

Economic Development Authority
Meeting Minutes October 6, 2020

1. **Call to Order:** EDA President Johnson called the meeting to order at 9:10pm
 - a. **Pledge of Allegiance**
 - b. **Roll Call:** Jeff Johnson, Steve Lundeen, Dan Collison, Paul Bergley, Jimmy Gordon, Luke Merrill, Justin Nielson. Staff present: Community Development Director Sheila Sellman, City Administrator Josi Wood.
 - c. **Agenda Modifications:** None
2. **Approval of the Agenda:** Motion by Collison, second by Bergley to approve the agenda, motion passed 7-0.
3. **Approve minutes of August 5, 2020 regular meeting and August 18, 2020 special meeting:** Motion by Merrill, second by Collision to approve, motion passed 7-0.
4. **Business Items**
 - a. **Presentation from Retail Strategies – Retail Academy:** A presentation was given by Retail Strategies for their Retail Academy program. This program provides a real estate education course tailored to your community which covers retail trends, retail expansion, site selection, development process and best practices for retail recruitment They will provide a custom marketing guide, market analysis, demographic reports, peer analysis and identify retailers for the community to target. The EDA discussed sending Community Development Director Sellman to the academy. The consensus was for Sellman to reach out to communities similar in size to Isanti and get testimony on the program, bring back to the next meeting with that information and how this will be funded.
 - b. **Appraisal EDA land 16.090.0140:** Sellman reviewed the appraisal with the board. The Board would like to actively list this property for sale.
 - c. **Purchase commercial land discussion:** The board had general discussion about buying commercial land. Gordon was not in favor of buying land and to let the market play out. Collison stated the land is an incentive for development. The consensus was to have staff reach out and see if the owners are willing to sell and at what price.
5. **Other Business/Updates/ Communications**
 - a. **Isanti Business Relief Grant Program:** Sellman reported the City has given out 17 grants in the amount of \$77,377.00.
 - b. **Update on Sale to BP Metals:** The sale should close by the end of the month.
 - c. **Update on sale to UPS:** Sellman updated the board that negotiations have started up with UPS again and a public hearing to sell the land will likely be at the next meeting.
6. **Closed Session**
 - a. **Consideration of sale of EDA land pursuant to Minnesota Statutes Section 13D.05 Subd 3(c) and Subdivision of land for PID 16.124.0020:** EDA Member Neilson excused himself from the room.

7. **Adjournment:** The EDA resumed after closed session. Lundeen motioned staff to start negotiations as discussed in closed session, second by Collision, motion passed 6-0 with Neilson abstaining. Motion by Collision, second by Lundeen to adjourn, motion passed 7-0 meeting adjourned at 10:17pm