



Economic Development Authority Agenda

1. Call to Order
 - a. Pledge of Allegiance
 - b. Roll Call
 - c. Agenda Modifications
2. Consider Adoption of Resolution Approving Organization of Advisory Bodies per City Ordinance 181
 - a. Oath of Office (For New Members, not needed in 2018)
 - b. Election of 2018 President
 - c. Election of 2018 Vice-President
 - d. Election of 2018 President Pro-Tem
 - e. Election of 2018 Secretary
 - f. Election of 2018 Treasurer
 - g. Adoption of 2018 Meeting Schedule
3. Approve Minutes of December 5, 2017 Regular Economic Development Authority Meeting
4. Other Business / Updates / Communications
 - a. Business Prospects
 - b. EDAM
 - c. National Development Council (NDC)
 - d. GPS 45:93
 - e. LOIS Update
 - f. CVN
 - g. Housing Starts in 2017
 - h. Business Arrivals and Departures in Isanti 2017
5. Adjournment

A Community For Generations.



To: Economic Development Authority

From: Sean M. Sullivan, Economic Development Director *SMS*

Date: January 2, 2018

Subject: Organization of Advisory Bodies as per Ordinance 181

MEMO

Economic Development Authority Members for 2018 include: Tara Hallberg, (Vacant Commissioner Seat to be filled in 2018), Dan Collison (City Council), Paul Bergley (City Council), Ross Lorinser (City Council), Steve Lundeen (City Council) and Mayor George Wimmer (City Council).

According to Ordinance 181 and the By-laws of the EDA, the first meeting of the year is time to choose new officers of the Economic Development Authority. **New** elected or appointed Authority members must take an oral "Oath of Office" and sign the "Oath of Office" sheet.

A. Oath of Office (Not Required in 2018 as there are no new members)

1) Verbal Oath

"I, (state your name), do solemnly swear to support the Constitution of the United States of America, the Constitution of the State of Minnesota, and to discharge faithfully the duties of the Economic Development Authority of the City of Isanti, Minnesota, to the best of my judgment and ability."

2) "Oath of Office" signatures – Form to be provided if necessary (Not required, no new members in 2018, all returning from prior year.)

B. Election of 2018 EDA President

Commissioner Wimmer was appointed in 2017. Role: Preside at all meetings; sign EDA documents; submit recommendations and information as considered proper concerning the business affairs and polices of the Authority. Staff recommends selection of a President for 2018 and adopting in attached Resolution 2018-1.

C. Election of 2018 EDA Vice-President

Commissioner Lorinser was appointed in 2017. Role: Perform duties in the absence of the President. Staff recommends selection of a Vice President for 2018 and adopting in attached Resolution 2018-1.

D. Election of 2018 EDA President Pro-Tem (Not Required as this position is utilized as needed)

In 2017 a President Pro-Tem was not appointed. Role: Preside in the absence of the President and Vice-President. The Bylaws and Enabling Resolution imply that this done at the time of need.

E. Election of 2018 EDA Secretary (typically Staff)

Economic Development Director Sullivan was appointed Secretary in 2017. Role: Keep minutes and maintain records. Staff recommends election of a Secretary and adopting in attached Resolution 2018-1

F. Election of 2018 EDA Treasurer

The Acting Finance Director was appointed in 2017. Staff would recommend appointing the City of Isanti Finance Director for 2018. Role: Signatory of the Authority. Books are maintained by the City of Isanti Staff (Finance Director). Staff recommends election of a Treasurer and adopting in attached Resolution 2018-1.

G. Adoption of Bylaws and Official Seal

No Changes were made to the Bylaws and no formal action is requested. A copy of the existing Bylaws are attached to Resolution 2018-1 for reference purposes only.

H. Adoption of 2018 Meeting Schedule

Staff recommends adoption Resolution 2018-1 which includes the meeting dates for the 2018 EDA meetings.

Action Requested:

- 1) Consider Adoption of Resolution 2018-1 attached hereto inserting names of appointed officers.

Attachments:

- 1) EDA Resolution 2018-1

CITY OF ISANTI ECONOMIC DEVELOPMENT AUTHORITY RESOLUTION 2018-1

RESOLUTION ORGANIZING THE ECONOMIC DEVELOPMENT AUTHORITY OF THE CITY OF ISANTI MINNESOTA

IT IS HEREBY RESOLVED by the Board of Commissioners (the "Board") of the Economic Development Authority of the City of Isanti Minnesota (the "EDA") as follows:

1. Recitals.

(a) On February 18, 2014 the City of Isanti Minnesota (the "City"), acting through its City Council, adopted a modified enabling resolution amending the membership of the governing body of the EDA pursuant to Minnesota Statutes, Sections 469.090 through 469.108 and the EDA adopted its Bylaws on June 2, 2015 incorporating changes to the meeting times and dates.

(b) The Board wishes to provide for the basic organization of the EDA, including appointment of officers.

2. Appointment of Officers. The Board hereby appoints and approves the following officers of the Economic Development Authority:

President	(INSERT NAME)
Vice-President	(INSERT NAME)
Secretary	(INSERT NAME), Economic Development
Director	
Treasurer	(INSERT NAME), City of Isanti Finance Director

The President shall be the chief presiding officer of the Board and shall have such other responsibilities as may be required by law or conferred on the President by resolution of the Board. In the absence of the President, the Vice-President shall assume all of said responsibilities of the President. The offices of President, Vice President, Treasurer, and Secretary shall be elected annually, as required by law. The Secretary shall act as the chief recording officer for the Board and shall maintain a file of minutes of Board meetings and resolutions.

In accordance with Minnesota Statutes, Section 469.096, Subdivision 8, all checks of the EDA shall be signed by the Treasurer shall state the nature of the claim for which the check is issued. As required by law, the EDA shall adopt an official seal.

Regular Meetings of the Board. The Board shall hold regular meetings immediately following the 1st City Council Meeting on the 1st Tuesday of every month at Isanti City Hall. In the event that the 1st City Council Meeting of the month is moved due to a conflict (e.g. Election Day or precinct caucuses) the Authority meeting date will move to the same day as the 1st City Council Meeting of the month. The Board's regular meetings shall be held at such times as the Board may designate. For 2017, the following meeting dates are attached on Exhibit A:

3. Bylaws. A copy of the EDA Bylaws adopted on June 2, 2015 are attached hereto on Exhibit B. No amendments to the Bylaws are being presented for adoption at this time.

The following Commissioners were present: George Wimmer, Steve Lundeen, Paul Bergley, Ross Lorinser, Dan Collison and Tara Hallberg. (VERIFY)

and the following were absent: None

The motion for the adoption of the foregoing resolution was introduced by Commissioner INSERT NAME and was duly seconded by Commissioner INSERT NAME and upon vote being taken thereon, the following Commissioners voted in favor thereof: INSERT VOTE TALLY.

and the following voted against the same: INSERT VOTE TALLY

whereupon the resolution was declared duly passed and adopted and was signed by the President and Secretary.

Adopted by the Economic Development Authority Board of Commissioners on January 2, 2018.

By _____
President

Attest _____
Secretary

Official Seal

2018 ECONOMIC DEVELOPMENT AUTHORITY MEETING SCHEDULE

The Economic Development Authority shall hold regular meetings immediately following the 1st 7:00 p.m. City Council Meeting on the 1st Tuesday of every month at Isanti City Hall. All meetings are held at Isanti City Hall at 110 1st Avenue NW, Isanti, MN 55040 in the City Council Chambers. The 2018 scheduled meeting dates are below:

January 2, 2018

February 7, 2018 (Wed.)

March 6, 2018

April 3, 2018

May 1, 2018

June 5, 2018

July 3, 2018

August 8, 2018 (Wed.)

September 4, 2018

October 2, 2018

November 7, 2018 (Wed.)

December 4, 2018

EXHIBIT B

BYLAWS OF THE ISANTI ECONOMIC DEVELOPMENT AUTHORITY

ARTICLE 1 - THE AUTHORITY

Section 1. Name of Authority. The name of the Authority shall be the "City of Isanti Economic Development Authority" (hereinafter the "Authority"), and its governing body shall be called the Board of Commissioners (hereinafter, the "Board").

Section 2. Seal of Authority. The Authority shall have an official seal, as required by Minnesota Statutes, Section 469.096, Subdivision 1. That seal shall be the seal of the City of Isanti Economic Development Authority attached hereto as Exhibit A-1.

Section 3. Office of Authority. The principal office of the Authority shall be at Isanti City Hall, 110 First Avenue NW, PO Box 428, Isanti, MN 55040 - 0428.

ARTICLE 2 - ORGANIZATION

Section 1. Officers. The officers of the Authority shall be a President, Vice President, Secretary, Treasurer. The President, Vice President, Secretary, Treasurer shall be elected each year at the annual meeting. No Commissioner may serve as President and Vice President at the same time. The offices of Secretary and Treasurer need not be held by a Commissioner.

Section 2. President. The President shall preside at all meetings of the Board. Except as otherwise authorized by Board resolution, the President and the Executive Director (the Vice President in either officers absence or incapacity) shall sign all contracts, deeds, and other instruments made or executed by the Authority. At each meeting, the President shall submit such recommendations and information as considered proper concerning the business affairs and policies of the Authority.

Section 3. Vice President. The Vice President shall perform the duties of the President in the absence or incapacity of the President; and in case of resignation or death of the President, the Vice President shall perform such duties as are imposed on the President until such time as the Board selects a new President.

Section 4. President Pro-Tem. In the event of the absence or inability of the President and Vice President to preside at any meeting, the Board may appoint any remaining Commissioner as the President Pro-Tem to preside at such meeting.

Section 5. Secretary. The Secretary shall keep or cause to be kept minutes of all Board meetings and shall maintain or cause to be maintained all records of the Authority. The Secretary shall also have such additional duties and responsibilities as the Board may from time to time and by resolution prescribe.

Section 6. Treasurer. The Treasurer shall serve as a signatory of the Authority only. The actual books of the Authority shall be maintained by the Finance Department of the City of Isanti.

Section 7. Executive Director. The Executive Director shall be designated from time to time by the Authority, shall be the chief appointed executive officer of the Authority, and shall have such additional responsibilities and authority as the Board may from time to time by resolution prescribe. The Executive Director shall serve at the pleasure of the Board.

Section 8. Advisory Committees. The Authority may by resolution establish one or more committees which are advisory to the Authority.

Section 9. Ex-Officio Board Members. The Authority shall be empowered to appoint up to two Ex-Officio members to the Authority for the purpose of advising the board. Said members shall not have voting rights and shall be appointed annually to one year terms.

Section 10. Vacancies. Should an office become vacant for any reason, the Board shall elect a successor from its membership at the next regular meeting, or at a special meeting called for such purpose, and such election shall be for the unexpired term of said officer.

Section 11. Unexcused Absences.

Absence by any Commissioner from any three meetings in a twelve (12) month period, unless excused in advance by the Chair, constitutes a vacancy. In the event of any vacancy, the Mayor with the approval of the City Council shall appoint a person to complete the unexpired term"; and

Section 12. Board Composition.

The EDA's governing body (Board of Commissioners) shall consist of a total of Seven (7) Commissioners, Five (5) of which shall be members of the City Council. All Commissioners shall be appointed by the Mayor with the approval of the City Council. The terms for those appointed shall be for six-years, except that City Council members shall be appointed annually. A vacancy is created, whenever a sitting member leaves the Board. The EDA has all powers and duties set forth in Section 469.090 to 469.108 of the Act and other law, except as limited by this resolution.

The Board of Commissioners shall be composed of adults 18 years or older that live within the City limits of the City of Isanti; own a business within the City of Isanti; and / or have a significant management role in running a business in the City of Isanti that gives them insight on the role of economic development in the City, overall community and business environment, or shall be members of the City Council of the City of Isanti.

ARTICLE 3 - MEETINGS

Section 1. Regular Meetings. The Board shall hold regular meetings immediately following the 1st City Council Meeting on the 1st Tuesday of every month at Isanti City Hall. In the event that the 1st City Council Meeting of the month is moved due to a conflict (e.g. Election Day or precinct

caucuses) the Authority meeting date will move to the same day as the 1st City Council Meeting of the month.

Section 2. Special Meetings. Special Board meetings may be called by the President, the Executive Director, or any two Board members. The Special Board Meeting shall be posted and/or publish notice of a special meeting as required by law. No other business other than that indicated on the posted notice shall be discussed at a special meeting.

Section 3. Annual Meeting. The annual meeting of the EDA Board shall be the first regular meeting of each year.

Section 4. Quorum. A quorum of the Board shall consist of a majority of total members of the board. In the absence of a quorum, no official action may be taken by, on behalf of, or in the name of the Authority.

Section 5. Adoption of Resolutions. Resolutions of the Board shall be deemed adopted if approved by not less than a simple majority of all Commissioners present, unless a different requirement for adoption is prescribed by law. Resolutions need not be read aloud prior to a vote taken thereon and final execution upon passage.

Section 6. Rules of Order. Board meetings shall be governed by the most recent edition of Robert's Rules of Order.

ARTICLE 4 - MISCELLANEOUS

Section 1. Fiscal Year. The fiscal year of the Authority shall coincide with the fiscal year of the City of Isanti.

Section 2. Treasurer's Bond. The Secretary and Treasurer shall not be required to be bonded. The City Treasurer and the members of the Finance Department shall be bonded.

Section 3. Financial Statement. The Authority's books shall be audited in conjunction with the City of Isanti's annual audit.

Section 4. Report to the City. The Authority shall annually meet and report to the Isanti City Council to inform and coordinate regarding the goals of the community.

Section 5. Budget to City. The Authority shall annually send its budget to the City Council, whose budget includes a written estimate of the amount of money needed by the Authority from the City in order for the Authority to conduct business during the upcoming fiscal year. The Authority shall comply with all City budgeting timelines.

Section 6. Employees. The Authority may select and recommend for employment to the City Council employees as it may require and determine their duties, qualifications, and compensation in accordance with the budget.

Section 7. Services. The Authority may contract for the services of consultants, agents, public accountants, and others as needed to perform its duties and exercise its powers. The Authority may also use the services of the City Attorney or hire a general counsel, as determined by the Authority. These contracts for service must be in accordance with the budget as approved by the City Council.

Section 8. Supplies, Purchasing, Facilities, and Services. The Authority may purchase the supplies and materials it needs in accordance with the budget. The Authority may use the facilities of the City's purchasing department. The City may furnish offices, structures, and space, stenographic, clerical, engineering, and other assistance to the Authority.

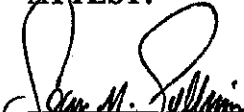
Section 9. Expenditures. The Authority purchases, shall be paid by check, issued by the Finance Department and signed by authorized signatories of the City of Isanti.

Approved by the Isanti Economic Development Authority this 2nd day of June 2015.



Board President

ATTEST:

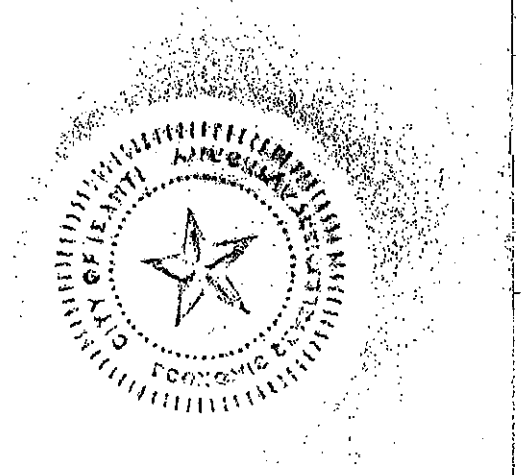


Board Secretary



Exhibit A-1

Form of Official Seal



City of Isanti
Economic Development Authority
Regular Meeting Minutes of
December 5, 2017
Isanti City Hall

1. Call To Order

The meeting was called to order by President Wimmer at 7:48 p.m.

a. Pledge of Allegiance

b. Roll Call

Commissioners Present: Dan Collison, Ross Lorinser, Paul Bergley, George Wimmer
Tara Hallberg and Steve Lundeen

Commissioners Absent: None

Staff Present: Economic Development Director Sean Sullivan

c. Agenda Modifications

Motion by Lundeen, second by Collison approve the Agenda as presented. Motion passed unanimously.

2. Approve Minutes of November 7, 2017 Regular Economic Development Meeting

Motion by Lorinser second by Collison to approve the minutes as presented for November 7, 2017. Motion passed unanimously.

3. Isanti Hotel Update

Economic Development Director Sullivan outlined the remaining processes/steps involved in the 60 Unit Best Western Plus Hotel Project. He stated that the site plan had been approved at the December 5, 2017 City Council Meeting and that there were not any more city approvals needed. The Developer and Bank are finalizing financing and will move forward with execution of the development agreement and site transfer when financing is completed.

No action was taken on this item.

4. 2014-2017 Minnesota Manufacturing Week Summary Report

Economic Development Director Sullivan highlighted the summary results of the 2017 survey. He indicated that business was going well for area manufacturers and that this summary data was important feedback from businesses. The only business that did not participate was ProtoTech due

to scheduling conflicts. Sullivan passed out color copies for review. The need for a hotel and workforce housing were a theme that was communicated by businesses to the city.

President Wimmer added that businesses have communicated that there is a need for more workers in the fields of the trades. Cambridge Isanti High School used to excel in this area but these programs are not where they used to be. Commitment to these areas in schools would help solve this workforce issue. These are really good paying jobs that are in demand.

Economic Development Developer Sullivan touched briefly on current successful high school / business / community programs including Cardinal Manufacturing in Wisconsin, Tiger Path in Hutchinson and the Alexandria Area Schools and its integration with Alexandria Technical College.

President Wimmer indicated that the local transportation system could still be better even though they have added more busses.

County Commissioner Warring stated that there is no longer a Metro Transit pickup point at the East Bethel movie theater which makes it more difficult to connect into the system.

5. Other Business / Updates

Sullivan highlighted items on the staff memo.

89 single family building permits have been pulled as of December 5th, 2017. Two more are waiting to be picked up. This will have significant positive tax impacts when they are added to the taxable market value in the city.

6. Adjournment

Lundeen motioned, second by Lorinser to adjourn at 8:05 pm. Motion carried unanimously.

Dated at Isanti, Minnesota, this 5th Day of December, 2017.

Respectively Submitted,

Sean M. Sullivan, Economic Development Director

MEMO



To: Economic Development Authority

From: Sean M. Sullivan, Economic Development Director *SMS*

Date: December 28, 2017

Subject: Project Updates / Informational Items

Business Prospects/Projects:

Hotel- Staff continues to work with developer and financial institutions. This project is a 60 Unit Best Western Plus. Staff will provide updates as information warrants.

MOAT Trailers, Inc. and Speed Wagon are searching for location solutions in Isanti.

Joe's Cabinet Shop- Joe's Cabinet Shop purchased the real estate at 700 E. Dual Blvd NE commonly known as Boeke's Woodshop on December 27, 2017. Staff worked with the buyer and seller to assist with this transaction. The plan is for Boeke's to gradually relocate to another location and to have Joe's Cabinet Shop occupy in April 2018. Welcome to Isanti.

Steel Fabricator- The City Development Team is currently working with a steel fabricator on a preliminary site plan and development agreement.

Kwik Trip – A site plan was reviewed by Planning Commission on December 19, 2017 and will be considered for final City Council approval on January 2, 2018.

General - Staff has been contacted by other prospects but the discussions are preliminary in nature. Prospects and targeted business types include: manufacturing, self-storage, commercial-retail, SFR residential, restaurants, senior housing and industrial. Staff will continue to pursue options as they present themselves and will continue to work on business recruitment.

EDAM –There was no December board meeting. Staff will be attending the EDAM Winter Conference on January 18-19.

National Development Council (NDC) - Economic Development Director Sullivan completed his Economic Development Finance Professional (EDFP) recertification. His certification number is

0622-057 and is valid through 12/18/2020. It should be noted that attending EDAM, IEDC and other conferences and trainings help toward gaining this recertification.

GPS 45:93: No December meeting, next meeting January 2018

LOIS Update: The State of Minnesota platform for development site listing is Location One Information Services (LOIS). Staff continues to update information and will be adding a link to City website.

CVN: Economic Development Director Sullivan attended CVN on December 8, 2017. He has been in contact with two early stage prospects.

Housing Starts in 2017 (Final): As of December 28, 2017 there have been 91 single family housing permits pulled and 1 more is waiting to be picked up. It should be noted that the Sewer and Water Rate Study and future growth assumptions call for 25 hookups annually for each year into the future so we have already exceeded our assumptions for this year.

Businesses Arrivals and Departures in Isanti 2017 (Final): The City of Isanti is proud to recognize new businesses for choosing Isanti to be home in 2017. **Arrivals:** Café Genevieve's (4 Enterprise Avenue NE), Climb Theater (118 W Main St), Allina Health Clinic Isanti (300 5th Avenue SE), Wasteland Performance (1 Enterprise Ave NE), Blackhawk Tile (917 E Dual Blvd NE), Raw 2 Rustic (401 E Dual Blvd NE), Serenity Circle Counseling (401 E Dual Blvd NE), KAS Bodywork (2 Enterprise Ave NE) Rockstad and Co. Relics & Wares (401 E Dual Blvd NE) O'Reilly Auto Parts (101 6th Avenue NE), Edward Jones (2 Enterprise), Willow Bridge Yoga (4 Enterprise), Response Solutions (110 Isanti Parkway NE), ASA Middle School (1005 7th Ave NE) **Departures include:** Café Genevieve's (4 Enterprise), SOCA Powersports (401 E Dual), Crossfit and Beyond (801 Hwy 65), Bohnen Chiropractic (303 Credit Union Drive) and XCaliper Engineering (101 Isanti Parkway NE)



Economic Development Authority Agenda

1. Call to Order
 - a. Pledge of Allegiance
 - b. Roll Call
 - c. Agenda Modifications
2. Approval of the Agenda
3. Approve Minutes of January 2, 2018 Regular Economic Development Authority Meeting
4. Other Business / Updates / Communications
 - a. Business Prospects
 - b. EDAM
 - c. IEDC/Mora
 - d. Historical Housing Information
 - e. 12.31.17 Population Estimate
 - f. GPS 45:93
 - g. Housing Starts in 2018
 - h. Business Arrivals and Departures in Isanti 2018
5. Adjournment

City of Isanti
Economic Development Authority
Regular Meeting Minutes of
January 2, 2018
Isanti City Hall

1. Call To Order

The meeting was called to order by Commissioner George Wimmer at 7:26 p.m.

a. Pledge of Allegiance

b. Roll Call

Members Present: Tara Hallberg, Dan Collison, Steve Lundeen, Ross Lorinser, Paul Bergley and George Wimmer

Members Absent: None

Staff Present: Economic Development Director Sean Sullivan

c. Agenda Modifications

Motion by Commissioner Lundeen, seconded by Commissioner Lorinser to adopt the agenda as presented. Motion passed unanimously.

2. Organization of Advisory Bodies as per Ordinance 181

a) Oath of Office

No new commissioners for 2018. No oaths administered.

Commissioner Wimmer called for nominations for 2018 officers.

Motion by Commissioner Collison to have the existing officers remain the same as last year, seconded by Commissioner Bergley. Motion passed unanimously. The 2018 officers are listed below:

b) Election of 2018 EDA President
George Wimmer as President

c) Election of 2018 EDA Vice-President
Ross Lorinser as Vice-President

d) Election of 2018 EDA President Pro-tem
None Suggested. Will be appointed as needed.

e) Election of 2018 EDA Secretary
Economic Development Director Sean Sullivan as Secretary.

- f) Election of 2018 EDA Treasurer
Finance Director Mike Betker as Treasurer.
- g) Adoption of Bylaws
No changes were made to Bylaws.
- h) Adoption of 2018 EDA Meeting Schedule.

Motion by Commissioner Lorinser to approve 2018 Meeting Schedule, seconded by Commissioner Bergley. Motion passed unanimously.

Motion by Commissioner Collison, seconded by Commissioner Lundeen to Adopt of City of Isanti Economic Development Authority Resolution 2018-1 a Resolution Organizing the Economic Development Authority of the City of Isanti. Motion passed unanimously.

3. Approve Minutes of December 5, 2017 Regular Economic Development Meeting

Motion by Commissioner Bergley seconded by Commissioner Lundeen to approve the minutes for December 5, 2017. Motion carried unanimously.

4. Other Business / Updates

Economic Development Director Sullivan highlighted the Staff Memo including new businesses, relocations, prospects and final 2017 numbers for new housing and businesses.

President Wimmer indicated that there is a lot of economic development activity right now in comparison to the recent history. The Hotel project continues to progress. Appraisal is in process and once complete the project will move to the next phase.

- a. Business Prospects
- b. EDAM
- c. National Development Council (NDC)
- d. GPS 45:93
- e. LOIS Update
- f. CVN
- g. Housing Starts in 2017
- h. Business Arrivals and Departures in Isanti 2017

5. Adjournment

Motion by Commissioner Bergley, seconded by Collison to adjourn at 7:38 pm. Motion carried unanimously.

Dated at Isanti, Minnesota, this 2nd day of January, 2018.

Respectively Submitted,

Sean M. Sullivan, Economic Development Director

MEMO



To: Economic Development Authority

From: Sean M. Sullivan, Economic Development Director *SMS*

Date: February 2, 2018

Subject: Project Updates / Informational Items

Business Prospects/Projects:

Hotel- Staff continues to work with developer and financial institutions. This project is a 60 Unit Best Western Plus. An appraisal is ordered and should be completed the first week of February.

Joe's Cabinet Shop- Staff worked with the buyer and seller to broker this transaction. The plan is for Boeke's to gradually relocate to another location and to have Joe's Cabinet Shop occupy in April 2018. Welcome to Isanti.

Steel Fabricator- The City Development Team is currently working with a steel fabricator on a preliminary site plan and development agreement. Timing of project has slowed but still in contact with Developer.

Kwik Trip – A site plan was reviewed by Planning Commission on December 19, 2017 and will be considered for final City Council approval on January 2, 2018.

MaxTech – Max Tech has leased 101 Cajima Street. The company occupied the building on February 1, 2018. The lease comes with an option to purchase. Staff worked with the real estate agent and land owner to help broker this deal. The business is in the construction business and will use the building for storage of materials and serve as an office for the business. Welcome to Isanti

General - Staff has been contacted by other prospects but the discussions are preliminary in nature. Prospects and targeted business types include: manufacturing, self-storage, commercial-retail, SFR residential, restaurants, senior housing and industrial. Staff will continue to pursue options as they present themselves and will continue to work on business recruitment.

EDAM –Staff attended the EDAM Winter Conference on January 18-19. Staff attended the February 2, 2018 Board Meeting. Staff will be attending the EDAM strategic plan retreat on Friday February 16, 2018. The agenda and minutes are attached for the EDAM board meeting.

IEDC / Mora- Staff will be attending a Rural Economic Development Conference in conjunction with the Vasaloppet in Mora on February 8, 2018. The agenda is attached. The City will have marketing materials on display at the GPS 45:93 exhibit table.

Historical Housing Information: Attached is housing data from 2010 and 2017 for comparative purposes. Values are soaring.

12.31.17 Population Estimate: Based on Information provided by the State Demographer and building permits pulled staff estimates the population of Isanti to be 5,838. Once all the newly constructed houses are occupied staff estimates the population to surpass 5,900 in 2018.

GPS 45:93: Attached is the agenda and minutes from the last meeting.

Housing Starts in 2018: As of February 1, 2018 there has been 3 single family housing permits pulled and 1 more is waiting to be picked up. It should be noted that the Sewer and Water Rate Study and future growth assumptions call for 25 hookups annually for each year into the future so we have already exceeded our assumptions for this year.

Businesses Arrivals and Departures in Isanti 2018: The City of Isanti is proud to recognize new businesses for choosing Isanti to be home in 2017. **Arrivals:** Max Tech (101 Cajima St NE)
Departures include:



Economic Development
Association of Minnesota

4.b.

Board of Directors Meeting

January 31, 2018 | 10:00 am to 12:00 pm

The Harrington Company, 4248 Park Glen Road, Minneapolis, MN 55416

Call-in: (563) 999-2090 | Access code: 835741

AGENDA

Question of the Month: "If any one of the national holidays had to be celebrated twice a year, which one would you want it to be?"

- I. **Call to order**
 - a. Welcome/Introductions
 - b. Review of agenda

- II. **Executive Committee Report**
 - a. Financials
 - b. Management hours
 - c. Establishing regular committee Chair/Vice Chair meetings (every other month)
 - d. Scheduling regional EDO meeting(s)

-Action: Approval of meeting minutes & financials

- III. **Establish 2018 Committee Board Liaisons**

- IV. **Establish a Policy & Procedures Task Force**

-Action: 3-4 Board volunteers requested to meet in 2018 to develop a current and comprehensive policy and procedures manual

- V. **Discuss establishing a MNEDF representation on EDAM Board**

-Action: Amend bylaws to identify a MNEDF representation on the EDAM Board

- VI. **Partnership Opportunities**
 - a. IEDC

-Action – Approval of MOU
 - b. NAIOP

-Action – Requesting to meet with leadership to discuss collaboration
 - c. Minnesota Chamber of Commerce

-Action - Requesting to "trade" a membership

EDAM's Mission:

To champion Economic Development in Minnesota through professional development, networking, and advocacy.

EDAM's Vision:

Be recognized as Minnesota's vibrant and professional member-driven Economic Development organization.

VI. **Committees**

a. **Conference**

-Winter Conference Recap – survey results

b. **EDAM U**

-Action - Approve new committee Vice Chair Ling Becker

-Action – Discuss collaboration request from MNEDF

c. **Government Relations**

-Day at the Capitol March 7, 2018

d. **Marketing & Communications**

-Medalist thank you ad

-Action – Authorize \$170 of Harrington design time to create a medalist Thank You ad and authorize \$1,360 for the ad in Finance & Commerce

e. **Member Services**

VI. **Other Business**

VII. Strategic Board meeting – Friday, February 16, 2018 9:00am – 3:00pm @WSB office

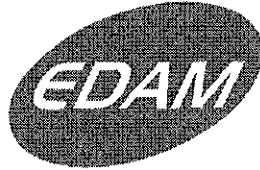
VIII. **Adjournment**

EDAM's Mission:

To champion Economic Development in Minnesota through professional development, networking, and advocacy.

EDAM's Vision:

Be recognized as Minnesota's vibrant and professional member-driven Economic Development organization.



Economic Development
Association of Minnesota

Board of Directors Meeting

December 20, 2017 | 11:30 am to 1:00 pm

Cooper Pub

MINUTES

Attending:

President Adam Kienberger, First Vice President Megan Barnett-Livgard, Second Vice President Matt Brown, Past President Christie Rock Hantge, Chris Eng, Christy Lewis, Kim Lindquist, Erin Sparks, Sean Sullivan

Absent / Excused:

Erik Hansen, Trisha Rosenfeld, Jeff Rossate, Mark Vaux

Staff:

Colleen Ayers, Executive Director

Call to Order – Kienberger

President Kienberger called the meeting to order at 11:45 am.

November Meeting Minutes – Kienberger

Sean Sullivan noted that it should be clarified that the Member Services report was given by *Rhea* Sullivan. Colleen Ayers will make the corrected.

Motion made and seconded to approve the meeting minutes with the noted change. Motion passed.

MAPCED Memorandum of Understanding

EDAM entered into an MOU with MAPCED In 2012, and the document was presented. Colleen Ayers will also email it out to the board. The agreement stays in place until terminated in writing by either party.

IEDC Memorandum of Understanding

For IEDC to recognize the EDAM Winter Conference as an eligible event for IEDC credits, they require us to sign an MOU. Colleen Ayers will email the document out to the board and it will be on the agenda for discussion at the January 31 meeting.

Adjourn

Motion made and seconded to adjourn. The meeting was adjourned at 12:00 pm.

REMINDER - Next scheduled meeting: January 31 at The Harrington Company.

EDAM's Mission:

To champion Economic Development in Minnesota through professional development, networking, and advocacy.

EDAM's Vision:

Be recognized as Minnesota's vibrant and professional member-driven Economic Development organization.

DEVELOPING RURAL BUSINESSES IN A GLOBAL ECONOMY



HELD IN CONJUNCTION WITH THE
INTERNATIONAL VASALOPPET SKI EXCHANGE

THURSDAY, FEBRUARY 8, 2018

9:00AM TO 3:00PM

THE GRAND EVENT CENTER
2025 ROWLAND ROAD
MORA, MN 55051

WELCOME & KEYNOTE ADDRESS

9:00am..... Mora Welcome: **Mayor Jack L'Heureux**, City of Mora, Minnesota

9:10am..... Vasaloppet Welcome: **Wade Weber**, Vasaloppet USA

Introduction of Matt Anderson-King Vasa & Angela Gorham-2018 Kranskulla

9:20am..... Keynote Address: **U.S. Congressman Rick Nolan**, for the 8th District of Minnesota

9:45AM - COFFEE BREAK / NETWORKING / VASALOPPET VIDEO

SESSION 1 - BUSINESS GROWTH

10:00am..... **Gabrielle Gerbaud**, Executive Director

Minnesota Trade Office

Topic: State of the State's International

10:30am..... **Bill Blazar**, Senior Vice President of Public Affairs and Business Development

Minnesota Chamber of Commerce

Topic: Minnesota's Perspective on Global Growth

11:00am.....BUSINESS PANEL – MODERATED BY JORDAN ZELLER, ECRDC

Don Olson, Founder & Owner

Northland Automation & Engineering, Mora, Minnesota, USA

Jonas Estéen, Owner

Nils Olsson Dala Horse Factory, Nusnäs, Sweden

Gary Syvertsen, President

OlymPak Printing & Packaging, Mora, Minnesota, USA

Marty Carlson, Owner

Tamarack Habilitation Technologies, Mora, Minnesota, USA

Topic: International Business Here Now

12:00PM – LUNCH BUFFET / NETWORKING / VASALOPPET VIDEO

SESSION 2 – LABOR FORCE

1:00pm.....**Luke Greiner**, Regional Analyst, Central & Southwest Minnesota
Minnesota Department of Employment & Economic Development
Topic: Labor Force Issues/Regional Demographics

1:20pm.....**Joe Mulford**, President
Pine Technical & Community College
Topic: Regional Workforce Training Issues

1:45PM – BREAK / NETWORKING / VASALOPPET VIDEO

SESSION 3 – FINANCIAL RESOURCES FOR BUSINESSES

2:00pm.....**Bob Isaacson**, Executive Director, Office of Business Finance
Minnesota Department of Employment & Economic Development
Topic: State of Minnesota Financial Resources

2:30pm.....**Jordan Zeller**, Economic Development Director
East Central Regional Development Commission
Topic: Regional Financial Resources

3:00pm.....Closing Remarks: **Mayor Jack L'Heureux**, City of Mora, Minnesota

Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MINNEAPOLIS AREA ASSOCIATION OF REALTORS®



MINNEAPOLIS AREA Association
of REALTORS®

Isanti

- 27.3%

+ 60.0%

+ 5.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

December

Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	11	8	-27.3%	345	302	-12.5%
Closed Sales	10	16	+ 60.0%	271	265	-2.2%
Median Sales Price*	\$177,200	\$186,700	+ 5.4%	\$177,900	\$189,950	+ 6.8%
Average Sales Price*	\$191,143	\$188,569	-1.3%	\$184,047	\$201,700	+ 9.6%
Price Per Square Foot*	\$121	\$114	-5.8%	\$117	\$129	+ 9.6%
Percent of Original List Price Received*	99.1%	97.4%	-1.7%	98.1%	98.7%	+ 0.6%
Days on Market Until Sale	72	57	-20.8%	56	72	+ 28.6%
Inventory of Homes for Sale	49	30	-38.8%	--	--	--
Months Supply of Inventory	2.2	1.4	-36.4%	--	--	--

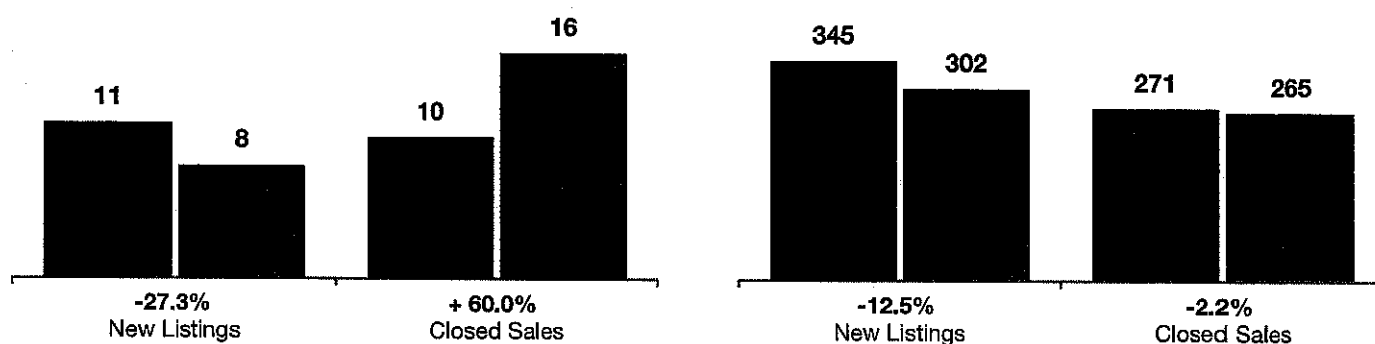
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

■ 2016 ■ 2017

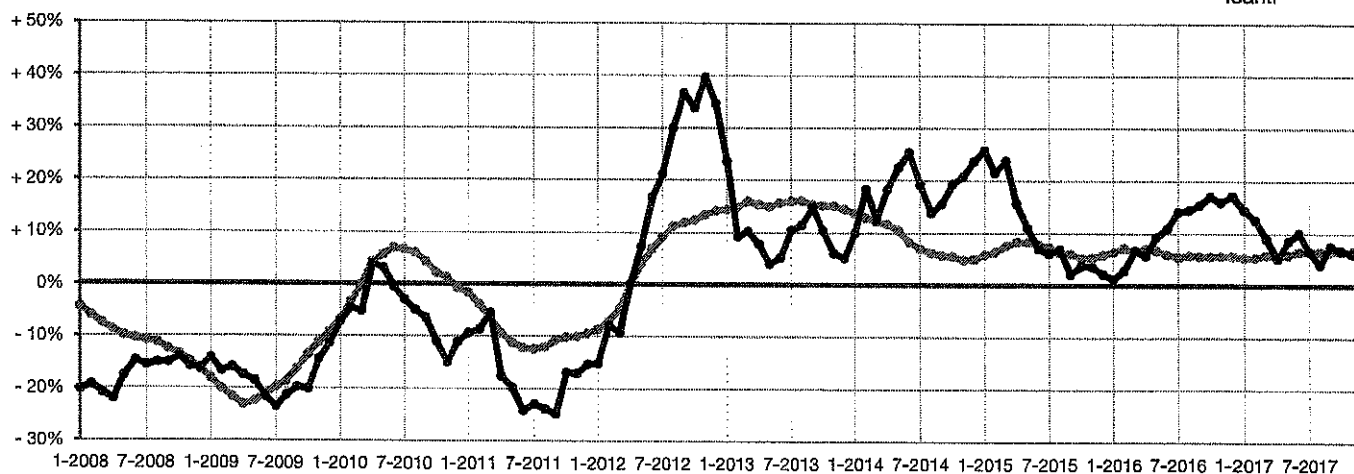
Year to Date

■ 2016 ■ 2017



Change in Median Sales Price from Prior Year (6-Month Average)**

16-County Twin Cities Region —
Isanti —



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of January 9, 2018. All data from NorthstarMLS. | Powered by ShowingTime.

Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY THE MINNEAPOLIS AREA ASSOCIATION OF REALTORS®



MINNEAPOLIS AREA Association
of REALTORS®

Isanti

- 15.4%

Change in
New Listings

- 35.3%

Change in
Closed Sales

- 5.6%

Change in
Median Sales Price

December

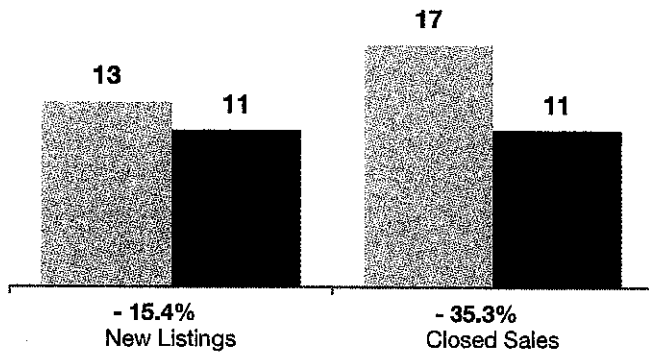
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	13	11	- 15.4%	262	244	- 6.9%
Closed Sales	17	11	- 35.3%	154	146	- 5.2%
Median Sales Price*	\$125,000	\$118,000	- 5.6%	\$114,114	\$90,750	- 20.5%
Average Sales Price*	\$125,566	\$113,644	- 9.5%	\$117,145	\$103,046	- 12.0%
Price Per Square Foot*	\$80	\$79	- 1.5%	\$80	\$69	- 13.4%
Percent of Original List Price Received*	91.8%	94.0%	+ 2.4%	93.2%	89.9%	- 3.6%
Days on Market Until Sale	93	88	- 5.4%	131	119	- 9.3%
Inventory of Homes for Sale	60	61	+ 1.7%	--	--	--
Months Supply of Inventory	4.6	5.0	+ 8.6%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

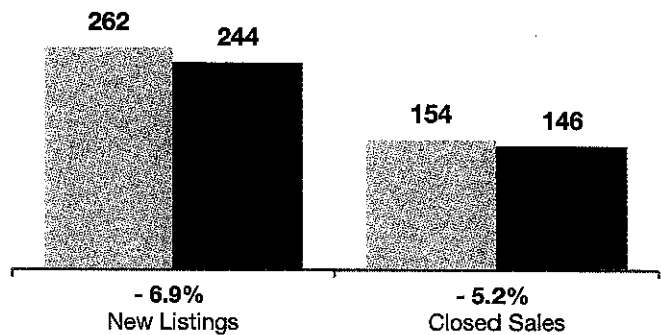
December

2010 2011

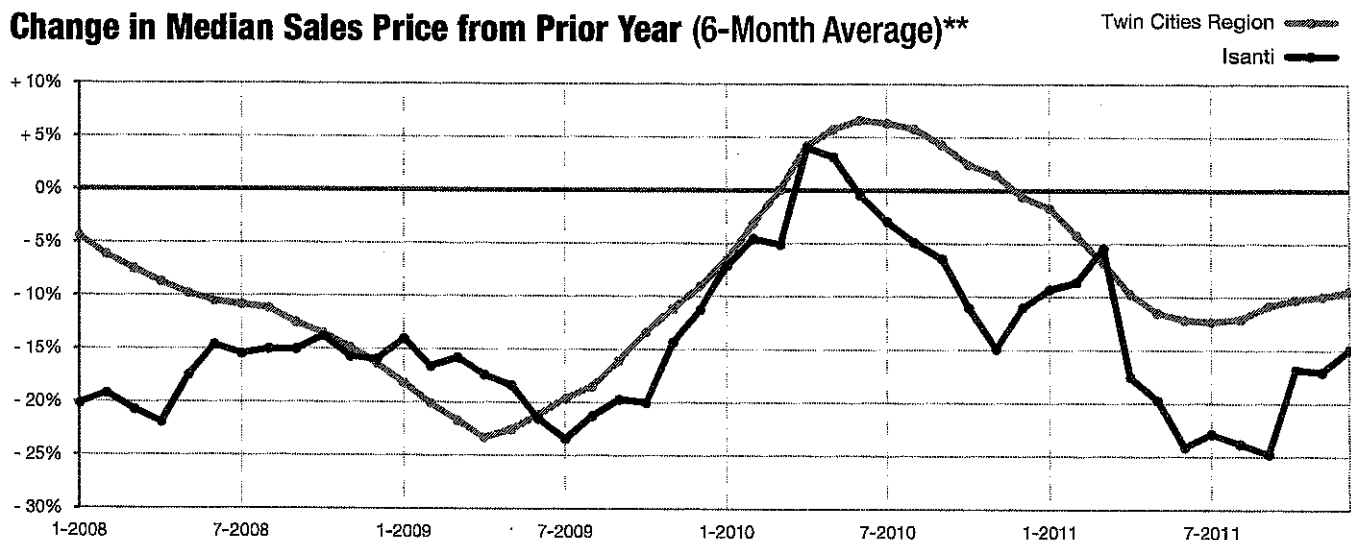


Year to Date

2010 2011



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of January 9, 2012. All data from Regional Multiple Listing Service, Inc. | Powered by 10K Research and Marketing. | Sponsored by Royal Credit Union www.rcu.org

GPS 45:93 Mission Statement

Collaborate to strengthen the regional economy by:

- ~ Providing a regional approach to workforce development, business attraction, retention & expansion
- ~ Acting as a conduit for members and the region to access resources and educational opportunities

GPS 45:93 Strategic Plan Summary

~ Act Regionally

- ~ Provide education & networking opportunities.
- ~ Promote enhancement of regional workforce & infrastructure.
- ~ Sustain organizational vitality through effective engagement of volunteer and contracted leadership & resources.

Welcome

Additions to the Agenda & Approval of Agenda

Approval of Minutes

- a.) Board of Directors Meeting Minutes from November 17, 2017

Treasurer Report – Doyle Jelsing

- a.) Financial Report as of January 17, 2018
- b.) Bank Statements for November & December 2017

Executive Committee

- a.) Consultant Contracts Scope of Work for 2018
- b.) Education/Training - Richard Baker and Rebecca Perrotti
- c.) Conflict of Interest Form

Consultant Report

- a.) Economic Gardening Updates
- b.) Jeff Rossate Visit

Presentation

- a.) Miles Seppelt, Hutchinson EDA Director Tiger Path Academy @ Hutchinson School preparing their workforce

Committee Reports

- a.) Workforce – Carla Vita
- b.) Marketing Committee - Sean Sullivan and Richard Baker
- c.) Broadband Taskforce - Nancy Hoffman
 - a. Becky Lourey - Broadband Coalition
 - b. Jordan Zeller - Regional Legislative Broadband Roundtable Event

Other Business & Informational Links (These items are not printed as part of the agenda packet)

- a.) Regional Legislative Broadband Roundtable Event - Monday, February 5, 2018
- b.) International Economic Development Conference Event - Thursday, February 8, 2018



GPS 45:93 Member Representatives

x	Rebecca Perrotti, CMJTS	x	Nancy Hoffman, Chisago County	x	Richard Baker, Past Chairman
x	Marshall Lind, Braham	x	Greg Anderson, Isanti County	x	Doyle Jelsing, Neighborhood National Bank
x	Kathy George, Sandstone	x	Heidi Steinmetz, Kanabec County		Sara Treiber, Mille Lacs Corporate Ventures
x	Mark Perry, Hinckley		Dave Minke, Pine County		Melissa Bettendorf, North 65 Chamber
	Sean Sullivan, City of Isanti	X	Jordan Zeller, ECRDC		Jeff Larson, Minnesota Energy Resources
x	Beth Thorp, Mora	x	Becky Lourey, Nemadji Research		Nancy Aronson Norr, MN Power
x	Carla Vita, North Branch	x	Joe Mulford, PTCC		Randy Ulseth, FirstLight Health System
x	Ken Cammilleri, Pine City		Doyle Casavant, First Citizens Bank		Gary Shaw, Cambridge Medical Center
	City of Princeton		Bruce Pogatchnik, Northview Bank		Mary Minnick-Daniels, EC Arts Council
X	Amy Mell, Rush City		Pam Sarvela, MN Energy Resources		Arik Forsman, Minnesota Power

GPS 45:93 Guests

	Bill Coleman, Community Technology Advisors	x	Karl Schuettler, Northspan Group
x	Sandy Voigt, Region Five Development	x	Becky Schueller, Pine City Area Chamber of Commerce
x	Rick Olseen, Congressman Nolan's Office		Bob Voss, ECRDC
	Della Ludwig, DEED Workforce Consultant		Lezlie Sauter, Pine City
	Joan Berning, DEED		Jeff Wig, Initiative Foundation
x	Brent Stavig, Rush City High School	X	Stefanie Youngberg, East Central High School
X	Glen Stevens, North Branch Area High School	X	Brent Nelson, Mora High School
X	Eric Olson, Rush City Tech Ed Teacher	X	Jessica Town-Gunderson, ISD 477
X	Milles Seppelt, Hutchinson EDA	X	Kyle Vanderflute, Senator Tina Smith's Office

Call to Order	Action Needed
The January Meeting was called to order at 10:09 am on Friday, January 26, 2018.	
Introductions	Action Needed
Attendees introduced themselves to the group.	
Approval of Minutes	Action Needed
The November meeting minutes were approved on a motion by Jelsing, seconded by G. Anderson. Motion carried unanimously.	
Treasurer Report (Doyle Jelsing)	Action Needed
Jelsing presented the financial report for discussion.	

<p>Fund summary for December 31, 2017 -- \$18,335.50. Jelsing shared some information about the breakdown of the various funds and how they came into existence for any new members. The financial report also included a breakdown of the 2018 Membership revenues and payments received to date. Baker moved, Vita seconded, a motion to approve the financial report as presented. Motion carried unanimously.</p>	
<p>Executive Committee</p>	<p>Action Needed</p>
<p>a.) Consultant Contract Scope of Work Perrotti & Hoffman reviewed the original scope of work that was set last year in March of 2017 with both the Admin and Consultant. We entered into a two year contract with these individuals, so there is no need to approve a new agreement at this time. A motion to reaffirm the contract was made by Jelsing, second by Baker. Motion approved.</p> <p>b.) Education & Training for 2018 Perrotte & Baker are working on this and reviewing topics with Annie Deckert to find future opportunities.</p> <p>c.) President's Updates Hoffman shared that she has been working with Justin at CVN on some projects and the discussion came up regarding succession planning for businesses. They are working on developing a class for this topic that will happen in March. She will share the information when it gets scheduled.</p> <p>d.) Conflict of Interest Form Sent with today's agenda packet. If members need in an alternative format, please contact Becky. All voting members are asked to complete and submit to gps4593admin@gmail.com</p>	
<p>Consultant Report (Karl Schuettler)</p>	<p>Action Needed</p>
<p>Schuettler is working on developing the Economic Gardening Roundtables for the businesses that have participated. Possible date will be the February GPS:45:93 meeting date in the afternoon to save on travel time.</p> <p>Schuettler has reached out to Jeff Rossate regarding a visit and he is planning to be our presenter for the April meeting that will be held in Sandstone.</p> <p>Tools for Business Success - are people using it, how can it be monetized for us to receive more value from the subscription that we pay? All things that we will need to investigate. Schuettler indicated that the company is doing a sales call to his employer NorthSpan group so he will get a tour of the site.</p>	<p>Marketing committee needs to discuss how we can better promote and use the Tools for Success</p> <p>Kathy George -- for the April Meeting, should a lunch option be arranged?</p>
<p>Presentation</p>	<p>Action Needed</p>
<p>Hoffman introduced Miles Seppelt, Hutchinson EDA Director to present information about the Tiger Path Academy created at Hutchinson Schools to better prepare their students for the workforce. <u>You can view the FULL slideshow presentation using this link.</u></p> <p>The TigerPath Initiative:</p> <ul style="list-style-type: none"> ● Realign high school education ● Build Educational Pathways ● Change Stereotypes ● Cultivate School-Employer Relationships ● Upgrade CTE facilities dramatically ● Tiger Manufacturing - An authentic manufacturing business based in the high school 	

making real products for real customers.

- Adds relevance to coursework
- Provides a realistic work experience
- Builds teamwork

Next Steps for this Initiative:

- New website is in development, look for it the next month - www.HutchTigerPath.com
- Industry 4.0 Initiative (Summer 2018)
- TigerPath Coordinator - school district staff member
- Tiger Manufacturing ramps up (2018 - 2019)
- Internships with local businesses (2019 - 2020)

Other Resources:

- Eleva Strum High School Cardinal Manufacturing
<http://www.cardinalmanufacturing.org/>
They host Teacher Workshops a few times each year to share their history
- Bridges Career Academy at Central Lakes Community College

As follow-up to the presentation, different school districts in attendance shared their experience, school status in addressing the workforce issues, barriers that they are experiencing, etc.

- Rush City -- Is interested in bringing shop classes back to the school.
- East Central -- has a screen printing business integrated into the school
- North Branch -- they have an advisory board created and are working toward a similar initiative
- Princeton -- has buy-in from the teachers they did manufacturing business tours

Information was also shared regarding legislation that would be of interest to school districts regarding YOUTH SKILLS TRAINING. Nancy Hoffman requested the sharing of this link for more more details: <http://www.doli.state.mn.us/APPR/PDF/vst-legislation.pdf>

Committee Reports

Action Needed

a.) Workforce Committee

- Reminder of the Construct Tomorrow event being planned in Hinckley on Thursday, February 22nd. More information is available with this [LINK](#).

b.) Marketing Committee

- Discussion of Constant Contact/Mailchimp newsletter programs and a need to work on creating our own account. Committee recommendation for \$378 to create our own subscription. Motion to approve by Perrotti, second by Camilleri. Approved.
- East Central Job/Career Fair - committee will request that GPS:45:93 logo be added to the promotional efforts. This event is being planned for April 17, 2018
- Working on updates to the marketing materials before the April CVN Meeting

c.) Broadband Taskforce

- Various groups have made contributions to the Broadband Coalition effort
- Regional Broadband Assessment of the region was created.
- Becky Lourey is serving as the representative to the Statewide Broadband Coalition
 - April 12, 2018 -- Broadband Day on the Hill
 - The ask will be for \$51 million, the Governor's Broadband Taskforce determined we need \$76 million per biennium to have Border to Border Broadband.
- [Regional Legislative Broadband Roundtable event on Monday, February 5th at the ECRDC from 7:00 p.m. to 9:00 p.m.](#)
- The City of North Branch has created a task force for Broadband as well. Working a grassroots effort to build awareness at all Chisago County caucus meetings.

Other Items:	Action Needed
<p>International Economic Development Conference Event is coming up on Thursday, February 8th. Currently they have about 60 registered guests, Steinmetz anticipates more coming in as the deadline to register is coming up on January 31. Congressman Nolan will be attending and speaking. Variety of speakers are lined up with a diverse group.</p> <p>Invitation can be downloaded and shared with business using this LINK.</p>	
<p>Zeller moved, Baker seconded, to adjourn the meeting at 12:05 p.m. Motion carried.</p>	

Next Board Meetings: February 23, 2018 hosted by City of North Branch at the Lakes Region EMS Building



Economic Development Authority Agenda

1. Call to Order
 - a. Pledge of Allegiance
 - b. Roll Call
 - c. Agenda Modifications
2. Approval of the Agenda
3. Approve Minutes of February 7, 2018 Regular Economic Development Authority Meeting
4. 2018 Mayor's Employer Celebration Day
5. City Promotional Bag Program 2018
6. Other Business / Updates / Communications
 - a. Business Prospects
 - b. EDAM
 - c. GPS 45:93
 - d. Spring 2018 Isantian
 - e. Housing Starts in 2018
 - f. Business Arrivals and Departures in Isanti 2018
7. Adjournment

City of Isanti
Economic Development Authority
Regular Meeting Minutes of
February 7, 2018
Isanti City Hall

1. Call To Order

The meeting was called to order by Commissioner George Wimmer at 7:28 p.m.

a. Pledge of Allegiance

b. Roll Call

Members Present: Tara Hallberg, Dan Collison, Steve Lundeen, Ross Lorinser, Paul Bergley, Jill Reller and George Wimmer

Members Absent: None

Staff Present: Economic Development Director Sean Sullivan

c. Agenda Modifications

2. Approval of Agenda

President Wimmer welcomed Commissioner Jill Reller to the Isanti Economic Development Authority. Motion by Commissioner Lundeen, seconded by Commissioner Lorinser to approve agenda as presented. Motion carried unanimously.

3. Approve Minutes of January 2, 2018 Regular Economic Development Meeting

Motion by Commissioner Lundeen seconded by Commissioner Collison to approve the minutes for January 2, 2018. Motion carried unanimously.

4. Other Business / Updates

Economic Development Director Sullivan highlighted the Staff Memo including the arrival of the first new business to Isanti in 2018 (Max Tech). Housing market trends and population growth were highlighted supporting full recovery from the Great Recession and positive growth for the City of Isanti. He indicated that the City Council adopted 2018 Goals at the last meeting which included the exploration and implementation of website improvements. Updating the City web presence is necessary as this is the first impression future residents and businesses will get of the City.

President Wimmer added that we could be missing opportunities and not even know about it due to an inadequate website.

- a. Business Prospects
- b. EDAM
- c. IEDC / Mora
- d. Historical Housing Information
- e. 12.31.17 Population Estimate
- f. GPS 45:93
- g. Housing Starts in 2018
- h. Business Arrivals and Departures in Isanti 2018

5. Adjournment

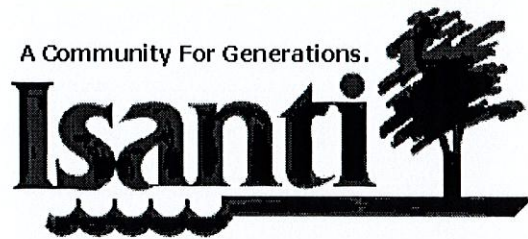
Motion by Commissioner Lundeen, seconded by Bergley to adjourn at 7:32 pm. Motion carried unanimously.

Dated at Isanti, Minnesota, this 7th day of February, 2018.

Respectively Submitted,

Sean M. Sullivan, Economic Development Director

MEMO



To: Economic Development Authority

From: Sean M. Sullivan, Economic Development Director *SMS*

Date: March 6, 2018

Subject: 2018 Mayor's Employer Celebration Day

Background:

This year will mark the 11th year for the Mayor's Employer Celebration Day in the City of Isanti. The date of this year's event will be June 19, 2018. The EDA has budgeted \$1000 for the event. A significant cost of the event is the recognition of milestone anniversaries for doing business in Isanti and the plaques associated with it. 17 businesses are slated to receive milestone anniversary awards in 2018. The businesses include:

Business	Isanti Anniversary
Faith Lutheran Church	140
Century Link	60
Federated Coops, Inc.	50
Colbaugh Country Crafts	40
Gordon U. Fredeen, D.D.S., P.A.	40
VFW, Rum River Post 2735	40
Village Hair Parlor	30
Granger Machine Inc.	20
River Counseling	10
Classical Homeopathy	5
Cylinderhead Express	5
Jung Do Sol Tae Kwan Do Club	5
NHH Building and Restoration	5
Riversbend Salon and Spa	5
Sherry Longley Photography & Design	5
The Warriors Forge	5
Vixen Defense, LLC	5

It is nice to see the longevity and commitment to Isanti by these businesses. Based on previous years, staff estimates a cost of \$357.00 for plaques to recognize these businesses.

Staff has received confirmation from Isanti Custom Meats to grill out as in past years. They have always done an outstanding job and Staff is pleased that they will be a part of the event again this year. Staff will be requesting the presence of organizations such as: ECRDC, Pine Technical College, Anoka Ramsey Community College, Central Minnesota Jobs and Training, Initiative Foundation, DEED and others that can be of assistance to businesses in Isanti.

Staff is continues to update the business list and the employment information for businesses in Isanti. It is the intention of City Staff to get the out the invitation for this event no later than the first week of May. Staff is suggesting an email invitation go out to the businesses like last year. If an email is not available, Staff would propose to send a formal invitation via US Mail. A copy of the invitation (which the Mayor hand signs every year) is attached for your review. Staff is looking for comments or ideas to make this event more successful. This event and costs associated with it are in the adopted EDA budget and no further authorization of the related expenditures is needed if the costs do not exceed \$1000.

Action Requested:

Authorize Economic Development Director Sullivan to coordinate 2018 Mayor's Employer Appreciation Day on June 19, 2018.

Attachments:

- 1) Draft Invitation for Mayors Employer Celebration Day
- 2) Draft Proclamation

*You and Your Employees
Are Personally Invited to the*

***Eleventh Annual City of Isanti
Mayor's Employer Celebration Day***

*This event is to celebrate Isanti Employers!
A gratis picnic lunch will be provided following a ceremony celebrating
Isanti businesses with milestone Isanti anniversaries.
Business specialists will be available for any questions you may have.*

Date: *Tuesday, June 19, 2018*

Location: *Isanti City Hall / Community Center*

Time: *11:30-1:00 p.m.*

*Please RSVP by, Thursday, June 14, 2018 to
Sean Sullivan at ssullivan@cityofisanti.us or 763.444.5512.
RSVP is required to have an accurate count for food.*

I look forward to your attendance!

Mayor George Wimmer

Mayor's Proclamation

City of Isanti

Whereas Employers and Employees are a dynamic part of the City of Isanti's and Minnesota's economy; and,

Whereas The promotion of our Employer's and their talented Staff showcase the strength and success which is an integral part of the City of Isanti's economic development strategy; and,

Whereas All Isanti employers located within the City of Isanti provide jobs which significantly contribute to the City of Isanti's standard of living and economic vitality; and,

Whereas The City of Isanti has approximately To be inserted people that are employed within its corporate limits; and,

Whereas Employees contribute to the economic success of Isanti businesses by buying local and supporting other Isanti businesses; and,

Whereas The City is sponsoring an appreciation luncheon to the Employers and their Employees on June 19, 2018 highlighting certain businesses with milestone Isanti anniversaries.

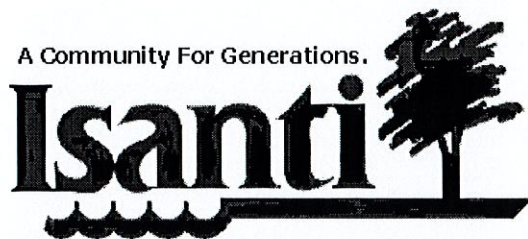
Now, therefore, I, George A. Wimmer, Mayor of the City of Isanti, do hereby proclaim that the day of June 19, 2018 shall be observed as:

Mayor's Employer Celebration Day

in the City of Isanti on this 15th day of May, Two Thousand Seventeen.

George A. Wimmer, Mayor

MEMO



To: Economic Development Authority

From: Sean M. Sullivan, Economic Development Director *SMS*

Date: March 6, 2018

Subject: City Promotional Bag Program 2018

Background:

1000 ABE Celebration Tote bags have been ordered and received. They look nice and will serve this program admirably. City Staff sent out a request for Isanti business to donate items to place in bags in order to promote their businesses to visitors to the Race for Life and Gold Cup Qualifiers held at Isanti Indoor Arena – Home of Rum River BMX. City staff will stuff approximately 300-330 bags with promotional materials from Isanti businesses and provide them to Rum River BMX for distribution at the event the weekend of April 14-15, 2018. The City plans to use this program for additional events including Celebrate Isanti, and other events in the City that draw large crowds.

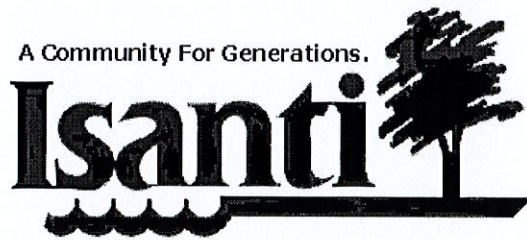
Action Requested:

None, this is an information item.

Attachments:

None

MEMO



To: Economic Development Authority

From: Sean M. Sullivan, Economic Development Director *SMS*

Date: March 1, 2018

Subject: Project Updates / Informational Items

Business Prospects/Projects:

Hotel- Staff continues to work with developer and financial institutions. This project is a 60 Unit Best Western Plus. An appraisal has been completed and the Developer is moving forward with financing. Closing on the project is anticipated on or before April 30, 2018

Steel Fabricator- The City Development Team is currently working with a steel fabricator on a preliminary site plan and development agreement. Timing of project has slowed but still in contact with Developer.

Kwik Trip – Construction is anticipated to commence in August 2018. Demolition of the building formerly known as Riverside Market should occur over the next few months.

General - Staff has been contacted by other prospects but the discussions are preliminary in nature. Prospects and targeted business types include: manufacturing, self-storage, commercial-retail, SFR residential, restaurants, senior housing and industrial. Staff will continue to pursue options as they present themselves and will continue to work on business recruitment.

EDAM –The agenda and minutes are attached for the EDAM board meeting.

GPS 45:93: Attached is the agenda and minutes from the last meeting.

Spring 2018 Isantian – The Spring 2018 Isantian has some great historical economic development information. It is great to see how Isanti has grown. Attached are the two pages that were printed in the Isantian.

Housing Starts in 2018: As of March 1, 2018 there has been 6 single family housing permits pulled and 5 are waiting to be picked up. In 2017, there had been 9 permits pulled as of this date so we are behind last year's pace. It should be noted that the Sewer and Water Rate Study and future growth assumptions call for 35 SFR residential hookups annually for each year into the future so we have already exceeded our assumptions for this year.

Businesses Arrivals and Departures in Isanti 2018: The City of Isanti is proud to recognize new businesses for choosing Isanti to be home in 2018. **Arrivals:** Max Tech (101 Cajima St NE)
Departures include:



Board of Directors Meeting

February 28, 2018 | 10:00 am to 12:00 pm

The Harrington Company, 4248 Park Glen Road, Minneapolis, MN 55416

Call-in: (563) 999-2090 | Access code: 835741

AGENDA

Question of the Month: Would you rather ride a bike, ride a horse, or drive a car?

- I. **Call to order**
 - a. Review of agenda

- II. **Executive Committee Report**
 - a. Financials
 - b. Management hours
 - c. Meeting minutes
 - Action: Approval of meeting minutes & financials

- III. **Minnesota Chamber of Commerce Partnership**
 - Action - Requesting to "trade" a membership with legislative focus

- IV. **Proposed Bylaws Changes**
 - a. Minnesota Economic Development Foundation Board seat
 - b. Establishing Emerging Professionals as a separate committee
 - Action – Approval of proposed bylaws amendment language to be presented to membership

- V. **Committees**
 - a. **Conference | Board Liaison: Gene Goddard**
 - i. Winter Conference final financial report (in packet)

 - b. **EDAM U | Board Liaison: Erik Hansen**

 - c. **Government Relations | Board Liaison: Chris Eng**
 - Day at the Capitol March 7, 2018

 - d. **Marketing & Communications | Board Liaison: Morgan Hill**
 - i. Elevator pitch marketing piece
 - Action: Authorize \$340-\$425 (4-5 hours @ \$85/hour) for graphic design to create the piece

 - ii. Medalist thank you ad
 - Action – Authorize \$170 of Harrington design time to create ad and authorize funds to place ad

 - e. **Member Services | Board Liaison: Erin Sparks**

- VI. **Other Business**
 - a. Next Board meeting – Wednesday, March 28, 2018 9:00am – 10:00 am @EDAM Office

- VII. **Adjournment**

EDAM's Mission:

To champion Economic Development in Minnesota through professional development, networking, and advocacy.

EDAM's Vision:

Be recognized as Minnesota's vibrant and professional member-driven Economic Development organization.

Balance Sheet
As of 1/31/2018

ECONOMIC DEVELOPMENT ASSN OF MN (EDA)

Assets

Current Assets

1020	BREMER BANK - CHECKING	\$ 210,750.12	
	Total Current Assets:		\$ 210,750.12

Fixed Assets

1500	PREPAID EXPENSES	\$ 3,575.05	
	Total Fixed Assets:		\$ 3,575.05

Total Assets:	\$ 214,325.17
----------------------	----------------------

Liabilities

Current Liabilities

2010	ACCOUNTS PAYABLE	\$ 18,140.69	
2100	DEFERRED REVENUE	\$ 800.00	
	Total Current Liabilities:		\$ 18,940.69

Total Liabilities:	\$ 18,940.69
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Equity

3200	Retained Earnings	\$ 63,525.73	
3200	Retained Earnings-Current Year	\$ 131,858.75	

Total Equity:	\$ 195,384.48
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Total Liabilities & Equity:	\$ 214,325.17
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**Income Statement
For The 1 Periods Ended 1/31/2018**

ECONOMIC DEVELOPMENT ASSN OF MN (EDA)

	Period to Date	ORIGINAL		Year to Date	ORIGINAL		Variance
		PTD Budget	YTD Budget		YTD Budget	Variance	
Revenue							
Events							
4103 Summer Networking	0.00	1,000.00	1,000.00	0.00	0.00	1,000.00	-1,000.00
4104 Webinars	0.00	200.00	200.00	0.00	0.00	200.00	-200.00
4107 Summer Conf Sponsor	0.00	19,000.00	19,000.00	0.00	0.00	19,000.00	-19,000.00
4108 Summer Conference Registrations	0.00	48,000.00	48,000.00	0.00	0.00	48,000.00	-48,000.00
4109 Exhibit Fees	1,800.00	1,700.00	1,700.00	1,800.00	1,700.00	1,700.00	100.00
4111 Winter Conf Sponsor's	8,750.00	7,000.00	7,000.00	8,750.00	7,000.00	7,000.00	1,750.00
4112 Winter Conf Registrations	47,510.00	45,500.00	45,500.00	47,510.00	45,500.00	45,500.00	2,010.00
4113 Winter Exhibit Fees	1,800.00	2,000.00	2,000.00	1,800.00	1,800.00	2,000.00	-200.00
4602 Day at the Capitol	0.00	600.00	600.00	0.00	0.00	600.00	-600.00
4608 Fall Legislative Event	0.00	300.00	300.00	0.00	0.00	300.00	-300.00
Total Events:	59,860.00	125,300.00	125,300.00	59,860.00	59,860.00	125,300.00	-65,440.00
Membership							
4301 Membership Dues	100,655.00	125,000.00	125,000.00	100,655.00	100,655.00	125,000.00	-24,345.00
Total Membership:	100,655.00	125,000.00	125,000.00	100,655.00	100,655.00	125,000.00	-24,345.00
Total Revenue:	160,515.00	250,300.00	250,300.00	160,515.00	160,515.00	250,300.00	-89,785.00
Gross Profit:	160,515.00	250,300.00	250,300.00	160,515.00	160,515.00	250,300.00	-89,785.00
Expenses							
General & Admin							
5001 Management Fees	15,938.45	90,750.00	90,750.00	15,938.45	15,938.45	90,750.00	74,811.55
5002 Bank Service Charges	20.00	600.00	600.00	20.00	20.00	600.00	580.00
5003 Credit Card Fees	1,160.44	6,000.00	6,000.00	1,160.44	1,160.44	6,000.00	4,839.56
5006 Insurance	0.00	1,590.00	1,590.00	0.00	0.00	1,590.00	1,590.00
5009 Board Meetings	201.09	500.00	500.00	201.09	201.09	500.00	298.91
5010 Strategic Planning	0.00	2,500.00	2,500.00	0.00	0.00	2,500.00	2,500.00
5011 Postage & Delivery	12.02	500.00	500.00	12.02	12.02	500.00	487.98
5012 Printing and Reproduction	29.12	1,000.00	1,000.00	29.12	29.12	1,000.00	970.88
5014 Prof Fees - Accounting	0.00	1,500.00	1,500.00	0.00	0.00	1,500.00	1,500.00
5016 Committee Meetings	0.00	600.00	600.00	0.00	0.00	600.00	600.00
5017 Office Supplies	7.56	200.00	200.00	7.56	7.56	200.00	192.44
5019 Telephone & Fax	20.33	200.00	200.00	20.33	20.33	200.00	179.67
5118 Continuing Education Credits	1,254.00	200.00	200.00	1,254.00	1,254.00	200.00	-1,054.00
5213 Listserv	0.00	50.00	50.00	0.00	0.00	50.00	50.00

Run Date: 2/22/2018 12:03:53PM
G/L Date: 2/22/2018

Income Statement
For The 1 Periods Ended 1/31/2018

ECONOMIC DEVELOPMENT ASSN OF MN (EDA)

General & Admin 5404	MNEDF	Period to Date	ORIGINAL PTD Budget	Variance	Year to Date	ORIGINAL YTD Budget	Variance
Total General & Admin:		18,643.01	111,190.00	92,546.99	18,643.01	111,190.00	92,546.99
Events							
5103	Summer Networking	0.00	1,500.00	1,500.00	0.00	1,500.00	1,500.00
5104	Webinars	0.00	500.00	500.00	0.00	500.00	500.00
5107	Conf Exp-Summer-Food & Bev	0.00	38,500.00	38,500.00	0.00	38,500.00	38,500.00
5108	Conf Exp-Summer-Room Rental/AV	0.00	8,000.00	8,000.00	0.00	8,000.00	8,000.00
5109	Conf Exp-Summer-Materials-Printin	0.00	5,000.00	5,000.00	0.00	5,000.00	5,000.00
5110	Conf Exp-Summer-Speaker Exp	0.00	1,000.00	1,000.00	0.00	1,000.00	1,000.00
5111	Conf Exp-Summer-Staff Expenses	0.00	1,000.00	1,000.00	0.00	1,000.00	1,000.00
5112	Conf Exp-Winter	0.00	500.00	500.00	0.00	500.00	500.00
5113	Conf Exp-Winter-Food & Bev	0.00	29,000.00	29,000.00	0.00	29,000.00	29,000.00
5114	Conf Exp-Winter-Room Rental/AV	5,949.75	9,000.00	3,050.25	5,949.75	9,000.00	3,050.25
5115	Conf Exp-Winter-Materials-Printing/	2,423.86	4,000.00	1,576.14	2,423.86	4,000.00	1,576.14
5116	Conf Exp-Winter-Speaker Expenses	500.00	500.00	0.00	500.00	500.00	0.00
5117	Conf Exp-Winter-Staff Expenses	0.00	300.00	300.00	0.00	300.00	300.00
5122	Summer - Special Event	0.00	3,450.00	3,450.00	0.00	3,450.00	3,450.00
5123	Other Event Expenses	0.00	300.00	300.00	0.00	300.00	300.00
5124	Winter awards trophies	0.00	1,200.00	1,200.00	0.00	1,200.00	1,200.00
5206	Awards Program	707.01	150.00	-557.01	707.01	150.00	-557.01
5210	Annual Report	280.55	1,000.00	719.45	280.55	1,000.00	719.45
Total Events:		9,861.17	104,900.00	95,038.83	9,861.17	104,900.00	95,038.83
Membership							
5302	Printing	0.00	1,000.00	1,000.00	0.00	1,000.00	1,000.00
5307	Marketing	0.00	400.00	400.00	0.00	400.00	400.00
5309	Emerging Professionals	0.00	200.00	200.00	0.00	200.00	200.00
5310	Misc Membership	0.00	100.00	100.00	0.00	100.00	100.00
Total Membership:		0.00	1,700.00	1,700.00	0.00	1,700.00	1,700.00
Marketing							
5208	Web Site Maintenance	0.00	5,500.00	5,500.00	0.00	5,500.00	5,500.00
5214	EDAM Giveaways	0.00	600.00	600.00	0.00	600.00	600.00
5215	MISC Marketing	24.57	200.00	175.43	24.57	200.00	175.43
5303	Brochures-Elevator Pitch	0.00	500.00	500.00	0.00	500.00	500.00
5403	MNCAR Expo	0.00	500.00	500.00	0.00	500.00	500.00
5405	Rescape	0.00	500.00	500.00	0.00	500.00	500.00

Run Date: 2/22/2018 12:03:54PM
G/L Date: 2/22/2018

Income Statement
For The 1 Periods Ended 1/31/2018

ECONOMIC DEVELOPMENT ASSN OF MN (EDA)

	Period to Date	ORIGINAL PTD Budget	Variance	Year to Date	ORIGINAL YTD Budget	Variance
Total Marketing:	24.57	7,800.00	7,775.43	24.57	7,800.00	7,775.43
Legislative						
5601 Govt Relations Fees	0.00	23,000.00	23,000.00	0.00	23,000.00	23,000.00
5602 Staff Travel	0.00	200.00	200.00	0.00	200.00	200.00
5604 Day at the Capitol	0.00	200.00	200.00	0.00	200.00	200.00
5605 Legislative Platform	127.50	600.00	472.50	127.50	600.00	472.50
5608 Legislative Event	0.00	300.00	300.00	0.00	300.00	300.00
Total Legislative:	127.50	24,300.00	24,172.50	127.50	24,300.00	24,172.50
Total Expenses:	28,656.25	249,890.00	221,233.75	28,656.25	249,890.00	221,233.75
Net Income From Operations:	131,858.75	410.00	131,448.75	131,858.75	410.00	131,448.75
Earnings Before Income Tax:	131,858.75	410.00	131,448.75	131,858.75	410.00	131,448.75
Net Income (Loss):	131,858.75	410.00	131,448.75	131,858.75	410.00	131,448.75

EDAM Staff Time - Category Breakdown

January 2018

Task	JanHours	Year to Date
Administrative	6.30	6.30
Annual Report	2.65	2.65
Awards	2.25	2.25
Board	8.57	8.57
Communications	4.16	4.16
Conference - Summer	0.33	0.33
Conference - Winter	179.28	179.28
E-newsletter	4.42	4.42
Education	2.15	2.15
Financial	16.93	16.93
Foundation	0.00	0.00
Front Desk	2.36	2.36
Government Relations	3.33	3.33
Member Services	54.07	54.07
Website	2.99	2.99
Webinar	0.00	0.00
Total:	289.79	289.79



Economic Development
Association of Minnesota

Board of Directors Meeting

January 31, 2018 | 10:00 am – 12:00 pm

EDAM Office

MINUTES

Attending:

Megan Barnett-Livgard, Matt Brown, Chris Eng, Erik Hansen, Jeff Rossate, Sean Sullivan (via phone), Gene Goddard, Morgan Hill, Patrick Connoy (via phone)

Absent / Excused:

Kim Lindquist, Adam Kienberger, Christy Lewis, Erin Sparks

Staff:

Colleen Ayers, Executive Director

Meeting called to order by Megan Barnett-Livgard at 10:05 am.

EXECUTIVE COMMITTEE REPORT

- **Financials**

Megan noted that the Executive Committee will meet prior to each board meeting to review financials, staff hours, etc. She emphasized the importance of clear, understandable financial reporting and will work with Harrington on this. The 2017 bottom line shows a financial loss, which is largely due to two factors: paying management fees to two separate companies for October/November 2017 during the transition, and 50th anniversary items.

- **Management Hours**

Colleen stated that management time seems to be in line with what is expected during this time of the year and with the recent transition. She will continue to monitor things as the year progresses.

- **Committee Chair/Vice Chair Meetings**

This year we will begin to hold committee chair/vice chair meetings every other month, immediately following the board meeting (12:00 – 1:00 pm). All committee chairs and the Executive Committee will be asked to attend.

- **Regional EDO Meetings**

It was suggested that we should try to schedule a gathering of reps from regional EDOs, especially those outside the metro area, in conjunction with the summer conference. It was also suggested that these reps should sit on a panel for a conference session. Chris Eng volunteered to help with this, and Colleen will pass the suggestion on to the Conference Committee at their next meeting.

EDAM's Mission:

To champion Economic Development in Minnesota through professional development, networking, and advocacy.

EDAM's Vision:

Be recognized as Minnesota's vibrant and professional member-driven Economic Development organization.

Motion made and seconded to approve the December 2017 meeting minutes and financial report. Motion carried.

2018 BOARD LIAISONS

Almost every committee has a board member as chair or vice chair. In those cases, the board member/chair will serve as the board liaison. The only exception is the Conference Committee, and Gene Goddard will act as the 2018 liaison.

POLICIES & PROCEDURES

It was proposed that EDAM should establish an up-to-date policies & procedures manual to capture the knowledge/history/information retained by leadership and volunteers. Megan, Matt, and Jeff will form a task force to work on this. Committees will be asked to provide a first draft of sections pertaining to their activities. Colleen will send a list of common policy areas/sample policies to Megan as a starting point. The goal is to have this done by fall 2018.

MNEDF REPRESENTATIVE ON EDAM BOARD

There have been efforts in recent years to more closely align the activities of the Minnesota Economic Development Foundation and EDAM. To that end, it was proposed that EDAM update its bylaws to codify having a Foundation representative serve on the EDAM Board of Directors. This position would be appointed, and thus would circumvent the election process (would not be elected by the membership).

Motion made and seconded to develop language to amend the bylaws to have a MNEDF member as a voting member of the EDAM Board of Directors, for review by the membership. Motion carried.

PARTNERSHIP OPPORTUNITIES

- **IEDC: Motion made and seconded to authorize Megan to sign the IEDC/EDAM MOU. Motion carried.**
- **NAIOP:** The board was in favor of Megan and Matt meeting with NAIOP to discuss opportunities for collaboration.
- **Minnesota Chamber of Commerce:** The Chamber contacted the EDAM office to ask if we would be interested in continuing the membership trade that has been in place for many years. The EDAM leadership was unaware of this arrangement. Megan will call the Chamber to let them know EDAM is not ready to swap memberships at the moment, but would be interested in discussing ways we could work together in the future.

CONFERENCE COMMITTEE

The overall feedback on the conference was generally good, with the exception of the many negative comments about the lunch/keynote and facility challenges. The committee has already begun discussing ways to avoid the same issues in the future. We are generally on point financially, and the final conference financials will be included in the February board packet. It was suggested that we try to have a panel of leading gubernatorial candidates at the summer conference; Colleen will pass this on to the committee at their next meeting.

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EDAM U COMMITTEE

The committee is struggling to find the best way to coordinate efforts with the Minnesota Economic Development Foundation. There is concern that if each has their own programming/initiatives, it will create confusion among those in EDAM/the economic development field. This issue will be a focus at the strategic board meeting in February.

Ryan Garcia has resigned as Vice Chair of the EDAM U Committee, and Ling Becker has volunteered to take his place.

Motion made and seconded to approve Ling Becker as Vice Chair of the EDAM U Committee. Motion carried.

EMERGING PROFESSIONALS

This is not a formal committee, but needs more structure, and to be integrated more into the overall EDAM infrastructure. There will be further discussion about how to do this.

GOVERNMENT RELATIONS COMMITTEE

March 7th is Economic Development Day at the Capitol. The committee encourages everyone to attend, even if they have no experience with lobbying.

MARKETING & COMMUNICATIONS COMMITTEE

In the 2017 membership brochure, medalist members were promised a "thank you ad in a business publication," and we need to execute that benefit. It was proposed that we run an ad in Finance & Commerce for \$1,360. The board requested more information about other options, including pricing and readership. This will be presented at the February board meeting.

ADJOURNMENT

Motion made and seconded to adjourn. The meeting was adjourned at 12:05 pm.

REMINDER – UPCOMING MEETINGS:

- Strategic Board Meeting – February 16 at WSB.
- Regular Board Meeting - February 28 at The Harrington Company.

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Board of Directors Meeting

Lakes Region EMS, 40245 Fletcher Avenue, North Branch

Friday, February 23, 2018 10:00 a.m. - 12:00 p.m.

Host: City of North Branch

GPS 45 93
YOUR POINT OF OPPORTUNITY.

6.c.

<p>GPS 45:93 Mission Statement Collaborate to strengthen the regional economy by: ~ Providing a regional approach to workforce development, business attraction, retention & expansion ~ Acting as a conduit for members and the region to access resources and educational opportunities</p>	<p>GPS 45:93 Strategic Plan Summary ~ Act Regionally ~ Provide education & networking opportunities. ~ Promote enhancement of regional workforce & infrastructure. ~ Sustain organizational vitality through effective engagement of volunteer and contracted leadership & resources.</p>
--	--

Welcome

Additions to the Agenda & Approval of Agenda

Approval of Minutes

- a.) Board of Directors Meeting Minutes from January 26, 2018

Treasurer Report – Doyle Jelsing

- a.) Financial Report as of February 16, 2018

Presentation

- a.) Bill Coleman - Community Technology Advisors - Regional Broadband Reports and Rural Coalition Updates

Executive Committee

- a.) Conflict of Interest Form - Please sign and return to Becky
- b.) Succession Planning Training for Business
- c.) Education/Training - Richard Baker and Rebecca Perrotti

Consultant Report

- a.) Economic Gardening Updates
- b.) Membership Recruitment
- c.) Tools for Success
- d.) Northspan update

Committee Reports

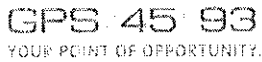
- a.) Workforce – Carla Vita
- b.) Marketing Committee - Sean Sullivan and Richard Baker
- c.) Broadband Taskforce - Nancy Hoffman

Other Business & Informational Links (These items are not printed as part of the agenda packet)

- a.) Klobuchar PR, Feb 6 Klobuchar, Daines, Gardner, Gillibrand Introduce Legislation to Expand Broadband Infrastructure
- b.) MN Department of Labor & Industry: Minnesota Apprenticeship Summit, March 7, 2018
- c.) CVN Hosts BR&E Webinar on Monday, February 26, 2018 from 12:00 - 12:45 PM
- d.) East Central MN Career Fair: Tuesday, April 17th - Employer Booth spaces are available.
- e.) Upcoming Training Opportunities from SCORE:
 - Tuesday, February 20th at noon: 5 Tips to Make Your Restaurant's Social Media Appetizing
 - Tuesday, February 27th at 12 noon: How the New Tax Cuts and Jobs Act Impacts Your Small Business
 - Thursday, March 1st at 12 noon: Financing Tips to Help Your Small Business Grow

Next Board Meeting: March 23, 2018 at Pine Technical & Community College, Pine City

Adjourn



GPS 45:93 Member Representatives

x	Rebecca Perrotti, CMJTS	x	Nancy Hoffman, Chisago County	x	Richard Baker, Past Chairman
x	Marshall Lind, Braham	x	Greg Anderson, Isanti County	x	Doyle Jelsing, Neighborhood National Bank
x	Kathy George, Sandstone	x	Heidi Steinmetz, Kanabec County		Sara Treiber, Mille Lacs Corporate Ventures
x	Mark Perry, Hinckley		Dave Minke, Pine County		Melissa Bettendorf, North 65 Chamber
	Sean Sullivan, City of Isanti	X	Jordan Zeller, ECRDC		Jeff Larson, Minnesota Energy Resources
x	Beth Thorp, Mora	x	Becky Lourey, Nemadji Research		Nancy Aronson Norr, MN Power
x	Carla Vita, North Branch	x	Joe Mulford, PTCC		Randy Ulseth, FirstLight Health System
x	Ken Cammilleri, Pine City		Doyle Casavant, First Citizens Bank		Gary Shaw, Cambridge Medical Center
	City of Princeton		Bruce Pogatchnik, Northview Bank		Mary Minnick-Daniels, EC Arts Council
X	Amy Mell, Rush City		Pam Sarvela, MN Energy Resources		Arik Forsman, Minnesota Power

GPS 45:93 Guests

	Bill Coleman, Community Technology Advisors	x	Karl Schuettler, Northspan Group
x	Sandy Voigt, Region Five Development	x	Becky Schueller, Pine City Area Chamber of Commerce
x	Rick Olseen, Congressman Nolan's Office		Bob Voss, ECRDC
	Della Ludwig, DEED Workforce Consultant		Lezlie Sauter, Pine City
	Joan Berning, DEED		Jeff Wig, Initiative Foundation
x	Brent Stavig, Rush City High School	X	Stefanie Youngberg, East Central High School
X	Glen Stevens, North Branch Area High School	X	Brent Nelson, Mora High School
X	Eric Olson, Rush City Tech Ed Teacher	X	Jessica Town-Gunderson, ISD 477
X	Milles Seppelt, Hutchinson EDA	X	Kyle Vanderflute, Senator Tina Smith's Office

Call to Order	Action Needed
The January Meeting was called to order at 10:09 am on Friday, January 26, 2018.	
Introductions	Action Needed
Attendees introduced themselves to the group.	
Approval of Minutes	Action Needed
The November meeting minutes were approved on a motion by Jelsing, seconded by G. Anderson. Motion carried unanimously.	

Treasurer Report (Doyle Jelsing)	Action Needed
<p>Jelsing presented the financial report for discussion.</p> <p>Fund summary for December 31, 2017 -- \$18,335.50. Jelsing shared some information about the breakdown of the various funds and how they came into existence for any new members. The financial report also included a breakdown of the 2018 Membership revenues and payments received to date. Baker moved, Vita seconded, a motion to approve the financial report as presented. Motion carried unanimously.</p>	
Executive Committee	Action Needed
<p>a.) Consultant Contract Scope of Work Perrotti & Hoffman reviewed the original scope of work that was set last year in March of 2017 with both the Admin and Consultant. We entered into a two year contract with these individuals, so there is no need to approve a new agreement at this time. A motion to reaffirm the contract was made by Jelsing, second by Baker. Motion approved.</p> <p>b.) Education & Training for 2018 Perrotte & Baker are working on this and reviewing topics with Annie Deckert to find future opportunities.</p> <p>c.) President's Updates Hoffman shared that she has been working with Justin at CVN on some projects and the discussion came up regarding succession planning for businesses. They are working on developing a class for this topic that will happen in March. She will share the information when it gets scheduled.</p> <p>d.) Conflict of Interest Form Sent with today's agenda packet. If members need in an alternative format, please contact Becky. All voting members are asked to complete and submit to gps4593admin@gmail.com</p>	
Consultant Report (Karl Schuettler)	Action Needed
<p>Schuettler is working on developing the Economic Gardening Roundtables for the businesses that have participated. Possible date will be the February GPS:45:93 meeting date in the afternoon to save on travel time.</p> <p>Schuettler has reached out to Jeff Rossate regarding a visit and he is planning to be our presenter for the April meeting that will be held in Sandstone.</p> <p>Tools for Business Success - are people using it, how can it be monetized for us to receive more value from the subscription that we pay? All things that we will need to investigate. Schuettler indicated that the company is doing a sales call to his employer NorthSpan group so he will get a tour of the site.</p>	<p>Marketing committee needs to discuss how we can better promote and use the Tools for Success</p> <p>Kathy George -- for the April Meeting, should a lunch option be arranged?</p>
Presentation	Action Needed
<p>Hoffman introduced Miles Seppelt, Hutchinson EDA Director to present information about the Tiger Path Academy created at Hutchinson Schools to better prepare their students for the workforce. <u>You can view the FULL slideshow presentation using this link.</u></p> <p>The TigerPath Initiative:</p> <ul style="list-style-type: none"> ● Realign high school education 	

- Build Educational Pathways
- Change Stereotypes
- Cultivate School-Employer Relationships
- Upgrade CTE facilities dramatically
- Tiger Manufacturing - An authentic manufacturing business based in the high school making real products for real customers.
 - Adds relevance to coursework
 - Provides a realistic work experience
 - Builds teamwork

Next Steps for this Initiative:

- New website is in development, look for it the next month - www.HutchTigerPath.com
- Industry 4.0 Initiative (Summer 2018)
- TigerPath Coordinator - school district staff member
- Tiger Manufacturing ramps up (2018 - 2019)
- Internships with local businesses (2019 - 2020)

Other Resources:

- Eleva Strum High School Cardinal Manufacturing
<http://www.cardinalmanufacturing.org/>
They host Teacher Workshops a few times each year to share their history
- Bridges Career Academy at Central Lakes Community College

As follow-up to the presentation, different school districts in attendance shared their experience, school status in addressing the workforce issues, barriers that they are experiencing, etc.

- Rush City -- Is interested in bringing shop classes back to the school.
- East Central -- has a screen printing business integrated into the school
- North Branch -- they have an advisory board created and are working toward a similar initiative
- Princeton -- has buy-in from the teachers they did manufacturing business tours

Information was also shared regarding legislation that would be of interest to school districts regarding YOUTH SKILLS TRAINING. Nancy Hoffman requested the sharing of this link for more more details: <http://www.doli.state.mn.us/APPR/PDF/y-st-legislation.pdf>

Committee Reports

Action Needed

a.) Workforce Committee

- Reminder of the Construct Tomorrow event being planned in Hinckley on Thursday, February 22nd. More information is available with this [LINK](#).

b.) Marketing Committee

- Discussion of Constant Contact/Mailchimp newsletter programs and a need to work on creating our own account. Committee recommendation for \$378 to create our own subscription. Motion to approve by Perrotti, second by Cammilleri. Approved.
- East Central Job/Career Fair - committee will request that GPS:45:93 logo be added to the promotional efforts. This event is being planned for April 17, 2018
- Working on updates to the marketing materials before the April CVN Meeting

c.) Broadband Taskforce

- Various groups have made contributions to the Broadband Coalition effort
- Regional Broadband Assessment of the region was created.
- Becky Lourey is serving as the representative to the Statewide Broadband Coalition
 - April 12, 2018 -- Broadband Day on the Hill
 - The ask will be for \$51 million, the Governor's Broadband Taskforce determined we need \$76 million per biennium to have Border to Border Broadband.

<ul style="list-style-type: none"> • <u>Regional Legislative Broadband Roundtable event on Monday, February 5th at the ECRDC from 7:00 p.m. to 9:00 p.m.</u> • The City of North Branch has created a task force for Broadband as well. Working a grassroots effort to build awareness at all Chisago County caucus meetings. 	
Other Items:	Action Needed
<p>International Economic Development Conference Event is coming up on Thursday, February 8th. Currently they have about 60 registered guests, Steinmetz anticipates more coming in as the deadline to register is coming up on January 31. Congressman Nolan will be attending and speaking. Variety of speakers are lined up with a diverse group. Invitation can be downloaded and shared with business using this LINK.</p>	
<p>Zeller moved, Baker seconded, to adjourn the meeting at 12:05 p.m. Motion carried.</p>	

Next Board Meetings: February 23, 2018 hosted by City of North Branch at the Lakes Region EMS Building

Economic Development

CITY OFFICES CLOSED

May 28
Memorial Day

ATTENTION DOG OWNERS – DOG AND KENNEL LICENSES

Please be reminded that annual dog and residential kennel licenses are due April 30, 2018. Dog and kennel licenses can be obtained through the Isanti Police Department located at 401 First Avenue NW. All dog owners must license their dogs annually. License fees are \$10 per year for fixed dogs and \$15 per year for non-fixed dogs.

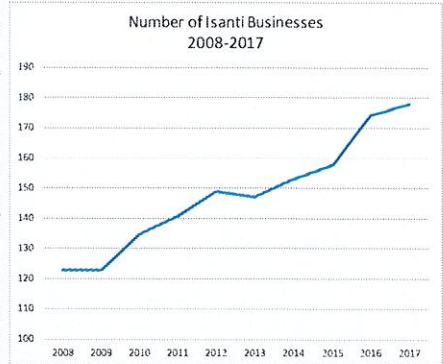
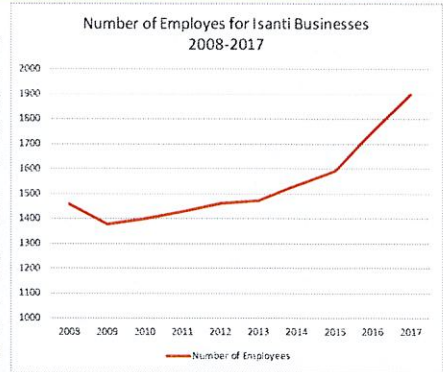
Lifetime licenses are available for \$50. A Lifetime license is good for the lifetime of the dog. A late fee of \$5 will be charged if licensed after April 30, 2018. A certificate of rabies vaccination must be provided at the time of license purchase.

Isanti City Code does require that any property owner who has more than two (2) dogs must obtain a residential kennel permit. A residential kennel license is \$50 per year. Please contact the Police Department to obtain information regarding a residential kennel permit at (763) 444-4761.



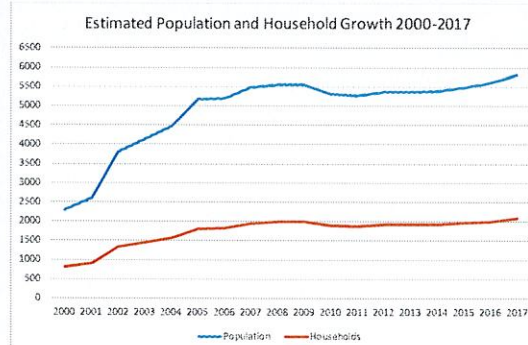
Commercial - Industrial Growth

The City of Isanti is well positioned for efficient growth in many market sectors. The commitment of the Isanti City Council directing and providing the necessary resources is a primary reason why Isanti continues to thrive. Since 2000, the City of Isanti has been a financial partner in over 27 commercial/industrial projects. We have leveraged \$3.7 million dollars in local and State funds to attract \$27 million in private investment. The Isanti Development team is a two-time winner of the Excellence in Economic Development Business Recruitment Award from the Economic Development Association of Minnesota. It won awards for the EverCat Fuels (2008) and SnoBear USA (2016) projects. Both of these projects utilized state and local incentives to leverage significant private investment. The 27 public/private partnerships have resulted in the creation of 348 new jobs in Isanti as well as \$13,908,000 in taxable market value which helps reduce the tax burden for City residents. The City has also worked with other high profile projects in the retail and health sectors to assure that they located in Isanti and that the quality of the buildings constructed continue to improve the gateway to our community. Since 2009 the City has seen the number of businesses increase from 123 to 178 and jobs increase from 1377 to 1900. Commitment to the recruitment of new businesses that provide needed services in Isanti and increasing livable wage jobs in all sectors is one of the primary economic development goals for Isanti. The City also has a strong track record of helping existing businesses grow. The City has helped Isanti businesses invest in machinery, expand their facilities, and train employees. Continuing to work with existing businesses and recruiting new ones to Isanti must happen to continue to be successful.



Residential Growth History

The City of Isanti is committed to steady growth in the residential sector and is positioned well. Isanti is a young community with a median age of 31.5. From 2000 to present the city's population has grown from 2,324 to its current estimate of 5,838. The City has approximately 145 single family residential lots with city services installed that are ready for immediate development. Before we look forward it is important to review the past. From 2000 to 2007, the City saw 1093 units of housing built which is an average of 156 per year. Isanti was booming and was one of the fastest growing cities in the nation. However, from 2008 to 2012 the City of Isanti endured the Great Recession. From 2009 to 2012 there were only 17 new housing units built (zero in 2009) which is an average of only 4.25 per year. Home foreclosures were rampant and gas prices were over \$4.00 per gallon. Tough budget decisions had to be made by the City Council to "right size" staff and to develop a plan to pull out of the recession. A continued commitment to economic development was one of the many tough choices the City Council made which positioned Isanti to be open for business once the economy turned around; and Isanti did. In 2012, the City partnered



with local builders to jumpstart the housing market by creating an incentive called the SAC and WAC Deferral Program which helps builders cashflow their project while ensuring the City receives all the fees within 120 days. From 2013-2017 there have been 248 new housing units built which is an average of 50 per year. The recovery from the Great Recession is shown in the 2009-2017 Isanti Housing Sales Data which has seen the average sales price of a single family home go from \$125,021 to \$201,700. The ebb and flow of the growth and economic conditions can be seen

Economic Development

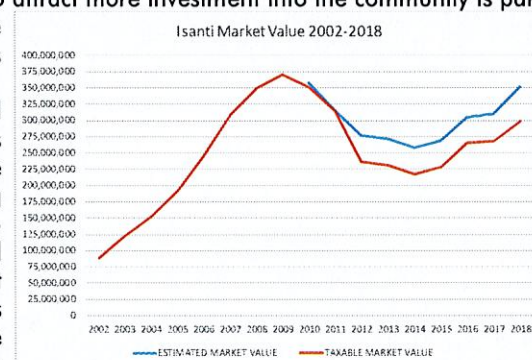
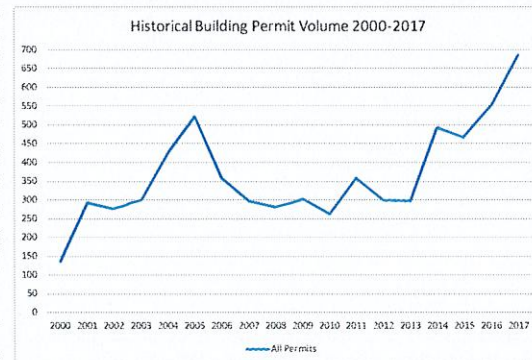
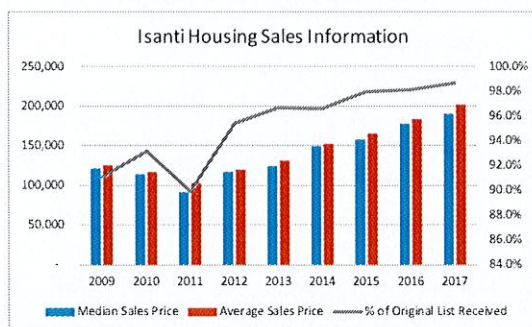
seen in the 2002-2018 taxable market value chart. It is true that we are not growing as fast as we did from 2000-2007 but the rate of growth has been steady and predictable which allows the City to plan accordingly. A strong housing market and growing population helps build the workforce, business development, and opportunity.

Planning, Catalyst Projects and Marketing

The City of Isanti has been actively involved in all facets of economic development in the community. In addition to the public/private partnerships mentioned previously, the Development Team has also been focused on delivering key projects within the Comprehensive Economic Development Strategy (CEDS). Projects and needs that have been outlined in past and current CEDS documents include: downtown redevelopment/revitalization, pharmacy, medical clinic, hotel, rail industrial park, upgrade the sewer and water treatment plant. To date, downtown redevelopment/revitalization continues, a pharmacy and health clinic have been opened in Isanti, a feasibility study has been completed and preliminary approval has been granted by BNSF for the rail industrial park, and upgrades to the existing sewer plant have been completed. Staff is currently working hard to secure a 60 unit Best Western Plus hotel project on the site just east of Hurricane Car wash on Highway 65. Completing these key projects will help solidify Isanti as a destination and regional hub for business.

In 2015, the City partnered with Rum River BMX to construct the Isanti Indoor Arena, a 75,000 square foot state of the art indoor BMX facility for year round competition. This venue brings 80,000 people to Isanti annually. It regularly hosts state, regional and national tournaments and has been rated as the #1 track in the nation. Projects such as Isanti Indoor Arena, the Isanti Soccer Complex, Isanti Ice Arena and the proposed hotel create synergy with each other and create an environment/market that serves as a catalyst for more investment in support industries like restaurants and retail. Leveraging new projects such as Coborn's Marketplace, Allina Health Clinic and SnoBear USA and utilizing relationships with long standing businesses to attract more investment into the community is paramount. This is possible when you nurture those relationships and work with companies so they become ambassadors for your city.

The Development Team has obtained Shovel Ready Certified Site status for the lots in the industrial park in order to stand above other sites in the state. This is a marketing advantage for our community. The City-owned industrial park continues to do well with less than 10,000 square feet of vacant space. Staff is actively working with prospects that are looking to build and/or locate in the park this year. The City has a robust online presence with available sites and marketing materials listed with MNCAR, LOIS, and the State of Minnesota to market these premier locations to site selectors. The Development Team is currently working on a plan to enhance its internet presence for desktop and mobile users that want to learn more about our community which will include updates to the City website. It is important to note that the robust city park and trail system serves as a huge asset for both residents and businesses. The quality of this amenity in a city the size of Isanti is extraordinary and cannot be undervalued. Isanti continues to be an active leader in facilitating economic development projects that move this community forward.



ISANTI INDUSTRIAL SITES "SHOVEL READY CERTIFIED"



The City of Isanti has Minnesota Shovel Ready Certified lots available in Isanti Centennial Complex Business Park with lots ranging from 1.21 acres to 15.49 acres. All city utilities and fiber optic service are to the curb at each site which makes your decision to locate to the City industrial park easy. You can't beat lots for \$1.00 and the newly installed infrastructure in the industrial park. If you want to learn more please contact Economic Development Director Sullivan at ssullivan@cityofisanti.us or 763.807.4339.



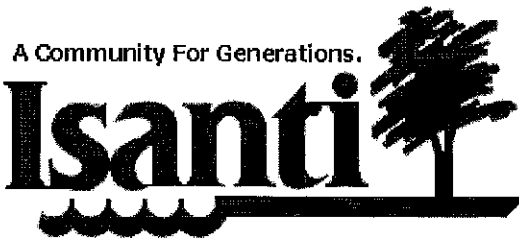
Tuesday, April 17
12:30 - 4:30 pm
Armed Forces Reserve Center
(505 Spirit River Drive S, Cambridge, MN)

Over 50 businesses will be present at this great event and will be looking to hire. If you are looking for employment or a change of career this is a great local opportunity you shouldn't pass up. Attendance is free for jobseekers.

ADDENDUM TO AGENDA
CITY OF ISANTI
ECONOMIC DEVELOPMENT AUTHORITY MEETING
TUESDAY, April 3, 2018 – Immediately following the 7:00 City Council Meeting
CITY HALL

EDA Business Items

Add New 3.1 – Consider Survey for New Isanti Residents



To: Economic Development Authority

From: Sean M. Sullivan, Economic Development Director

Date: April 3, 2018

Subject: Consider Survey for New Isanti Residents

Background:

The City of Isanti has experienced significant growth in the residential sector over the past 4 years. On January 5, 2017 the City sent out 132 surveys to residents that had built new homes in the 2014-2016 time period. 107 surveys reached Isanti residents and 25 were returned to sender due to a lack of mailbox or occupancy. 36% participation rate on this survey was excellent but the audience was limited in scope. Staff has spoken with the Finance Department and has determined that it would be possible to identify all new residents that have moved to Isanti within a defined time period. The new survey sample would allow the City to get more data on why people are moving to Isanti, the housing market, city website, commuting patterns and what is important to them. This information would be helpful for economic development, marketing, website design and future planning. A draft welcome letter and request for the resident to complete the survey is attached for review. Sending this survey out will also give the opportunity to distribute a new park booklet and to welcome new City residents. Staff is looking for comments or suggestions to the letter and survey that would make it more effective. In order to get more responses, Staff would also like to send along self-addressed envelopes. The cost for mailing 500 surveys is estimated to be:

Quantity	Item	Cost / Unit	Total Cost
500	"9" X "12" Catalog Envelope	\$ 0.26	\$ 132.38
500	SASE including postage	\$ 0.60	\$ 301.55
500	Postage (2 oz. or under)	\$ 1.21	\$ 605.00
500		\$ 2.08	\$ 1,038.93

Action Requested:

Recommendation on the form of the letter and survey content. Consider amending EDA budget to fund \$_____ from 2018 EDA 495-Marketing.

Attachments:

- 1) Draft Letter from Mayor Wimmer
- 2) Draft Survey for New Residents

On City Letter Head

May X, 2018

Isanti Resident(s)

XXX Isanti Avenue NE

Isanti, MN 55040

Dear Isanti Resident:

As Mayor of the City of Isanti, I would like to welcome you to our Community of Generations. I am happy that you have chosen to move here to be a part of our growing community. According to our records you have purchased, or moved into a new home recently. We value the opinions and suggestions of all of our residents but are looking specifically at why people are choosing to move to Isanti. All survey results are confidential as they do not require your name or address in order to be completed. Enclosed you will find a brief survey and a self-addressed stamped envelope to return that survey. I strongly encourage you to take the time to fill it out so that the City may learn more about why people are moving to Isanti so we can better serve you better serve you and future residents. A copy of the 2018 Park Booklet has been included for your convenience. If you have any questions or concerns, please contact me anytime at 763.442.8749 or george@georgewimmer.com .

Best Regards,

Mayor George A. Wimmer

City of Isanti - New Resident Survey

When did you move into your Home? Month _____, Year 201____

What did your new home cost? (Please Circle one below)

Under \$110,000 \$110,000 - \$140,000 \$140,000 - \$160,000 \$160,000 - \$180,000

\$180,000 - \$200,000 \$200,000 - \$220,000 Over \$220,000

What factors led to choosing to move to Isanti? (Please **Select up to 3 and Rank** from choices below)

Rank	Reason	Rank	Reason
___	Cost of Home	___	Grew up In Isanti / Family
___	Proximity to Twin City Metro Area	___	Public School District
___	Crime Rate	___	Private / Charter School
___	City Park and Trail System	___	Small Town Feel
___	Less Traffic	___	Job Opportunities
___	Don't Like Big Cities	___	Other _____

How many in your household work inside the City of Isanti City Limits? _____ (Enter Number)

How many in your household commute to work outside of Isanti City Limits _____ (Enter Number)

Please indicate the direction that each person commutes ___ South, ___ North, ___ East, ___ West

Have you visited the City Website? **YES** or **NO** (Please Circle)

What do you like about the City Website? _____

What would you like to see on the City Web Site? _____

What is the age of the person filling out this survey? (Please CIRCLE one from below)

18-25 25-30 30-35 35-45 45-55 55-65 Over 65

How many children under the age of 18 live in your household? (Please CIRCLE one from below)

0 1 2 3 4 If over 4, please insert number here _____

Comments or Suggestions on how to improve our community _____

OPTIONAL for Gift Card Drawing: NAME: _____ Phone: _____

**PLEASE RETURN BY May 30, 2018 TO THE CITY OF ISANTI IN ENVELOPE PROVIDED
THANK YOU FOR COMPLETING THE SURVEY**



Economic Development Authority Agenda

1. Call to Order
 - a. Pledge of Allegiance
 - b. Roll Call
 - c. Agenda Modifications
2. Approval of the Agenda
3. Approve Minutes of March 6, 2018 Regular Economic Development Authority Meeting
4. Other Business / Updates / Communications
 - a. Business Prospects
 - b. EDAM
 - c. GPS 45:93
 - d. 2018 City Promo Bag Program
 - e. Mayor's Employer Celebration Day
 - f. LMC Day at the Capitol
 - g. Housing Starts in 2018
 - h. Business Arrivals and Departures in Isanti 2018
5. Adjournment

**City of Isanti
Economic Development Authority
Regular Meeting Minutes of
March 6, 2018
Isanti City Hall**

1. Call To Order

The meeting was called to order by President George Wimmer at 7:20 p.m.

a. Pledge of Allegiance

b. Roll Call

Members Present: Tara Hallberg, Steve Lundeen, Ross Lorinser, Paul Bergley, Jill Reller and George Wimmer

Members Absent: Dan Collison (Excused)

Staff Present: Economic Development Director Sean Sullivan

c. Agenda Modifications

2. Approval of Agenda

Motion by Commissioner Lundeen, seconded by Commissioner Lorinser to approve agenda as presented. Motion carried unanimously.

3. Approve Minutes of February 7, 2018 Regular Economic Development Meeting

Motion by Commissioner Bergley seconded by Commissioner Lorinser to approve the minutes for February 7, 2018. Motion carried unanimously.

4. 2018 Mayor's Employer Celebration Day

Economic Development Director Sullivan highlighted the June 19, 2018 date of the event for this year and the 17 businesses that are celebrating mile stone City of Isanti Anniversaries. He indicated that plaques for recognition are estimated to cost \$357 which is well within the budgeted \$1,000 for the event. He highlighted past years business specialists that attend and their ability to answer questions businesses might have. He stated that Isanti Retail Meats has committed to preparing the food for the event. The event has grown in size over the years and continues to be a great success.

President Wimmer highlighted the fact that local elected officials are present and assist with the serving of food and are there for questions from the Isanti businesses.

5. City Promotional Bag Program 2018

Economic Development Director Sullivan stated that the first event for the City Promo Bag program would be on April 14-15 at Isanti Indoor Arena – Home of Rum River BMX. He anticipated at least 200 bags being distributed at the event. Other events, including the Fireman's Rodeo during Jubilee are slated for participation in the program.

President Wimmer stated that based on the growing number of events and the limited number of bags, the city might have to consider expanding the program next year. Economic Development Director Sullivan will monitor this item and bring it back for consideration if needed.

6. Other Business / Updates

Economic Development Director Sullivan highlighted the Staff Memo specifically relating to the hotel status and housing starts.

Commissioner Bergley asked when the project would break ground.

Economic Development Director Sullivan stated that the Development Agreement has a closing date of on or before April 30, 2018 and that construction was likely once the frost was out, road restrictions are lifted and the spring construction season commences.

Commissioner Lundeen stated that this has been a winter with

- a. Business Prospects
- b. EDAM
- c. GPS 45:93
- d. Spring 2018 Isantian
- e. Housing Starts in 2018
- f. Business Arrivals and Departures in Isanti 2018

7. Adjournment

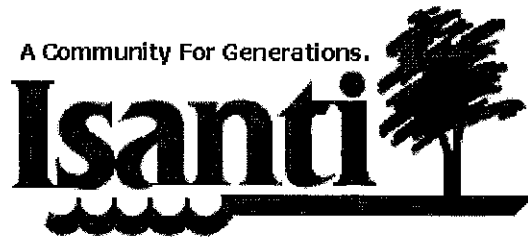
Motion by Commissioner Bergley, seconded by Commissioner Lorinser to adjourn at 7:30 pm.
Motion carried unanimously.

Dated at Isanti, Minnesota, this 6th day of March, 2018.

Respectively Submitted,

Sean M. Sullivan, Economic Development Director

MEMO



To: Economic Development Authority
From: Sean M. Sullivan, Economic Development Director *SMS*
Date: March 29, 2018
Subject: Project Updates / Informational Items

Business Prospects/Projects:

Hotel- Staff continues to work with developer and financial institutions. This project is a 60 Unit Best Western Plus. An appraisal has been completed and the Developer is moving forward with financing. Closing on the project is anticipated on or before April 30, 2018.

Steel Fabricator- The City Development Team is currently working with a steel fabricator on a preliminary site plan and development agreement. The Developer is working toward a plan submittal to Planning Commission on May 15.

Kwik Trip – Construction is anticipated to commence in August 2018. Demolition of the building formerly known as Riverside Market is underway.

General - Staff has been contacted by other prospects but the discussions are preliminary in nature. Prospects and targeted business types include: manufacturing, self-storage, commercial-retail, SFR residential, restaurants, senior housing and industrial. Staff will continue to pursue options as they present themselves and will continue to work on business recruitment.

EDAM –The agenda and minutes are attached for the EDAM board meeting.

GPS 45:93: Attached is the agenda and minutes from the last meeting.

2018 City Promotional Bag Program – 200 Bags will be distributed at the Gold Cup Qualifier / Rice for Life Event at IIA – Home of Rum River BMX.

Mayor's Employer Celebration Day – Staff is working on business list updates, invitations and other preparation for the June 19, 2018 event. Staff is hopeful invitations will be sent out by April 6, 2018.

LMC Day at the Capitol – March 22, 2018 – President Wimmer and Economic Development Director Sullivan received legislative updates and met with local and key legislators to communicate City of Isanti positions on economic development and local government control. Attached is the flyer developed by City staff and resolutions passed by the City of Isanti Council that was given to each legislator the City met with. The President and ED Director met with the following legislators: Speaker Kurt Daudt, Senator Koran, Representative Johnson, Senator Hoffman, Senator Abeler and Senator Lourey. ED Director Sullivan also met with many of the same legislators on March 7th for EDAM Day at the Capitol to ask for continued support of economic development programs including MIF and JCF which the City of Isanti has utilized in the past. Meeting with legislators multiple times on important issues and developing a good line of communication is paramount to getting legislation passed that benefits the City of Isanti.

Housing Starts in 2018: As of March 29, 2018 there has been 13 single family housing permits pulled and 7 in process. In 2017, there had been 13 permits pulled as of this date with 3 in process so we appear to be ahead of last year's pace. It should be noted that the Sewer and Water Rate Study and future growth assumptions call for 25 SFR residential hookups annually for each year into the future.

Businesses Arrivals and Departures in Isanti 2018: The City of Isanti is proud to recognize new businesses for choosing Isanti to be home in 2018. **Arrivals:** Max Tech (101 Cajima St NE), Joe's Custom Cabinetry (700 E Dual Blvd NE), Cellular Clinic (404 Whiskey Rd NW, Ste G) **Departures include:** Boeke's Woodshop (700 E Dual Blvd NE)



4.b.

Board of Directors Meeting

March 28, 2018 | 10:00 am to 12:00 pm

The Harrington Company, 4248 Park Glen Road, Minneapolis, MN 55416

Call-in: (563) 999-2090 | Access code: 835741

AGENDA

Question of the Month: What two radio stations do you listen to in the car the most?

- I. **Call to order**
 - a. Review of agenda

- II. **Executive Committee Report**
 - a. Financials
 - b. Meeting minutes

-Action: Approval of meeting minutes & financials

- III. **Bylaws Amendments**

-Action – Approve changes, official notice has been provided to membership

- IV. **Strategic Plan**

-Action – Approve 2018-2019 strategic goals and workplan

- V. **Committees**
 - a. **Emerging Professionals**
 - i. Board Liaison
 - ii. Event sponsor suggestions

-Action – Assign Board Liaison

 - b. **Conference | Board Liaison: Gene Goddard**
 - i. Summer 2019 conference location

 - c. **EDAM U | Board Liaison: Erik Hansen**
 - i. Update on Foundation education initiative

 - d. **Government Relations | Board Liaison: Chris Eng**

 - e. **Marketing & Communications | Board Liaison: Morgan Hill**

 - f. **Member Services | Board Liaison: Erin Sparks**

- VI. **Other Business**
 - a. Next Board meeting – Wednesday, April 25, 2018 9:00am – 10:00 am @EDAM Office

- VII. **Adjournment**

EDAM's Mission:

To champion Economic Development in Minnesota through professional development, networking, and advocacy.

EDAM's Vision:

Be recognized as Minnesota's vibrant and professional member-driven Economic Development organization.



Economic Development
Association of Minnesota

Board of Directors Meeting

February 28, 2018 | 10:00 am – 12:00 pm

EDAM Office

MINUTES

Attending:

Megan Barnett-Livgard, Matt Brown, Kim Lindquist, Adam Kienberger, Chris Eng (via phone), Christy Lewis, Jeff Rossate (via phone), Erin Sparks, Sean Sullivan, Gene Goddard, Morgan Hill (via phone)

Absent / Excused:

Erik Hansen, Patrick Connoy

Staff:

Colleen Ayers, Executive Director

Meeting called to order by Megan Barnett-Livgard at 10:00 am.

EXECUTIVE COMMITTEE REPORT

- **Financials**

We discovered that Ewald paid themselves for the final invoice in December (approx. \$9,300), which altered the 2017 bottom line; the year ended up at approx. negative \$29,000. The loss was mostly due to multiple management fees for several months and the 50th anniversary items. 2018 is mostly on point year to date. Colleen noted that the "true" net income for the Winter Conference is approx. \$7,900 when staff time expense is taken into account.

- **Strategic Plan**

Megan received a draft of the strategic plan from the session facilitator and will do an initial review with the Executive Committee. The draft plan will be distributed for review at the March board meeting.

Motion made and seconded to approve the January 2018 meeting minutes and financial report.

Motion carried.

CHAMBER OF COMMERCE MEMBERSHIP TRADE

Megan met with Bill Blazar to discuss the membership trade proposal. It was suggested that we should trade memberships with a legislative focus; the EDAM representative (either the Government Relations committee chair or vice chair) would be allowed to sit on any of their legislative committees and the EDAM membership would be assigned to one of the Chamber's legislative staffers. Discussion included whether this is a good strategic move, as the Chamber and EDAM are often on different sides of legislative issues.

EDAM's Mission:

To champion Economic Development in Minnesota through professional development, networking, and advocacy.

EDAM's Vision:

Be recognized as Minnesota's vibrant and professional member-driven Economic Development organization.

Motion made and seconded to trade membership with the Chamber of Commerce in 2018, with a legislative focus, and to re-evaluate in 2019. Motion carried, with 1 opposed and 1 abstention.

Megan and Chris will follow up with the Chamber to work out logistics.

PROPOSED BYLAWS AMENDMENTS

The following Bylaws amendments were proposed to Articles V and IX:

ARTICLE V

BOARD OF DIRECTORS

Section 1. General Powers. The property, affairs and business of this Corporation shall be managed by the Board of Directors, who in that capacity shall have one vote each.

Section 2. Number, Qualification and Term of Office.

- (a) The number of directors shall not be fewer than nine, nor more than ~~13~~14.
- (b) Terms of the directors shall be for two calendar years. Directors are to be elected for staggered terms so that not all directors are up for election in a given year. No director shall serve more than three consecutive terms (unless elected as an officer of the Corporation). Members are eligible for re-election to the Board after one year of absence from the Board.
- (c) The Commissioner of the Minnesota Department of Employment and Economic Development (or his or her designee) may appoint a director to the Board of the Corporation. The appointed director shall have the same rights as other directors and shall be counted in determining the total number of directors.
- (d) The Minnesota Economic Development Foundation may appoint a director to the Board of the Corporation. The appointed director shall have the same rights as other directors and shall be counted in determining the total number of directors.

ARTICLE IX

COMMITTEES

Section 1. Standing Committees. Standing Committees of the Corporation shall be:

- (a) Member Services Committee.
- (b) Government Relations Committee.
- (c) Marketing and Communications Committee.
- (d) Conference Committee
- (e) EDAM U Committee
- (d) Emerging Professionals Committee

EDAM's Mission:

To champion Economic Development in Minnesota through professional development, networking, and advocacy.

EDAM's Vision:

Be recognized as Minnesota's vibrant and professional member-driven Economic Development organization.

The Standing Committees will operate pursuant to Committee Charters approved by the Board of Directors which outline the Committees' responsibilities. All Standing Committees are advisory, in that they make recommendations to the Board of Directors. Committees may not independently take action on behalf of the Corporation.

Motion made and seconded to approve Bylaws amendments as presented. Motion carried.

CONFERENCE COMMITTEE

The Minnesota Economic Development Foundation has requested staff assistance with Foundation golf tournament at the Summer Conference, as has happened in the past. The board agreed that it is appropriate for EDAM staff to continue supporting the event by setting up registration on the website/collecting payments. The Foundation should handle all other event planning, coordination, foursome follow-up, etc. Megan will reach out to Tim Korby to set expectations.

The committee would like to produce a "fast facts" infographic to help communicate ROI to potential conference sponsors and exhibitors. Christy Lewis offered to see if her graphic design team at Opus could help produce the piece.

MARKETING & COMMUNICATIONS COMMITTEE

The committee is working in conjunction with Member Services to create an "elevator pitch" marketing piece to help convey who EDAM is. The question was raised of whether we need a graphic piece to do this, or if it can just be consistent messaging for the Member Services' committee's in-person outreach meetings. There was general consensus that a graphic piece would be useful to support the verbal message. The Member Services committee does not need to wait until this piece is ready to begin their diversity outreach efforts. Megan will work with Tim Johnson to begin to get meetings set up.

Motion made and seconded to authorize \$340 - \$425 for graphic design to create the marketing piece, but to move forward with outreach meetings now. Motion carried.

MEDALIST THANK YOU AD

New pricing/specs for medalist thank you ad options were included in the board packet. The board recommended moving forward with placing a digital ad with the Minneapolis/St. Paul Business Journal, thanking both 2017 and 2018 medalists. The benefit will be removed from the 2018 membership brochure, as we do not plan to run another ad later in the year for medalists who join after the ad has run. This benefit will not be continued going forward.

Motion made and seconded to allocate up to \$2,200 for a thank you ad recognizing the 2017/2018 medalists in a digital ad in the Minneapolis/St. Paul Business Journal. Motion carried.

GOVERNMENT RELATIONS COMMITTEE

There was a request for the board to authorize EDAM's logo being placed on the list of those who endorse the vision of the Minnesota Rural Broadband Coalition. The board reached consensus that this is appropriate.

ADJOURNMENT

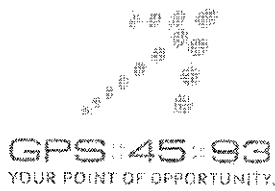
Motion made and seconded to adjourn. The meeting was adjourned at 11:35 am.

EDAM's Mission:

To champion Economic Development in Minnesota through professional development, networking, and advocacy.

EDAM's Vision:

Be recognized as Minnesota's vibrant and professional member-driven Economic Development organization.



4.c.

Board of Directors Meeting
Pine Technical & Community College, 900 4th St SE, Pine City MN
Friday, March 23, 2018 10:00 a.m. - 12:00 p.m.
Host: Pine Technical & Community College

<p style="text-align: center;">GPS 45:93 Mission Statement</p> <p>Collaborate to strengthen the regional economy by:</p> <ul style="list-style-type: none">~ Providing a regional approach to workforce development, business attraction, retention & expansion~ Acting as a conduit for members and the region to access resources and educational opportunities	<p style="text-align: center;">GPS 45:93 Strategic Plan Summary</p> <p style="text-align: center;">~ Act Regionally</p> <ul style="list-style-type: none">~ Provide education & networking opportunities.~ Promote enhancement of regional workforce & infrastructure.~ Sustain organizational vitality through effective engagement of volunteer and contracted leadership & resources.
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Welcome

Additions to the Agenda & Approval of Agenda

Approval of Minutes

- a.) Board of Directors Meeting Minutes from February 23, 2018

Treasurer Report – Doyle Jelsing

- a.) Financial Report as of March 16, 2018

Executive Committee

- a.) General updates

Consultant Report

- a.) Economic Gardening Updates
- b.) Membership Recruitment

Committee Reports

- a.) Workforce – Carla Vita
- b.) Marketing Committee - Sean Sullivan and Richard Baker
 - a. April 27, 2018 Site Selector Tour
- c.) Broadband Taskforce - Nancy Hoffman
 - a. Rural Broadband Coalition Fact Sheet
- d.) Education/Training - Richard Baker and Rebecca Perrotti

Presentation

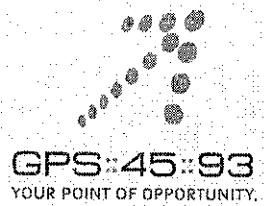
- a.) Tools for Success Demonstration - Kay Reynolds, President, Tools and Resources for Business Success

Other Business & Informational Links (These items are not printed as part of the agenda packet)

- a.) Next CVN Session - Friday, April 13, 2018 -- Presenter Profile Draft Packet
- b.) Legislative Update for March 9, 2018
- c.) Register Now for the Broadband Day on the Hill, Coming up on April 12th
- d.) Broadband Update for March 16, 2018

Adjourn

Next Board Meeting: April 27, 2018 at Sandstone Area Golf Course, 343 Lark Street



GPS 45:93 Member Representatives

x	Lezlie Sauter, Pine City	x	Nancy Hoffman, Chisago County	x	Richard Baker, Past Chairman
	Marshall Lind, Braham	x	Greg Anderson, Isanti County	x	Doyle Jelsing, Neighborhood National Bank
	Kathy George, Sandstone	x	Heidi Steinmetz, Kanabec County		Sara Treiber, Mille Lacs Corporate Ventures
	Mark Perry, Hinckley		Dave Minke, Pine County	x	Melissa Bettendorf, North 65 Chamber
x	Sean Sullivan, City of Isanti	x	Rebecca Perrotti, CMJTS		Jeff Larson, Minnesota Energy Resources
	Beth Thorp, Mora	x	Jordan Zeller, ECRDC		Nancy Aronson Norr, MN Power
x	Carla Vita, North Branch		Joe Mulford, PTCC		Randy Ulseth, FirstLight
x	Amy Mell, Rush City		Becky Lourey, Nemadji Research		Gary Shaw, Cambridge Medical Center
	City of Princeton		Bruce Pogatchnik, Northview Bank		Mary Minnick-Daniels, EC Arts Council
		x	Pam Sarvela, MN Energy Resources		Arik Forsman, MN Power

GPS 45:93 Guests

x	Bill Coleman, Community Technology Advisors	x	Karl Schuettler, Northspan Group
x	Sandy Voigt, Region Five Development		Becky Schueller, Pine City Area Chamber of Commerce
x	Rick Olseen, Congressman Nolan's Office		Bob Voss, ECRDC
	Della Ludwig, DEED Workforce Consultant		Sam Griffith, Past Chairman
	Joan Berning, DEED		Jeff Wig, Initiative Foundation
	Brent Stavig, Rush City High School	x	Kelly Schroeder, Pine County
		x	Julia Gervias, North Branch Chamber
		x	Representative Anne Neu

Welcome

Additions to the Agenda & Approval of the Agenda

Opportunity zones were added under Executive Committee. Motion by Sullivan, seconded by Zeller to approve the agenda with the one addition. Motion approved unanimously.

Approval of Minutes

- a) Board of Directors Meeting Minutes from January 26, 2018

Motion by Zeller, seconded by Sullivan to approve the minutes as presented. Motion carried unanimously.

Treasurer Report - Doyle Jelsing

a) Financial Report as of February 16, 2018

Jelsing presented the treasurer report. Motion by Zeller, seconded by Baker to approve as presented. Motion carried unanimously.

Presentation:

a) Bill Coleman - Community Technology Advisors

Coleman discussed broadband standards, terms, etc. He informed how the county's represented by GPS lack high speed internet. Internet companies do not have requirements to provide high speed internet to all. Coleman stated that the Governor's Broadband Task Force have indicated that they are recommending \$71M per biennium for broadband for four bienniums.. Therefor, as the state provided \$20M last year, the Rural Broadband Coalition is requesting \$50 M towards the Border to Border Broadband program. MN Rural Broadband Coalition day on the hill is April 12. There is a \$25 fee, but breakfast and lunch are covered. The Rockefeller Foundation has a competitive grant program that will allow for the funding of a regional Broadband feasibility study. The grant considers work with local utility companies. GRE is interested in high speed internet technology and is working with ECE to further this issue. Representative Neu educated that Connexus Energy, that also covers a portion of the region is interested in high speed internet.

Coleman stated that Mille Lacs County applied for broadband funds and did not receive funding. Isanti has a feasibility study. Application is due (was due) Feb 28 . The Rockefeller Foundation requires a match of 10% up to \$20,000. Nancy Hoffman indicated that Chisago County HRA-EDA will likely fund \$5,000 or it's share. Steinmetz stated that Kanabec may contribute \$5,000. Coleman's reports will be used for the application. GPS can sponsor the application. The feasibility study will indicate costs for high speed in areas and next steps. Options for broadband will also be discussed. Broadband needs anchors - schools, hospitals, etc. Broadband is under the State Legislature bonding bill.

Motion by Jelsing, second by Baker to have GPS submit an application for fund from the Rockefeller Foundation with Blandin covering \$10,000 of the maximum \$20,000 and other counties making up the difference. Motion carried unanimously.

Executive Committee

a) Conflict of Interest Form

Fill out and give to Becky immediately.

b) Succession Planning Training for Business

Justin Erickson with CVN indicated that he has a client willing to offer training. In researching this opportunity, Liz Templin, SBDC and ECRDC are also interested in assisting.

c) Education/Training

The committee is still waiting for a proposal from Deckert. They are going to get proposals from other groups to offer training. GPS has a list of topics. Sullivan stated that EDAM has a list of people that may offer training. EDAM has an initiative to get out to the regions. The Initiative Foundation may have \$2500 that GPS may apply for for the training.

d) Opportunity Zones

Zeller informed on Opportunity Zones economic development program was released by DEED. Investments for the zones was made possible in the Jobs and Tax Cut Law. Applications are due March 8, 2018. There are tracts that meet low income and poverty requirements for

eligibility. Each County that has locations can submit for the available slots. Out of the 450 potential sites, the Governor may choose 123 census tracts.

The funds are not invested from capital gains. Few details exist, but we know the funds can be used for public or private projects, including business, housing and entrepreneurs. The assumption is that this will have significant record keeping. County's are the lead as they must designate zones.

Consultant Report

- a) Economic Gardening Updates
Schuettler meeting with the CEO businesses today.
- b) Membership Recruitment
Targeting Organizations, Utilities, Cities, Banks, Financial Institutions, Health, Engineering Firms, Health Care, Chambers, etc. Banks will have an invite to the March GPS meeting. A letter will be sent to all that attended the International Economic Development event in Mora. There was additional discussion on another classification for joining with a different cost.
- c) Tools for Success
The developer of the website will be at the March GPS meeting. The site design has been updated. Advertising is allowed on the page and is another benefit to GPS.
- d) Northspan Group
Their current President is retiring. This will not affect GPS.

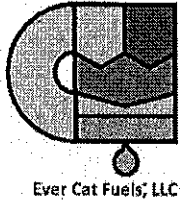
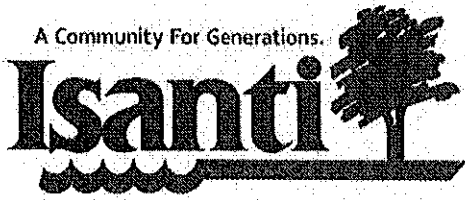
Committee Reports

- a) Workforce
Vita gave a report to bring Hutch and/or the Wisconsin school model to the region and invite all the region's schools to attend and learn. GPS workforce funds could cover the cost to bring Hutch and the WI school to the region and cover lunch to the educators that attend.
Motion by Baker, second by Sauter to allocate funds of up to \$2000 of the GPS workforce funds for the event.
- b) Marketing
Working on cards and display for Tools for Success for meeting with banks. The cards will cost \$125 and the banner promo item will be approximately \$150.
Motion by Vita, second by Jelsing to allocate \$125 for cards and \$150 for a display for promotional purposes.
Jeff Rossate, DEED, will be doing a mini-fam tour in April.
- c) Broadband Task Force - No further discussion

Other Business & Informational Links

- a) Klobuchar PR
- b) MN Department of Labor & Industry
- c) CVN Hosts
- d) East Central MN Career Fair
- e) Upcoming Training Opportunities from SCORE

Adjourn.



League of Minnesota Cities Day at Capitol (LMC) – March 22, 2018

Facts about the City of Isanti

- Estimated Population: 5,900
- 252 housing starts 2014-Current (91 in 2017)
- Median age of City of Isanti resident is 31
- 179 businesses employ 1,909 people in Isanti
- Winner- EDAM Economic Development Award in Excellence - Business Recruitment (2008, 2016)

City of Isanti Use of Minnesota Investment Fund Program and Local RLF Program

2008 - *Ever Cat Fuels Mfg* – \$9.3M project – Construction of Bio-diesel Mfg, research and development plant

\$194,000 MIF Award – 25 Jobs

2012 *Manufactured Component Resources Mfg*– \$255K Project – 8,400 SF purchase of vacant building

\$22,500 City MIF (RLF) – 6 Jobs

2013 *Cylinder Head Express Mfg*– \$184K Project – 4,500 SF purchase of vacant building

\$25,000 City MIF (RLF) – 5 Jobs

2013 *X-Caliper Engineering Mfg*– \$150K Project – 9,000 SF purchase of vacant building

\$16,500 City MIF (RLF) – 5 Jobs

2015 *SnoBear USA Mfg*– \$1.79M Project – 41,000 SF vacant building purchase, remodel and site clean-up

\$400,000 MIF Award and 27K City MIF (RLF) – 36 Jobs

2016 *Trans-Mississippi Biological Supply Mfg* – \$400K Project – 9,000 SF purchase of vacant building

\$15,000 City MIF (RLF) – 6 Jobs

State MIF Investment \$594,000, City MIF RLF Re-investment \$106,000, Total Investment \$12,079,000, 83 new Jobs

***** The City of Isanti does not support recommendations in the February 2018 OLA Minnesota Investment Fund Evaluation Report that would eliminate the role of local governments from the MIF Loan process and remove local management of MIF seeded City Revolving Loan Funds.**

Mayor George A. Wimmer
george@georgewimmer.org
 763.442.8749

Economic Development Director Sean Sullivan
ssullivan@cityofisanti.us
 763.807.4339

RESOLUTION 2018-062

A RESOLUTION SUPPORTING LOCAL DECISION-MAKING AUTHORITY

WHEREAS, local elected decision-makers are in the best position to determine what health, safety and welfare regulations best serve their constituents; and

WHEREAS, just like state legislative leaders, local elected officials are held accountable through Minnesota's robust elections process; and

WHEREAS, ordinances at the local level are enacted only after a comprehensive, legal and open process; and

WHEREAS, local units of government are required to publish notices about meetings where policies will be discussed and decisions will be made; and

WHEREAS, under the state's Open Meeting Law, public policy discussions and decisions must occur in meetings that are accessible to members of the public; and

WHEREAS, cities are often laboratories for determining public policy approaches to the challenges that face residents and businesses; and

WHEREAS, preservation of local control in Minnesota has yielded statewide benefits such as the 2007 Freedom to Breathe Act, an amendment to the Minnesota Clean Indoor Air Act; and

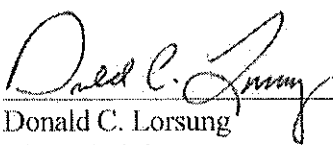
WHEREAS, restricting local government units relating to public project management and retainage to guarantee completion and performance could lead to incomplete or substandard projects.

WHEREAS, many preemption bills that restrict local decision-making have been introduced in 2018 to date.

NOW, THEREFORE, IT IS HEREBY RESOLVED by the City Council of the City of Isanti, Minnesota that this Council supports local decision-making authority and opposes legislation that removes the ability for local elected officials to respond to the needs of their businesses and constituents.

This Resolution is hereby approved by the Isanti City Council this 20th day of March, 2018.

Attest:



Donald C. Lorusong
City Administrator



Mayor George A. Wimmer

RESOLUTION 2017-083

A RESOLUTION SUPPORTING LOCAL DECISION-MAKING AUTHORITY

WHEREAS, local elected decision-makers are in the best position to determine what health, safety and welfare regulations best serve their constituents; and

WHEREAS, just like state legislative leaders, local elected officials are held accountable through Minnesota's robust elections process; and

WHEREAS, ordinances at the local level are enacted only after a comprehensive, legal and open process; and

WHEREAS, local units of government are required to publish notices about meetings where policies will be discussed and decisions will be made; and

WHEREAS, under the state's Open Meeting Law, public policy discussions and decisions must occur in meetings that are accessible to members of the public; and

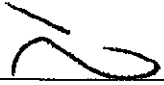
WHEREAS, cities are often laboratories for determining public policy approaches to the challenges that face residents and businesses; and

WHEREAS, preservation of local control in Minnesota has yielded statewide benefits such as the 2007 Freedom to Breathe Act, an amendment to the Minnesota Clean Indoor Air Act; and

WHEREAS, more than two dozen bills that restrict local decision-making have been introduced in 2017 to date.


NOW, THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF ISANTI, that this Council supports local decision-making authority and opposes legislation that removes the ability for local elected officials to respond to the needs of their businesses and constituents.

ADOPTED by the Isanti City Council this 21st day of March, 2017.



Mayor George A. Wimmer

Attest:



Lindsey Giese
Human Resources/City Clerk



Economic Development Authority Agenda

1. Call to Order
 - a. Pledge of Allegiance
 - b. Roll Call
 - c. Agenda Modifications
2. Approval of the Agenda
3. Approve Minutes of April 3, 2018 Regular Economic Development Authority Meeting
4. Consider Authorization for Advertising for Quotes for Lease of EDA/City Owned Crop Land
5. Other Business / Updates / Communications
 - a. Business Prospects
 - b. EDAM
 - c. GPS 45:93
 - d. City Promotional Bag Program
 - e. Mayor's Employer Celebration Day
 - f. Economic Development / Marketing Intern
 - g. Innovative Approaches to Career Readiness – May 4, 2018
 - h. 2017 (2018) MBAF Report Complete
 - i. Housing Starts in 2018
 - j. Business Arrivals and Departures in Isanti 2018
6. Adjournment

City of Isanti
Economic Development Authority
Regular Meeting Minutes of
April 3, 2018
Isanti City Hall

1. Call To Order

The meeting was called to order by President George Wimmer at 7:25 p.m.

a. Pledge of Allegiance

b. Roll Call

Members Present: Tara Hallberg, Steve Lundeen, Ross Lorinser, Dan Collison, Paul Bergley, Jill Reller and George Wimmer

Members Absent: None

Staff Present: Economic Development Director Sean Sullivan

c. Agenda Modifications

2. Approval of Agenda

Economic Development Director Sullivan asked to add 3.1 Consider Survey for New Isanti Residents to the Agenda. Motion by Commissioner Lundeen, seconded by Commissioner Bergley to approve Agenda adding Item 3.1 Consider Survey for New Isanti Residents to the Agenda. Motion carried unanimously.

3. Approve Minutes of March 6, 2018 Regular Economic Development Meeting

Motion by Commissioner Lundeen seconded by Commissioner Lorinser to approve the minutes for March 6, 2018. Motion carried unanimously

3.1 Consider Survey for New Isanti Residents

ED Director Sullivan highlighted the survey conducted in January 2017. He indicated that the survey had a 36% participation rate which was statistically significant. Isanti is growing quickly and getting meaningful data on why people are moving here and to get a better pulse on the housing market is important. He revised the survey to include some questions in reference to the City website to hopefully get some feedback from new residents on how to improve it. He explained that it would be possible to expand the scope of the survey to all new residents within a certain time period, not just ones that constructed new homes.

President Wimmer reiterated that this proposed survey would include both new construction and new residents which is an expanded scope and will provide better a better data set. He stated that the cost be shared with Park, Recreation and Culture Board and to put a not to exceed amount from the EDA.

The memo provided a cost estimate of \$1,038.93 based on 500 surveys.

Motion by Commissioner Lorinser seconded by Commissioner Collison to move forward with conducting a survey and to share the cost with Park Recreation and Culture Board in an amount not to exceed \$1,038.93. Motion carried unanimously.

4. Other Business / Updates

Economic Development Director Sullivan highlighted the Staff Memo. Sullivan indicated that the Hotel project was moving along as planned and was on schedule to close on or before April 30, 2018. He reminded the EDA of the April 14-15 BMX Event and the 200 bags that would be distributed at the event. Sullivan stated that 16 new SFR permits had been pulled with 6 more in process. This puts the City ahead of last year's pace which totaled 91 at years end. City representation at the state capitol for the EDAM and LMC events was effective.

President Wimmer stated that the 25 SFR building permits was budgeted for the Sewer and water systems and that the growth has allowed Isanti reduce rates and SAC and WAC charges.

Economic Development Director highlighted the new arrival of Joes Cabinetry Shop and Cellular Clinic and that they were going to have grand openings set up when the weather gets nice.

Sullivan stated that he and President Wimmer had attended the LMC Day at the Capitol together and that the city message was well received by our local legislators along with other key members of each caucus. Meeting multiple times over multiple years with legislators is making a difference.

President Wimmer echoed the effectiveness of the visits with legislators. He stated that communications with legislators during this session had led to direct action that was positive for the City of Isanti in regards to local government control. He spoke specifically to a bill that includes reducing retainage for city projects. He indicated that this would provide for an environment where project could be left incomplete. He also indicated that the City was able to meet with Key leaders in each caucus which is a good way to assure that the City of Isanti concerns are being heard and addressed.

Commissioner Lundeen highlighted the demolition of the Riverside Market building and that they did a good job with the demolition. He thanked the previous businesses for their time here but welcomed the new investment to the city of Isanti.

Economic Development Director Sullivan stated that the development standards in place along Hwy 65 set the tone for future development and prevent costly future redevelopment project in the future. The face of Isanti is changing with the removal of Riverside Market and Burger Top buildings. He indicated we get one chance to "do it right".

- a. Business Prospects
- b. EDAM
- c. GPS 45:93
- d. 2018 City Promo Bag Program
- e. Mayor's Employer Celebration Day
- f. LMC Day at the Capitol
- g. Housing Starts in 2018
- h. Business Arrivals and Departures in Isanti 2018

5. Adjournment

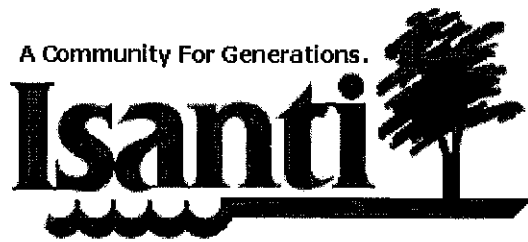
Motion by Commissioner Bergley, seconded by Commissioner Collison to adjourn at 7:42 pm.
Motion carried unanimously.

Dated at Isanti, Minnesota, this 3rd day of April, 2018.

Respectively Submitted,

Sean M. Sullivan, Economic Development Director

MEMO



To: Economic Development Authority

From: Sean M. Sullivan, Economic Development Director *SMS*

Date: May 1, 2018

Subject: Consider Authorization for Advertising for Quotes for Lease of EDA/City Owned Crop Land

Background:

On June 6, 2017 the City Council of the City of Isanti adopted the attached Resolution 2017-168 which authorized the transfer of 6 parcels of land to the City of Isanti Economic Development Authority. 66.06 acres of Parcel 5 and all of Parcel 6 (4 acres "more or less") were included in past crop leases. Approximately 16.64 acres of Tax ID 16.090.0120 was also included in the crop lease entered into last year and combined with Parcel 5 totaled 82.7 acres "more or less".

Now that the EDA is the owner of majority of this property it would make sense to have the EDA handle the lease and revenue generated from each parcel leased for crop land. The City Council will be considering action the would allow the EDA to lease out the entire 82.7 acre "more or less" and 4 acre "more or less" parcels and to collect the associated revenue.

The current leases expire at the end of the 2018 growing season. Staff is requesting permission to advertise for quotes for the lease of the two parcels. The larger acreage behind the WWTP and the smaller parcel behind UPS will be leased for the 2019 growing seasons. Attached is the bid advertisement and specifications for both parcels.

Requested Action:

Authorize staff to advertise for quotes for lease of city owned crop land.

Attachments:

Resolution 2017-168
Bid Advertisement
Specifications

RESOLUTION NO. 2017-168

A RESOLUTION APPROVING THE TRANSFER OF CERTAIN REAL ESTATE OWNED BY THE CITY OF ISANTI TO THE ECONOMIC DEVELOPMENT AUTHORITY (EDA) OF THE CITY OF ISANTI

WHEREAS, the City of Isanti, Minnesota is the owner in fee title of certain real property lying and being in the City of Isanti, Isanti County, Minnesota, legally described as set forth in Exhibit "A" attached hereto and made a part hereof; and,

WHEREAS, said real property was acquired by and is owned and held by the City primarily for the purpose of enhancing economic development within the City; and,

WHEREAS, the City Council of the City of Isanti hereby finds that the transfer of title from the City of Isanti to the Economic Development Authority of the City of Isanti (EDA) will provide the EDA with such option, if hereafter deemed appropriate by the EDA, to use all or such portion of the said real property described in Exhibit "A" attached hereto as may be necessary to procure appropriate financing for or to otherwise accommodate the construction of a hotel within the City of Isanti, including such financial participation in said project by or through the EDA, in accordance with its statutory authority, as the EDA may hereafter deem appropriate; and,

WHEREAS, the City is authorized pursuant to the provisions of Minnesota Statutes Sections 465.035, 469.091 and 469.012 to transfer said real property to the EDA for the purposes herein provided; and,

WHEREAS, the City Council of the City of Isanti finds pursuant to the provisions of Minnesota Statutes Section 462.356; subd. 2 that the transfer of the subject real property pursuant to the provisions of this Resolution has no relationship to the City's Comprehensive Municipal Plan, and thus needs no review by the Planning Commission prior to approval, and accordingly hereby **RESOLVES** to dispense with the requirements of said subdivision.

NOW THEREFORE, IT IS FURTHER RESOLVED: That the Mayor and City Clerk or their designees are hereby authorized and directed to sign and deliver any and all deeds of conveyance and/or other documents as may be reasonably necessary or convenient to the conveyance of the real property described on Exhibit "A" attached hereto to the City of Isanti EDA, as provided above.

This Resolution was adopted by the City Council of the City of Isanti, Minnesota as of the 6th day of June 2017, upon the following vote:

5 voting in favor:

0 voting opposed:



Mayor George A. Wimmer

Attest:



Lindsey Giese
Human Resources/City Clerk

EXHIBIT "A"

Legal Description

Parcel 1

Outlot A, Isanti Centennial Complex 5th Rearrangement according to the plat thereof on file and of record in the Office of the Isanti County Recorder (Tax Parcel ID #16.124.0020)

Parcel 2

Lot 1, Block 1, Isanti Centennial Complex 2nd Rearrangement according to the plat thereof on file and of record in the Office of the Isanti County Recorder (Tax Parcel ID #16.115.0010)

Parcel 3

Lot 1, Block 1, Isanti Centennial Complex 6th Rearrangement according to the plat thereof on file and of record in the Office of the Isanti County Recorder (Tax Parcel ID #16.137.0010)

Parcel 4

Outlot A, Isanti Centennial Complex 3rd Rearrangement according to the plat thereof on file and of record in the Office of the Isanti County Recorder (Tax Parcel ID #16.125.0020)

Parcel 5

Outlot H, Isanti Centennial Complex according to the plat thereof on file and of record in the Office of the Isanti County Recorder (Tax Parcel ID #16.090.0140)

Parcel 6

The West 410 feet of the following described tract of land to-wit: All that part of the Southeast Quarter of the Northwest Quarter (SE ¼ of NW ¼) of Section Twenty-nine (29), Township Thirty-five (35), Range Twenty-three (23), described as follows, to-wit:

Commencing at the intersection of the North line of said forty acres and the Westerly right-of-way line of Minnesota Trunk Highway No. 65 as presently existing and laid out, thence West and along said North line a distance of 1036 feet, thence South and parallel with the East line of said forty acres a distance of 425 feet, thence East and parallel with the North line of said forty acres a distance of 977 feet, more or less, and to the Westerly right-of-way line of Minnesota Trunk Highway No. 65 as presently existing and laid out, thence Northeasterly and along said Westerly right-of-way line of Minnesota Trunk Highway No. 65 to the point of beginning and there to terminate. (Tax Parcel ID #16.029.1400)

All of said parcels are being conveyed subject to any easements, restrictions, reservations or applicable provisions of recorded Development Agreements of record, if any.

CITY OF ISANTI
REQUEST FOR QUOTES FOR LEASE OF EDA/CITY OWNED CROP LAND

The EDA/City of Isanti is accepting quotes for leasing EDA/City owned property for crop farming for the 2019 crop year. Specifications are available upon request from the Economic Development Director's Office at Isanti City Hall, 110 - 1st Avenue NW, PO Box 428, Isanti MN 55040. 763-444-5512. The City of Isanti Economic Development Authority reserves the authority to waive irregularities and award in the best interest of the City of Isanti. Bids shall be submitted in sealed envelopes addressed to the Economic Development Director at 110 - 1st Avenue NW, PO Box 428, Isanti MN 55040. All bids submitted must be clearly marked as "Quote for Leasing EDA/City Crop Land". Bids will be accepted until 11:00 a.m. Wednesday June 13, 2018 and will be opened and read aloud at that time. The EDA/City reserves the right to accept or reject any and/or all quotes.

Sean Sullivan
Economic Development Director

Publish on: May 9, 2018

Specifications for Lease of EDA/City Owned Property for Crop Farming

Location and Description of Lease Area A:

South and east of the Wastewater Treatment Facility, located to the east of 3rd Avenue North and south of 299th Avenue. Site size 82.7 acres "more or less"

Lease Term:

Lease for Area A shall be for a period of one crop season and shall run from December 1, 2018 to November 30, 2019.

Location and Description of Lease Area B:

Located East of 500 East Dual Boulevard (United Parcel Service), access from Adjacent Crop Land (no road or site access). Site size is 4 acres "more or less"

Lease Term:

Lease for Area B shall be for a period of one crop season and shall run from December 1, 2018 through November 30, 2019.

Right to Develop:

The EDA/City reserves the right to develop the property at anytime through the contract period. If the EDA/City exercises this right, the EDA/City shall compensate the successful bidder for the fair market value of the crop destroyed valued at the average market price per bushel as of the date of initial construction activity resulting in the removal of the crop based upon the average per acre yield as established by the records maintained by USDA pertaining to the subject field or as available for similar fields located in Isanti Township in the event such records are not available for the specific field herein.

MEMO

A Community For Generations.



To: Economic Development Authority
From: Sean M. Sullivan, Economic Development Director *SMS*
Date: April 26, 2018
Subject: Project Updates / Informational Items

Business Prospects/Projects:

Hotel- Staff continues to work with developer and financial institution. The project is a 60 Unit Best Western Plus. An appraisal has been completed and the Developer is moving forward with financing. The closing has been extended to allow for review of financing documents and final building plans by the financial institution. Staff will notify the EDA when the project has closed.

Steel Fabricator- The Steel Fabricator has put the expansion project on hold and the business will remain at current location. If the project status changes, an update will be provided to the EDA.

Kwik Trip – Construction is anticipated to commence in August 20, 2018. Demolition of the building formerly known as Riverside Market is complete and site preparation is underway.

General - Staff has been contacted by other prospects but the discussions are preliminary in nature. Prospects and targeted business types include: manufacturing, self-storage, commercial-retail, SFR residential, restaurants, senior housing and industrial. Staff will continue to pursue options as they present themselves and will continue to work on business recruitment.

EDAM –The agenda and minutes are attached for the EDAM board meeting.

GPS 45:93: No April Meeting.

2018 City Promotional Bag Program – 200 Bags were distributed at the Gold Cup Qualifier / Rice for Life Event at IIA – Home of Rum River BMX on April 14-15. Rum River BMX thanked the City for putting this together and indicated the bags were appreciated by attendees to the event. Staff will be working with organizations for more promo bag opportunities this year.

Mayor's Employer Celebration Day – Invitations have been sent out and businesses and servers are beginning to RSVP. The recognition plaques for years in business in Isanti have been ordered. Staff is still working on business list updates and other preparation for the June 19, 2018 event.

Economic Development / Marketing Intern – The Application deadline closed on April 25, 2018. Staff will review the applications and set up interviews for candidates in the next few weeks. It is the intention to hire a qualified candidate at the May 15 CC meeting so they can start prior to Memorial Day.

Innovative Approaches to Career Readiness – May 4, 2018 – Economic Development Director Sullivan will be attending event on May 4 at the Lakes Region EMS in North Branch. If EDA members have an interest in attending please let me know if you need assistance signing up for the event. Information is attached.

2017 (2018) MBAF Report Complete – Economic Development Director Sullivan has filed the 2017 MBAF reports. The city is in compliance with the reporting requirements and all job and wages goals have been met.

Housing Starts in 2018: As of April 26, 2018 there have been 26 single family housing permits pulled and 7 in process. It should be noted that the Sewer and Water Rate Study and future growth assumptions call for 25 SFR residential hookups annually for each year into the future.

Businesses Arrivals and Departures in Isanti 2018: The City of Isanti is proud to recognize new businesses for choosing Isanti to be home in 2018. **Arrivals:** Max Tech (101 Cajima St NE), Joe's Custom Cabinetry (700 E Dual Blvd NE), Cellular Clinic (404 Whiskey Rd NW, Ste G)
Departures include: Boeke's Woodshop (700 E Dual Blvd NE).



Board of Directors Meeting | AGENDA

April 25, 2018 | 10:00 am to 12:00 pm

The Harrington Company, 4248 Park Glen Road, Minneapolis, MN 55416

Call-in: (563) 999-2090 | Access code: 835741

Question of the Month: What's the best way to start the day?

- I. **Call to order**
 - a. Review of agenda

- II. **Executive Committee Report**
 - a. Financials
 - b. Meeting minutes
 - c. New online resources: Board documents, strategic plan, budget, elevator pitch, educational resources
 - d. President's Award

-Action: Approval of meeting minutes & financials

- III. **Strategic Plan**
 - a. Recap completed goals from previous plan
 - b. Regional EDO meeting
 - c. Strategic partnerships
 - i. Update on NAIOP meeting & diverse economic development groups
 - ii. CoreNet and MidAmerica Economic Development Council

-Action: Determine strategy and desired outcomes for partnerships; identify potential partners

- IV. **Committees**
 - a. **Emerging Professionals | Board Liaison: Erin Sparks**

 - b. **Conference | Board Liaison: Gene Goddard**
 - i. How to leverage conference for recruiting (i.e. first time discount)

 - c. **EDAM U | Board Liaison: Erik Hansen**

 - d. **Government Relations | Board Liaison: Chris Eng**
 - i. Redevelopment Account fund shift

 - e. **Marketing & Communications | Board Liaison: Morgan Hill**

 - f. **Member Services | Board Liaison: Erin Sparks**

 - g. **Minnesota Economic Development Foundation | Board Liaison: Tim Korby**
 - i. Tim Korby MNEDF representative

- V. **Other Business**
 - a. Next Board meeting – Wednesday, May 30, 2018 10:00 am – 12:00 pm @EDAM Office
 - b. June Board meeting – regular schedule is first day of Summer Conference
 - c. National Economic Development Week: May 7-12

- VI. **Adjournment**

EDAM's Mission:

To champion Economic Development in Minnesota through professional development, networking, and advocacy.

EDAM's Vision:

Be recognized as Minnesota's vibrant and professional member-driven Economic Development organization.



Economic Development
Association of Minnesota

Board of Directors Meeting

March 28, 2018 | 10:00 am – 12:00 pm

EDAM Office

MINUTES

Attending:

Megan Barnett-Livgard, Matt Brown, Kim Lindquist, Chris Eng, Erik Hansen (via phone), Erin Sparks, Sean Sullivan, Gene Goddard, Morgan Hill, Patrick Conroy

Absent / Excused:

Adam Kienberger, Christy Lewis, Jeff Rossate

Staff:

Colleen Ayers, Executive Director

Meeting called to order by Megan Barnett-Livgard at 10:03 am.

EXECUTIVE COMMITTEE REPORT

- **Financials**

The period to date and variance from period to date columns will be removed from the financial statements this year, as we don't have any data in those columns. Next year, when we have a better gauge of when each item will hit the budget, we will add period to date information back in to the monthly financial reporting.

As of mid-March, we are approximately \$6,000 behind our dues revenue budget goal. The Member Services Committee has begun to make renewal calls and has plans for additional outreach beyond EDAM's current membership base to try to reach the revenue goal. We will discuss at the April board meeting how to use the Summer Conference as a recruiting tool (i.e. offering a first time attendee discount).

The February staff time categorized under Webinar was for moving the online webinar archives from Ewald's platform, which was no longer accessible, to a private YouTube channel, and re-linking them to the EDAM website. It was requested that this time be moved to the transition category, and Colleen will make the correction.

- **Meeting Minutes**

The board agreed that it is acceptable not to note names for those who make and second motions, but requested that any 'no' votes or abstentions be noted by name.

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Motion made and seconded to approve the February 2018 meeting minutes and financial report. Motion carried.

BYLAWS AMENDMENT

Proposed changes would establish Emerging Professionals as its own committee and allow for the Minnesota Economic Development Foundation to appoint a director to the EDAM board.

Motion made and seconded to approve the Bylaws changes as presented to the board at the February meeting, and to the membership via the e-newsletter. Motion carried.

STRATEGIC PLAN

The Executive Committee refined the one page goal summary from our strategic plan facilitator, and the current version was included in the board meeting packet. They added an administrative/financial section to track and highlight progress in those areas, as enhanced stability and transparency were some of the primary goals with making the switch to a new management company. Once this plan is approved, the committees will be tasked with coming up with the specific work plan/tactics to accomplish the goals.

Discussion/suggested changes:

- Correct the name of the Minnesota Economic Development Foundation in the education section
- EDAM U may also partner with area colleges as deemed appropriate
- The board will provide direction about possible strategic partners, but may rely on other committees to help make the connection and/or maintain the partnership
- At the conclusion of each strategic plan, the group should recap "old" goals to make sure none are lost in the shuffle
- Advocating for funding for economic development programs should be added as a priority to the advocacy section
- The intent is for this plan, in a much abbreviated form, to be shared with the general membership

Motion made and seconded to approve draft goals with the changes discussed at the meeting. Motion carried.

EMERGING PROFESSIONALS COMMITTEE

The Emerging Professionals Committee is up and running. They are working with the Conference Committee to plan a gathering at the Summer Conference, and will meet soon with EDAM U to discuss partnering. They have been advised to run their invitations, etc. through the official EDAM channels and approach the board as needed with funding requests, and to also seek out sponsorships to cover event costs. Erin Sparks was appointed as the committee's board liaison.

CONFERENCE COMMITTEE

Discussion included:

- The board suggested adding another session opposite the mobile tour, possibly something about the effect of online retail on brick and mortar establishments.

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- It was also suggested to remove one of the breaks with exhibitors surrounding the Thursday lunch to tighten up the schedule.
- The Fabulous Armadillos (musical act) played a concert on the golf course last year during the boat cruise, and are scheduled to play again on that night this year. Colleen will check with Grand View about that and other activities scheduled during our conference, to give attendees options. It was suggested that EDAM could buy a block of tickets to this show as an alternative to the boat cruise for those who can't fit on the boat.
- The board reached consensus that Duluth is the best option for the Summers 2019 conference.

Colleen will relay this information back to the committee.

EDAM U COMMITTEE

The committee will meet for the first time this year in April, and plans to meet monthly going forward. They will discuss their priorities for the year and strategic partnerships to help advance EDAM's educational offerings. This may include providing content for the EDAM conferences, as well as coordination for the IEDC basic economic development course. The question was raised about whether EDAM could/should become a clearinghouse for information about economic development educational opportunities. We would need to determine how to make this happen (i.e. a calendar on our website on which the members can post educational opportunities). Currently, most things are communicated via the member listserv, other than courses offered by IEDC or NDC.

GOVERNMENT RELATIONS COMMITTEE

Day at the Capitol was well-attended and well-received. A new bill was introduced for a \$5 million redevelopment grant, and \$30 million for border-to-border broadband.

MARKETING & COMMUNICATIONS COMMITTEE

The committee is meeting today and will focus on strategy for the coming year. They are reviewing a draft of the elevator pitch piece. The LinkedIn group has been transitioned to a company page, and members will be encouraged to follow the new page. It was suggested that we post board meeting agendas and minutes, along with the approved budget and strategic plan, on the website. The committee will discuss where these should be posted.

MEMBER SERVICES COMMITTEE

The committee is reaching out to new and lapsed members. They are in the process of scheduling outreach meetings with several targeted diverse economic development organizations. Patrick Conroy offered to help with this initiative and will join the committee. Board members who have suggestions for organizations to add to the outreach list should send them to Erin Sparks.

ADJOURNMENT

Motion made and seconded to adjourn. The meeting was adjourned at 11:47 am.

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5.g.

East Central Regional
Development Cooperation

Innovative Approaches to Career Readiness

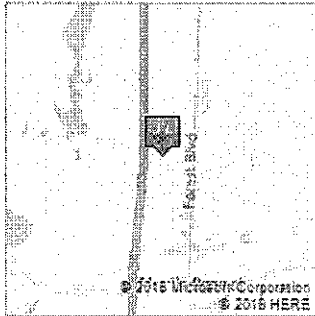
When

Friday, May 4, 2018 from 9:00 AM to 2:30 PM CDT

[Add to Calendar](#)

Where

Lakes Region EMS
40245 Fletcher Avenue
North Branch, MN 55056


[Driving Directions](#)

Contact

Becky Schueller
GPS:45:93
320-322-4040
gps4593info@gmail.com

Innovative Approaches to Career Readiness

Join GPS:45:93 for this upcoming opportunity, "Innovative Approaches to Career Readiness" on Friday, May 4th from 9AM - 2:30 PM. The focus of this event is to showcase innovative approaches to public/private partnerships aimed towards encouraging manufacturing and other high demand careers for students, educators & industry. Lunch provided.

* Required information

Personal Information

* First Name:

* Last Name:

* Email Address:

* Confirm Email Address:

Guest Information

You may add a maximum of 10

 Add

 Yes, I would like to receive your email newsletters

By submitting this form, you're granting:

GPS:45:93, 38871 - 7th Avenue, PO Box 815, North Branch, MN 55056, United States
<http://www.gps4593.com>

permission to email you. You can revoke permission to mail to your email address at any time using the SafeUnsubscribe™, found at the bottom of every email. Constant Contact takes your privacy seriously (to see for yourself, please read the Constant Contact [Email Privacy Policy](#)). Emails are serviced by Constant Contact.

[Mobile View](#)

Innovative Approaches to Career Readiness – Agenda

8:45am – 9:05am – Registration

9:05am -9:10 – Welcome North Branch Mayor Hagen Kennedy
Welcome by GPS 45:93 President Nancy Hoffman

9:10 – Senator Klobuchar

9:20: “Success in the New Economy”

9:30: Cardinal Manufacturing
Craig Cegielski, Tech Ed Instructor & Innovator of Cardinal Manufacturing – Eleva-
Strum schools
Ted Konry & students from the Cardinal Manufacturing program

11am: Lunch & Break

It is National Star Wars Day – so the food is themed!
Menu: Han Sandwich's (ham & cheese sandwiches & Turkey & Cheese sandwiches)
Vader Vegies (veggie tray)
Droid Dip (dip)
Bow-Ba Fett Pasta (bowtie pasta salad)
Princess Lays (potato chips)
Yoda Punch or Jabba Juice (punch)
Light Saber Fruit Skewers (fruit skewers)
Wookie Cookies (cookies)

11:30am : Labor & Industry, Youth Skills Training Program

11:45: Hutchinson program

Bio for Miles Seppelt, Economic Development Director, City of Hutchinson
Bio for Daron VanderHeiden, students

1:30pm: Renae Fry, City Administrator of the City of North Branch to moderate Q & A

Initiative Foundation Announcement
ECDRC Thank you for funding
Surveys - please fill out.
State Senator Koran comments
State Representative Neu comments

2:25: Thank you and Good-bye!

____ GPS booth – who will be at the booth answering questions?



Economic Development Authority Agenda

1. Call to Order
 - a. Pledge of Allegiance
 - b. Roll Call
 - c. Agenda Modifications
2. Approval of the Agenda
3. Approve Minutes of May 1, 2018 Regular Economic Development Authority Meeting
4. Consider Change to City Promo Bag Program
5. Hotel Update
6. Other Business / Updates / Communications
 - a. Business Prospects
 - b. EDAM
 - c. GPS 45:93
 - d. Crop Lease Bid Update
 - e. Mayor's Employer Celebration Day
 - f. Economic Development / Marketing Intern
 - g. Housing Starts in 2018
 - h. Business Arrivals and Departures in Isanti 2018
7. Adjournment

**City of Isanti
Economic Development Authority
Regular Meeting Minutes of
May 1, 2018
Isanti City Hall**

1. Call To Order

The meeting was called to order by President George Wimmer at 7:11 p.m.

a. Pledge of Allegiance

b. Roll Call

Members Present: Tara Hallberg, Steve Lundeen, Ross Lorinser, Dan Collison, Paul Bergley, Jill Reller and George Wimmer

Members Absent: None

Staff Present: Economic Development Director Sean Sullivan

c. Agenda Modifications

2. Approval of Agenda

Motion by Commissioner Lundeen, seconded by Commissioner Bergley to approve agenda as presented. Motion carried unanimously.

3. Approve Minutes of April 3, 2018 Regular Economic Development Meeting

Motion by Commissioner Collison seconded by Commissioner Hallberg to approve the minutes for April 3, 2018. Motion carried unanimously.

4. Consider Authorization for Advertising for Quotes for Lease of EDA/City Owned Crop Land

Motion by Commissioner Collison seconded by Commissioner Bergley to authorize Staff to advertise for quotes for lease of city owned crop land. Motion carried unanimously.

5. Other Business / Updates

Economic Development Director Sullivan highlighted the Staff Memo. Sullivan updated the information on housing starts to 26 new permits pulled with 11 in process.

President Wimmer indicated there was a piece of legislation in house Omnibus bill that would impact EDA's and the ability to lease back facilities to cities. He also stated that class 1 cities were exempt.

Economic Development Director Sullivan indicated there were bills in the house and Senate that impacted MIF and JCF. He indicated that EDAM was lobbying against them and that the City had contacted local legislators and expressed strong opposition to bills that would negatively impact programs.

President Wimmer stated the City has used MIF and it was an important economic development tool. He also stated that BMX complimented the City on the provision of promotional bags.

Commissioner Bergley asked for an update on the hotel project.

President Wimmer stated the project was moving forward. The City has been ready to close for 6 months.

Economic Development Director Sullivan stated that the financing is being reviewed by the financial institution and that he was confident that the project was moving forward. Sullivan indicated that there was a possibility the project could have broken ground last fall and began construction during the winter in hopes of favorable costs. The developer indicated there was no cost savings, as hoped, and decided to have the project rebid for the typical spring/summer construction season. The rebidding process and submittal of revised construction plans delayed the final approval process from the financial institution.

- a. Business Prospects
- b. EDAM
- c. GPS 45:93
- d. City Promotional Bag Program
- e. Mayor's Employer Celebration Day
- f. Economic Development / Marketing Intern
- g. Innovative Approaches to Career Readiness – May 4, 2018
- h. 2017 (2018) MBAF Report Complete
- i. Housing Starts in 2018
- j. Business Arrivals and Departures in Isanti 2018

6. Adjournment

Motion by Commissioner Collison, seconded by Commissioner Bergley to adjourn at 7:19 pm.
Motion carried unanimously.

Dated at Isanti, Minnesota, this 1st day of May, 2018.

Respectively Submitted,

Sean M. Sullivan, Economic Development Director

MEMO

A Community For Generations.



To: Economic Development Authority

From: Sean M. Sullivan, Economic Development Director *smg*

Date: June 5, 2018

Subject: Consider Change to Promotional Bag Program 2018

Background:

The City of Isanti Staff and Rum River BMX coordinated distribution of 200 City Promo Bags for the Race for Life /Gold Cup Event on April 14-15, 2018. Previous discussion with the EDA involved distribution of the remaining bags at the Rodeo, a MYAS Qualifier, BMX State Finals and Celebrate Isanti. Staff has been in contact with the Cambridge Isanti Soccer Club and they will not be hosting a MYAS qualifier this year. Based on this new information, City staff is proposing the following schedule for the distribution of the remaining 800 bags:

July 6th or 7th Rodeo – 350 bags
August 11 – Celebrate Isanti – 100 bags
August 24th or 25th State BMX Finals – 350 bags

Staff would like the EDA to consider adoption of the new bag distribution schedule.

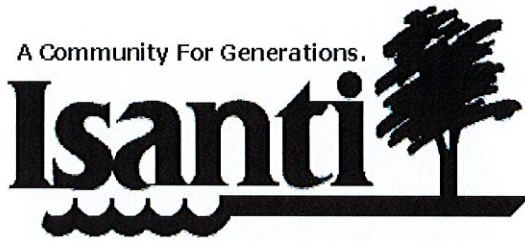
Action Requested:

Approval of Promo Bag Distribution Schedule

Attachments:

None

MEMO



To: Economic Development Authority

From: Sean M. Sullivan, Economic Development Director *SMS*

Date: June 5, 2018

Subject: Hotel Update

Background:

On May 16, 2018 the City of Isanti and Isanti Hotel Partners, LLC closed on the real estate and financing for the 60 Unit Best Western Plus Hotel project at 409 Main St E in Isanti. A construction trailer has moved onsite and a formal groundbreaking is scheduled for June 5, 2018. The project sets the wheels in motion to implement the road portion (Richard St SE and 5th Avenue NE Extension) of the Redevelopment Plan for this area of the City. When the streets are completed and the hotel project is up and running this area of Isanti will be better positioned for business investment and development.



As of June 4th, Penny Lane SE will be barricaded and closed. A courtesy notice was sent out to property owners in the area with the details of the closure. This notice was not required as the

official street vacation process was completed some time ago but it is helpful to remind residents and businesses as the road will not be able to be used anymore. Based on the construction commencement date completion of the project should be February/March of 2019. Staff will continue to update the EDA as to the construction timeline. Staff will begin to incorporate this project and redevelopment configuration into marketing materials.

Action Requested:

None. This is an information item.

Attachments:

None

MEMO

A Community For Generations.



To: Economic Development Authority
From: Sean M. Sullivan, Economic Development Director
Date: May 30, 2018
Subject: Project Updates / Informational Items

Business Prospects/Projects:

Kwik Trip – Construction is anticipated to commence on August 20, 2018.

General - Staff has been contacted by other prospects but the discussions are preliminary in nature. Prospects and targeted business types include: manufacturing, self-storage, commercial-retail, SFR residential, restaurants, senior housing and industrial. Staff will continue to pursue options as they present themselves and will continue to work on business recruitment.

EDAM –The agenda and minutes are attached for the EDAM board meeting. Economic Development Director Sullivan will be attending the EDAM Summer Conference June 27-29

GPS 45:93: May meeting agenda and minutes attached.

Crop Lease Bid Update –Bids are due for the crop leases on June 13, 2018

Mayor's Employer Celebration Day –Staff is working on business list updates and other preparation for the June 19, 2018 event.

Economic Development / Marketing Intern – The City Council will consider the hiring of a Summer ED/Marketing Intern at the June 5, 2018 City Council Meeting.

Housing Starts in 2018: As of May 30, 2018 there have been 38 single family housing permits pulled and 5 in process. It should be noted that the Sewer and Water Rate Study and future growth assumptions call for 25 SFR residential hookups annually for each year into the future. Attached is the MPLS Area Association of Realtors Report for April of 2018 for review.

Businesses Arrivals and Departures in Isanti 2018: The City of Isanti is proud to recognize new businesses for choosing Isanti to be home in 2018. **Arrivals:** Max Tech (101 Cajima St NE), Joe's Custom Cabinetry (700 E Dual Blvd NE), Help Your Shelves (700 E Dual Blvd NE) Cellular Clinic (404 Whiskey Rd NW, Ste G), LJ Level (121 Main St W), Metz Dog Grooming **Departures include:** Boeke's Woodshop (700 E Dual Blvd NE).



6.b.

Board of Directors Meeting

May 30, 2018 | 10:00 am to 12:00 pm

VIA PHONE

Call-in: (563) 999-2090 | Access code: 835741

AGENDA

- I. **Call to order**
 - a. Review of agenda

- II. **Executive Committee Report**
 - a. Financials
 - b. Meeting minutes

-Action: Approval of meeting minutes & financials

- IV. **Committees**
 - a. **Emerging Professionals | Board Liaison: Erin Sparks**
 - b. **Conference | Board Liaison: Gene Goddard**
 - c. **EDAM U | Board Liaison: Erik Hansen**
 - d. **Government Relations | Board Liaison: Chris Eng**
 - e. **Marketing & Communications | Board Liaison: Morgan Hill**
 - f. **Member Services | Board Liaison: Erin Sparks**
 - i. Update on targeted recruitment for conference
 - g. **Minnesota Economic Development Foundation | Board Liaison: Tim Korby**

- V. **Other Business**
 - a. Next Board meeting – June will be either a call (on a different day than our regular schedule due to the conference), or cancelled

- VI. **Adjournment**

EDAM's Mission:

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EDAM's Vision:

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Economic Development
Association of Minnesota

Board of Directors Meeting

April 25, 2018 | 10:00 am – 12:00 pm

EDAM Office

MINUTES

Attending:

Megan Barnett-Livgard, Matt Brown, Kim Lindquist, Adam Kienberger, Christy Lewis, Jeff Rossate, Erin Sparks, Sean Sullivan (via phone), Gene Goddard (via phone), Morgan Hill (via phone), Tim Korby, Patrick Connoy

Absent / Excused:

Chris Eng, Erik Hansen

Staff:

Colleen Ayers, Executive Director

Meeting called to order by Megan Barnett-Livgard at 10:00 am.

EXECUTIVE COMMITTEE REPORT

- **Financials**

DEED has signed up again as a Diamond medalist in April, which will put us past last year's dues revenue total. The Member Services Committee will continue to do targeted outreach and dues follow up to work towards the rest of the budget goal.

As of March, we have used 30% of the budgeted management hours for the year. Colleen felt this seemed appropriate, given the peak in hours for the Winter Conference.

- **Meeting Minutes**

**Motion made and seconded to approve the March 2018 meeting minutes and financial report.
Motion carried.**

- **Web updates**

The following changes have recently been made to the website:

- Board resources have been added, including budget, strategic plan, meeting agendas, and minutes.
- Educational resources/information about certification has been added. This section of the website will be restructured into a more comprehensive educational repository, and a timeline/more detail will be added about the certifications.

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- It was suggested that the Minnesota Economic Development Foundation scholarship information be added to this section. Colleen will add it to her list of pending updates.
- The “elevator pitch” membership marketing piece has been added to the Join page, and will be made into a homepage banner.

- **President’s Award**

A recipient for this year’s award has tentatively been identified. Megan will finalize.

- **2017 Strategic Plan Recap**

A recap of the 2017 strategic plan was distributed. There were no comments or questions.

- **Regional EDO Meeting**

Megan and Chris are working to plan this. It is not yet clear whether holding this meeting in conjunction with the EDAM Summer Conference will be the most beneficial time.

STRATEGIC PARTNERSHIPS

The Board discussed how to best move forward with forming/maintaining partnerships this year, and decided to focus on the following three organizations.

- **NAIOP** – Matt and Megan met with the NAIOP president and determined that the best way to partner would be for advocacy and networking. EDAM may do a joint program with them about how a project comes together, exploring the real estate and city sides. Megan and Matt will continue to own this partnership, and will loop in Kim.
- **Minnesota Real Estate Journal (MREJ)** – EDAM will partner with them on the summer networking event. It was suggested we should pursue a deeper partnership in conjunction with their Fall Industrial Land Summit. Erin and Adam will set up a meeting with MREJ to discuss partnership options.
- **MNCREW** – It was suggested that EDAM could partner with MNCREW on creating a Women in Economic Development group. Christy will take the lead on this, as she is a member of both organizations.

EMERGING PROFESSIONALS COMMITTEE

Megan and Emerging Professionals Committee Chair Jacquell Nissen spoke about EDAM to students at the University of Minnesota, and have been asked to do this at least once a year. The Emerging Professionals Committee will maintain this connection. They are planning a building out of the Kraus-Anderson development in conjunction with EDAM U; the October tour will be a follow-up to EDAM U’s May webinar about the project. The Emerging Professionals will host a bean bag tournament at the Summer Conference.

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CONFERENCE COMMITTEE

The committee has decided not to raise registration rates this year, and opted not to add a session during the mobile workshop. They have educational opportunities scheduled from 9:00 am – 4:00 pm on Thursday. They removed one of the exhibitor breaks surrounding lunch on Thursday, per the Board's feedback. The Foundation will do a quick update before lunch on Thursday. They are working on a plan for how to handle attendees who are not able to fit on the boat cruise.

MARKETING & COMMUNICATIONS COMMITTEE

The committee has been working to improve the website, including the updates that were mentioned during the Executive Committee report.

MEMBER SERVICES COMMITTEE

The committee has begun to conduct diversity outreach meetings with targeted organizations. The African Development Network is considering membership.

Motion made and seconded to offer the following to the 6 organizations the committee is currently targeting : If they join EDAM, they will receive one free 2018 Summer Conference registration. Motion carried.

The goal with this outreach, beyond increasing member diversity, is to deepen the connection with the targeted organizations by building them into sessions at the 2019 Winter Conference.

The committee is partnering with the MREJ on the summer networking event. A location has not been secured, but NEON, one of the targeted diversity outreach organizations, has offered up their space for EDAM events. Braun Intertec was also suggested as a no-cost option.

It was suggested that the committee reach out to cities that are not members/are no longer members. Rhea will send a list of cities who had members in the past but are no longer involved.

Patrick suggested connecting with the Mille Lacs band, as the Summer Conference is in their area of the state. He will find out who to contact and pass the name on to Megan to reach out. The Board agreed that we could offer the same deal to them as to the 6 targeted organizations – if they join EDAM, they will receive one free 2018 Summer Conference registration.

GOVERNMENT RELATIONS COMMITTEE

The House Omnibus Jobs and Economic Development bill proposed defunding much of MIF and JCF, and shifting those funds to local earmarks for projects. There is more support of DEED programs in the current version of the Senate bill. The Board is not supportive of shifting funds from MIF and JCF to the Redevelopment Grant program.

Motion made and seconded to oppose taking funds from MIF and JCF to fund Redevelopment. Motion carried, with one abstention (Jeff Rossate).

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STATEWIDE FREIGHT OPTIMIZATION STUDY

Megan presented information about this study, and EDAM has been asked to list its name as the contact on an informational piece about the initiative.

Motion made and seconded to support EDAM's name being included on the piece. The nays outweighed the ayes, with two abstentions (Jeff Rossate, Megan Barnett-Livgard); motion did not pass.

JUNE BOARD MEETING

The regular date for the June Board meeting falls on the first day of the Summer Conference. It will either be cancelled, or will be conducted via conference call on a different date if there is business to discuss.

MINNESOTA ECONOMIC DEVELOPMENT FOUNDATION

The Foundation is adding more members to their Board. They gave away 13 community internships this year, which is a new record for them. The golf tournament registration will be opening soon. They are in discussions with UMD and Hamline to determine who will hold the basic economic development course going forward.

ADJOURNMENT

Motion made and seconded to adjourn. The meeting was adjourned at 12:04 pm.

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Board of Directors Meeting

Sandstone Golf Course

Friday, May 18, 2018 10:00 a.m. - 12:00 p.m.

Host: City of Sandstone

6.c.

GPS 45 93
YOUR POINT OF OPPORTUNITY

GPS 45:93 Mission Statement

Collaborate to strengthen the regional economy by:
~ Providing a regional approach to workforce development, business attraction, retention & expansion
~ Acting as a conduit for members and the region to access resources and educational opportunities

GPS 45:93 Strategic Plan Summary

~ Act Regionally
~ Provide education & networking opportunities.
~ Promote enhancement of regional workforce & infrastructure.
~ Sustain organizational vitality through effective engagement of volunteer and contracted leadership & resources.

Welcome

Additions to the Agenda & Approval of Agenda

Approval of Minutes

- a.) Board of Directors Meeting Minutes from March 23, 2018

Treasurer Report – Doyle Jelsing

- a.) Financial Report as of May 14, 2018
- b.) IRS Form 990

Executive Committee

- a.) Innovative Approaches to Career Readiness - Initiative Foundation Grant Opportunity
- b.) Opportunity Zones Update
- c.) Other updates

Consultant Report

- a.) Economic Gardening Updates
- b.) Membership Recruitment

Committee Reports

- a.) Workforce – Carla Vita
- b.) Marketing Committee - Sean Sullivan and Richard Baker
- c.) Broadband Taskforce/MN Rural Broadband Coalition - Nancy Hoffman/Becky Lourey
- d.) Education/Training -
 - a. EDA Training Proposal - Rebecca Perrotti
 - b. Succession Planning Seminar - May 23, 2018

Presentation - Jeff Rossate - Director of Business Development, MN DEED - Site Selection A

Other Business & Informational Links (These items are not printed as part of the agenda packet)

- a.) Sandstone – NLX Support - Kathy George, brief update
- b.) Labor Market Information for Decision-Making - DEED Workshop on Wednesday, May 23 - Use link to register

Adjourn

Box lunches will be available for \$10. Please RSVP if you plan to have lunch.

Next Board Meeting: June 22, 2018 at the Pine City Fire Hall, 400 5th Street SE, Pine City MN 55063



GPS:45:93
YOUR POINT OF OPPORTUNITY.

Board of Directors Meeting Minutes
March 23, 2018
Pine Technical & Community College

GPS 45:93 Member Representatives

X	Rebecca Perrotti, CMJTS	X	Nancy Hoffman, Chisago County	X	Richard Baker, Past Chairman
X	Marshall Lind, Braham	X	Greg Anderson, Isanti County	X	Doyle Jelsing, Neighborhood National Bank
X	Kathy George, Sandstone	X	Heidi Steinmetz, Kanabec County	X	Sara Treiber, Mille Lacs Corporate Ventures
X	Mark Perry, Hinckley	X	Kelly Schroeder, Pine County		Melissa Bettendorf, North 65 Chamber
X	Sean Sullivan, City of Isanti	X	Jordan Zeller, ECRDC		Jeff Larson, Minnesota Energy Resources
	Beth Thorp, Mora	X	Becky Lourey, Nemadji Research		Nancy Aronson Norr, MN Power
X	Carla Vita, North Branch		Joe Mulford, PTCC		Randy Ulseth, FirstLight Health System
X	Ken Cammilleri, Pine City		Doyle Casavant, First Citizens Bank		Gary Shaw, Cambridge Medical Center
	City of Princeton		Bruce Pogatchnik, Northview Bank		Mary Minnick-Daniels, EC Arts Council
	Amy Mell, Rush City		Pam Sarvela, MN Energy Resources	X	Arik Forsman, Minnesota Power

GPS 45:93 Guests

	Bill Coleman, Community Technology Advisors	X	Karl Schuettler, Northspan Group
X	Sandy Voigt, Region Five Development	X	Becky Schueller, Pine City Area Chamber of Commerce
	Rick Olseen, Congressman Nolan's Office		Bob Voss, ECRDC
X	Della Ludwig, DEED Workforce Consultant	X	Lezlie Sauter, Pine City
	Joan Berning, DEED		Jeff Wig, Initiative Foundation
X	Brent Stavig, Rush City High School		Stefanie Youngberg, East Central High School
	Glen Stevens, North Branch Area High School		Brent Nelson, Mora High School
	Eric Olson, Rush City Tech Ed Teacher		Jessica Town-Gunderson, ISD 477
X	Shawn Sullivan, KBK Radio	X	Kyle Vanderflute, Senator Tina Smith's Office
X	Josh Faulkner, Genesis Wireless	X	Dustin Goslin, Mille Lacs Corporate Ventures

Call to Order	Action Needed
Chair Hoffmann called to order at 10 AM.	
Introductions	Action Needed
All group members introduced themselves along with a quick minute update.	
Approval of Minutes	Action Needed

Treasurer Report (Doyle Jelsing)	Action Needed
<p>Bank Balance for all accounts as of February 28, 2018 -- \$32,326.31</p> <p>Fund Balance report is also included which shows the different Funds. The "General" operating is about \$10,332.97. Jordan Zeller/Richard Baker - motion to approve the Treasurer Report - approved.</p> <p>RFP went out this year for a new audit firm for annual tax return. Only one submission was received. Sean Sullivan/Jordan Zeller - motion to approve the RFP from Tammy Creesy of Princeton for these services not to exceed \$365 for the year.</p>	
Executive Committee	Action Needed
<p>Opportunity Zone applications -- all of the counties within our region have submitted applications for this new state program.</p> <p>With CVN, we will be providing a Succession Planning Training for any organization. It is important to have a plan in place even if you are not retiring. The event will be held at the end of May. Please promote.</p> <p>Quarterly meeting for Exec Committee has been scheduled for Friday, April 6th.</p> <p>ECRAC is holding its annual Image Art Show on April 21, 2018. Please help promote the event.</p> <p>Reminder of the upcoming Career Fair on April 17, 2018. Please encourage job seekers and schools to send students.</p>	
Consultant Report (Karl Schuettler)	Action Needed
<p>Economic Gardening Roundtable event was hosted as a way to get the previous participants together with the current participants. Schuettler felt the discussion was great among the attendees. The session covered a lot of wide-ranging topics. There is still funding available for any communities that think they might have an eligible business. Any interested communities should reach out to Karl directly.</p> <p>Membership Outreach: Minnesota Business Finance Corporation has stated that they will join as a new member.</p> <p>Property Listings on LOIS: Communities are reminded to keep your property listings current in the LOIS database. If you need help navigating LOIS - please let Karl know.</p>	
Admin Report (Becky Schueller)	Action Needed
<p>Most recent Economic Development Newsletter went out in March. We've created our own Constant Contact account and our next step is to start growing our contact distribution list. You can use this link to share with potential subscribers: GPS:45:93 Newsletter - Subscribe Now!</p> <p>The newsletter is only as good as our content.... so keep sending the information our way. Doyle suggested that the website needs to be more current with our information from a newsletter to then go to the website.</p>	
Committee Reports	Action Needed

<p>a.) Workforce Committee The ECRDC will sponsor a \$300 cost to bring the Hutchinson Group back to present to a larger consortium of schools and superintendents on Thursday, May 3rd. Look for registration details to come out through GPS:45:93 next month. Paper invites & digital events coming from ECRDC, but personal invites will be great - schools, school boards, economic development professionals, etc.</p> <p>b.) Marketing Committee No update this month</p> <p>c.) Broadband Taskforce Broadband Day at the Capitol in coming up on April 12th If you are planning to sign up and attend.... please let Nancy know so that we can coordinate some group visits with legislators.</p> <p>Doyle shared information about the language of "unserved" and "underserved". To benefit the rural areas in our region, we need to keep the term "unserved" as the priority. Becky Lourey shared that her understanding of these terms was different and a clarification was needed to ensure that the message was consistent across all communities in our region.</p> <p>Post Road application has been submitted. Nancy shared that we might not be eligible as their model includes use of electric utilities to serve. East Central Energy didn't partner with the project, and so the group is planning to come out in a few months to meet with ECE directly to see if this can work. Post Roads encouraged us to resubmit in the fall.</p> <p>Isanti County will be touring Renville-Sibley Co-op next week. Members of the regional Broadband Taskforce were invited to attend.</p> <p>d. Education & Training Committee Richard & Rebecca have not received a response from any of their outreach.</p>	
<p>Presentation</p>	<p>Action Needed</p>
<p>Kay Reynolds, President, Tools and Resources for Business Success</p> <ul style="list-style-type: none"> Any new information that is Business Assistance Related Information -- those links can be added for new resources at no additional charge. The page is not intended to provide community related information, but that information is more likely to be something included on the main website for GPS:45:93 The site has gone through a recent layout update and we've recently added TWO new business logos as part of the site. Currently, we've included all of our bank members in these ad slots. GPS was offered the choice to keep its current branding as Tools for Business Success or change to Tools and Resources for Business Success. Given that we have already marketed it as Tools for Business Success, the membership decided to stick with the existing branding. 	
<p>Adjourn Motion by Sean Sullivan, seconded by Richard Baker to adjourn the meeting at 11:50. Motion</p>	

carried.	
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Next Board Meetings: Friday, April 27th at Sandstone Golf Course

The April meeting will include an optional lunch of Pulled Pork sandwich meal for \$10 per person. Watch for the lunch RSVP prior to next month's meeting.

Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MINNEAPOLIS AREA ASSOCIATION OF REALTORS®



MINNEAPOLIS AREA Association
of REALTORS®

Isanti

+ 52.4%

Change in
New Listings

+ 23.5%

Change in
Closed Sales

+ 34.1%

Change in
Median Sales Price

April

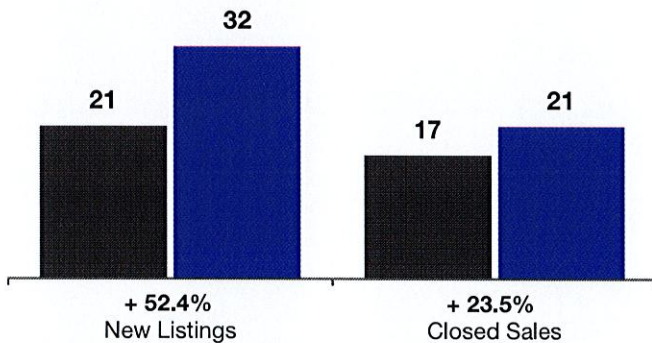
Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	21	32	+ 52.4%	96	97	+ 1.0%
Closed Sales	17	21	+ 23.5%	55	53	-3.6%
Median Sales Price*	\$170,000	\$227,900	+ 34.1%	\$176,000	\$225,000	+ 27.8%
Average Sales Price*	\$170,288	\$218,452	+ 28.3%	\$182,955	\$212,532	+ 16.2%
Price Per Square Foot*	\$106	\$141	+ 33.0%	\$119	\$140	+ 17.6%
Percent of Original List Price Received*	99.0%	100.3%	+ 1.3%	98.3%	99.1%	+ 0.8%
Days on Market Until Sale	96	81	-15.6%	75	67	-10.7%
Inventory of Homes for Sale	50	31	-38.0%	--	--	--
Months Supply of Inventory	2.4	1.4	-41.7%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

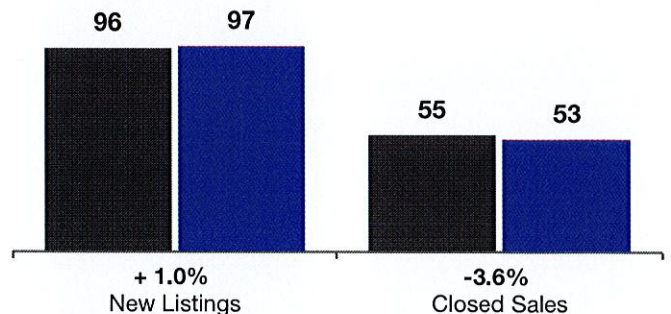
April

■ 2017 ■ 2018



Year to Date

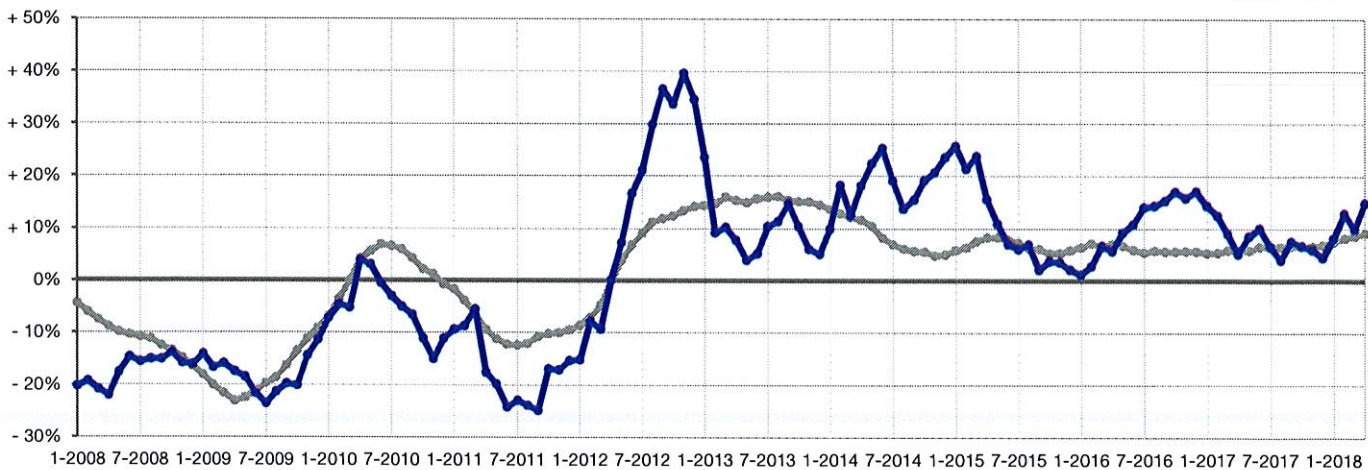
■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**

16-County Twin Cities Region

Isanti



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of May 8, 2018. All data from NorthstarMLS. | Powered by ShowingTime.



Economic Development Authority Agenda

1. Call to Order
 - a. Pledge of Allegiance
 - b. Roll Call
 - c. Agenda Modifications
2. Approval of the Agenda
3. Approve Minutes of June 5, 2018 Regular Economic Development Authority Meeting
4. Consider Resolutions 2018-2 and 2018-3 Awarding Quote for the lease of City of Isanti EDA Owned Crop Land
5. Other Business / Updates / Communications
 - a. Business Prospects
 - b. EDAM Summer Conference
 - c. GPS 45:93
 - d. Mayor's Employer Celebration Day
 - e. 2018 New Resident Survey
 - f. Welcome Brochure
 - g. Housing Starts in 2018
 - h. Business Arrivals and Departures in Isanti 2018
6. Adjournment

**City of Isanti
Economic Development Authority
Regular Meeting Minutes of
June 5, 2018
Isanti City Hall**

1. Call To Order

The meeting was called to order by President George Wimmer at 7:21 p.m.

a. Pledge of Allegiance

b. Roll Call

Members Present: Tara Hallberg, Steve Lundeen, Ross Lorinser, Dan Collison, Jill Reller and George Wimmer

Members Absent: Paul Bergley

Staff Present: Economic Development Director Sean Sullivan

c. Agenda Modifications

2. Approval of Agenda

Motion by Commissioner Lundeen, seconded by Commissioner Collison to approve agenda as presented. Motion carried unanimously.

3. Approve Minutes of May 1, 2018 Regular Economic Development Meeting

Motion by Commissioner Collison seconded by Commissioner Lundeen to approve the minutes for May 1, 2018. Motion carried unanimously.

4. Consider Change to City Promo Bag Program

Economic Development Director Sullivan presented the staff memo. He indicated that MYAS changed their system for this year's qualifiers. The Isanti Complex will not be hosting the event this year. Events will be held throughout the state rather than at central locations.

President Wimmer stated the Promo Bag program has been very successful and participation by businesses has been good. He agreed with the change in schedule.

Motion by Commissioner Lundeen seconded by Commissioner Collison to adopt revised event distribution schedule that includes July 6-7 Rodeo – 350, August 11 Celebrate Isanti- 100 and August 24-25 State BMX Finals – 350 Motion carried unanimously.

5. Hotel Update

Economic Development Director Sullivan stated that the formal groundbreaking occurred on June 5, 2018 and was well attended. It is a project that has been worked on for a long time and will be the catalyst for the City Redevelopment project. Included in this project will be the construction of Richard St SE and the Extension of 5th Avenue NE. Penny Lane SE is no longer open.

President Wimmer stated that this project would also allow the City to loop the utilities which is important to the City system.

6. Other Business / Updates

Economic Development Director Sullivan highlighted the Staff Memo. Sullivan updated the information on housing starts to 40 new permits pulled with 6 in process.

President Wimmer was happy with the response rate of the new resident surveys.

Commissioner Lundeen asked when the Hotel would be completed.

President Wimmer indicated the build time would be between 7 to 9 months based on discussion with developer.

Commissioner Collison asked what was going on with Pat's Small Engine's

Economic Development Director Sullivan stated that were building a new building in East Bethel and that they would be phasing the move to that location when complete.

- a. Business Prospects
- b. EDAM
- c. GPS 45:93
- d. Crop Lease Bid Update
- e. Mayor's Employer Celebration Day
- f. Economic Development / Marketing Intern
- g. Housing Starts in 2018
- h. Business Arrivals and Departures in Isanti 2018

7. Adjournment

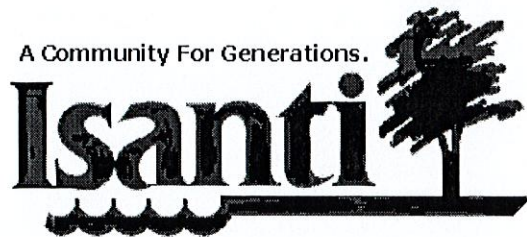
Motion by Commissioner Lundeen, seconded by Commissioner Collison to adjourn at 7:29 pm.
Motion carried unanimously.

Dated at Isanti, Minnesota, this 5th day of June, 2018.

Respectively Submitted,

Sean M. Sullivan, Economic Development Director

MEMO



To: Economic Development Authority

From: Sean M. Sullivan, Economic Development Director SMS

Date: July 3, 2018

Subject: Consider Resolutions 2018-2 and 2018-3 Awarding Quote for the Lease of City of Isanti EDA Owned Crop Land

Background:

On May 1, the EDA Directed Staff to publically advertise for crop lease quotes for crop year 2019 for EDA and City owned land. City Staff opened the quotes at 11 AM on June 13, 2018 and read them aloud. The quotes were as follows:

Parcel A – 82.7 acres “more or less”

Wayne Calander, Calander Farms	\$5,561.00/year
Craig Bjorklund, Bjorklund Farms	\$2,915.00/year

Parcel B – 4 acres “more or less”

Craig Bjorklund, Bjorklund Farms Property”)	\$141.00/year (contingent on access from “Johnson”
--	--

Based on the quotes received staff recommends the following awards:

Parcel A – 82.7 acres “more or less”

Wayne Calander, Calander Farms	\$5,561.00/year
--------------------------------	-----------------

Parcel B – 4 acres “more or less”

Craig Bjorklund, Bjorklund Farms Property”)	\$141.00/year (contingent on access from “Johnson”
--	--

Staff recommends adoption of the attached resolutions and execution of leases.

Requested Action:

Consider Adoption of:

- 1) Resolution 2018-2 Awarding Quote for the Lease of City of Isanti EDA Owned Crop Land
- 2) Resolution 2018-3 Awarding Quote for the Lease of City of Isanti EDA Owned Crop Land

Attachments:

- 1) Resolution 2018-2 Awarding Quote for the Lease of City of Isanti EDA Owned Crop Land
- 2) Resolution 2018-3 Awarding Quote for the Lease of City of Isanti EDA Owned Crop Land
- 3) Quote Opening Summary

**CITY OF ISANTI ECONOMIC DEVELOPMENT AUTHORITY
RESOLUTION NO. 2018-2**

**RESOLUTION AWARDING QUOTE FOR THE LEASE OF CITY OF ISANTI EDA OWNED
CROP LAND**

WHEREAS, the City of Isanti Economic Development Authority (the "EDA") has determined that certain property currently owned by the City of Isanti and the EDA will not be needed in the near future for the intended public use; and

WHEREAS, the EDA has identified the property to be leased/rented for crop production on the map attached Exhibit A as Parcel A for 82.7 acres "more or less", further described as: all of Tax ID 16.090.0140 and part of 16.090.0120 located south and east of the City Wastewater Treatment Facility, located to the east of 3rd Avenue North and south of 299th Avenue; and

WHEREAS, the EDA advertised and obtained two quotes from parties interested in farming the above stated property for the production of row crops for the 2019 Crop Year as follows:

Craig Bjorklund, Bjorklund Farms	\$2,915.00/yr.
Wayne Calander, Calander Farms	\$5,561.00/yr.

NOW THEREFORE BE IT RESOLVED BY THE CITY OF ISANTI ECONOMIC DEVELOPMENT AUTHORITY OF THE CITY OF ISANTI, MINNESOTA AS FOLLOWS:

1. Hereby awards the bid as received for a period of two crop years to Wayne Calander, Calander Farms, for the amount of \$5,561.00/annual rent for the 2019 crop year for the rental of approximately 82.7 acres "more or less" of EDA property for crop farming as described above.
2. That the annual rent of \$5,561.00/yr. shall be due and paid to the City of Isanti Economic Development Authority according to the following schedule:

On December 4, 2018	\$2,780.50	(1 st half of first year 2019 annual fee)
On December 3, 2019	\$2,780.50	(2 nd half of year 2019 annual fee)
3. The EDA reserves the right to develop the property at any time through the contract period. If the EDA exercises this right, the EDA shall compensate Mr. Calander for the fair market value of the crop destroyed, valued at the average market price per bushel as of the date of initial construction activity resulting in the removal of the crop, based upon the average per acre yield as established by the records maintained by USDA pertaining to the subject field or as available for similar fields located in Isanti Township, in the event such records are not available for the specific crop field herein.
4. That Mr. Calander shall have no right to rent the land for future crop years after year 2019 unless awarded the lease by the EDA through a bid process.

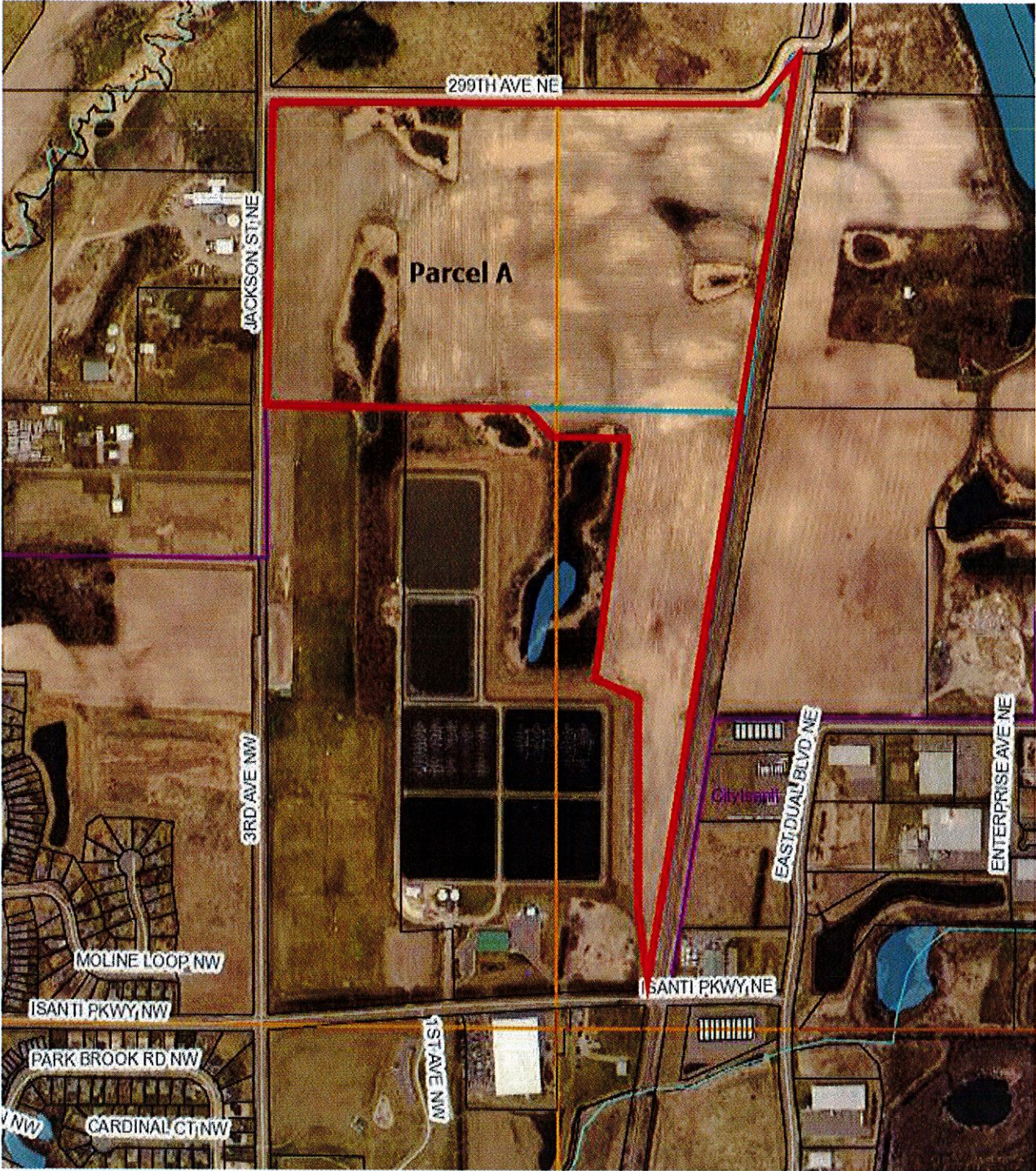
This resolution was duly adopted by the City of Isanti Economic Development Authority this 3rd day of July 2019.

Attested:

President George A. Wimmer

Sean M. Sullivan
Secretary

**Exhibit A
Map of Parcel A**



APPROVED RENTER:

WAYNE CALANDER, CALANDER FARMS

Signature

Date

**CITY OF ISANTI ECONOMIC DEVELOPMENT AUTHORITY
RESOLUTION NO. 2018-3**

**RESOLUTION AWARDING QUOTE FOR THE LEASE OF CITY OF ISANTI EDA OWNED
CROP LAND**

WHEREAS, the City of Isanti Economic Development Authority (the "EDA") has determined that certain property currently owned by the EDA will not be needed in the near future for an intended public use; and

WHEREAS, the EDA has identified the property to be leased/rented for crop production on the attached Exhibit A as Parcel B for 4 acres "more or less", further described as: All of Tax ID 16.029.1400, a parcel located east of 500 East Dual Boulevard; and

WHEREAS, the EDA has advertised and obtained a quote from a party interested in farming the proposed property for the production of row crops for the 2019 crop year as follows:

Craig Bjorklund, Bjorklund Farms \$ 141.00/ 2019 crop year only

**NOW THEREFORE BE IT RESOLVED BY THE CITY OF ISANTI ECONOMIC
DEVELOPMENT AUTHORITY OF THE CITY OF ISANTI, MINNESOTA AS FOLLOWS:**

1. Hereby awards the quote received for a period of one crop year to Craig Bjorklund, Bjorklund Farms, for the amount of \$141.00/annual rent for year 2019 for rental of 4 acres "more or less" of EDA Property for crop farming as described above. The EDA understands that Mr. Bjorklund's quote is contingent on his ability to rent the adjacent crop land. If he cannot rent the adjacent crop land, the quote is void.
2. That rent shall be due by December 1, 2018 for the 2019 crop year.
3. The EDA reserves the right to develop the property at any time through the contract period. If the EDA exercises this right, the EDA shall compensate Mr. Bjorklund for the fair market value of the crop destroyed, valued at the average market price per bushel as of the date of initial construction activity resulting in the removal of the crop, based on the average per acre yield as established by the records maintained by USDA pertaining to the subject field or as available for similar fields located in Isanti Township, in the event such records are not available for the specific crop field herein.
4. That Mr. Bjorklund shall have no right to rent the land for future crop years after year 2019 unless awarded the lease by the EDA through a bid process.

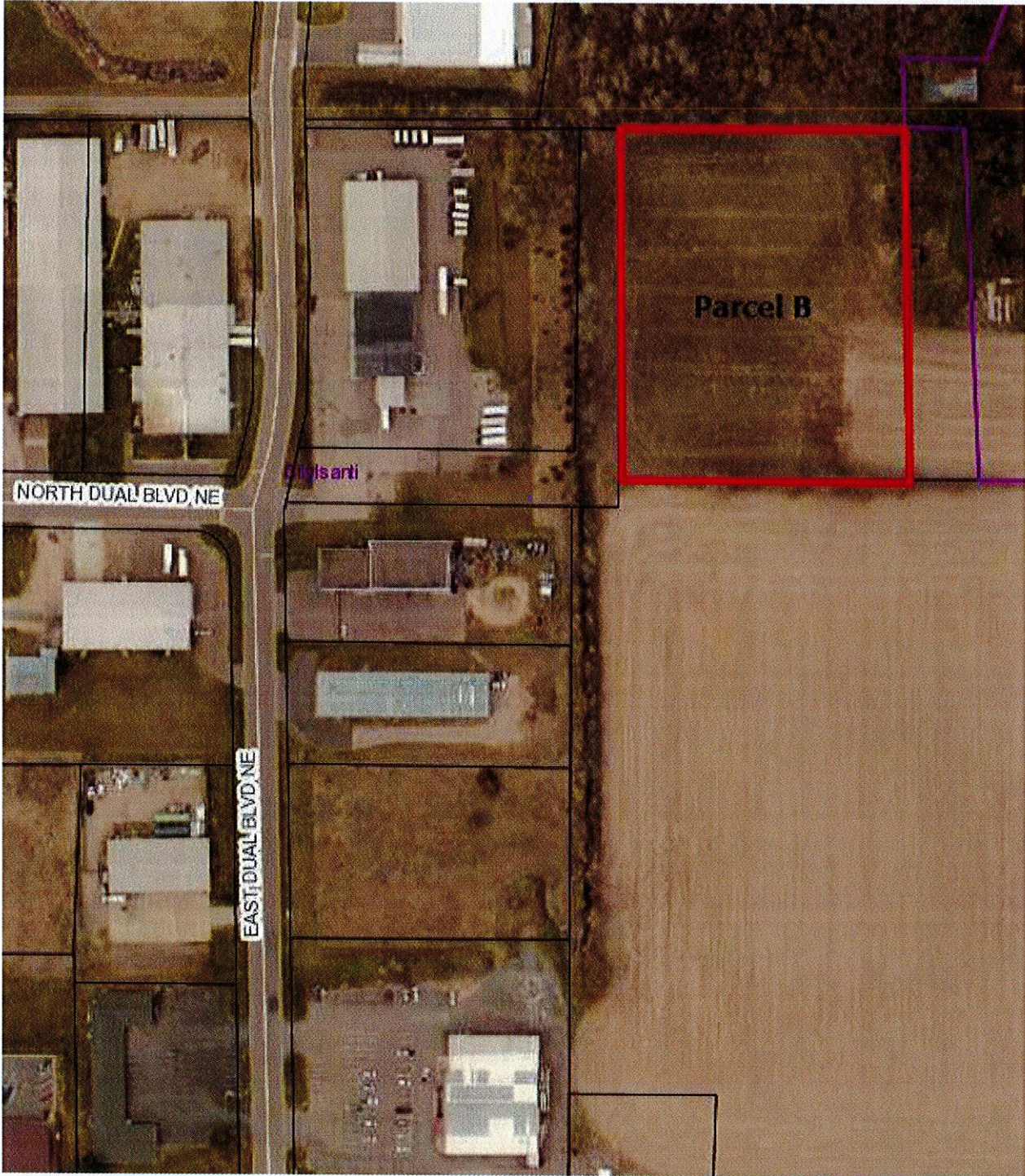
This resolution was duly adopted by the City of Isanti Economic Development Authority this 3rd day of July 2018.

Attested:

President George A. Wimmer

Sean M. Sullivan
Secretary

**Exhibit A
Map of Parcel B**



APPROVED RENTER:

CRAIG BJORKLUND, BJORKLUND FARMS

Signature

Date

CITY OF ISANTI

**June 13, 2018
11:00 a.m.**

**QUOTE OPENING
Land Lease – 2019 Crop Year**

Quoter Name	Parcel A	Parcel B
Wayne Calander Calander Farms	\$5,561.00 / year	N/A
Craig Bjorklund Bjorklund Farms	\$2,915.00 / year	\$141.00 / yr. contingent on parcel access through Johnson property

Notes: At 11:00 a.m., on June 13, 2018, Economic Development Director Sean Sullivan opened and read aloud bids received from Wayne Calander and Craig Bjorklund. Finance Director Mike Betker observed the bid opening and verified the bid amounts included on this document.

Specifications for Lease of EDA/City Owned Property for Crop Farming

Location and Description of Lease Area A:

South and east of the Wastewater Treatment Facility, located to the east of 3rd Avenue North and south of 299th Avenue. Site size 82.7 acres "more or less"

Lease Term:

Lease for Area A shall be for a period of one crop season and shall run from December 1, 2018 to November 30, 2019.

Location and Description of Lease Area B:

Located East of 500 East Dual Boulevard (United Parcel Service), access from Adjacent Crop Land (no road or site access). Site size is 4 acres "more or less"

Lease Term:

Lease for Area B shall be for a period of one crop season and shall run from December 1, 2018 through November 30, 2019.

Right to Develop:

The EDA/City reserves the right to develop the property at anytime through the contract period. If the EDA/City exercises this right, the EDA/City shall compensate the successful bidder for the fair market value of the crop destroyed valued at the average market price per bushel as of the date of initial construction activity resulting in the removal of the crop based upon the average per acre yield as established by the records maintained by USDA pertaining to the subject field or as available for similar fields located in Isanti Township in the event such records are not available for the specific field herein.

Wayne Calandrelli
4019 311 TH Ave NE
Cambridge mn. 55008

Crop Land
Lease quote

Sean Sullivan
City of Isanti
Economic Develop Director



27072 Polk Street NE
Isanti, MN 55040

City of Isanti

SEAN M. SULLIVAN

**CITY OF ISANTI
ISANTI, MINNESOTA
LEASE OF EDA/CITY OWNED CROP LAND QUOTE SHEET**

I (we) submit the following quote for lease of EDA/City of Isanti owned crop land. The quote is for an annual lease for in accordance with the specifications provided. The party providing a quote may quote on one or both parcels of land per the attached specifications. The EDA/City retains the right to award each parcel separately based on the quote/s received.

Parcel A

South and east of the Wastewater Treatment Facility
located to the east of 3rd Avenue North and south of 299th Avenue.

~~Acreage: 82.7 "more or less"~~

Crop Year 2019

\$ 5561 /year

Parcel B

Located east of 500 East Dual Boulevard (United Parcel Services) – NO ROAD ACCESS, access only from Adjacent Crop Land. Quoter will need to obtain permission to access.

Acreage: 4 "more or less"

Crop Year 2019

\$ _____ /year

Wayne Calandea

Name (Printed)

Calandea Farms

Company Name

4019 311 TH Ave NE

Address

Cambridge mn. 55008

763-689-4771

Phone Number

Wayne Calandea

Authorized Signature

**CITY OF ISANTI
ISANTI, MINNESOTA
LEASE OF EDA/CITY OWNED CROP LAND QUOTE SHEET**

I (we) submit the following quote for lease of EDA/City of Isanti owned crop land. The quote is for an annual lease for in accordance with the specifications provided. The party providing a quote may quote on one or both parcels of land per the attached specifications. The EDA/City retains the right to award each parcel separately based on the quote/s received.

Parcel A

South and east of the Wastewater Treatment Facility
located to the east of 3rd Avenue North and south of 299th Avenue.
Acreage: 82.7 "more or less"

Crop Year 2019

\$ 2915⁰⁰ /year

Parcel B

Located east of 500 East Dual Boulevard (United Parcel Services) – NO ROAD ACCESS, access only from Adjacent Crop Land. Quoter will need to obtain permission to access.

Acreage: 4 "more or less"

Will Rent only if we have Johnsons (Lark)

Crop Year 2019

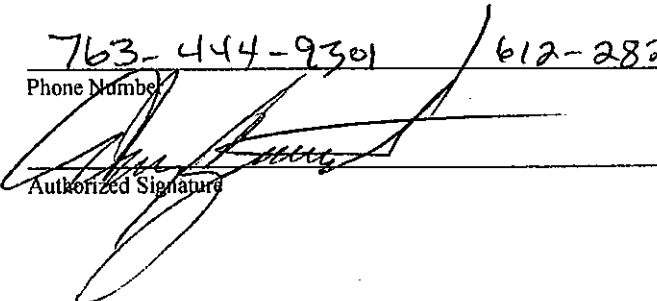
\$ 141⁰⁰ /year

Craig Bjorklund
Name (Printed)

Bjorklund Farms
Company Name

27072 Polk St N.E Isanti
Address

763-444-9301 / 612-282-9489
Phone Number


Authorized Signature

MEMO



To: Economic Development Authority
From: Sean M. Sullivan, Economic Development Director *SMS*
Date: June 26, 2018
Subject: Project Updates / Informational Items

Business Prospects/Projects:

Kwik Trip – Construction is anticipated to commence on August 20, 2018.

Senior Housing and Multi-Family Housing- Recently, Staff has been in contact with developers for senior and multi-family housing. Development in these areas is certainly needed in Isanti and Staff will keep the EDA abreast of any movement in these areas.

General - Staff has been contacted by other prospects but the discussions are preliminary in nature. Prospects and targeted business types include: manufacturing, self-storage, commercial-retail, SFR residential, restaurants, senior housing and industrial. Staff will continue to pursue options as they present themselves and will continue to work on business recruitment.

EDAM– There are no agenda and minutes for this month due to the EDAM Summer Conference. Economic Development Director Sullivan will be attending the Summer Conference from June 27-29.

GPS 45:93: June meeting agenda and minutes attached.

Mayor's Employer Celebration Day –The Mayor's Employer Celebration Day was held on June 19, 2018 event. The event was well attended and businesses seemed to appreciate the recognition. The event is growing in size.

2018 New Resident Survey- The deadline for returning surveys has passed. Staff will be working on a summary report to be presented to the EDA in August.

Welcome Brochure – A draft version of the revised Welcome Brochure is nearly complete. Staff plans to present the draft brochure to the EDA for review in August.

Housing Starts in 2018: As of June 26, 2018 there have been 48 single family housing permits pulled and there are 6 more in process. It should be noted that the Sewer and Water Rate Study and future growth assumptions call for 25 SFR residential hookups annually for each year into the future. Attached is the MPLS Area Association of Realtors Report for May of 2018 for review.

Businesses Arrivals and Departures in Isanti 2018: The City of Isanti is proud to recognize new businesses for choosing Isanti to be home in 2018. **Arrivals:** Max Tech (101 Cajima St NE), Joe's Custom Cabinetry (700 E Dual Blvd NE), Help Your Shelves (700 E Dual Blvd NE) Cellular Clinic (404 Whiskey Rd NW, Ste G), LJ Level (121 Main St W), Metz Dog Grooming, Liberty Title (404 Whiskey Road) **Departures include:** Boeke's Woodshop (700 E Dual Blvd NE), Apitz Painting (Retired).

Board of Directors Meeting

Pine City Fire Station

Friday, June 22, 2018 10:00 a.m. - 12:00 p.m.

Host: Pine City

5.c.

GPS 45 93
YOUR POINT OF OPPORTUNITY.

GPS 45:93 Mission Statement

Collaborate to strengthen the regional economy by:
~ Providing a regional approach to workforce development, business attraction, retention & expansion
~ Acting as a conduit for members and the region to access resources and educational opportunities

GPS 45:93 Strategic Plan Summary

~ Act Regionally
~ Provide education & networking opportunities.
~ Promote enhancement of regional workforce & infrastructure.
~ Sustain organizational vitality through effective engagement of volunteer and contracted leadership & resources.

Welcome

Additions to the Agenda & Approval of Agenda

Approval of Minutes

- a.) Board of Directors Meeting Minutes from May 18, 2018

Treasurer Report – Doyle Jelsing

- a.) Financial Report as June 15, 2018
- b.) Membership
 - a. Value of Belonging & 2017 Highlights
 - b. Membership Form

Executive Committee

- a.) July Meeting in Duluth
- b.) Annual Meeting
- c.) FAM Tour in Chicago

Presentation

- a.) Minnesota Housing Institute and ECHO Updates - Lezlie Sauter

Consultant Report

- a.) Economic Gardening Updates
- b.) Membership Recruitment

Committee Reports

- a.) Workforce – Carla Vita
- b.) Marketing Committee - Sean Sullivan and Richard Baker
 - 1. Jeff Rossates comments on the Region's Marketing Tools
- c.) Broadband Taskforce/MN Rural Broadband Coalition - Nancy Hoffman and Becky Lourey
- d.) Education/Training - Rebecca Perrotti and Richard Baker

Other Business & Informational Links (These items are not printed as part of the agenda packet)

- a.) Economic Development Academy -- August 14 & 15, 2018 -- Informational Letter
- b.) 2019 Economic Development Conference -- Thursday, February 7, 2019 -- Draft Agenda of Conference

Adjourn

Next Board Meeting: July 27, 2018 Kitchi Gammi Club - Duluth, MN

Board of Directors Meeting Minutes

Date: May 18, 2018

Location: Sandstone, MN

GPS 45 93
YOUR POINT OF OPPORTUNITY.

GPS 45:93 Member Representatives

X	Rebecca Perrotti, CMJTS	X	Nancy Hoffman, Chisago County		Richard Baker, Past Chairman
X	Marshall Lind, Braham		Greg Anderson, Isanti County	X	Doyle Jelsing, Neighborhood National Bank
X	Kathy George, Sandstone	X	Heidi Steinmetz, Kanabec County		Sara Treiber, Mille Lacs Corporate Ventures
X	Mark Perry, Hinckley	X	Kelly Schroeder, Pine County		Melissa Bettendorf, North 65 Chamber
X	Sean Sullivan, City of Isanti	X	Jordan Zeller, ECRDC		John Paladino, MN Energy Resources
	Beth Thorp, Mora		Becky Lourey, Nemadji Research	X	Pam Sarvela, MN Energy Resources
X	Carla Vita, North Branch		Joe Mulford, PTCC		Randy Ulseth, FirstLight Health System
X	Ken Cammilleri, Pine City				Gary Shaw, Cambridge Medical Center
	Lezlie Sauter, Pine City		Bruce Pogatchnik, Northview Bank		Mary Minnick-Daniels, EC Arts Council
	Amy Mell, Rush City	X	Doyle Casavant, First Citizens Bank		Arik Forsman, Minnesota Power
	City of Princeton				Nancy Aronson Norr, MN Power

GPS 45:93 Guests

	Bill Coleman, Community Technology Advisors	X	Karl Schuettler, Northspan Group
X	Sandy Voigt, Region Five Development		Becky Schueller, Pine City Area Chamber of Commerce
	Rick Olseen, Congressman Nolan's Office		Bob Voss, ECRDC
X	Della Ludwig, DEED Workforce Consultant	X	David Minke, Pine County Administrator
	Joan Berning, DEED		Jeff Wig, Initiative Foundation
	Brent Stavig, Rush City High School		Stefanie Youngberg, East Central High School
	Glen Stevens, North Branch Area High School		Brent Nelson, Mora High School
	Eric Olson, Rush City Tech Ed Teacher		Jessica Town-Gunderson, ISD 477
	Milles Seppelt, Hutchinson EDA		Kyle Vanderflute, Senator Tina Smith's Office
X	Dan Bullert, Initiative Foundation	X	Jeff Rossate, DEED
X	Michael Weinand, First Citizens Bank	X	Peter Spartz, Mayor of Sandstone

Call to Order	Action Needed
Heidi Steinmetz called the meeting to order. Chair Hoffman arrived shortly after. She was delayed slightly with the tour of Industrial Parks.	
Introductions	Action Needed
Approval of Agenda	Action Needed

	Approved as presented
Approval of Minutes	Action Needed
Board of Directors Meeting Minutes from March 23, 2018 (there was no meeting in April)	Approved as presented
Treasurer Report (Doyle Jelsing)	Action Needed
Financial Report as of May 14, 2018 – Jelsing reported on membership dues. Rush City, First Citizens Bank, and MN Business Finance Corporation are new members in 2018. Total dues paid to date = \$19,900. Fund balance as of May 15 th is \$30,197.67. Detailed financial reports were provided for all funds, as well as a copy of the bank statements for March and April, along with the reconciliations.	Treasurer's Report was approved as presented
Executive Committee	Action Needed
<p>a) Innovative Approaches to Career Readiness – Initiative Foundation Grant Opportunity – The Initiative Foundation was thanked for the \$10,000 grant.</p> <p>b) Opportunity Zone Update – Discussion centered around the designated census tracts for Minnesota, which include many of the GPS members' cities. Governor Dayton's recommendations have been submitted to the US Treasury for approval. There are many unknowns at this point. The designation will allow investors to defer tax liabilities if they invest in projects located in Opportunity Zones. Investors include banks, not just individuals. Guidance is being developed by the Treasury Department and the Internal Revenue Service and should be available later this year.</p> <p>c) Other Updates – Nancy Hoffman recently attended a presentation about Strong Towns, which was given by Chuck Marohn. She thinks this would be a good fit for the annual GPS meeting in September. Heidi Steinmetz attended also and concurs with Hoffman.</p>	
Consultant Report (Karl Schuettler)	Action Needed
<p>a) Economic Gardening – Schuettler reported that a second roundtable meeting was held to follow up on processes. Workforce and career readiness have been topics of discussion. The contract for this program closes out this month.</p> <p>b) Membership Recruitment – This has been a priority. Great River Energy has expressed support but recommended going through East Central Energy for special projects. With the Industrial Park tour occurring today, it is hoped that Stacy and Wyoming will join GPS, as well as other Chambers of Commerce organizations. The 'Resources for Businesses' flyer has been circulated, along with business cards, to banks and cities in the region, hoping to attract membership.</p> <p>c) CVN Map & Tour Feature – Schuettler shared flyers for this tool which will help to showcase and market real estate. The tool allows the user to zoom in, pan around, and link to LOIS. Various options are available; such as, wayfinding and tourism possibilities.</p>	

d) Northspan Group – Executive Director Randy Lasky is retiring. Elissa Hansen has been appointed to step into the role. They would like to host the July GPS meeting in Duluth.

Presentation

Action Needed

Jeff Rossate, Executive Director of Business Development with DEED – A full day of touring the various industrial parks in the region has been planned, starting in Wyoming this morning working his way up to Sandstone and then continuing throughout the afternoon.

Rossate stated that his office focuses on business attraction and expansion. He works with communities, cities, counties, utility companies, and private sector individuals. They see 100 projects at a time and have peaked at 121 active projects, with a low of 77. 50% of the activity is in the metro/Twin Cities area due to higher head counts and investments. There has been more interest in greater Minnesota lately, mostly related to agriculture. The workforce shortage is a concern. It is anticipated that there will be an influx of 1,000 – 1,200 construction workers over the next 18 months. Housing for these workers is a concern. Rossate stated that 40% of development involves new investments in Minnesota; 60% is comprised of expansions, consolidations, relocations. Some recent projects in greater MN include Project West (food processing, restaurants/market, 300 jobs); Project Java (call center), bio-energy products (organic hops growing, international bakery project, soy crushing facility).

Rossate stated that DEED participates in the MN Marketing Partnership. This partnership includes 51 organizations, with about 130 individual memberships. The goal is to sell Minnesota. The partnership allows leverage of \$100,000 for marketing. They organize trade show events as well.

Rossate talked about infrastructure. He stated that shovel ready status can help attract development. There are currently 35 sites state-wide that are shovel ready. These sites are highlighted, although not exclusively. 11 communities have experienced development over the two-year period 2016-2017. 4 sites are currently under consideration. DEED has a new service provider to help with the shovel ready process. Applications have been submitted for Mora and Braham; hopefully, they will be designated shovel ready soon. Typically, an industrial park should be at least 50 acres to make it worthwhile, with 25 acres the ideal minimum size. He doesn't see much need for a 5-acre parcel to go through the process.

Other topics Rossate discussed include the BDPI Program (\$5 million is available and they are hoping to add another \$5 million); Job Training Incentive Program, Small Business Development Centers, Small Business Assistance Office, and the Legislative Session (he stated that MIF funding should be okay, JCF will likely be cut, Broadband will likely see a hit, there are various earmarks, and the bonding bill is expected to fund BDPI, 1BDPI, and TEDY programs).

After today's tours of the various industrial parks, Rossate will share his thoughts, ideas and suggestions.

Committee Reports	Action Needed
<p>a) Workforce Committee – Carla Vita reported that her committee (including Richard Baker, Jordan Zeller, Renee Fry, and Nancy Hoffman) worked together on the Innovative Approaches to Career Readiness Event that was held in North Branch on May 4th. PowerPoint Presentations will be shared on the website. This is an important issue in the region. The committee is looking for a person with a background in education to help mentor those who are developing curriculum. The Committee is trying to connect business needs with the local educational institutions. Kanabec County is planning another International Business Conference in Mora for February, 2019. It was reported that the St. Francis School District, Community ED Advisory Board, received a presentation just last night.</p> <p>b) Marketing Committee – Sean Sullivan reported that the new banner is in use, as well as post-it notes and handouts. He suggested perhaps the CVN Map & Tour item discussed earlier could be given to the Marketing Committee for review. Brochures will be updated after feedback is received from the Industrial Park tours that are planned for today. There is some disappointment with lack of follow through from a previous site selector.</p> <p>c) Broadband Taskforce/MN Rural Broadband Coalition – Nancy Hoffman reported that the coalition was trying to lobby State legislators for up to \$20 million. The conference committee agreed to \$15 million, but the bill was vetoed. Judy Erickson is doing a good job of lobbying for the coalition. A bill was proposed to take the fund balance of the MIF fund and allocate it to cities. Hoffman hopes that MIF and JCF funds are protected.</p> <p>d) Education/Training</p> <p>1) EDA Training Proposal – Rebecca Perotti received a proposal from Jana, who participated in the initial EDA training last spring. The goal is to increase knowledge and work together. Evening and Saturday training dates were discussed, there are many possibilities and potential topics. Case studies and panel discussions are helpful. Perotti will share the proposal with the Board and asked for suggestions. Discussion will continue at the Executive Board level to work out more of the details.</p> <p>2) Succession Planning Seminar – May 23, 2018 – Nancy Hoffman reported that 28 people have signed up. At the CAP meeting this week, the “silver tsunami” was strongly emphasized. All business owners are encouraged to attend.</p>	
Other Items:	Action Needed
<p>a) Kathy George provided an update on the Northern Lights Express (NLX) rail project that will run from Minneapolis to Duluth. All planning work has been done and a Finding of No Significant Impact (FONSI) has been received for the project. The NLX Alliance is transitioning from planning work to lobbying for funding and support.</p> <p>b) Upcoming Workshop: Labor Market Information for Decision-Making (DEED) – May 23rd</p>	

Next Board Meetings: June 22nd at the Pine City Fire Hall, 400 – 5th Street SE

The Meeting was Adjourned.



Economic Development Authority Agenda

1. Call to Order
 - a. Pledge of Allegiance
 - b. Roll Call
 - c. Agenda Modifications
2. Approval of the Agenda
3. Approve Minutes of July 3, 2018 Regular Economic Development Authority Meeting
4. Consider EDA Resolution 2018-4 Awarding Contract for Printing of Welcome Brochure
5. Presentation of New Resident Survey Report
6. Other Business / Updates / Communications
 - a. Business Prospects
 - b. EDAM
 - c. GPS 45:93
 - d. CVN
 - e. 2018 Minnesota Manufacturer's Week Planning
 - f. Housing Starts in 2018
 - g. Business Arrivals and Departures in Isanti 2018
7. Adjournment

**City of Isanti
Economic Development Authority
Regular Meeting Minutes of
July 3, 2018
Isanti City Hall**

1. Call To Order

The meeting was called to order by President George Wimmer at 7:11 p.m.

a. Pledge of Allegiance

b. Roll Call

Members Present: Paul Bergley, Steve Lundeen, Ross Lorinser, Dan Collison, Jill Reller and George Wimmer

Members Absent: Tara Hallberg (Excused)

Staff Present: Economic Development Director Sean Sullivan

c. Agenda Modifications

2. Approval of Agenda

Motion by Commissioner Lundeen, seconded by Commissioner Collison to approve agenda as presented. Motion carried unanimously.

3. Approve Minutes of June 5, 2018 Regular Economic Development Meeting

Motion by Commissioner Collison seconded by Commissioner Bergley to approve the minutes for June 5, 2018. Motion carried unanimously.

4. Consider Resolutions 2018-2 and 2018-3 Awarding Quote for Lease of City of Isanti EDA Owned Crop Land

Economic Development Director Sullivan read aloud the bids received for Parcel A (82.7 acres "more or less") and Parcel B (4 acres "More or less"). The bids received were as follows:

Parcel A

Wayne Calander, Calander Farms	\$5,561.00
Craig Bjorklund, Bjorklund Farms	\$2,915.00

Parcel B

Craig Bjorklund, Bjorklund Farms	\$141.00 / year contingent on access from "Johnson Property"
----------------------------------	--

Sullivan asked the EDA to consider adoption of Resolution 2018-2 awarding the lease to Wayne, Calander, Calander Farms for \$5,561.00 and Resolution 2018-3 awarding lease to Craig Bjorklund, Bjorklund Farms for \$141.00.

Commissioner Lorinser asked if the City has had issues recently with farmers.

President Wimmer stated that the City has not had any issues recently with farmers.

Motion by Commissioner Lundeen seconded by Commissioner Collison to adopt Resolution 2018-2 and Resolution 2018-3 and to direct Staff to execute crop leases. Motion carried unanimously.

5. Other Business / Updates

Economic Development Director Sullivan highlighted the Staff Memo. He stated that there were two new businesses not listed on the Staff memo. They included: Rum River Mallards (USPHL Hockey Team) and CMK Financial Services LLC (Tax preparation). Sullivan updated the information on housing starts to 48 new permits pulled with 6 more in process which is ahead of last year's pace.

- a. Business Prospects
- b. EDAM Summer Conference
- c. GPS 45:93
- d. Mayor's Employer Celebration Day
- e. 2018 New Resident Survey
- f. Welcome Brochure
- g. Housing Starts in 2018
- h. Business Arrivals and Departures in Isanti 2018

6. Adjournment

Motion by Commissioner Lundeen, seconded by Commissioner Collison to adjourn at 7:16 pm. Motion carried unanimously.

Dated at Isanti, Minnesota, this 3rd day of July, 2018.

Respectively Submitted,

Sean M. Sullivan, Economic Development Director

MEMO



To: Economic Development Authority

From: Sean M. Sullivan, Economic Development Director *Sms*
Ben Hylen, Economic Development and Marketing Intern

Date: August 8, 2018

Subject: Consider EDA Resolution 2018-4 Awarding Quotes for Publication of 2018 Isanti Welcome Brochure

Background:

City Staff has been working with Economic Development Intern Ben Hylen on the development of an updated Marketing Brochure for the City of Isanti. The document includes information about the City of Isanti and will serve as an economic development and marketing tool for the City. Attached to this memo is a draft of the document. Aside from some minor changes, staff feels that this document is close to final form and is looking for approval to move forward as outlined in the attached resolution. At the time of the memo, construction on the Best Western Plus Hotel had commenced and was scheduled to be completed in early 2019. This new business is highlighted in the brochure. Staff has obtained five quotes for the publication of this full color brochure for quantities of 500 and 1000. The quotes are as follows with the lowest bid for each quantity in **bold**:

Company Name	Quantity	Price/unit	Total
Minuteman Press	500	\$2.20	\$1,099.00
48 Hour Print	500	\$1.33	\$666.62
Snap Print	500	\$1.45	\$726.00
Alphagraphics	500	\$2.41	\$1207.22
*SmartPress	500	\$1.24	\$617.67
Minuteman Press	1000	\$1.30	\$1,295.96
48 Hour Print	1000	\$0.81	\$810.08
Snap Print	1000	\$1.09	\$1,087.00
Alphagraphics	1000	\$2.09	\$2,092.88
*SmartPress	1000	\$1.04	\$1035.51

*Has a \$50 Coupon which is included on the above quote

According to the quotes provided, SmartPress is the lowest for the 500 quantity order and 48 Hour Print is the lowest for the 1000 quantity order. It is the intention of City staff to be able to reprint and amend this document to incorporate pertinent, current information every 2 years or sooner. It is important to not print more than the City of Isanti will use, as a reprint of the document is suggested every two years; furthermore, careful consideration should be taken when deciding on the quantity of the order. Staff would also place this document on the city EDA website as a community resource.

Development of these brochures was identified in the 2018 Work Plan and was discussed last year by the EDA. There are funds in the EDA budget that are dedicated to marketing and for use on materials such as the Welcome Brochure. Staff would like feedback as to the content and structure of the brochure.

Funding Source:

Staff proposes utilizing the EDA 495- Marketing Fund

Action Requested:

Consider Resolution No. 2018-4 A Resolution Awarding Quote for Publication of 2018 City of Isanti Welcome Brochure (Need to select quantity and vendor)

Attachment:

- 1) Resolution No. 2018-4 A Resolution Awarding Quote for Publication of 2018 City of Isanti Welcome Brochure (Need to select quantity and vendor)
- 2) Draft 2018 Isanti Welcome Brochure

**CITY OF ISANTI ECONOMIC DEVELOPMENT AUTHORITY
RESOLUTION 2018-4**

RESOLUTION AWARDING QUOTE FOR PUBLICATION OF 2018 CITY OF ISANTI
WELCOME BROCHURE

WHEREAS, the Economic Development Authority of the City of Isanti (the "EDA") has determined that creating an updated Welcome Brochure to help market the City of Isanti to potential investors, businesses and residents; and,

WHEREAS, City Staff and Economic Development Intern Ben Hylen have developed a full color brochure highlighting various facets of the community that the City of Isanti can use for marketing and business recruitment purposes; and,

WHEREAS, five quotes were submitted to the City EDA for consideration with publication quantities of 500 and 1000 of the aforementioned Welcome Brochure and the lowest responsible quote is attached hereto; and,

WHEREAS, the EDA has reviewed the format of the Welcome Brochure and recommends proceeding with presented format with the ability to make some minor changes in content.

NOW, THEREFORE, BE IT RESOLVED by the Board of Commissioners (the "Board") of the Economic Development Authority of the City of Isanti Minnesota (the "EDA") to authorize the following actions:

1. Award Welcome Brochure publication project with minor edits if needed, to (SmartPress or 48 Hour Print) to print 500 or 1000 brochures in an amount not to exceed \$617.67 or \$810.08 and to utilize the EDA 495 marketing budget line item.

Adopted by the Board of Commissioners on August 8, 2018.

By _____
President

Attest _____
Secretary

Official Seal



Isanti

— A Community for Generations —

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Message from the Mayor

“There is no better place to work, live, or play than the City of Isanti.”

A Message from Mayor Wimmer

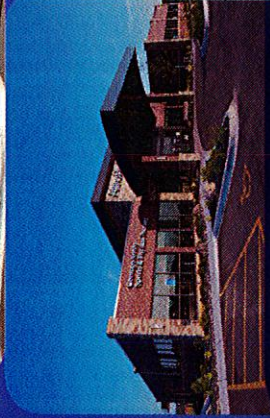
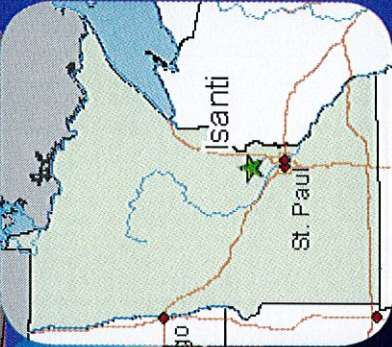
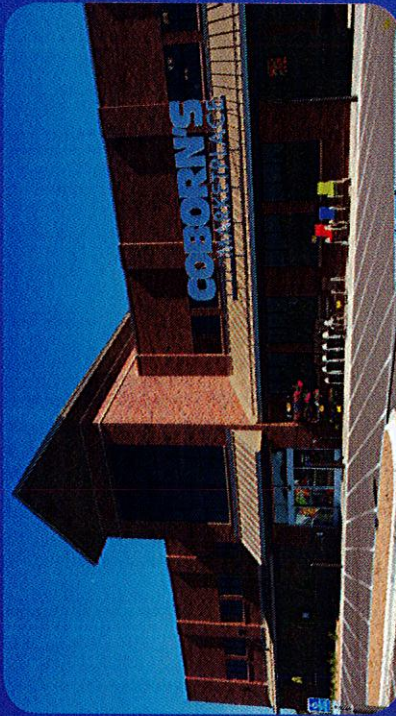
On behalf of the City of Isanti, I would like to welcome you to our “Community for Generations.” There is no better place to work, live, or play than the City of Isanti. We take great pride in our flourishing business community, diverse residential neighborhoods, and robust park and recreation system.

Isanti’s economic development team has created an environment that builds upon our community’s strengths to encourage business growth and development. I was proud to accept the 2016 Economic Development Association of Minnesota’s award for Business Recruitment for recruiting SnoBear USA from North Dakota on behalf of the City of Isanti. This is our second award of this type since 2008. Our development team strives to develop and diversify the commercial and industrial businesses within the community in an effort to bring needed services and employment opportunities to area residents. The City of Isanti is a great place to grow your business, and we’ll help it to thrive.

Isanti has a rich history with over 110 years of prosperity. Our neighborhoods provide a mix of housing types and styles with homes dating back to our treasured history, and many newly constructed homes. Our range of housing types include apartments, condominiums, town-homes, twin homes, single family homes, and senior living facilities; which offer options for every stage of family growth and fit many different lifestyles. This blend of past and present serves to fill any housing need.

On behalf of the City of Isanti, I hope you will enjoy your time in our community and will consider us as a place to live, work, and play. If you have any questions or comments please contact me at George@georgewimmer.org or 763-442-8749.





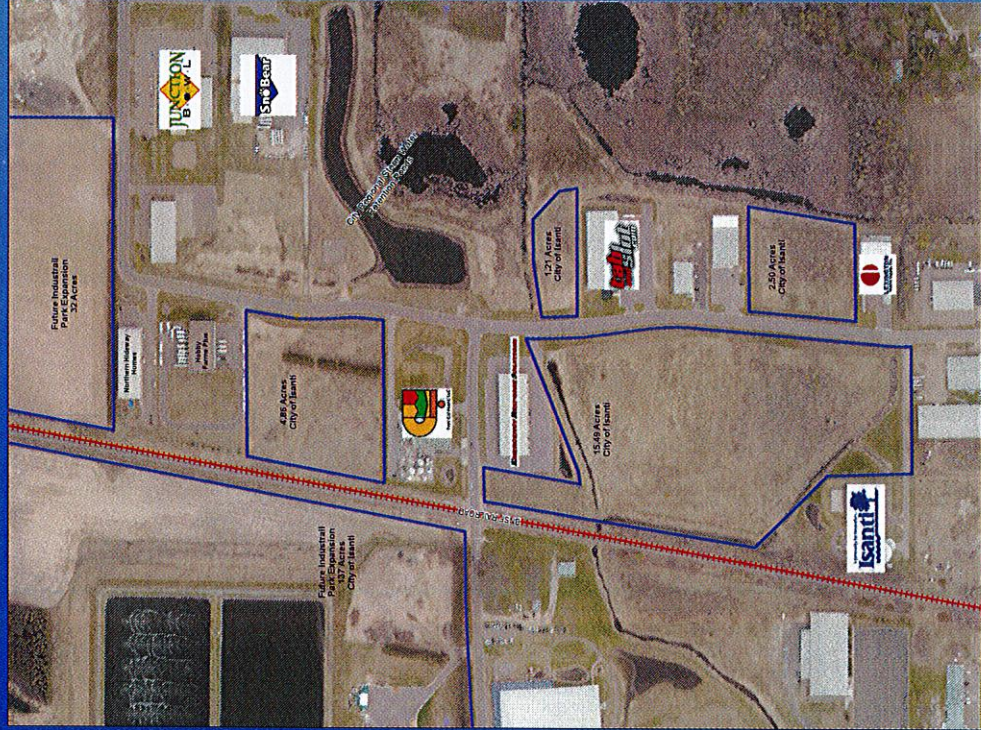
An Introduction to The City of Isanti

- » Located on MN State Highway 65
- » 10 minutes West of I-35
- » Just 45 minutes from Downtown Twin Cities
- » Regional manufacturing hub
- » MN Shovel Ready Certified;
- » Commercial and industrial lots for \$1
- » Commercial, industrial, and retail space ready for lease or purchase
- » Extensive business financing options
- » Historic downtown
- » 45 miles of interconnected trails and sidewalks with 11 city parks.

** Changes to Map In Progress **



City of Isanti Industrial Park

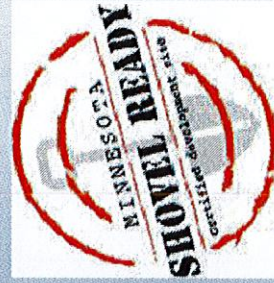


MN Shovel Ready Certified

24.06 acres
of buildable industrial lots

The City of Isanti has a MN Shovel Ready certified Industrial Park. Rigorous planning, zoning, environmental studies, title work, public infrastructure, and other pre-construction activities have been completed on these designated sites. Shovel Ready sites are perfect for companies that want to move quickly with plans to start up, relocate, or expand operations. The Isanti Development team and its expertise makes the process to locate in Isanti a breeze.

The Isanti Centennial Complex contains four industrial lots priced at \$1 each. New fiber, cable, and utilities are installed in the modern business park. Other incentives on the Minnesota Shovel Ready certified sites include tax-increment financing, tax abatement, and revolving loan fund gap financing that is below market rates.



CONTACT RYAN KERNSKY FOR MORE
BUSINESS FINANCING OPPORTUNITIES



Economic Development Authority

The City of Isanti Economic Development Authority (EDA) was created to encourage and actively participate in development and redevelopment projects in the city.

The seven person membership of this body is comprised of five city council members and two citizen members that live within the City limits of Isanti; own a business within the City of Isanti; and/or have a significant management role in running a business in the City of Isanti that gives them insight on the role of economic development in the City, overall community, and business environment. Business recruitment, retention, and marketing, as well as encouraging communication between the City of Isanti and area businesses are key objectives for this body.

The Isanti Centennial Complex Industrial Park is Minnesota Shovel Ready Certified. Each of the remaining four city owned lots have city sewer, water, and storm utilities to the curb as well as access to fiber optic, cable, and wireless communication. The industrial park is home to successful companies like Advanced Telemetry Systems, Metal Coatings and Manufacturing, Tab and Slot, Cranger Machine, UPS, SnoBear USA, and many more.

There are also many privately owned commercial and residential lots ready for immediate development with city services to the curb. The City of Isanti understands that growth in all sectors is important and is willing to provide incentives. In 2018, 182 City of Isanti businesses employed 1,930 people in the retail/service, manufacturing, construction, medical, education, and governmental sectors.

The City of Isanti has eight schools located in the community, that utilize technology and qualified faculty to effectively educate students in the area. Isanti is a young and vibrant community with a median age of 31.5, which is nearly six years younger than the state median and eight years younger than the county median. Access to medical facilities including hospitals and clinics is convenient with drive times of less than 5 minutes. A robust park system, Ice Arena, Isanti Indoor Arena-Home of Rum River BMX, Legacy Park, River Bluff Preserve, and other recreational opportunities make Isanti a fun place to live and visit.

Be a part of a growing community.

"INVEST IN ISANTI"

Financing Options

Tax Increment Financing

Tax Increment Financing (TIF) is available through the City of Isanti and the Isanti Economic Development Authority. These entities will consider participation in projects that will:

- Create new commercial base
- Effectively use community infrastructure and downtown/industrial park lands
- Redevelop land or properties
- Encourage private investment in properties that the City has targeted for development or redevelopment



Revolving Loan Fund

The Isanti Revolving Loan Funds (RLF) are for businesses creating or retaining private sector, full-time jobs in the area, or making a capital or real estate investment. Program highlights:

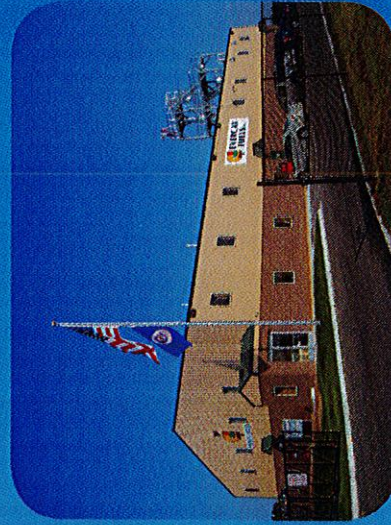
- Cannot be used alone, must be used with a bank loan
- Loans available up to \$50,000
- Eligible uses are: Building purchase, building construction, building renovation / expansion, machinery and equipment, and landscaping and retention
- Appraisals may be needed
- Each project evaluated on its own merits.

Financing from the Isanti Revolving Loan program can be for up to a 10 year term with below market rates.

Tax Abatement

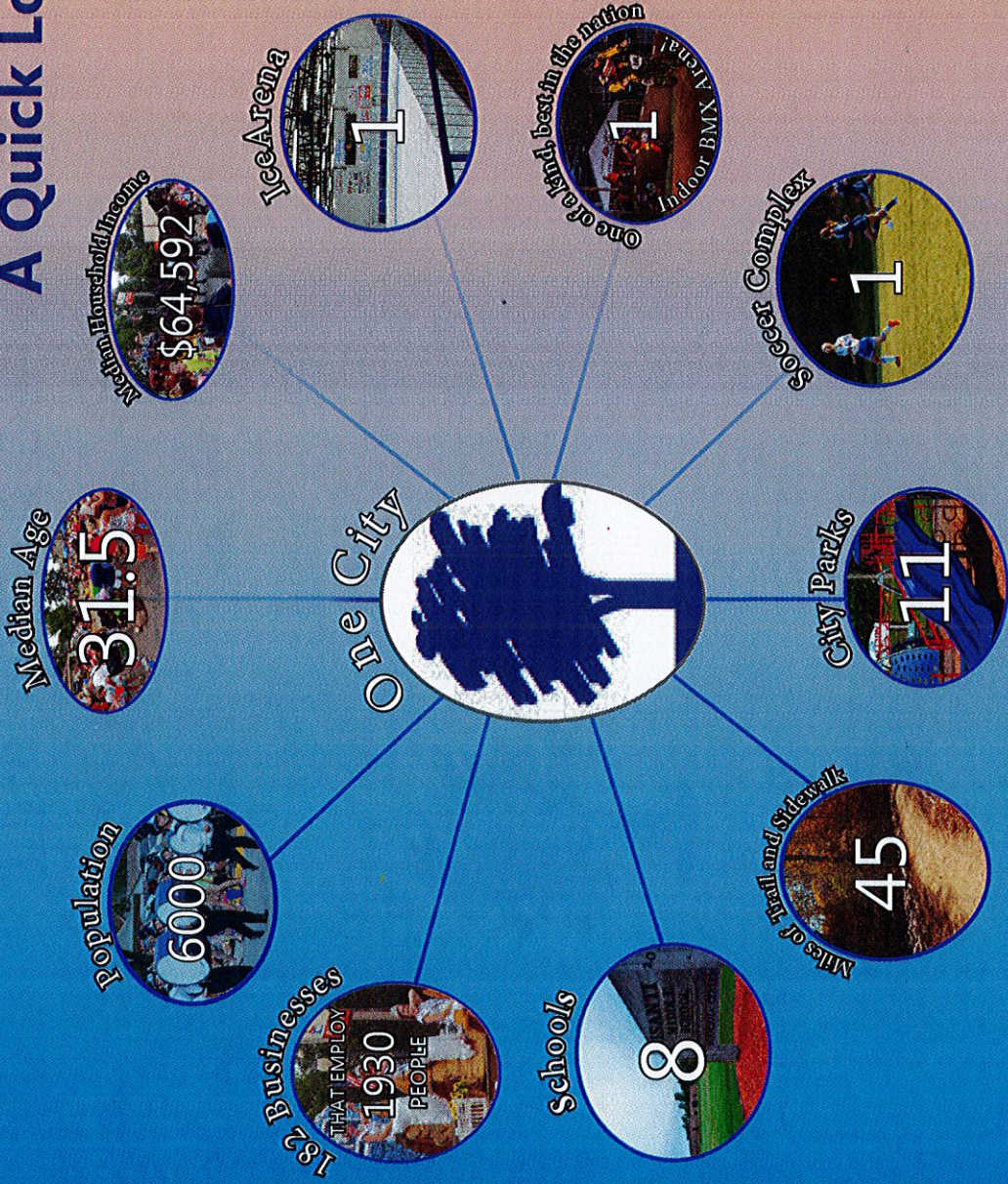
The Tax Abatement program is eligible to businesses that would benefit the community of Isanti in one or more of the following ways:

- Increase or preserve tax base
- Create or retain jobs
- Diversify the businesses within Isanti
- Help develop or renew blighted areas
- Help provide access to services for residents of the City





A Quick Look



Community

Events and Venues

Isanti Firefighter's Rodeo & Jubilee Days

Held in July, the Annual Isanti Firefighter's Rodeo draws crowds from across the state. Held concurrently with the rodeo, Jubilee Days features one of the largest parades in the state, turtle races, outhouse races, and activities for all ages.

Isanti Street Dances

Held in downtown Isanti, street dances are a great way to enjoy food, local music, and community. The city puts on 3 street dances each summer.

Isanti Redbirds

This team was established in 1920 and is one of the oldest baseball teams in Minnesota. Playing in the Metro Minny League their season starts in May and runs through August. In 2011, they won the Class C State Championship!



Isanti Soccer Complex

Boasting 9 full-size soccer fields, this complex hosts the Minnesota State Cup and State Qualifiers regularly.

City Parks

With 11 city parks found at various locations around the city, there is never a dull moment. Our parks are located within easy walking distance of schools and residential developments. They're a great place to enjoy time with your family.



Farmer's Market

Freshly picked, locally grown food and locally made products can all be found at the seasonal market on Fridays, May through September at 400 West Dual Boulevard Northeast.

Rum River Mailards

This US Premier Hockey League Team (USPHL) moved to Isanti in 2018 and play in Isanti Civic Ice Arena during their season which runs annually from September to March





Legacy Park

Legacy Park and River Bluff Preserve

Legacy Park trail passes through a 20.67 acre natural wooded area owned by the City of Isanti located in the northwest area of the city along the scenic Rum River. This trail was designed to be ADA compliant and extends an opportunity to the public to access an undeveloped natural area. Legacy Park also offers an educational opportunity, showcasing undisturbed forest land and the Isanti Brook and Rum River basins which contain many types of plants and animals.

River Bluff Preserve is a newly developed 38 acre park in the City of Isanti. It gives the public access to hiking trails and a recreational fishing pier on east bank of the Rum River. The preserve is also home to the the Isanti Community Garden, where community members can rent a plot to provide themselves with fresh produce.



5.3 Miles of
interconnected
trails

Schools

[Isanti Primary School](#) serves students in Kindergarten - Second grade. Students attend school each day and have a full array of specialist services including art, music, physical education, and technology. The school also houses the community's preschool programs. [Isanti Intermediate School](#) serves students in grades 3-5 that live in and around the City of Isanti. Isanti Intermediate was built in 2006 and is located east of Highway 65 on Heritage Boulevard (County Road 5).



[School For All Seasons](#) is an optional year-round elementary school program for students in the Cambridge-Isanti School District. The school serves students in Kindergarten to Fifth grade and is housed in the Isanti Intermediate School site as a school-within-a-school program. The academic year begins in early August and students take 2-3 week breaks between each 12-week trimester. The program is part of the public school system and does not charge tuition. The school has also been recognized as an innovative school by the Minnesota Department of Education.

[Isanti Middle School](#) serves students in grades 6-8 and uses its location along the Rum River to emphasize science and outdoor activities.

[Minnesota Center](#) is an optional year-round program for students in grades 6-8 that follows the same calendar as the School For All Seasons program. The school has been recognized for closing the achievement gap, and having student achievement that exceeds state expectations. This is also a public school and does not charge tuition.

[Anoka-Ramsey Community College](#) is located just 8 miles north of the city, and is a full-service community college. Students can earn an associate of arts degree in many fields including business and nursing. The school also partners with Anoka Technical College to provide numerous vocational and technical training certificates.

[Arts and Science Academy](#) is a charter school for Kindergarten - Fourth grade which emphasizes the arts in order to better engage students' learning. This school does not charge tuition, but does have limited enrollment.

[Arts and Science Academy Middle School](#) opened in November 7, 2017 and provides an alternative education option for grade levels 5 through 8 for the expanding Arts and Science Academy charter school system.

[Scholastica HSC Academy](#) is a Catholic Private school which offers a PreK - 12 program. This tuition-based school is located at St. Elizabeth Ann Seton Catholic Church.

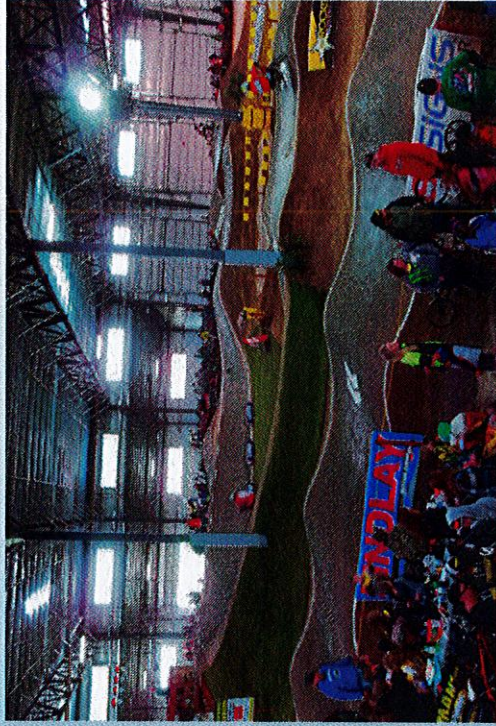
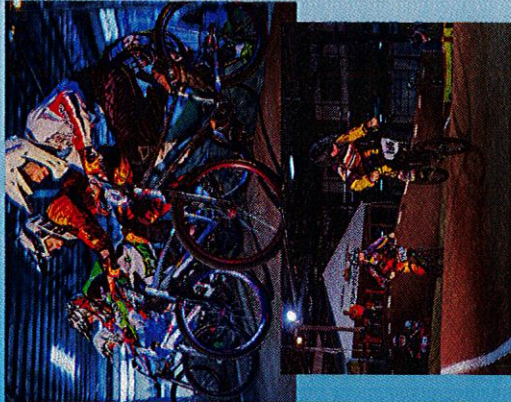
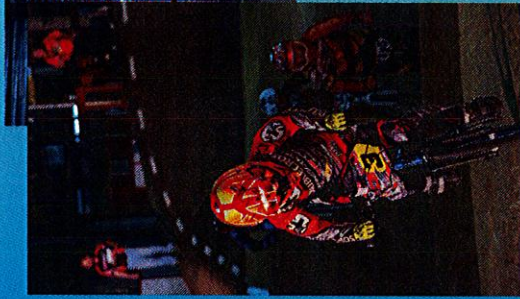




Isanti Indoor Arena- Home of Rum River BMX

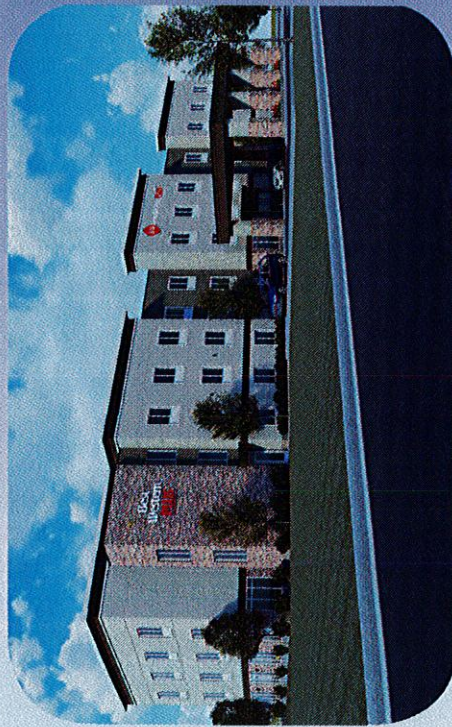
The City of Isanti has partnered with Rum River BMX to bring a 75,000 square foot, state of the art, indoor BMX arena to the community. The number one track in the nation hosts events year round. Rum River BMX Association has hosted the State Finals (2009, 2010, 2012, and 2014-2017) and National Events (2009, 2010, 2013, and 2016-2018) in Isanti. This state of the art facility has increased the frequency of these events and generated more opportunities for businesses in the City

of Isanti to capture additional dollars from the upwards of 80,000 participants and spectators it brings to the city annually. This one of a kind facility opened in 2015, and has been hugely successful with some of its riders participating in the 2016 Summer Olympics. Isanti Indoor Arena is located within the award winning Bluebird Park which has access to the regional trail system.





Isanti Hotel



The City of Isanti has been working hard to bring additional lodging into the community. Construction on the Best Western Plus commenced in June 2018 for its Highway 65 location, and the facility is expected to open in early 2019. This 60 unit hotel located between Main Street and Broadway will create over a dozen new jobs and include an indoor pool and hot tub



Isanti Hotel

(with controlled public access). This redevelopment project will also include the reconfiguration of nearby streets, extending both Richard Avenue SE and 5th Avenue NE. The addition of Best Western Plus to the community will serve as a catalyst to stimulate economic growth in the restaurant, retail, and industrial sectors of the City of Isanti.



Contact

GEORGE WIMMER / MAYOR

CALL: 763.442.8749

EMAIL: George@georgewimmer.org

RYAN KERNOSKY / COMMUNITY DEVELOPMENT DIRECTOR

CALL: 763.444.5512 ext.115

EMAIL: rkernosky@cityofisantiti.us

JOSI WOOD / PUBLIC SERVICES DIRECTOR

CALL: 763.444.5512 ext.110

EMAIL: jwood@cityofisantiti.us

KATIE EVERETT / PARKS, RECREATION, AND CULTURE MANAGER

CALL: 763.444.5512 ext.107

EMAIL: IsantiParks@cityofisantiti.us

Connect

- Visit us on the web at www.cityofisantiti.us

- Or find us on  Facebook at facebook.com/isantievents

- To find out more information, read a copy of our quarterly publication, the Isantian

Testimonials



“The City of Isanti has done a good job supporting our business. We are happy to be located in Isanti and hope to continue to grow here.”

-Peter Kuechle, President,
Advanced Telemetry Systems



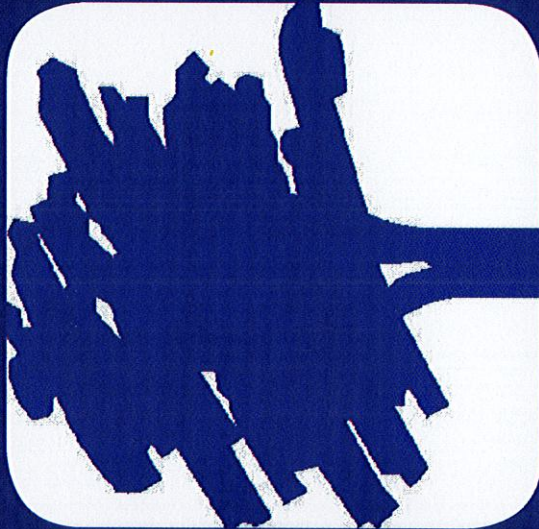
“The City of Isanti Development Team especially Mayor Wimmer and Economic Development Director Sean Sullivan, were tremendous to work with. The knowledge and expertise of City Officials and Staff helped us every step of the way to navigate through state and local incentive programs. Our collaboration with the City of Isanti was pivotal in securing meaningful business incentives from the Minnesota Investment Fund (MIF), Job Creation Fund (JCF) as well as other programs. These results made our move from Fargo, North Dakota to Isanti, Minnesota possible. Isanti is a great community and we are proud to be part of it!”

-Mario J. Nozzarella, Executive Vice President SnoBear USA

“Our location in Isanti has excellent access to transportation corridors which is fundamental to the success of our business.”

-Eric Lindell,
Business
Manager,
UPS

Welcome to Isanti



Professional city economic development team

Historic downtown, retail spaces for rent, specialty shops.

Located just 10 minutes from I-35 and 45 minutes from downtown Twin Cities

Platted residential and commercial lots with utilities stubbed to curb ready for development

Tremendous economic growth: newly constructed medical clinic, pharmacy, grocery store, retail, hotel, and housing.

Legacy Park, River Bluff Preserve, 45 miles of trails and sidewalks, Soccer Complex, Isanti Indoor Arena for BMX, and more!

The City of Isanti is great a place for business, retail, living and recreation.

Open for business at www.cityofisanti.us



MEMO

To: Economic Development Authority

From: Ben Hylan, Economic Development and Marketing Intern
Sean M. Sullivan, Economic Development Director *Sms*

Date: August 8, 2018

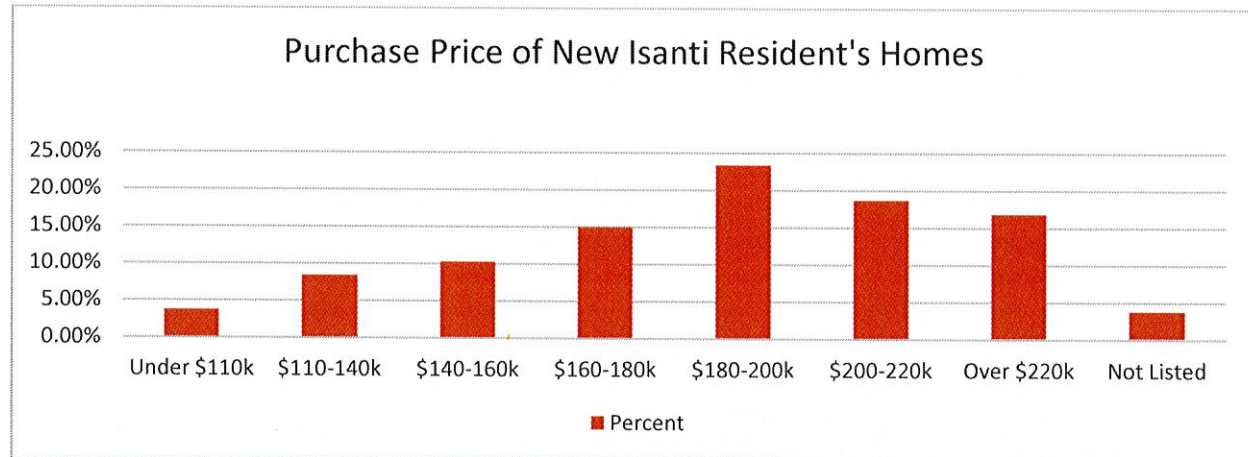
Subject: Summary/ Analysis of New Isanti Resident Survey

Background:

On May 15th 2018 a survey was sent out to the 500 residents who had moved to or relocated within the City of Isanti between the dates of 1/10/16 and 4/23/18. Of the 500 surveys that were sent out, 107 completed and returned to the City of Isanti, which is a response rate of 21% which makes the survey sample statistically relevant. This survey also serves as a snapshot as to why people might be choosing to move to the City of Isanti. The following report summarizes and analyzes the data collected from the 107 returned surveys.

Survey Results Summary:

Purchase Price of New Isanti Resident's Home:

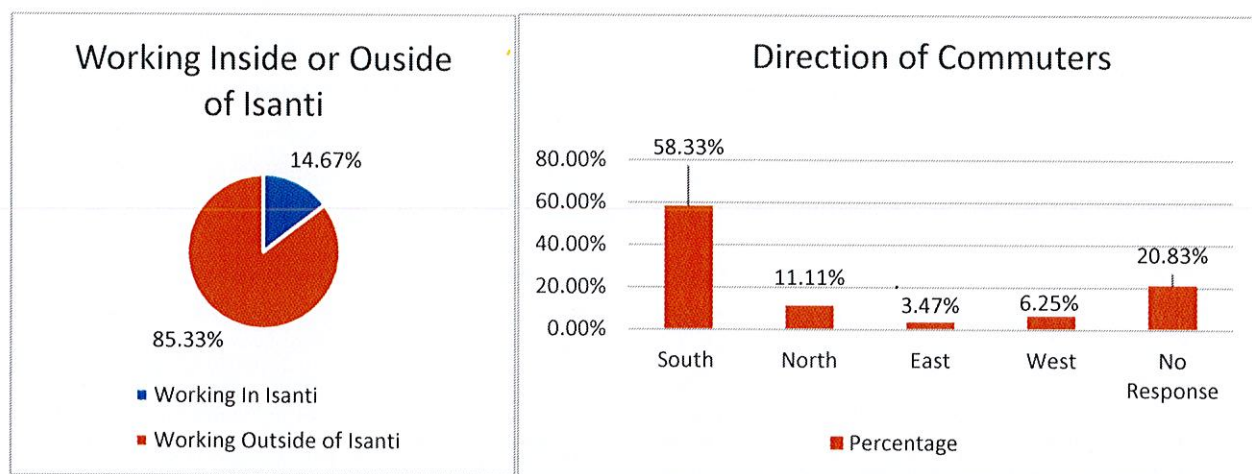


The median sales price of a home purchased in Isanti County as of June 2018 was \$220,000 while the statewide median as of June 2018 was \$226,200 (Minneapolis Area Association of Realtors). Both of these figures were greater than the majority of the purchase prices reported by respondents of the City of Isanti's new resident survey. In the portion of the survey which listed the important factors that led to the new resident's decision to live in Isanti, a common response was the acknowledgement of the low-priced housing options found within the City of Isanti. Despite the survey data's somewhat bell-shaped curve, centered around the \$180,000 to \$200,000 purchase price range, the responses included housing options into the state's median value range (\$226,200) as well as plenty of housing options below the \$180,000 to \$200,000 range. The Minneapolis Area Association of Realtor's website showed that the median sales price in the City of Isanti in the year 2018 as of June was \$225,000 which aligns very well with both the state and county median prices.

Analyzing state and county data in collaboration with the survey data displays the diverse (In terms of cost) housing options the City of Isanti offers. One important aspect of this data is that this diversity allows a wide demographic of people to move to Isanti as a result of both the lower and higher priced homes in a housing market where prices are climbing.

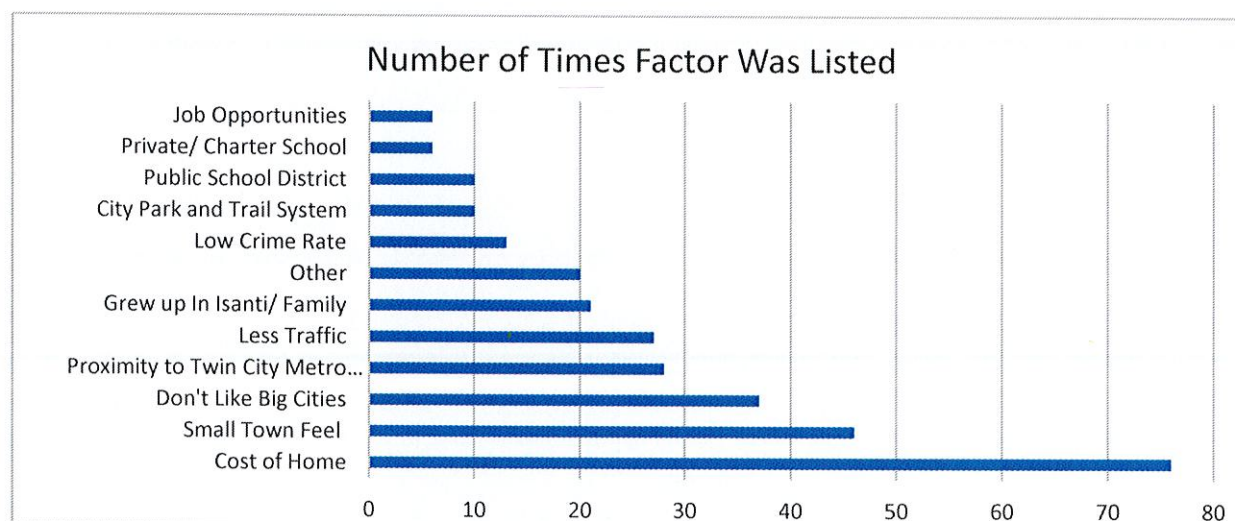
*Note: Since 2017 the median sales price of homes in the City of Isanti has risen 19% from \$189,000 to \$225,000, which could have potentially affected the data's placement in the current market's median sales price range on account of survey data dating back to as early as 2016.

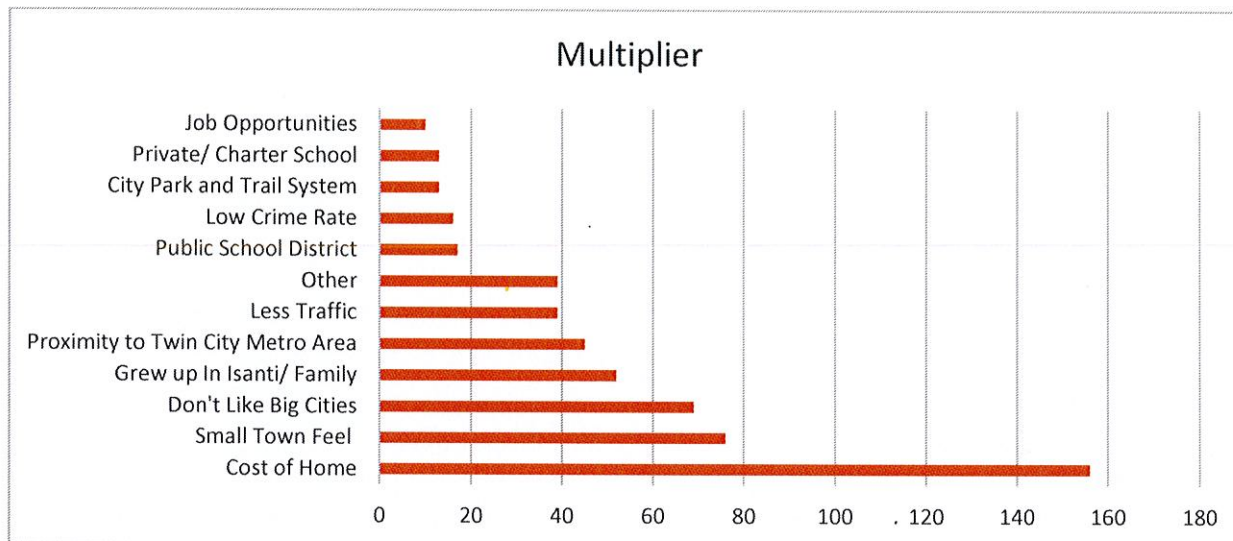
Isanti Employment:



As of July 23, 2018, there were 182 businesses in the City of Isanti which employed roughly 1930 people. Although the city has seen some growth within its internal employment recently, according to the survey responses, still about 85 % of its residents commute out of the City of Isanti to their job. Of these commuters, nearly 60 % traveled South, while commuters who traveled the other three directions made up less than 20%. Although the destination of commuters who traveled to the South is undisclosed in the survey, Isanti's proximity to the Twin Cities and other metropolitan areas/ employment opportunities to the South offers potential new residents an attractive location when looking for a new place to live.

Important Factors When Choosing to Move to Isanti:





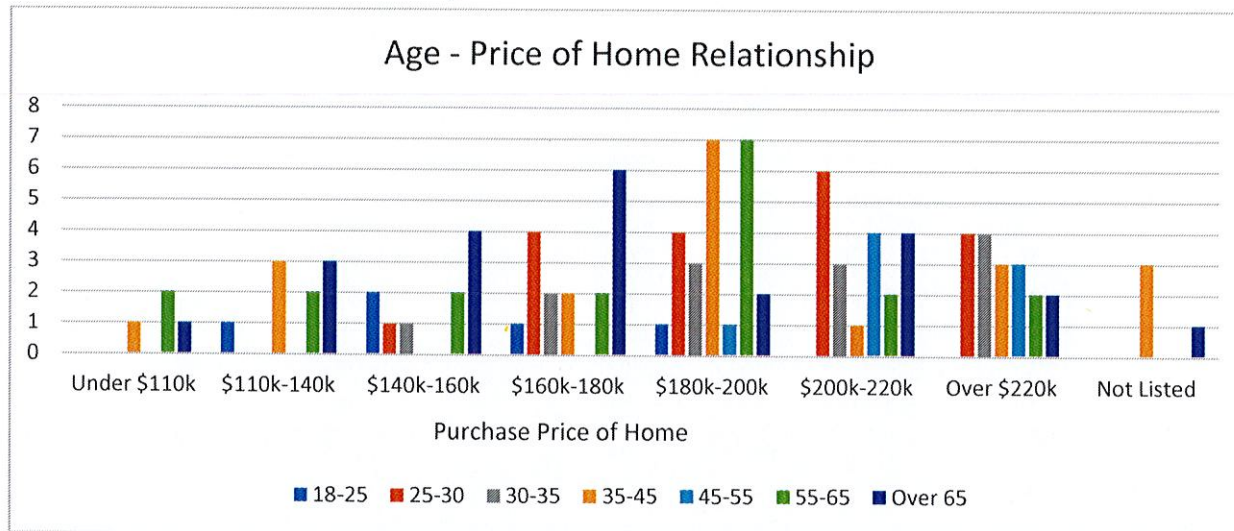
A total of 12 important factors that new residents considered when moving to the City of Isanti were listed on the survey and the recipients were asked to rank, in order, the three they found most important. The factors that new residents found most important are included in the graphs above, and the three which were listed the most frequently were the cost of home, the small-town feel, and the fact that many new residents didn't like big cities.

The second figure shown above is a multiplier which gives the highest value to the factor which was collectively listed not only the most frequently, but also as the most important. To do so, a point value was assigned to the three factors ranked by respondents on each survey (If the factor was ranked as #1 in the survey, it would then receive a value of 3 points. Factors ranked #2 would receive 2 points and a #3 ranking would receive 1 point.). Once each individual ranking was assigned a point value, the values were then summed and averaged in their respective factor groups, then finally multiplied by the total number of times that that individual factor was ranked (Formula: $(4 - \text{Average Factor Rank}) * \# \text{ of times factor was ranked}$).

The multiplier figure adds to the understanding of the data because it offers a more real representation of importance found by survey respondents as it included a combination of the frequency of the factor listings and the importance/ rank of the individual factor listings.

The stand-alone most important factor in both the multiplier and frequency figures was the cost of home, which is understandable as many of the purchase prices listed in survey were well below climbing state and county median prices. The next two highest factors which new residents listed were the small town feel of Isanti and their dislike of big cities. The City of Isanti offers the valuable combination of a classic small town feel with convenient access to the Twin City- Metropolitan area in a place of residence which includes a diverse range of housing options (In terms of cost and model).

Age – Price of Home Relationship:



The chart above displays the relationship between the age of the new City of Isanti residents and the purchase price of their home. Beginning with the youngest age group of 18 to 25-year-old homeowners, there was the unsurprising trend of this population buying and owning the lowest priced housing. As a general trend, the older the age group, the higher priced housing purchased and occupied. Although there was not enough data to make distinct conclusions, the diversity of home pricing shown above allows a wide variety of ages to move to the City of Isanti ranging from young adults to retirees.

General Comments

The general and website comments listed below are copied verbatim from the returned surveys. Although the comments offer valuable insight to potential items of interest within the community they are in no way statistically significant to the population of the city and should be addressed in collaboration with further research, comments, investigation, etc.

- More restaurants and shops
- Finish the trail system, many dead end paved trails.
- More restaurant options
- More walking/ hiking rails (that are connected) to sidewalks
- Please add a dog park
- Add a water park of some sort
- Get nicer basketball rims
- We thought it would be cheaper living, since we are on retirement income. Found out it's not. Taxes are way too high for the home and square footage
- We wish there was a good place to eat and bar in the SW part of town

- Dog Park and Beach
- More shopping and restaurants (Hardees)
- Doing a good job! Maybe get another nice restaurant
- Bring in larger businesses
- Healthier options for restaurants
- Bigger gym
- Indoor/ Outdoor pool and other stuff for kids
- Lower your taxes and / or fees
- YMCA or community pool and exercise classes
- You are improving the community
- Fix the roads
- More seating downtown during street dance
- YMCA with Cambridge
- Keep the small-town feel
- Increases speed limit of Heritage BLVD
- Spray for bugs with helicopters
- Taxes are “obnoxious”
- Fix inner city streets (rough)
- Community garden soil needs peat moss to hold more moisture
- I would like to see a speed limit sign down at Martin’s Landing
- Need to spray for mosquitos, especially along the river
- We are just starting to learn about all the great activities Isanti has to offer
- Nothing right now, it’s perfect
- Too soon to tell
- Pool, YMCA, or other Rec Center for the Youth/ teens
- Improve water quality and lower price
- More fast food places
- Better community park and water park
- Seems like a nice town, lot of bugs
- Community wet play area. Gives families place to go and jobs for teens
- Traffic enforcement
- It would be nice to have an off-leash dog park
- I appreciate all the aides to living here – very nice
- I love this place. Big community pool
- Like the info that gets sent out, just learned about the community garden
- Lower property taxes
- Mexican restaurant
- Update parks on dogwood
- More retail shopping so we don’t have to go to Cambridge
- Bring a Chipotle or another food option that isn’t a drive through or sandwich shop

- Better road service
- Post speed limit signs
- “15 MPH Children at play” or speed bumps because people drive way too fast on Isanti Parkway.
- Splash Pad
- Put a no parking, yellow painted curb on one side of Isanti Pkwy. It would make it easier to see pedestrians
- I enjoy the area and have been very happy with the city
- I have had excellent contact with the community. The city staff are great. Wonderful service and amenities
- Spray for mosquitos and reduce water bills.
- Why put in a hotel – Ridiculous
- We Love Isanti!!
- You’re doing a great job
- Pass the Go-cart in city limits. The kids and adults love it in our neighborhood
- Online bill pay for utilities without extra charges/ paperless notices/ more dog parks

Website Comments

Age: 18-25

Good

- Layout, Setup nice

Age: 25-30

Good

- City map with locations of the parks
- Easy to Navigate
- Easily accessible permits
- Like the bill pay service

Bad/ Suggestions

- Tough to navigate
- Include more ways to serve the city
- Contact information, specifically emails, listed on the city website did not respond when contacted with a question.
- Would like to see all of the utilities included in the area
- Easier navigating events and property restrictions

Age: 30-35

Good

- Easy to Navigate
- User Friendly
- Liked the New Residents Handbook

Bad/ Suggestions

- More information about events
- Find Clubs, groups more easily. Connect with Facebook groups listed on City Website
- Would like to see more activities and jobs posted

Age: 35-45

Good

- Easy to navigate
- Nice Appearance
- User friendly, up to date

Bad/ Suggestions

- Events are not easy to find
- More Information about events

Age: 45-55

Good

- User Friendly
- Layout and setup is nice

Age: 55-65

Good

- Getting info on events

Bad/ Suggestions

- More info

Age: 65 and Up

Website Comments/ Conclusion

While some of the new residents who responded to the survey were content with the simplicity and user-friendly navigability of the City of Isanti's website, there are still improvements that can be made. In a world that is becoming increasingly more dependent on technology and paperless methods of accomplishing tasks, it is essential that the City of Isanti can accommodate its residents with appropriate measures. The city website will in many cases be one of the first things that a potential resident or business will explore when looking for a new place to live or relocate and it is important that the City of Isanti puts their best foot forward on this informational/ marketing platform.

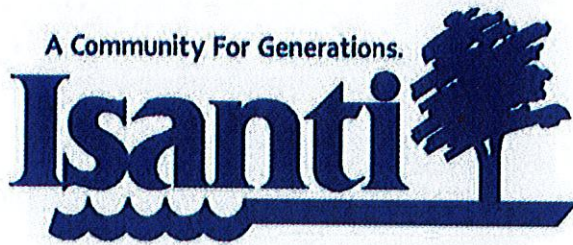
Multiple residents found the online bill pay service to be very helpful and up to date. One common theme among such survey responses were the shift from paper to technology. A lot of things listed such as bill pay, the new resident handbook, various maps, and other information which would have traditionally been delivered on paper rather than online are now positive attributes to the City of Isanti's website. Whether positive or negative feedback/ comments received from respondents, website users were generally searching for information or other resources. In conclusion, improving this platform of communication to the public has to the potential to be very beneficial to the City of Isanti and the community as a whole. Website updates or improvements are expenses that are not necessarily measurable, however, in today's world of technology and innovation, an up to date, mobile friendly website is a service or resource that a city should provide to its citizens. Moving forward, streamlining current paperless methods included on the website as well as adding additional services/ methods would be an awesome way to stay technologically up to date while providing residents the best information in the easiest attainable, most convenient and current platform possible.

Additional Thoughts:

A potential catalyst to attracting new residents to Isanti which will remain prevalent regardless of a housing market change and/ or shift in internal employment opportunities is the City of Isanti's convenient location. The City of Isanti is located within commuting distance of the Twin Cities, offering copious employment opportunities to its residents while simultaneously offering a "small-town feel". Another factor particularly attractive today is Isanti's diverse range of housing cost. As previously mentioned, in a housing market with rising prices, a place to live with a variety of price options is extremely valuable. This goes for just about any age group as well. New or potential residents ranging from retirees to young adults need a variety housing options at differing prices. Prices which are can be found at, below, or above the State and County median levels in the City of Isanti.

This survey contains information derived from new residents who are willing to communicate their thoughts and concerns with the local government. Information like this is valuable because although much may be foreseeable, some comments may shed light on issues which could be addressed in future, while also building a better citizen-government relationship.

Attachment: Sample Survey and Letter



Mayor George A. Wimmer
City of Isanti, Minnesota
110 1st Avenue NW
PO Box 428
Isanti, MN 55040
763-444-5512
george@georgewimmer.org



May 15, 2018

Dear Isanti Resident:

As Mayor of the City of Isanti, I would like to welcome you to our Community of Generations. I am happy that you have chosen to move here to be a part of our growing community. According to our records you have purchased, or moved into a new home recently. We value the opinions and suggestions of all of our residents but are looking specifically at why people are choosing to move to Isanti. All survey results are confidential as they do not require your name or address in order to be completed. Enclosed you will find a brief survey and a self-addressed stamped envelope to return that survey. I strongly encourage you to take the time to fill it out so that the City may learn more about why people are moving to Isanti so we can better serve you and future residents. A copy of the 2018 Park, Recreation and Culture Board Booklet has been included for your convenience. If you have any questions or concerns, please contact me anytime at 763.442.8749 or george@georgewimmer.org

Best Regards,

A handwritten signature in black ink, appearing to be "George A. Wimmer".

Mayor George A. Wimmer

Enclosures

City of Isanti - New Resident Survey

When did you move into your Home? Month _____, Year 201____

What was the purchase price of your home? (Please CIRCLE one below)

Under \$110,000 \$110,000 - \$140,000 \$140,000 - \$160,000 \$160,000 - \$180,000

\$180,000 - \$200,000 \$200,000 - \$220,000 Over \$220,000

What factor(s) led to choosing to move to Isanti? (Please Select up to 3 and Rank from choices below)

Rank	Reason	Rank	Reason
____	Cost of Home	____	Grew up In Isanti / Family
____	Proximity to Twin City Metro Area	____	Public School District
____	Low Crime Rate	____	Private / Charter School
____	City Park and Trail System	____	Small Town Feel
____	Less Traffic	____	Job Opportunities
____	Don't Like Big Cities	____	Other _____

How many in your household work inside the City of Isanti City Limits? _____ (Enter number)

How many in your household commute to work outside of Isanti City Limits _____ (Enter number)

Please indicate the direction that each person commutes ___ South, ___ North, ___ East, ___ West

Have you visited the City Website? **YES** or **NO** (Please CIRCLE)

What do you like about the City website? _____

What would you like to see on the City website? _____

What is the age of the person filling out this survey? (Please CIRCLE one from below)

18-25 25-30 30-35 35-45 45-55 55-65 Over 65

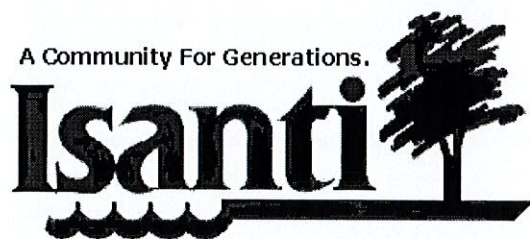
How many children under the age of 18 live in your household? (Please CIRCLE one from below)

0 1 2 3 4 If over 4, please insert number here _____

Comments or suggestions on how to improve our community _____

OPTIONAL for Gift Card Drawing: NAME: _____ Phone: _____

**PLEASE RETURN BY June 15, 2018 TO THE CITY OF ISANTI IN ENVELOPE PROVIDED
THANK YOU FOR COMPLETING THE SURVEY**



To: Economic Development Authority
From: Sean M. Sullivan, Economic Development Director *Sms*
Date: August 2, 2018
Subject: Project Updates / Informational Items

Business Prospects/Projects:

Kwik Trip – Construction is anticipated to commence on August 20, 2018 and be completed in January-February 2018.

Best Western Plus Hotel – Foundation is complete the permit has been pulled for the structure build. 60-unit hotel with pool anticipated to be complete in March 2019.

Senior Housing and Multi-Family Housing- Recently, Staff has been in contact with developers for senior and multi-family housing. Development in these areas is certainly needed in Isanti and Staff will keep the EDA abreast of any movement in these areas.

General - Staff has been contacted by other prospects but the discussions are preliminary in nature. Prospects and targeted business types include: manufacturing, self-storage, commercial-retail, SFR residential, restaurants, memory care and industrial. Staff will continue to pursue options as they present themselves and will continue to work on business recruitment.

EDAM– Attached are the minutes and agenda from the July 25, 2018 meeting.

GPS 45:93: Attached are the minutes and agenda from the July 27, 2018 meeting.

CVN – Economic Development Director Sullivan will be attending the CVN Session on August 10, 2018. The list of presenters is attached.

2018 Minnesota Manufacturer's Week – The first week in October is typically Minnesota Manufacturer's Week. The Governor will formally announce this closer to the date Staff will need to begin working on setting up appointments to be held ideally during Manufacturer's Week with Isanti manufacturers to conduct business visits and to recognize them for their contribution to the

community. These visits have typically be done by the Economic Development Director and Mayor Wimmer.

Housing Starts in 2018: As of August 2, 2018 there have been 55 single family housing permits pulled and there are 7 more in process. It should be noted that the Sewer and Water Rate Study and future growth assumptions call for 25 SFR residential hookups annually for each year into the future. Attached is the MPLS Area Association of Realtors Report for June of 2018 for review. Isanti continues to grow and home prices are on the rise.

Businesses Arrivals and Departures in Isanti 2018: The City of Isanti is proud to recognize new businesses for choosing Isanti to be home in 2018. **Arrivals:** Max Tech (101 Cajima St NE), Joe's Custom Cabinetry (700 E Dual Blvd NE), Help Your Shelves (700 E Dual Blvd NE) Cellular Clinic (404 Whiskey Rd NW, Ste G), LJ Level (121 Main St W), Metz Dog Grooming, Liberty Title (404 Whiskey Road NW), CMK Financial Services (401 E Dual Blvd NE), Speed Wagon (1 Enterprise Avenue NE), LQ US (1 Enterprise Ave NE) **Departures include:** Boeke's Woodshop (700 E Dual Blvd NE), Apitz Painting (Retired).



6.b.

Board of Directors Meeting | AGENDA

July 25, 2018 | 10:00 am to 12:00 pm

The Harrington Company, 4248 Park Glen Road, Minneapolis, MN 55416

Call-in: (563) 999-2090 | Access code: 835741

Question of the Month: What's the most useful thing you own?

- I. **Call to order**
 - a. Review of agenda

- II. **Executive Committee Report**
 - a. Financials
 - b. Meeting minutes

-Action: Approval of meeting minutes & financials

- III. **2018/2019 Committee Chairs**

- IV. **2018/2019 Committee Board Liaisons**

- V. **Strategic Plan**
 - a. Progress to date
 - b. Strategic partnerships

-Action: Determine where we need to focus efforts for the remainder of 2018

- VI. **Committees**
 - a. **Emerging Professionals | Board Liaison: Erin Sparks**

 - b. **Conference | Board Liaison: Gene Goddard**
 - i. Event feedback/survey results

 - c. **EDAM U | Board Liaison: Erik Hansen**

 - d. **Government Relations | Board Liaison: Chris Eng**
 - i. 2019 Session preparation & meetings

 - e. **Marketing & Communications | Board Liaison: Morgan Hill**

 - f. **Member Services | Board Liaison: Erin Sparks**
 - i. Summer Networking Event – August 16 at Brookview Golf & Lawn Bowling in Golden Valley

 - g. **Minnesota Economic Development Foundation | Board Liaison: Tim Korby**
 - i. MEDF Academy – August 14-15

- VII. **Other Business**
 - a. Next Board meeting – Wednesday, August 29, 2018 10:00 am – 12:00 pm @EDAM Office

- VIII. **Adjournment**

EDAM's Mission:

To champion Economic Development in Minnesota through professional development, networking, and advocacy.

EDAM's Vision:

Be recognized as Minnesota's vibrant and professional member-driven Economic Development organization.



Economic Development
Association of Minnesota

Board of Directors Meeting

May 30, 2018 | 10:00 am – 12:00 pm

Via Phone

MINUTES

Attending:

Matt Brown, Chris Eng, Erik Hansen, Christy Lewis, Jeff Rossate, Erin Sparks, Sean Sullivan, Gene Goddard, Morgan Hill, Tim Korby, Patrick Conroy

Absent / Excused:

Megan Barnett-Livgard, Kim Lindquist, Adam Kienberger

Staff:

Colleen Ayers, Executive Director

Meeting called to order by Matt Brown at 10:03 am.

EXECUTIVE COMMITTEE REPORT

The April financials and Board meeting minutes were included in the packet.

Motion made and seconded to approve the April 2018 meeting minutes and financial report. Motion carried.

CONFERENCE COMMITTEE

Colleen reported that conference planning is going well. To date, 99 people are registered and \$14,900 has been secured for sponsorship and exhibitor revenue. Board members are encouraged to register if they have not already, and to spread the word about sponsorship.

EDAM U COMMITTEE

Erik Hansen reported that the webinar last week about the Kraus-Anderson redevelopment went well. There were approximately 16 people on the call. Erik requested that Board members make an effort to attend EDAM U webinars and events to show their support. The Minnesota Economic Development Foundation's two day academy will be in August and Patrick will send information to Colleen to be distributed via the e-newsletter.

GOVERNMENT RELATIONS COMMITTEE

The legislative session has concluded. The Governor vetoed the supplemental budget bill that proposed to move funds from JCF and MIF, so that initiative will not move forward. Senator/Lieutenant Governor Michelle Fischbach has resigned her Senate seat and has officially been sworn in as Lieutenant Governor, so there will be a special election to fill her Senate seat.

EDAM's Mission:

To champion Economic Development in Minnesota through professional development, networking, and advocacy.

EDAM's Vision:

Be recognized as Minnesota's vibrant and professional member-driven Economic Development organization.

The gubernatorial panel at the conference is up in the air until the candidates have been finalized. Tim Pawlenty is not available to participate.

MARKETING & COMMUNICATIONS COMMITTEE

The committee is developing a strategic communications plan. It is currently in draft form and the committee will meet to review/finalize in June.

MEMBER SERVICES COMMITTEE

The diversity outreach continues, but the committee has run into some scheduling difficulties with some of their targets. None of the organizations have taken them up on the offer to join and attend the conference for free. Overall membership numbers are tracking close to the 2018 budget goal. The summer networking event is tentatively planned for August 16 at Brookview golf course, and will include lawn bowling. The committee will do a site visit on Friday morning to make sure it will work.

EMERGING PROFESSIONALS COMMITTEE

The committee is planning a tour of Treasure Island Center and a Saints game outing in July in partnership with Minnesota Brownfields. It will be hosted by the Emerging Professionals, but all EDAM members will be welcome.

MINNESOTA ECONOMIC DEVELOPMENT FOUNDATION

Tim reported that planning and sponsorship for the golf event in conjunction with the summer conference is going well. The goal is for the event to raise \$7,000 to fund internships for the following year.

JUNE BOARD MEETING

The regular date for the June Board meeting falls on the first day of the Summer Conference. It will either be cancelled, or will be conducted via conference call on a different date if there is business to discuss.

ADJOURNMENT

Motion made and seconded to adjourn. The meeting was adjourned at 10:25 am.

EDAM's Mission:

To champion Economic Development in Minnesota through professional development, networking, and advocacy.

EDAM's Vision:

Be recognized as Minnesota's vibrant and professional member-driven Economic Development organization.

GPS 45:93 Mission Statement

Collaborate to strengthen the regional economy by:

- ~ Providing a regional approach to workforce development, business attraction, retention & expansion
- ~ Acting as a conduit for members and the region to access resources and educational opportunities

GPS 45:93 Strategic Plan Summary

~ Act Regionally

- ~ Provide education & networking opportunities.
- ~ Promote enhancement of regional workforce & infrastructure.
- ~ Sustain organizational vitality through effective engagement of volunteer and contracted leadership & resources.

Welcome

Additions to the Agenda & Approval of Agenda

Guest Presenters

1. Sascha Mansson, Entrepreneur Fund - 10:00
2. Ian Vincent, Area Partnership for Economic Expansion (APEX) - 10:30
3. Northspan Group Staff - 11:00

Approval of Minutes

- a.) Board of Directors Meeting Minutes from June 22, 2018

Treasurer Report – Doyle Jelsing

- a.) Financial Report as of July 19, 2018

Executive Committee

- a.) Annual Meeting
- b.) FAM Tour in Chicago

Consultant Report

- a.) Economic Gardening Updates
- b.) Membership Recruitment

Committee Reports

- a.) Workforce – Carla Vita
- b.) Marketing Committee - Sean Sullivan and Richard Baker
 1. Jeff Rossates comments on the Region's Marketing Tools
- c.) Broadband Taskforce/MN Rural Broadband Coalition - Nancy Hoffman and Becky Lourey
- d.) Education/Training - Rebecca Perrotti and Richard Baker

Other Business & Informational Links (These items are not printed as part of the agenda packet)

- a.) Economic Development Academy -- August 14 & 15, 2018 -- Informational Letter
- b.) 2019 Economic Development Conference -- Thursday, February 7, 2019 -- Draft Agenda of Conference

Adjourn

GPS 45:93 Member Representatives

X	Rebecca Perrotti, CMJTS		Nancy Hoffman, Chisago County	X	Richard Baker, Past Chairman
	Marshall Lind, Braham	X	Greg Anderson, Isanti County	X	Doyle Jelsing, Neighborhood National Bank
	Kathy George, Sandstone		Heidi Steinmetz, Kanabec County		Sara Treiber, Mille Lacs Corporate Ventures
	Mark Perry, Hinckley	X	Kelly Schroeder, Pine County		Melissa Bettendorf, North 65 Chamber
X	Sean Sullivan, City of Isanti	X	Jordan Zeller, ECRDC		John Paladino, MN Energy Resources
X	Beth Thorp, Mora	X	Becky Lourey, Nemadji Research	X	Pam Sarvela, MN Energy Resources
X	Carla Vita, North Branch	X	Joe Mulford, PTCC		Randy Ulseth, FirstLight Health System
	Ken Cammilleri, Pine City				Gary Shaw, Cambridge Medical Center
X	Lezlie Sauter, Pine City		Bruce Pogatchnik, Northview Bank		Mary Minnick-Daniels, EC Arts Council
	Amy Mell, Rush City		Doyle Casavant, First Citizens Bank		Arik Forsman, Minnesota Power
	City of Princeton				Nancy Aronson Norr, MN Power

GPS 45:93 Guests

	Bill Coleman, Community Technology Advisors	X	Karl Schuettler, Northspan Group
	Sandy Voigt, Region Five Development	X	Becky Schueller, Pine City Area Chamber of Commerce
X	Rick Olseen, Congressman Nolan's Office		Bob Voss, ECRDC
	Della Ludwig, DEED Workforce Consultant		David Minke, Pine County Administrator
	Joan Berning, DEED		Jeff Wig, Initiative Foundation
	Brent Stavig, Rush City High School		Kyle Vanderflute, Senator Tina Smith's Office
			Dan Bullert, Initiative Foundation

Call to Order	Action Needed
In the absence of Board Chair Nancy Hoffman, Doyle Jelsing called the meeting to order today at 10:05 AM.	
Introductions	Action Needed
Introductions were made of those in attendance.	
Approval of Agenda	Action Needed
A motion to approve the agenda as presented by Baker, second by Thorp. Motion approved.	
Approval of Minutes	Action Needed
A motion to approve the minutes as presented by Mulford, second by Baker. Motion approved.	

Treasurer Report (Doyle Jelsing)	Action Needed
<p>The current checking account balance is: \$11,334.41</p> <p>The membership follow-up continues. Jelsing will connect with Sauter to see if she can facilitate the conversation with Lakes & Pines. Follow-up is still needed with Northview Bank and Anoka Ramsey. Jelsing explained the history of ARCC paying in the fall and he needs to determine which year they are intending to pay for.</p> <p>A motion to approve the Treasurer Report as present by Baker, and second by Sarvela. Motion approved.</p> <p>The Executive Committee has made a recommendation to keep the 2019 Membership dues consistent with the current dues structure to allow organizations to plan for these amounts in their new budgeting year. This motion was presented by Jelsing, second by Baker. Motion approved.</p> <p>The final discussion regarding membership dues was that any new memberships that may come in this year would be pro-rated for whatever months remain in the current year.</p>	
Executive Committee	Action Needed
<p>The Executive Committee met on June 14, 2018 for a Quarterly session to discuss a number of topics. A copy of the minutes from that meeting can be accessed with this LINK.</p> <p>July Meeting in Duluth</p> <ul style="list-style-type: none"> ● Karl is arranging the details for meeting in July. He is recommending an extended time for the day to run from 10 AM. ● Karl will also be sending out a Doodle poll for information about this event. Interest in a planned lunch outing? Possible golf outing or brewery tour after the meeting? <p>Annual Meeting planning is underway. The speaker that Nancy wanted to use this year is not available, and his speaking schedule is booked out a year in advance. If they haven't already, GPS:45:93 should book for 2019.</p> <p>FAM Tour in Chicago</p> <ul style="list-style-type: none"> ● Karl Schuettler will be attending the FAM Tour event in Chicago at the end of August. He will be there representing GPS:45:93 ● Note that the Marketing Committee will need to get the brochure updates completed and sent to DEED by August 1st. 	<p>Doodle Poll for July meeting date "extra" items distributed by June 29th</p> <p>Brochure Update Deadline is August 1st</p>
Presentation	Action Needed
<p>Lezlie Sauter was asked to speak on the Minnesota Housing Institute. There were a number of regional representatives that participated in the year-long training sessions to gain knowledge about the housing industry.</p> <p>The East Central Cohort needed to identify a project to focus their efforts on. As a result of this effort a website was developed to work on creating a central point to share information about housing resources. Here is a link to access the site: http://eastcentralhousing.org/</p> <p>Pam Sarvela, a representative from Minnesota Energy Resources, shared that one of the resources that often seems to get lost in the housing discussion. There are a number of rebates that homeowners might be able to access.</p> <p>The East Central Housing Organization does continue to meet monthly on the 1st Thursday of the month at 10:30 AM at City Hall in Pine City. The format is similar to what GPS:45:93 is doing with a monthly presentation in order to continue developing the conversations about housing needs in</p>	<p>Connect MN Energy Resources with Lakes & Pines to get the utility information added to the ECHO website.</p>

<p>their communities.</p> <p>For more information about ECHO or get added to the distribution list. Contact Lezlie Sauter at the City of Pine City or Nicole Klausner at Lakes & Pine.</p>	
Consultant Report (Karl Schuettler)	Action Needed
<p>Economic Gardening</p> <p>There was a close-out call last week with the Lowe Foundation. Overall a positive call, and some of the feedback was that if a 3rd round is done for this project that we line-up the businesses first and then connect with the Foundation.</p> <p>Karl has a Manufacturing Roundtable Scheduled for July 9th. Zellar offered the ECRDC as a venue</p>	
Committee Reports	Action Needed
<p>a.) Workforce Committee</p> <p>The group is continuing to work on the Innovative Approaches projects.</p> <p>Zeller is taking the lead on school tours.</p> <p>Working on 2 test sites in North Branch & Princeton.</p> <p>Kanabec County continues to work on the Economic Development Conference for 2019. The conference theme is tied in with the Innovative Approaches efforts and they are working to find the right Speaker and group of panelists.</p> <p>CMJTS shared information about the Youth Builds projects, where they are teaching kids practical skills in building 'tiny homes'.</p> <p>Becky Lourey wanted to share a Lowest-Wage Job Openings report for the East Central Region. Copies were distributed for members present.</p> <p>b.) Marketing Committee</p> <p>Tour with Jeff Rossatte was a successful endeavor last month. He provided great feedback on the Regional Brochure that we have created. Timeline has been set for getting 2018 updates completed.</p> <p>Sullivan made a motion to purchase GPS:45:93 Post-it notes, not to exceed \$100, for marketing purposes. Second by Zeller. Motion Approved.</p> <p>c.) Broadband Taskforce</p> <p>Lourey noted that despite the hard work of the Broadband Taskforce, the bill was vetoed. Lourey will send a recent <u>Broadband Presentation</u> to Becky that will be distributed to the Membership List.</p> <p>d.) Education/Training</p> <p>Sullivan asked if training is being pushed out to next year, could additional project proposals be requested and considered. Perrotti and Baker welcomed additional input, but felt that they didn't have additional resources that they were aware of.</p>	<p>July 13 - deadline to submit to Becky</p> <p>July 20 - deadline to send proof to Exec Team to review</p> <p>July 23 - submit to printer</p> <p>August 1 - printed copies ready for distribution</p> <p>Order Post-it Notes</p>
Other Items:	Action Needed
<p>Pine Technical & Community College Updates:</p> <ul style="list-style-type: none"> Joe Mulford shared a flyer for the PTCC Open House & BBQ event happening next Wednesday, June 27th. The new Welding Trailer will be on-site for this event for any of the GPS:45:93 members to drop by and check it out. A letter is being distributed to the Class of 2019 Students & Parents in Braham, East Central, Hinckley-Finlayson, Mora & Pine City schools. An undisclosed private family foundation has generously offered to support one year of free tuition to attend PTCC. There are eligibility requirements for this program - they follow the eligibility for Free 	

<p>and Reduced School Meal Program. This "Kick-Start" program is a valuable tool for students in our region.</p>	
<p>Opportunity Zones Update</p> <ul style="list-style-type: none"> ● There is a meeting on July 10th on this topic. ● Karl will update those that this might be of interest to. 	
<p>Sean Sullivan wanted to share that one of the projects that he has been actively working on for the City of Isanti is finally breaking ground. You can read more on this ground-breaking via the County Star Article link HERE.</p>	
<p>Motion to adjourn at 11:43 PM by Vita, second by Sullivan. Motion carried.</p>	

Next Board Meetings: Friday, July 27, 2018 at Kitchi Gammi Club in Duluth ~ Hosted by NorthSpan Group



Community Venture Network session – Friday, August 10th, 2018

Southview Country Club – West St. Paul, MN
239 Mendota Rd E, St Paul, MN 55118

The following is a snapshot of the companies participating in our upcoming Community Venture Network seminar. If you have questions on particular projects, please let us know. Full summary information on each company will be provided to each attendee in a booklet on the day of the seminar.

remooble™ www.remooble.com Tess Fennelly and Bart Engendahl joined forces based on the shared vision of creating clean, effective remover products. Together, Tess, motivated by frustrations with cleaning paint brushes, and Bart, driven by the all-too-familiar whiteboard and permanent marker mix up, set out to disrupt an industry. For too long, parents, teachers, artists, and makers had to choose between toxic remover products that worked, or safe ones that didn't. No clean, sustainable solution existed, not one that worked, anyway. Established in the marketplace, we have enjoyed steady and consistent growth – and as more companies and retailers are putting strict moratoriums on toxic based solvents and removers, we're poised to grow even faster. Our product is formulated through contract manufacturers and we're not sure we want to change that. We do, however, have a strong need for expansion of bottling, labeling, packaging and distribution. Looking at a rural community makes sense to us. We could do this internally or through a partnership with a company who already has a 'footprint' and operation in place. Either way, we like the idea of working with a community and can create a significant number of new jobs dedicated to our product line.



www.steponefoods.com Step One Foods was developed by cardiologist Elizabeth Klodas, MD who wanted to offer her patients a simple dietary option for maintaining healthy cholesterol levels. When trying to eat better, the biggest barriers her patients encountered were lack of time and complicated meals. So Dr.

Kludas set out to create a food-based approach that was convenient, easy to use, science-based and delicious. Having been developed by a cardiologist, our foods are based on hundreds of clinical studies that support the formulation of our products. Every serving of Step One Foods contains the precise amounts of key nutrients proven to help lower cholesterol and improve cardiovascular health. We're growing – and we need to grow our production capacity with additional facility space, labor and cap ex. We are well aware of the labor shortages in metro/urban markets, however, and thus are interested in looking at communities still in the Midwest, but outside of metro locales as options for expansion.



www.profitpros.com Profit Pros cloud based platform was built to provide business owners with a more transparent and action oriented view to their numbers. After working with many small and medium size business, our founder believed there had to be a better way. Profit Pros works with all size businesses to provide a fast and intuitive solution to improving cash management. Profit Pros® has served over 200 businesses, and has ingested around 3 billion dollars into the Profit Recovery™ Platform, generating over \$200,000,000 in profits recovered and counting. Founded in Fargo, ND we are finding a location for development, customer service and phone based sales would be better suited in another location – but not an urban location. We have been aware of CVN for many years and feel we are now in a position to explore an option for expansion of our operations to a new 'home.'



www.fitnessformulary.com Fitness Formulary's mission is to provide the consumer with complete nutritional insight on the products they consume. We earn and value your trust by providing the science, but not the hype, behind product recommendations, mined by our Efficacy Engine™ and drawn solely from clinical literature. Any and all vitamins, minerals, supplements and nutritional foods we recommend will be tailored to your specific health & wellness goals and will accommodate any existing conditions you itemize. Should we fall short of that goal, we will work tirelessly to restore your trust and exceed your expectations. We believe everybody deserves wellness and that knowledge is the path to achieving it. Who can we trust to provide the truth about nutrition, exercise, health and medicine? We trust leading physicians, scientists and clinical research from unbiased source and we provide this information to you for free for your use in preventing or treating medical conditions or pursuing health, fitness and wellness goals. Three years ago we met with the CVN audience to explore future partnership opportunities and pilot projects. We were pleased with the response and reception of our business – thank you. We are now ready to

embark on the next phase, including scaling of our operation. We have located our headquarters in a historic property south of downtown Minneapolis. This is a perfect location for our core team, for dinners and entertaining and for additional product development – but not the place to scale operations. As such, we want to revisit the CVN community base – but this time to find a home in which to scale operations. We need to begin to scale our IT/software development team. A second step will be to begin to bring in-house our customer service operation. This will be a two-tiered level of support: the first is simple ‘how does the product work, I can’t find the directions’ – those types of things whereas the second is to work with customers on product efficacy, how our products interact with medications they take, etc... - all which requires a higher level of training. We believe placing this in an area where we not only have the physical space to house the operation, but also where jobs are meaningful and people want to be part of something bigger than themselves is very appealing to us. See you in August!



www.naturalprocessdesign2.com Natural Process Design is a small business with great achievements and aspirations. At NPD

the focus is on researching materials and systems that benefit the environment and use natural processes. Design using these natural processes is key to limiting the use of fossil fuels and CFC's. At NPD we have developed several materials and technologies that will help form a new post fossil fuel/CFC economy. Natural Process Design was founded in 2004 by Dr. Carolyn Dry. She has been an architect since 1974 and a professor of architecture since 1974. After retirement, she has been pursuing her dream of natural designs. With her team of engineers having a background in composite materials engineering, Natural Process Design has been at the forefront of research and development. With personal ties to the University of Illinois in Champaign, IL to Winona, MN to the north shore of NE Minnesota, we are wanting to explore a location for a more permanent home for our company. We need lab and production space – but not a huge manufacturing space. We don't need hundreds of team members – but we do need dedicated employees with graduate and PhD level degrees and experience. We don't fit in a large metro area and while we aren't going to be a new major employer in town, we do think we will have a big impact and can provide job opportunities which are, respectfully, not always available in smaller communities.



Twin Star Transfer is a temperature-controlled transportation and trucking firm based in Burnsville, MN. Today we are owned and operated by the Watts family. Tim and Sam have a combined fifty-three years in the transportation business. While based in Minnesota our lanes into Texas make us the

company to work for; we growing quickly and now cover a majority of the Midwest on a weekly basis. In order to continue to grow, but do so smart and effectively, we have developed a strategy to offer buy out options to small firms – many of whom are based in smaller communities scattered across the rural Midwest. Unfortunately, in many cases, firms are simply shutting down, laying off staff and selling off assets and the business is gone. On the other hand, bigger firms are ‘buying down’ (ie: bigger firm buys the smaller firm) but in reality, they’re simply buying the assets, trucking employees and customer base – the firm as it was known, administrative staff and identity in the community is gone. We believe it’s important to keep these firms operating as they are – and that it’s good business. By acquiring smaller firms we can keep in place the management, administrative and dispatch staff which ensures a smooth transition for customers, does not then turn the drivers’ world upside down and allows us to have staff spread across several locations, making it more convenient for truckers who need to come by our offices and to reach additional customers and have a wider footprint. We are asking the CVN audience to help us and in return, we can help you: many firms feel their only option is to shut down or they reluctantly keep plugging along and thus we want to connect with these firms. We want to keep the jobs in place – ideally add more in time – and keep the brand alive in the community. We believe every business and every job counts.

Featured Participants:

I believe our role at CVN is first, and foremost, to introduce our community members to growing businesses who can bring jobs and partnership to a new community. Secondly, however, I believe it important – and a valuable addition to our events – to introduce additional resources throughout the year whom our communities may otherwise not be aware of. Economic development is becoming much more than simply recruiting new businesses into the community and I want to make sure our members are growing their network and identifying resources – near-term or for the future – whom I have vetted and have full confidence in.



www.meyerreg.com Brian Bochman specializes in finding development opportunities throughout Western North Dakota.

Transitioning away from a stabilizing market in Western North Dakota, Brian and the firm are currently expanding retail and multi-use development into other Midwestern markets. From building a hotel in central South Dakota to bringing in franchise restaurants to out state communities, Brian brings expertise in rural retail development. Many communities – and local employers – have expressed a desire for additional retail options and are exploring more multi-use developments and Brian is a great resource to talking to about these initiatives.

mySidewalk

www.mysidewalk.com mySidewalk is a city intelligence tool designed to help economic

development groups, local governments and other analysts, to get data out of silos and into operational, strategic, and policy decisions. The typical workflow for tracking, analyzing, and communicating key indicators is so messy it can take weeks or months—and the result rarely raises awareness or inspires action. mySidewalk is an all-in-one solution for a better workflow and outcome. We partner with cities large and small to help them use data to track, analyze and communicate progress. We provide an application to cities that otherwise don't have the manpower or other resources to create a platform to promote their community. This is an opportunity for us to learn more about the various hurdles communities looking to attract new businesses face, their current strategies and finding ways to fill the "gaps" they have from a resource perspective.

Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MINNEAPOLIS AREA ASSOCIATION OF REALTORS®



6.f.

MINNEAPOLIS AREA Association
of REALTORS®

Isanti

+ 22.5%

Change in
New Listings

+ 3.7%

Change in
Closed Sales

+ 12.0%

Change in
Median Sales Price

June

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	40	49	+ 22.5%	175	188	+ 7.4%
Closed Sales	27	28	+ 3.7%	113	110	-2.7%
Median Sales Price*	\$198,000	\$221,700	+ 12.0%	\$189,005	\$225,000	+ 19.0%
Average Sales Price*	\$208,999	\$221,159	+ 5.8%	\$203,443	\$217,494	+ 6.9%
Price Per Square Foot*	\$134	\$132	-1.6%	\$126	\$136	+ 8.3%
Percent of Original List Price Received*	100.5%	101.5%	+ 1.0%	99.2%	100.4%	+ 1.2%
Days on Market Until Sale	129	37	-71.3%	94	49	-47.9%
Inventory of Homes for Sale	64	50	-21.9%	--	--	--
Months Supply of Inventory	3.2	2.2	-31.3%	--	--	--

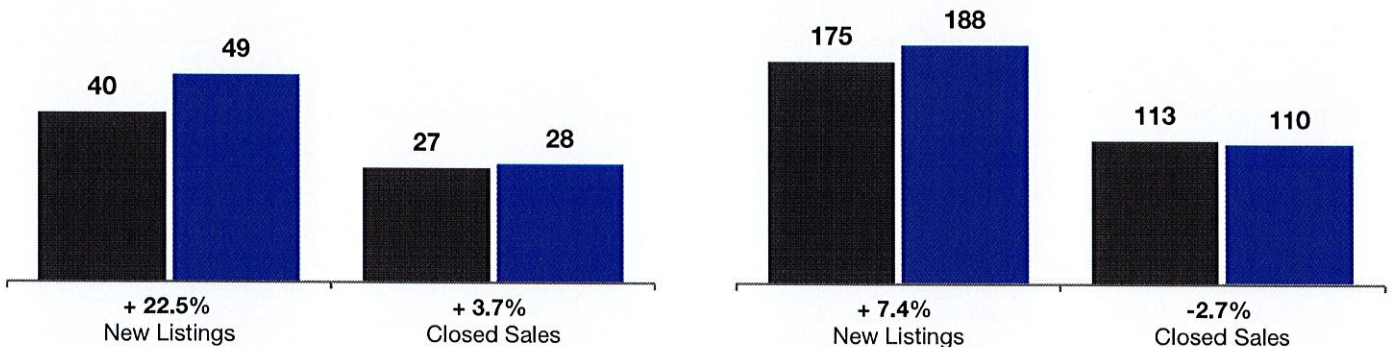
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2017 ■ 2018

Year to Date

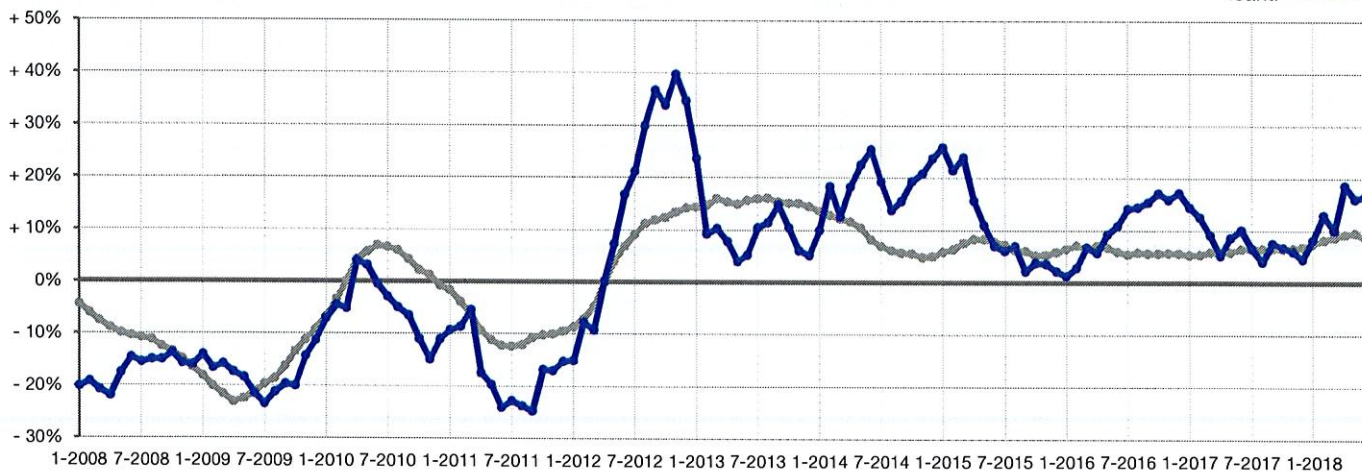
■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**

16-County Twin Cities Region

Isanti



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of July 10, 2018. All data from NorthstarMLS. | Powered by ShowingTime.



Economic Development Authority Agenda

1. Call to Order
 - a. Pledge of Allegiance
 - b. Roll Call
 - c. Agenda Modifications
2. Approval of the Agenda
3. Approve Minutes of August 8, 2018 Regular Economic Development Authority Meeting
4. Approval of EDA Resolution 2018-5, Appointing Ryan Kernosky as Secretary of the EDA
5. Promo Bag Program Report
6. Other Business / Updates / Communications
 - a. Business Prospects
 - b. GPS 45:93
 - c. Welcome Brochure Update
 - d. Housing Starts in 2018
 - e. Business Arrivals and Departures in Isanti 2018
7. Adjournment

City of Isanti
Economic Development Authority
Regular Meeting Minutes of
August 8, 2018
Isanti City Hall

1. Call To Order

The meeting was called to order by President George Wimmer at 7:22 p.m.

a. Pledge of Allegiance

b. Roll Call

Members Present: Paul Bergley, Steve Lundeen, Ross Lorinser, Dan Collison, Jill Reller, Tara Hallberg and George Wimmer

Members Absent: None

Staff Present: Economic Development Director Sean Sullivan, Economic Development / Marketing Intern Ben Hylan

c. Agenda Modifications

2. Approval of Agenda

Motion by Commissioner Lundeen, seconded by Commissioner Collison to approve agenda as presented. Motion carried unanimously.

3. Approve Minutes of July 3, 2018 Regular Economic Development Meeting

Motion by Commissioner Collison seconded by Commissioner Lundeen to approve the minutes for July 3, 2018. Motion carried unanimously.

4. Consider EDA Resolutions 2018-4 Awarding Contract for Printing of Welcome Brochure

Economic Development Director Sullivan presented the staff memo. Sullivan touched on the last iteration of this document done in 2014 and the need to get it updated now that the Hotel is under construction. He outlined the pros and cons of 500 or 1000 copies and indicated that he thought 500 was a better number as the info becomes dated rather quickly. This flyers would be used to market the community to all prospects and it isn't necessary designed for mass distribution at all city event types. He also indicated that if a lodging was implemented that proceeds from that could be used for additional marketing materials that might be better suited for mass distribution at city or community events.

President Wimmer asked what the EDA wanted to use this piece for. Will it be a global marketing piece to be mass distributed or will it be targeted? Wimmer indicated it could be used for both is desired.

Member Collison asked how many bags were left over from 2014.

ED Director Sullivan stated approximately 400 and they cannot be distributed anymore because they are inaccurate.

Discussion ensued.

Motion by Commissioner Bergley seconded by Commissioner Lorinser to adopt EDA Resolution 2018-4 Awarding Contract for the Printing of Welcome Brochure and to award Rapid Press the contract for the printing of 500 brochures for \$617.67.

5. Presentation of New Resident Survey Report

Economic Development / Marketing Intern Ben Hylan presented the New Resident Survey Report. The survey was provided to 500 new residents that moved or relocated to the City of Isanti between the dates of 1/10/16 and 4/23/18. 107 surveys were returned and that represented a 21% participation rate which is statistically significant.

Hylan touched on the bell shaped curve peaking at the \$180,000 to \$200,000 sales price and that this information supported the availability of affordable housing opportunities for new Isanti residents. There were also many sales above and below this price point which supports options for all incomes. It should be noted that this data is from 2016-2018 so the values in the data could be trending lower than actuals now. The current median home sale value according to Minneapolis Association of Realtors is \$220,000.

Hylan stated that survey information supported 85% of Isanti residents leaving the community for work. Although, employment opportunities are increasing inside the City there still is a significant number (58%) that are still commuting south and likely chasing higher wages. He indicated the proximity to the Twin Cities Metropolitan Area puts the City of Isanti in a good location for growth.

Home Cost, Small Time Feel, Don't like Big Cities, Proximity to the Metro and Less Traffic were the 5 highest selected reasons for choosing to move to Isanti. Cost of Home was the most common response and was nearly double the second highest answer; the Small Time Feel. This data seems to support the information relating to home costs shared earlier.

Hylan shared data and comments on the Age Profile on new home ownership, General comments and suggestions about how to improve the City of Isanti and a brief City Internet Web Survey. Hylan stressed that although a lot of residents were satisfied with the current city web page it still needed more work and updates and this should still move forward. He indicated that there were a number of negative comments about the website as well. He indicated that this often was the first contact a new resident or business would have and that it needed to be great, not just adequate. The comments and suggestions should be considered when updating the website.

6. Other Business / Updates

Economic Development Director Sullivan highlighted the Staff Memo. Sullivan updated the information on housing starts to 58 new permits pulled with 7 more in process which is near last year's pace. New business arrivals are outpacing those leaving the community by a large margin. Sullivan indicated that this would be his last EDA meeting and will be starting a new position on August 27th. Sullivan has appreciated serving the City of Isanti and is excited at the progress that has been made.

The EDA members thanked Economic Development Director Sullivan for his service and wished him well.

- a. Business Prospects
- b. EDAM
- c. GPS 45:93
- d. CVN
- e. 2018 Minnesota Manufacture's Week Planning
- f. Housing Starts in 2018
- g. Business Arrivals and Departures in Isanti 2018

7. Adjournment

Motion by Commissioner Lundeen, seconded by Commissioner Lorinser to adjourn at 7:41 pm.
Motion carried unanimously.


Dated at Isanti, Minnesota, this 8th day of August, 2018.

Respectively Submitted,

Sean M. Sullivan, Economic Development Director

**MEMORANDUM**

TO: Isanti EDA Members

FROM: Ryan Kernosky, Community Development Director 

DATE: September 4, 2018

SUBJECT: **RESOLUTION 2018-5 APPROVING RYAN KERNOSKY AS SECRETARY OF THE EDA**

Sean Sullivan served as the Economic Development Director and as appointed Secretary of the EDA in January 2018. As you're all aware, Mr. Sullivan resigned as of August 24, 2018 from both roles to pursue another opportunity with the City of Ramsey. As such we need to appoint a new Secretary to the EDA until Mr. Sullivan's replacement is found.

I have been serving as the quasi-interim Economic Development Director, and believe that I can fulfill this role until a new ED Director is hired. Attached is a resolution appointing me to the position.

Let me know if you have any further questions.

RESOLUTION NO. 2018-5

**A RESOLUTION APPOINTING RYAN J. KERNOSKY AS SECRETARY OF THE
CITY OF ISANTI ECONOMIC DEVELOPMENT AUTHORITY**

WHEREAS, Sean M. Sullivan was appointed to the Office of Secretary of the City of Isanti Economic Development Authority through EDA Resolution 2018-1; and

WHEREAS, Mr. Sullivan served as the Economic Development Director for the City of Isanti, and has resigned as of August 24, 2018 from said position and Office of Secretary of the City of Isanti Economic Development Authority; and,

WHEREAS, the City of Isanti Economic Development Authority Bylaws (Article 2, Section 1) requires the election of Officers within the Economic Development Authority; and,

WHEREAS, Ryan J. Kernosky, Community Development Director of the City of Isanti has been tasked with handling matters relating to the economic development of the City of Isanti in the interim while the City pursues replacing Mr. Sullivan; and,

WHEREAS, Mr. Kernosky has experience serving as the Secretary of the Planning Commission of the City of Isanti.

NOW, THEREFORE, BE IT RESOLVED BY THE CITY OF ISANTI ECONOMIC DEVELOPMENT AUTHORITY hereby approves the appointment of Ryan J. Kernosky to the Office of Secretary of the City of Isanti Economic Development Authority and to fulfill the duties described Article 2, Sections 1 & 5 of the Bylaws of the Isanti Economic Development Authority.

This Resolution was duly adopted by the City of Isanti Economic Development Authority this 4th day of September, 2018.

President George A. Wimmer

ATTEST:

Ryan J. Kernosky
Secretary

SEAL



MEMO

To: Economic Development Authority Members
From: Ryan Kernosky, Community Development Director
Date: September 4, 2018
Subject: Isanti Promo Bag Program Report

For just over the past two years, the City of Isanti has been distributing promotional bags at various local events. The bags include marketing/ promotional materials from local businesses and the events where they have been distributed have included multiple BMX events ranging from April to September, the annual Isanti Fireman's Rodeo, a soccer event, and Celebrate Isanti. From the data we have, it appears that over time the participation for the promotional bags at BMX events has started off fairly strong, peaked, and is now in a decline. Although less businesses have been participating in the BMX promotional events, the City of Isanti has increased the number of bags distributed (With the fewer items included). Additional events such as the rodeo and Celebrate Isanti have been new additions to the Promo Bag program and little to no trends can be seen as they are such new programs.

This program allows businesses the opportunity to capitalize on visitors to Isanti for various events. The program is simple and free but not many businesses take advantage of the opportunity. For those that have utilized the program they are happy with it. Economic Development Director has marketed the program to all Isanti businesses on multiple occasions for multiple events. Based on the participation rate of the program I think it would make sense to ask from from specific feedback from Isanti businesses as to the program and its effectiveness and why they choose not to participate. There could be some valuable information gleaned from this item which could increase participation and the effectiveness of the program.

This is an informational item.

Attachment:

- 1) Summary of Isanti businesses utilizing Program for each event.

Isanti Bag, Land O Lakes National / BMX

Business	Item	#
CenturyLink	Brochure/pens	1
Chanticlear Pizza	Coupon	1
City of Isanti	Map	1
Climb theatre	magnet/CD	1
Coborn's	Coupon / Water	1
Flagship Bank	Brochure	1
Fusion Nails	Brochure	1
Greatclips	coupon	1
St Elizabeth Ann Seton Catholic	Brochure & candy	1
McDonald's	Coupon	1
Members Cooperative Credit Union	Brochure	1
Rum River Rods Car Show	Brochure	1
Evercat Fuels	Pens and Notepads	1
City BMX Rain Garden	Advertisement	1
WillowBridge	Coupon	1
Total		15

300 Bags Distributed

Isanti Bag, North District Qualifier

Business	Item	#	Email	
CenturyLink	Brochure	1	corev.moredock@centurylink.com	leftover
Chanticlear Pizza	Coupon	1	dmails@chanticlearpizza.com	Repeat
City of Isanti	Map	1	IsantiParks@cityofisanti.us	Repeat
Climb Theatre	magnet	1	collette@climb.org	leftover
Coborn's	Coupon	1	storedirector.2046@cobornsincc.com	Repeat
Dance Dynamics	Coupon	1	jenstan2538@gmail.com	New
Electrolysis by Patty Jean	Brochure & pen	1	pattyselectrolysis@gmail.com	New
Family Pathways	coupon	1	mail@familypathways.org	New
Flagship Bank	Brochure	1	ischornack@flagshipbanks.com	Repeat
Fusion Nails	Brochure	1	fusionnails.mn@gmail.com	leftover
Greatclips	coupon	1	amy.warring@greatclips.net	Repeat
St Elizabeth Ann Seton	Brochure & candy	1	annseton76@gmail.com	leftover
Isanti Physical Therapy	Biz Cards, Sanitizer, Pens	1	mnetzinger@physicaltherapyptc.com	New
Isanti Rental	Brochure	1	tracy@isantirental.com	New
McDonald's	Coupon	1	pdidenise@yahoo.com	leftover
Members Cooperative Credit Union	Brochure	1	dustin.mathiowitz@membersccu.org	Repeat
North American Title Company	Pen or bottle opener	1	japeterson@nat.com	New
Rendezvous Coffee	Business Card	1	warrenwallawalla@gmail.com	New
Rum River Rods Car Show	Brochure	1	dicollison@msn.com	Repeat
Sherry Longley Photogography	Magnet	1	pslongley@yahoo.com	New
St. Elizabeth Ann Seton	Brochure	1	annseton76@gmail.com	New
Street Dance	Advertisement	1	IsantiParks@cityofisanti.us	Repeat
WillowBridge	Coupon	1	saedoff@msn.com	Repeat

Total

23

330 Bags Distributed

Isanti Bag, BMX State Final Championship Race

Business	Item	#	Email	
Art and Science Academy	Wrist Band & Business Card	1	carlo.galeazzi@asa.k12.mn.us	New
Isanti Physical Therapy Consultants	Business Card & Chip Clip	1	mnetzinger@physicaltherapyptc.com	Leftover/New
Miller Tax and Bookkeeping, Inc.	Pen	1	kellyjo@millerbt.com	New
North American Title Company	Bottle Opener	1	japeterson@nat.com	Leftover
Rendezvous Coffee Shop	Business Card	1	warrenwallawalla@gmail.com	Repeat
City of Isanti	Map	1	IsantiParks@cityofisanti.us	Repeat
North 65 Chamber of Commerce	Brochure	1	melissa@north65chamber.com	New
St. Elizabeth Ann Seton	Brochure	1	annseton76@gmail.com	repeat
Dance Dynamics	Coupon	1	jenstan2538@gmail.com	Repeat
City BMX Rain Garden	Brochure	1	IsantiParks@cityofisanti.us	New
Trans-Mississippi Biological Supply	Coupon	1	tmbs@tmbs.com	New
Coborn's	Coupon	1	storedirector.2046@cobornsincc.com	Repeat
Members Cooperative Credit Union	Brochure	1	dustin.mathiowetz@membersccu.org	Repeat
Lit'l Sprouts Child Care Center	Coupon	1	Liti-sprouts@Qwestoffice.net	New
Chanticlear Pizza	Coupon	1	dmills@chanticlearpizza.com	Leftover
Flagship Bank	Brochure	1	ischornack@flagshipbanks.com	Repeat
Family Pathways Thrift Store	Coupon	1	mail@familypathways.org	Repeat

Total

17

330 Bags Distributed

Business	Item	#	Email	
City of Isanti	Map	1	IsantiParks@cityofisanti.us	Repeat
North 65 Chamber of Commerce	Brochure	1	melissa@north65chamber.com	Repeat
St. Elizabeth Ann Seton	Brochure	1	annseton76@gmail.com	repeat
Dance Dynamics	Coupon	1	jenstan2538@gmail.com	Repeat
Cellular Clinic LLC	Coupon	1	djbarnick@hotmail.com	New
Rockstad Relics and Wares	Coupon	1	arockstadptc@aol.com	New
Hermann Insurance	Brochure	1	hermann.isanti@gmail.com	New
Allina Clinic	Brochure	1		NEW
Help Your Shelves	Brochure	1	dory@helpyourshelves.com	New
Isanti Parks 2018 Events	Brochure	1	IsantiParks@cityofisanti.us	New
Fusion Nails	Brochure	1	fusionnails.mn@gmail.com	New
Creamery Crossing	Tire Gage	1	blainetpc@aol.com	New
Natures Way Chiropractic	Coupon	1	dr.sarah.ruther.79@gmail.com	New
Isanti Bicycle Repair	Brochure		daledobish@hotmail.com	
Coborn's	Coupon	1	storedirector.2046@cobornsinco.com	Repeat
Chanticlear Pizza	Coupon	1	dmails@chanticlearpizza.com	Repeat
Flagship Bank	Brochure	1	ischornack@flagshipbanks.com	Repeat
Family Pathways Thrift Store	Coupon	1	mail@familypathways.org	Repeat

200 Bags Distributed

Isanti Promo Bag, Isanti Firefighters Rodeo

Business	Item	#	Email	
Faith Lutheran Church	Information Card	1	office@faithlutheranisanti.com	New
Climb Theater	CD, Brochure, Playing	1, 1, 1?	collette@climb.org	New
Help Your Shelves	Brochure	1	dory@HelpYourShelves.com	New
City of Isanti	Map	1	IsantiParks@cityofisanti.us	Repeat
North 65 Chamber of Commerce	Brochure	1	info@north65chamber.com	Leftover
St. Elizabeth Ann Seton	Brochure	1	annseton76@gmail.com	repeat
Black Jack Ops	Card	1	blackjacksops@hughes.net	New
Dance Dynamics	Brochure	1	jenstan2538@gmail.com	Repeat
USA BMX/ Rum River BMX	Brochure	1	larry@rumriverbmx.xom	New
Isanti Tire and Auto	Business Card/ Coupon	1	isantiire@gwestoffice.net	New
Great Clips	Coupon	1	amy.warring@greatclips.net	New
Therapy Associates	Flower Seeds	1	nplemon@therapypassoc.com	New
Rockstad and Co. Relics & Wares	Brochure	1	relicsandwares@gmail.com	New
Circle B Ranch Retreat/ Event Center	Business Card	1	circlebranchretreat@gmail.com	New
You Crafty	Brochure	1		New
Hermann Insurance Services	Post Card	1	hermann.isanti@gmail.com	Leftover
Rough 'N Tough Mudder Against Hunger	Brochure/ Discount Cc	1		New
Riversbend Salon & Spa	Business Card	1	mjien137@gmail.com	New
LJ Level Construction	Drink Coaster, Post Ca	1,1	lon@ljlevel.com	New
Coborn's	Brochure	1	storedirector.2046@cobornsin.com	New
Clellular Clinic	Coupon	1	djbarnick@hotmail.com	New
Chanticlear Pizza	Coupon Book	1	dmls@chanticlearpizza.com	New
Flagship Bank	Brochure	1	jschornack@flagshipbanks.com	Repeat
Family Pathways Thrift Store	Coupon	1	mail@familypathways.org	New
Learning_Designs	Brochure	1	learningdesignsllc@gmail.com	New

Total 23

350 Bags Distributed

Isanti Bag, BMX State Final Championship Race

Business	Item	#	Email	
Isanti Tire and Auto Care Inc.	Business Card	1	isantitire@qwestoffice.net	Leftover/ New
Learning Designs	Brochure	1	learningdesignsllc@gmail.com	Leftover/ New
Rum River BMX	Brochure	1	larry@rumriverbmx.com	Leftover/ New
Help Your Shelves	Brochure	1	dory@HelpYourShelves.com	Leftover/ New
St. Scholastica HSC Academy	Magnet Clip	1	annseton76@gmail.com	New
City of Isanti	Map	1	IsantiParks@cityofisanti.us	Repeat
Cambridge Isanti Schools (Early Childhood)	Temporary Tattoo	1	sdordal@c-ischools.org	New
Cellular Clinic LLC	Coupon	1	djbarnick@hotmail.com	New
Circle B	Business Card	1	circlebranchretreat@gmail.com	Leftover
Great Clips	Coupon	1	amy.warring@greatclips.net	New
Trans-Mississippi Biological Supply	Coupon		tmbs@tmbs.com	New
Coborn's	Coupon	1	storedirector.2046@coborninc.com	Leftover
Members Cooperative Credit Union	Brochure		dustin.mathiowetz@membersccu.org	Repeat
Lit'l Sprouts Child Care Center	Coupon		Litl-sprouts@Qwestoffice.net	New
Chanticlear Pizza	Coupon		dmlills@chanticlearpizza.com	Leftover
Flagship Bank	Flyer	1	ischornack@flagshipbanks.com	New
Family Pathways Thrift Store	Coupon		mail@familypathways.org	Repeat

Total

12

350 Bags Distributed

100 Bags Distributed

MEMO



To: Economic Development Authority

From: Ryan Kernosky, Community Development Director

Date: September 4, 2018

Subject: Project Updates / Informational Items

Business Prospects/Projects:

Kwik Trip – Site preparation has commenced on August 20, 2018.

Best Western Plus Hotel – Foundation is complete and framing has commenced. 60-unit hotel with pool anticipated to be complete in March 2019.

Senior Housing and Multi-Family Housing- Recently, Staff has been in contact with developers for senior and multi-family housing. Development in these areas is certainly needed in Isanti and Staff will keep the EDA abreast of any movement in these areas.

General - Staff has been contacted by other prospects but the discussions are preliminary in nature. Prospects and targeted business types include: manufacturing, self-storage, commercial-retail, SFR residential, restaurants, memory care and industrial. Staff will continue to pursue options as they present themselves and will continue to work on business recruitment.

Economic Development Director Search – Staff and members of the Personnel Committee conducted interviews for the Economic Development Director position on August 30, 2018. Additional information will be provided as we have it. Until then, please direct Economic Development questions to Community Development Director Ryan Kernosky.

GPS 45:93 - Staff did not attend the August 24, 2018 GPS meeting.

Welcome Brochure Update: The 2018 brochures were ordered on Friday August 24th.

Housing Starts in 2018: As of August 29, 2018 there have been 67 single family housing permits pulled and there are 3 more in process. It should be noted that the Sewer and Water Rate Study and

future growth assumptions call for 25 SFR residential hookups annually for each year into the future. Attached is the MPLS Area Association of Realtors Report for June of 2018 for review.

Businesses Arrivals and Departures in Isanti 2018: The City of Isanti is proud to recognize new businesses for choosing Isanti to be home in 2018. **Arrivals:** Max Tech (101 Cajima St NE), Joe's Custom Cabinetry (700 E Dual Blvd NE), Help Your Shelves (700 E Dual Blvd NE) Cellular Clinic (404 Whiskey Rd NW, Ste G), LJ Level (121 Main St W), Metz Dog Grooming, Liberty Title (404 Whiskey Road NW), CMK Financial Services (401 E Dual Blvd NE), Speed Wagon (1 Enterprise Avenue NE), LQ US (1 Enterprise Ave NE) **Departures include:** Boeke's Woodshop (700 E Dual Blvd NE), Apitz Painting (Retired), Rum River Ornamental (520 1st Avenue NW), Pats Small Engine Retail and Repair (680 E Dual Blvd NE) (Retail and repair component closed, Warehouse temp until building sold or leased)



Economic Development Authority Agenda

1. Call to Order
 - a. Pledge of Allegiance
 - b. Roll Call
 - c. Agenda Modifications
2. Approval of the Agenda
3. Approve Minutes of September 4, 2018 Regular Economic Development Authority Meeting
4. Consider Recommendation for Submittal of 2018 Comprehensive Economic Development Strategy (CEDs) Resolution to East Central Regional Development Commission
5. Other Business / Updates / Communications
 - a. Business Prospects
 - b. GPS 45:93
 - c. Welcome Brochure Update
 - d. Housing Starts in 2018
 - e. Business Arrivals and Departures in Isanti 2018
6. Adjournment

City of Isanti, MN
Economic Development Authority
Regular Meeting Minutes of
September 4, 2018
Isanti City Hall

1. Call to Order

The meeting was called to order at 7:35 p.m. by President George Wimmer.

a. Pledge of Allegiance

b. Roll Call

Present: Tara Hallberg, Steve Lundeen, Ross Lorinser, Dan Collison, Jill Reller, Paul Bergley, George Wimmer

Absent: None

Staff Present: Community Development Director Ryan Kernosky

c. Agenda Modifications

Secretary Kernosky stated that there were no agenda modifications

2. Approval of the Agenda

Motion by Lundeen, seconded by Collison to approve the September 4, 2018 EDA Agenda. Motion passed unanimously.

3. Approve Minutes of the August 8, 2018 Regular Economic Development Authority Meeting

Motion by Collison, seconded by Lundeen to approve the Minutes of the August 8, 2018 Regular EDA Minutes. Motion passed unanimously.

4. Approval of EDA Resolution 2018-5, Appointing Ryan Kernosky as Secretary of the EDA

Motion by Lundeen, seconded by Lorinser to approve EDA Resolution 2018-5. Motion passed unanimously.

5. Promo Bag Program Report

Director Kernosky stated that this was a discussion item for the EDA. Staff has provided bags for several events throughout the calendar year. Staff has seen a steady decline in the business that utilize the promotional bag program to get their information out to visitors and the general public coming to the City of Isanti. Staff was seeking comment and direction on how they wish to proceed with the program.

President Wimmer stated that he's heard businesses do like having the program, and that trying to capture the visitors coming into the City is challenging without this program. Several businesses see benefits from having the program.

Mr. Lundeen stated that Kwik Trip may contribute soon. He continued to point out the various events that utilize the programs, and that having these bags help local businesses. He stated that it was a good idea, but wasn't sure how we get more businesses to utilize it.

President Wimmer stated he liked doing the program for another year, after Kwik Trip and the Hotel are completed and that the City review the program after a year. Mr. Lundeen concurred with President Wimmer.

Mr. Lorinser asked how many businesses have stopped utilizing the program, President Wimmer stated that it ebbs and flows depending on the number of items the businesses may want to put into the program.

Mr. Collison stated that he was worried about the number of items in the bags, and that recently BMX handed out the promotional bags with very few items and expressed disappointment.

Mr. Lorinser stated that we may want to reconsider what events we provide these bags to. He concurred with President Wimmer that we should continue the program for another year. Mr. Lundeen stated he agreed to continue the program for another year.

Ms. Hallberg stated that the City could be more proactive in recruiting businesses. President Wimmer stated that we do provide them with a calendar.

Motioned by Lundeen, seconded by Lorinser to continue the program for another year. Motion passed unanimously.

6. Other Business/Updates/Communication

Director Kernosky recited portions of the staff memo provided. Kwik Trip and Best Western Plus are well underway. Staff has continued to reach out on Senior and Multi-family housing. Staff interviewed three individuals for the ED position, more on that as it becomes available. Kernosky stated that we are 5 homes ahead of last years count.

7. Adjournment

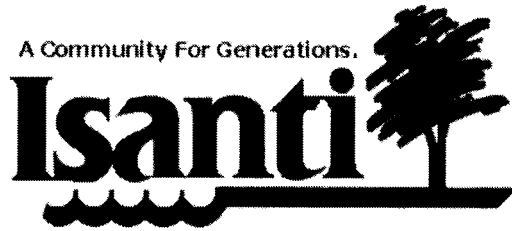
Motion by Lundeen, seconded by Bergley to adjourn. Motion passed unanimously.

The September 4, 2018 meeting of the EDA adjourned at 7:48 p.m.

Dated this 11th day of September, 2018.



Ryan Kernosky
Community Development Director

**MEMORANDUM**

TO: Isanti EDA Members

FROM: Ryan Kernosky, Community Development Director *R*

DATE: October 2, 2018

SUBJECT: **COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY (CEDS)
RESOLUTION TO EAST CENTRAL REGIONAL DEVELOPMENT
COMMISSION**

Background:

Please find the 2018 CEDS Survey Update completed by City Staff. Updates were made to the demographic information and narratives. The projects identified for the 2018 CEDS include: 1) Rail Served Industrial Park, 2) Downtown Redevelopment, 3) Mechanized Sewer Treatment Plant Upgrade and 4) Implementation of Economic Development District No. 1. The purpose of the CEDS Survey is to identify Economic Development priorities that could qualify for EDA funding and it also serves as an internal planning document. If there are additional projects that the EDA feels should be added, or order changed, Staff would welcome suggestions. The survey needs to be returned to the ECRDC by October 19, 2018 so Final approval would need to take place at the October 16, 2018 City Council Meeting.

City of Isanti EDA Recommendation:

Motion to recommend to the City Council the submittal of attached 2017 CEDS document.

Attachments:

- 1) 2018 CEDS Document and cover letter

RESOLUTION 2018-__

AUTHORIZING SUBMITTAL OF 2018 COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY (CEDS) TO EAST CENTRAL REGIONAL DEVELOPMENT COMMISSION (ECRDC)

WHEREAS, CEDS is a survey submitted to cities in the region to identify priority projects; and

WHEREAS, projects not identified in the CEDS survey are not eligible to apply for federal EDA funds; and

WHEREAS, a 1) Rail Served Industrial Park, 2) Downtown Redevelopment, 3) Mechanized Sewer Treatment Plant Upgrade and 4) Economic Development District No. 1 have been identified as economic development priorities by the City Council and Isanti EDA; and

WHEREAS, the deadline for submittal of the 2018 CEDS survey is October 19, 2017.

NOW, THEREFORE, IT IS HEREBY RESOLVED by the City Council of the City of Isanti, Minnesota authorize City staff to submit the 2018 CEDS survey attached hereto to the ECRDC.

This Resolution hereby approved by the Isanti City Council this 16th day of October 2018.

Attest:

Mayor George A. Wimmer

Katie Brooks
Human Resources/City Clerk

East Central Regional Development Commission
100 Park Street South
Mora, MN 55051

Comprehensive Economic Development Strategy (CEDS) Survey

Name of agency or unit of government: City of Isanti

Address: 110 First Avenue NW, PO Box 428, Isanti, MN 55040-0428

Telephone: 763.444.5512

Fax: 763.444.5560

Contact person: Ryan Kernosky, Community Development Director

Email: rkernosky@cityofisanti.us

Website: www.cityofisanti.us

Person completing survey: Ryan Kernosky, Community Development Director

I. Project Description:

Please provide a description of each of your projects prioritized below, with Project 1 being the highest priority project, and Project 5 being lowest. Please be as specific as you can with your description, including how projects will benefit your community, the region, labor force, etc. Please also include who the major beneficiaries of the project are, the estimated cost, where you are at in the planning process, and any other information you would deem beneficial when advocating for the project.

Project 1:

City of Isanti Rail Served Industrial Park/Rail Siding/Spur

The City of Isanti began its work on developing a rail served industrial park in 2006. The City of Isanti and the City of Cambridge discussed a joint rail park between the two communities and funded a consultant to advise the communities on rail locations. The study was completed and passed on to Isanti County. Isanti County contracted consultants Janna King and Michelle Keller to assist with identifying locations of a potential rail park within Isanti County. Based on initial consultations with King and Keller, it was determined that an industry expert be hired to conduct a formal feasibility / market study. The City of Isanti site was one of the three sites identified. Charles McSwain Consulting was contracted by Isanti County to further research the feasibility of rail sites within Isanti County. The results of the research identified the site in the City of Isanti as the most financially feasible site in Isanti County. Current market conditions don't warrant the construction of the site in preparation of imminent development; however, the

improving economic conditions may eventually drive its construction. In the event a catalyst project was to come forth, incremental development of the park would be economically viable. The main costs associated with the Rail Industrial Park are the switches, siding, and spurs necessary.

Ever Cat Fuels constructed a bio-diesel manufacturing plant within Isanti and desires to have the ability to receive and ship its products by rail in the future. This project was opened in 2008 and serves as a model for bio-diesel fuel production in the country. Ever Cat Fuels would be a beneficiary of the rail served industrial park and may contribute financially to its development. A regional industrial rail park has the potential to bring in new businesses, industry, and well-paying jobs to the City of Isanti, which would benefit the entire region.

A rail served industrial park will assist businesses with costs associated with shipping and receiving via rail. The impact of a rail served industrial park is believed to extend beyond the Region 7E boundaries as businesses in adjoining counties use the spur to decrease their shipping costs.

The City of Isanti owns the 137 acre parcel proposed for the rail served industrial park. There is the potential for acquisition of adjacent land to expand the proposed rail served industrial park site. BNSF has confirmed that the proposed site in the City of Isanti is large enough for a rail siding and the preliminary design has been approved by BNSF. The City Engineer has developed preliminary design concepts for the park and associated infrastructure. More work needs to be completed and these concepts need to be further refined and developed to achieve maximum efficiency. The City is seeking funding for engineering and environmental studies of the park, spur, rail switches, rail lines and interior roads to access the park.

Isanti City and County residents have long commute times to their jobs outside of the community. According to the US Census, the average Isanti commute is 33.2 minutes, which is 10 minutes longer than the average commute in Minnesota. Many workers from Isanti are commuting farther in order to find well-paying jobs to support their families. The time and cost of the commute takes away from the family and the community. Reducing commute times and creating well-paying jobs within the City of Isanti and Isanti County is important to the strength of the region. The rails served industrial park would greatly assist with job development in the City of Isanti and Isanti County.

Project 2:

City of Isanti Downtown Redevelopment.

A successful historic downtown is important to the success of the entire City of Isanti. The City has upgraded Main Street with new pavement, infrastructure, lighting and banners. The Isanti City Hall was constructed in Historic Downtown Isanti as a way to energize the area and to provide some connectivity to other commercial development on Heritage Boulevard (CSAH 5). There is still redevelopment work to be done including the revitalization of existing buildings, and redevelopment of underutilized properties.

Main Street was the signature place to shop and have a business. The intent is to keep this area viable as a successful business district. The City has explored senior housing, market rate

housing, and business expansions and relocations to spur downtown growth and redevelopment. In 2012, the City of Isanti partnered with the private sector to construct a downtown directional sign to help generate commerce and the sign has been updated in 2016 to reflect changes businesses downtown. In 2017, there were no vacant buildings on historic Main Street, a statistic we are excited about. The City acquired 100 Dahlin Avenue NE, razed the structure, prepped the lot and is marketing that property for development.

The City has incorporated a Transit Multi-Modal Facility into the comprehensive plan and is noted as an important tool for the growth of the downtown and to assist our citizens in their daily long commutes to their jobs. Passenger rail, light rail, commuter rail and park & ride facilities have been a focus of discussion in Isanti County. The City of Isanti supports a rail stop within our community but understands that station locations are limited. It was determined that Isanti could support a commuter bus. To begin bus service the annual cost would be approximately \$50,000 based on estimated ridership.

In 2013, the City of Isanti re-established a number of events and meetings to get more focus and involvement in historical downtown Isanti and they continue to be successful. The City EDA opened and operated a successful Farmer's Market at Eagle Park in downtown Isanti in 2013 and hosted two street dances. The City now has three street dances annually as they have proven to be very popular and great community building events. A full time Park and Events Manager position was created in 2014 to manage these events and to staff the Park and Recreation and Culture Board activities. Area businesses and City Officials plan to meet to discuss issues pertinent to downtown Isanti and the community as a whole. The Isanti and Cambridge Area Chambers of Commerce have merged and the organization now is called the North 65 Chamber of Commerce. The office is located at 2 Enterprise Avenue NE in the City of Isanti.

The City, East Central Regional Library System, and the Friends of the Library have combined resources and opened a "Library Outreach Stop" at Isanti City Hall, as a step to providing local library services. This serves as another key draw to the downtown and City Hall.

Project 3:

Mechanized Sewer Treatment Plant Upgrade

The City of Isanti is a young and vibrant community with a 2017 population estimated to be 5,786 according to State Demographer information from 2017 and recent housing permits pulled. Over the past 3 years the City has seen 229 single family housing permits pulled. The average age of City of Isanti residents is 31.5 years and the median household income is \$64,592. Isanti is also home to over 177 businesses and 1,857 employees. The City owns 24 Minnesota Shovel Ready Certified acres (4 lots) in the Isanti Industrial Complex Industrial Park and has an additional 137 acres of land set aside for more industrial development (Rail Served Industrial Park) and 32 developable acres just north of the existing industrial park. Prior to the Great Recession, Isanti County was the second fastest growing county in the nation based on growth percentage and the increase of housing starts is promising. Single family housing starts for the following years 2016-63, 2017-91 and 2018-75 (as of end of September 2018) show this positive trend. Currently there are 87 platted single family residential lots and 105 multi-family residential lots ready for development.

Although it cannot be assumed Isanti will grow at the levels it did during the mid-2000's it a fairly safe assumption that it will continue to grow at a fairly rapid rate. As of September 24, 2018 there were 192 platted lots (87-SFR, 105 Multi-Family) with infrastructure in place ready for immediate development. In order to keep up with future capacity and more stringent state environmental standards relating to water quality and additional nutrient removal, the City plans to make facility upgrades to make the current sewer treatment plant a fully mechanical facility within seven years. The capacity of the current system is 657,000 gallons per day. The estimated capacity of the new system is 850,000 plus gallons per day and will be constructed with a projected growth period of 20 years. Although the need is not immediate, it is imminent. Planning for the construction and identifying potential funding for this structure that will not overburden the taxpayer is important. Preliminary project estimates for the new plant are \$15 million dollars, which includes reuse equipment the City already owns. In order to continue to grow smartly, maintain its place as a center of commerce, serve as a regional center for events, and be a great place for people to live, a new Mechanical Sewer Treatment Plant will need to be constructed.

Project 4:

Implementation of Economic Development District No. 1.

In 2017, the City of Isanti established Economic Development District No. 1 ("District") and adopted a redevelopment plan of the surrounding area as a result of the 60-unit Best Western Plus development. The City is considering the Hotel as a catalyst economic development/redevelopment project that will result in spin-off development opportunities in the immediate area. The construction of Richard Street from Broadway to Main Street and the extension of 5th Avenue NE to Main Street is all part of the Redevelopment Plan adopted by the EDA and the City Council. The redevelopment of this area will build synergy with the existing historic downtown highlighted in Project two above.

The realignment of the roadways, establishment of the district, and the expected early 2019 completion of the hotel will have a major impact on the future development of this area. Multi-family and senior housing, restaurants, and other commercial enterprises have already been in contact with City officials to expand their businesses within this redevelopment area. As a result, this will bring in new jobs, provide for expanded restaurant options for residents and visitors, and create a higher quality of life for residents in the City of Isanti.

II. Based on the projects you listed, please answer the following project benefits: (place a check for primary project benefits)

Project No.	#1	#2	#3	#4
Job Creation	X	X	X	X
Job Retention		X		
Livable Wages	X	X		X
Public Facilities	X		X	
Housing		X	X	
Social / Recreational		X	X	X
Downtown Revitalization / Renovation		X		
Other	X	X		

If other, please explain:

Rail: Diversification of industrial businesses.

Transportation alternative for industrial businesses to transport materials and goods to and from their location.

Downtown: Redevelopment of our downtown to bring additional business and services to our community.

Economic Growth Corridor for possible commuter rail / light rail / passenger rail / park & ride depot location.

III. Population to Benefit:

Project No.	#1	#2	#3	#4
City	5,786	5,786 ^b	5,786 ^b	5,786 ^b
County	39,582	39,582 ^b	5,786 ^b	39,582 ^b
Region 7E	163,416 ^a	39,582 ^b	5,786 ^b	39,582 ^b

a: MN DEED Census 2017 Luke Greiner <https://apps.deed.state.mn.us/lmi/rws/Results.aspx>

b: Population – US Census July 2017, City of Isanti Population – 5,786, City of Cambridge – 8,803. US Census 2016 ACS 5-Year population estimates, township populations for Athens – 1,926; Bradford – 3,427; Braham – 1,860; Dalbo TWP – 889, Maple Ridge TWP – 700; Cambridge TWP – 2,521; Isanti TWP – 2,420; North Branch TWP – 1,748; Oxford – 978; Spencer Brook – 1,621; Springvale – 1,577; Stanford – 2,290 and Wyannett – 1629, Isanti County population 39,582

IV. Characteristics of Population to Benefit:

Project No.	#1	#2	#3	#4
Unemployment	2.8% ^a	2.8% ^a	2.8% ^a	2.8% ^a
Low/Mod Income (family)	3,727 ^c	3,727 ^c	3,727 ^c	3,737 ^c

Elderly (60 plus yrs)	7,751 ^d	7,751 ^d	7,751 ^d	7,751 ^d
Youth (0-24 yrs)	12,339 ^d	12,339 ^d	12,339 ^d	12,339 ^d
Entire Community	163,416 ^c	39,582 ^b	5,786 ^b	39,582 ^b
Other	_____	_____	_____	_____

If other, please explain: _____

a: MN DEED Isanti County September 2018 <https://mn.gov/deed/data/data-tools/laus/>

b: Population – US Census July 2017, City of Isanti Population – 5,786, City of Cambridge – 8,803. US Census 2016 ACS 5-Year population estimates, township populations for Athens – 1,926; Bradford – 3,427; Braham – 1,860; Dalbo TWP – 889, Maple Ridge TWP – 700; Cambridge TWP – 2,521; Isanti TWP – 2,420; North Branch TWP – 1,748; Oxford – 978; Spencer Brook – 1,621; Springvale – 1,577; Stanford – 2,290 and Wyanett – 1629, Isanti County population 39,582

c: MN DEED 2016 Census Luke Greiner – Low/Mod 80% median fam.

d: 2016 American Community Survey - US Census Fact Finder Isanti County
<http://factfinder.census.gov/faces/tableservices/jsf/pages/productview.xhtml?src=CF>

V. Job Retention:

Project No.	#1	#2	#3	#4
1-5 jobs			X	
6-10 jobs				X
11-20 jobs		X		
More than 20 jobs				

VI. Job Creation:

Project No.	#1	#3	#4	#5
1-5 jobs			X	
6-10 jobs				
11-20 jobs		X		X
21-49 jobs				
More than 50 jobs	X			

VII. Project Readiness (planned start date):

Project No.	#1	#2	#3	#4
Within 1 year		X		X
Within 2 years				

Within 3 years (or more) X X

Note: That with a rail industrial park, actual construction could not begin until all applicable environmental studies have been completed. The above schedule assumes that an EIS would be needed in order to begin. If a catalyst project committed to the City of Isanti the project could commence in shortly over 1 year.

Anticipated timing for the need to upgrade to fully mechanized sewer treatment facility is 7 years but capacity issues could move that up sooner.

VIII. Anticipated Financing Sources (check all that apply)

Project No.	#1	#2	#3	#4	
Economic Development Administration (EDA)	X	X	X	X	
Essential Function Bonds					
General Obligation Infrastructure Bonds			X		
Revenue Bonds	X				
MN Housing Finance Agency		X			
Housing		X			
Pollution Control Agency	X				
State Public Facilities Authority			X		
Tax Increment Financing	X	X			
USDA/Rural Development	X	X	X	X	
None Considered					
Other	X	X	X	X	X

If other, please explain:

Rail: County of Isanti, Tax Abatement, Department of Transportation, BDPI

Downtown: Tax Abatement, City of Isanti Revolving Loan Fund

Redevelopment: Tax Abatement, City Financing

IX. Community Tools

Who are your community's go-to persons for economic development/business rapid response?

- 1) Community Development Director Ryan Kernosky
Phone: 763.444.5512 Ext. 115, rkernosky@cityofisanti.us
- 2) Don Lorsung, City Administrator

Phone: 763.444.5512 Ext. 117, dlorsung@cityofisanti.us

3) Development Advisory Committee (Current Members – Annual Appointment)

Mayor George Wimmer

Phone: 763.442.8749, George@GeorgeWimmer.com

Councilmember Ross Lorinser

Phone: 763.587.3841, ross.lorinser@gmail.com

Industrial Parks

Name of industrial park and location:

Centennial Industrial Park. North side of the City of Isanti. East of the BNSF railroad tracks. West of TH 65. South of Cajima St (road in Isanti).

Size of industrial park: 62.00 acres approximate buildable

Acres available in industrial park: 24.00 acres approximate buildable

Asking price for industrial park land (per acre): \$1 (if they meet City requirements)

Infrastructure in place at industrial park (please check all that apply):

Roads:	<input checked="" type="checkbox"/>	Water:	<input checked="" type="checkbox"/>	Sewer:	<input checked="" type="checkbox"/>
Storm Sewer:	<input checked="" type="checkbox"/>	Telecom.	<input checked="" type="checkbox"/>	Fiber Optics:	<input checked="" type="checkbox"/>

Are there any plans for expansion of the existing industrial park or create a new industrial park?

Yes: No:

Please explain: A rail served industrial park, which would expand our current industrial park, is the City’s number one CEDS request and the parcel is 137 acres north of City Public Services Campus. In addition, there are 32 acres adjacent and to the north of the existing industrial park that could serve for expansion of the existing park. There is no timetable for either project.

Total daily water capacity: 1,584,000 gallons. Available daily water capacity: 1,584,000 gallons

Total daily sewer capacity: 576,000 gallons. Available daily sewer capacity: 576,000 gallons

Loan Funds

City Revolving Loan Fund – Yes

Asset Base - \$114,217 Available October 2017

Source – City Funds and State MIF Loan Repayment (20%)

Average Loan Size - \$22,000

X. Other Information Requested:

What do you believe is the greatest obstacle to the Economic Development of the community or area served by your organization?

Rank from 1 to 5 with 1 being the greatest obstacle.

Adequate housing	_____
Inadequate Infrastructure	_____
Inadequately trained labor force	<u> 2 </u>
Inadequacy of broadband internet	_____
Lack of agency staff	_____
Lack of capital	<u> 1 </u>
Lack of equity funding resources	_____
Lack of development plan	_____
Lack of labor force	<u> 4 </u>
Lack of sites for development	_____
Lack of transportation	<u> 3 </u>
Other	<u> 5 </u>

If other, please explain: The foreclosure crisis and uncertainty for costs for transportation, energy and goods and services. Isanti has fully recovered from the foreclosure crisis of 2009-2013.

However, there are still some reservations as to re-investing in Isanti as many past investors were hurt financially by the sudden decline in economic activity in Isanti due to the Great Recession. Fuel costs have been trending lower, but historically they have been rather volatile. Gas prices are averaging \$2.79 in the area now but the days of \$4.00 gas are not out of recent memories for people and businesses looking to move to Isanti. Until we have some stability for an extended period of time there will be reservations by potential investors in Isanti. In addition, the cost of construction of new buildings far exceeds the price of acquiring exiting buildings. Vacant Building inventory continues to decline in Isanti and regionally but this serves as a barrier to new building construction in the industrial sector.

MEMO



To: Economic Development Authority
From: Ryan Kernosky, Community Development Director
Date: October 2, 2018
Subject: Project Updates / Informational Items

Business Prospects/Projects:

Kwik Trip – Construction has begun, over the next month you will continue to see the foundation and site work continue. This project has an anticipated February 2019 completion date.

Best Western Plus Hotel – The pre-fabricated rooms have been installed and placed on the structure, roofing and exterior work will begin this month. The 60-unit hotel with pool anticipated to be complete in March 2019.

Senior Housing and Multi-Family Housing- Recently, Staff has been in contact with developers for senior and multi-family housing. Development in these areas is certainly needed in Isanti and Staff will keep the EDA abreast of any movement in these areas.

General - Staff has been contacted by other prospects but the discussions are preliminary in nature. Prospects and targeted business types include: manufacturing, self-storage, commercial-retail, SFR residential, restaurants, memory care and industrial. Staff will continue to pursue options as they present themselves and will continue to work on business recruitment.

Richard Ave/5th Ave Extension – These projects are part of the ED District #1 plan and have commenced on September 24, 2018.

Economic Development Director Search – The City has reopened the Economic Development Director position, applications are being accepted until October 5, 2018. After that point, staff and the personnel committee will review complete applications. Until then, please direct Economic Development questions to Community Development Director Ryan Kernosky.

GPS 45:93 – The annual GPS 45:93 meeting took place on September 28, 2018. Staff will try to attend this meeting, but it is on the last day of the APA Regional Conference in Rochester, MN. Updates if we are able to attend will be provided.

Housing Starts in 2018: As of September 24, 2018, there have been 70 single family housing permits pulled and there are 6 more in process. It should be noted that the Sewer and Water Rate Study and future growth assumptions call for 25 SFR residential hookups annually for each year into the future.

Businesses Arrivals and Departures in Isanti 2018: The City of Isanti is proud to recognize new businesses for choosing Isanti to be home in 2018. **Arrivals:** Max Tech (101 Cajima St NE), Joe's Custom Cabinetry (700 E Dual Blvd NE), Help Your Shelves (700 E Dual Blvd NE) Cellular Clinic (404 Whiskey Rd NW, Ste G), LJ Level (121 Main St W), Metz Dog Grooming, Liberty Title (404 Whiskey Road NW), CMK Financial Services (401 E Dual Blvd NE), Speed Wagon (1 Enterprise Avenue NE), LQ US (1 Enterprise Ave NE) **Departures include:** Boeke's Woodshop (700 E Dual Blvd NE), Apitz Painting (Retired). Rum River Ornamental (520 1st Avenue NW), Pats Small Engine Retail and Repair (680 E Dual Blvd NE) (Retail and repair component closed, Warehouse temp until building sold or leased)



Economic Development Authority Agenda

1. Call to Order
 - a. Pledge of Allegiance
 - b. Roll Call
 - c. Agenda Modifications
2. Approval of the Agenda
3. Approve Minutes of October 2, 2018 Regular Economic Development Authority Meeting
4. Other Business / Updates / Communications
 - a. Business Prospects
 - b. GPS 45:93
 - c. Welcome Brochure Update
 - d. Housing Starts in 2018
 - e. Business Arrivals and Departures in Isanti 2018
5. Adjournment

City of Isanti, MN
Economic Development Authority
Regular Meeting Minutes
October 2, 2018
Isanti City Hall

1. Call to Order

The meeting was called to order at 7:09 p.m. by President George Wimmer.

- a. **Pledge of Allegiance**
- b. **Roll Call**

Present: Ross Lorinser, Dan Collison, Jill Reller, Paul Bergley, George Wimmer

Absent: Tara Hallberg, Steve Lundeen

Staff Present: Community Development Director Ryan Kernosky

- c. **Agenda Modifications**

Secretary Kernosky stated that there were no agenda modifications

2. Approval of the Agenda

Motion by Lorinser, seconded by Collison to approve the October 2, 2018 EDA Agenda. Motion passed unanimously.

3. Approve Minutes of the September 2, 2018 Regular Economic Development Authority Meeting

Motion by Collison, seconded by Lorinser to approve the Minutes of the August 8, 2018 Regular EDA Minutes. Motion passed unanimously.

At 7:11 p.m. Authority Member Tara Hallburg was seated for the meeting.

4. Consider Recommendation for Submittal of 2018 Comprehensive Economic Development Strategy (CEDS) Resolution to East Central Regional Development Commission

Director Kernosky provided an overview of the proposed CEDS document to be submitted to the ECRDC. He noted that the City has identified the following:

- 1. Rail Industrial Park
- 2. Downtown Redevelopment
- 3. Mechanical Sewer Treatment Plant
- 4. Economic Development District No. 1

Motioned by Lorinser, seconded by Collison to approve the submittal of the 2018 CEDS Resolution. Motion passed unanimously.

5. Other Business/Updates/Communication

Director Kernosky recited portions of the staff memo provided. Kwik Trip and Best Western Plus are well underway. Staff has continued to reach out on Senior and Multi-family housing. Kernosky noted that there's been a lot of interest in the Economic Development District since the hotel has

begun construction and the extension of Richard and 5th Avenues has commenced. Kernosky noted that the Economic Development Director position is open until October 5, 2018 and that staff would be presenting candidates to the personnel committee soon.

6. Adjournment

Motion by Collison, seconded by Lorinser to adjourn. Motion passed unanimously.

The October 2, 2018 meeting of the EDA adjourned at 7:13 p.m.

Dated this 5th day of October, 2018.

A handwritten signature in black ink, appearing to read 'R. Kernosky', is written over a horizontal line.

Ryan Kernosky
Community Development Director

MEMO



To: Economic Development Authority
From: Ryan Kernosky, Community Development Director
Date: November 7, 2018
Subject: Project Updates / Informational Items

Business Prospects/Projects:

Kwik Trip – Construction continues, all of the underground work (tanks, etc) have been installed. Canopies are being installed over the next few weeks and we will see framing taking place over the next month. This project has an anticipated February 2019 completion date and is on-time.

Best Western Plus Hotel – Exterior work continues on the Hotel project, the underground stormwater system has been installed. The 60-unit hotel with pool anticipated to be complete in March 2019, this project is on-time.

Senior Housing and Multi-Family Housing- A purchase agreement has been signed by a developer and a land owner to construct an 80-unit senior housing project in 2019. Staff will continue to work on with the developer on site design and possible incentives.

Retail – A purchase agreement has been signed by a developer and a land owner for a new national-chain retail store to be built in 2019. Staff continues to work with the developer's representatives, no incentives are intended to be offered.

General - Staff has been contacted by other prospects but the discussions are preliminary in nature. Prospects and targeted business types include: manufacturing, self-storage, commercial-retail, SFR residential, restaurants, memory care and industrial. Staff will continue to pursue options as they present themselves and will continue to work on business recruitment.

Richard Ave/5th Ave Extension – The extensions of Richard Ave and 5th Ave are completed. Sodding will occur once Connexus repairs broken sidewalk on the north-side of Main Street.

Economic Development Director Search – The Economic Development Director position continues to remain unfilled, personnel committee and staff will be performing a review of the Economic

Development and Community Development Departments to see how we can better serve residents and businesses. Until then, please direct Economic Development questions to Community Development Director Ryan Kernosky.

GPS 45:93 – The GPS 45:93 will be having a joint November/December meeting. Director Kernosky will attend.

Other Meetings: Director Kernosky attended the ECE Regional Economic Development Meeting on October 31st, 2018. The main purpose was to review economic development incentives offered by Great River Energy and ECRDC.

Housing Starts in 2018: As of October 31, 2018, there have been 80 single family housing permits pulled or applied for. It should be noted that the Sewer and Water Rate Study and future growth assumptions call for 25 SFR residential hookups annually for each year into the future.

Businesses Arrivals and Departures in Isanti 2018: The City of Isanti is proud to recognize new businesses for choosing Isanti to be home in 2018. **Arrivals:** Max Tech (101 Cajima St NE), Joe's Custom Cabinetry (700 E Dual Blvd NE), Help Your Shelves (700 E Dual Blvd NE) Cellular Clinic (404 Whiskey Rd NW, Ste G), LJ Level (121 Main St W), Metz Dog Grooming, Liberty Title (404 Whiskey Road NW), CMK Financial Services (401 E Dual Blvd NE), Speed Wagon (1 Enterprise Avenue NE), LQ US (1 Enterprise Ave NE) **Departures include:** Boeke's Woodshop (700 E Dual Blvd NE), Apitz Painting (Retired), Rum River Ornamental (520 1st Avenue NW), Pats Small Engine Retail and Repair (680 E Dual Blvd NE) (Retail and repair component closed, Warehouse temp until building sold or leased)



Economic Development Authority Agenda

1. Call to Order
 - a. Pledge of Allegiance
 - b. Roll Call
 - c. Agenda Modifications
2. Approval of the Agenda
3. Approve Minutes of November 7, 2018 Regular Economic Development Authority Meeting
4. Economic Development Authority 2019 Meeting Schedule
5. Other Business / Updates / Communications
 - a. Business Prospects
 - b. GPS 45:93
 - c. Welcome Brochure Update
 - d. Housing Starts in 2018
 - e. Business Arrivals and Departures in Isanti 2018
6. Adjournment

City of Isanti, MN
Economic Development Authority
Regular Meeting Minutes
November 7, 2018
Isanti City Hall

1. Call to Order

The meeting was called to order at 7:06 p.m. by President George Wimmer.

- a. Pledge of Allegiance**
- b. Roll Call**

Present: Ross Lorinser, Dan Collison, Jill Reller, Paul Bergley, George Wimmer, Steve Lundeen

Absent: Tara Hallberg

Staff Present: Community Development Director/EDA Secretary Ryan Kernosky

- c. Agenda Modifications**

Secretary Kernosky stated that there were no agenda modifications

2. Approval of the Agenda

Motion by Lorinser, seconded by Lundeen to approve the November 7, 2018 EDA Agenda. Motion passed unanimously.

3. Approve Minutes of the October 2, 2018 Regular Economic Development Authority Meeting

Motion by Lorinser, seconded by Bergley to approve the Minutes of the October 2, 2018 Regular EDA Minutes. Motion passed unanimously.

At 7:07 p.m. Authority Member Tara Hallburg was seated for the meeting.

4. Other Business/Updates/Communication

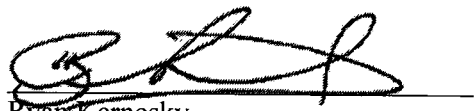
Director Kernosky recited portions of the staff memo provided. Kwik Trip and Best Western Plus are well underway. Staff has continued to reach out on Senior and Multi-family housing. Kernosky noted that there's been a lot of interest in the Economic Development District since the hotel has begun construction and the extension of Richard and 5th Avenues has commenced.

5. Adjournment

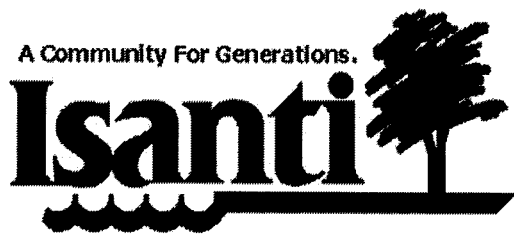
Motion by Bergley, seconded by Lundeen to adjourn. Motion passed unanimously.


The October 2, 2018 meeting of the EDA adjourned at 7:08 p.m.

Dated this 15th day of November, 2018.



Ryan Kernosky
Community Development Director

**MEMORANDUM**

TO: City of Isanti Economic Development Authority
FROM: Ryan Kernosky, Community Development Director 
DATE: December 4, 2018
SUBJECT: **REVIEW OF 2019 EDA MEETING SCHEDULE**

Background:

Attached is a tentative schedule for 2019. The meeting dates coincide with the first City Council Meeting of each month and are to start immediately following the regularly scheduled meeting of the City Council (beginning at 7:00 pm). Staff would like the EDA members to look at the tentative schedule, check calendars and be prepared for its adoption at the January 2019 Meeting. Please note that there are 2 meetings that will not be held on Tuesdays.

Action Requested:

No action is requested, this is an informational item.

Attachments:

- 1) Economic Development Authority 2019 Meeting Schedule Dates (Tentative)

2019 ECONOMIC DEVELOPMENT AUTHORITY MEETING SCHEDULE

The Economic Development Authority shall hold regular meetings immediately following the 1st 7:00 p.m. City Council Meeting on the 1st Tuesday of every month at Isanti City Hall. All meetings are held at Isanti City Hall at 110 1st Avenue NW, Isanti, MN 55040 in the City Council Chambers. The 2019 scheduled meeting dates are below:

January 7, 2019 (Monday)

February 5, 2019

March 5, 2019

April 2, 2019

May 7, 2019

June 4, 2019

July 2, 2019

August 7, 2019 (Wednesday)

September 3, 2019

October 1, 2019

November 5, 2019

December 3, 2019

MEMO



To: Economic Development Authority
From: Ryan Kernosky, Community Development Director
Date: December 4, 2018
Subject: Project Updates / Informational Items

Business Prospects/Projects:

Kwik Trip – Exterior concrete work and interior sheetrock and paint work will continue through mid-December. This project has an anticipated February 2019 completion date and is on-time.

Best Western Plus Hotel – Exterior work continues on the Hotel project with the parking lot installed. Interior work continues through December. The 60-unit hotel with pool anticipated to be complete in March 2019, this project is on-time.

Senior Housing and Multi-Family Housing- A purchase agreement has been signed by a developer and a land owner to construct an 80-unit senior housing project in 2019. Staff will continue to work on with the developer on site design and possible incentives.

Retail – A purchase agreement has been signed by a developer and a land owner for a new national-chain retail store to be built in 2019. Staff continues to work with the developer's representatives, no incentives are intended to be offered.

General - Staff has been contacted by other prospects but the discussions are preliminary in nature. Prospects and targeted business types include: manufacturing, self-storage, commercial-retail, SFR residential, restaurants, memory care and industrial. Staff will continue to pursue options as they present themselves and will continue to work on business recruitment.

Economic Development Director Search – The Economic Development Director position continues to remain unfilled, personnel committee and staff will be performing a review of the Economic Development and Community Development Departments to see how we can better serve residents and businesses. Until then, please direct Economic Development questions to Community Development Director Ryan Kernosky.

GPS 45:93 – The GPS 45:93 will be having a joint November/December meeting. Director Kernosky will attend.

Other Meetings: None.

Housing Starts in 2018: As of November 29, 2018, there have been 85 single family housing permits pulled or applied for. It should be noted that the Sewer and Water Rate Study and future growth assumptions call for 25 SFR residential hookups annually for each year into the future.

Businesses Arrivals and Departures in Isanti 2018: The City of Isanti is proud to recognize new businesses for choosing Isanti to be home in 2018. **Arrivals:** Max Tech (101 Cajima St NE), Joe's Custom Cabinetry (700 E Dual Blvd NE), Help Your Shelves (700 E Dual Blvd NE) Cellular Clinic (404 Whiskey Rd NW, Ste G), LJ Level (121 Main St W), Metz Dog Grooming, Liberty Title (404 Whiskey Road NW), CMK Financial Services (401 E Dual Blvd NE), Speed Wagon (1 Enterprise Avenue NE), LQ US (1 Enterprise Ave NE) **Departures include:** Boeke's Woodshop (700 E Dual Blvd NE), Apitz Painting (Retired), Rum River Ornamental (520 1st Avenue NW), Pats Small Engine Retail and Repair (680 E Dual Blvd NE) (Retail and repair component closed, Warehouse temp until building sold or leased)