

**City Council Chambers**

**Wednesday, March 4, 2020**

**Immediately Following the 7:00pm City Council Meeting**



## **Economic Development Authority Agenda**

1. Call to Order
  - a. Pledge of Allegiance
  - b. Roll Call
  - c. Agenda Modifications
2. Approval of the Agenda
3. Approval of Minutes
  - a. February 4, 2020 Regular Economic Development Authority Meeting
  - b. February 18, 2020 Special EDA Meeting.
4. Business Items
  - a. Adoption Marketing/Work Plan Update
  - b. Consider Crop Lease Extension
5. Other Business / Updates / Communications
6. Adjournment

Economic Development Authority  
Meeting Minutes  
February 4, 2020

1. **Call to Order:** EDA President Johnson called the meeting to order at 8:11pm
  - a. **Pledge of Allegiance**
  - b. **Roll Call:** Members Present – Johnson, Bergley, Gordon, Lundeen, Collison and Reller. Staff present: Community Development Director Sheila Sellman, City Administrator Josi Wood.
  - c. **Agenda Modifications:** Call for a Public Hearing on February 18, 2020 for the sale of EDA Land.
2. **Approval of the Agenda:** Motion by Lundeen to approve the agenda with modification and calling the public hearing for February 18, 2020, second by Collison. Motion passed 6-0.
3. **Approve Minutes:** Motion by Collison to approve January 7, 2020 Regular Economic Development Authority Meeting minutes, second by Lundeen. Motion passed 6-0.
4. **Business Items**
  - a. **Marketing/Work Plan Update.** Sellman reviewed some of the updates to the plan and asked the board about memberships. The EDA agreed to keep the GPS:45:93 membership and have Sellman attend CVN events. The Inventors and Entrepreneurs Club is fairly new and meets the 4<sup>th</sup> Tuesday of the month in the evening. EDA Member Bergley will try to attend these meetings. The EDA would like to partner with the City for a housing study update. Discussion on Facebook. The EDA decided to post ribbon cuttings on the city's webpage but not to advertise and to share the Chambers postings to the City's page. The EDA discussed a focus on business recruitment specifically restaurants. The EDA decided to remove Clinic/medical campus from the work plan since we have Alina clinic now. Johnson brought up the property behind Minnoco gas station, that is prime real estate but has access issues, the EDA should look into purchasing. The EDA had mixed thoughts on owning that large tract of land. Johnson explained it would be a lot easier to recruit businesses if the site was development ready. Sellman will look into shovel ready program for that lot, if the city needs to own can they partner with the current owner, should they EDA buy it etc. Sellman will update the plan per the EDA's direction and will bring the final version for adoption to the March meeting.
5. **Other Business / Updates / Communications:** Sellman reviewed the tours/visits her and the mayor have conducted. Sellman updated the EDA on the recent new businesses in town, ribbon cuttings and hand written "Welcome Cards." Lundeen announced that EDA member Reller submitted her letter of resignation and he thanked her for her service.
6. **Adjournment:** Motion by Bergley, second by Lundeen, adjourned at 8:40pm.

Respectfully Submitted – Sheila Sellman Community Development Director/EDA Secretary

Economic Development Authority  
Meeting Minutes  
February 18, 2020

1. **Call to Order:** Chair Johnson called the meeting to order at 7:58pm.
  - a. **Pledge of Allegiance**
  - b. **Roll Call:** Members Present – Johnson, Lundeen, Bergley, Gordon, and Collison. Staff present- Sheila Sellman Community Development Director
  - c. **Agenda Modifications:** None
2. **Approval of the Agenda:** Motion by Lundeen, second by Bergley motion passed 5-0
3. **Public Hearing**
  - a. Sale of EDA owned land located at 825 Dual Street NE PID 16.137.0010 to BP Metals Inc. Sellman gave an overview of the land for sale which is part of the Shovel Ready program advertised for \$1. The purchase agreement has been presented to the buyer, BP Metals and they agreed to the terms. The public hearing was open, no one from the public was present. Blake Pendzimas, owner of BP Metals addressed the EDA and answered questions they had about the business. Motion by Lundeen to approve the purchase agreement, 2<sup>nd</sup> by Bergley, motion passed 5-0.
4. **Adjournment:** Motion by Lundeen, second by Bergley meeting adjourned at 8:10pm.

Respectfully Submitted  
Sheila Sellman Community Development Director/EDA Secretary



## Memo for EDA Action

**To:** Economic Development Authority

**From:** Sheila Sellman, Community Development Director

**Date:** March 4, 2020

**Subject:** Marketing/Work Plan update

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### **Background:**

In 2015 the EDA adopted an EDA Marketing/Work plan. Now that five years have passed it is important for the EDA to review and update the plan. At the February 4, 2020 EDA meeting the EDA discussed the draft plan and directed the Community Development Director to come back to the March meeting with the changes discussed for final approval. Staff suggests revisiting this document every five years.

### **Recommendation:**

Staff recommends adoption of the 2020 plan as presented and to update this plan every five years.

### **Attachments:**

- 2020 Marketing/Work Plan

## **EDA Marketing / Work Plan**

**Updated March 4, 2020**

### **MISSION**

The Economic Development Authority promotes and supports the growth of commercial and industrial development and tax base through the use of economic development methods and tools.

### **GOALS AND OBJECTIVES**

- 1) Strengthen the City of Isanti economy through the support of local business, attraction of new businesses, creation of jobs and the diversification of industries.

#### Objectives

- 1-1.1 Sell / deed vacant industrial land in Isanti Centennial Complex to manufacturing/warehousing businesses.
  - 1-1.2 Help promote the sale or lease of vacant space in commercial and industrial properties owned by private sector.
  - 1-1.3 Utilize all economic development tools available that support retention, expansion and attraction of industry.
  - 1-1.4 Identify industries vertically integrated to industries in Isanti and recruit.
  - 1-1.5 Support efforts to develop a rail served industrial park in Isanti.
  - 1-1.6 Maintain prospect database and contact prospects in a timely manner.
  - 1-1.7 Consider zoning changes that reflect the market conditions and will increase the tax base of the City.
  - 1-1.8 Maintain Membership in the Initiative Foundation to keep financial resource flexibility for project financing
  - 1-1.9 Maintain membership in GPS 45:93 to take advantage of regional marketing and prospect generation through Community Venture Network. Community Development Director Sheila Sellman is designated as the Isanti County Rep for the Minnesota Marketing Partnership (MMP).
  - 1-1.10 Maintain membership in Economic Development Association of Minnesota (EDAM) to increase exposure for the City of Isanti and to increase business leads.
  - 1-1.11 Maintain membership/partnership in the Chamber of Commerce
  - 1-1.12 Maintain partnership with East Central Regional Development Commission
- 2) Position Isanti as a low cost, business/developer friendly, growing, healthy community with small town feel and amenities, with a plan to grow in an orderly manner.

## Objectives

- 2-1.1 Utilize city website and other marketing mediums to promote Isanti in general including low taxes for business operations growing/young community, new infrastructure, parks, small town feel.
- 2-1.2 Promote “Minnesota Shovel Ready Certification” for industrial sites with the assistance of the WEBSITE, LOIS, MNCAR, brochures and the Internet.
- 2-1.3 Market local success stories through the City Website, GPS 45:93, EDAM, Facebook and local media.
- 2-1.4 Highlight availability of City Sewer and Water Services outside of Metropolitan Council Control.
- 2-1.5 Market stability of City Council and the streamlined development process that allows for projects to be approved quickly.
- 2-1.6 Market SAC and WAC Deferral program to area developers and businesses.
- 2-1.7 Market advantages of lower tax assessed values and omission from fiscal disparities which result in lower property taxes.

## 3) Enhance the appeal of Isanti as a place to work and live.

### 4) Objectives

- 3-1.1 Support improved trail and sidewalk connectivity for residents, schools, commercial and industrial areas, and neighboring communities.
- 3-1.2 Market existing quality housing stock and new schools.
- 3-1.3 Support marketing activities that highlight community events or organizations.
- 3-1.4 Support and assist in the recruitment of the development of restaurants and other retail developments that will bring people to Isanti to live.
- 3-1.5 Work with local organizations which includes but is not limited to: Rum River BMX, Cambridge Isanti Soccer Association, ISD 911, Firefighter’s Rodeo and Chambers of Commerce to market successes and activities in Community

## 5) Support redevelopment and expansion efforts in Historical Downtown/Heritage Blvd.

### Objectives

- 4-1.1 Utilize East Central Minnesota Regional Housing Study and Executive Summary to bring investment to Isanti for Senior and Market Rate Housing partner with City to update when necessary.
- 4-1.2 Work with existing businesses on the enhancement, maintenance, rehabilitation and renovation of property utilizing Tax Increment Financing, RLF Fund and other local economic development incentive programs.

- 4-1.3 Encourage new capital investment by brokering transactions and marketing development opportunities in Isanti.
  - 4-1.4 Support connections between the Historic Downtown and Heritage Blvd retail districts.
- 6) Increase City of Isanti visibility and participation in business community.

Objectives

- 5-1.1 Support chamber initiatives that are consistent with City Policy and attend meetings.
- 5-1.2 Coordinate and host Mayor's Employer Appreciation Luncheon
- 5-1.3 Conduct Business Retention and Expansion visits and listen to business needs and concerns.
- 5-1.4 Keep Information on City Website current and highlight community successes.
- 5-1.5 Work with Isanti Mayor to issue proclamation for Minnesota Manufacturer's Week, visit with businesses and present Certificate of Commendation from Governor.
- 5-1.6 Continue to provide updates on city programs and services that are helpful to businesses and promote local events in the Isantian Newsletter or via the business list.
- 5-1.7 Establish new relationships and nurture existing relationships with area banks, brokers and contractors.
- 5-1.8 Update Isanti Business List semi-annually.
- 5-1.9 Attend functions as approved by the City Council that allow Isanti to express concerns regarding the creation or maintaining of an economic development friendly environment (i.e. legislative forums)
- 5-1.10 Distribute marketing items for the City of Isanti. (Pencils, pins, coffee cups, or other appropriate items as needed).
- 5-1.11 Explore Signage on Hwy 65 to increase visibility and identity for Isanti
- 5-1.12 Utilize memberships in economic development organizations (EDAM, GPS 45:93) to market the City of Isanti to a larger audience.
- 5-1.13 Continue meet and greet visits with the Mayor and tours of all businesses in town
- 5-1.14 Attend and participate in Isanti County EDA Meetings.

**STRATEGY AND ACTIVITY**

Isanti needs to position itself as a low cost, progressive city that is business friendly. City staff needs to be proactive in locating prospects that are looking to save costs or are looking to move. This can be done by establishing and growing relationships with financial institutions, construction companies, real estate brokers, print media, and economic development

organizations. These organizations all have similar goals to the City in that they want to see development occur and stand to gain a financially better position by doing so. Securing restaurants, retail, manufacturers and senior housing have been identified in the past by the EDA and the City Council and remain important projects. This information needs to be communicated to the above-mentioned organizations so that they can help Isanti locate and finance these prospects. Once prospects are identified a coordinated effort needs to be made by City staff to follow-up with them until the prospect is no longer viable. Follow-up with brokers, select members of the Minnesota Manufacturers Association and businesses along Highway 65 and northern Anoka County.

Isanti needs to continue to highlight items that make it unique such as the existence of a historic downtown and its small town feel, low total development costs in comparison to Anoka County, the walk/bike trail connecting Isanti to Cambridge, lack of Metropolitan Council control, the availability of City and regional business incentive programs and staff willing to help the businesses through that process, Legacy Park, and Isanti Indoor Arena – Home of Rum River BMX.

Recruitment of businesses is helped immensely by existing businesses being ambassadors for the community. Visiting key businesses on a regular basis and showing appreciation to all existing businesses can nurture positive relationships that will result in a positive image for the city.

Northern Anoka County is the home to many manufacturing businesses. Identifying and recruiting businesses that are expanding, leasing or are unhappy with excessive tax burdens and offering Isanti as a viable low-cost alternative is another opportunity. Utilizing existing networks with business owners, realtors and banks can assist in identifying these opportunities.

A professional presence is required on the internet and site selectors are looking toward that medium more than print. A continued effort needs to be made to keep information on that medium fresh and to utilize existing media to support city efforts. The City has properties listed on LOIS, MNCAR and the State of Minnesota has added certification to the 4 “Shovel Ready Certified” lots located in Isanti Centennial Complex. It is vital for Staff to maintain current information on this site and to work with realtors to help them lease vacant properties.

Traditional marketing mediums such as signage and print need to be utilized as well. Installation of real estate signs for city owned property was completed in 2011. Expanding print and internet media coverage for successes in our community at a reasonable cost needs to be a focus. Utilizing memberships in EDAM, GPS 45:93, and relationships in print media can provide a low-cost marketing medium for the City of Isanti.



Continued revitalization of historic downtown and the development of a rail served industrial park have been a focus of the EDA for a number of years. Staff needs to be looking for funding opportunities and partner to help these projects move forward. Both projects will require substantial funding and changing economic conditions which could prove to be difficult for the next few years.

Continued Support by the City for the Isanti Family Farmer's Market, Street Dances and facilitating business meetings with area businesses downtown and throughout the community will help strengthen community in Isanti.

Economic conditions are improving and Isanti needs to position itself as a viable option for all types of development. This can be done by marketing the community and establishing a presence in the financial, real estate, construction, print media and economic development communities.

Focusing on existing industry in the City and looking vertically at the companies supply chains and customers are another method of business development. Isanti has an opportunity to try to grow green businesses and manufacturing sectors within our community.

## **AUDIENCE**

The EDA is trying to reach an audience with this marketing plan. Each entity has different needs or methods of communication. Identifying how to communicate Isanti marketing goals with these entities is important to the success of the marketing plan.

Existing Businesses: Need information and support readily available in person, print and on website. Opportunities for training, loans, capital, assistance and other resources need to be directly communicated to businesses when applicable. Utilization of the Chamber of Commerce, City Webpage, Facebook and the Isantian newsletter can be an effective way to reach businesses.

Real Estate Community (brokers, agents, construction firms): Information on pricing, available land, development costs, financing tools, demographics and labor needs to be available upon request. Staff is working on an interactive map for available properties within the city which would provide information on the property and real estate contacts (reference City of Blaine's page).

Print Media (Real Estate Journal, County Star, Isanti County News, ABC Paper, and Star Tribune): Groundbreakings, local business success stories, local events and the new business arrivals to Isanti.

Online Media (GPS 45:93), City of Isanti Website (prospects and residents), Real Estate Journal, Linked In, County Star, Facebook, Isanti County News, and Star Tribune): Press releases on positive news need to be provided to these entities when appropriate for publication on the internet. City economic development web pages need to be fresh.

Financial Community (Banks, and SBA Lenders, Initiative Foundation, and ECRDC): Need information on site availability, pricing, financial tools, and timeline and process for approvals.

Business Prospects: Provide current data on labor force, site availability, cost and maps, public and private assistance programs, approval process and timelines, business subsidy policy guidelines, attractive development brochure that answers important questions quickly. Utilization of Invest In Isanti Brochure, Welcome to our Community of Generations Brochure, DEED Labor Market Profile, LOIS and MNCAR are ways to reach this audience.

Economic Development Organizations (Positively Minnesota, Chamber of Commerce, Isanti County EDA, EDAM, GPS 45:93, Greater MSP, ECRDC, Initiative Foundation, Score, and Connexus Energy): Must be able to provide information on site availability cost, and ownership, public and private assistance programs when appropriate.

The following are some initiatives that are anticipated in 2020 and others that continue from past directives, have commenced and are being continued into the future:

- 1) Mayor's Employer Appreciation Luncheon and awards
- 2) Distribution of marketing materials (Pencils, Pins, Shirts, Dignitary items, etc.)
- 3) Direct Mail of Letter and Brochure to Members of Minnesota Manufacturers Association and Attendees of Minnesota Real Estate Journal Industrial Conference and other mailings
- 4) Utilize GPS 45:93 LOIS and MNCAR to market the City of Isanti for Industrial development prospects
- 5) Utilize various forms of media to highlight City of Isanti successes and to market (EDAM Developer, Real Estate Journal, Isantian Newsletter, County Star, Isanti New, etc.)
- 6) General marketing and research - miscellaneous signage donations and sponsorships as appropriate including investment/coordination in other signs for community events.
- 7) Presence in other conferences (Business Expos, DEED, EDAM, i.e.) where site selectors will be present
- 8) Update Community Profile in LOIS.
- 9) Other cost-effective marketing opportunities with media or economic development organizations as identified.
- 10) Miscellaneous Marketing Budget
- 11) Explore Signage on Hwy 65 to further establish an identity for the City of Isanti.

- 12) Utilize Housing Market Studies to identify prospects and investors to help increase tax capacity in Isanti.
- 13) Continue to support East Central Minnesota Job Fair and encourage businesses to participate.

Other marketing items not identified above, and not currently identified in the EDA budget, but deemed necessary will need to have prior approval from the EDA before expenditures can be made.

## **STRATEGIC PARTNERS**

The City of Isanti has many organizations it can partner with to achieve the goals outlined in this Plan and specifically the goal of growing tax base in Isanti. Potential roles and activities for each strategic partner are outlined below:

- 1) Isanti City Council: Consider approvals from recommendations from EDA relating to: project financing, level of financial assistance, awarding of business subsidies, execution of development agreements, and real estate transactions for development in Isanti.
- 2) Chamber of Commerce: Serves as a non-governmental resource for existing businesses, prospects and residents. Source of business recruitment referrals and a potential marketing partner for the City of Isanti. Pertinent economic development information can be communicated through the chamber website. Continue to be an active member and relationship development.
- 3) Anoka-Ramsey Community College (Cambridge Campus): A partner in providing training opportunities and business start-up assistance for local businesses.
- 4) Centerpoint Energy: Natural gas provider for the City of Isanti. A potential financial contributor for joint marketing efforts.
- 5) Community Organizations / Events / Partnerships: Isanti is home to many exciting events each year. From 2010-2013 the City played host to the Minnesota State Cup (Soccer Event at Isanti Soccer Complex), Rum River BMX has been selected multiple times for the State and National BMX Finals, Isanti Civic Arena is the home venue for the Minnesota Owls and the 2012 Class C State Champions call Isanti Home. The Isanti Fireman's Rodeo – Jubilee brings thousands to Isanti in July of each year. The Farmers Market and Street dances sponsored by the EDA and operated through the Park, Recreation and Culture Board. All of these events serve as an excellent opportunity for the City of Isanti to work with area businesses to showcase our community. Efforts should be made to maximize the economic impact for Isanti and the region.
- 6) Connexus Energy: Primary electric utility provider for the City of Isanti. Connexus has previously been very involved in the development of industrial parks within its service territory. Currently, economic development activities for the utility have been focused on

energy cost saving programs for end users and marketing “Shovel Ready” sites. This entity provides business prospect referrals when appropriate.

- 7) Economic Development Association of Minnesota (EDAM): The City of Isanti is a marketing partner with EDAM. Representation by Community Development Director.
- 8) East Central Arts Council (ECRAC): A financial partner for grants and art related projects in historical downtown.
- 9) East Central Regional Development Commission (ECRDC): A knowledgeable partner in identifying financing option for projects. Has funds available in its own revolving loan program to be utilized in region. Host economic development networking and marketing events and provide business prospect referrals.
- 10) GPS 45:93: This regional economic development organization is a marketing partner for the city of Isanti and the region.
- 11) Greater MSP: Marketing group focused on attracting development and investment to the 13 County MSA.
- 12) Initiative Foundation: A financial and educational partner. The Initiative Foundation provides leadership training, financial investment in area projects, staff assistance and business referrals to member communities in the region.
- 13) Isanti County EDA: A financial and collaborative partner for: financial assistance, marketing, business recruitment, and market analysis.
- 14) Local Financing Institutions Area banks are a financial partner for the City of Isanti. Investment into the community helps both the City and Area banks. A coordinated effort by all banks to recruit business to Isanti is vital to the success of Isanti.
- 15) MNCAR: This organization is the best venue to advertise commercial properties. Staff will maintain membership as long as it’s financially feasible.
- 16) Small Business Development Center: An educational partner in business development in Isanti County. The SBDC is helps start-up business develop business plans and existing businesses grow.
- 17) DEED: A financial partner through available state financing programs. LOIS site will benefit all of Minnesota to market sites to out of state prospects. Provides valuable demographic and research information and generates reports upon request. DEED provides updated Labor Market Profiles upon request for no charge.
- 18) SCORE: An educational partner in business development in Isanti County. SCORE provides free and confidential business counseling tailored to meet the needs of your small business and your personal objectives. SCORE also offers workshops, for a modest fee, for both start-up entrepreneurs and in-business small business owners. SCORE assists people in starting a new business and by providing counseling to existing small and mid-sized business owners.
- 19) Workforce Center (Cambridge office): Workforce Centers help job seekers find employment, help businesses find workers, and help anyone at any stage explore and plan careers. Most services provided by the Workforce center are free of charge.

20) Minnesota Marketing Partnership – the DEED run coalition works to market Minnesota as a destination for business. Community Development Director Sheila Sellman is the Isanti County Rep.

## **POSITIONING**

Positioning is defined as a statement crystallizing the critical difference setting a product apart. Positioning is the message that is associated with your product or place that can be built around factual, geographical or psychological characteristics.

Positioning Isanti as a low cost, progressive city that is business friendly is an excellent draw for businesses and residents alike. This message still needs to be communicated. In order to be successful, the City of Isanti needs to deliver on its promise. In order to deliver on that promise Isanti will need to grow significantly industrially, commercially and residentially to increase its tax base to share the cost of development. In 2014, the “Welcome to your Community for Generations” brochure was developed to market the quality of life as well as some key demographics for the young and vibrant community. A marketing effort that states the message that Isanti is positioned to grow like it did in the mid 2000’s, has some great amenities and that there are great investment opportunities here for a limited time needs to be communicated.

When comparing Isanti to Cambridge, North Branch and other communities to the north, the focus is on being closer to the Twin Cities and having a commitment to keeping historical downtown viable. Celebrating the founders of the community but also embracing the new population that has moved here since 2000 is a key component to what Isanti is today. Highlighting the fact that the City of Isanti has higher median incomes than the rest of Isanti County and that the median age is 31 helps us create a vision of opportunity and excitement. Advertising that there is new, reliable city infrastructure and that we are ready for immediate development and investment and there are not huge infrastructure costs on the immediate horizon is appealing to a growing business or family.

When comparing to Anoka County and the Metro Area championing the fact that Isanti truly has local government control by not being a part of the Metropolitan Council District sparks the interest of independent business owners. Having the sewer and water capacity that is available in the Metro and “shovel ready” lots is key to companies. Large tracts of land with City Sewer and Water infrastructure, priced significantly lower than the Metro on Highway 65 is a viable option for both retail and office development. High speed internet through fiber optic and satellite connect businesses in Isanti to the Metro. Well known manufacturers located in Isanti such as Advanced Telemetry Systems, Granger Machine, Metal Coatings and Evercat Fuels serves as ambassadors for the community to show that Isanti is a place a business can be successful. Moving to Isanti isn’t a gamble, it’s a smart business decision.



## Memo for EDA Action

**To:** Economic Development Authority

**From:** Sheila Sellman, Community Development Director

**Date:** March 4, 2020

**Subject:** Resolution 2020-XX approving crop lease extension

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### **Background:**

In July 2018 the EDA entered into a 2019 crop lease agreement with Wayne Calander, Calander Farms, lease payments are due in two increments, December 4, 2018 (\$2,780.50) and December 3, 2019 (\$2,780.50). To date the second payment has not been received.

In August 2019 the EDA entered into a 2020 crop lease agreement with Wayne Calander, Calander Farms, lease payments are due in two increments, December 4, 2019 (\$3,359.69) and December 3, 2020. To date the first payment of this agreement is outstanding.

In total the outstanding balance is \$6,140.19.

Mr. Calander has requested an extension on the payment. He indicated that he needs to get the crop out in March and then will be able to pay the city. At this time no late fees have been assessed.

### **Recommendation:**

Due to odd weather conditions this fall staff supports and extension. Staff suggests granting the extension to April 15, 2020. If fees are not paid at that time, late fees should be assessed and not prorated, and the EDA could consider terminating the lease at that time and other collection action.

### **Attachments:**

- Resolution 2020-XXX
- Resolution 2019-3 and 2018-2

**ECONOMIC DEVELOPMENT AUTHORITY  
RESOLUTION 2020-3**

**RESOLUTION EXTENDING THE LEASE PAYMENT ON CROP LAND OWNED BY THE EDA**

**WHEREAS**, in 2018 and 2019 the City of Isanti Economic Development Authority (the “EDA”) entered into a lease agreement with Wayne Calander for the 2019 and 2020 growing season; and

**WHEREAS**, the annual rents were \$5,561/yr. for growing year 2019 and \$6,719.38/yr. growing year 2020.

**WHEREAS**, rents 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 <sup>st</sup> half of first year 2019 annual fee)
On December 3, 2019	\$2,780.50 (2 <sup>nd</sup> half of year 2019 annual fee)
On December 4, 2019	\$3,359.69 (1 <sup>st</sup> half of first year 2020 annual fee)
On December 3, 2020	\$3,359.69 (2 <sup>nd</sup> half of year 2020 annual fee); and

**WHEREAS**, payment for December 3, 2019 and December 4, 2019 are outstanding with a balance of \$6,140.19; and

**WHEREAS**, Wayne Calander has requested an extension to pay the outstanding balance;

**NOW, THEREFORE, IT IS HEREBY RESOLVED** by the Economic Development Authority of the City of Isanti, approves the payment extension to April 15, 2020.

This resolution was duly adopted by the City of Isanti Economic Development Authority this 4<sup>th</sup> day of March 2020.

**Attested:**

\_\_\_\_\_  
President Jeff Johnson

\_\_\_\_\_  
Sheila Sellman  
Secretary

**CITY OF ISANTI ECONOMIC DEVELOPMENT AUTHORITY  
RESOLUTION NO. 2019-3**

**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 City of Isanti 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 3<sup>rd</sup> Avenue North and south of 299<sup>th</sup> Avenue; and

**WHEREAS**, the EDA advertised and obtained one quote from parties interested in farming the above stated property for the production of row crops for the 2020 Crop Year as follows:

Wayne Calander, Calander Farms                      \$6,719.38/yr.

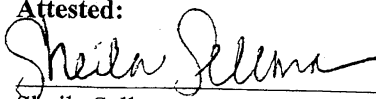
**NOW THEREFORE BE IT RESOLVED BY THE CITY OF ISANTI ECONOMIC DEVELOPMENT AUTHORITY OF THE CITY OF ISANTI, MINNESOTA AS FOLLOWS:**

1. Hereby awards the bid as received for a period of one crop year to Wayne Calander, Calander Farms, for the amount of \$6,719.38/annual rent for the 2020 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 \$6,719.38/yr. shall be due and paid to the City of Isanti Economic Development Authority according to the following schedule:

On December 4, 2019	\$3,359.69 (1 <sup>st</sup> half of first year 2020 annual fee)
On December 3, 2020	\$3,359.69 (2 <sup>nd</sup> half of year 2020 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 2020 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 7<sup>th</sup> day of August 2019.

**Attested:**

  
\_\_\_\_\_  
Sheila Sellman  
Secretary

  
\_\_\_\_\_  
President Jeff Johnson



**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 3<sup>rd</sup> Avenue North and south of 299<sup>th</sup> 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:

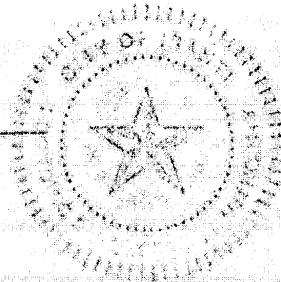
On December 4, 2018    \$2,780.50 (1<sup>st</sup> half of first year 2019 annual fee) **CL# 24403**  
On December 3, 2019    \$2,780.50 (2<sup>nd</sup> half of year 2019 annual fee)

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:

  
Sean M. Sullivan  
Secretary



  
President George A. Wimmer