



**INVER GROVE HEIGHTS
ECONOMIC DEVELOPMENT AUTHORITY AGENDA
MONDAY, AUGUST 14, 2017
CITY HALL COUNCIL CHAMBERS
5:00 P.M.**

1. CALL TO ORDER

2. ROLL CALL

3. CONSENT AGENDA

A. Consider Approval of Minutes from the May 8, 2017 Regular
Economic Development Authority Meeting

B. Consider Approval of Claims

4. REGULAR AGENDA

A. Hear Progress Plus Update

B. Hear Presentation and Discuss EDA Strategic Plan

5. NEXT MEETING – November 13, 2017

6. ADJOURN

**INVER GROVE HEIGHTS ECONOMIC DEVELOPMENT AUTHORITY REGULAR MEETING
MONDAY, MAY 8, 2017 – 8150 BARBARA AVENUE**

CALL TO ORDER/ROLL CALL The Economic Development Authority (EDA) of Inver Grove Heights met on Monday, May 8, 2017, in the City Hall Council Chambers. President Piekarski Krech called the meeting to order at 6:15 p.m. Present were Economic Development Authority members Bartholomew, Hark, Perry, and Tourville; Executive Director Link, City Attorney Kuntz, City Administrator Lynch, Finance Director Smith, and Secretary Fox.

3. CONSENT AGENDA

A, B, and C. Minutes and Claims

Motion by Tourville, second by Perry, to approve the minutes from the February 13, 2017 Regular Economic Development Authority Meeting, the minutes from the April 10, 2017 Special Economic Development Authority Meeting, and the disbursements from February 13, 2017 to May 7, 2017.

Ayes: 5

Nays: 0 Motion carried

4. REGULAR AGENDA

A. 2017 Contract for Services for the Open to Business Program

Mr. Link advised that this matter was tabled at the April 10 special EDA meeting to provide more time for discussion and to receive additional information regarding the program's accomplishments. The EDA is being asked to consider approval of the Joint Powers Agreement between the Dakota County CDA and the City regarding the 2017 Open to Business program. The cost of the program has seen its first increase (3.5%) in the four years the City has worked with Open to Business. Half of the cost will be picked up by Dakota County, with the City's share being just under \$6,500. Mr. Link advised that over the last four years Open to Business has met with 48 clients and provided 16 grants to residents of Inver Grove Heights. Staff recommends approval of the 2017 contract for Open to Business.

Boardmember Hark asked what the average grant amount was.

Mr. Link replied that the County gives out 2-3 larger grants each year; however, the others are usually \$1,000 or less.

Motion by Tourville, Second by Hark, to Approve the 2017 Contract for Services for the Open To Business Program.

Ayes: 5

Nays: 0 Motion carried

B. Progress Plus Update

Jennifer Gale, Progress Plus, discussed recent economic development activities, including meeting regularly with economic development staff, preparing for a June presentation to the Minnesota Commercial Realtors Exchange regarding marketing efforts between a public-private partnership, creating a draft marketing takeaway, and promoting Pasta 123 and North American Trailer in their blog and on their weekly update section. Ms. Gale advised that through Grow Minnesota they met with Advantage Life Chiropractic, Vermillion State Bank, B & D Striping, and Mendoberri Café and Wine Bar.

They also worked with the TriDistrict to identify new or existing businesses to partner with in the Pathway program to assist businesses in attracting more diesel mechanics and truck drivers. Six trucking businesses in the City agreed to assist in at least the exploration process. They have already held a brainstorming session and another meeting is scheduled in two weeks. The goal is to find ways for the educators to communicate more effectively to the students about the great job opportunities there are in this industry.

Progress Plus is working with Colliers on a business looking for a manufacturing user. They also met with City staff to participate in a 'mock development' meeting to better understand the steps in the development process and to offer feedback to staff. They generated a list of additional questions from that process. Those questions were given to Mr. Link, who will work with staff to get the questions answered. One of their goals is to create a step-by-step roadmap that they can provide to people interested in looking at bringing businesses into the community.

Boardmember Hark asked Mr. Link when the list of steps for prospective businesses might be finalized.

Mr. Link replied that they are considering doing the same process with the Inspections Department in regard to making application for a building permit. The combination of working through the additional questions, discussing how they can improve the website, and talking about the inspection process would likely take one to two months.

5. NEXT MEETING – President Piekarski Krech advised that the next regular EDA meeting is scheduled for August 14, 2017 at 5:00 PM.

6. ADJOURNMENT: Motion by Bartholomew, second by Tourville, to adjourn. The meeting was adjourned by unanimous vote at 6:29 p.m.

City of Inver Grove Heights EDA Operations Fund 290
Budget vs Actual through 6/30/17

Account Description	2017 Amended Budget	6/30/17 Actual	Budget Remaining
Investment Earnings	300.00	473.93	(173.93)
Operating Transfers In	94,100.00	-	94,100.00
Total Revenue	94,400.00	473.93	93,926.07
Personnel	16,700.00	8,352.38	8,347.62
Prof/Tech Services	67,600.00	51,969.90	15,630.10
Purchased Services	300.00	152.73	147.27
Other Purchased Services	9,800.00	7,817.91	1,982.09
Total Expenditure	94,400.00	68,292.92	26,107.08
Fund 290 Surplus (Deficit)	-	(67,818.99)	(67,818.99)

Claim on Cash

16,862.93



City of Inver Grove Heights

Account Detail

Date Range: 1/1/17 - 8/3/17

Fund: 290 - EDA Operations

[290.100.1010199](#)

Claim on Cash

Post Date	Source Transaction	Description	Vendor	Amount	Running Balance
12/31/2016		Agrees to Previous report ending 5/2/17			7,539.93
		Reclass EDA Acquisitions to Fund 291		61,163.25	68,703.18
4/1/2017	JN07780	Record 1st Qtr 2017 Interest Allocation		71.98	68,775.16
5/1/2017	JN07869	Record Allocations & Depreciation - May		(41.66)	68,733.50
05/03/2017	219993	Payroll	11063 - GENESIS EMPLOYEE BENEFITS, INC	(1.56)	68,731.94
05/12/2017	PYPKT01159 - PR 05/12/17: 4/22/2017-5/5/2017	Payroll		(621.67)	68,110.27
05/16/2017	JN07777	EDA projects 2017 to Fund 291		2,538.50	70,648.77
05/25/2017	220205	Payroll	11063 - GENESIS EMPLOYEE BENEFITS, INC	(1.46)	70,647.31
05/26/2017	PYPKT01168 - PR 05/26/17: 5/6/2017-5/19/2017	Payroll		(624.34)	70,022.97
05/31/2017	JN07808	March2 017 Utility Bills		(2.73)	70,020.24
06/01/2017	JN07935	Record Allocations & Depreciation - June		(41.66)	69,978.58
06/09/2017	PYPKT01170 - PR 06/09/17: 5/20/2017-6/2/2017	Payroll		(621.67)	69,356.91
06/14/2017	220439	Open to Business	04629 - DAKOTA CTY COMM DEV AGENCY	(6,478.00)	62,878.91
06/14/2017	220449	Payroll	11063 - GENESIS EMPLOYEE BENEFITS, INC	(1.47)	62,877.44
06/14/2017	220455	Demolition of 6900 Dixie	12131 - H&T TRUCKING, LLC	(23,550.00)	39,327.44
06/14/2017	220455	Demolition of 6653 Concord Blvd	12131 - H&T TRUCKING, LLC	(17,000.00)	22,327.44
06/14/2017	220464	Legal - McPhillips	00538 - LEVANDER, GILLEN & MILLER P.A.	(36.00)	22,291.44
06/14/2017	220464	Legal - EDA items	00538 - LEVANDER, GILLEN & MILLER P.A.	(224.00)	22,067.44
06/22/2017	PYPKT01172 - Non-Union Back Pay : 6/15/2017-6/15/2017	Payroll		(187.61)	21,879.83
06/23/2017	PYPKT01174 - PR 06/23/17: 6/3/2017-6/16/2017	Payroll		(641.40)	21,238.43
06/28/2017	220591	Eniro Phase II - McPhillips	07411 - LANDMARK ENVIRONMENTAL, LLC	(2,327.00)	18,911.43
06/28/2017	220595	Legal - EDA mtg	00538 - LEVANDER, GILLEN & MILLER P.A.	(96.00)	18,815.43
06/28/2017	220595	Legal - McPhillips	00538 - LEVANDER, GILLEN & MILLER P.A.	(1,544.00)	17,271.43
06/28/2017	220612	MPCA Review - McPhillips	00646 - MN POLLUTION CONTROL AGENCY	(312.50)	16,958.93
06/30/2017	JN07939	Legal - McPhillips		(96.00)	16,862.93
07/07/2017	PYPKT01178 - PR 07/07/17: 6/17/2017-6/30/2017	Payroll		(638.72)	16,224.21
07/19/2017	220831	Payroll	11063 - GENESIS EMPLOYEE BENEFITS, INC	(0.25)	16,223.96
07/19/2017	220831	Payroll	11063 - GENESIS EMPLOYEE BENEFITS, INC	(0.94)	16,223.02
07/19/2017	220884	Payroll	05915 - UNITED STATES TREASURY	(0.20)	16,222.82
07/21/2017	PYPKT01188 - PR 07/21/17: 7/1/2017-7/14/2017	Payroll		(641.40)	15,581.42
07/26/2017	220946	Legal - McPhillips	00538 - LEVANDER, GILLEN & MILLER P.A.	(668.00)	14,913.42

Costs to be reclassified to Fund 291

INVOICE

Dakota County Community Development Agency

DATE: MARCH 28, 2017

1228 Town Centre Drive, Eagan, MN 55123
Phone 651.675.4467
lalfson@dakotacda.state.mn.us

TO Tom Link
City of Inver Grove Heights Economic Development Authority
8150 Barbara Avenue
Inver Grove Heights, MN 55077

OK
5/14
290.45.3000.
419.30700

DUE UPON RECEIPT

DESCRIPTION	TOTAL FEE	CITY PARTICIPATION FEE	AMOUNT DUE
2017 Open To Business Participation Fee	\$12,956	\$6,478	\$6,478
TOTAL			6,478.00

Make all checks payable to Dakota County CDA



Invoice

Date	Invoice #
6/1/2017	1603

City of Inver Grove Heights
8150 Barbara Avenue
Inver Grove Heights, MN 55077

P.O. No.	Terms
	Due on rec...

Quantity	Description	Rate	Amount
1	Demolition of 6900 Dixie Avenue, Inver Grove Heights, MN	17,450.00	17,450.00
	Additional Charges on Demo		
1	Water and Sewer Change Order - Cut water and sewer at the main at 6900 Dixie Avenue per City request	2,100.00	2,100.00
12	5/9 - Clay	100.00	1,200.00
1	5/9 - Compost	150.00	150.00
4	5/9 - Loader	150.00	600.00
2	5/11 - Clay	100.00	200.00
2	5/11 - Compost	150.00	300.00
3	5/11 - Loader	150.00	450.00
2	5/12 - Clay	100.00	200.00
2	5/12 - Compost	150.00	300.00
4	5/12 - Loader	150.00	600.00
E013 - 290.45.3000.419.30700			

		Total	\$23,550.00
		Payments/Credits	\$0.00
		Balance Due	\$23,550.00



Invoice

Date	Invoice #
6/1/2017	1603

City of Inver Grove Heights
8150 Barbara Avenue
Inver Grove Heights, MN 55077

P.O. No.	Terms
	Due on rec...

Quantity	Description	Rate	Amount
1	Demolition of 6900 Dixie Avenue, Inver Grove Heights, MN	17,450.00	17,450.00
	Additional Charges on Demo		
1	Water and Sewer Change Order - Cut water and sewer at the main at 6900 Dixie Avenue per City request	2,100.00	2,100.00
12	5/9 - Clay	100.00	1,200.00
1	5/9 - Compost	150.00	150.00
4	5/9 - Loader	150.00	600.00
2	5/11 - Clay	100.00	200.00
2	5/11 - Compost	150.00	300.00
3	5/11 - Loader	150.00	450.00
2	5/12 - Clay	100.00	200.00
2	5/12 - Compost	150.00	300.00
4	5/12 - Loader	150.00	600.00
E013 - 290.45.3000.419.30700			
		Total	\$23,550.00
		Payments/Credits	\$0.00
		Balance Due	\$23,550.00

Tabs3 Detail Work-In-Process Report LeVander, Gillen & Miller, P.A.

Client: 81000.01024E Inver Grove Heights/City of (2)
McPhillips Acquisition

INVER GROVE HEIG

Contact: City of Inver Grove Heights
Business: 457-2111
290.45.3000.419.30420

Primary Timekeeper: 4 TJK Category: 81 Muny Civil - Municipal
Secondary Timekeeper: 15 KJR Draft Template: 00000001 Rate Code: 1
Originating Timekeeper: 4 TJK Final Template: 00000001 Date Opened: 07/29/2014
Previous Balance: 48.00

Date	Tmkr	HB Ca P C Tcod	Ref	Rate	Hours to Bill	Amount	Description
04/18/2017	4 TJK	81 1 5		120.00	0.30	36.00	Review correspondence concerning offers to McPhillips.
Billable Total:					0.30	36.00	
Total Billable Fees					0.30	36.00	

RECAP

Fees:	36.00	Previous Balance:	48.00		
Expenses:	0.00	Payments/Credits:	0.00		
Advances:	0.00				
Total WIP:	36.00	Balance Due:	48.00	Total:	84.00
A/R	0-30	31-60	61-90	91-180	181-365
	0.00	48.00	0.00	0.00	0.00
					366+

Tabs3 Detail Work-In-Process Report LeVander, Gillen & Miller, P.A.

Client: **81000.01015E Inver Grove Heights/City of (2)**
Economic Development Authority

INVER GROVE HEIG

Contact: City of Inver Grove Heights
Business: 457-2111
290.45.3000.419.30420

Primary Timekeeper: 4 TJK Category: 81 Muny Civil - Municipal
Secondary Timekeeper: 15 KJR Draft Template: 00000001 Rate Code: 1
Originating Timekeeper: 4 TJK Final Template: 00000001 Date Opened: 02/16/2012
Previous Balance: 0.00

Date	Tmkr	Ca	P	C	Tcod	Ref	Rate	Hours to Bill	Amount	Description
Fees										
04/10/2017	4 TJK	81			1	42	120.00	1.50	180.00	Meeting of EDA to review comprehensive plan.
04/17/2017	4 TJK	81			1	43	120.00	0.30	36.00	Review Data Practices Act on housing data.
Billable Total:		4 TJK						1.80	216.00	
04/07/2017	60 CRH	81			1	41	80.00	0.10	8.00	Prepare April 10, 2017 Special Meeting Packet.
Billable Total:		60 CRH						0.10	8.00	

Total Billable Fees

1.90 224.00

RECAP

Fees:	224.00		
Expenses:	0.00	Previous Balance:	0.00
Advances:	0.00	Payments/Credits:	0.00
Total WIP:	224.00	Balance Due:	0.00
		Total:	224.00

A/R	0-30	31-60	61-90	91-180	181-365	366+
	0.00	0.00	0.00	0.00	0.00	0.00

Landmark Environmental, LLC

2042 West 98th Street
Bloomington, MN 55431
952-887-9601

Date

5/15/2017

Invoice #

15084.04-1

Bill To

Mr. Thomas J Link
City of Inver Grove Heights
8150 Barbra Avenue
Inver Grove Heights, MN 55077

Project ID

15084.04 - McPhillip...

Project Manager

Jerry Mullin

Invoice Period

11/27/16-1/28/17

Due Date

6/14/2017

Terms

Net 30

Item	Description	Hours	Rate	Amount Billed
	City of Inver Grove Heights:15084.04 - McPhillips -Add'l Phase II as per Landmark's October 7, 2016 proposal			
Disposable Gloves (box of 100)	Disposable Gloves	1	15.00	15.00
Oversight	Timmerman	1.7	110.00	187.00
Field Work	Timmerman	3	110.00	330.00
Phase II Investigation	Timmerman	3.5	110.00	385.00
Report Preparation	Russell	1	80.00	80.00
Subcontractor Invoices	Pace Invoice 17100163847	1	840.00	840.00
Report Preparation	Mullin	3.5	140.00	490.00
E010 - 290.45.3000.419.30700 				
Invoice Total			\$2,327.00	

Tabs3 Detail Work-In-Process Report LeVander, Gillen & Miller, P.A.

Client: **81000.01015E Inver Grove Heights/City of (2)**

INVER GROVE HEIG

Contact: City of Inver Grove Heights

Economic Development Authority

Business: 457-2111

Primary Timekeeper: 4 TJK Category: 81 Muny Civil - Municipal

290.45.3000.419.30420

Secondary Timekeeper: 15 KJR Draft Template: 00000001 Rate Code: 1

Originating Timekeeper: 4 TJK Final Template: 00000001 Date Opened: 02/16/2012

Previous Balance: 224.00

Date	Tmkr	HB Ca P C Tcod	Ref	Rate	Hours to Bill	Amount	Description
05/08/2017	4 TJK	81 1 44		120.00	0.80	96.00	EDA regular meeting.
Billable Total:		4 TJK			0.80	96.00	
Total Billable Fees					0.80	96.00	

RECAP

Fees:	96.00	Previous Balance:	224.00		
Expenses:	0.00	Payments/Credits:	0.00		
Advances:	0.00				
Total WIP:	96.00	Balance Due:	224.00	Total:	320.00

A/R	0-30	31-60	61-90	91-180	181-365	366+
	0.00	224.00	0.00	0.00	0.00	0.00

Client: 81000.01024E Inver Grove Heights/City of (2)

INVER GROVE HEIG

Contact: City of Inver Grove Heights

McPhillips Acquisition

Business: 457-2111

Primary Timekeeper: 4 TJK Category: 81 Muny Civil - Municipal

290.45.3000.419.30420

Secondary Timekeeper: 15 KJR Draft Template: 00000001 Rate Code: 1

Originating Timekeeper: 4 TJK Final Template: 00000001 Date Opened: 07/29/2014

Previous Balance: 36.00

Date	Tmkr	Ca	P	C	Tcod	Ref	Rate	Hours to Bill	Amount	Description
Fees										
05/09/2017	4 TJK	81				1	8	120.00	1.00	120.00 In-office meeting and outline of schedule and Purchase Agreement for McPhillips acquisition.
05/09/2017	4 TJK	81				1	9	120.00	0.30	36.00 Telephone call from Tom Link concerning McPhillips.
05/10/2017	4 TJK	81				1	10	120.00	0.60	72.00 Telephone conference with Tom Link concerning schedule and acquisition events.
05/16/2017	4 TJK	81				1	13	120.00	0.30	36.00 Memo to administration and planning concerning title commitment.
05/19/2017	4 TJK	81				1	14	120.00	0.30	36.00 Telephone conference with Tom Link concerning schedule and right-of-entry.
05/22/2017	4 TJK	81				1	18	120.00	0.40	48.00 Telephone conference with Tom Link.
05/24/2017	4 TJK	81				1	19	120.00	1.00	120.00 Draft revised Environmental Entry Testing Agreement.
05/25/2017	4 TJK	81				1	20	120.00	0.30	36.00 Telephone conference with Tom Link.
Billable Total:		4 TJK						4.20		504.00
05/09/2017	15 KJR	81				1	6	120.00	1.00	120.00 Fact gathering regarding the McPhillips Purchase Agreement.
05/23/2017	15 KJR	81				1	15	120.00	3.80	456.00 Begin draft of the McPhillips Purchase Agreement; telephone call to Steve Carlson regarding tenants relocation benefits.
05/25/2017	15 KJR	81				1	17	120.00	1.20	144.00 Continue draft of the McPhillips Purchase Agreement.
Billable Total:		15 KJR						6.00		720.00
05/09/2017	30 LMR	81				1	7	80.00	1.30	104.00 Conference to review and discuss McPhillips property acquisition; perform property records research re 6940 and 6950 Dixie Avenue; prepare e-mail correspondence to DCA Title requesting title commitments for 6940 and 6950 Dixie Avenue.
05/16/2017	30 LMR	81				1	11	80.00	1.30	104.00 Review title commitment received for 6940 and 6950 Dixie Avenue; prepare e-mail correspondences requesting Schedule B-I and Schedule B-II documents; prepare e-mail correspondence sending title commitment for 6940 Dixie Avenue; prepare e-mail correspondence sending title commitment for 6950 Dixie Avenue and outlining issues pertaining to debts owed by McPhillips.
05/17/2017	30 LMR	81				1	12	80.00	0.50	40.00 Complete e-mail correspondence outlining issues pertaining to debt owed by McPhillips at closing; conference to review and discuss issues pertaining to same.
05/24/2017	30 LMR	81				1	16	80.00	0.80	64.00 Prepare Amendment to Right of Entry Agreement to Perform Environmental Work on McPhillips property; prepare e-mail correspondence to Tom Link sending Amendment document.
Billable Total:		30 LMR						3.90		312.00

Tabs3 Detail Work-In-Process Report LeVander, Gillen & Miller, P.A.

Client: 81000.01024E Inver Grove Heights/City of (Continued)

Date	Tmkr	Ca	P	C	Tcod	Ref	Rate	Hours to Bill	Amount	Description
05/25/2017	60	CRL	81		1	29	80.00	0.10	8.00	Conduct research to obtain the Methamphetamine Disclosure Statement; prepare same.
Billable Total:		60		CRL				0.10	8.00	
Total Billable Fees								14.20	1,544.00	

RECAP

Fees:	1,544.00	Previous Balance:	36.00		
Expenses:	0.00	Payments/Credits:	0.00		
Advances:	0.00				
Total WIP:	1,544.00	Balance Due:	36.00	Total:	1,580.00

Other WIP: Hours: 4.80 Fees: 536.00 Exps: 0.00 Advs: 0.00

A/R	0-30	31-60	61-90	91-180	181-365	366+
	0.00	36.00	0.00	0.00	0.00	0.00

Minnesota Pollution Control Agency
Fiscal Services
520 Lafayette Road
St. Paul, MN 55155-4194

Address change?
If yes, check here: _____
Write new address on back.

Invoice #: 10000028559
Invoice Date: 4/24/2017
Due Date: 5/24/2017
Amount Due: \$312.50 USD
Amount Paid: _____

Please remit to:
MPCA
PO Box 64893
St. Paul, MN 55164-0893

Bill to: McPhillips Trucking Inc
Attn: Tom Link
8150 Barbara Ave
Inver Grove Heights, MN 55077-3410
USA

R3201 000010000028559 0 10000028559ZZZZZZZZZZ & 0000031250

Minnesota Pollution Control Agency
Invoice

PBP Reimbursements

Fees for the following:

101224

McPhillips Trucking Inc
6971 Dickman Trl, Inver Grove Heights, MN 55076-

Invoice Number: 10000028559
Invoice Date: 4/24/2017
Due Date: 5/24/2017
Amount: \$312.50

Item	Description	Amount
1	Petroleum Brownfields Reimbursement. Koplitz, Mark E - PBP - Closure Letter - 2.5 hours	\$312.50
	Total for Invoice:	\$312.50

The Minnesota Pollution Control Agency
shall charge simple interest or late payment
fees on past due debt owed to the state.

E010- 2910.45.3000.419.30700

OK
[Signature]

Return payment with invoice stub in envelope provided, OR go to www.pca.state.mn.us/pay-online to pay by e-Check, VISA or MasterCard. Questions about this invoice? Contact us at fees.pca@state.mn.us

Sample Invoice – Why is my Brownfields Site Name and Site ID not on my Invoice?

Minnesota Pollution Control Agency
Fiscal Services
520 Lafayette Road
St. Paul, MN 55155-4194

Address change?
If yes, check here: _____
Write new address on back.

Invoice #: 10000002741
Invoice Date: 8/28/2015
Due Date: 9/29/2015
Amount Due: \$562.50 USD
Amount Paid: _____

Please remit to:
MPCA
PO Box 64893
St. Paul, MN 55164-0893

Bill to: Dave's Dirty Laundry 2
Attn: Dave Suds
590 York Ave E
Saint Paul, MN 55130
USA

Brownfields Billing
Contact for Sud's
Soapy Services

R3201 000010000002741 0 10000002741ZZZZZZZZZZ 3 0000056250

Minnesota Pollution Control Agency Invoice

VIC Reimbursements

Fees for the following:

AI ID → 153485

AI Name → Dave's Dirty Laundry 2
590 York Ave E, Saint Paul, MN 55130

Invoice Number: 10000002741
Invoice Date: 8/28/2015
Due Date: 9/29/2015

Amount: \$562.50

Item	Description	Amount
1	VIC Reimbursements. Hiller, Jana Otto - VIC - NAD/Retro NAD - 2 hours	\$250.00
2	VIC Reimbursements. Hiller, Jana Otto - VIC - Off-Site Source - 1 hours	\$125.00
3	VIC Reimbursements. Hiller, Jana Otto - VIC - Non RP Affidavit - 1.5 hours	\$187.50
Total for Invoice:		\$562.50

This is a sample VIC invoice for *Sud's Soapy Services, VP99995*. Unfortunately, our new invoicing system only displays the Agency Interest's Name and ID on the invoice, so you won't see *Sud's Soapy Services* or *VP99995* on the invoice. For Brownfield Sites, an Agency Interest (AI) is basically the property being redeveloped. In many cases, this Agency Interest Name and ID will be different than the Name and ID of your Brownfield Site. A property may have been involved with the Agency prior to it being your Brownfield Site; thus the Agency Name is derived from that historic name. In this case, the AI was named *Dave's Dirty Laundry 2* because that was the first name the Agency used for the property. The AI ID is just a unique number in our database.

Client: **81000.01000E Inver Grove Heights/City of (2)**
Mayor/Council

INVER GROVE HEIG

Contact: City of Inver Grove Heights
Business: 457-2111
101.41.1000.413.30420

Primary Timekeeper: 4 TJK Category: 81 Muny Civil - Municipal

Secondary Timekeeper: 5 DJB Draft Template: 00000001 Rate Code: 1

Originating Timekeeper: 4 TJK Final Template: 00000001 Date Opened: 03/03/1994

Previous Balance: 3,487.85

\$96 - E012 - 290.45.3000.41930420

Date	Tmkr	HB Ca P C Tcod	Ref	Rate	Hours to Bill	Amount	Description
Fees							
05/01/2017	4 TJK	81	1 2258	120.00	0.30	36.00	Telephone conference with Finance Director on audit opinions.
05/01/2017	4 TJK	81	1 2259	120.00	1.40	168.00	Preparation for Work Session.
05/01/2017	4 TJK	81	1 2260	120.00	2.80	336.00	Attend Council Work Session.
05/03/2017	4 TJK	81	1 2261	120.00	1.00	120.00	Review litigation files; draft of audit letter.
05/05/2017	4 TJK	81	1 2262	120.00	1.00	120.00	Review Inver Grove Heights agenda items.
05/05/2017	4 TJK	81	1 2263	120.00	0.20	24.00	Telephone conference with Human Resources Coordinator concerning information request.
05/08/2017	4 TJK	81	1 2267	120.00	1.50	180.00	Follow-up and organization of previous agenda items.
05/08/2017	4 TJK	81	1 2268	120.00	0.30	36.00	Telephone conference with Mayor concerning agenda items.
05/08/2017	4 TJK	81	1 2269	120.00	0.20	24.00	Telephone call from City Administrator concerning agenda items.
05/08/2017	4 TJK	81	1 2270	120.00	0.30	36.00	Telephone conference with City Clerk concerning Sunday on-sale liquor.
05/08/2017	4 TJK	81	1 2271	120.00	1.50	180.00	Preparation for Council meeting.
05/09/2017	4 TJK	81	1 2272	120.00	1.00	120.00	Follow-up on Inver Grove Heights agenda items.
05/09/2017	4 TJK	81	1 2273	120.00	1.00	120.00	Further follow-up on pending agenda items.
05/15/2017	4 TJK	81	1 2274	120.00	0.30	36.00	Telephone conference with City Clerk concerning balloting procedure.
05/15/2017	4 TJK	81	1 2275	120.00	2.00	240.00	Special Council meeting.
05/17/2017	4 TJK	81	1 2276	120.00	0.50	60.00	Memo and resolution concerning sale of surplus land.
05/19/2017	4 TJK	81	1 2277	120.00	0.50	60.00	Review correspondence and mediation agreement concerning employee lawsuit.
05/22/2017	4 TJK	81	1 2281	120.00	1.00	120.00	Review Inver Grove Heights agenda items.
05/22/2017	4 TJK	81	1 2282	120.00	1.50	180.00	Review and prepare Inver Grove Heights agenda materials.
05/23/2017	4 TJK	81	1 2283	120.00	0.30	36.00	Telephone conference with clerk on reconsideration resolution
05/25/2017	4 TJK	81	1 2284	120.00	0.30	36.00	Review College Heights land registration petition by landowner.
05/25/2017	4 TJK	81	1 2285	120.00	0.30	36.00	Telephone conference with Attorney Loren Solfest concerning title registration.
Billable Total: 4 TJK					19.20	2,304.00	
05/12/2017	23 KLL	81	1 2266	120.00	0.80	96.00	Review issues related to Rauschnot property. <i>EDR</i>
Billable Total: 23 KLL					0.80	96.00	
05/22/2017	24 BMN	81	1 2278	120.00	0.80	96.00	Conduct legal research and analysis regarding detrimental reliance and estoppel based on issuance of a conditional use permit.
05/23/2017	24 BMN	81	1 2279	120.00	0.10	12.00	Analysis of status of reconsidered Resolution granting a CUP to a local property owner.
Billable Total: 24 BMN					0.90	108.00	

Client: 81000.01024E Inver Grove Heights/City of (2)
McPhillips Acquisition

INVER GROVE HEIG

Contact: City of Inver Grove Heights
Business: 457-2111
290.45.3000.419.30420

Primary Timekeeper: 4 TJK Category: 81 Muny Civil - Municipal

Secondary Timekeeper: 15 KJR Draft Template: 00000001 Rate Code: 1

Originating Timekeeper: 4 TJK Final Template: 00000001 Date Opened: 07/29/2014

Previous Balance: 1,580.00

Date	Tmkr	HB Ca P C Tcod	Ref	Rate	Hours to Bill	Amount	Description
Fees							
05/30/2017	4 TJK	81	1	26	120.00	0.30	36.00 Telephone conference with Tom Link.
05/30/2017	4 TJK	81	1	27	120.00	0.60	72.00 Review Purchase Agreement and timeline for acquisition.
05/31/2017	4 TJK	81	1	24	120.00	0.60	72.00 Telephone conference with Tom Link on Purchase Agreement issues and structure of finances.
05/31/2017	4 TJK	81	1	25	120.00	0.40	48.00 Research concerning tax liens and status of mortgages.
06/05/2017	4 TJK	81	1	32	120.00	0.30	36.00 Review lease agreements and other encumbrances to McPhillips property.
Billable Total:		4 TJK			2.20	264.00	
05/30/2017	15 KJR	81	1	22	120.00	0.50	60.00 Develop strategy pertaining to the McPhillips Purchase Agreement.
05/31/2017	15 KJR	81	1	23	120.00	1.40	168.00 Revise the McPhillips Purchase Agreement and draft e-mail communication forwarding the same to Tom Link for review and comment.
06/05/2017	15 KJR	81	1	30	120.00	0.20	24.00 Receive e-mail communication from Tom Link regarding the McPhillips property acquisition, meeting request and proposed timeline.
06/05/2017	15 KJR	81	1	31	120.00	0.40	48.00 Review the McPhillips existing lease agreements.
06/23/2017	15 KJR	81	1	33	120.00	0.20	24.00 Receive e-mail communication from Tom Link; reply regarding requested meeting dates.
Billable Total:		15 KJR			2.70	324.00	
05/30/2017	30 LMR	81	1	21	80.00	0.50	40.00 Conference to review draft Purchase Agreement and to discuss issues pertaining to relocation rights of tenants.
05/31/2017	30 LMR	81	1	28	80.00	0.50	40.00 Conference to review and discuss issues pertaining to tax lien and mortgages on parcels; review Minnesota Secretary of State website to locate information related to tax lien.
Billable Total:		30 LMR			1.00	80.00	
Total Billable Fees					5.90	668.00	

R E C A P

Fees:	668.00	Previous Balance:	1,580.00		
Expenses:	0.00	Payments/Credits:	0.00		
Advances:	0.00				
Total WIP:	668.00	Balance Due:	1,580.00	Total:	2,248.00
Other WIP Hours:	8.00	Fees:	952.00	Exps:	0.00
		Advs:			0.00

Tabs3 Detail Work-In-Process Report
LeVander, Gillen & Miller, P.A.Client: **81000.01024E Inver Grove Heights/City of (** *(Continued)*

A/R	0-30	31-60	61-90	91-180	181-365	366+
	0.00	1,544.00	36.00	0.00	0.00	0.00



City of Inver Grove Heights

Account Detail

Date Range: 1/1/17 - 8/3/17

Fund: 291 - EDA Acquisitions

[291.100.1010199](#)

Claim on Cash

Post Date	Source Transaction	Description	Vendor	Amount	Running Balance
12/31/2016		Reclass EDA Acquisitions from Fund 290		(61,163.25)	(61,163.25)
03/29/2017	219626	2017 Property Tax - E014	08134 - DAKOTA CTY PROP TAXATION & RECORDS	(1,699.52)	(62,862.77)
03/29/2017	219626	2017 Property Tax - E013	08134 - DAKOTA CTY PROP TAXATION & RECORDS	(1,986.50)	(64,849.27)
04/19/2017	DFT0009086	Gas & Electric - E014	00717 - XCEL ENERGY	(7.00)	(64,856.27)
04/30/2017	JN07898	Legal - E010 & E013		(232.00)	(65,088.27)
05/16/2017	JN07777	EDA projects 2017 to Fund 291		(2,538.50)	(67,626.77)
05/17/2017	DFT0009111	Gas & Electric - E014	00717 - XCEL ENERGY	(14.99)	(67,641.76)
05/17/2017	DFT0009111	Gas & Electric - E014	00717 - XCEL ENERGY	(137.19)	(67,778.95)
06/30/2017	JN07981	June 2017 City Utility Pymnts		(2.73)	(67,781.68)
07/31/2017	JN07980	July 2017 City Utility Pymnts		(19.47)	(67,801.15)

2017 City Property Tax Payments

PID	Classification	1st 1/2 Tax	2nd 1/2 Tax	Total	Coding	
20-17750-06-050	Industrial Pref	303.69	303.69	607.38	E013-291.45.3000.419.30700	6910 Dixie Ave - Austing
20-17750-06-030	Res Hstd	689.56	689.56	1,379.12	E013-291.45.3000.419.30700	6900 Dixie Ave - Austing
20-14163-00-090	Res Hstd	849.76	849.76	1,699.52	E014-291.45.3000.419.30700	6653 Concord Blvd - Shepard

Totals		1,843.01	1,843.01	3,686.02		
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[Handwritten signature]
3/27/17

Y:\Finance\Fin_Bud old lgh 4\Tax 2017\Property Tax Pmts 2017

Vendor # 08134
Dakota Cty Prop Taxation & Records

2017**PROPERTY TAX
STATEMENT**

PROPERTY TAXATION & RECORDS
1590 HIGHWAY 55
HASTINGS, MINNESOTA 55033-2392
651-438-4576
www.dakotacounty.us

PROPERTY ID: 20 17750 06 050

TAXPAYER(S):

06001671



CITY OF INVER GROVE HEIGHTS ECONOMIC D
% EXECUTIVE DIRECTOR
8150 BARBARA AVE
INVER GROVE HEIGHTS MN 55077-3410



PROPERTY DESCRIPTION: (not a full description)
CLEVELAND PARK
5 6

PROPERTY ADDRESS:

6910 DIXIE AVE
INVER GROVE HEIGHTS MN 55076

*Auditing
E013*

VALUES AND CLASSIFICATION

Taxes Payable Year	2016	2017
Step 1 Estimated Market Value:	22,200	22,200
Homestead Exclusion:	0	0
Taxable Market Value:	22,200	22,200
New Improvements/Expired Exclusions:		
Property Classification:	INDSTL PREF	INDSTL PREF

Sent in March 2016

Step 2**PROPOSED TAX**

Proposed Tax: 612.34

Sent in November 2016

Step 3**PROPERTY TAX STATEMENT**

First-half Taxes: 303.69
Second-half Taxes: 303.69
Total Taxes Due in 2017: 607.38

\$\$\$

REFUNDS?

You may be eligible for one or even two refunds to reduce your property tax. Read the back of this statement to find out how to apply.

PROPERTY OWNER:

CITY OF INVER GROVE HEIGHTS ECONOMIC D
% EXECUTIVE DIRECTOR
8150 BARBARA AVE
INVER GROVE HEIGHTS MN 55076

TAXES PAYABLE YEAR**2016****2017**

1. USE THIS AMOUNT ON FORM M1PR TO SEE IF YOU ARE ELIGIBLE FOR A HOMESTEAD CREDIT REFUND. FILE BY AUGUST 15TH. IF BOX IS CHECKED, YOU OWE DELINQUENT TAXES AND ARE NOT ELIGIBLE. ☐
2. USE THESE AMOUNTS ON FORM M1PR TO SEE IF YOU ARE ELIGIBLE FOR A SPECIAL REFUND.

.00

.00

PROPERTY TAX AND CREDITS

3. PROPERTY TAXES BEFORE CREDITS
4. CREDITS THAT REDUCE PROPERTY TAXES A: Agricultural Market Value Credit
B: Other Credits
5. PROPERTY TAXES AFTER CREDITS

614.06

607.38

.00

.00

614.06

607.38

PROPERTY TAX BY JURISDICTION

6. DAKOTA COUNTY A: Dakota County Levy
B: Regional Transit Rail
7. CITY OR TOWN
8. STATE GENERAL TAX
9. SCHOOL DISTRICT 199 A: Voter Approved Levies
B: Other Local Levies
10. SPECIAL TAXING DISTRICTS A: Metropolitan Special Taxing Districts
B: Other Special Taxing Districts
C: Tax Increment Financing
D: Fiscal Disparity
11. NON-SCHOOL VOTER APPROVED REFERENDA LEVIES
12. TOTAL PROPERTY TAX BEFORE SPECIAL ASSESSMENTS

60.28

57.12

.76

.70

103.96

105.36

161.98

152.52

42.68

41.14

52.10

48.56

5.72

5.26

3.26

3.16

.00

.00

183.32

193.56

.00

.00

614.06

607.38

SPECIAL ASSESSMENTS ON YOUR PROPERTY

13. SPECIAL ASSESSMENTS A: Interest
B: Principal

(TOTAL)

.00

.00

.00

14. TOTAL PROPERTY TAX AND SPECIAL ASSESSMENTS

614.06

607.38

06001671-003691

2017**PROPERTY TAX
STATEMENT**

PROPERTY TAXATION & RECORDS
1590 HIGHWAY 55
HASTINGS, MINNESOTA 55033-2392
651-438-4576
www.dakotacounty.us

PROPERTY ID: 20 17750 06 030

TAXPAYER(S):

1671 2 AV 0.373
CITY OF INVER GROVE HEIGHTS ECONOMIC D
% EXECUTIVE DIRECTOR
8150 BARBARA AVE
INVER GROVE HEIGHTS MN 55077-3410

06001671



PROPERTY DESCRIPTION: (not a full description)
CLEVELAND PARK
3 6

PROPERTY ADDRESS:

6900 DIXIE AVE
INVER GROVE HEIGHTS MN 55076

*Aushing
E013*

VALUES AND CLASSIFICATION

Taxes Payable Year	2016	2017
Step 1 Estimated Market Value:	131,900	131,300
Homestead Exclusion:	25,369	25,423
Taxable Market Value:	106,531	105,877
New Improvements/Expired Exclusions:		
Property Classification:	RESD HSTD	RESD HSTD

Sent in March 2016

Step 2**PROPOSED TAX**

Proposed Tax: 1,383.86

Sent in November 2016

Step 3**PROPERTY TAX STATEMENT**

First-half Taxes: 689.56
Second-half Taxes: 689.56
Total Taxes Due in 2017: 1,379.12

\$\$\$

REFUNDS?

You may be eligible for one or even two refunds to reduce your property tax. Read the back of this statement to find out how to apply.

PROPERTY OWNER:

CITY OF INVER GROVE HEIGHTS ECONOMIC D
% EXECUTIVE DIRECTOR
8150 BARBARA AVE
INVER GROVE HEIGHTS MN 55076

TAXES PAYABLE YEAR**2016****2017**

1. USE THIS AMOUNT ON FORM M1PR TO SEE IF YOU ARE ELIGIBLE FOR A HOMESTEAD CREDIT REFUND. FILE BY AUGUST 15TH. IF BOX IS CHECKED, YOU OWE DELINQUENT TAXES AND ARE NOT ELIGIBLE. ☐
2. USE THESE AMOUNTS ON FORM M1PR TO SEE IF YOU ARE ELIGIBLE FOR A SPECIAL REFUND.

1,384.26

1,379.12

PROPERTY TAX AND CREDITS

3. PROPERTY TAXES BEFORE CREDITS

1,384.26

1,379.12

4. CREDITS THAT REDUCE PROPERTY TAXES

A: Agricultural Market Value Credit
B: Other Credits

.00

.00

.00

.00

5. PROPERTY TAXES AFTER CREDITS

1,384.26

1,379.12

PROPERTY TAX BY JURISDICTION

6. DAKOTA COUNTY

A: Dakota County Levy
B: Regional Transit Rail

304.28

296.58

3.80

3.62

7. CITY OR TOWN

524.68

546.92

8. STATE GENERAL TAX

.00

.00

9. SCHOOL DISTRICT 199

A: Voter Approved Levies
B: Other Local Levies

227.38

223.82

278.74

264.56

10. SPECIAL TAXING DISTRICTS

A: Metropolitan Special Taxing Districts
B: Other Special Taxing Districts
C: Tax Increment Financing
D: Fiscal Disparity

28.90

27.22

16.48

16.40

.00

.00

.00

.00

11. NON-SCHOOL VOTER APPROVED REFERENDA LEVIES

.00

.00

12. TOTAL PROPERTY TAX BEFORE SPECIAL ASSESSMENTS

1,384.26

1,379.12

SPECIAL ASSESSMENTS ON YOUR PROPERTY

13. SPECIAL ASSESSMENTS

A: Interest
B: Principal

(TOTAL)

.00

373.00

.00

14. TOTAL PROPERTY TAX AND SPECIAL ASSESSMENTS

1,757.26

1,379.12

09000156-000156

2017**PROPERTY TAX
STATEMENT**

PROPERTY TAXATION & RECORDS
1590 HIGHWAY 55
HASTINGS, MINNESOTA 55033-2392
651-438-4576
www.dakotacounty.us

PROPERTY ID: 20 43250 00 100

TAXPAYER(S):

09000156

INVER GROVE HEIGHTS ECONOMIC DEVELOP A
% ATTENTION EXECUTIVE DIRECTOR
8150 BARBARA AVE
INVER GROVE HEIGHTS MN 55077-3410



Shepard
E014

PROPERTY DESCRIPTION: (not a full description)

KRECHS W F ADDITION
10 1

PROPERTY ADDRESS:

6653 CONCORD BLVD
INVER GROVE HEIGHTS MN 55076

**VALUES AND CLASSIFICATION**

Taxes Payable Year	2016	2017
Step 1 Estimated Market Value:	138,300	154,700
Homestead Exclusion:	24,793	23,317
Taxable Market Value:	113,507	131,383
New Improvements/Expired Exclusions:		1,100
Property Classification:	RESD HSTD	RESD HSTD
Sent in March 2016		

Step 2**PROPOSED TAX**

Proposed Tax: 1,705.46

Sent in November 2016

Step 3**PROPERTY TAX STATEMENT**

First-half Taxes: 849.76
Second-half Taxes: 849.76
Total Taxes Due in 2017: 1,699.52

\$\$\$**REFUNDS?**

You may be eligible for one or even two refunds to reduce your property tax. Read the back of this statement to find out how to apply.

PROPERTY OWNER:

INVER GROVE HEIGHTS ECONOMIC DEVELOP A
% ATTENTION EXECUTIVE DIRECTOR
8150 BARBARA AVE
INVER GROVE HEIGHTS MN 55077

TAXES PAYABLE YEAR**2016****2017**

1. USE THIS AMOUNT ON FORM M1PR TO SEE IF YOU ARE ELIGIBLE FOR A HOMESTEAD CREDIT REFUND. FILE BY AUGUST 15TH. IF BOX IS CHECKED, YOU OWE DELINQUENT TAXES AND ARE NOT ELIGIBLE. ☐
2. USE THESE AMOUNTS ON FORM M1PR TO SEE IF YOU ARE ELIGIBLE FOR A SPECIAL REFUND.

1,472.10

1,699.52

PROPERTY TAX AND CREDITS

3. PROPERTY TAXES BEFORE CREDITS
4. CREDITS THAT REDUCE PROPERTY TAXES
A: Agricultural Market Value Credit
B: Other Credits
5. PROPERTY TAXES AFTER CREDITS

1,472.10

1,699.52

.00

.00

.00

.00

1,472.10

1,699.52

PROPERTY TAX BY JURISDICTION

6. DAKOTA COUNTY
A: Dakota County Levy
B: Regional Transit Rail
7. CITY OR TOWN
8. STATE GENERAL TAX
9. SCHOOL DISTRICT 199
A: Voter Approved Levies
B: Other Local Levies
10. SPECIAL TAXING DISTRICTS
A: Metropolitan Special Taxing Districts
B: Other Special Taxing Districts
C: Tax Increment Financing
D: Fiscal Disparity
11. NON-SCHOOL VOTER APPROVED REFERENDA LEVIES
12. TOTAL PROPERTY TAX BEFORE SPECIAL ASSESSMENTS

324.28

367.98

4.06

4.50

559.18

678.60

.00

.00

241.00

272.48

295.24

321.86

30.78

33.76

17.56

20.34

.00

.00

.00

.00

.00

.00

1,472.10

1,699.52

SPECIAL ASSESSMENTS ON YOUR PROPERTY

13. SPECIAL ASSESSMENTS
A: Interest
B: Principal

(TOTAL)

.00

504.90

.00

14. TOTAL PROPERTY TAX AND SPECIAL ASSESSMENTS

1,977.00

1,699.52

Client: 81000.06000E Inver Grove Heights/City of (1)

INVER GROVE HEIG

Contact: City of Inver Grove Heights

Planning

Business: 457-2111

Primary Timekeeper: 4 TJK Category: 81 Muny Civil - Municipal

101.45.3000.419.30420

Secondary Timekeeper: 5 DJB Draft Template: 00000001 Rate Code: 1

Originating Timekeeper: 4 TJK Final Template: 00000001 Date Opened: 03/03/1994

Previous Balance: 2,144.91

Date	Tmkr	HB Ca P C Tcod	Ref	Rate	Hours to Bill	Amount	Description
Fees							
12/27/2016	4 TJK	81	1	806	120.00	0.50	60.00 Telephone conference with Tom Link concerning enforcement action on Rauschnot property.
01/05/2017	4 TJK	81	1	812	120.00	1.50	180.00 In-office meeting to revise encroachment agreement for Chirhardt.
01/11/2017	4 TJK	81	1	817	120.00	0.30	36.00 Memo on CUP conditions.
01/12/2017	4 TJK	81	1	818	120.00	0.30	36.00 Telephone conference with Allan Hunting on GLG Properties acquisition of retail center.
01/12/2017	4 TJK	81	1	819	120.00	0.70	84.00 Review recorded documents regarding release of City requirements for property being purchased by GLG Properties.
01/12/2017	4 TJK	81	1	820	120.00	2.00	240.00 Three memos to City staff regarding recorded documents against GLG Properties; review of recorded documents.
01/16/2017	4 TJK	81	1	829	120.00	1.00	120.00 Review of McPhillips appraisal document and background materials. E010-290.45.3000.419.30420
01/16/2017	4 TJK	81	1	830	120.00	1.00	120.00 Investigation of recorded documents and memo concerning release of documents for Lot 1, Block 1, Bishop Heights 4th Addition.
01/23/2017	4 TJK	81	1	826	120.00	0.40	48.00 Telephone conference with Tom Link concerning agenda items.
01/24/2017	4 TJK	81	1	828	120.00	0.40	48.00 Telephone conference with Tom Link on park and ride proposal at various locations in City.
Billable Total: 4 TJK					8.10	972.00	
12/28/2016	15 KJR	81	1	805	120.00	0.40	48.00 Receive e-mail communication regarding the Bennerotte softball field development proposal; review plan set concerning the same.
01/04/2017	15 KJR	81	1	808	120.00	2.90	348.00 Begin compilation of comprehensive Jubilation planning and engineering and legal report.
01/05/2017	15 KJR	81	1	809	120.00	1.30	156.00 Continue compilation of planning, engineering and legal issues report for the Jubilation replat.
01/06/2017	15 KJR	81	1	810	120.00	1.00	120.00 Continue with planning, engineering and legal report on the Jubilation plat.
01/10/2017	15 KJR	81	1	814	120.00	1.60	192.00 Additional planning, engineering and legal compilation of issues related to the replat of the Jubilation plat into the Robert Curve development.
01/13/2017	15 KJR	81	1	821	120.00	2.30	276.00 Travel to and attend meeting at the City of Inver Grove Heights on the Bennerotte application.
01/16/2017	15 KJR	81	1	822	120.00	0.20	24.00 Receive e-mail communication from Tom Kaldunski regarding the Bennerotte submittal by Barr Engineering.
Billable Total: 15 KJR					9.70	1,164.00	
01/09/2017	30 LMR	81	1	815	80.00	0.50	40.00 Telephone call with Tom Link re McPhillips acquisition; prepare memo to city attorney re same. E010-290.45.3000.419.30420

Client: 81000.06000E Inver Grove Heights/City of (1)
Planning

INVER GROVE HIEIG

Contact: City of Inver Grove Heights
Business: 457-2111
101.45.3200.419.30420

Primary Timekeeper: 4 TJK Category: 81 Muny Civil - Municipal
Secondary Timekeeper: 5 DJB Draft Template: 00000001 Rate Code: 1
Originating Timekeeper: 4 TJK Final Template: 00000001 Date Opened: 03/03/1994
Previous Balance: 2,041.27

Date	Tmkr	HB Ca P C Teod	Ref	Rate	Hours to Bill	Amount	Description
Fees							
03/13/2017	4 TJK	81	1	871	120.00	0.40	48.00 Telephone conference with Tom Link on agenda items.
03/13/2017	4 TJK	81	1	872	120.00	0.30	36.00 Telephone conference with Tom Kaldunski concerning stockpile dispute.
03/20/2017	4 TJK	81	1	875	120.00	0.60	72.00 Telephone conference with Tom Link and follow-up concerning H&T Trucking Demolition Contract.
Billable Total:		4 TJK			1.30	156.00	
02/28/2017	23 KLL	81	1	867	120.00	0.20	24.00 Communication from Nicole Cook regarding rental licensing requirements for owner occupied units.
03/03/2017	23 KLL	81	1	868	120.00	0.40	48.00 Respond to rental license question from Nicole Cook.
Billable Total:		23 KLL			0.60	72.00	
03/21/2017	24 BMN	81	1	873	120.00	0.10	12.00 Telephone conference with city staff regarding zoning application questions.
03/21/2017	24 BMN	81	1	874	120.00	0.10	12.00 Conduct legal research related to fencing in storm water/retaining ponds and LMNC loss prevention guidance regarding the same.
Billable Total:		24 BMN			0.20	24.00	
03/15/2017	30 LMR	81	1	870	80.00	0.10	8.00 Prepare e-mail correspondence to Allan Hunting re Hanson variance.
Billable Total:		30 LMR			0.10	8.00	
Total Billable Fees					2.20	260.00	

Expenses

02/28/2017 1 13 559 0.200 110.40 PAPER CUT COPYING AND PRINTING AMOUNT

Total Billable Expenses

110.40

Advances

02/15/2017 30 LMR 50 560 18.31 Dynamex - delivery fees

Total Billable Advances

18.31

RECAP

Fees:	260.00	Previous Balance:	2,041.27	
Expenses:	110.40	Payments/Credits:	0.00	
Advances:	18.31			
Total WIP:	388.71	Balance Due:	2,041.27	Total: 2,429.98
Other WIP Hours:	0.70	Fees:	84.00	Exps: 0.00
		Adv:		0.00

City of Inver Grove Heights EDA Acquisitions Fund 291
Revenues Over (Under) Expenditures by Project
Project costs to Date as of 6/30/17

Project	Revenues	Expenditures	Revenue Over (Under) Expenditures
E001 - Golf Course Land Purchase	353,456.00	353,456.00	-
E002 - 8195 Babcock Trail	356,861.82	218,361.82	138,500.00
E003 - 6671 Concord	159,927.15	159,934.77	(7.62)
E004 - 6685 Concord	139,488.30	139,495.92	(7.62)
E005 - River Country Cooperative	681,654.66	681,654.66	-
E006 - 6845 Dixie Ave	337,444.55	337,468.79	(24.24)
E007 - 4196 68th St E	228,175.18	228,182.80	(7.62)
E008 - 6639 Concord	-	3,400.00	(3,400.00)
E009 - 6656 Doffing	-	450.00	(450.00)
E010 - McPhillips	-	28,029.67	(28,029.67)
E011 - 6863 Dickman Trail	-	3,000.00	(3,000.00)
E012 - 6840 Dixie Ave E	-	20,862.88	(20,862.88)
E013 - 6900 & 6910 Dixie Ave	248,833.00	250,960.61	(2,127.61)
E014 - 6653 Concord Blvd	196,758.63	200,023.05	(3,264.42)
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 Balance as
of 6/30/17

Claim on Cash

(67,781.68)

E002 - Land Available for Sale

1,138,500.00

E002 - Loan from Host Community Fund for Land Purchase

1,000,000.00

MEMO
CITY OF INVER GROVE HEIGHTS

TO: Inver Grove Heights Economic Development Authority

FROM: Thomas J. Link, Director of Community Development 

DATE: August 2, 2017 for Special EDA Meeting of August 14, 2017

SUBJECT: Progress Plus Update

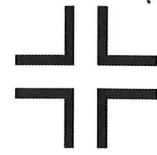
Jennifer Gale will provide the Economic Development Authority (EDA) with an update on Progress Plus activities at the August meeting.

Attached, for Boardmembers' information, is the Progress Plus monthly activity report and a marketing brochure. The marketing brochure was initiated and prepared by Progress Plus in consultation with City staff. In addition to Progress Plus's use of the marketing brochure, City staff will distribute it when meeting with City businesses.

cc: Jennifer Gale

PROGRESS PLUS

ECONOMIC DEVELOPMENT PARTNERSHIP



Report: July, 2017

Economic Development Activities

Events:

- Continued scheduled staff meetings with ED staff.
- Progress Plus presented to the Minnesota Commercial Realtors Exchange meeting in June about our marketing efforts to attract business along with Former Mayor Beth Baumann and Senator Matt Little of Lakeville

Marketing:

- Completed both Economic Development brochures to market our cities. (See printed piece)
- Promoted DCTC paid internship program, MidWest One construction plans, Upper 55th Condos for sale, and Twin City Hide expansion and remodeling plans in the blog, on social media and on the weekly update ED section.
- Collected data from other Dakota County cities on how their development process works and shared my information about the SSP and IGH process. Progress Plus is still waiting for feedback regarding our follow up questions to the staff of IGH.
- Attending the Wunderkammer Job Fair at the Maplewood Community Center on July 18 along with rep from the TriDistrict to see if we want to bring it to our communities.

Grow Minnesota:

- Met with:
 1. Antonsen Construction
 2. SKB Environmental
 3. Bituminous Roadways
 4. Hometown Meats
 5. Home Federal Savings and Loan

Assisted:

- Met with a food manufacturer currently leasing a building in Eagan who needed 45,000 sf. Wanted to purchase land or an existing building. Progress Plus showed them two sites in Inver Grove and one in South St. Paul.
- Met with a physician who is leasing a building and looking to buy one for their practice. Progress Plus showed one site in Bridgepoint and one in Inver Grove along Blaine.
- Met with Wayne Carlson who is a rental property owner in SSP looking to improve his building with new windows and was exploring financing options. Ryan Garcia followed up with Wayne on energy and state programs.
- Conducted a Dakota County comp sale report for a new business to report to their board on their valuation.

Inquiries:

- Working with Colliers on a business looking for a manufacturing user on Claude Way. Connected them with an investor looking to invest in a food Manufacturing business.
- Connected Sassy Pecan with the investor for possible interest in their business as they prepare for their

State Fair debut.

- Met with a Sushi mfg. currently located in Eagan who wants to build their own warehouse. Showed them two sites in Inver Grove Heights.
- Working with Sadie's strings and Health First Chiropractic on future space needs.



Whether you are looking to move here, are a long-time resident or are just visiting, our community will offer you amenities and service like no other. The City of Inver Grove Heights is conveniently located off Interstate 494 and Hwy. 52, within minutes of the Minneapolis-St. Paul International Airport and only five miles south of downtown Saint Paul. In addition, the South St. Paul municipal airport is in our own back yard at Fleming Field, convenient for your smaller charter flights. Our highway access and short trip to the transitways gives businesses, residents and visitors quick and easy access to the entire metro.



Community is Key

Why Inver Grove Heights?

Move to a Receptive Climate for Business

Inver Grove Heights is a beautiful community rising gently from the banks of the Mississippi. It has good soil, rolling hills and dense groves of hardwood trees. It holds the promise of being a good place to grow.

Our community is one that suits itself well to fostering a high quality of life. That's why college, secondary and primary schools, parks, playgrounds and open spaces are a big part of our developing community.

And, like our environment, we value and do all that we can to care for our community businesses. We have business assistance programs that can help with site selection, financial assistance and local contractors. People and companies reach new heights of success in a receptive climate that's open for business.



TOP EMPLOYERS

Flint Hills Resources	1,200	City of Inver Grove Heights (including seasonal and part-time)	550
CHS	880	Inver Hills Community College	350
Inver Grove Heights Community Schools	535	Travel Tags	350
Evergreen Industries	500		
Gertens Greenhouses and Garden Center	475		

Source: Greater MSP

City Services

Community Development: 651-450-2546

The Community Development Department works to provide Inver Grove Heights with a high-quality living environment and a diverse economic and social base.

Planning & Zoning: 651-450-2545

- Reviews zoning and site design
- Helps navigate land use application and environmental review process
- Assists to ensure development plans are complete, concise and concurrent with city codes and policy

Building Inspections: 651-450-2550

The building inspections division is responsible for plan reviews and inspection of all building and remodeling projects to ensure that they comply with state building, plumbing and mechanical codes.

Fire Permits & Inspections: 651-450-3492

The Inver Grove Heights Fire Marshall reviews plans, inspects and tests fire protection systems, fire alarm systems, storage tanks and dispensing systems.

Local & State Partners

River Heights Chamber of Commerce

The River Heights Chamber of Commerce is committed to its mission *'To aggressively promote the interests of the business community' through: advocacy, partnerships, member services and networking events.*
www.riverheights.com (651) 451-2266

Progress Plus Economic Development Foundation

Progress Plus ED Foundation is a partnership that coordinates development projects and promotes increasing the tax-base.
www.progressplus.org (651) 451-2266

City of Inver Grove Heights Economic Development Authority (E.D.A.)

The Economic Development Authority of the City of Inver Grove Heights is ready and able to work with businesses, both large and small, to assist in financing infrastructure, required improvements and on-site

amenities, as well as equipment and large capital purchases, including land. We work with Progress Plus, the River Heights Chamber of Commerce and the City of Inver Grove Heights to help expand or relocate your business and to bring new business to the City.

Open to Business Program

Growing or starting a small business is not easy. MCCD's Open to Business program offers free, one-on-one, confidential business consulting to help entrepreneurs in Open to Business cities through the process of growing or starting their businesses.

lcrow@mccdmn.org (651)554-3270

Dakota-Scott County Workforce Center

Their workforce and business development representatives can help you find the right workers, publicize jobs and access workforce data.

(651) 554-5622

Minnesota Department of Employment and Economic Development

Economy. Industry. Workforce. Incentives. See why Minnesota is the best place for your business expansion or relocation.

DEED.CustomerService@state.mn.us (952) 259-7114

South Metro Chapter of SCORE

Provides free and confidential business counselling whether starting a new business, buying or selling a business or managing an existing business.

www.southmetro.score.org (952) 890-7020

LOCAL FINANCIAL PARTNERS

Bremer Bank (651) 451-6822

Deerwood Bank (651) 634-6494

Home Federal Savings Bank (651) 405-2000

Key Community Bank (651) 457-7539

MidWestOne Bank (651) 451-2133

FINANCING & INCENTIVE PROGRAMS

The City will work with business to analyze project requirements including: planning, zoning, finance and marketing. Depending on the nature of the project, the following business incentives may be available:

Industrial Development

Revenue Bonds (IRBs)

Fixed rate, long-term, equal or below market rate financing to help industrial businesses with:

- new project land acquisition and construction
- additions to existing facilities
- purchase and renovation of an existing structure
- purchase of production equipment

SBA 7 (a) Loan Program

Assist firms with fewer than 250 employees and wholesale firms with annual sales of less than \$9.5 million in obtaining loans from banks and other lending institutions by guaranteeing up to 90 percent of the principal and interest; funds can be used for:

- working capital and inventory
- machinery and equipment
- purchase of land and buildings
- land acquisition
- renovation and construction of facilities

504 Loan Program

Long-term, fixed rate financing for up to 90 percent of the necessary capital to help business with:

- purchase of land and buildings
- rehabilitation and construction
- leasehold improvements
- purchase of machinery and equipment

Additional Incentives

Tax increment financing – available in various districts

- Tax abatement
- Low interest loans



ENVIRONMENTAL STEWARDSHIP

Inver Grove Heights, a Leader in Water Protection

The City of Inver Grove Heights is proud to be a recipient of an Environmental Leadership Award by the Minnesota Erosion Control Association (MECA) for the city's role in "Designing a City for Zero Storm Water Runoff." The MECA award highlights the project's leadership in advancing effective erosion and sediment control and storm water management that have advanced water resource quality in Minnesota. The City of Inver Grove Heights is a Green Step City and is conscious of its responsibility to be a sustainable community.



Plant your business...

Close to everything:

Downtown St. Paul: 5-10 minutes

Downtown Minneapolis: 20 minutes

MSP Airport: 12 minutes

World Renowned Mayo Clinic: 45 minutes

Mall of America: 10-15 minutes

There's a place that's not too far from Minnesota's metro core. It's at the heart of where the pulse of business beats strong.

It's a place where good business and healthy living come together to make more than good sense for anyone looking to start or relocate a business.

This place called Inver Grove Heights is where opportunity and the spirit of business soar to new heights; bringing prosperity and a higher quality of life to those who come this way.

Inver Grove Heights

Demographics

2014 estimates

Population.....	35,071
Population, percentage change.....	2.88%
Number of households.....	14,019
Persons per household	2.488
Median household income.....	\$64,640
Land area in square miles.....	27.76

Industry Statistics Q3 2016

Total number of Jobs	10,539
Total number of Businesses	598

Utilities

Electric/gas

Depending on the location of your home, electricity is provided by either:

Dakota Electric (electric)

(651) 463-6212

www.dakotaelectric.com

Xcel Energy (electric and/or gas)

(800) 895-4999

www.xcelenergy.com

Telephone, Internet & Cable

CenturyLink

(800) 244-1111

www.centurylink.com

Comcast

(800) 266-2278

www.comcast.com

Town Square Television/NDC4

(651) 450-9891

www.townsquare.tv

Workforce

According to DEED Local Area Unemployment Statistics (LAUS) data, the City of Inver Grove Heights had the following labor force statistics for

February 2017:

Labor Force: 19,454

Employment: 18,632

Unemployment: 822

Unemployment Rate: 4.2%



Inver Grove Heights City Hall

8150 Barbara Ave.

Inver Grove Heights, MN 55077

Ph: (651) 450-2500

www.ci.inver-grove-heights.mn.us



PROGRESS PLUS



MEMORANDUM

Hoisington Koegler Group Inc.



To: Comprehensive Plan Working Group
From: Brad Scheib and Tom Leighton – Comprehensive Plan Consultant Team
Subject: Agenda Memo – EDA Workshop #2
Date: 2 August 2017

Meeting Date: Monday 14 August 2017

As part of the comprehensive planning process we have three workshops planned with the EDA. The first workshop held April 10, 2017, focused on presenting information and brainstorming with the EDA key values, vision, and priorities. The second workshop (scheduled for August 14th) is to review the initial components of the draft strategic plan. The third workshop (to be scheduled following the August 14th) meeting will review key focus areas and strategic planning steps that are emerging from the comprehensive planning process.

We will cover the following topics on Monday August 14th:

1. Recap of work/discussion to date (5 minutes).
2. Purpose and Role of the EDA (10 minutes): We will discuss the purpose of the EDA (as it is established from the origination of the EDA) and how has it or should it evolve. We are looking for some discussion about the role the EDA currently plays and what role it should play in the future. Possible roles are suggested in slide 7.
3. Organizational Goals and Strategies (20 - 25 minutes): We have established a simple goal as follows: **to increase the effectiveness of the EDA through increased assertiveness and capacity alignment.** We need some discussion around the following questions.
 - a. How does this affect the role of the EDA?
 - b. Where does IGH want to be on the spectrum (passive to assertive)? (slide 12)
 - c. What resources do we need to bring to the table to be effective?
4. Substantive Goals and Strategies (15 -20 minutes): Based on the above discussion, we will spend the last portion of the meeting discussing suggested goals and strategies (slides 15-19) .
5. Next Steps and adjourn

STRATEGIC PLAN INVER GROVE HEIGHTS EDA WORKSHOP #2

August 14, 2017



OUTLINE

1. Recap of Work/Discussion To Date
2. Purpose and Role of EDA
3. Organizational Goals and Strategies
4. Substantive Goals and Strategies

RECAP OF DISCUSSION TO DATE

Local economic development/competitiveness

means:

Improving the economic well-being of a community
by creating and/or retaining jobs,
supporting or growing incomes,
and increasing the tax base

EDA Strategic Planning

Articulate values, understand competitive assets and opportunities

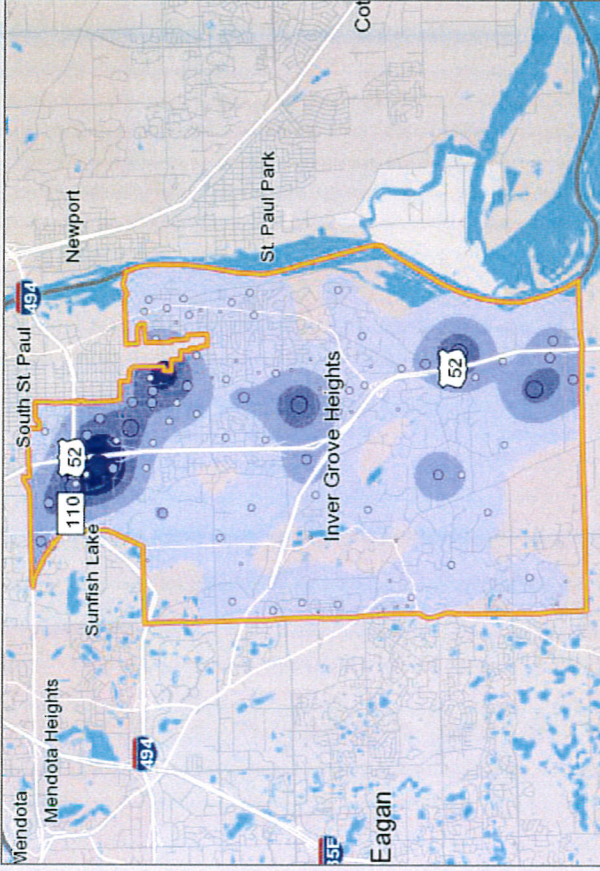
Identify and prioritize strategies, based on assets and opportunities

Align staff and resource capacity with strategic agenda

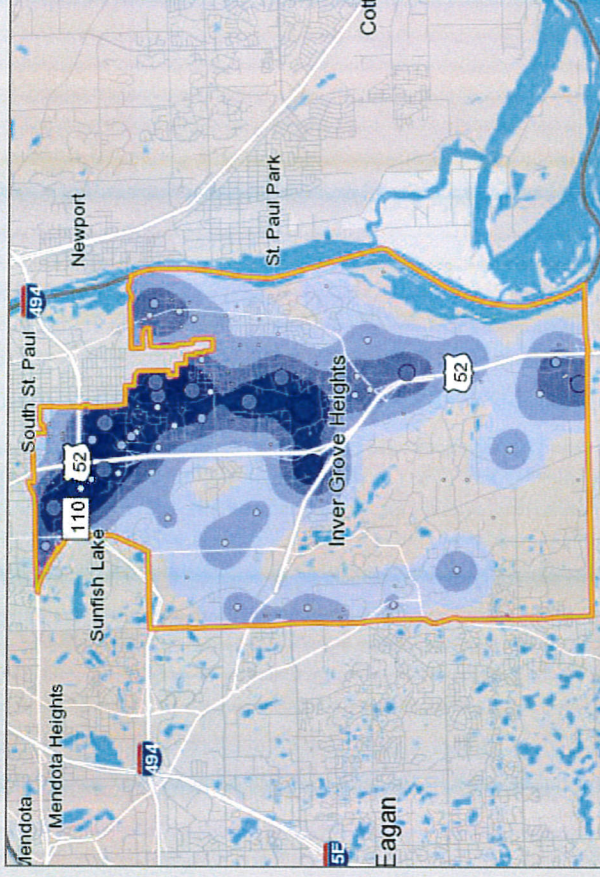
We Reviewed IGH Economic Conditions

Example: Job Locations by Earnings

Higher Paying Jobs



Lower Paying Jobs



Substantive Goals and Strategies:

What We Heard

Business Attraction and Retention

- A revolving loan program for existing and future businesses
- Assistance in filling existing vacant buildings (commercial and retail)
- Continued growth in reputation as a business friendly or supportive community

Concord Boulevard Redevelopment

- Mixed Use development, light industrial development, along Concord Boulevard

Retail Area Challenges

- Retail development kick started at Arbor Points
- Assistance in filling existing vacant buildings (commercial and retail)

Other/ General:

- Completion or beginning of major transportation projects
- Development of SE quadrant
- Increases in tax base or taxable value

EDA PURPOSE AND ROLE



EDA Purpose

“to carry out certain economic development, redevelopment, and housing activities...” **by...** building and growing the job base, increasing the tax base, and offering economic development services to its citizens and businesses.

However – its more than just jobs, services, and tax base...

And by... supporting a strong community that offers **great neighborhoods to live in**, a **strong park and recreation system**, **quality infrastructure** (including communication technology), a **safe and connected transportation system**, and **sustainable/efficient government**.

(Possible) EDA Roles

1. **Collaborators and Partners** – working with other agencies to further the City EDA goals AND other agencies goals
2. **Brokers and Facilitators** – bringing the players together and linking businesses/developers etc. to the resources
3. **Innovators** – researching and developing new ways to stay ahead of the curve – get out ahead of the next economic development opportunity wave
4. **Financiers** – using available tools to help close funding gaps, leverage public/private resources, or launching innovative economic strategies
5. **Developers** – assembling land that the private market is unable or unwilling to assemble and improving land to make opportunities more development ready and competitive in the market place
6. **Landlords** – owning, leasing, improving real estate in order to provide cost effective business start ups or incubator spaces
7. **Cheerleaders** – promoting and celebrating!

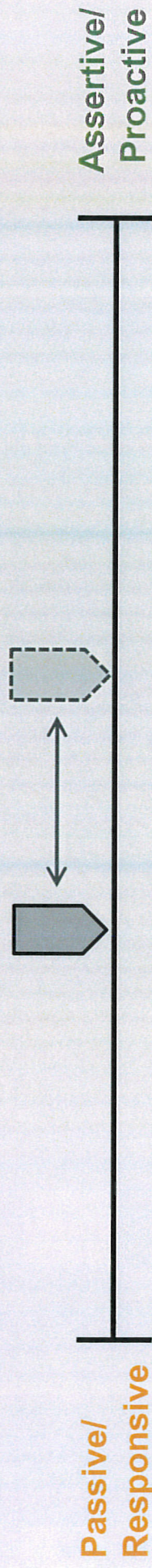
ORGANIZATIONAL GOALS & STRATEGIES



Organizational Development Goal

EDA will increase its effectiveness through increased assertiveness and capacity alignment

Where on the spectrum does IGH want to be?



Organizational Development Goal

EDA will increase its effectiveness through increased assertiveness and capacity alignment

Based on the desired Role, and where on the organizational spectrum the city aligns itself to, the city will need to align staffing and resources with its goals and strategies, so that:

- Languishing goals are advanced
- Expectations are realistic

SUBSTANTIVE GOALS & STRATEGIES



Substantive Goals & Strategies

Specific proposed strategies informed by:

- Existing and past EDA work plans
- What the EDA identified as priorities and desired accomplishments in Workshop #1
- Follow-up conversation w/ IGH staff
- Best practices for EDAs and Cities

Substantive Goals and Strategies

THREE STRATEGIC PRIORITIES:

- Inver Grove Heights wants to support the retention and growth of local businesses and new businesses
- Inver Grove Heights wants to foster catalytic redevelopment along Concord Boulevard
- Inver Grove Heights wants to address challenges in key retail areas to make them more vital and fill vacant spaces

Strategic Goal 1:

Support the retention and growth of local businesses

SHORT TERM (1 – 3 YEARS) STRATEGIES

- Develop a financial assistance program and policies for City businesses (including tax increment financing, tax abatement, and small business loans)
- Develop and maintain a current inventory of commercial land and buildings
- Attract and retain businesses in Inver Grove Heights through marketing the City and select properties
- Maintain the open to business program
- Maintain and strengthen the city's relationship with Progress Plus and the Chamber of Commerce
- Assess and align EDA staffing and resource capacity for administering business retention and growth strategies

LONG TERM (4 – 10 YEARS) STRATEGIES

- Develop a list of city businesses
- Develop a communications program with the business community
- Develop an ombudsman program, that would offer businesses a first point of contact and support for the City regulatory, licensing and development processes that businesses go through
- Enhance business retention through a business visitation program, setting targets for business visits

Strategic Goal 2:

Foster catalytic redevelopment along Concord Boulevard

SHORT TERM (1 – 3 YEARS) STRATEGIES

- Continue acquisition of property in the target areas
- Pursue demolition of buildings and environmental remediation, as funding allows, to prepare properties for redevelopment
- Review City/EDA acquisition policies and activities, with the goal of expediting site assembly, and ensuring that policies, resources and organizational capacity are aligned with the strategic need
- Utilize market analysis and fiscal impact analysis to identify plan components that are strongest from a return on investment standpoint

LONG TERM (4 – 10 YEARS) STRATEGIES

- Solicit developer interest in key sites
- Foster new development that is consistent with the Concord Boulevard Neighborhood Plan

Strategic Goal 3: Address challenges in key retail areas

SHORT TERM (1 – 3 YEARS) STRATEGIES

- Develop and implement a small area plans as a vehicle for evaluating retail challenges and undertaking development and retail vitality strategies that will strengthen store occupancy and vitality
- Evaluate the “right-sized” scale of retail spaces and land use in IGH – consider rezoning and compressing retail footprint
- Explore and implement best practices for encouraging tenancy and reducing vacancy,
 - retail recruitment, adopting disincentives for leaving space vacant, startup/pop up retail

LONG TERM (4 – 10 YEARS) STRATEGIES

- Develop and implement a small area plan or other strategic planning process for addressing retail challenges at the Interstate 494 interchange
- Develop and implement a small area plan or other strategic planning process for addressing retail challenges in the Cahill corridor

Next Steps

- Assemble a draft strategic plan
 - Present draft to EDA in Sept or Oct.
- Integrate key directives with the comprehensive plan update
- Implementation

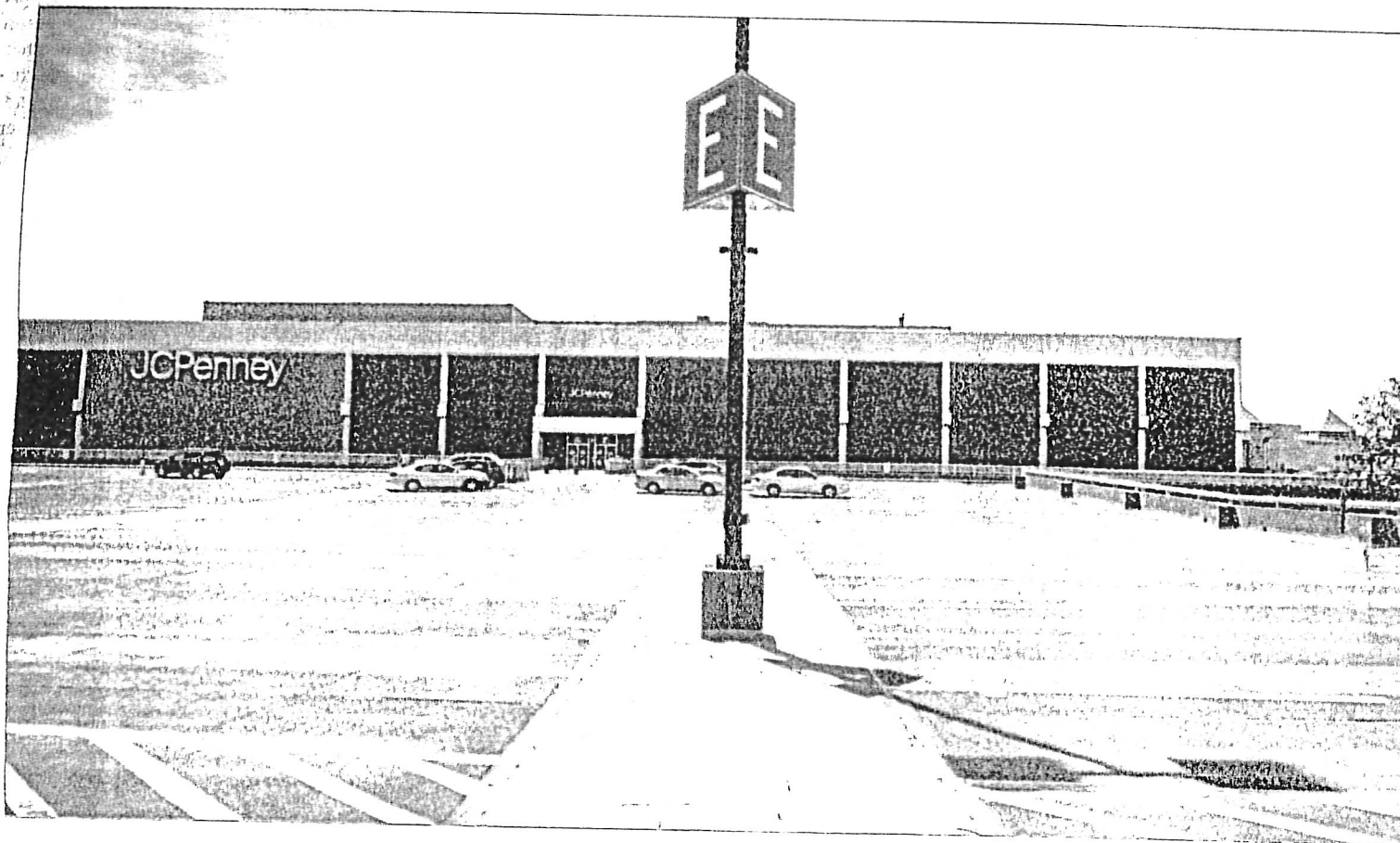
MEMO
CITY OF INVER GROVE HEIGHTS

TO: Inver Grove Heights Economic Development Authority
FROM: Thomas J. Link, Director of Community Development 
DATE: August 2, 2017 for Special EDA Meeting of August 14, 2017
SUBJECT: Articles Regarding the Retail Industry

Enclosed, for the EDA Boardmembers' information, are the following articles regarding retail activity:

- An article from the *Minneapolis Star Tribune* regarding changes to regional shopping malls
- The outline of a presentation given at the Regional Council of Mayors regarding changes in the retail industry
- An article in the *Minneapolis Star Tribune* regarding some cities' desire to dramatically increase employment to support retail activities

A REVOLUTION IN STORE



It's adapt or die for many malls as retailing faces dramatic new challenges.

Story by KAVITA KUMAR and JOHN EWOLDT • Photo by GLEN STUBBE • Star Tribune staff



Southdale Center in Edina offered plenty of parking on a Tuesday afternoon. J.C. Penney is among several stores closing there.

The tough times that face America's malls are starkly apparent around the Twin Cities metro area.

On a recent visit to Burnsville Center, at least 18 store fronts were empty. At Southdale, walls on the third floor are painted black to disguise the lack of tenants. Even the Mall of America is turning to smaller, local retailers to fill space that national chains once would have coveted.

The shopping mall, a concept that Southdale pioneered six decades ago, faces an existential crisis as consumers grow increasingly accustomed to buying online and as young people, once the lifeblood of malls, socialize on Snapchat and Instagram.

The ratings firm Moody's says there are more distressed retailers this year — 22 — than at the height of the Great Recession. Those that are struggling are drowning in high levels of debt while also playing catch up in e-commerce, said Charlie O'Shea, a senior Moody's analyst.

"There's only so many holes in the dike you can plug," he said. "And, oh, by the way, Amazon and Walmart and Target and all of the heavyweights are trying to also take market share. So you find yourself under siege."

The retail carnage has been vast.

See **MALLS** on A13 ►

22

Distressed U.S. retailers, according to Moody's.

20-25%

Of shopping malls will close in 5 years, says Credit Suisse.

Half

Of MOA's north wing still empty since 2015 opening.

COST OF AFFAIR, FAMILY RIFT, MEASURED IN 1

Story by JEFFREY MEITRODT • Photo by RENÉE JONES SCHNEIDER • Star Tribune staff

MALLS FACING A REVOLUTION

◀ MALLS from A1

Thousands of stores from Sears and J.C. Penney to Payless ShoeSource and Wet Seal have closed nationwide. More than a dozen retailers have filed for bankruptcy, the latest the upscale jeans retailer True Religion.

The massive disruption has happened so fast that malls are taping over the names of shuttered stores on their directories and putting up ads to fill suddenly empty storefronts. Managers are scrambling to find temporary fixes such as local mom-and-pop brands as they figure out what their next chapter will be in the age of Amazon.

Many believe that the eventual solution will be to dramatically change the character of mall properties. Instead of stores, many mall owners are already embracing new sorts of tenants such as a fitness center that is in the works at Southdale.

The latest round of closures leaves even those who like bricks and mortar shaking their heads.

On a recent Saturday, Whitney Wright was eating ice cream in the food court of Eden Prairie Center with Victoria's Secret bags nearby. The 14-year-old said she buys items online, but still likes to come out to shop in person to figure out her sizing.

The mall, she added, seemed kind of slow that day. "They need better stores."

Shifting strategies

Burnsville Center is looking for new ideas to adapt to the new circumstances.

The mall, which is turning 40 this year, will lose a Sears that has long been an anchor tenant in coming weeks. Stores already lost include Limited, PacSun and AirTraffic.

To replace the rent they're losing, mall officials say they're looking at things like adding an indoor ice skating rink or a bowling alley.

Stacey Keating, a spokeswoman for mall operator CBL & Associates, said the key is finding more entertainment-type offerings. "That's what sets us apart from online shopping."

As they look to stay relevant, mall operators have also been spending millions of dollars to renovate their properties. Ridgedale, which added a Nordstrom a couple of years ago, recently added an escape experience called Breakout and will soon open a Cheesecake Factory. Rose-dale recently lost Charlotte Russe, Hallmark, Children's Place and Gymboree but is in the middle of renovations to make way for a Von Maur department store, Crave restaurant, and more.

Nonetheless, some analysts who follow the retail sector are not optimistic. The firm Credit Suisse recently put out a report that forecast that 20 to 25 percent of shopping malls will close in the next five years.

Some retail observers have warned for years that the land-

scape is oversaturated. Some of the brands also are decades old, perhaps having run their course. Consumers have shifted preferences to off-price and fast-fashion stores like T.J. Maxx and H&M.

"It's really about the survival of the fittest," said David Brennan, a marketing professor at the University of St. Thomas. While some malls are successfully reinventing themselves, "others are treading water or are in decline."

Pady Regnier is among the retailers who have lost faith in malls. She operates gift shops in six airports and decided to try a pop-up store at Ridgedale over the holidays a few years ago. It went well, and she signed a one-year lease for her Uptown Minnesota gift shop.

But she was sobered to find that traffic was dead Monday through Thursday after the holidays. While the addition of Nordstrom at the mall may have helped other retailers, she didn't find it to be a boost for her.

"Malls are becoming showrooms for the internet," she said. "Without an online presence, watch out."

New attractions

Mall industry executives believe the answer to their current woes is to evolve into mixed-use developments with more restaurants, entertainment including bowling alleys and fitness centers, even housing and hotels.

"Malls were the fashion authority," said Michael McCarty, executive vice president at Simon Property Group, the largest mall operator in the U.S. and the owner of Southdale Center. "But we've reached a point where we have to ask, 'Do we need as much fashion?' Probably not."

While anchor stores such as Macy's used to be the main traffic drivers to malls, operators are thinking outside the box when it comes to replacing them as department stores struggle. Simon, for example, approached J.C. Penney about buying its spot at Southdale to put a state-of-the-art Life Time fitness center in its place, one of several that the Chainhassen-based fitness chain is opening at malls around the U.S.

Fargo-based Scheels, the outdoor sporting goods store, is also taking over some anchor spots at malls around the country. It's planning to do so at Eden Prairie Center, replacing a Sears that closed there last year with a 240,000-square-foot flagship store set to open in fall 2019 with a 16,000-gallon aquarium and a 65-foot Ferris wheel.

In recent years, malls have added more service-oriented businesses to draw in traffic: men's barbershops, eyebrow threading salons, nail studios and massage parlors among them. At Southdale, you can now even get a driver's license, since a Hennepin County Service Center opened a location there last year.

McCarty said finding new tenants for empty spaces is nothing new for malls.

"It's a constant evolution and we deal with it every day," he said.

Even the Mall of America has had to adjust.

The current retail contraction has slowed down the leasing of MOA's north wing, which opened in 2015 and is still only about half full. In the meantime, some of that space will be used for operations to support the Super Bowl early next year while the mall continues to negotiate leases with potential permanent tenants, said Jill Renslow, the mall's senior vice president of marketing and business development.

Gaping holes to plug

The mall has moved quickly to plug some holes with local tenants on temporary leases, such as vintage and fashion boutique Mona Williams and Worker B, a Minneapolis company that sells honey and related body products.

Recently, the closure of a BCBG Max Azria store along a heavily traveled corridor created a gaping hole that the leasing team wanted to fill, fast.

That's how Anne Kelly ended up landing a prime spot, almost Cinderella-like, near the Apple Store and Lululemon for her company's first brick-and-mortar store in its 20-plus-year history. The business, Mendota Heights-based JunoActive, sells activewear for plus-size women online.

Within a couple weeks of the closing of the BCBG, one of more than 100 stores that closed nationwide, Kelly had moved in with the help of the mall's staff, which helped with painting and store fixtures. She was open for business in May.

"We were on the fast track," she said.

At the same time, MOA is also finding more interest among, somewhat ironically, online shops that now want a brick-and-mortar presence. Examples include Kate Hudson's Fabletics and Untuckit men's shirt company, which is opening a store there this year.

It's also joined forces with the big kahuna itself — Amazon — by installing lockers at the mall where shoppers can pick up online orders if they don't want them left on the doorstep.

"What's great is it gets that online shopper into a brick-and-mortar environment," said Renslow. "Our goal then is to get them to stay" — to grab a bite to eat or do a little extra shopping.

Renslow also left open the possibility that Amazon might bring one of its new-concept bookstores to the Mall of America. When asked if the mall might get one, she said the mall is talking to Amazon about "several different opportunities."

"It's been a great partnership," she said of Amazon. "You have to embrace that change. We can't run away from it."

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Photos by JERRY HOLT • jerry.holt@startribune.com

Judith Meisel, left, and her sister, Rachel, linked arms in this photo, taken in Denmark about year after the country was liberated. The two shared many harrowing escapes.

Brave testimony from a Nazi camp survivor

◀ MEISEL from A1

guard from a death camp in Nazi-occupied Poland, who became the first to be charged there as an accessory to some 28,000 killings.

The sense of urgency to the cause has also added life to Meisel's story, which is still capable of surprising even her family — like her instant recognition of a guard who leered at her and other female prisoners each day as they undressed, before beating them.

"Nobody stopped them," Meisel said in a recent interview. "They didn't feel as if we were any kind of humans."

Last month, the Germans focused on Meisel's memory of life inside Stutthof alongside her mother and older sister. It meant revisiting painful memories: a guard tearing out her hair to put on a child's doll, the sight of her mother entering the gas chamber, and the agony of her fingernails pruned off by the camp commandant who kept his lush greenhouse in view of the doomed.

Weeks earlier, the Germans shared a list of questions to help Meisel prepare. But her son, Michael Cohen, a Minneapolis attorney, said they needn't worry.

"I just want you to know that my mother has a lot to share," he told them.

'How did I survive?'

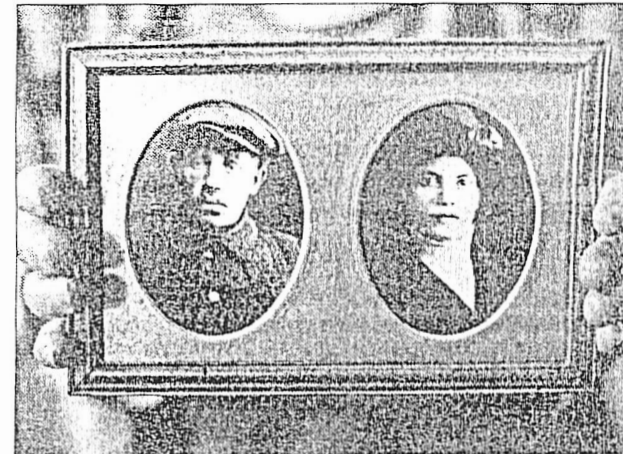
Etched in her memory, the date Meisel's mother died is also committed to one of the many logs the Nazis kept at Stutthof: Nov. 21, 1944.

"They were not trying to hide this," Cohen said. "This was something that they were very proud of."

Meisel also stepped one foot in the gas chamber that day but, after a drunk guard yelled at her, she tore off for one of many escapes that she still struggles to explain.

"I think all the time, 'How did I survive?'" Meisel said.

After the Nazis reached her home country of Lithuania in 1941, Meisel's family was soon segregated in one of



LOST GENERATION: Judith Meisel held a cherished photo of her parents, Osser and Mika Beker, circa 1938.

"I don't want to teach [people] a gruesome thing. I want to teach them how to make a better thing of life."

pounds when, at 16, she and Rachel were liberated in Denmark the following spring. To get there, they escaped the death march during a bombing raid, hid their Jewish faith while working for an abusive German family and survived the torpedoing of a boat they were on. Years later, they reunited with their brother, Abe, in Canada.

It was nearly 50 years before Meisel returned to Stutthof with her son and his son, Aaron. She closed her eyes and squeezed a handful of barbed wire fence. She put both feet inside the gas chamber.

"I walked in there and I started talking to God," Meisel said. "God, how could you allow this to happen?"

Reliving story takes toll
Last fall, a German judicial agency identified more Nazis

inspired a career in civil rights activism, and she has visited more than 320 high schools and college campuses. She will soon deliver her first talk at a nursing home.

But reliving her story takes a toll.

Shortly before she left Stutthof with her sister, Meisel said, a letter was tossed her feet from the men's side of the camp. On it was a message scrawled in Yiddish: "hold on, the war is going to be over."

A starving Meisel then shoved the note in her mouth, choking it down, but she was caught by a commandant who tore off her fingernails with pliers as punishment.

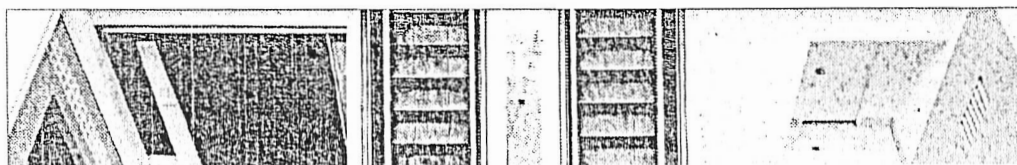
In all the years since, she has polished her nails on one.

"I could never put anything on because it reminded me of the blood on my fingernails," Meisel said, her voice breaking. "I never wanted to talk about it to anybody because it's so gruesome. I don't want to tell them a gruesome thing. I want to teach them how to make a better thing of life."

Not seeking revenge

It could be months before the Germans decide whether to bring charges against the guard. But in some ways, the visit to Meisel's living room has become its own milestone.

"Any opportunity to



THE CHANGING WORLD OF RETAIL

The bulk of the June RCM meeting was devoted to a three-pronged discussion of the retail market with both local and national data. The panelists came from diverse segments of the commercial real estate industry, and their presentations reflected perspectives unique to their roles. Topics included an assessment of the health of retail in the MSP region and its prognosis for the future, current trends in retailing both nationally and locally, what characteristics and demographics contribute to retail success, and a look at how retailing might continue to evolve over the long term.

PANELISTS

- John Johansson, Senior Vice President, Welsh Companies/ Colliers International
- James Tucker, Senior Director of Real Estate, Target
- Brandon Champeau, Vice President of Commercial Development, United Properties

JOHN JOHANNSON, SENIOR VP, WELSH COMPANIES/ COLLIERS INTERNATIONAL

[Link to Presentation](#)

POSITIVES IN OUR MARKET

- The data suggest a healthy market in the MSP region with 94.2% occupancy.
- Vacancy may rise modestly but not expected to eclipse 7% or so.
- Our market is seeing careful development and controlled expansion, mostly to keep pace with population growth.
- New grocers have increased competition in the market, and grocery continues to drive retail.
- The region has a strong demographic base and national retailers view our market as a strong and successful one.

CHALLENGES IN OUR MARKET

- High costs for new construction in terms of labor, materials, and regulatory compliance.
- Flat rents for 20 years mean new development is dependent on low interest rates and will dry up if rates rise.
- Consolidation in the big box sector paired with a lack of new concepts for those spaces.
- Limited small shop retail as these spaces turn into service and quick-serve dining.

E-COMMERCE IS LESS SCARY FOR BRICK AND MORTAR TODAY

- Online shopping is putting pressure on retailers but remains just 8.3% of the market.
- Products like books, music, and office supplies will never recover.
- Smart retailers are embracing technology and creating dual-focus experiences (online and in-store)
- Previous online-only retailers like Amazon and Sierra Trading Post are expanding into brick and mortar.

DOLLARS VOTE AND THOSE VOTES SHAPE THE MARKET

- Bankruptcy announcements make the retail market sound more volatile than it really is.
- Outdated retailers with poor concepts are the ones failing, and new concepts take their place.
- Some failure is a sign of health. Vacancies in strong trade markets will fill up. (e.g. Sears at Eden Prairie Center)

GROCERY DRIVES EVERYTHING

- Formats change, but demand is stable. Most grocery is still purchased in store and driven by repeat customers.
- Only 40% of food is purchased in groceries, so modern grocers are adapting and adding more prepared food.
- There are questions for concepts like Fresh Thyme that are not "one-stop shops." Will consumers make more than one trip long-term?

BANKRUPTCY ANNOUNCEMENTS AND PUBLIC PERCEPTION

1. A struggling retailer operates through the holiday season.
2. Planning for bankruptcy, they forego paying January and February rents.
3. Not paying rent triggers lease clauses allowing landlords to recover space.
4. Retailers then announce bankruptcy having saved two months of rent cost.
5. Several bankruptcies arrive at once and shape public perception.

WHAT LIES AHEAD

- Retail growth will be modest, if any. Most new construction will be built to keep pace with population growth.
- Cities should focus on retaining and attracting grocers. There is no retail market without a healthy grocery sector.
- New development will continue to be determined by interest rates apart from self-financed tenants (e.g. Target).

JAMES TUCKER, SENIOR DIRECTOR OF REAL ESTATE, TARGET

[Link to Presentation](#)

A FLIGHT TO QUALITY

- In general, the top ten or so markets are doing well, followed by a rapid drop-off.
- Fortunately, MSP is among the stronger markets.
- Nationally, we have a lot of retail. Approximately 25-50 sqft per person compared to 2 sqft in Europe.
- Retail everywhere is fleeing to quality—moving to digital, moving to better markets, moving to better retailers.

THE IMPORTANCE OF DEMOGRAPHICS AND DENSITY

- Good demographics—particularly high incomes and the presence of families—along with adequate density in a trade area are important for retail success.
- As big box vacancies grow, places with good demographics and adequate density recover (i.e. the Eden Prairie Center example above). In weak markets, losing anchors can trigger other retailers to not have to pay rent.
- Target is snapping up emptied boxes in top tier markets like Palo Alto, San Francisco, and Scottsdale.
- New small concepts are increasingly important for retailers like Target where they can get into dense areas with good demographics, especially major cities, college towns, and high-end markets like Beverly Hills.

REINVESTING IN STORES AND TECHNOLOGY

- Competing in grocery is challenging as the cost of groceries declines, but it is important to the overall business.
- In addition to developing new formats for dense areas, Target is focused on upgrading the store experience.
- This includes better digital technology both in store and online as well as more traditional remodeling.

BRANDON CHAMPEAU, VP OF COMMERCIAL DEVELOPMENT, UNITED PROPERTIES

[Link to Presentation](#)

E-COMMERCE IS STILL IN ITS INFANCY

- E-commerce is growing 20% annually even though it is only 8.5% of total retail, leaving a lot of room for growth.
- The growth of e-commerce is driving demand for “logistics real estate.” Distribution centers (product to store) are becoming fulfillment centers (direct to customer).
- These facilities are seen more and more as revenue drivers to commercial/industrial developers.

E-COMMERCE AND CITIES

- Companies are competing on last-mile delivery. Amazon does same-day and wants to get to same-hour delivery. This makes proximity to consumers increasingly critical.
- Cities will be challenged by retail, office, industrial and housing all wanting to be in the same places.
- There will also be growth in trucks, bikes and (possibly) drones making deliveries.
- Retailers are opting for smaller store footprints but still need to be able to get inventory to customers easily.
- This drives demand for larger, taller and possibly multi-story warehouses and “urban industrial” space.
- Urban industrial seeks to be close to customers, employees, amenities, transit and housing. Developers may seek ways to combine these in new mixed-use formats (e.g. offices or housing above a warehouse).

REALTIME TALENT

Following the retail discussion, Sandee Joppa, Executive Director of RealTime Talent shared a brief presentation introducing the mayors to her organization and outlining how they can work together.

SANDEE JOPPA, EXECUTIVE DIRECTOR

[Link to Presentation](#) and [Visit RealTime Talent](#)

- RealTime Talent is a public-private “innovation hub” that includes partners like Itasca, MSPWin, and Greater MSP
- RTT aims to positively impact the supply and demand of talent in the state. It is trying to fill some gaps by improving the effectiveness and efficiency of the workforce and education ecosystem in Minnesota.
- RTT aggregates job data from numerous sources like job posting boards like Monster and Indeed as well as all major corporate job board tools. They can share the number of jobs available, salaries, industries, and more.
- By providing access to data and responding dynamically to changes in the labor market, RealTime Talent helps employers, workers, and institutions make better market-based decisions.
- The RealTime Talent Exchange is a new tool that aims to improve how job seekers and employers connect. Most job descriptions are outdated, but talent tries to adapt resumes to meet what's listed. The Exchange is designed to improve this process, and it is free for job seekers. Employers pay \$19 per internship and \$39 per job.
- Cities can work with RTT to make sure job listings are visible and to improve talent attraction in their communities.

EXECUTIVE DIRECTOR'S UPDATE

ULI Minnesota operates four "product councils," which are confidential, invitation-only forums for candid exchange among public and private sector leaders from diverse communities of practice. At the most recent meeting of the Market Council, projects from Woodbury and Wayzata were featured, and Mayors Mary Giuliani Stephens of Woodbury and Ken Willcox of Wayzata contributed to the presentations and discussion. Each mayor was asked to reflect on their key learnings from that day.

MAYOR KEN WILLCOX, CITY OF WAYZATA

The featured Wayzata project was the Presbyterian Homes development near downtown Wayzata. Before it was completed, the project followed the adage, "be the third developer." There were project proposals that met the zoning requirements, but ultimately developers could not make the numbers pencil out. This situation can be mitigated if cities are flexible about requirements and work collaboratively with developers upfront. By the time Presbyterian Homes came forward, the City knew its rules could not work for a project to succeed. Wayzata agreed to allow the greater density and retail needed to make the project work while still getting what it wanted, including award-winning ecological design.

MAYOR MARY GIULIANI STEPHENS, CITY OF WOODBURY

The mixed-use CityPlace project on the State Farm site was Woodbury's contribution to the Market Council. Like Wayzata, Woodbury saw developers struggle to make a project work, though they never had a formal proposal other than the final product where Florida-based Elion Partners teamed up with Kraus Anderson. It is important that cities be open-minded about what developers bring to the table and build flexibility into requirements. It saved both sides time and money having meetings that did not lead to applications rather than getting further into the process before saying no.

COMING UP

The next meeting of the Regional Council of Mayors will be Monday, July 10th from 11:30 a.m. to 1:30 p.m. in the Seattle Room at Dorsey & Whitney, 50 South 6th Street, Minneapolis, MN.

JUNE 12TH ATTENDEES

MAYORS

Mary Giuliani Stephens	City of Woodbury (Co-Chair)
Elizabeth Kautz	City of Burnsville (RCM Founder)
Jim Adams	City of Crystal
Ardell Brede	City of Rochester
Kirt Briggs	City of Prior Lake
Bob Crawford	City of Elko New Market
Molly Cummings	City of Hopkins
Pat Elliott	City of Richfield
Jerry Faust	City of St. Anthony
Kathi Hemken	City of New Hope
Marvin Johnson	City of Independence
Dan Lund	City of Newport
Julie Maas-Kusske	City of Maple Plain
Tim McNeil	City of Dayton
Lisa Whalen	City of Minnetrista
Ken Willcox	City of Wayzata
Janet Williams	City of Savage
Gene Winstead	City of Bloomington

GUESTS

John Johansson, Welsh / Colliers; Brandon Champeau, United Properties; James Tucker, Target; Ellen Sahli, Family Housing Fund; Emily Goellner, City of Golden Valley; James Lenhoff, Ehlers; Judy Jandro, Bell Bank; Sandra Krebsbach, ATEA; Jean Kane, Collers; Rick Carter, LHB; Kristi Luger, City of Excelsior; Scott Steinkamp, RSP; Diane Norman, RSP;

Mark Casey, City of St. Anthony; Mike Ericson, City of Centerville; Patricia Nauman, Metro Cities; Karen Barton, City of Richfield; Bake Baker, McGough; Ron Orlando, Comcast; Erin Olson, RealTime Talent; Sandee Joppa, RealTime Talent

ULI MINNESOTA

Aubrey Austin, Cathy Bennett, Caren Dewar, David Baur

BUSINESS

Jobs bring retailers, suburban leaders say, as they map future growth plans

In Eagan, Maple Grove and Woodbury, a development formula is changing.

By Don Jacobson Special to the Star Tribune JUNE 8, 2017 — 6:26PM

Eagan, Maple Grove and Woodbury each rank near the top of Twin Cities suburbs for growth in retail real estate, and officials of each say they plan to continue that trend by bringing more jobs to their cities.

It's a decades-old commercial real estate axiom that "retail follows rooftops." That was very true in the decades following World War II and remains the case for outer-ring suburbs where farmland is still being converted to residential subdivisions. But for closer-in suburbs that have little or no virgin fields left to develop, the equation has changed.

For them, it's now "retail follows job growth."

Eagan, Maple Grove and Woodbury have changed their priorities to bring in new workers and industries, rather than strictly focusing on single-family residential housing. That, they say, is what will generate the retail expansions of the future.

Community development officials of each city brought that message and other insights this week to a meeting of the Minnesota Shopping Center Association. The group includes developers, retail real estate brokers, bankers, builders and others seeking signs from city leaders about what they and their residents are likely to favor going forward.

Eagan Community Development Director Jill Hutmacher and Dwight Picha, her Woodbury counterpart, each had an example of what's working for them now: Redevelopments of outmoded or vacant office buildings into mixed-use projects with significant retail elements, which are luring retailers new to their markets.

For Eagan, it's CSM Corp.'s Central Park Commons, the former 50-acre Lockheed Martin site that has been transformed into a 434,000-square-foot center. Anchored by Hy-Vee grocery, it also includes a Sierra Trading Post and new-to-Eagan restaurant concepts such as Naf Naf Grill, Cafe Zupas and Piada Italian Street Food, as well as a Fairview medical clinic.

For Woodbury, it's CityPlace, a partnership between Florida-based Elion Partners and Kraus-Anderson. After years of unsuccessfully trying to find a user for a vacant former State Farm regional headquarters, the city changed tack and backed new use for the land with a mix of retailers, hotels and medical offices. The result has been a booming 100-acre center anchored by Whole Foods and Nordstrom Rack.

"In the 1980s, Woodbury put in a lot of effort to land what was going to be the last 'Dale,' following Southdale, Brookdale, Rosedale and Ridgedale," Picha said. "In retrospect, seeing what's happened with the regional mall concept, it's probably a good thing for us it never happened."

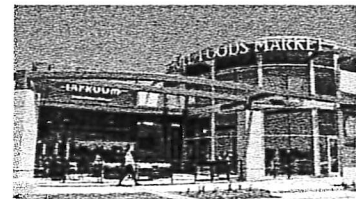
"Shopping habits are changing, and we're extremely happy how CityPlace is turning out," he said. "We now know it takes a wide variety of retailing concepts to support what's going to happen in the future. Our goal is to have 50,000 new jobs in Woodbury."

"For us, the future of retail is as components of higher-intensity mixed-use areas, not as stand-alone malls, and with new retail serving as an amenity to office development," added Eagan's Hutmacher, citing the upcoming Viking Lakes project as an example. In that 194-acre effort from the Minnesota Vikings, the planned retail element is to be partly geared toward new workers coming to the nearby new Prime Therapeutics offices, which are set to open next year.

Maple Grove City Administrator Heidi Nelson, meanwhile, also stressed her city's emphasis on luring new employers and encouraging retail as an adjunct of that goal.

"We're seeking to create between 47,000 and 50,000 new jobs, and we're shifting our land-use philosophy to support that workforce growth," she said.

Nelson said the city still has 2,500 acres of undeveloped land that could support retail, including parts of its gravel mining areas as well as its newest frontier: the newly connected intersection of Interstate 94 and Hwy. 610.



(http://stmedia.startribune.com/images/ows_149695515084)

"Shopping habits are changing, and we're extremely happy how CityPlace is turning out," a Woodbury official said.

"What we're hoping for there," she said, "is kind of a continuation of the march of office development that has happened along the 610 Corridor in Brooklyn Park, followed, of course, by more retail."

Don Jacobson is a freelance writer based in St. Paul. He is the former editor of the Minneapolis-St. Paul Real Estate Journal.

MEMO

CITY OF INVER GROVE HEIGHTS

TO: Inver Grove Heights Economic Development Authority
FROM: Thomas J. Link, Director of Community Development 
DATE: August 9, 2017
SUBJECT: Commercial and Industrial Activity – Second Quarter, 2017

1. PURPOSE/ACTION REQUESTED: This memo is for informational purposes only. It is not an agenda item.

2. BACKGROUND: The following is a list of commercial and industrial development activity from January through June 2017:

Danner Inc	6010 Concord Boulevard	Remodel building for contractor's yard
Clark Road Properties	11305 Clark Road	90,000 square foot mini-storage open storage yard

The following is a summary of commercial and industrial building permit activity from January through June 2017:

HealthPartners	5625 Cenex Drive	Interior remodel
Gertens	5681 Blaine Avenue	Interior remodel
Inver Grove Chiropractic	2940 – 65 th Street East	3,000 square foot addition
Trail Bend Building	11116 Courthouse Blvd	New construction – building and bathrooms
Castaways Marina	6140 Doffing Avenue	New construction - storage and amenities building
Bituminous Roadways	11201 Rich Valley Blvd	New construction – modular building to replace old building