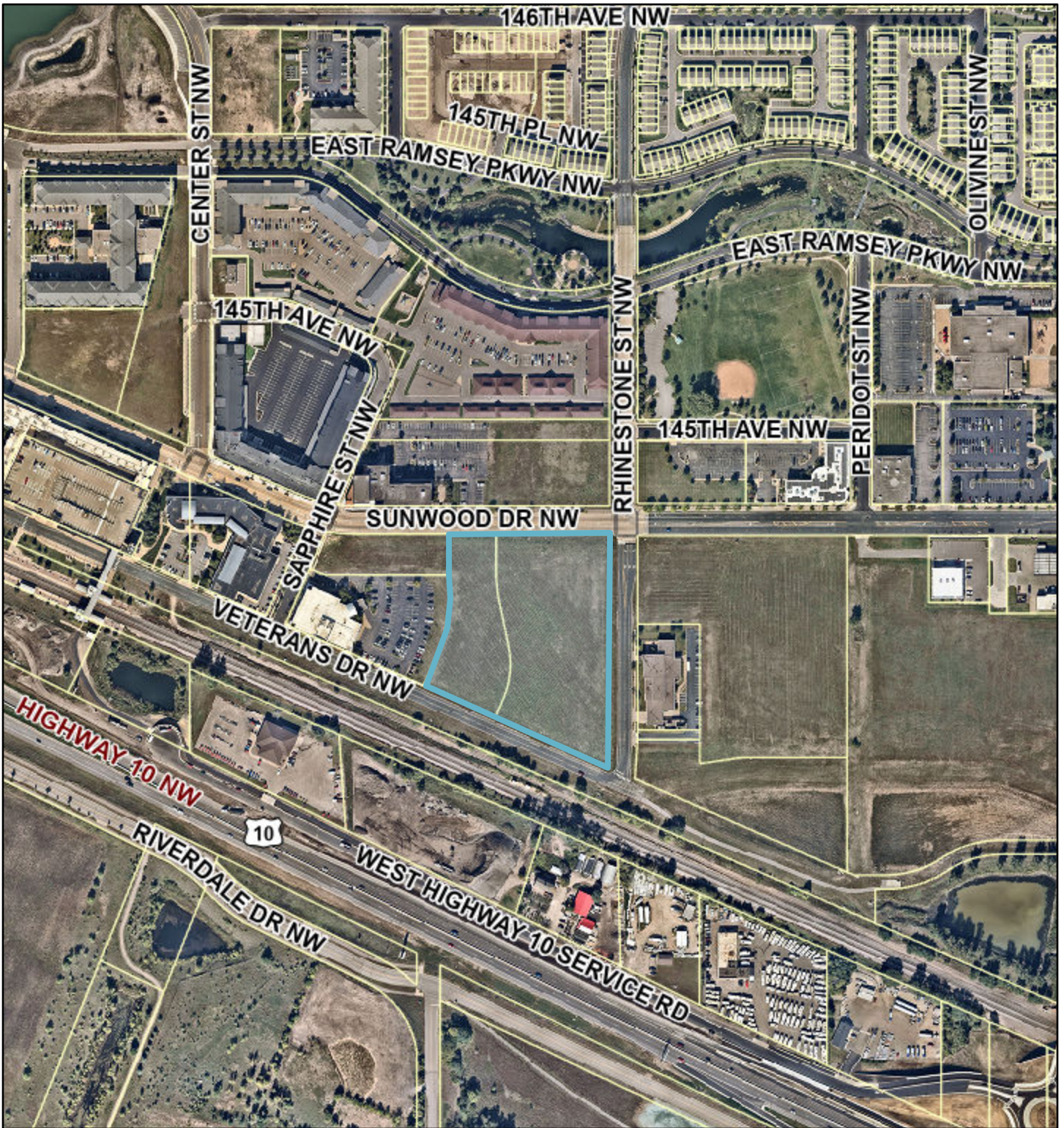
Brian Hagen

**Date**

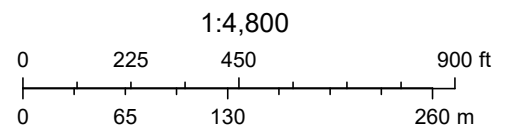
03/05/2026 03:51 PM

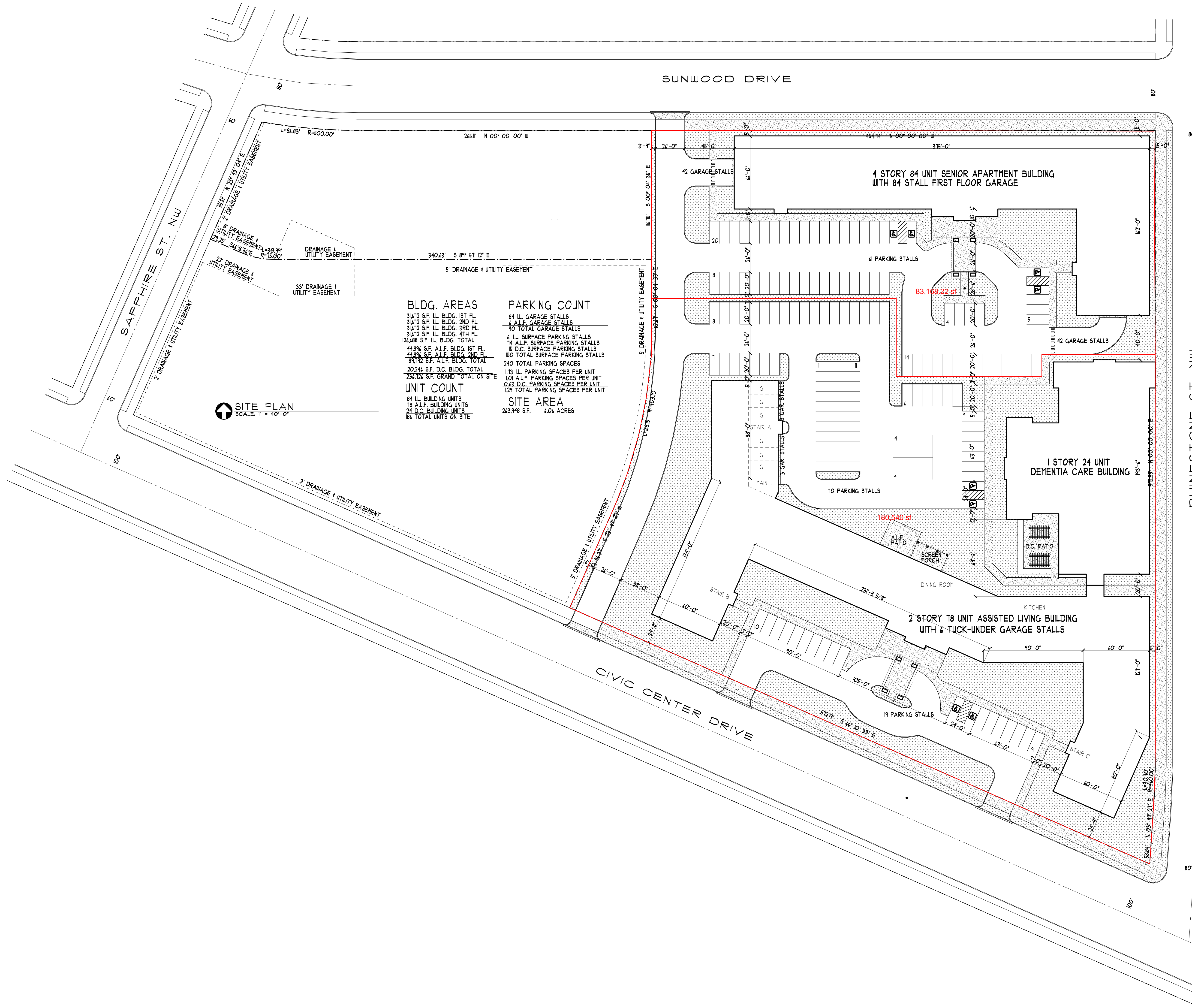
Started On: 03/02/2026 03:14 PM

# Trident Site Location Map



3/5/2026, 8:24:46 AM





**BLDG. AREAS**

31472 S.F. IL BLDG. 1ST FL.  
 31472 S.F. IL BLDG. 2ND FL.  
 31472 S.F. IL BLDG. 3RD FL.  
 31472 S.F. IL BLDG. 4TH FL.  
 12488 S.F. IL BLDG. TOTAL  
 44894 S.F. A.L.F. BLDG. 1ST FL.  
 44894 S.F. A.L.F. BLDG. 2ND FL.  
 89788 S.F. A.L.F. BLDG. TOTAL  
 20244 S.F. D.C. BLDG. TOTAL  
 234724 S.F. GRAND TOTAL ON SITE

**UNIT COUNT**

84 IL BUILDING UNITS  
 18 A.L.F. BUILDING UNITS  
 24 D.C. BUILDING UNITS  
 84 TOTAL UNITS ON SITE

**PARKING COUNT**

84 IL GARAGE STALLS  
 4 A.L.F. GARAGE STALLS  
 40 TOTAL GARAGE STALLS  
 41 IL SURFACE PARKING STALLS  
 14 A.L.F. SURFACE PARKING STALLS  
 5 D.C. SURFACE PARKING STALLS  
 150 TOTAL SURFACE PARKING STALLS  
 240 TOTAL PARKING SPACES  
 173 IL PARKING SPACES PER UNIT  
 1.01 A.L.F. PARKING SPACES PER UNIT  
 0.43 D.C. PARKING SPACES PER UNIT  
 124 TOTAL PARKING SPACES PER UNIT

**SITE AREA**

243,948 S.F. 4.04 ACRES

**SITE PLAN**  
 SCALE: 1" = 40'-0"

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**DEVELOPER:**  
**A.L.F. - D.C. SENIOR BUILDING**  
 TRIDENT DEVELOPMENT  
 RAMSEY, MN

**PROPOSED:**

REVISIONS COMMENTS	REVISIONS COMMENTS

Project No. 24001  
 Issue Date: \_\_\_\_\_

Document Set: **PRELIMINARY**  
 Not For Construction

**A010**

**COLE GROUP ARCHITECTS & LLC.**  
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 (920) 484-4510  
 www.colegrouparchitects.com

**DAVID M. JOCHIM**  
 LICENSED ARCHITECT  
 8889

These documents are not valid for building permit unless signed in ink or by digital signature. Copies are not valid. I hereby certify that this plan, specification or report was prepared by me or under my direct supervision and that I am a duly licensed Architect under the laws of the state of MINNESOTA. Name: **DAVID J. TRUCHZAN**



1200 25<sup>th</sup> Avenue South • St. Cloud, MN 56301  
Phone: 320.258.4438 • 320.252.3603

REVISED March 5, 2026

Mr. Sean Sullivan  
Economic Development Manager  
City of Ramsey  
7550 Sunwood Dr. NW  
Ramsey, MN 55303

VIA E-MAIL [SSullivan@cityoframsey.com](mailto:SSullivan@cityoframsey.com)

**RE: REQUEST FOR FINANCIAL ASSISTANCE – TAX INCREMENT FINANCING  
PROPOSED SENIOR LIVING COMMUNITY  
ANOKA COUNTY PARCELS 28-32-25-42-0022 and 28-32-25-42-0023  
RAMSEY, MINNESOTA**

Dear Mr. Sullivan,

Trident Development, LLC (Trident) is pleased to present this request for Tax Increment Financing (TIF) for a proposed 102-unit senior assisted living facility to be located near the Southwest corner of Rhinestone Street NW and Sunwood Drive, east of the Northwest Metro VA clinic in Ramsey, Minnesota.

**REQUEST FOR TAX INCREMENT FINANCING (TIF):**

Trident requests consideration for tax increment financing creating a 27-year, 90% Pay-Go housing tax increment district. Based on estimates from the Anoka County Assessor, the total gross increment payments over the life of the district would be approximately \$5,540,200, which equates to \$2,625,000 in today's dollars. Several factors are causing the need for financial assistance for this development.

- High Cost of Construction – inflation has greatly impacted the cost of new construction, both in materials and labor.
- COR Exterior Design Standards – the location of the subject property demands attractive, high quality exterior elements to compliment the high standards of the COR district. This creates additional costs to the development.
- City Development Fees – The City of Ramsey has adopted various development-related fees (ie park dedication, trail development, utility connection fees, etc) which increases the cost of new development.
- Loss of Rental Revenue – establishing a residential TIF district will create affordable housing for elderly Ramsey residents. It is estimated that 20% to 25% of the dwellings units will have discounted or elderly waiver rents, which diminishes the potential revenue and reduces the return on investment.

NOTE: The TIF plan anticipates 20% of the dwelling units to households whose income is 50% or less of the area median income (AMI).

**Attracting Investment Capital:**

In today's investment climate, senior housing is an attractive option, but only if projected returns compensate for the risk. Unlike general occupancy apartments, assisted living properties have inherent financial risks and require a higher expected reward. Among these financial risks is: a) Occupancy – unexpected deaths or a health epidemic can devastate occupancy; b) Regulatory Risk – State and Federal government agencies may impose greater reporting, staffing or other requirements. They may also halt or reduce the critical Medicaid reimbursements; c) New Competition – with a defined market segment (elderly seniors w/ health needs), new competition in the market would greatly impact occupancy and/or prevent the growth of rental revenue. Finally, traditional lending sources typically include the requirement for the individual investors to personally guarantee the mortgage debt, adding more financial risk if the property does not perform.

Given the numerous risks associated with assisted living properties, today's investor expects a projected annual average rate of return between 8% and 10% to be attractive. Many investors also evaluate their expected return by considering the profit or proceeds in the event of a future sale. This return metric (referred to as internal rate of return "IRR") is expected to exceed 18% in order to attract risk capital.

### **Statement of Public Purposes:**

The public benefit of the proposed development is the creation of affordable rental housing for low-income seniors in Ramsey and the Greater Anoka County Area. The proposed, 102-unit senior living community will offer affordable, high-quality housing options for low-income seniors by providing a range of cost-effective housing options. The development will ensure that 20% of the rental housing units will be reserved exclusively for seniors whose household income is 50% or less of the AMI.

In addition to meeting critical affordable housing needs, this development will offer a variety of employment opportunities ranging from housekeeping, resident care, food service, property maintenance and health care administration. It is estimated that this new development, when complete, will create 40 new local jobs, or 30+/- full-time equivalent positions paying somewhere between \$40,000-\$80,000/year depending on the position.

By providing seniors with an affordable and supportive place to live locally, this community will allow long-time residents to remain close to family, friends, and familiar surroundings, ultimately enhancing quality of life and community stability.

### **Description of the Project:**

The proposed improvements consist of 78 assisted living (AL) units and 24 memory care (MC), for a total of 102 apartment units contained in two connected wood-framed buildings. Structures include a two-story AL apartment building with 89,792 +/- square feet connected to a one-story MC facility with 20,246 +/- square feet. (The mix of studio, one-bedroom and two-bedroom unit plans will be determined as we complete the building design phase.) Other areas of the AL building will consist of administrative offices, community dining room, commercial kitchen, storage, spacious lobby with concierge desk, multipurpose lounge area for activities and gatherings, fully equipped fitness room with programming, a beauty salon, a grand bath spa, restrooms and elevators. The MC building, which is connected to the AL and located on one level, consists of 24 studio units, grand bath spa, laundry, restrooms, serving kitchen, activity space, and resident dining area. Exterior features include covered/screened patio, walking trails, secured patio with pergola and porte-cochere, along with parking for 95 cars (6 AL tuck under stalls, 74 AL surface stalls plus 15 MC surface stalls), all situated on 4.14 +/- acres.

This community will be professionally managed by Lifespark, an industry leader in senior care for over 20 years, and is headquartered in St. Louis Park, MN. Lifespark has developed an innovative "Complete Senior Health" model that transforms the lives of seniors by enabling them to "Age Magnificently". Lifespark has been recognized for its exceptional award-winning workplace culture, achieving Minneapolis-Saint Paul Business Journal's Best Places to Work three times, and Star Tribune's Meaningful Award. They have also earned Top USA rankings three times, and in 2021 ranked as the #1 Healthcare Workplace for Top USA.

## **Site Plan and Preliminary Architectural Drawings:**

In addition to the improvements discussed above, the current development concept contemplates two distinct senior housing communities – an independent, active senior rental building, containing 84 units, fronting on Sunwood Drive (“IL”) and an assisted living / memory care facility offering 102 units accessed off Veteran’s Drive (“AL/MC”). A preliminary site concept plan is included with this narrative. The TIF district will be established for the AL/MC building only. The IL building will not be included in the TIF district.

Due to the proximity to Sunwood Drive, the IL building is intended to meet the COR Exterior Design Standards and provide an attractive streetscape. The design is also intended to promote connectivity with Sunwood Drive with convenient access to the building by pedestrian and vehicular traffic. The active senior residents in the IL community will lend further support to the growing commercial district in Ramsey’s COR district. Real estate taxes generated by the IL building will not be subject to a TIF district.

St. Cloud-based Cole Group Architects has extensive experience in senior living design and function. Cole Group has designed over 4,000 senior housing units across multiple states. Cole Group is well versed in the current building and life safety codes specific to housing-with-services use. Cole Group has also designed multi-family apartments within the COR district of Ramsey including Skyline on Sunwood, Park View East and Sapphire Apartments.

## **Experience of Development Company:**

Trident Development, LLC is located in St. Cloud, MN with a dedicated team of six experienced professionals. For nearly twenty years, Trident Development has successfully developed and operated multi-family housing communities - for seniors and market rate rentals. Trident has completed 21 assisted living communities and three independent senior living communities, accounting for nearly 2,000 senior housing units. Together with its development of market-rate apartments, Trident has delivered nearly \$1 billion in development volume as of 2025. Over the past 20 years, Trident has worked with numerous Minnesota cities to arrange tax increment financing as a tool to support affordable housing for low-income seniors. Trident Development, LLC is owned by Jeffrey Drown, Scott O’Brien and Roger Fink.

## **Description Property Ownership and Partners:**

Trident intends to organize a single-purpose limited liability company (LLC) for the ownership and operation of the assisted living community. This LLC will become the “developer” entity named in the tax increment agreement. Managing members and officers of the LLC will include executives of Trident Development. The LLC is expected to include other financial partners (investors) as part of the ownership group.

## **Market Analysis:**

Included with this narrative is a Market Assessment prepared by Viewpoint Consulting Group, Inc., dated November 5, 2025. Viewpoint Consulting has been performing market demand assessments for over 15 years and is widely recognized as the authority on senior housing and assisted living. In summary, the market assessment estimates a market-wide, unmet need of 123 senior housing units by 2025, growing to 199 units by 2030 (assisted living and memory care market rate and elderly waiver units only).

## **Preliminary Cost Budget:**

Based on construction cost estimates from Lyon Contracting, Inc. and accounting for land and all direct and indirect development costs, the total project cost is estimated to be \$32,300,000. The present value of the TIF request represents 8% of the total costs. The remainder of the costs will be obtained through private financing sources and private investment capital. Included with this narrative are preliminary development budgets (Sources and Uses of Funds) with projected cashflows.

**Conclusion:**

We appreciate the consideration for this request for financial assistance. This greatly needed housing project will be a valuable asset to the Ramsey community, providing not only affordable housing for seniors, but quality job opportunities for the citizens of Ramsey.

Sincerely,  
Trident Development, LLC

*Andy Brummer* (For)  
Roger D. Fink, Sr. Vice President

Enclosures

C: Andy Brummer, Trident Development

# Ramsey AL/MC Cash Flow Projections

<b>Total Project Costs</b>	<b>\$ 32,300,000</b>	<b>100.00%</b>
<b>Equity</b>	<b>\$ 9,690,000</b>	<b>30.00%</b>
<b>Primary Loan</b>	<b>\$ 22,610,000</b>	<b>70.00%</b>

Type	ALF/MC	Inflation Trend:	Economic Occupancy	Vacancy
Mgmt. Fee	5.50%	Expenses	Op Yr 1	40.0% 60.0%
Units	102	Taxes	Op Yr 2	70.0% 30.0%
Interest Rate Yrs 1-2	6.25%	Rent	Op Yr 3	93.0% 7.0%
Interest Rate Yrs 3-7	6.25%	Other Income		
Term	30			

Construction: 12 months

	Op Yr #1	Op Yr #2	Op Yr #3	Op Yr #4	Op Yr #5	Op Yr #6	Op Yr #7	Op Yr #8	Op Yr #9	Op Yr #10
Rental Income (base+services)	\$7,198,103 \$5,881	\$7,342,065 \$5,998	\$7,488,906 \$6,118	\$7,638,685 \$6,241	\$7,791,458 \$6,366	\$7,947,287 \$6,493	\$8,106,233 \$6,623	\$8,268,358 \$6,755	\$8,433,725 \$6,890	\$8,602,399 \$7,028
Vacancy/Loss	-\$4,336,028 60.2%	-\$2,202,620 30.0%	-\$524,223 7.0%	-\$534,708 7.0%	-\$545,402 7.0%	-\$556,310 7.0%	-\$567,436 7.0%	-\$578,785 7.0%	-\$590,361 7.0%	-\$602,168 7.0%
<b>EFFECTIVE GROSS INCOME</b>	<b>\$2,862,075 39.8%</b>	<b>\$5,139,446 70.0%</b>	<b>\$6,964,683 93.0%</b>	<b>\$7,103,977 93.0%</b>	<b>\$7,246,056 93.0%</b>	<b>\$7,390,977 93.0%</b>	<b>\$7,538,797 93.0%</b>	<b>\$7,689,573 93.0%</b>	<b>\$7,843,364 93.0%</b>	<b>\$8,000,231 93.0%</b>
Net Collected Rent	\$2,338	\$4,199	\$5,690	\$5,804	\$5,920	\$6,038	\$6,159	\$6,282	\$6,408	\$6,536
Other Income	\$70,193 2.45%	\$124,811 2.43%	\$167,478 2.40%	\$170,828 2.40%	\$174,244 2.40%	\$177,729 2.40%	\$181,284 2.40%	\$184,909 2.40%	\$188,607 2.40%	\$192,380 2.40%
<b>Total Revenue</b>	<b>\$2,932,268</b>	<b>\$5,264,256</b>	<b>\$7,132,161</b>	<b>\$7,274,804</b>	<b>\$7,420,300</b>	<b>\$7,568,706</b>	<b>\$7,720,080</b>	<b>\$7,874,482</b>	<b>\$8,031,972</b>	<b>\$8,192,611</b>

	Op Yr #1	Op Yr #2	Op Yr #3	Op Yr #4	Op Yr #5	Op Yr #6	Op Yr #7	Op Yr #8	Op Yr #9	Op Yr #10
<b>EXPENSES</b>	\$28,748	\$51,610	\$69,923	\$71,322	\$72,748	\$74,203	\$75,687	\$77,201	\$78,745	\$80,320
x Administration	\$400,000 13.6%	\$400,000 7.6%	\$408,000 5.7%	\$416,160 5.7%	\$424,483 5.7%	\$432,973 5.7%	\$441,632 5.7%	\$450,465 5.8%	\$459,474 6.0%	\$468,664 6.1%
x Human Resources	\$30,000 1.0%	\$32,313 0.6%	\$32,960 0.5%	\$33,619 0.5%	\$34,291 0.5%	\$34,977 0.5%	\$35,676 0.5%	\$36,390 0.5%	\$37,118 0.5%	\$37,860 0.5%
x Sales & Marketing	\$120,000 4.1%	\$146,916 2.8%	\$149,855 2.1%	\$152,852 2.1%	\$155,909 2.1%	\$159,027 2.1%	\$162,207 2.1%	\$165,452 2.1%	\$168,761 2.2%	\$172,136 2.2%
x Activities & Entertainment	\$157,500 5.4%	\$167,088 3.2%	\$170,430 2.4%	\$173,838 2.4%	\$177,315 2.4%	\$180,861 2.4%	\$184,478 2.4%	\$188,168 2.4%	\$191,931 2.5%	\$195,770 2.5%
x Assisted Living	\$920,000 31.4%	\$1,425,000 27.1%	\$1,850,000 25.9%	\$1,887,000 25.9%	\$1,924,740 25.9%	\$1,963,235 25.9%	\$2,002,499 25.9%	\$2,042,549 26.5%	\$2,083,400 27.0%	\$2,125,068 27.5%
x Dietary	\$349,932 11.9%	\$725,000 13.8%	\$851,539 11.9%	\$868,569 11.9%	\$885,941 11.9%	\$903,660 11.9%	\$921,733 11.9%	\$940,168 12.2%	\$958,971 12.4%	\$978,150 12.7%
x Housekeeping	\$100,000 3.4%	\$130,696 2.5%	\$177,112 2.5%	\$180,654 2.5%	\$184,267 2.5%	\$187,952 2.5%	\$191,711 2.5%	\$195,545 2.5%	\$199,456 2.6%	\$203,446 2.6%
x Maintenance & Repairs-Facility	\$150,000 5.1%	\$288,172 5.5%	\$390,514 5.5%	\$398,324 5.5%	\$406,290 5.5%	\$414,416 5.5%	\$422,704 5.5%	\$431,159 5.6%	\$439,782 5.7%	\$448,577 5.8%
Insurance	\$66,300 2.3%	\$104,040 2.0%	\$106,121 1.5%	\$108,243 1.5%	\$110,408 1.5%	\$112,616 1.5%	\$114,869 1.5%	\$117,166 1.5%	\$119,509 1.5%	\$121,899 1.6%
Real Estate Taxes	\$172,446 5.9%	\$270,608 5.1%	\$276,020 3.9%	\$281,541 3.9%	\$287,171 3.9%	\$292,915 3.9%	\$298,773 3.9%	\$304,749 3.9%	\$310,844 4.0%	\$317,060 4.1%
x Laundry	\$617 0.0%	\$1,109 0.0%	\$1,503 0.0%	\$1,533 0.0%	\$1,563 0.0%	\$1,595 0.0%	\$1,626 0.0%	\$1,659 0.0%	\$1,692 0.0%	\$1,726 0.0%
x Management Fee/Asset Mgmt	\$161,275 5.5%	\$301,534 5.7%	\$404,269 5.7%	\$412,114 5.7%	\$420,117 5.7%	\$428,279 5.7%	\$436,604 5.7%	\$445,097 5.8%	\$453,758 5.9%	\$462,594 6.0%
Replacement Reserves	\$0 0.0%	\$0 0.0%	\$30,600 0.4%	\$30,600 0.4%	\$30,600 0.4%	\$30,600 0.4%	\$30,600 0.4%	\$31,212 0.4%	\$31,836 0.4%	\$32,473 0.4%
<b>Total Expenses</b>	<b>\$2,628,071 89.6%</b>	<b>\$3,992,476 75.8%</b>	<b>\$4,848,920 68.0%</b>	<b>\$4,945,046 68.0%</b>	<b>\$5,043,095 68.0%</b>	<b>\$5,143,105 68.0%</b>	<b>\$5,245,115 67.9%</b>	<b>\$5,349,778 67.9%</b>	<b>\$5,456,533 67.9%</b>	<b>\$5,565,424 67.9%</b>

<b>NET OPERATING INCOME</b>	<b>\$304,197 10.4%</b>	<b>\$1,271,781 24.2%</b>	<b>\$2,283,241 32.0%</b>	<b>\$2,329,758 32.0%</b>	<b>\$2,377,205 32.0%</b>	<b>\$2,425,601 32.0%</b>	<b>\$2,474,965 32.1%</b>	<b>\$2,524,704 32.1%</b>	<b>\$2,575,439 32.1%</b>	<b>\$2,627,187 32.1%</b>
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<b>Est TIF Payments</b>										
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<b>TOTAL INCOME</b>	<b>\$304,197</b>	<b>\$1,271,781</b>	<b>\$2,283,241</b>	<b>\$2,329,758</b>	<b>\$2,377,205</b>	<b>\$2,425,601</b>	<b>\$2,474,965</b>	<b>\$2,524,704</b>	<b>\$2,575,439</b>	<b>\$2,627,187</b>
Debt Service, Primary Lender	-\$1,413,125 NA	-\$1,413,125 NA	-\$1,670,564 1.37	-\$1,670,564 1.39	-\$1,670,564 1.42	-\$1,670,564 1.45	-\$1,670,564 1.48	-\$1,670,564 1.51	-\$1,670,564 1.54	-\$1,670,564 1.57
Rent/ Lease-Up Reserve	\$1,600,000	\$800,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

<b>PROJECTED ANNUAL CASH FLOW</b>	<b>\$491,072</b>	<b>\$658,656</b>	<b>\$612,677</b>	<b>\$659,194</b>	<b>\$706,641</b>	<b>\$755,037</b>	<b>\$804,401</b>	<b>\$854,141</b>	<b>\$904,875</b>	<b>\$956,623</b>
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<b>Annual Cash-on-Cash</b>	<b>5.1%</b>	<b>6.8%</b>	<b>6.3%</b>	<b>6.8%</b>	<b>7.3%</b>	<b>7.8%</b>	<b>8.3%</b>	<b>8.8%</b>	<b>9.3%</b>	<b>9.9%</b>
<b>Cap on Cost</b>	<b>0.9%</b>	<b>3.9%</b>	<b>7.1%</b>	<b>7.2%</b>	<b>7.4%</b>	<b>7.5%</b>	<b>7.7%</b>	<b>7.8%</b>	<b>8.0%</b>	<b>8.1%</b>

*Confidential and Subject to Change- Preliminary and for discussion purposes only.*

## Sources & Uses

### Ramsey Assisted Living

Ramsey, MN  
3/5/2026

#### Sources of Funds

Equity	\$9,690,000	30.00%
Primary Loan	\$22,610,000	70.00%
	<b>\$32,300,000</b>	

#### Uses of Funds

		Per Unit	
Land	\$1,715,130	\$16,815	5.3%
Construction Contract/ General Contractor	\$20,910,000	\$205,000	64.7%
Furniture, Fixtures, & Equipment	\$1,200,000	\$11,765	3.7%
Design: Architect, Engineer, Surveyor	\$273,100	\$2,677	0.8%
Environmental: ESA, RAP, Soils, Wetlds., Trees, HazMat.	\$9,500	\$93	0.0%
Legal, Organizational, Accounting	\$70,000	\$686	0.2%
Market Analysis & Appraisal	\$9,500	\$93	0.0%
Pre-Open Marketing & Staffing	\$150,000	\$1,471	0.5%
Government Fees	\$3,000,314	\$29,415	9.3%
Recording & Title Insurance	\$114,221	\$1,120	0.4%
Real Estate Taxes & Insurance	\$41,153	\$403	0.1%
Other/ Miscellaneous	\$3,500	\$34	0.0%
Development Fee	\$1,000,000	\$9,804	3.1%
Construction Interest	\$560,578	\$5,496	1.7%
Lease Up Reserves	\$2,400,000	\$23,529	7.4%
Financing Fees	\$246,100	\$2,413	0.8%
Owner's Contingency	\$596,904	\$5,852	1.8%
	<b>\$32,300,000</b>	\$316,667	100.0%

*Confidential and Subject to Change- Preliminary and for discussion purposes only.*

Assisted Living	78
\$16,815	\$1,311,570.00
\$205,000	\$15,990,000.00
\$11,765	\$917,647.06
\$2,677	\$208,841.18
\$93	\$7,264.71
\$686	\$53,529.41
\$93	\$7,264.71
\$1,471	\$114,705.88
\$29,415	\$2,294,357.76
\$1,120	\$87,345.47
\$403	\$31,469.87
\$34	\$2,676.47
\$9,804	\$764,705.88
\$5,496	\$428,677.16
\$23,529	\$1,835,294.12
\$2,413	\$188,194.12
\$5,852	\$456,456.20
<b>Total</b>	<b>\$24,700,000</b>
<b>Total/Unit</b>	<b>\$316,667</b>

Memory Care	24
\$16,815	\$403,560.00
\$205,000	\$4,920,000.00
\$11,765	\$282,352.94
\$2,677	\$64,258.82
\$93	\$2,235.29
\$686	\$16,470.59
\$93	\$2,235.29
\$1,471	\$35,294.12
\$29,415	\$705,956.24
\$1,120	\$26,875.53
\$403	\$9,683.04
\$34	\$823.53
\$9,804	\$235,294.12
\$5,496	\$131,900.67
\$23,529	\$564,705.88
\$2,413	\$57,905.88
\$5,852	\$140,448.06
<b>TOTAL</b>	<b>\$7,600,000</b>
<b>TOTAL/UNIT</b>	<b>\$316,667</b>

# Ramsey AL/MC Cash Flow Projections

<b>Total Project Costs</b>	<b>\$ 32,300,000</b>	<b>100.00%</b>
<b>Equity</b>	<b>\$ 9,690,000</b>	<b>30.00%</b>
<b>Primary Loan</b>	<b>\$ 22,610,000</b>	<b>70.00%</b>

Type ALF/MC	Inflation Trend:	Economic Occupancy	/Vacancy
Mgmt. Fee 5.50%	Expenses 2.00%	Op Yr 1 40.0%	60.0%
Units 102	Taxes 2.00%	Op Yr 2 70.0%	30.0%
Interest Rate Yrs 1-2 6.25%	Rent 2.00%	Op Yr 3 93.0%	7.0%
Interest Rate Yrs 3-7 6.25%	Other Income 1.00%		
Term 30			

Construction: 12 months

	lease-up		lease-up		fully stabilized															
	Op Yr #1		Op Yr #2		Op Yr #3		Op Yr #4		Op Yr #5		Op Yr #6		Op Yr #7		Op Yr #8		Op Yr #9		Op Yr #10	
Rental Income (base+services)	\$7,198,103	\$5,881	\$7,342,065	\$5,998	\$7,488,906	\$6,118	\$7,638,685	\$6,241	\$7,791,458	\$6,366	\$7,947,287	\$6,493	\$8,106,233	\$6,623	\$8,268,358	\$6,755	\$8,433,725	\$6,890	\$8,602,399	\$7,028
Vacancy/Loss	-\$4,336,028	60.2%	-\$2,202,620	30.0%	-\$524,223	7.0%	-\$534,708	7.0%	-\$545,402	7.0%	-\$556,310	7.0%	-\$567,436	7.0%	-\$578,785	7.0%	-\$590,361	7.0%	-\$602,168	7.0%
<b>EFFECTIVE GROSS INCOME</b>	<b>\$2,862,075</b>	<b>39.8%</b>	<b>\$5,139,446</b>	<b>70.0%</b>	<b>\$6,964,683</b>	<b>93.0%</b>	<b>\$7,103,977</b>	<b>93.0%</b>	<b>\$7,246,056</b>	<b>93.0%</b>	<b>\$7,390,977</b>	<b>93.0%</b>	<b>\$7,538,797</b>	<b>93.0%</b>	<b>\$7,689,573</b>	<b>93.0%</b>	<b>\$7,843,364</b>	<b>93.0%</b>	<b>\$8,000,231</b>	<b>93.0%</b>
Net Collected Rent	\$2,338		\$4,199		\$5,690		\$5,804		\$5,920		\$6,038		\$6,159		\$6,282		\$6,408		\$6,536	
Other Income	\$70,193	2.45%	\$124,811	2.43%	\$167,478	2.40%	\$170,828	2.40%	\$174,244	2.40%	\$177,729	2.40%	\$181,284	2.40%	\$184,909	2.40%	\$188,607	2.40%	\$192,380	2.40%
<b>Total Revenue</b>	<b>\$2,932,268</b>		<b>\$5,264,256</b>		<b>\$7,132,161</b>		<b>\$7,274,804</b>		<b>\$7,420,300</b>		<b>\$7,568,706</b>		<b>\$7,720,080</b>		<b>\$7,874,482</b>		<b>\$8,031,972</b>		<b>\$8,192,611</b>	
	\$28,748		\$51,610		\$69,923		\$71,322		\$72,748		\$74,203		\$75,687		\$77,201		\$78,745		\$80,320	

<b>EXPENSES</b>																				
x Administration	\$400,000	13.6%	\$400,000	7.6%	\$408,000	5.7%	\$416,160	5.7%	\$424,483	5.7%	\$432,973	5.7%	\$441,632	5.7%	\$450,465	5.8%	\$459,474	6.0%	\$468,664	6.1%
x Human Resources	\$30,000	1.0%	\$32,313	0.6%	\$32,960	0.5%	\$33,619	0.5%	\$34,291	0.5%	\$34,977	0.5%	\$35,676	0.5%	\$36,390	0.5%	\$37,118	0.5%	\$37,860	0.5%
x Sales & Marketing	\$120,000	4.1%	\$146,916	2.8%	\$149,855	2.1%	\$152,852	2.1%	\$155,909	2.1%	\$159,027	2.1%	\$162,207	2.1%	\$165,452	2.1%	\$168,761	2.2%	\$172,136	2.2%
x Activities & Entertainment	\$157,500	5.4%	\$167,088	3.2%	\$170,430	2.4%	\$173,838	2.4%	\$177,315	2.4%	\$180,861	2.4%	\$184,478	2.4%	\$188,168	2.4%	\$191,931	2.5%	\$195,770	2.5%
x Assisted Living	\$920,000	31.4%	\$1,425,000	27.1%	\$1,850,000	25.9%	\$1,887,000	25.9%	\$1,924,740	25.9%	\$1,963,235	25.9%	\$2,002,499	25.9%	\$2,042,549	26.5%	\$2,083,400	27.0%	\$2,125,068	27.5%
x Dietary	\$349,932	11.9%	\$725,000	13.8%	\$851,539	11.9%	\$868,569	11.9%	\$885,941	11.9%	\$903,660	11.9%	\$921,733	11.9%	\$940,168	12.2%	\$958,971	12.4%	\$978,150	12.7%
x Housekeeping	\$100,000	3.4%	\$130,696	2.5%	\$177,112	2.5%	\$180,654	2.5%	\$184,267	2.5%	\$187,952	2.5%	\$191,711	2.5%	\$195,545	2.5%	\$199,456	2.6%	\$203,446	2.6%
x Maintenance & Repairs-Facility	\$150,000	5.1%	\$288,172	5.5%	\$390,514	5.5%	\$398,324	5.5%	\$406,290	5.5%	\$414,416	5.5%	\$422,704	5.5%	\$431,159	5.6%	\$439,782	5.7%	\$448,577	5.8%
Insurance	\$66,300	2.3%	\$104,040	2.0%	\$106,121	1.5%	\$108,243	1.5%	\$110,408	1.5%	\$112,616	1.5%	\$114,869	1.5%	\$117,166	1.5%	\$119,509	1.5%	\$121,899	1.6%
Real Estate Taxes	\$172,446	5.9%	\$270,608	5.1%	\$276,020	3.9%	\$281,541	3.9%	\$287,171	3.9%	\$292,915	3.9%	\$298,773	3.9%	\$304,749	3.9%	\$310,844	4.0%	\$317,060	4.1%
x Laundry	\$617	0.0%	\$1,109	0.0%	\$1,503	0.0%	\$1,533	0.0%	\$1,563	0.0%	\$1,595	0.0%	\$1,626	0.0%	\$1,659	0.0%	\$1,692	0.0%	\$1,726	0.0%
x Management Fee/Asset Mgmt	\$161,275	5.5%	\$301,534	5.7%	\$404,269	5.7%	\$412,114	5.7%	\$420,117	5.7%	\$428,279	5.7%	\$436,604	5.7%	\$445,097	5.8%	\$453,758	5.9%	\$462,594	6.0%
Replacement Reserves	\$0	0.0%	\$0	0.0%	\$30,600	0.4%	\$30,600	0.4%	\$30,600	0.4%	\$30,600	0.4%	\$30,600	0.4%	\$31,212	0.4%	\$31,836	0.4%	\$32,473	0.4%
<b>Total Expenses</b>	<b>\$2,628,071</b>	<b>89.6%</b>	<b>\$3,992,476</b>	<b>75.8%</b>	<b>\$4,848,920</b>	<b>68.0%</b>	<b>\$4,945,046</b>	<b>68.0%</b>	<b>\$5,043,095</b>	<b>68.0%</b>	<b>\$5,143,105</b>	<b>68.0%</b>	<b>\$5,245,115</b>	<b>67.9%</b>	<b>\$5,349,778</b>	<b>67.9%</b>	<b>\$5,456,533</b>	<b>67.9%</b>	<b>\$5,565,424</b>	<b>67.9%</b>
	\$25,765		\$39,142		\$47,538		\$48,481		\$49,442		\$50,423		\$51,423							

<b>NET OPERATING INCOME</b>	<b>\$304,197</b>	<b>10.4%</b>	<b>\$1,271,781</b>	<b>24.2%</b>	<b>\$2,283,241</b>	<b>32.0%</b>	<b>\$2,329,758</b>	<b>32.0%</b>	<b>\$2,377,205</b>	<b>32.0%</b>	<b>\$2,425,601</b>	<b>32.0%</b>	<b>\$2,474,965</b>	<b>32.1%</b>	<b>\$2,524,704</b>	<b>32.1%</b>	<b>\$2,575,439</b>	<b>32.1%</b>	<b>\$2,627,187</b>	<b>32.1%</b>
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<b>Est TIF Payments</b>	<b>\$130,273</b>		<b>\$225,414</b>		<b>\$225,414</b>		<b>\$225,414</b>		<b>\$225,414</b>		<b>\$225,414</b>		<b>\$225,414</b>		<b>\$225,414</b>		<b>\$225,414</b>		<b>\$225,414</b>	
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<b>TOTAL INCOME</b>	<b>\$434,470</b>		<b>\$1,497,195</b>		<b>\$2,508,655</b>		<b>\$2,555,172</b>		<b>\$2,602,619</b>		<b>\$2,651,015</b>		<b>\$2,700,379</b>		<b>\$2,750,118</b>		<b>\$2,800,853</b>		<b>\$2,852,601</b>	
Debt Service, Primary Lender	-\$1,413,125	NA	-\$1,413,125	NA	-\$1,670,564	1.37	-\$1,670,564	1.39	-\$1,670,564	1.42	-\$1,670,564	1.45	-\$1,670,564	1.48	-\$1,670,564	1.51	-\$1,670,564	1.54	-\$1,670,564	1.57
Rent/ Lease-Up Reserve	\$1,600,000		\$800,000		\$0		\$0		\$0		\$0		\$0		\$0		\$0		\$0	

<b>PROJECTED ANNUAL CASH FLOW</b>	<b>\$621,345</b>		<b>\$884,070</b>		<b>\$838,091</b>		<b>\$884,608</b>		<b>\$932,055</b>		<b>\$980,451</b>		<b>\$1,029,815</b>		<b>\$1,079,555</b>		<b>\$1,130,289</b>		<b>\$1,182,037</b>	
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<b>Annual Cash-on-Cash Including TIF</b>	<b>6.4%</b>		<b>9.1%</b>		<b>8.6%</b>		<b>9.1%</b>		<b>9.6%</b>		<b>10.1%</b>		<b>10.6%</b>		<b>11.1%</b>		<b>11.7%</b>		<b>12.2%</b>	
<b>Cap on Cost Including TIF</b>	<b>1.3%</b>		<b>4.6%</b>		<b>7.8%</b>		<b>7.9%</b>		<b>8.1%</b>		<b>8.2%</b>		<b>8.4%</b>		<b>8.5%</b>		<b>8.7%</b>		<b>8.8%</b>	

*Confidential and Subject to Change- Preliminary and for discussion purposes only.*

**Projected Property Tax Cash Flow (27 years)**

**78 Unit Assisted Living and 24 Unit Memory Care Apartment**

**84 Unit Independent Living Apartment**

	Base Val Taxes (City, County, Sch)	MC/AL	City 40%	Developer TIF (Max 90%)	City TIF (10%)
12/31/2026	\$	23,211	\$ 9,284	0	0
12/31/2027	\$	16,035	\$ 6,414	0	0
12/31/2028	\$	16,035	\$ 6,414	\$ 130,273	\$ 14,475
12/31/2029	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2030	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2031	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2032	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2033	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2034	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2035	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2036	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2037	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2038	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2039	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2040	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2041	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2042	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2043	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2044	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2045	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2046	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2047	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2048	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2049	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2050	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2051	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
12/31/2052	\$	16,035	\$ 6,414	\$ 225,414	\$ 25,046
	\$	440,121	\$ 176,048	\$ 5,540,200	\$ 615,578
	Baseline Taxes		Project Completion		

	IL Taxes (No Dev.) (City, County, School)	City 40%	IL Taxes (w/Dev) (City, County, School)	City 40%
	\$ 10,708	\$ 4,283	\$ 10,708	\$ 4,283
	\$ 8,240	\$ 3,296	\$ 8,240	\$ 3,296
	\$ 8,240	\$ 3,296	\$ 263,986	\$ 105,594
	\$ 8,240	\$ 3,296	\$ 263,986	\$ 105,594
	\$ 8,240	\$ 3,296	\$ 263,986	\$ 105,594
	\$ 8,240	\$ 3,296	\$ 263,986	\$ 105,594
	\$ 8,240	\$ 3,296	\$ 263,986	\$ 105,594
	\$ 8,240	\$ 3,296	\$ 263,986	\$ 105,594
	\$ 8,240	\$ 3,296	\$ 263,986	\$ 105,594
	\$ 8,240	\$ 3,296	\$ 263,986	\$ 105,594
	\$ 8,240	\$ 3,296	\$ 263,986	\$ 105,594
	\$ 8,240	\$ 3,296	\$ 263,986	\$ 105,594
	\$ 8,240	\$ 3,296	\$ 263,986	\$ 105,594
	\$ 8,240	\$ 3,296	\$ 263,986	\$ 105,594
	\$ 8,240	\$ 3,296	\$ 263,986	\$ 105,594
	\$ 8,240	\$ 3,296	\$ 263,986	\$ 105,594
	\$ 8,240	\$ 3,296	\$ 263,986	\$ 105,594
	\$ 8,240	\$ 3,296	\$ 263,986	\$ 105,594
	\$ 8,240	\$ 3,296	\$ 263,986	\$ 105,594
	\$ 8,240	\$ 3,296	\$ 263,986	\$ 105,594
	\$ 8,240	\$ 3,296	\$ 263,986	\$ 105,594
	\$ 8,240	\$ 3,296	\$ 263,986	\$ 105,594
	\$ 8,240	\$ 3,296	\$ 263,986	\$ 105,594
	\$ 224,948	\$ 89,979	\$ 6,618,598	\$ 2,647,439
	Baseline Taxes (No Dev.)		Project Completion	

**Projected Tax Increment Report (SD 11)**  
**78 Units Assisted Living, 24 Units Memory Care - New Value 22.44M (20% at 50% Median Income)**  
**25 Years of Tax Increment (90% to Developer)**

Annual Period Ending	Total Net Tax Capacity	Less: Original Net Tax Capacity	Less: Fiscal Disp. @ 0	Retained Captured Net Tax Capacity	Times: Local Tax Capacity Rate **	Annual Gross Tax Increment	Less State Aud. Deduction 0.360%	Less: Admin. Retainage 10.00%	Annual Net Tax Increment	Plus: Local Contribution 0.00%	Annual Net Revenue
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)
12/31/2026	14,669	14,669	0	0	94.558%	0	0	0	0	0	0
12/31/2027	14,669	14,669	0	0	94.558%	0	0	0	0	0	0
12/31/2028	168,300	14,669	0	153,631	94.558%	145,270	523	14,475	130,273	0	130,273
12/31/2029	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2030	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2031	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2032	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2033	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2034	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2035	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2036	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2037	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2038	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2039	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2040	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2041	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2042	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2043	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2044	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2045	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2046	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2047	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2048	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2049	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2050	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2051	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
12/31/2052	280,500	14,669	0	265,831	94.558%	251,364	905	25,046	225,414	0	225,414
						<b>6,178,018</b>	<b>22,241</b>	<b>615,578</b>	<b>5,540,199</b>	<b>0</b>	<b>5,540,199</b>



# **Demand Assessment for Senior Housing in Ramsey, Minnesota**

Subject site Location:

**Rhinestone Street NW & Sunwood Drive, Ramsey, Minnesota**

Prepared for:

**Trident Development**

Prepared by:

**Viewpoint Consulting Group**

Date:

**November 5, 2025**



November 5, 2025

To: Jacob Lane  
**Trident Development**

From: Jay Thompson  
**Viewpoint Consulting Group, Inc.**

RE: Demand Assessment for Senior Housing in Ramsey, Minnesota

## **Introduction**

This memorandum provides an assessment of the demand for senior housing in Ramsey, Minnesota. The purpose of this assessment is to broadly assess the depth of demand for senior housing in the local area to determine if potential exists to support a new development. As we understand, the Site is east of Rhinestone Street Northwest, between Sunwood Drive and Veterans Drive.

Included in this assessment are demand calculations for congregate independent, assisted living and memory care housing. Potential demand is calculated based on analysis of the income/asset-qualified target market for senior housing and the supply of competitive senior housing units serving the primary market area. The ability of the subject development to capture unmet market area demand is discussed in this assessment.

## Primary Market Area Definition

The subject site (“Site”) for the proposed senior housing development is in Ramsey, Minnesota. Ramsey is a suburban community with a population of 27,646 in 2020. It is located in Anoka County, approximately 24 miles northwest of downtown Minneapolis. The Mississippi River borders Ramsey to the south. Ramsey’s neighbors are Elk River (pop. 25,835) to the west, Nowthen (pop. 4,536) to the north, Andover (pop. 32,601) to the east, and Anoka (pop. 17,921) to the southeast.

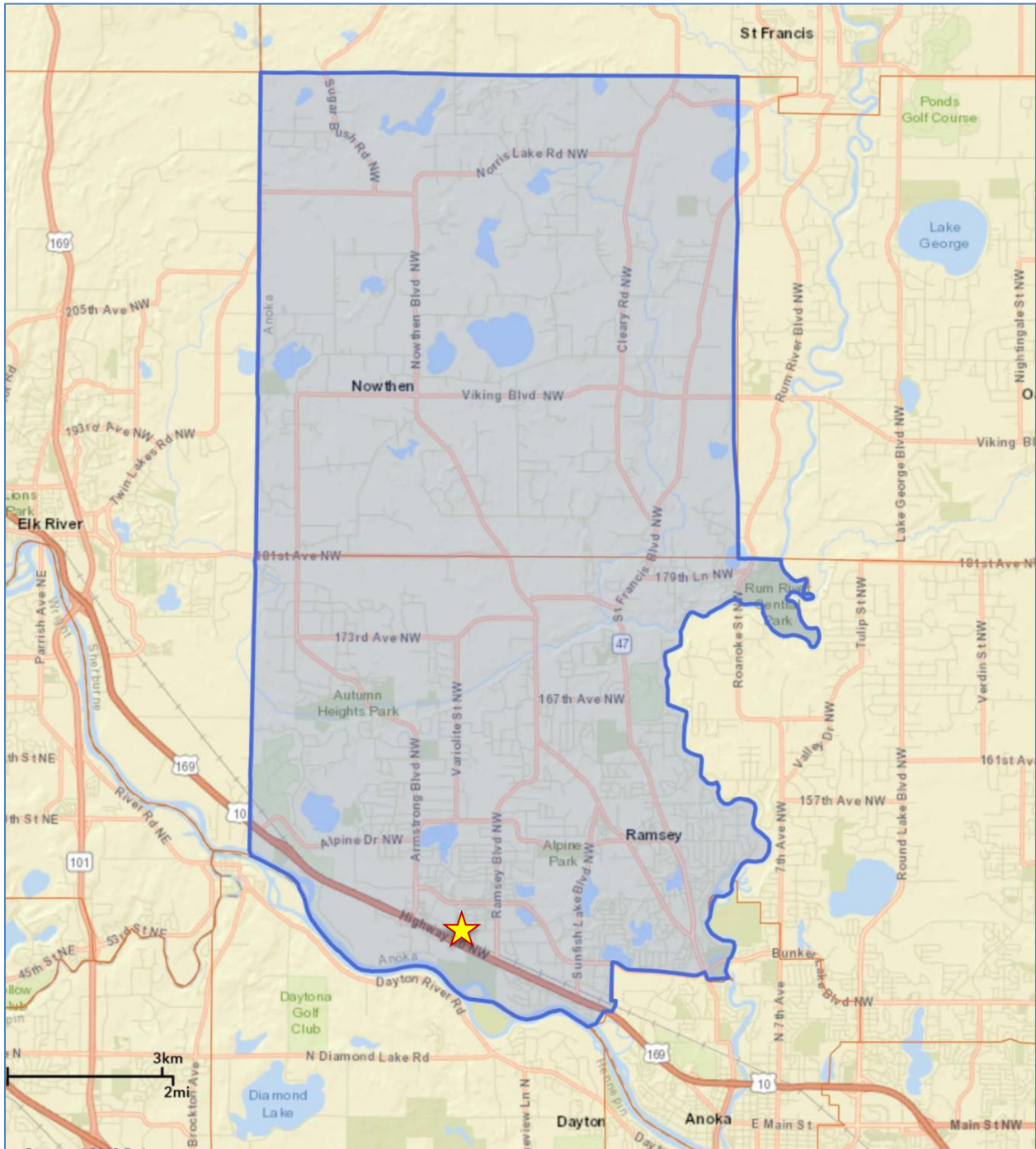
More specifically, the Site consists of two parcels east of Rhinestone Street Northwest, between Sunwood Drive and Veterans Drive. This location is in The COR, Ramsey’s downtown. The COR is situated on the north side of Highway 10, between Ramsey and Sunwood Boulevards.

Based on the site location, community orientation, proximity to other senior housing properties in the surrounding area, and our knowledge of senior housing draw areas, it is estimated that a senior housing development on the Site in Ramsey would attract approximately 70% of its residents from a draw area (Primary Market Area, or “PMA”) that includes Ramsey and Nowthen.

It is estimated that about 30% of the demand for senior housing on the Site would come from outside the PMA, particularly parents of adult children living in the PMA.

A map of the PMA is shown on the following page.

### Primary Market Area



## **Demographic Analysis**

Tables 1 through 5 on Pages 6 through 8 show key economic and demographic variables related to the demand for senior housing in the PMA (age distribution of the senior population and household base, senior household income, senior homeownership rates, and estimated home values). This demographic and home value data is from ESRI, a national demographics firm.

The key demographic and economic findings are summarized on the following pages.

### **Senior Population and Household Trends**

- ▶ The total population in the PMA was 32,182 in 2020. The population increased by 14.5% last decade. Population growth stemmed from new housing construction which led to the addition of over 1,600 households.
- ▶ While the overall population in the PMA increased by 14.5% last decade (2010 to 2020), the senior population (age 65+) doubled, growing from 1,898 in 2010 to 3,978 seniors in 2020. Seniors ages 75+ are the primary target market for senior housing. This group more than doubled last decade, reaching 1,256 in 2020.
- ▶ The senior population in the PMA has continued growing since 2020. As of 2025, there are an estimated 1,813 seniors ages 75+ (up 44% since 2020).
- ▶ Between 2025 and 2030, all age groups above 65 in the PMA are projected to experience growth. The age 80 to 84 age group is projected to experience the greatest numerical growth as the first baby boomers begin turning 80 in 2026. Overall, the age group 75 and over is projected to add 562 seniors between 2025 and 2030 (+31%). This growth should lead to increased demand for senior housing.
- ▶ The City of Ramsey has an estimated population of 29,012 as of 2025, of which 1,561 are over age 75. This equates to Ramsey containing 86% of both the PMA's overall population and its age 75+ population.

### **Senior Household Incomes**

- ▶ Incomes in the PMA are above average compared to the Twin Cities Metro Area, meaning an above average percentage of seniors would likely be able to afford market rate housing. The estimated median income of age 75+ households in the PMA in 2025 is \$55,044, higher than the Metro Area's median of \$53,245 for this age group.

- ▶ The target market for senior housing with support services is generally senior households age 75 and older with incomes of at least \$55,000 (plus some senior homeowners with lower incomes). In 2025, an estimated 550 households age 75 and older in the PMA have incomes of at least \$55,000. By 2030, about 735 households age 75 and older are projected to have incomes of at least \$60,000 (increased from \$55,000 to adjust for inflation). It should be noted that senior housing with personal care services will primarily serve seniors age 80+. Also, since assisted living and memory care housing are predominately need driven, seniors with lower incomes are still candidates for private pay housing if they have home equity or other savings that they can utilize to pay for the costs.

### **Senior Household Tenure**

- ▶ Seniors who own their homes have an additional source of income through the sale of their home that can be utilized to afford market rate housing. Seniors in the PMA have a high homeownership rate compared to the Twin Cities Metro Area (89.3% for 65+ households in 2020 compared to 75.7% metrowide).
- ▶ There is normally a significant drop in the homeownership rate among the age 75+ population since rental housing becomes more predominant as seniors' care needs rise and/or they no longer desire to maintain a single-family home. However, in the PMA the homeownership rate among age 75+ households remains at 84%. This indicates a potential lack of senior housing options in the PMA.

### **Home Value Trends**

- ▶ Seniors can use the proceeds from the sale of their home to offset the cost of senior housing. The estimated median home value is \$399,563 in 2025. In comparison, the median home value in the Twin Cities is estimated at \$419,048.
- ▶ A senior selling their home for \$399,000 could receive an investment return of approximately \$920 monthly from the sale (sale price minus 7% sales agent fees, and a 3% annual return on their investment). If a senior uses the full home sale proceeds towards the cost of alternative housing, the home sale proceeds would cover the costs at an assisted living facility (\$5,000 per month) for about six years. At a memory care facility (\$7,500 per month), the same amount of home sale proceeds would last about four years.

**Table 1**  
**Senior Population Growth Trends and Projections**  
**Primary Market Area**  
**2010 to 2030**

Age	2010	2020	2025	2030	Change, 2025 to 2030	
					No.	Pct.
55 to 59	1,787	2,370	2,235	2,076	-159	-7.1%
60 to 64	1,443	1,963	2,155	2,101	-54	-2.5%
65 to 69	945	1,524	1,764	1,995	231	13.1%
70 to 74	475	1,198	1,322	1,589	267	20.2%
75 to 79	253	724	987	1,144	157	15.9%
80 to 84	125	343	552	774	222	40.2%
85+	100	189	274	457	183	66.8%
<b>Total 65+</b>	<b>1,898</b>	<b>3,978</b>	<b>4,899</b>	<b>5,959</b>	<b>1,060</b>	<b>21.6%</b>
<b>Total 75+</b>	<b>478</b>	<b>1,256</b>	<b>1,813</b>	<b>2,375</b>	<b>562</b>	<b>31.0%</b>
<b>Total Population</b>	<b>28,111</b>	<b>32,182</b>	<b>33,491</b>	<b>35,304</b>	<b>1,813</b>	<b>5.4%</b>
<i>Ramsey</i>	<i>23,668</i>	<i>27,646</i>	<i>29,012</i>	<i>30,804</i>	<i>1,792</i>	<i>6.2%</i>
<i>Anoka County</i>	<i>298,084</i>	<i>363,887</i>	<i>376,937</i>	<i>386,405</i>	<i>9,468</i>	<i>2.5%</i>
<i>Twin Cities Metro Area</i>	<i>2,849,567</i>	<i>3,163,104</i>	<i>3,253,299</i>	<i>3,322,753</i>	<i>69,454</i>	<i>2.1%</i>

Sources: ESRI; Census Bureau; Viewpoint Consulting Group, Inc.

**Table 2**  
**Senior Household Growth Trends and Projections**  
**Primary Market Area**  
**2010 to 2030**

Age	2010	2020	2025	2030	Change, 2025 to 2030	
					No.	Pct.
55 to 64	1,788	2,426	2,452	2,329	-123	-5.0%
65 to 74	860	1,514	1,735	2,005	270	15.6%
75+	297	744	1,049	1,364	315	30.0%
<b>Total 65+</b>	<b>1,157</b>	<b>2,258</b>	<b>2,784</b>	<b>3,369</b>	<b>585</b>	<b>21.0%</b>
<b>Total Households</b>	<b>9,483</b>	<b>11,101</b>	<b>11,886</b>	<b>12,710</b>	<b>824</b>	<b>6.9%</b>
<i>Ramsey</i>	<i>8,033</i>	<i>9,591</i>	<i>10,363</i>	<i>11,163</i>	<i>800</i>	<i>7.7%</i>
<i>Anoka County</i>	<i>106,428</i>	<i>133,879</i>	<i>140,873</i>	<i>145,771</i>	<i>4,898</i>	<i>3.5%</i>
<i>Twin Cities Metro Area</i>	<i>1,117,749</i>	<i>1,239,526</i>	<i>1,288,806</i>	<i>1,325,145</i>	<i>36,339</i>	<i>2.8%</i>

Sources: ESRI; Census Bureau; Viewpoint Consulting Group, Inc.

**Table 3**  
**Household Incomes by Age of Householder**  
**Primary Market Area**  
**2025 and 2030**

<b>2025 Households by Age</b>			
Income	55 - 64	65-74	75+
<\$15,000	94	99	76
\$15,000 to \$24,999	48	41	71
\$25,000 to \$34,999	50	56	85
\$35,000 to \$49,999	151	204	213
\$50,000 to \$74,999	263	333	271
\$75,000 to \$99,999	273	222	70
\$100,000 to \$149,999	606	329	106
\$150,000 to \$199,999	556	259	118
\$200,000+	411	192	39
<b>Total</b>	<b>2,452</b>	<b>1,735</b>	<b>1,049</b>
Median HH Income	\$123,084	\$88,504	\$55,044
<i>Ramsey Median HH Income</i>	<i>\$117,649</i>	<i>\$85,082</i>	<i>\$55,330</i>
<i>Anoka County Median HH Income</i>	<i>\$106,798</i>	<i>\$77,106</i>	<i>\$49,941</i>
<i>Twin Cities Metro Median HH Income</i>	<i>\$114,223</i>	<i>\$81,169</i>	<i>\$53,245</i>
<b>2030 Households by Age</b>			
Income	55 - 64	65-74	75+
<\$15,000	71	91	100
\$15,000 to \$24,999	27	40	74
\$25,000 to \$34,999	30	52	84
\$35,000 to \$49,999	108	184	239
\$50,000 to \$74,999	215	344	334
\$75,000 to \$99,999	239	251	98
\$100,000 to \$149,999	576	390	160
\$150,000 to \$199,999	576	351	200
\$200,000+	487	302	75
<b>Total</b>	<b>2,329</b>	<b>2,005</b>	<b>1,364</b>
Median HH Income	\$137,722	\$103,489	\$61,072
<i>Ramsey Median HH Income</i>	<i>\$130,394</i>	<i>\$100,492</i>	<i>\$60,398</i>
<i>Anoka County Median HH Income</i>	<i>\$117,779</i>	<i>\$87,529</i>	<i>\$55,553</i>
<i>Twin Cities Metro Median HH Income</i>	<i>\$130,429</i>	<i>\$94,067</i>	<i>\$61,269</i>
Sources: ESRI; Viewpoint Consulting Group, Inc.			

**Table 4**  
**Tenure by Age of Householder**  
**Primary Market Area**  
**2010**

Households	Owners		Renters	
	No.	Pct.	No.	Pct.
Age 55 to 64	2,238	92.3%	188	7.7%
Age 65 to 74	1,392	91.9%	122	8.1%
Age 75 to 84	557	87.7%	78	12.3%
Age 85+	68	62.4%	41	37.6%
<b>Total</b>	<b>4,255</b>	<b>90.8%</b>	<b>429</b>	<b>9.2%</b>
Total Age 65+	2,017	89.3%	241	10.7%
Total Age 75+	625	84.0%	119	16.0%
<i>Anoka County</i>		82.1%		
Age 65+		75.7%		24.3%
Age 75+				100.0%
<i>Twin Cities Metro Area</i>				
Age 65+		75.7%		24.3%
Age 75+		69.4%		30.6%

Sources: ESRI; Viewpoint Consulting Group, Inc.

**Table 5**  
**Estimated Home Values**  
**Primary Market Area**  
**2025**

	Median Home Value	Average Home Value
PMA	\$399,563	\$439,051
<i>Ramsey</i>	<i>\$388,141</i>	<i>\$422,508</i>
<i>Anoka County</i>	<i>\$378,920</i>	<i>\$409,840</i>
<i>Twin Cities Metro Area</i>	<i>\$419,048</i>	<i>\$488,307</i>

Sources: ESRI; Viewpoint Consulting Group, Inc.

## Senior Housing Supply

### Senior Housing Defined

Senior housing encompasses a wide variety of product types. The properties that include the lowest level of services are **adult** properties, which offer virtually no support services or health care, but restrict tenancy to those age 55 and over. Adult properties can be rental or owner-occupied (attached or detached townhomes, condominiums and cooperatives). Congregate properties, better known as **independent living**, offer support services such as meals and housekeeping. These services are either included in the rent or offered a-la-carte so that residents can choose whether or not to pay for them. Independent living projects attract an older and frailer senior population than adult properties (generally seniors age 75 and over).

The most service-intensive housing types are **assisted living**, **memory care**, and **enhanced care suites** as they offer the highest level of services short of a nursing home. Some of the typical services they provide are meals, housekeeping, linen changes, personal laundry, 24-hour emergency response and a wide range of personal-care and therapeutic services. The meals and services are built into the monthly fee, charged through a tiered service package or offered a-la-carte.

### Competitive Senior Housing Properties

Table 6 shows the inventory of senior housing properties that would provide competition to a new development on the Site in Ramsey. For each competitive property, Table 6 provides information on location, year built, total number of units, whether or not it is located in the PMA, its distance from the Site, its estimated competitiveness and its total competitive units. The competitive percentage is a measure of draw area overlap and is estimated based on a property's distance from the Site, its location within or near the PMA, its community orientation (i.e., its estimated primary draw area), and unique characteristics of the property. The following are key highlights about the competitive supply.

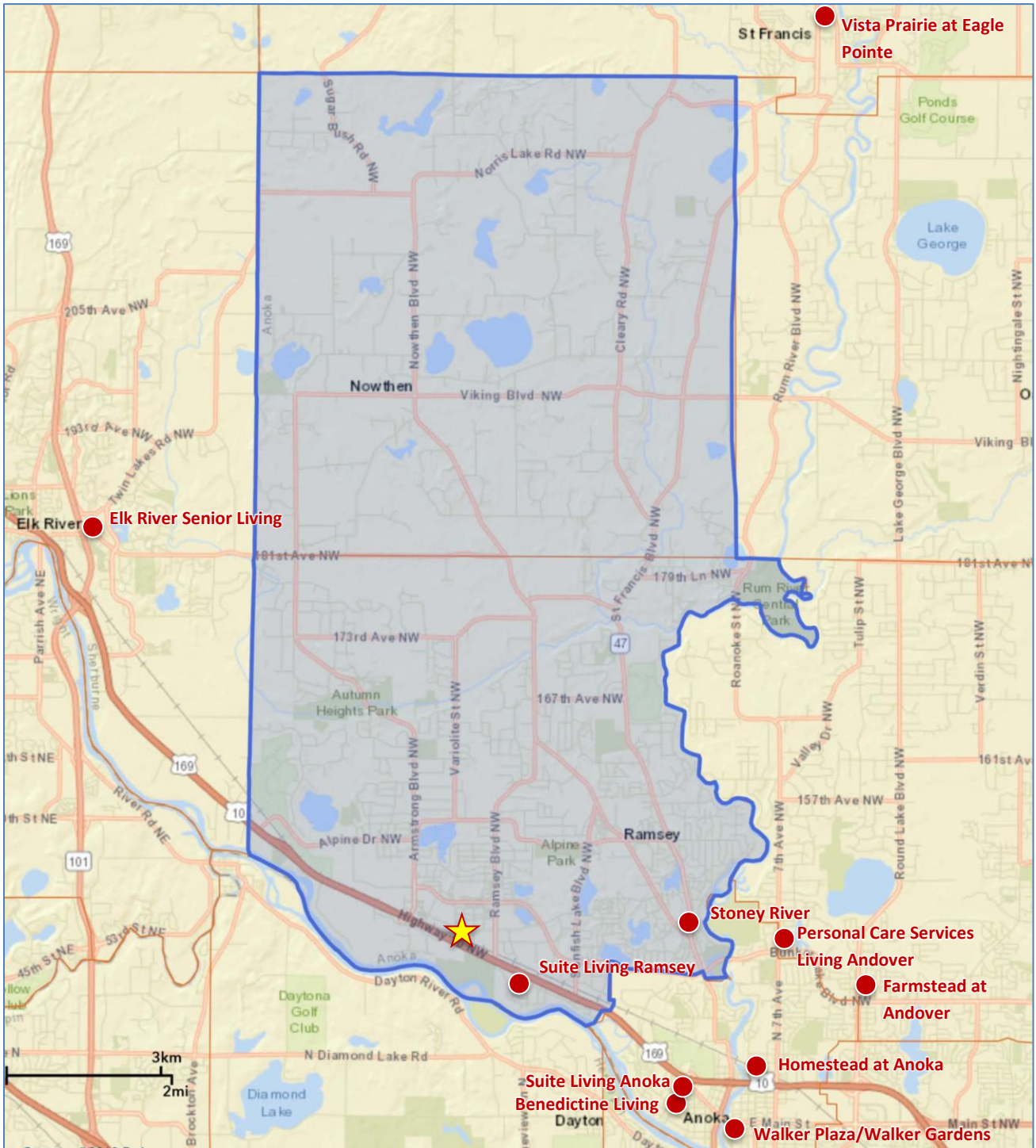
- ▶ A total of ten competitive senior housing with services properties were identified in and near the PMA, most of which contain at least two service levels. Combined, the properties have a total of 948 units. However, only two of the properties are in the PMA (Stoney River and Suite Living) and eight are outside the PMA. The properties outside the PMA are estimated to be 10% to 20% competitive with the Site to account for draw area overlap. Overall, the ten properties supply the PMA with 207 competitive units.
- ▶ The service-level mix of the competitive supply serving the PMA is 50 independent units, 103 assisted living units, and 54 memory care units.

- ▶ Stoney River and Suite Living Ramsey are the only competitive properties in the PMA. Suite Living opened in 2020, 1.1 miles from the Site. It has 18 assisted living and 14 memory care units. Stoney River is 3.1 miles from the subject Site. It was built in 2015 and contains 48 assisted living and 24 memory care units. Accounting for draw area overlap, Suite Living is estimated to be 95% competitive with the Site and Stoney River is estimated to be 85% competitive.
- ▶ The eight competitive properties outside the PMA range in distance of 4.0 miles from the Site (Suite Living Anoka) to 14.8 miles (Vista Prairie at Eagle Pointe in St. Francis). While they are estimated to be only 10% to 20% competitive with the Site, collectively they account for over half of the competitive units serving the PMA. This includes all the competitive independent units, since there are no competitive properties in the PMA that offer this service-level.
- ▶ Six properties provide independent living – all of which are outside the PMA. The closest is Benedictine Living in Anoka, followed by The Plaza – Cityview by Vivie. Combined, they supply the PMA with 50 competitive independent units.
- ▶ Ten properties provide assisted living housing. The closest are Suite Living Ramsey and Stoney River, which are in the PMA, followed by Suite Living Anoka and Benedictine Living, which are outside the PMA in Anoka. Overall, Suite Living and Stoney River account for 56% of the PMA’s competitive supply.
- ▶ Nine properties provide memory care housing, including two that are located in the PMA (Suite Living and Stoney River). They account for 63% of the PMA’s competitive supply. The other seven properties are only slightly competitive, with each supplying the PMA with just a few competitive units.
- ▶ Most of the competitive properties allow residency to some lower-income seniors who utilize the Elderly Waiver program to pay for services. It is estimated that about 85% of the competitive assisted living and memory care units serving the PMA are occupied by private pay residents and that 15% are occupied by Elderly Wavier residents.
- ▶ Vista Prairie at Eagle Pointe will be the newest competitive property when it opens in late-2025 in St. Francis. It is a 135-unit property that contains independent, assisted living, and memory care housing. It is the farthest competitive property from the Site (14.8 miles) and is estimated to be just 10% competitive when accounting for draw area overlap.
- ▶ Affinity at Ramsey is the newest senior housing development in Ramsey. It is a senior (55+) rental building that does not offer meals or services, and thus its target market is more active than the target market for the subject development. Since there is very little market overlap with the subject development, it would not be directly competitive and thus, its units are not included in Table 6.

**Table 6**  
**Competitive Senior Housing Supply**  
**Primary Market Area**  
**November 2025**

Property Name	Location	Year Built	Number of Units	In the PMA	Miles from Site	Percent Competitive <sup>1</sup>	Number of Units
<b>Independent Living</b>							
Benedictine Living	Anoka	1988	42	No	4.1	20%	8
The Plaza - Cityview by Vivie	Anoka	1990	102	No	4.6	15%	15
Homestead at Anoka	Anoka	2016	69	No	5.0	15%	10
The Farmstead	Andover	1998	67	No	5.9	10%	7
Elk River Senior Living	Elk River	2018	36	No	8.1	10%	4
Vista Prairie at Eagle Pointe	St. Francis	2025	60	No	14.8	10%	6
Subtotal			376				50
<b>Assisted Living</b>							
Suite Living Ramsey	Ramsey	2020	18	Yes	1.1	95%	17
Stoney River	Ramsey	2015	48	Yes	3.1	85%	41
Suite Living Anoka	Anoka	2021	18	No	4.0	20%	4
Benedictine Living	Anoka	1988	42	No	4.1	20%	8
Personal Care Senior Living	Andover	2023	18	No	4.6	20%	4
The Plaza - Gardens by Vivie	Anoka	2016	44	No	4.6	15%	7
Homestead at Anoka	Anoka	2013	59	No	5.0	15%	9
The Farmstead	Andover	1998	51	No	5.9	10%	5
Elk River Senior Living	Elk River	2018	40	No	8.1	10%	4
Vista Prairie at Eagle Pointe	St. Francis	2025	51	No	14.8	10%	5
Subtotal			389				103
<b>Memory Care</b>							
Suite Living Ramsey	Ramsey	2020	14	Yes	1.1	95%	13
Stoney River	Ramsey	2015	24	Yes	3.1	85%	20
Suite Living Anoka	Anoka	2021	14	No	4.0	20%	3
Personal Care Senior Living	Andover	2023	14	No	4.6	20%	3
The Plaza - Gardens by Vivie	Anoka	2016	28	No	4.6	15%	4
Homestead at Anoka	Anoka	2013	24	No	5.0	15%	4
The Farmstead	Andover	1998	17	No	5.9	10%	2
Elk River Senior Living	Elk River	2018	24	No	8.1	10%	2
Vista Prairie at Eagle Pointe	St. Francis	2025	24	No	14.8	10%	2
Subtotal			183				54
<sup>1</sup> Percent Competitive is estimated by the researcher based on the competitive property's distance from the subject Site, location within/near the PMA, its community orientation, and specific characteristics unique to the property.							
Source: Viewpoint Consulting Group, Inc.							

### Competitive Senior Housing Properties



## Planned and Proposed Senior Housing Developments

One new senior housing property was identified in the development pipeline that will increase the future competitive supply. Vista Prairie at Eagle Pointe is located in St. Francis about 15 miles from the Site, outside the PMA (See Table 6). It is scheduled to open in late 2025 with 60 independent units, 43 assisted living units, 24 memory care units, and eight care assisted living units. As discussed on Page 10, it is estimated to be 10% competitive with the Site based on draw area overlap. Thus, 14 of its units are subtracted from demand calculations for both 2025 and 2030 presented later in this assessment.

Also in Ramsey, Presbyterian Homes and services received city approvals in 2024 for Haviland Fields. Haviland Fields is located at 14501 Nowthen Boulevard and would consist of a 280-unit apartment building for residents of all ages plus a 160-unit active adult (55+) apartment building. The active adult building would not offer meals or services and instead would be marketed to younger, more active seniors (such as Affinity at Ramsey). Thus, Haviland Fields would not be competitive with the subject development and its units are not subtracted from demand calculations presented later in this assessment.

## Senior Housing Demand Calculations

Tables 7 through 11 provide demand calculations for the number of independent living, assisted living, and memory care units that can be supported in the PMA in 2025 and 2030, along with an estimate on the number of units that can be supported on the Site in Ramsey. Demand for assisted living and memory care housing is calculated for market rate (“private pay”) and Elderly Waiver units.

The Elderly Waiver program funds home- and community-based services for people ages 65 and older with an annual income below \$15,660 (singles) and assets below \$3,000 and require the level of care provided in a nursing home but choose to reside in the community. Single seniors with incomes above the limit are still eligible for the program with a spenddown. The Elderly Waiver cost for an individual cannot be greater than the estimated nursing home cost for that same individual.

### Independent Senior Living

As shown in Table 7, unmet demand for independent living housing on the Site in Ramsey is calculated for 130 units in 2030. The points below summarize the demand methodology.

The target market for independent living housing is senior households age 75+ with incomes of \$55,000 or more plus homeowners with incomes below \$55,000 who would qualify with the proceeds from a home sale. There would also be some limited demand from seniors under age 75. These seniors are the “age/income-qualified base.” A capture rate – or “penetration rate” – is applied to the income-qualified base of younger and older seniors. The penetration rates are based on the penetration rates being achieved for independent living across the Twin Cities Metro Area. Applying the penetration rates to the age/income-qualified base results in demand for 143 independent units in 2025, growing to 185 units in 2030.

It is estimated that seniors currently residing outside the PMA will generate 30% of the total demand for independent senior housing. This demand from outside the PMA increases total demand to 204 units in 2025 and 264 units in 2030. This demand from outside the PMA will consist primarily of parents of adult children living in the local area.

The number of existing competitive units (minus a 5% vacancy factor) is subtracted from the total demand resulting in unmet demand for 157 units in the PMA in 2025. No pending developments that would increase the competitive supply of independent living in the PMA were identified. Subtracting existing units from 2030 total demand results in unmet demand potential in the PMA for 216 units in 2030.

No single location or development can capture all the demand in a PMA. Based on the geographic size of the PMA and the Site’s location within the PMA, it is estimated that the Site can capture 60% of the unmet demand potential. This results in unmet demand on the Site for 94 independent living units in 2025 increasing to 130 units in 2030.

**Table 7**  
**Independent Senior Housing Demand Calculation**  
**Primary Market Area**  
**2025 and 2030**

	2025	2030
A 65 to 74 Households in the PMA	1,735	2,005
B Percent income-qualified	83%	83%
C Potential penetration rate of independent living housing	1.0%	1.0%
D Income-qualified 65-74 households in the PMA (A x B x C)	14	17
E 75+ Households in the PMA	1,049	1,364
F Percent income-qualified	68%	69%
G Potential penetration rate of independent living housing	18%	18%
H Income-qualified 75+ households in the PMA (E x F x G)	129	168
I Total demand for independent housing from the PMA (D + H)	143	185
J Estimated percent of demand from outside the PMA	30%	30%
K Total demand for independent living units in the PMA (I / (1- J))	204	264
L Competitive independent living supply*	48	48
<b>M Unmet independent living demand in the PMA (K - L)</b>	<b>157</b>	<b>216</b>
N Estimated percent of unmet demand capturable by Site	60%	60%
<b>O Independent living demand on the Site (M x N)</b>	<b>94</b>	<b>130</b>
* Competitive units minus a 5% vacancy factor.		
Source: Viewpoint Consulting Group, Inc.		

### **Market Rate Assisted Living**

As shown in Table 8, unmet assisted living demand on the Site in Ramsey has been calculated for 62 units in 2030. This demand is for market rate (or “private pay”) units and does not include additional demand from lower-income seniors who could utilize the Elderly Waiver program to pay for services. The points listed below summarize the demand methodology.

The primary market for assisted living housing in the PMA is seniors aged 75 and over needing assistance with Activities of Daily Living (ADLs). Based on data from the Health and Aging Chartbook that was conducted by the Centers for Disease Control and Prevention and the National Center for Health Statistics, the percentage of seniors unable to perform, or having difficulty with, ADLs ranges from 12.5% of seniors ages 75 to 79 to 22.5% of seniors ages 80 to 84 and 40% of seniors ages 85 and over. Applying these percentages to the senior population in the PMA results in the total age-qualified population needing assistance with ADLs.

To afford market rents, these seniors will generally need incomes of at least \$70,000 or have assets available through the proceeds received from the sale of their home. Overall, it is calculated that approximately 65% of the senior population in the PMA in 2025 is income-qualified for market rate assisted living housing.

An estimated 40% of the age/income-qualified seniors needing assistance will need/choose assisted living housing. The remaining 60% will be able to remain in their homes by receiving home health care services or will live in other less service-intensive senior housing. This percentage also takes into account that many seniors are not living alone and will be able to remain in their existing homes with assistance from their spouse/partner.

Seniors who currently reside outside the PMA will generate an estimated 30% of the demand for assisted living senior housing – increasing total demand in the PMA to 133 units in 2025 growing to 187 units in 2030.

The next step in calculating demand is to subtract competitive supply from total PMA demand. A total of 103 competitive units were identified in Table 6. Subtracting these competitive units (minus 15% estimated to be occupied by Elderly Waiver residents and a 5% vacancy factor) from total demand results in the unmet demand for 50 assisted living units in the PMA in 2025. No pending developments that would increase the competitive supply of independent living in the PMA were identified. Unmet demand is calculated for 104 units in the PMA in 2030.

Again, no single site can capture all the demand in a PMA. It is estimated that the Site in Ramsey can capture 60% of the unmet demand potential in the PMA. This results in unmet demand on the Site for 30 market rate assisted living units in 2025 increasing to 62 units in 2030.

**Table 8**  
**Market Rate Assisted Living Demand Calculation**  
**Primary Market Area**  
**2025 and 2030**

	2025	2030
A 75 to 79 Population in the PMA	987	1,144
B Percent needing ADL assistance	12.5%	12.5%
C Estimated population needing ADL assistance (A x B)	123	143
D 80 to 84 Population in the PMA	552	774
E Percent needing ADL assistance	22.5%	22.5%
F Estimated population needing ADL assistance (D x E)	124	174
G 85+ Population in the PMA	274	457
H Percent needing ADL assistance	40.0%	40.0%
I Estimated population needing ADL assistance (G x H)	110	183
J Total 75+ population needing ADL assistance (C + F + I)	357	500
K Percent of PMA population income-qualified	65.2%	65.6%
L Total income-qualified population needing ADL assistance (J x K)	233	328
M Potential penetration rate of assisted living housing	40%	40%
N Total demand for assisted living units (L x M)	93	131
O Estimated percent of demand from outside the PMA	30%	30%
P Total demand for assisted living units in the PMA (N / (1-O))	133	187
Q Competitive assisted living supply*	83	83
<b>R Unmet assisted living demand in the PMA (P - Q)</b>	<b>50</b>	<b>104</b>
S Estimated percent of demand capturable by the Site	60%	60%
<b>T Assisted living demand at the Site (R x S)</b>	<b>30</b>	<b>62</b>
* Competitive units minus 15% estimated to be occupied by Elderly Waiver residents and a 5% vacancy factor.		
Source: Viewpoint Consulting Group, Inc.		

### **Elderly Waiver Assisted Living Demand**

The calculation of unmet demand for Elderly Waiver assisted living units is shown in Table 9. The methodology to calculate unmet demand for Elderly Waiver assisted living is the same as for market rate assisted living, with the exception being the income-qualified calculation. The following paragraphs summarize the demand methodology.

Like market rate, the primary market for Elderly Waiver assisted living housing is seniors ages 75 and over needing assistance with activities of daily living (ADLs). Applying the percentages of seniors unable to perform or having difficulty with ADLs to the senior population in the PMA results in the total age-qualified population needing assistance with ADLs.

The income-qualified base is seniors with incomes below \$50,000 who are not homeowners. It is estimated that \$50,000 is about the maximum income to qualify for the program with a spenddown. About 32% of the senior population in the PMA is income-qualified for Elderly Waiver assisted living housing in 2025.

An estimated 40% of the age/income-qualified market needing assistance with daily living will choose assisted living housing. Applying a penetration rate of 40% to the age/income-qualified base needing assistance results in demand for 46 Elderly Waiver units in the PMA in 2025.

Seniors who currently reside outside the PMA will generate an estimated 30% of the demand for assisted living senior housing – increasing total demand in the PMA to 66 Elderly Waiver units in 2025 growing to 92 units in 2030.

The next step in calculating demand is to subtract competitive supply from total PMA demand. A total of 103 competitive units were identified in Table 6. An estimated 15% of the units in the PMA are occupied by Elderly Waiver residents. Subtracting 15% of the units that are estimated to be Elderly Waiver, minus a 5% vacancy factor, from total demand results unmet demand for 51 units in the PMA in 2025, growing to 77 units in 2030.

It is estimated that the Site in Ramsey can capture 60% of the unmet demand potential in the PMA. This results in unmet demand on the Site for 31 Elderly Waiver assisted living units in 2025 increasing to 46 units in 2030.

**Table 9**  
**Elderly Waiver Assisted Living Demand Calculation**  
**Primary Market Area**  
**2025 and 2030**

	2025	2030
A 75 to 79 Population in the PMA	987	1,144
B Percent needing ADL assistance	12.5%	12.5%
C Estimated population needing ADL assistance (A x B)	123	143
D 80 to 84 Population in the PMA	552	774
E Percent needing ADL assistance	22.5%	22.5%
F Estimated population needing ADL assistance (D x E)	124	174
G 85+ Population in the PMA	274	457
H Percent needing ADL assistance	40.0%	40.0%
I Estimated population needing ADL assistance (G x H)	110	183
J Total 75+ population needing ADL assistance (C + F + I)	357	500
K Percent of PMA population income-qualified	32.3%	32.3%
L Total income-qualified population needing ADL assistance (J x K)	115	161
M Potential penetration rate of assisted living housing	40%	40%
N Total demand for assisted living units (L x M)	46	65
O Estimated percent of demand from outside the PMA	30%	30%
P Total demand for assisted living units in the PMA (N / (1-O))	66	92
Q Competitive assisted living supply	15	15
<b>R Unmet assisted living demand in the PMA (P - Q)</b>	<b>51</b>	<b>77</b>
S Estimated percent of demand capturable by Site	60%	60%
<b>T Elderly Waiver assisted living demand on the Site (R x S)</b>	<b>31</b>	<b>46</b>
* 15% of the competitive units that are estimated to be occupied by Elderly Waiver residents, minus a 5% vacancy factor.		
Source: Viewpoint Consulting Group, Inc.		

### **Market Rate Memory Care**

Table 10 calculates unmet memory care demand on the Site in Ramsey for 47 units in 2030. Like assisted living, this demand is for market rate units and does not include additional demand from lower-income seniors who could utilize the Elderly Waiver program to pay for services. The following points summarize the demand methodology.

Demand is calculated by multiplying the PMA age 65+ population in 2025 and 2030 by the incidence rate of Alzheimer's/dementia (based on data from the Alzheimer's Association: Alzheimer's Disease Facts & Figures). An estimated 449 seniors living in the PMA as of 2025 have memory impairment.

Due to the high cost of memory care housing, the income needed to afford market rate memory care is much higher than independent and assisted living housing. To afford memory care rents, seniors will generally need incomes of at least \$105,000 or have assets available, such as the proceeds received from the sale of a home. Overall, it is calculated that 48% of the senior population in the PMA in 2025 is income-qualified for market rate memory care housing (with about half of the income-qualified seniors being homeowners with incomes below \$105,000).

The majority of seniors with dementia are able to live independently with the assistance of a caregiver, while those in the latter stages of dementia require intensive medical care that is only available in skilled nursing facilities. Some also choose other types of housing like adult foster care. An estimated 30% of age/income-qualified people with memory impairment constitute the market for memory care housing.

An estimated 30% of the demand for memory care housing would come from seniors residing outside of the PMA. This additional demand brings the total demand within the PMA to 91 units in 2025 growing to 121 units in 2030.

The competitive supply is then subtracted from the total demand to reveal unmet demand. A total of 54 competitive units were identified serving the PMA. Subtracting these competitive units (minus 15% estimated to be occupied by Elderly Waiver residents and a 5% vacancy factor) results in unmet demand for 48 memory care units in 2025. No pending memory care developments in or near the PMA that will increase the competitive supply were identified. Subtracting the existing competitive units from the total demand results in unmet demand for 78 units in the PMA in 2030.

It is estimated that the Site in Ramsey can capture 60% of the unmet demand potential in the PMA. This results in unmet demand on the Site for 29 units in 2025, growing to 47 units in 2030.

**Table 10**  
**Market Rate Memory Care Housing Demand Calculation**  
**Primary Market Area**  
**2025 and 2030**

	2025	2030
A 65 to 75 Population	3,086	3,584
B Dementia incidence rate	5.0%	5.0%
C Estimated population with Dementia (A x B)	154	179
D 75 to 84 Population	1,539	1,918
E Dementia incidence rate	13.2%	13.2%
F Estimated population with Dementia (D x E)	203	253
G 85+ Population	274	457
H Dementia incidence rate	33.4%	33.4%
I Estimated population with Dementia (G x H)	92	153
J Total population with Dementia (C + F + I)	449	585
K Percent of population income-qualified	47.4%	48.3%
L Total income-qualified population needing assistance (J x K)	213	282
M Potential penetration rate of specialized memory care housing	30%	30%
N Total demand for memory care units (L x M)	64	85
O Estimated percent of demand from outside the PMA	30%	30%
P Total demand for memory care units in the PMA (N / (1- O))	91	121
Q Competitive memory care supply*	43	43
<b>R Unmet memory care demand in the PMA (P - Q)</b>	<b>48</b>	<b>78</b>
S Estimated % of unmet demand capturable by Site	60%	60%
<b>T Memory care demand at the Site (R x S)</b>	<b>29</b>	<b>47</b>
* Competitive units minus 15% estimated to be occupied by Elderly Waiver residents and a 5% vacancy factor.		
Source: Viewpoint Consulting Group, Inc.		

### **Elderly Waiver Memory Care**

The calculation of unmet demand for Elderly Waiver memory care units is shown in Table 11. The methodology to calculate unmet demand for Elderly Waiver memory care is the same as for market rate memory care, with the exception being the income-qualified calculation. The income-qualified base is the same as for assisted living – seniors with incomes below about \$50,000, or the maximum income to qualify with a spenddown.

An estimated 449 seniors living in the PMA as of 2025 had a memory impairment. An estimated 32% are income-qualified for the Elderly Waiver program, or 145 seniors in 2025. It is estimated that 30% of the qualified population are a market for memory care housing. This results in demand for 43 Elderly Waiver memory care units in the PMA in 2025.

An estimated 30% of the demand for Elderly Waiver memory care housing would come from seniors residing outside of the PMA. This additional demand brings the total demand within the PMA to 62 units in 2025 growing to 81 units in 2030.

The next step in calculating demand is to subtract competitive supply from total PMA demand. A total of 54 competitive units were identified in Table 6. An estimated 15% of the units in the PMA are occupied by Elderly Waiver residents. Subtracting 15% of the units that are estimated to be Elderly Waiver, minus a 5% vacancy factor, from total demand results unmet demand for 54 units in the PMA in 2025, growing to 73 units in 2030.

It is estimated that the Site in Ramsey can capture 60% of the unmet Elderly Waiver demand potential in the PMA. This results in unmet demand on the Site for 33 Elderly Waiver memory care units in 2025 increasing to 44 units in 2030.

**Table 11**  
**Elderly Waiver Memory Care Housing Demand Calculation**  
**Primary Market Area**  
**2025 and 2030**

	2025	2030
A 65 to 75 Population	3,086	3,584
B Dementia incidence rate	5.0%	5.0%
C Estimated population with Dementia (A x B)	154	179
D 75 to 84 Population	1,539	1,918
E Dementia incidence rate	13.2%	13.2%
F Estimated population with Dementia (D x E)	203	253
G 85+ Population	274	457
H Dementia incidence rate	33.4%	33.4%
I Estimated population with Dementia (G x H)	92	153
J Total population with Dementia (C + F + I)	449	585
K Percent of population income-qualified	32.3%	32.3%
L Total income-qualified population needing assistance (J x K)	145	189
M Potential penetration rate of specialized memory care housing	30%	30%
N Total demand for memory care units (L x M)	43	57
O Estimated percent of demand from outside the PMA	30%	30%
P Total demand for memory care units in the PMA (N / (1 - O))	62	81
Q Competitive memory care supply*	8	8
<b>R Unmet memory care demand in the PMA (P - Q)</b>	<b>54</b>	<b>73</b>
S Percent of unmet demand capturable by Site	60%	60%
<b>T Elderly Waiver memory care demand at the Site (R x S)</b>	<b>33</b>	<b>44</b>
* 15% of the competitive units in Table 6 estimated to be occupied by Elderly Waiver residents, minus a 5% vacancy factor.		
Source: Viewpoint Consulting Group, Inc.		

## Demand Summary

With a growing senior population in the PMA (+31% from 2025 to 2030), additional senior housing units are likely to be needed in Ramsey. The demand calculations for senior housing are summarized in Table 12. Total market rate demand in the PMA for the three service levels of housing is projected to be 573 units in 2030, up from 429 units in 2025 (+34%). After subtracting competitive supply, unmet demand in the PMA for the three service levels combined is calculated for 254 units currently, increasing to 398 units in 2030.

No one location or property can capture all the demand in a PMA. It is estimated that the subject Site in Ramsey can capture 60% of the PMA demand. In 2030, this equates to potential on the Site for 130 independent units, 62 assisted living units, and 47 memory care units, for a total of 239 units. In addition to market rate units, demand is also projected on the Site for 90 Elderly Waiver assisted living and memory care units in 2030.

**Table 12**  
**Summary of Demand Calculations**  
**Primary Market Area, 2025 to 2030**

	Total PMA Demand	Competitive Supply	Unmet PMA Demand	Unmet Demand at Site
<b>2025</b>				
<b>Market Rate</b>				
Independent	204	48	157	94
Assisted Living	133	83	50	30
Memory Care	91	43	48	29
<b>Total</b>	<b>429</b>	<b>174</b>	<b>254</b>	<b>153</b>
<b>Elderly Waiver</b>				
Assisted Living	66	15	51	31
Memory Care	62	8	54	33
<b>Total</b>	<b>128</b>	<b>22</b>	<b>106</b>	<b>63</b>
<b>2030</b>				
<b>Market Rate</b>				
Independent	264	48	216	130
Assisted Living	187	83	104	62
Memory Care	121	43	78	47
<b>Total</b>	<b>573</b>	<b>174</b>	<b>398</b>	<b>239</b>
<b>Elderly Waiver</b>				
Assisted Living	92	15	77	46
Memory Care	81	8	73	44
<b>Total</b>	<b>173</b>	<b>22</b>	<b>151</b>	<b>90</b>

Source: Viewpoint Consulting Group, Inc.

**CC Work Session**

**Meeting Date:** 03/10/2026

**Primary Strategic Plan Initiative:** Promote economic growth and development.

**Information**

**Title:**

Consider Approval of Process for Gap Assistance (Loan) for Anoka Ramsey Athletic Association Facility Project

**Purpose/Background:**

The purpose of this case is to review a proposed schedule to provide financial assistance (loan) to Anoka Ramsey Athletic Association (ARAA) for construction of a 100,000 square foot athletic facility and to direct staff to start this process.

**ARAA Project History**

In February 2023, the Anoka Ramsey Athletic Association (ARAA) received site plan and plat approval to construct a sports dome structure at 14600 Ferret St. NW. ARAA eventually withdrew their landuse application, and therefore, never constructed the dome. Since that time, Ramsey staff have continued to work with representatives from ARAA as they sought out a new solution for an indoor sports facility to serve their organization. ARAA has progressed through new plans to construct a facility at a different location within Ramsey. The City Council met with ARAA at the January 13, 2026 work session and reached a consensus to provide up to 2.3M in financial assistance, primarily in the form of a low interest loan.

**Finance**

After the January 13, 2026 meeting, Staff and ARAA have been working with Falcon Bank and Anoka County on a financing solution to complete the project. ARAA is currently in the loan approval process and the financing gap the city is looking to fill is around 1.3-1.5M which is much less than originally communicated. A preliminary financing structure from January 16, 2026 has been attached for discussion purposes. The final numbers and terms are subject to change but the previous consensus of the Council for upwards of 2.3M in assistance will be able to accommodate any foreseen changes for the City portion.

The City has explored the use of its Ramsey HRA dollars levied in Ramsey by Anoka County in the form of a loan. In order to use the HRA funds the City must create a Redevelopment Plan for a designated area which allows the fund to be expended for eligible costs. Taft Law has put together a schedule showing what this process and timing would look like. The County process to access the HRA funds is separate and will be worked into the schedule. This process involves a simple resolution requesting the funds and an explanation of what the funds will be used for. Although ARAA does not have financing approval at this time, staff is asking the City Council to consider starting the City process to obtain the HRA funds and to start the creation of the Redevelopment Plan. Staff is working with Taft Law on the boundaries of the Redevelopment Plan Area and hopes to include areas in addition to the ARAA project area such as the 167th Commercial and residential node. The purpose of extending this area to include more area is to be able to reallocate the payments of the loan to additional HRA eligible expenses in the future. At the time of this memo, proposed maps were not available but staff plans on sharing options at the work session.

**Notification:**

N/A at this time. However, the Redevelopment Plan/business subsidy process will require public hearings.

**Time Frame/Observations/Alternatives:**

Staff is looking for council consensus to start the process to create a Redevelopment Plan, adopt a resolution to request HRA funds from the County and to give Staff flexibility in the amount (1.3-2M), interest rate, term, and payment schedule of the City loan for the project to complete project financing. All terms and conditions of the loan will ultimately need to be formally approved by City Council Action at a later date.

**Funding Source:**

To be determined. Staff could charge an application fee to ARAA or identify other eligible sources.

**Recommendation:**

Council consensus to start the process to create a Redevelopment Plan, adopt a resolution to request HRA funds from the County and to give Staff flexibility in the amount (1.3-2M), interest rate, term, and payment schedule of the City loan for the project to complete project financing. All terms and conditions of the loan will ultimately need to be formally approved by City Council Action at a later date.

**Outcome/Action:**

Staff is looking for council consensus to start the process to create a Redevelopment Plan, adopt a resolution to request HRA funds from the County and to give Staff flexibility in the amount (1.3-2M), interest rate, term, and payment schedule of the City loan for the project to complete project financing. All terms and conditions of the loan will ultimately need to be formally approved by City Council Action at a later date.

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**Attachments**

- Site Location Map
- Redevelopment Plan Schedule
- Preliminary Financing Structure

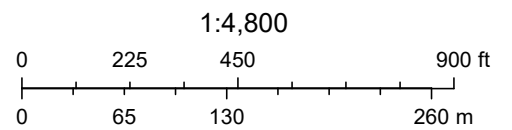
**Form Review**

Inbox	Reviewed By	Date
Sean Sullivan (Originator)	Sean Sullivan	03/05/2026 12:38 PM
Brian Hagen	Brian Hagen	03/05/2026 03:48 PM
Form Started By: Sean Sullivan		Started On: 03/03/2026 09:28 AM
Final Approval Date: 03/05/2026		

# Site Location Map - ARAA



3/5/2026, 12:32:10 PM



ECONOMIC DEVELOPMENT AUTHORITY  
OF THE CITY OF RAMSEY, MINNESOTA

PROPOSED ESTABLISHMENT OF A REDEVELOPMENT PROJECT  
AREA AND THE REDEVELOPMENT PLAN THEREFOR

(Anoka Ramsey Athletic Association)

Schedule as of March 5, 2026

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The pertinent dates in connection with the above referenced matter are listed below:

April 9, 2026	EDA adopts Resolution Initiating Process for Establishment of a Redevelopment Plan.
April 14, 2026	City adopts Resolution Initiating Process for Approval of Redevelopment Project Area and Calling a Public Hearing (Redevelopment Plan must be on file 10 days prior to public hearing).
April 14, 2026	City adopts Resolution Initiating Request for Loan from the Anoka County HRA
April 23, 2026	Planning Commission adopts Resolution Concerning Redevelopment Project Area and recommends approval to City. (Submit documents by <u>March 16</u> )
No later than May 2, 2026 (not less than 10 nor more than 30 days before hearing date)	Publish Notice of Public Hearing on Redevelopment Plan (City responsibility).
May 12, 2026	City holds a public hearing on Redevelopment Plan.
May 12, 2026	City adopts Resolution Approving Redevelopment Project Area and Plan.
May 14, 2026	EDA adopts Resolution Approving Redevelopment Project Area and Plan.
May 14, 2026	EDA adopts Resolution approving Loan Agreement and Financing Documents

\*\*\*Please note, the dates for Anoka County/ Anoka County HRA actions and loan process are not included.

## Financing Structure - Falcon Bank 1-16-2026 (For Discussion Purposes Only)

### Uses of Funds

Use	Amount
Construction, Soft Costs & Fees	\$12,849,609
Payoff of Existing Land Loan	\$587,800
<b>Total Project Cost</b>	<b>\$13,437,409</b>

### Sources of Funds

Source	Amount
Senior Construction Loan (75% of Total Project Cost)	\$10,078,057
<i>Initial Funding Gap (Before Land Equity)</i>	\$3,359,352
Developer Land Equity	\$1,370,000
City of Ramsey Loan (4.18% Interest (indexed to 10 year Treasury Bill), 7 Year Term)	\$1,343,741
Cash by Others	\$645,611
<b>Total Sources / Uses</b>	<b>\$13,437,409</b>

### HVCRE Breakdown

Description	Amount
Required HVCRE Capital (15% of Total Project Cost)	\$2,015,611
Land Equity Contributed	(\$1,370,000)
<b>Remaining HVCRE Equity Needed</b>	<b>\$645,611</b>

### Financing Highlights:

Senior loan is \$10,078,057, covering 75% of total project cost.

Developer land equity of \$1,370,000 counts toward the HVCRE down payment.

City loan of \$1,343,741 is applied to the project gap but does not satisfy HVCRE requirements.

Remaining project gap: \$645,611

Remaining HVCRE requirement: \$645,611

**CC Work Session****Meeting Date:** 03/10/2026**Primary Strategic Plan Initiative:** Identify and implement operational efficiencies, cost savings and additional funding sources.**Information****Title:**

Discussion on Police Department Embedded Social Worker Pilot Program

**Purpose/Background:**

The police department is considering an application to the Minnesota Department of Public Safety, Office of Justice Programs, for grant funding to implement an Embedded Social Worker Pilot Program.

Communities throughout Minnesota are experiencing a growing service gap when responding to residents facing mental health challenges, chemical dependency issues, and housing instability. Law enforcement officers are increasingly called upon to respond to situations that require specialized behavioral health intervention and long-term service coordination beyond traditional public safety functions. While officers consistently demonstrate professionalism and compassion, it is clear that additional tools and partnerships are necessary to achieve the best outcomes for individuals and families in crisis.

The proposed pilot program represents a proactive and collaborative solution. By embedding a licensed social worker within the police department's operational framework, the police department will enhance its ability to provide immediate crisis response support, proactive follow-up with high-frequency service utilizers, and meaningful connection to community-based treatment and housing resources. This model reflects evidence-informed best practices that aim to reduce repeat calls for service, improve public safety efficiency, and, most importantly, ensure that vulnerable individuals receive appropriate care.

This initiative is not about replacing law enforcement; rather, it strengthens public safety by aligning the right professional response to the right situation. It also reflects responsible stewardship of taxpayer dollars by focusing on prevention, diversion when appropriate, and long-term stabilization instead of repeated emergency intervention.

This co-responder model is increasingly being adopted by communities across Minnesota and the nation as a recognized best practice for addressing complex behavioral health and social service needs. The police department seeks to advance this proven approach locally to better serve residents in crisis and strengthen overall public safety outcomes.

Attached to this case are statistics from calls for service in 2025.

**Time Frame/Observations/Alternatives:**

The informational session for this grant was held on February 18, 2026. The grant is due on March 16, 2026. The grant period is anticipated to be approximately 23–24 months, beginning on or around August 1, 2026, and ending on June 30, 2028.

Due to the short timeline, if there is City Council support to pursue this grant, there is a case on tonight's regular council meeting consent agenda to adopt a resolution authorizing the City Administrator to sign the grant agreement and the Mayor to sign a letter of support on behalf of the council. If the City Council does not wish to proceed with this grant, a motion should be made to remove it from the agenda.

**Funding Source:**

A total of up to \$7,538,726.21 is available for the 24-month grant period from the Department of Public Safety, Minnesota Office of Justice Programs. The maximum amount an applicant can propose is \$300,000 for the grant period. Applicants may propose less than the \$300,000 cap. Award decisions will consider geographic diversity and the area served's population in grant distribution, based on grant applications received. Final award amounts may be lower than requested.

The grant ends on June 30, 2028, and if the pilot program is successful, it will need funding to continue providing these services.

**Recommendation:**

Staff requests city council input.

**Outcome/Action:**

Seeking City Council direction by consensus.

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**Attachments**

2025 Social Worker Statistics

**Form Review**

**Inbox**

Brian Hagen

Form Started By: Brad Bluml

Final Approval Date: 03/05/2026

**Reviewed By**

Brian Hagen

**Date**

03/05/2026 03:35 PM

Started On: 02/23/2026 03:48 PM

The below table depicts a small snapshot of incident types where a social worker could have been utilized to help serve our community.

<b>Ramsey PD 2025</b>	<b>Total Reports</b>
CKWLFR CHECK WELFARE	368
DOMFAM DOMESTIC - FAMILY	187
DOMPART DOMESTIC - PARTNER	172
ASSTPUB ASSIST - PUBLIC	154
MEDMNTLHLTH MENTAL HEALTH	127
HARASS HARASSMENT REPORT	120
SUICHTRT SUICIDE THREAT (NO ACTUAL ATTEMPT)	110
MEDCOMMHLD EMERGENCY MEDICAL COMMITMENT/HOLD	40
SUICATT SUICIDE ATTEMPTS	24
SOCSVCREF SOCIAL SERVICES REFERRAL	17
ODDRUG DRUG OVERDOSE	8
FOUNDPERS FOUND - PERSON	7
ASSTFAM ASSIST - FAMILY	6
SUIC SUICIDES	6
609.2335.1(1)(ii) Financial Exploitation-Vulnerable Adult- Uses/Manages or Takes Property For Benefit of Someone Else.	3
MISCHOMASST MISCELLANEOUS - HOMELESS ASSIST	3
609.378.1(a) Neglect or Endangerment of a Child/Neglect	3
609.233.1a(1) Criminal Neglect - Knows/reason to know deprivation will result in substantial or great bodily harm	1
SSRCM SOCIAL SERVICES REFERRAL FOR CASE MANAGEMENT	1
609.233.1 Criminal Neglect - Intentionally neglects or knowingly permits conditions to exist	1
<b>Grand Total</b>	<b>1358</b>

These mental health related incidents account for roughly  
17% of our total reports in 2025.

**CC Work Session**

**Meeting Date:** 03/10/2026

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

**Information**

**Title:**

Review Future Topics/Calendar

**Purpose/Background:**

The first attachment is the current list of future topics for work session discussions. Items are drawn from Council requests at meetings, or are related to topics that have been identified in the City's strategic plan. Tentative dates have been assigned. The second attachment includes Councilmember initiatives for future work session topics. Those items are up for discussion and, with consensus, will be added to the future topics list.

**Recommendation:**

For Council review - no formal action necessary.

**Outcome/Action:**

For Council review.

**Attachments**

Future Topics List

Councilmember Topic Requests

**Form Review**

**Inbox**

Brian Hagen

Form Started By: Katie Schmidt

Final Approval Date: 03/05/2026

**Reviewed By**

Brian Hagen

**Date**

03/05/2026 11:25 AM

Started On: 03/03/2026 10:35 AM

	<u><i>Tentative City Council Future Work Session Topics</i></u>	
Proposed Date	Topic	Minutes (Estimate)
<b>2026</b>		
03/24	Wood Boilers	
03/24	City Facilities Tour	
04/14	Strategic Planning	
04/28	Quarterly Police & Fire Update	
07/28	Quarterly Police & Fire Update	
08/25	Union Negotiations	
10/27	Quarterly Police & Fire Update	
TBD	Holiday Market Feasibility Analysis	
TBD	Community Art Resource Guide	
TBD	Discuss Commercial Property Public Utility Connection Program	
TBD	Subdivision Code	
TBD	Prevailing Wage Policy – CM: KB, EP	
TBD	Public Safety Deep Dive – CM: KB, CR	
TBD	Waterfront Venue Ideas – CM: RH, DS	

	<u><i>Councilmember Initiatives for Future Work Session Topics</i></u>
Proposed by CM	Topic
Buscher	Wage Theft Enforcement