

**INVER GROVE HEIGHTS ECONOMIC DEVELOPMENT AUTHORITY MEETING
MONDAY, DECEMBER 4, 2023 - 8150 BARBARA AVE**

The Economic Development Authority (EDA) of Inver Grove Heights met in regular session December 4, 2023, in the Council Chambers at City Hall. President Gliva called the meeting to order at 5:00 p.m. Pledge of Allegiance was said. Present were Economic Development Authority Members Gliva, Scales, Dietrich, Murphy, and T'Kach, City Administrator Wilson, City Clerk Kiernan, and Communications Manager Amy Looze.

CONSENT AGENDA

- A. Consider Approval of Minutes from the October 2, 2023, Regular Economic Development Authority Meeting
- B. Consider Approval of Claims
- C. Consider Approval of 2024 Meeting Dates

**Motion by Dietrich; Second by T'Kach to approve all consent agenda items.
Motion approved 5-0.**

REGULAR AGENDA

A. Presentation on Economic Development

City Administrator Kris Wilson introduced Lee Krueger, President of Lee Krueger Real Estate Advisors.

Mr. Krueger gave an updated presentation on Real Estate Development in IGH with the focus on Retail Professional Services and address public/private partnerships for retail and industrial businesses.

Delivery of services have changed nowadays. If demand is there, supply needs to be there for the area to thrive. The market demand is uncertain for the lease options. The rents needed for a retail mortgage has doubled since 2016 from \$14.82 to 2023 at \$30.80. New businesses aren't able to afford the rent and aren't able to keep their prices competitive. Therefore, they aren't willing to invest in retail.

People are paying for destination retailers. They are looking for family experiential retail. Inver Grove Heights has many areas that have really good access to the highway system.

Commercial interest rates and terms are changing. Terms are 3-5 years, and interest rates are at about eight percent.

If the city can afford incentives to bring in tenants, it would be beneficial to the city's tax base and Lee Krueger encourages it.

There isn't any potential barriers evident, but the obstacles that exist is that not many know about the City. The City needs to encourage an identity and to be known for something other than Pine Bend.

Some opportunities are to seek an identity that enhances IGH's uniqueness. Aim to reduce retail leakage to Eagan. Focus on "A" level sites that play into the city's strengths. Understand competition and other markets. Identify all potential incentives, Acquire key commercial properties, participate in a Grocery Market Survey and pursue joint venture opportunities.

President Gliva asked if the city should put together a group to come up with ideas of what the city is known for and what makes the City special. That could be a good first step in creating an identity.

NEXT MEETING

The next regularly scheduled meeting is Monday, February 5, 2024, at 5:00 p.m.

ADJOURNMENT

**Motion by Scales; second by T'Kach; all in favor to adjourn.
The meeting was adjourned by unanimous vote at 5:49 p.m.**

Minutes prepared by City Clerk Rebecca Kiernan.