



Inver Grove Heights Economic Development Authority

Monday, November 7, 2022 at 5:00 PM

8150 Barbara Avenue, Inver Grove Heights, MN 55077

AMENDED AGENDA

NOTICE TO RESIDENTS: Individuals may submit written public comments in advance of the meeting by emailing comments to Stacy Bodsberg at sbodsberg@ighmn.gov. Comments received prior to 4:00 p.m. on Friday, November 4, 2022, will be provided to the EDA at or before the November 7, 2022, meeting. Residents can also attend the meeting and participate in-person.

1. CALL TO ORDER

2. ROLL CALL

3. CONSENT AGENDA

- A. Consider Approval of Minutes from the August 1, 2022, Regular Economic Development Authority Meeting.
- B. Consider Approval of Claims.
- C. Consider Acceptance of year to date Open To Business Activity Report.
- D. Consider Approval of Resolution Releasing Right of Reverter and Certificate of Completion for 1805 60th Street.

4. REGULAR AGENDA

- A. Presentation on Economic Development - Lee Krueger, President of Lee Krueger Real Estate Advisors.
- B. Consider Approval of November 3, 2022, WSB Professional Service Proposal for an Argenta Trail/I-494 Interchange Process Evaluation and Authorizing EDA Executive Director to Enter into Professional Services Agreement for Same.
- C. EDA Executive Director Activity Report - Heather Rand.

5. NEXT MEETING - The next Regular EDA Meeting is scheduled for February 6, 2023, at 5:00 PM.

6. ADJOURN

**INVER GROVE HEIGHTS ECONOMIC DEVELOPMENT AUTHORITY MEETING
MONDAY, AUGUST 1, 2022 - 8150 BARBARA AVE**

The Economic Development Authority (EDA) of Inver Grove Heights met in regular session August 1, 2022, at City Hall. President Piekarski Krech called the meeting to order at 5:02 p.m. Present were Economic Development Authority Members Bartholomew, Dietrich, Murphy, and Gliva, Executive Director Rand, City Attorney Nason, City Administrator Wilson and City Clerk Kiernan.

CONSENT AGENDA

- A. Consider Approval of Minutes from the May 2, 2022, Regular Economic Development Authority Meeting
- B. Consider Approval of Claims

**Motion by Murphy; Second by Gliva to approve all consent agenda items.
Motion approved 5-0.**

REGULAR AGENDA

A. Mid-year Open To Business Update

Heather Rand, Executive Director, introduced this item to review and accept the mid-year activity report from the Metropolitan Consortium of Community Developers (MCCD) on the Open to Business Program of support for local business entrepreneurs in IGH.

**Motion by Bartholomew; Second by Murphy to accept the mid-year activity report.
Motion approved 5-0.**

B. EDA Update and Discussion on Retail Attraction

Heather Rand, Executive Director presented to the Economic Development Authority an update and discussion on retail attraction in the eight identified commercial districts of Arbor Pointe Commercial District, Argenta Hills Commercial District, Bishop Heights Commercial District, Cahill Corridor Commercial District, Concord Corridor Commercial District, Groveland Commercial District, Salem Square Plaza Commercial District, and Simley Square Plaza Commercial District.

Kris Wilson, City Administrator discussed the goals and work plan of the EDA. Common Economic Development Goals for Cities:

Create well-paying jobs

- Allows people to live and work in the community
- Creates daytime customers for local businesses

Grow the community's tax base

- Under MN law, business properties pay more in property taxes than an equivalently value residential property
- Creates additional tax base to share the burden with homeowners

- Retention and growth of existing businesses
- Diversify local economy to enhance resiliency
- Add convenience and quality of life for residents
- Attract tourists and corresponding spending

Commissioner Gliva mentioned the first two items mentioned should be a priority.

Commissioner Bartholomew suggested the EDA need to come up with a consensus of where to spend our resources in the short term. Concord Blvd was suggested since there is a need for redevelopment.

President Piekarski Krech would like to see the MN Deed grants go to redevelopment and the use to grow brick-and-mortar retain businesses and jobs, rather than to park land like it has in the recent past. Dakota County is investing in this area.

Questions to consider

- What are IGH's priorities?
- What is within the City's ability to control? To influence?
- What partnership opportunities are available to us?
- How activist should the city be? Is a supportive or responsive roll a better fit?
- What resources does the city have to put into its economic development activities?
Time? Money? Approvals
- How much risk is the city willing to take?
- What is the role of the private sector vs the public sector?

Commissioner Murphy suggested making a priority to have daytime retail businesses and have convenience and quality of life for the residents.

Commissioner Dietrich would like help understanding the types of interest the city has received and the process the business goes through. She would like to see an excel spreadsheet to track the interest and have it available to all staff and council.

Kris Wilson, City Administrator, stated that the inquiries coming in are decentralized depending on what calls come in. Many businesses are sensitive to the giving out information because that data becomes public data.

Kris Wilson, City Administrator, concluded the discussion with restating what EDA's needs to set goals/priorities. Staff will forward comments from the Chamber director that happens monthly. Next steps would be to look into the budget process to see if there is a want to add an objective going forward and to add staff time.

NEXT MEETING

The next regularly scheduled meeting is Monday, November 7, 2022, at 5:00 p.m.

ADJOURNMENT

Motion by Gliva; all in favor to adjourn. The meeting was adjourned by unanimous vote at 6:04 p.m.

Minutes prepared by City Clerk Rebecca Kiernan.

City of Inver Grove Heights EDA Operations Fund 290

Budget vs Actual through 9/30/2022

Account Description	2022 Amended Budget	9/30/22 Actual	Budget Remaining
Investment Earnings	-	852.78	(852.78)
Grants	-	-	-
Operating Transfers In	65,800.00	49,349.97	16,450.03
Total Revenue	65,800.00	50,202.75	15,597.25
Personnel	19,600.00	14,292.01	5,307.99
Prof/Tech Services	52,100.00	8,623.00	43,477.00
Purchased Services	300.00	225.00	75.00
Other Purchased Services	15,100.00	931.69	14,168.31
Supplies	100.00	-	100.00
Total Expenditure	87,200.00	24,071.70	63,128.30
Fund 290 Surplus (Deficit)	(21,400.00)	26,131.05	47,531.05

Claim on Cash

261,280.32



City of Inver Grove Heights

Detail Report

Account Detail

Date Range: 7/01/2022 - 9/30/2022

[290.100.1010199](#)

Claim on Cash

Post Date	Packet Number	Source Transaction	Pmt Number	Description	Vendor	Project Account	Amount	Running Balance
				Agrees to Previous report ending 6/30/22				250,260.85
06/30/2022	APPKT04597	DFT0012159		MEDSURETY, LLC SEC REI PMT	13803 - MEDSURETY, LLC		-0.52	250260.33
06/30/2022	APPKT04600	DFT0012160		WELLS FARGO CREDIT CARD ACH SEC REI PMT	11726 - WELLS FARGO CREDIT CARD ACH		-10	250250.33
06/30/2022	GLPKT31120	JN15049		Record 2022 1st Half Interst Allocation			852.78	251103.11
07/01/2022	PYPKT02130	PYPKT02130 - PR 07/01/		Packet PYPKT02130: PR 07/01/22 - IFT			-746.75	250356.36
07/01/2022	GLPKT31007	JN14997		Reocrd Monthly Allocations & Depreciaiton 07.22			5441.67	255798.03
07/14/2022	APPKT04574	240093		LEVANDER, GILLEN & MILLER P.A. SEC REI PMT	00538 - LEVANDER, GILLEN & MILLER P.A.		-108	255690.03
07/15/2022	PYPKT02174	PYPKT02174 - PR 07/15/		Packet PYPKT02174: PR 07/15/22 - IFT			-751.05	254938.98
07/29/2022	PYPKT02180	PYPKT02180 - PR 07/29/		Packet PYPKT02180: PR 07/29/22 - IFT			-746.75	254192.23
07/30/2022	APPKT04633	DFT0012220		MEDSURETY, LLC SEC REI PMT	13803 - MEDSURETY, LLC		-0.97	254191.26
07/30/2022	APPKT04634	DFT0012219		UNITED STATES TREASURY SEC REI PMT	05915 - UNITED STATES TREASURY		-0.28	254190.98
07/30/2022	APPKT04635	DFT0012220		MEDSURETY, LLC SEC REI PMT	13803 - MEDSURETY, LLC		0.97	254191.95
07/30/2022	APPKT04636	DFT0012223		MEDSURETY, LLC SEC REI PMT	13803 - MEDSURETY, LLC		-0.97	254190.98
08/01/2022	GLPKT31153	JN15060		Record Monthly Allocations & Depreciation 08.22			5441.67	259632.65
08/05/2022	APPKT04674	DFT0012285		MEDSURETY, LLC SEC REI PMT	13803 - MEDSURETY, LLC		-1.03	259631.62
08/12/2022	PYPKT02185	PYPKT02185 - PR 08/12/		Packet PYPKT02185: PR 08/12/22 - IFT			-746.75	258884.87
08/26/2022	PYPKT02196	PYPKT02196 - PR 08/26/		Packet PYPKT02196: PR 08/26/22 - IFT			-751.05	258133.82



City of Inver Grove Heights

Detail Report Account Detail

Date Range: 7/01/2022 - 9/30/2022

[290.100.1010199](#)

Claim on Cash

Post Date	Packet Number	Source Transaction	Pmt Number	Description	Vendor	Project Account	Amount	Running Balance
09/01/2022	GLPKT31435	JN15175		Record Monthly Allocations & Depreciation 09.22			5441.67	263575.49
09/09/2022	PYPKT02203	PYPKT02203 - PR 09/09/		Packet PYPKT02203: PR 09/09/22 - IFT			-746.75	262828.74
09/23/2022	PYPKT02208	PYPKT02208 - PR 09/23/		Packet PYPKT02208: PR 09/23/22 - IFT			-751.05	262077.69
09/30/2022	APPKT04707	DFT0012341		WELLS FARGO CREDIT CARD ACH SEC REI PMT	11726 - WELLS FARGO CREDIT CARD ACH		-575	261502.69
09/30/2022	APPKT04707	DFT0012341		WELLS FARGO CREDIT CARD ACH SEC REI PMT	11726 - WELLS FARGO CREDIT CARD ACH		-96.4	261406.29
09/30/2022	APPKT04707	DFT0012341		WELLS FARGO CREDIT CARD ACH SEC REI PMT	11726 - WELLS FARGO CREDIT CARD ACH		-125	261281.29
09/30/2022	APPKT04716	DFT0012355		MEDSURETY, LLC SEC REI PMT	13803 - MEDSURETY, LLC		-0.97	261280.32
10/01/2022	GLPKT31942	JN15399		Record Monthly Allocations & Depreciation 10.22			5441.67	266721.99

City of Inver Grove Heights EDA Acquisitions Fund 291

Revenues Over (Under) Expenditures by Project

Project costs to Date as of 9/30/22

Project	Revenues	Expenditures	Revenue Over (Under) Expenditures
E001 - Golf Course Land Purchase	358,670.60	358,720.04	(49.44)
E002 - 8195 Babcock Trail	356,932.86	218,491.30	138,441.56
E003 - 6671 Concord	160,007.03	160,024.01	(16.98)
E004 - 6685 Concord	139,568.18	139,585.16	(16.98)
E005 - River Country Cooperative	687,362.78	687,362.78	-
E006 - 6845 Dixie Ave	337,562.93	337,579.91	(16.98)
E007 - 4196 68th St E	228,255.55	228,272.53	(16.98)
E008 - 6639 Concord	525,972.13	526,994.49	(1,022.36)
E009 - 6656 Doffing	-	450.00	(450.00)
E010 - McPhillips	502,239.12	502,273.08	(33.96)
E011 - 6863 Dickman Trail	-	3,000.00	(3,000.00)
E012 - 6840 Dixie Ave E	-	21,958.88	(21,958.88)
E013 - 6900 & 6910 Dixie Ave	274,766.90	274,773.30	(6.40)
E014 - 6653 Concord Blvd	217,090.04	217,116.98	(26.94)
E015 - 11025 Courthouse Blvd	-	2,200.00	(2,200.00)
E016 - 11105 Courthouse Blvd	-	2,200.00	(2,200.00)
E017 - 11097 Courthouse Blvd	-	2,200.00	(2,200.00)

Account Balances as of 9/30/22

Claim on Cash

27,423.23

E002 - Land Available for Sale

1,138,500.00

Accounts Payable

-

E002 - Loan from Host Community Fund for Land Purchase

1,000,000.00

Annual Budget Transfers

75,000



City of Inver Grove Heights

Account Detail

Date Range: 7/01/2022 - 9/30/2022

Fund: 291 - EDA ACQUISITIONS

[291.100.1010199](#)

CLAIM ON CASH

Post Date	Source Transaction	Description	Vendor	Amount	Running Balance
		Agrees to Previous report ending 3/31/21			27487.09
07/31/2022	JN15105	7/2022 City UP		-60.85	27426.24
08/31/2022	JN15247	8/2022 City UP		-3.01	27423.23



Business Advisor for Dakota County: Elle Khang ekhang@mccdmn.org (612) 712-1065

Clients Served YTD

Client Inquiry	16
Existing - Challenged	15
Existing -Opportunity	49
Pre-start planning	35
Start-up	40
Total	155

Business Owner Demographics YTD

Low-Income Owned	53
BIPOC or Immigrant	
Owned	79
Woman Owned	76

Financing & Access to Capital YTD

Approved	(YRLY Total)	\$ 200,000.00
Equity	(YRLY Total)	\$ 342,000.00
Facilitated	(YRLY Total)	\$3,155,000.00

Program Hours

	TA	Program HRS
1 st QTR	300.50	227
2 nd QTR	311.80	187
3 rd QTR	216.50	182
Total	828.80	596

TA: Client Meetings, Providing Resources, Client Calls, Client Deliverables, Loan Packaging

Program HRS: City Initiatives, Program Outreach, Public Events, City Meetings, Research, Data/Admin, General Inquiries

Industry Segment YTD

Construction / Real Estate	8
Food	25
Health/Fitness	19
Manufacturing	6
Consulting	14
Retail	32
Service	36
Technology	5
Wholesale / Distribution	3
Other	7
Total	155

Referral Source YTD

Bank Referral	13
Entrepreneur	4
Friends and Family	6
Municipality	67
MCCD Partner	13
Other	18
Web	34
Total	155

City YTD	Business	Resident
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Apple Valley	14	13
Burnsville	22	14
Eagan	23	20
Farmington	14	14
Hastings	10	7
Inver Grove Heights	9	7
Lakeville	15	13
Mendota Heights	4	5
Rosemount	12	13
South St. Paul	22	3
West St. Paul	6	12
Other Dakota Co.	2	2
Other/ No Data	12	31

Direct Financing & Access to Capital***Loan Closed Q2 – 2022:**

Business Type: Cooperative grocery store
 Business Location: Hastings
 Referred by: City of Hastings
 Owner Equity: \$135,000
 MCCD Financing: \$50,000
 Other Financing: \$430,000

Overview: This longstanding community grocery co-op offers natural, mostly organic, affordable, healthy, local food and has deep relationships with local farmers and small businesses in the community. Financing was obtained for a move within the current business location to an adjacent space that is almost double the square footage. The expansion will allow the business to significantly increase their selection of products, streamline operations, gain market share, increase profitability, retain 10 existing jobs, and create 8-10 new jobs for the community. MCCD began working with the client in December 2021. The project was underwritten over the course of four months in partnership with the City of Hastings and a local Hastings bank.

Loan Approved Q2 – 2022: Expected to close in late October or early November.

Business Type: Towing service
 Business Location: Minneapolis
 Owner Residence: Rosemount
 Referred by: Bank Partner
 MCCD Financing: \$150,000
 Owner Equity: \$207,000
 Other Financing: \$2,700,000

Overview: MCCD was approached by one of our banking partners to provide gap financing for the purchase and improvement of the property where this towing business has operated since its inception in 2018. The business is currently the largest towing company in Minneapolis with contracts servicing public and private entities throughout the area. After a difficult 2020 as a result of COVID this business rebounded in full in 2021 and seized the opportunity to purchase the property from the owners when it became available in 2022. In addition to the purchase of the property, financing will also be utilized for significant improvements on the building and the exterior of the site. The project retains 8 employees and 15 full time contract drivers. The business is located in an underserved community.

Loan Approved October 2022:

Business Type: Home Healthcare
 Business Location: Shakopee
 Owner Residence: Lakeville
 Referred by: Bank Partner
 MCCD Financing: \$112,000
 Owner Equity: \$86,000
 Other Financing: \$344,000

Overview: MCCD provided gap financing for a BIPOC-owned licensed community and home care provider that provides providing compassionate senior care services across the Twin Cities. The financing was in partnership with a bank and financed the purchase of residential real estate for the operation of in-home services. MCCD financing will provide additional capital to get the new line of business up and running and to assist with working capital for the first 6 months while they secure licensing.

Business Expansion Grants

Business Type: Photography Business

Location: Burnsville

Referred by: Municipality

MicroGrant: \$4,000.00

Grant Application Facilitated by MCCD

Overview: See client highlight below.

Business Type: Paralegal & Logistics Business

Location: Eagan

Referred by: Community partner

MicroGrant: \$4,800.42

Grant Application Facilitated by MCCD

Overview: This BIPOC, veteran, low-income business owner was struggling to reestablish his paralegal business post-COVID. The business owner reached out to Open to Business for financing to start a new line of business: logistics and freight forwarding. Financing was not feasible, and the business owner had already exhausted his resources obtaining the certifications and training necessary to start this new business line. The microgrant will provide the capital needed to purchase equipment and technology and give him working capital for a bit of a runway/a ramp-up period.

Highlights, Networking, & Outreach

Funding & Policy Updates

- MCCD received \$20,000 grant in August from the WCA Foundation in for its Credit Builder Program, which makes small loans to women and counsels the recipients through the repayment process, thus increasing their ability to get larger loans from traditional banks in the future.
- In November 2021 MCCD was selected to participate in the administration of MN DEED's Main Street COVID Relief Grant Program. This July we wrapped up our portion of the admin. In total, MCCD funded 237 small business grants of \$2,395,000!

Staffing

- MCCD announced the hiring of two new business advisors in 3Q22 to work primarily in our Hennepin, Ramsey and Dakota markets.
 - Elle Khang is working with the City of Northfield and Dakota County clients. Elle brings experience as a business advisor, as well as operations and project management at her time at NDC. In that role, she worked closely with BIPOC, women, immigrant, and low-wealth entrepreneurs as well as managing a CRM implementation project that migrated over 25 years of data into their Salesforce system. She also worked as a loan officer at Hiway Credit Union before her time at NDC. Elle has language proficiency in Hmong and will be supporting clients in Ramsey, Hennepin and Dakota Counties. Elle started on August 1st.
 - Zamzam Mohammed started on August 22nd and will start working in Hennepin County. Zamzam has a background as a development professional with over three years of experience in nonprofit fundraising. In her most recent role as Fundraising Manager for Artspace, she solicited donor funds from local community members/board and corporations, manage each step of the prospecting process, and plan donor cultivation coordinator. Zamzam has language proficiency in Somali.

- We will continue working with the Humphrey Fellow program and have accepted the next professional affiliation of Leakhena Saroeurn from November 2022 - April 2023. Leakhena is from Cambodia and is a country manager of Support Her Enterprise ([SHE investments](#)). She specializes in building gender-responsive systems with the cultural tailor in micro, small, and medium (MSME) women-led businesses in specific industries in developing countries. She has experience leading programs, impact investments, research and development, program and social investments evaluation, community development, youth engagement, and policy analysis for the community's economic growth.
- MCCD ended its Professional Affiliation for Eman Alaghbari, a Humphrey Fellow and Fulbright Exchange Scholar from Yemen on 5/31. Eman worked with MCCD leadership and the Open to Business team on community and economic development strategies, tools, and resources.
- MCCD added two part-time accounting and bookkeeping consultants, Luis Rodriguez Dominguez and Wendy Hines. Both will assist Open to Business clients.
- MCCD wrapped up the Small Business Development internship of Akshit Bhati. Akshit assisted on a number of projects, including assisting business advisors with daily functions, assisting with a Salesforce data project which will help us reach our clients in a targeted and efficient ways when resources become available, research on history of inequities in business capital access and a project concerning member outreach. The small business development internship program is new, and we are excited to continue the program to develop early-career professional and to help create advisor training for the field.

Programming, Partnerships, & Trainings

- Five MCCD business advisors completed the National Development Council's Economic Development Finance 101 class. The BA's will build on their existing knowledge base and gain a further understanding of both the basic tools and newest techniques used by successful economic development finance practitioners to assist small businesses and create jobs.
- July 8 & August 12: MCCD's Emerging Leaders in Community Development program hosted networking events with lawmakers, community development leaders, entrepreneurs, and governmental leaders to provide early and mid-career community development professionals access and opportunities. These events serve as inclusive and accessible spaces for those interested in networking in the community development space.
- September 6: In partnership with Sunrise Banks, MCCD hosted a small business lending webinar for business owners seeking to learn more about financing through the SBA, traditional loans, and MCCD's lending capabilities. The webinar was well attended by clients and community members. The recording is available to view [here](#). Start at 5 min.
- On September 16th, MCCD hosted a Small Business Networking Event, including a breakfast meet & greet in the morning and a networking social in the afternoon.
- September 30: MCCD staff members completed the National Development Council's Economic Development Finance 101 class. Graduates built on their existing knowledge base and furthered their understanding of both the basic tools and newest techniques used by successful economic development finance practitioners to assist small businesses and create jobs.
- November 10: MCCD will be co-hosting alongside The Legal Clinic (University of Minnesota) another Minnesota Small Business Law Q&A webinar where upper-level students (overseen by faculty) provide transaction-based legal assistance to small businesses on a variety of subject matters like entity formation, owner distribution, commercial lease review and more.

Advertising & Outreach

- In Q3, banker and lender outreach occurred specifically with 21st Century Bank, American Investors Bank and Mortgage, Choice Bank, CorTrust Bank, Frandsen Bank, HomeTown Bank, Key Community Bank, Merchants Bank, Minnwest Bank, My Home Town Bank, and Think Bank.
- In addition to banker outreach, in Q3 written or in-person presentations were made and/or networking efforts were made including the following: The City of Rosemount Business tour on July 15th, and the City of Rosemount Port Authority presentation July 19th, the City of Inver Grove Heights on August 1st, the City of South Saint Paul

on August 16. Regular meetings occurred with the Workforce Development Board's Business Services/Economic Development Committee. Partnership/update meetings occurred with the University of MN Law School, the Dakota County Regional Chamber, the City of Farmington, the City of Burnsville, the City of South Saint Paul, and the City of Eagan.

- MCCD's OTB team rolled out Field Trip Friday in June with a walking tour of the City of Northfield to meet local business owners and say hello to existing clients. In July a group of 12 MCCD staff and guests visited businesses in the City of Rosemount and in October a group visited Lakeville. Small Business Tours will continue throughout OTB geographies as weather permits and pick up again in Spring 2023.



(L-R) Elena Gaarder, Tina Goodroad, Kati Bachmayer, Krista Jech, Tyler Hilsabeck, Lisa Alfson, Kelly Law, Mara Brooks, and Cindy Ohlenkamp at Tapestry Coffee during Field Trip Friday to the City of Lakeville.

- Open to Business debuts new Loan Closing Highlights with a write up on any recent loan closings. With the consent of the business, new loan closings will be featured as an easy-to-share highlight with details on the project, business photo, and financing summary.
- The Open to Business advertisement library is up to date with the most recent ads and flyers for OTB. New ads will be created and updated periodically so keep checking back. The library was created in Q1 2022 to help streamline how we share ads with partners and to give partners direct access to choose ads that meet their needs. Access the Ad Library [here](#).

Selected Program Feedback

"Thank you so much for the information. You really are a nice person and you heard me. Thank You so much for that."
— Apple Valley Business Owner

"From the beginning of our business, the MCCD has been there to help us out. From zoom meetings to business plans to all other business-related documents they've helped tremendously by advising and assisting us in any way we needed. In particular, Natalie Mouilso was the one who helped us out from the beginning. Whenever I needed help, Natalie would assist us in any way, shape, or form which was great for first-time business owners like myself. I couldn't recommend the MCCD enough for other business owners."
— Eagan Business Owner

MCCD Client Profile

Meet Lynn Schwartz, photographer and owner of Photos by Lynn 13. Lynn learned of the Open to Business program through the City of Burnsville's newsletter and reached out in early 2022. A retired special education teacher with a life-long passion for photography, Lynn established her business in 2020. After a few setbacks early on, Lynn was looking to restart her business in 2022. After working with Open to Business on organization, record keeping, marketing, and networking the missing piece was working capital for supplies, inventory, and entry fees for art fairs and seasonal events. Through Open to Business, Lynn applied for and received a \$4,050.15 microgrant for business expenses in August 2022. This influx of capital will allow Lynn to re-launch her business and set her up for a strong selling season.

Find Lynn's work at her [website](#), [Etsy shop](#), and at events throughout the region including the Junkin Market Days (Sept-Oct), MPLS Gift and Art Expo (Nov), Autumn Festival at Canterbury Park (Nov), Washington Co. Holiday Bazaar (Nov).



Beth Weber, Lynn Schwartz, and Natalie Mouilso at Burnsville City Hall for Microgrant check presentation, August 2022.

"Thank you for assisting me in getting the microgrant. With it I was able to enter and pay for more than a dozen events. Additionally, I was accepted to several juried events and obtained some inventory. Plus, I was able to obtain the camera equipment needed for portraits and was able to book two portrait sessions. Thank you for your belief in me!"

– Lynn Schwartz, MCCD Client & Microgrant Recipient

IGH Open To Business Third Quarter

- Long-term client expanded her business to include a trailer last year with MCCD financing. Continued technical advisory including marketing/networking/financial management.
- Ongoing technical support for existing clients.
- Continued support for existing client as they think about business expansion, new business entity, and fundraising.
- Entrepreneur looking to buy a local business or franchise. Discussed pros and cons of various business scenarios and provided resources and checklists to assist in next steps.
- Food truck business owner opening a restaurant and will have catering services (food truck) for events. Client looking for licensing and permitting guidance.
- Client started a new hardwood floor refinishing business with her husband. Went over licensing guidance, owner's draw, and how to start a business step by step. Provided resources and ongoing support.
- Client is seeking guidance to start a new concierge service business for traveling athletes.
- Client looking to go over scenarios of possible partnership with existing remodeling company or starting his own electrical company.



Request for EDA Action

SUBJECT: **Approval of Resolution Releasing Right of Reverter and Certificate of Completion for 1805 60th Street.**

MEETING DATE: November 7, 2022

ITEM TYPE: Consent Agenda

CONTACT: Heather Rand, EDA Executive Director, 651.450.2546

ACTION REQUESTED

The EDA is asked to adopt the attached Resolution approving formal the release of right of reverter and certificate of completion for 1805 60th Street.

BACKGROUND

In 2021, the EDA sold a vacant residential lot to a developer pursuant to terms outlined in a Purchase and Development Agreement, for the purposes of site redevelopment with a residential structure. Home has since been constructed and received a certificate of occupancy from the city.

State statutes require that the sale of property like this by the EDA include a right of reverter, meaning if the developer fails to build what they promise to on the property, the property reverts back to the EDA. This is memorialized on the face of the deed conveying the property to the developer and in the purchase and development agreement which is recorded against the property. The developer has complied with all requirements of the purchase and development agreement, including the construction of the residence.

Because the developer has complied with these requirements, the EDA is asked to approve execution and recording of the attached release.

FISCAL IMPACT

N/A

RECOMMENDATION

Staff and legal counsel recommend EDA approval of the resolution.

ATTACHMENTS

1. Resolution

**CITY OF INVER GROVE HEIGHTS
ECONOMIC DEVELOPMENT AUTHORITY
DAKOTA COUNTY, MINNESOTA**

RESOLUTION _____

**A RESOLUTION RELEASING RIGHT OF REVERTER AND CERTIFICATE OF COMPLETION
FOR 1805 60TH STREET**

WHEREAS, the Inver Grove Heights Economic Development Authority, a public body corporate and politic organized under the laws of Minnesota ("Grantor"), by a deed dated May 26, 2021 and recorded in the office of the County Recorder in Dakota County, Minnesota, as Document No. 3470500 on June 16, 2021 (the "Deed"), conveyed to The Dakota County 55077 1805 60th Street Land Trust Dated February 4, 2021 ("Grantee"), the following described land in County of Dakota and State of Minnesota, to-wit:

All of Lot Seven (7), and that part of Lot Six (6), Silver Acres Addition, described as follows: Beginning at the Northeast Corner of said Lot Six (6), thence West (assumed bearing) along the North line of said Lot Six (6) a distance of 19.21 feet; thence South 15 degrees 28 minutes 28 seconds West a distance of 186.25 feet of the Southeast corner of said Lot Six (6); thence North 21 degrees 00 minutes 00 seconds East along the East line of said Lot Six (6) a distance of 192.27 feet to the point of beginning, Dakota County, Minnesota.

Subject to a Permanent Easement for Drainage and Utility purposes in favor of the City of Inver Grove Heights over under and across the southerly 10', the easterly 10' and the southerly 30' of the easterly 25', as measured at a right angle to the southerly and easterly lines of the following described property:

All of Lot Seven (7), and that part of Lot Six (6), Silver Acres Addition, described as follows: Beginning at the Northeast Corner of said Lot Six (6), thence West (assumed bearing) along the North line of said Lot Six (6) a distance of 19.21 feet; thence South 15 degrees 28 minutes 28 seconds West a distance of 186.25 feet of the Southeast corner of said Lot Six (6); thence North 21 degrees 00 minutes 00 seconds East along the East line of said Lot Six (6) a distance of 192.27 feet to the point of beginning, Dakota County, Minnesota.

Abstract Property
PID: 20-68200-00-072

and

WHEREAS, Grantor and Grantee entered into a Purchase and Development Agreement by and between the Grantor and Grantee dated February 17, 2021 and recorded in the office of the County Recorder in Dakota County, Minnesota, as Document No. 3470499 on June 16, 2021, as amended by the First Amendment to Purchase and Development Agreement by and between the Grantor and Grantee dated August 2, 2021 and recorded in the office of the County Recorder in Dakota County, Minnesota, as Document No. 3484879 on August 17, 2021 (collectively "Development Agreement"); and

WHEREAS, the Deed and Development Agreement contained certain covenants and restrictions, the breach of which by Grantee, its successors, and assigns, would result in a forfeiture and right of re-entry by Grantor, its successors, and assigns, said covenants and restrictions being set forth in Exhibit A of the Deed and Section VII(C)(1) of the Development Agreement (the "Right of Reverter"); and

WHEREAS, said Development Agreement contained certain covenants and restrictions regarding completion of required improvements; and

WHEREAS, said Grantee has performed said covenants and conditions in a manner deemed sufficient by Grantor to permit the execution and recording of this Release of Right of Reverter and Certificate of Completion; and

WHEREAS, the Release of Right of Reverter is identified in Exhibit A of the Deed and Section VII(C)(1) of the Development Agreement.

NOW, THEREFORE, this is to certify that:

1. Exhibit A of the Deed, Section VII(C)(1) of the Development Agreement, and Grantor's right of reverter under Minnesota Statute §469.105, Subdivision 5, is hereby released and that the provisions for forfeiture of title and right to re-entry for breach of condition subsequent by the Grantor therein is hereby released absolutely and forever insofar as it applies to the land described herein; and
2. Construction of the improvements specified to be done and made by the Grantee has been completed and the covenants and conditions in the Development Agreement related to construction of the improvements have been performed by the Grantee therein; and
3. The County Recorder in Dakota County, Minnesota, is hereby authorized to accept for recording and to record the filing of this instrument, to be a conclusive determination of the satisfactory termination of the covenants and conditions relating to completion of the improvements and termination of the Grantor's Right of Reverter and the applicable covenants and conditions of the Deed and Development Agreement.

[remainder of page intentionally blank]

IN WITNESS WHEREOF, the Grantor has caused this release to be duly executed on its behalf this ____ day of _____, 2022.

**EDA:
INVER GROVE HEIGHTS
ECONOMIC DEVELOPMENT AUTHORITY**

By _____
Rosemary Piekarski-Krech
Its: President

By _____
Heather Rand
Its: Executive Director

STATE OF MINNESOTA)
) ss.
COUNTY OF DAKOTA)

The foregoing instrument was acknowledged before me this ____ day of _____, 2022, by Rosemary Piekarski-Krech and Heather Rand, the President and Executive Director respectively, of the Inver Grove Heights Economic Development Authority, a public body corporate and politic organized and existing under the Constitution and laws of Minnesota, on behalf of the EDA.

Notary Public

This document was drafted by:

Bridget McCauley Nason (#0347322)
LeVander, Gillen & Miller, P.A.
1305 Corporate Center Drive, Suite 300
Eagan, MN 55121
651-451-1831



Presentation to IGH EDA

SUBJECT: **Presentation by Lee Krueger on Enhancing Commercial Development**

MEETING DATE: November 7, 2022

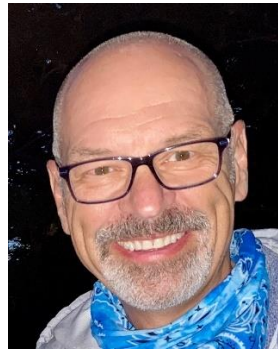
ITEM TYPE: Regular Agenda

CONTACT: Heather Rand, EDA Executive Director, 651.450.2546

BACKGROUND

Enhancing commercial development and redevelopment throughout the city's neighborhood commercial districts and shopping centers has been a long-standing goal for the IGH EDA. While the EDA has supported the provision of customized entrepreneurial support through the "Open For Business" program of customized small business counseling and low interest loans, in addition to providing small businesses with market information and listings of available real estate for lease and purchase on the city's website, there are many other strategies and tools municipal government's and their EDA's may utilize to drive commercial development. To that end, real estate professional Lee Krueger has been invited to present for IGH a brief presentation on commercial development tools that he has direct experience utilizing while employed as President of the St. Paul Port Authority and as Vice President of Real Estate and the Leasing Director for various commercial realty companies. A bio of Mr. Krueger and advance powerpoint of his presentation for the IGH EDA are attached.

Lee J. Krueger



Lee Krueger recently spent six years as President of the Saint Paul Port Authority where he was employed since 2012. Previously to becoming President in March 2016, Lee was the Senior Vice President of Real Estate where he oversaw the real estate and development functions of the organization. While at the Port, Lee led the efforts to redevelop the Saint Paul Macy's into the award-winning Treasure Island Center, as well as the purchase of the 112-acre Hillcrest golf course. When the State of Minnesota put the former Bix Produce Building on the market (originally intended to be used as a COVID-19 morgue), Lee worked out a purchase agreement whereby the site was sold to a group bringing close to 100 jobs to an area in Saint Paul that needed jobs.

His prior experience includes Leasing Director at Emmes Realty Services, where he directed all leasing activity for 35 shopping centers in 14 states, and as Senior Vice President at DTZ Rockwood, headquartered in Chicago. Earlier experiences were as Leasing Manager and Leasing Representative roles in a variety of firms.

The variety of experiences Lee has undertaken places him in a unique position to offer an assortment of services for a variety of clients needing creative solutions for their real estate needs.

Lee holds a Bachelor's degree in Political Science from Moorhead State University and a Master's Degree in Planning from the Humphrey Institute of Public Affairs at the University of Minnesota. He has taken additional courses at William Mitchell College of Law and holds a Real Estate Broker's License in Minnesota through his firm, Krueger Real Estate Advisors.

Lee is a member of Minnesota Commercial Association of Realtors (MNCAR), the Minnesota Shopping Center Association (MSCA) and Innovating Commerce Serving Communities (ICSC).





Inver Grove Heights EDA

November 7, 2022

www.kruegerrea.com



Inver Grove Heights



Inver Grove Heights is known as a growing, safe, active community with access to amenities for residents. Its proximity to the region's attractions make it a desirable place to live and work. Excellent freeway access allows for IGH to provide logistical services as well as anywhere in the Twin Cities.



WHAT IS THE GOAL FOR IGH?

To achieve the desired outcomes
that will lead to an enhanced
quality of life for the residents of
Inver Grove Heights.

How To Enhance Development

- Be A Catalyst
- Be An Accelerator
- Be Predictable
- Gain Site Control
- Act as developer
- Control desired outcomes
- Increase Speed to market

Why a partnership?

**Public Private
Partnerships can
leverage expertise and
experience to meet the
challenges faced in the
marketplace**



This leads to increased capacity; uses the complementary strengths of partners; achieves outcomes with greater impacts; these increased resources become a force multiplier; speed to market is increased accelerating development; both parties have shared objectives; this reduces uncertainty in an increasingly uncertain market.

Case Study One



Saint Paul Saints wanted a new home

Midway Stadium south of the fairgrounds was old and lacked the features baseball fans expected.



Land Swap with City of Saint Paul

The stadium site was a landfill with heavy pollution. Diamond Products Building was vacant and contaminated.



Creation of Jobs & Tax Base

A 190,000 square foot industrial building with over 200 jobs is now located on the former stadium site and CHS Field is open in downtown.



Partnership with United Properties

Public and private partners achieved their mutual goals of jobs, tax base, profitable development and a picturesque downtown stadium.



Midway Business Center

Case Study Two



Vacant Macy's store in CBD

When Macy's departed Saint Paul, the city was faced with a challenge at a key intersection in the heart of downtown.



Numerous buyers emerged

Last development group proposed an outcome that could have led to a negative long-term outcome for the city.



SPPA was approached by City

Desire was to create a transformative project in the heart of the city to join the Palace Theater and Children's Museum.



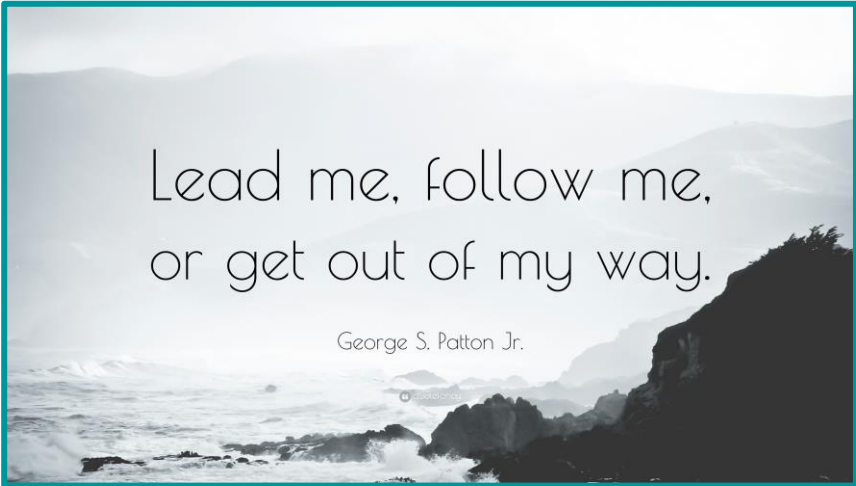
Go Wild LLC is the partnership

Current JV consists of four partners, including a small ownership piece to the Minnesota Wild. Initial partner was Hempel.



Treasure Island Center

Key Points



Lead me, follow me,
or get out of my way.

George S. Patton Jr.



2023 Market Uncertainties

Many developers may pursue a more passive approach. What will consumers do?



Legislative Ambiguity

Examples include: bonding bill, historic tax credits, tax bill.



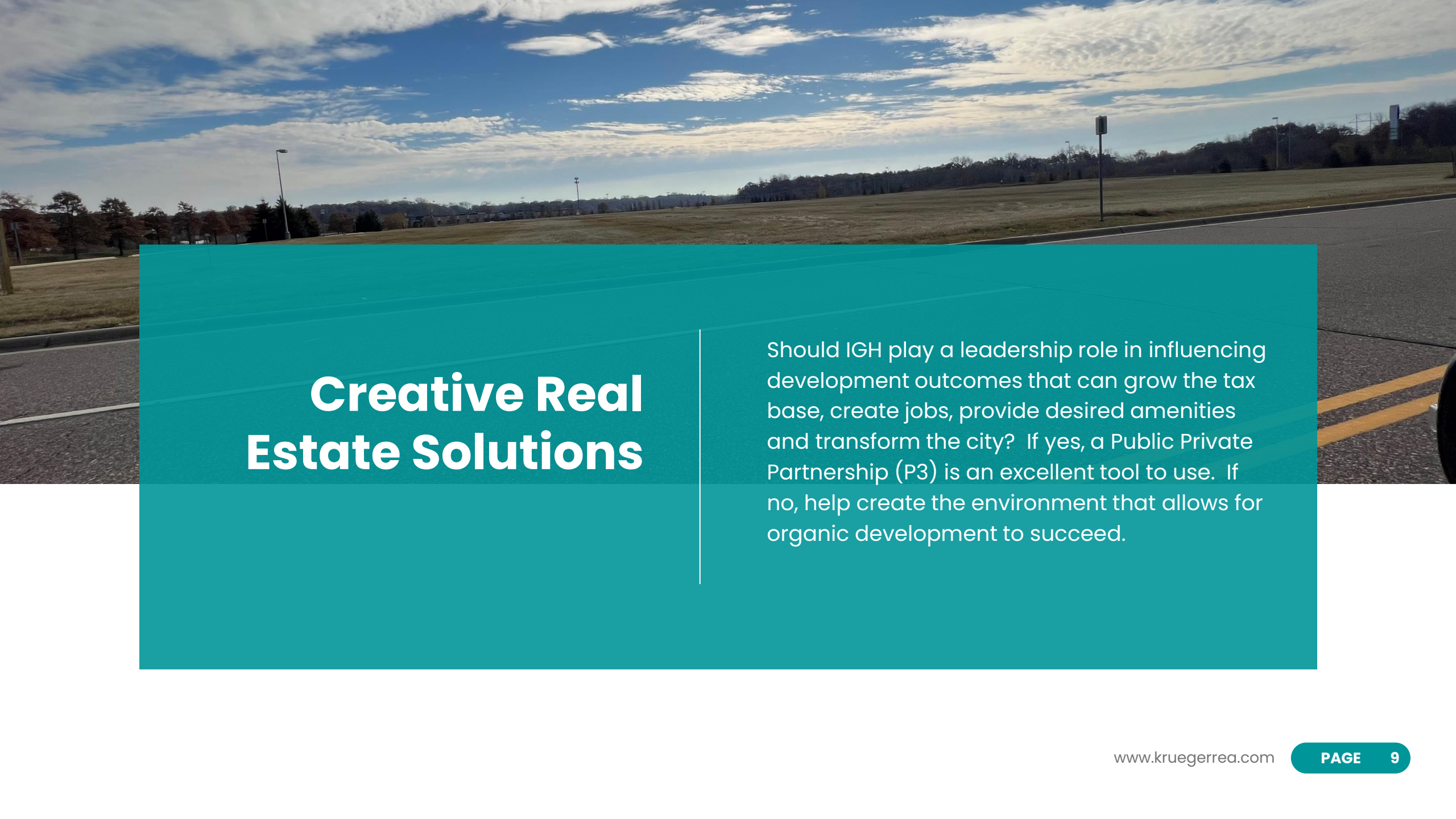
National Outlook

Inflation, interest rates, recession, wars, construction costs, presidential election, reduced savings, pandemic concerns.



Control the Controllable

Zoning can only do so much. Can be a hunter or a gatherer in seeking a desired outcome for IGH.



Creative Real Estate Solutions

Should IGH play a leadership role in influencing development outcomes that can grow the tax base, create jobs, provide desired amenities and transform the city? If yes, a Public Private Partnership (P3) is an excellent tool to use. If no, help create the environment that allows for organic development to succeed.



CREATIVE REAL ESTATE SOLUTIONS
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(612) 718-0198



Lee@KruegerREA.com



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Request for EDA Action

SUBJECT: **Consider Approving the November 3, 2022, WSB Professional Service Proposal for an Argenta Trail/I-494 Interchange Process Evaluation and Authorizing EDA Executive Director to Enter into Professional Services Agreement for Same.**

MEETING DATE: November 7, 2022
ITEM TYPE: Consent Agenda
CONTACT: Heather Rand, EDA Executive Director, 651.450.2546

ACTION REQUESTED

The EDA is asked to adopt the attached Resolution approving defined scope of work outlined in a November 3, 2022, WSB professional service proposal for an Argenta Trail/I-494 Interchange Process Evaluation and authorize EDA Executive Director to enter into professional service agreement for same at fee not to exceed \$20,000.

BACKGROUND

The city's 2040 and 2030 Comprehensive Land Use plans and Dakota County's recently completed Regional Roadway Visioning Study identify a future interchange to be located in the City of Inver Grove Heights at Argenta Trail and I-494. Over the course of the last year, sizable parcels of privately owned land have come onto the real estate market for sale. As such, potential buyers have made inquiry to the city as to if and when the interchange will be constructed, and if not soon, would the city consider less dense development on approximately 200 acres of land just south of 494 in the vicinity of the proposed interchange site.

For the purpose of guiding city leaders with decision-making related to the proposed interchange and potential requests for land use rezoning just south of I-494 in the northwest area of the city, the city's EDA Director/Community Development Director, City Senior Planner, City Public Works Director and City Administrator have met and developed consensus around the need for hiring a professional consultant team to research and evaluate the interchange development process, project costs and funding sources, and real estate development values that may be associated with a new interstate interchange. A desired scope of work was developed by staff and a proposal was solicited from WSB (engineering and planning) Consultants. WSB has provided the city EDA with a November 3, 2022, Professional Service Proposal that would meet the scope of services desired, with the final deliverable to be a comprehensive Argenta Trail/I-494 Interchange Evaluative Report due on or before February 1, 2023, and a WSB Consulting presentation to city leaders on such shortly thereafter.

FISCAL IMPACT

The project fee has been established as \$18,100 with proposed funding coming from the EDA's professional services 2022 budget.

RECOMMENDATION

Staff recommend EDA approval of the resolution authorizing the EDA Director to enter into a professional service agreement with WSB Consulting to complete the scope of services delineated in the November 3, 2022, dated WSB Professional Service Proposal for a fee not to exceed \$18,100.

ATTACHMENTS

1. November 3, 2022, dated WSB Professional Service Proposal
2. Resolution



November 3, 2022

Ms. Heather Rand
Community Development Director
City of Inver Grove Heights
8150 Barbara Avenue
Inver Grove Heights, MN 55077

**Re: Proposal to Provide Professional Engineering Services
Argenta Trail/I-494 Interchange Process Evaluation**

Dear Heather:

On behalf of WSB, we are pleased to submit this proposal to provide to the City of Inver Grove Heights an Interchange Process Evaluation for the future interchange identified at Argenta Trail and I-494.

Dakota County has recently completed a Regional Roadway System Visioning (RRSV) Study Update (August 2022) that identifies a future interchange at Argenta Trail (CSAH 63) and I-494. While the RRSV identified the preferred location for the interchange, the County's current Capital Improvement Plan (CIP) does not identify a construction year for the improvements.

WSB understands that the City of Inver Grove Heights has been approached by developers interested in development opportunities within the City's Northwest Area. Properties within this area of current development interest are currently guided for Agricultural, Mixed Use and Mid/Low-Density Residential use. As interest in development opportunities for the area is expressed to the City, we understand that the City desires to better understand the scoping, design and construction of an interchange project within the community, as well as the associated potential impacts. The City is interested in understanding the general project implementation process and schedule, what efforts the City can undertake to assist in developing such a project, and ensuring development occurs in a manner to complement the project from a land-use and financial standpoint.

The WSB's Interchange Process Evaluation will answer the following community questions regarding an interchange:

- What is the potential timing of any County-led plans to construct the interchange?
- If the City was an active partner with the County and State to assist in construction of the interchange,
 - What benefits can be realized from the City's active participation?
 - What are the opportunities for public/private partnerships to construct the improvements?
 - What funding sources might be available to construct the improvements?
 - Federal
 - State
 - Local
 - Other

- What would be a reasonable implementation strategy to successfully construct an interchange project? What processes should be followed?
- What is the timeline for planning/design/construction?
- Are there examples of other agency and local government partnerships that led to successful construction of an interchange within Minnesota and are there lessons to be learned regarding schedule, funding, process, and community benefits?
- What zoning should be considered for this area in close proximity to the interchange?
- How does zoning and the interchange impact economic development within the City?
- Beyond the City's Comprehensive Transportation Plan and the County's RRSV Study, what other means can be considered to preserve the right-of-way needs associated with the interchange?

We have developed an approach based on our understanding of your needs as well as our familiarity with the City. Our approach includes the following:

City-Led Interchange Reference Projects (\$2,800)

The WSB team will perform information gathering to identify interchange projects within Minnesota that were led in partnership with the local government and state or county agencies, within the past 5-10 years. Once the list is identified, WSB will evaluate the projects to identify the top 2-3 that are most relevant to the Inver Grove Heights potential interchange. Once these are identified, WSB will prepare a memo which summarizes the evolution of the project including, funding, pre-design, agency approval, final design and construction.

Preserving ROW for Future Interchange Improvements (\$1,600)

The WSB team will explore options for preservation of ROW for the future interchange given the potential desire for development prior to interchange construction. The team will provide a memo to Inver Grove Heights identifying preservation options, implementation strategies and cost implications of each strategy.

Evaluation of Zoning Tax Implications (\$4,500)

The WSB team will review potential development scenarios and tax revenue implications associated with the undeveloped land along the anticipated Argenta Trail extension. The team will evaluate three development scenarios: non-residential land uses, primarily office and mixed use, consistent with the comprehensive plan designation; all multi-family residential; and a combination of the land uses. The team will estimate development square footages based upon existing regulations and typical hard surface/impervious surface growth patterns and determine anticipated tax revenues for each development scenario. WSB will also investigate land use impacts associated with interchange construction. The team will reach out to various metropolitan communities to ascertain the development pattern post-interchange and document any modifications in density, value, or development intensity that can be attributed to the interchange installation.

Funding Opportunities Evaluation (\$5,500)

Successful interchange projects in other communities have involved a local funding component. An early understanding of the options, opportunities and challenges involved in identifying and

establishing local funding can be critical to successfully delivering a project. WSB can provide an overview of local funding issues as well as example funding strategies that have been utilized on interchange projects. As part of the deliverable, WSB will provide a spreadsheet of potential local, state and federal funding sources for interchange projects with noted criteria for accessing of funds.

Process and Timeline (\$3,700)

The WSB Team will provide a memo that details the anticipated process an interchange project should follow from start to finish including average timelines for each phase based on our recent experience and the data gathered from the evaluation of similar projects within close proximity to the Twin Cities metro. The deliverable will include a Gantt chart (or other scheduling tool approved by the City) that will provide key steps and a critical path to bring an interchange project from concept to construction.

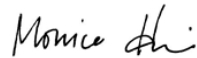
Start Date

Our proposed fee to complete the aforementioned tasks is **\$18,100.00**. We propose to have this contract begin immediately upon authorization to best support the City. If you are in agreement with the scope of work outlined in this proposal, WSB will draft a Professional Services Agreement to be executed by both parties for the project.

If you have any questions or concerns, please contact me at 952-737-4675. Thank you for the opportunity to continue to serve the City of Inver Grove Heights.

Sincerely,

WSB



Monica Heil, PE
Vice President of Municipal Services

Cc: Klay Eckles, PE, Senior Project Manager, WSB
Kim Lindquist, Director of Community Planning and Economic Development, WSB
Travis Wieber, PE, Vice President of Transportation, WSB
Derek Schmidt, PE, Senior Project Manager, WSB

**CITY OF INVER GROVE HEIGHTS
ECONOMIC DEVELOPMENT AUTHORITY
DAKOTA COUNTY MINNESOTA**

RESOLUTION NO. _____

**RESOLUTION APPROVING NOVEMBER 3, 2022, WSB PROFESSIONAL
SERVICE PROPOSAL FOR AN ARGENTA TRAIL/I-494 INTERCHANGE PROCESS
EVALUATION AND AUTHORIZING EDA EXECUTIVE DIRECTOR TO ENTER INTO
PROFESSIONAL SERVICES AGREEMENT FOR SAME.**

WHEREAS, the City of Inver Grove Heights 2030 and 2040 Comprehensive Land Use Plans support the development of a Argenta Trail/I-494 Interchange, and the Dakota County August 2022 Regional Roadway System Visioning Study identifies a future interchange at Argenta Trail and I-494 in Inver Grove Heights, and

WHEREAS, the planning and construction of interstate interchanges is expensive, time consuming, and may have significant impacts on types of real estate development and corresponding commercial services, employment opportunities, transportation access and public amenities afforded to Inver Grove Heights residents and businesses, and

WHEREAS, significant acres of privately owned, underdeveloped real estate is or will soon be made available for sale in the city of Inver Grove Heights just south of I-494 and near Argenta Trail and the new development opportunities will likely present the city leaders with reason to have evaluative information on the proposed new interchange's development to better inform their decision-making.

NOW, THEREFORE BE IT RESOLVED by the Economic Development Authority of the City of Inver Grove Heights that:

1. EDA accepts the scope of services outlined in a November 3, 2022, dated proposal from WSB Consulting for professional services related to the completion of a Process Evaluation on Proposed Argenta Trail/I-494 Interchange Project in the city of Inver Grove Heights.
2. Authorizes the EDA Executive Director to enter into a professional services contract with WSB to perform the scope of services delineated in the November 3, 2022, for fee not to exceed \$18,100, such contract to be funded from the IGH EDA's 2022 professional services budget line item.

Adopted by the Inver Grove Heights Economic Development Authority on
November 7, 2022.

Ayes:

Nays:

IGH ECONOMIC DEVELOPMENT AUTHORITY

By: _____

Rosemary Piekarski-Krech

Its: President

Attested:

By: _____

Heather Rand

Its: Executive Director



EDA EXECUTIVE DIRECTOR THIRD QUARTER REPORT

MEETING DATE: November 7, 2022
ITEM TYPE: Regular Agenda Report
CONTACT: Heather Rand, EDA Executive Director, 651.450.2546

Entrepreneurial Support

Included in the EDA meeting packet is the 3rd quarter activity report from IGH/Dakota County's "Open To Business" program small business counseling service provider the MCCD. In 3Q, their counselors assisted 9 small business located in the City of IGH and also 7 small business owners/entrepreneurs that happen to reside in IGH. This does include ongoing technical support with the owner of an existing food truck business that is attempting to open their first sit down/take out restaurant in IGH. They are also working with a few long term or repeat clients seeking to expand their businesses, a new entrepreneur starting a hardwood flooring refinishing business and an electrician considering a start up in IGH.

New Construction Development Inquiries

Word is out in the metro real estate community that some sizable acreage is or will soon be for sale in the NWA of the city, just south of 494. The State of MN Department of Employment & Economic Development (DEED) and Greater MSP have begun to send over potential development leads that have mainly been large entertainment venue or light manufacturing/office warehouse business park in nature. EDA staff work directly with the real estate brokers representing property for sale to qualify leads and better understand site amenities and fitness. This last week Greater MSP sent over a lead for "Project Wildflower", a proposed \$45 million bio-energy facility that may or may not be good fit adjacent to the Pine Bend Landfill. The lead specifications were shared with landfill operator Republic Services to evaluate. On the housing front, developers of single-family, townhome and apartment-style housing continue to make inquiry with city staff on potential sites mostly concentrated in the NWA, though the volume of inquiries has slowed a bit from last fall. Inquiries for office/distribution and warehouse sites remains strong for Inver Grove Heights near Hwy 55, Hwy 52 and I-494.

Small Business Retention and Expansion

IGH EDA Director and Community Development Director Rand participated in the University of Minnesota hosted two-day training on small business retention and expansion strategies and resources for community economic developers on November 1-2. The training focused primarily on the models and objectives for cities and counties to conduct business retention and expansion visits, provided updated information on business resources in Minnesota, and emphasized the need for promoting business succession and transition planning as a longterm community vitality strategy. Prior to the training, Director Rand also reached out to the President of Urban Works, and metro area commercial district consulting firm, and Community Development Directors in Dakota County, Washington County, Edina, Cloquet and Eden Prairie for the purpose of learning their strategies for small business retention and retail growth. These options and tools can be shared with EDA Commissioners in the coming months to formulate a 2023 EDA Strategic Work Plan.

Continued Relationship Building With Commercial Brokers And Regional Economic Developers

IGH EDA Director Rand attended the annual expo of Minnesota Commercial Realtors (MNCAR) and Real Estate Developers in Minneapolis on October 26th. With over 300 attendees, it was a great opportunity to network and continue to advance the development potential of the City of Inver Grove Heights. On November 3rd, Community Development Director Rand met with 30 other Twin Cities Community Development Directors and commercial real estate brokers from Cushman-Wakefield to learn the most current development trends for office/commercial space sales, leasing amenities, valuations, conversions and demolitions. The Community Development Director from Bloomington also updated participants on the U.S./MN bid for locating the 2027 World Fair at the former Thunderbird Hotel site in Bloomington and what the economic development impacts for the Twin Cities metro may be as a result. If successful, could mean 14 million visitors over 93 days with over 100 countries participating.