



**INVER GROVE HEIGHTS
ECONOMIC DEVELOPMENT AUTHORITY AGENDA
MONDAY, April 26, 2021
In-Person Meeting and Via Zoom
6:00 P.M.**

NOTICE TO RESIDENTS: If you are interested in participating in the meeting, please contact Kim Fox prior to this meeting via telephone (651) 450-2545 or email (kfox@ighmn.gov) to inform her - your name, address and to what you wish to speak on. Individuals may submit written public comments in advance of the meeting by emailing comments to Kim Fox (kfox@ighmn.gov). Comments received prior to 4:00 p.m. on Friday, April 23, 2021 will be provided to the EDA at or before the April 26, 2021 meeting.

Phone Number to Reach Meeting: 651-450-2471

1. CALL TO ORDER

2. ROLL CALL

3. CONSENT AGENDA

- A. Consider Approval of Minutes from the February 8, 2021 Regular Economic Development Authority Meeting
- B. Consider Approval of Claims
- C. Accept Open to Business (OTB) Program 1st Quarter Activity Report

4. REGULAR AGENDA

- A. RESOLUTION APPROVING JOINT POWERS AGREEMENT WITH DAKOTA COUNTY COMMUNITY DEVELOPMENT AGENCY (CDA) AND 10 OTHER DAKOTA COUNTY CITIES TO ENGAGE WITH MCCD TO PROVIDE ENTREPRENEURIAL SUPPORT VIA A DAKOTA COUNTY "OPEN TO BUSINESS PROGRAM"
- B. RESOLUTION APPROVING A RIGHT OF ENTRY AGREEMENT WITH DAKOTA COUNTY 55077 1805 60TH STREET LAND TRUST
- C. Discuss Schedule for Next Quarterly EDA Meetings (May/Aug/Nov)
- D. EDA Executive Director Activity Report

5. NEXT MEETING

6. ADJOURN

**INVER GROVE HEIGHTS ECONOMIC DEVELOPMENT AUTHORITY REGULAR MEETING
MONDAY, FEBRUARY 8, 2021 - 8150 BARBARA AVENUE
In Person Meeting and Via Zoom**

1 & 2 CALL TO ORDER/ROLL CALL The Economic Development Authority (EDA) of Inver Grove Heights met in regular session on Monday, February 8, 2021. President Piekarski-Krech called the meeting to order at 6:00 p.m. Present were Economic Development Authority Members Murphy, Dietrich, Bartholomew and Gliva, Executive Director Rand, City Attorney Nason, and Secretary Fox.

3. CONSENT AGENDA

C. Disbursements

Motion by Bartholomew, second by Dietrich, to approve disbursements from November 20, 2020 to February 8, 2021.

Ayes: 5

Nays: 0 Motion carried

Motion by Bartholomew, second by Dietrich, to approve minutes from the November 9, 2020 Regular EDA Meeting and the December 14, 2020 Special EDA Meeting

Ayes: 5

Nays: 0 Motion carried

President Piekarski Krech asked if the two new councilmembers were permitted to approve minutes from meetings they had not attended.

City Attorney Nason replied in the affirmative.

4. REGULAR MEETING

A & B. Hold Public Hearing to Approve Sale of Property Located at 1805 - 60th Street and Consider Resolution Approving the Purchase and Development Agreement and Sale of Property for Redevelopment Purposes to the Dakota County 55077 1805 60th Street Land Trust

Heather Rand, Executive Director, outlined the request for the EDA to hold a public hearing to consider the sale of a city lot zoned for residential use located at 1805 - 60th Street for the purpose of advancing economic development. Staff solicited an appraisal from Newmark Knight and Frank, which came back with an \$84,000 valuation for this lot. Staff then issued a Request For Proposal and received one proposal from Eric Gullickson, doing business as Dakota County 55077 1805 60th. The proposal was found to be complete. The proposal offers a purchase price of \$90,000 for the purpose of constructing up to a 6-bedroom, 3-bath 3,000 square foot residential home with attached two-car garage in conformance with all city and state codes at an approximate value of \$450,000. Mr. Gullickson has constructed other projects in the City, most recently construction a new home at 5641 Babcock Trail and a renovation at 5039 Brent Avenue. The homes will be utilized for home health care residences and are licensed by the State and are a permitted use. Ms. Rand showed a diagram of the required setbacks for the lot, including a utility right-of-way at the corner of Babcock Trail and 60th Street. Staff recommends approval of the purchase and development agreement and sale of property to Dakota County 55077 1850 60th.

President Piekarski Krech opened the public hearing.

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There was no public testimony.

Motion by Gliva, second by Bartholomew, to close the public hearing.

Ayes: 5

Nays: 0 Motion carried.

Boardmember Bartholomew stated he supported the sale.

Motion by Bartholomew, second by Murphy, to approve Resolution No. 21-01 Approving the Purchase and Development Agreement and Sale of Property for Redevelopment Purposes to Dakota County 55077 1805 60th

Ms. Rand shared a rendering of the proposed house and an engineering map demonstrating the required right-of-way and utility easement. These areas will be incorporated into the legal description at the point of sale. She hoped that language regarding these easements would be included in the motion.

President Piekarski-Krech asked if that language would need to be included in the purchase and development agreement.

City Attorney Nason replied that there is a reference in the purchase agreement regarding the need for a drainage and utility easement. The intent is to attach the diagram that Ms. Rand displayed as Exhibit B to the purchase agreement.

President Piekarski-Krech asked if the EDA needed to do anything additional regarding this language.

City Attorney Nason replied that the motion to approve the resolution authorizing the execution of the agreement should include the diagram in the purchase agreement listed as Exhibit B.

The motioner and seconder agreed to add that language to their motion.

Ayes: 5

Nays: 0 Motion carried.

C. Executive Director Activity Report

Heather Rand, Executive Director, summarized last quarter's activities. She advised that Small Area Plans are underway for 1) the underdeveloped area north of Highway 55 and 2) the area west of Argenta Trail, south of Highway 55 and east of Argenta Trail. The hope is that they will provide direction on maximizing development in those areas and minimizing any conflict with existing land uses. The creation of a Railroad Quiet Zone continues to move forward. Consultants from the Union Pacific Railroad will be visiting the City in March to evaluate what improvements are needed and what the costs will be. City community development and communications staff are partnering with River Heights Chamber of Commerce, the CVB, and others to work on placemaking initiatives for the purpose of growing a stronger sense of awareness of existing commercial corridors in IGH. The EDA has indicated they may want to change the composition of the EDA to include community members. She suggested they bring options back to the City Council in the coming months, perhaps at a work session in April. Ms. Rand advised that

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typically officer elections take place at the first regular EDA meeting of the year, and she suggested that be done tonight.

President Piekarski-Krech asked if that could be done when it was not on the agenda.

City Attorney Nason replied that the EDA could make a motion to add it to the agenda.

The EDA discussed who the current officers were, and it was determined that Piekarski-Krech was President, Bartholomew was Vice-President, former EDA member Tourville had been Treasurer, the Finance Director was Assistant Treasurer, and the Executive Director's designee Kim Fox was Secretary.

Motion by Bartholomew to elect Piekarski-Krech as President, Dietrich as Vice-President, and Fox as Treasurer.

City Attorney Nason advised that the Treasurer role must be filled by an EDA member.

Bartholomew modified his motion to elect Piekarski-Krech as President, Dietrich as Vice-President, and Gliva as Treasurer.

City Attorney Nason asked who would hold the Assistant Treasurer and Secretary positions.

President Piekarski-Krech replied City Finance Director Amy Hove would hold the Assistant Treasurer position and the Executive Director's Designee Kim Fox would hold the Secretary position.

Ms. Rand summarized the motion by Bartholomew to elect Piekarski Krech as President, Dietrich as Vice-President, Gliva as Treasurer, City Finance Director Amy Hove as Assistant Treasurer and Executive Director's Designee Kim Fox as Secretary.

Second by Gliva.

Ayes: 5

Nays: 0

Motion carried

5. NEXT MEETING - The next regular EDA meeting is scheduled for May 10, 2021 at 6:00 p.m.

Boardmember Murphy asked for further information regarding adding additional people to the EDA.

President Piekarski-Krech advised that when the EDA was reinvigorated a few members suggested other members be added to the Board. Her recollection was that they ultimately chose not to do that because non-councilmembers were required to serve something like an eight-year term. She noted that perhaps that has changed since then.

Boardmember Murphy asked if ultimately it would be Council's decision to change the model.

President Piekarski-Krech replied in the affirmative. She suggested perhaps Ms. Rand provide a refresher course on what things needed to be done by Council versus the EDA and why it was important to have both.

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Boardmember Bartholomew replied that he would like that as well. He agreed that his recollection was that there was talk of adding non-voting members to the EDA, but things stalled out because of the eight-year term.

Boardmember Murphy supported bringing in additional members to the EDA.

Boardmember Bartholomew agreed but was concerned about giving non-elected officials that kind of authority for such a long length of time.

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

City of Inver Grove Heights EDA Operations Fund 290

AGENDA ITEM 3B

Budget vs Actual through 3/31/2021

Account Description	2021 Amended Budget	3/31/21 Actual	Budget Remaining
Investment Earnings	-	-	-
Grants	15,000.00	-	15,000.00
Operating Transfers In	65,800.00	16,449.99	49,350.01
Total Revenue	80,800.00	16,449.99	64,350.01
Personnel	20,000.00	4,088.95	15,911.05
Prof/Tech Services	92,300.00	86.53	92,213.47
Purchased Services	500.00	125.01	374.99
Other Purchased Sevices	15,600.00	464.99	15,135.01
Supplies	100.00	-	100.00
Total Expenditure	128,500.00	4,765.48	123,734.52
Fund 290 Surplus (Deficit)	(47,700.00)	11,684.51	59,384.51

Claim on Cash

273,063.09



City of Inver Grove Heights

Detail Report

Account Detail

Date Range: 12/31/2020 - 3/31/2021

[290.100.1010199](#)

Claim on Cash

Post Date	Packet Number	Source Transaction	Pmt Number	Description	Vendor	Project Account	Amount	Running Balance
				Agrees to Previous report ending 12/31/20				262916.78
06/01/2020	GLPKT26546	JN12852		Record 1st Half Interest Allocation			421.35	263338.13
11/30/2020	APPKT03836	DFT0011198		WELLS FARGO CREDIT CARD ACH SEC REI PMT	11726 - WELLS FARGO CREDIT CARD ACH		-240	263098.13
11/30/2020	APPKT03836	DFT0011198		WELLS FARGO CREDIT CARD ACH SEC REI PMT	11726 - WELLS FARGO CREDIT CARD ACH		-39	263059.13
11/30/2020	APPKT03836	DFT0011198		WELLS FARGO CREDIT CARD ACH SEC REI PMT	11726 - WELLS FARGO CREDIT CARD ACH		-200	262859.13
12/01/2020	GLPKT26555	JN12858		RECORD 2ND HALF INTEREST ALLOCATION			929.06	263788.19
12/31/2020	APPKT03849	DFT0011211		WELLS FARGO CREDIT CARD ACH SEC REI PMT	11726 - WELLS FARGO CREDIT CARD ACH		-175	263613.19
12/31/2020	APPKT03849	DFT0011211		WELLS FARGO CREDIT CARD ACH SEC REI PMT	11726 - WELLS FARGO CREDIT CARD ACH		-295	263318.19
12/31/2020	APPKT03849	DFT0011211		WELLS FARGO CREDIT CARD ACH SEC REI PMT	11726 - WELLS FARGO CREDIT CARD ACH		-39	263279.19
12/31/2020	APPKT03854	DFT0011214		LEVANDER, GILLEN & MILLER P.A. SEC REI PMT	00538 - LEVANDER, GILLEN & MILLER P.A.		-324	262955.19
12/31/2020	GLPKT26393	JN12763		Corr Misc coding			1100	264055.19
12/31/2020	GLPKT26557	JN12860		Record December Interest Allocation 2020			21.92	264077.11
12/31/2020	GLPKT26579	JN12867		Journal Entry			-1348.57	262728.54
01/01/2021	GLPKT25848	JN12478		Record January Allocations & Depreciation			5425	268153.54
01/12/2021	APPKT03784	234088		HOISINGTON KOEGLER GROUP INC. SEC REI PMT	03358 - HOISINGTON KOEGLER GROUP INC.		-1874.18	266279.36
01/15/2021	PYPKT01718	PYPKT01718 - PR 01/15/		Packet PYPKT01718: PR 01/15/21 - IFT			-678.07	265601.29
01/29/2021	PYPKT01740	PYPKT01740 - PR 01/29/		Packet PYPKT01740: PR 01/29/21 - IFT			-682.28	264919.01
02/01/2021	GLPKT26372	JN12752		Record February Allocations & Depreciation			5425	270344.01
02/12/2021	PYPKT01751	PYPKT01751 - PR 02/12/		Packet PYPKT01751: PR 02/12/21 - IFT			-678.07	269665.94
02/23/2021	APPKT03860	234578		TASC GENESIS EMPLOYEE BENEFITS, INC SEC REI PMT	11063 - TASC GENESIS EMPLOYEE BENEFITS, INC		-0.77	269665.17
02/26/2021	PYPKT01756	PYPKT01756 - PR 02/26/		Packet PYPKT01756: PR 02/26/21 - IFT			-682.28	268982.89
03/01/2021	GLPKT26373	JN12753		Record March Allocations & Depreciation			5425	274407.89
03/02/2021	APPKT03876	234618		TASC GENESIS EMPLOYEE BENEFITS, INC SEC REI PMT	11063 - TASC GENESIS EMPLOYEE BENEFITS, INC		-0.77	274407.12
03/12/2021	PYPKT01767	PYPKT01767 - PR 03/12/		Packet PYPKT01767: PR 03/12/21 - IFT			-672.09	273735.03
03/23/2021	APPKT03904	234820		TASC GENESIS EMPLOYEE BENEFITS, INC	11063 - TASC GENESIS EMPLOYEE BENEFITS, INC		-0.77	273734.26

03/26/2021	PYPKT01777	PYPKT01777 - PR 03/26/	SEC REI PMT				
04/06/2021	APPKT03916	234936	Packet PYPKT01777: PR 03/26/21 - IFT			-671.17	273063.09
			TASC GENESIS EMPLOYEE BENEFITS, INC	11063 - TASC GENESIS EMPLOYEE BENEFITS, I		-0.22	273062.87
			SEC REI PMT				
04/06/2021	APPKT03916	234936	TASC GENESIS EMPLOYEE BENEFITS, INC	11063 - TASC GENESIS EMPLOYEE BENEFITS, I		-0.77	273062.1
			SEC REI PMT				
04/06/2021	APPKT03916	DFT0011282	LEVANDER, GILLEN & MILLER P.A. SEC REI	00538 - LEVANDER, GILLEN & MILLER P.A.		-84	272978.1
			PMT				
04/09/2021	PYPKT01780	PYPKT01780 - PR 04/09/	Packet PYPKT01780: PR 04/09/21 - IFT			-739.14	272238.96
04/13/2021	APPKT03927	234992	HOISINGTON KOEGLER GROUP INC. SEC	03358 - HOISINGTON KOEGLER GROUP INC.		-10676.5	261562.46
			REI PMT				

City of Inver Grove Heights EDA Acquisitions Fund 291

Revenues Over (Under) Expenditures by Project

Project costs to Date as of 3/31/2021

Project	Revenues	Expenditures	Revenue Over (Under) Expenditures
E001 - Golf Course Land Purchase	358,670.60	358,670.60	-
E002 - 8195 Babcock Trail	356,932.86	218,461.42	138,471.44
E003 - 6671 Concord	159,997.07	159,999.47	(2.40)
E004 - 6685 Concord	139,558.22	139,560.62	(2.40)
E005 - River Country Cooperative	686,043.14	686,043.14	-
E006 - 6845 Dixie Ave	337,558.78	337,545.29	13.49
E007 - 4196 68th St E	228,245.59	228,247.99	(2.40)
E008 - 6639 Concord	525,972.13	525,977.96	(5.83)
E009 - 6656 Doffing	-	450.00	(450.00)
E010 - McPhillips	502,219.20	502,224.00	(4.80)
E011 - 6863 Dickman Trail	-	3,000.00	(3,000.00)
E012 - 6840 Dixie Ave E	-	21,958.88	(21,958.88)
E013 - 6900 & 6910 Dixie Ave	274,723.49	274,724.78	(1.29)
E014 - 6653 Concord Blvd	217,090.04	217,092.44	(2.40)
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)

Claim on Cash

E002 - Land Available for Sale

Accounts Payable

E002 - Loan from Host Community Fund for Land Purchase

**Account Balances as
of 3/31/21**

(44,930.90)

1,138,500.00

-

1,000,000.00



City of Inver Grove Heights

Account Detail

Date Range: 1/01/2021 - 3/31/2021

Fund: 291 - EDA ACQUISITIONS

[291.100.1010199](#)

CLAIM ON CASH

Post Date	Source Transaction	Description	Vendor	Amount	Running Balance
		Agrees to Previous report ending 12/31/20			-44906.98
01/31/2021	GLPKT26331	JN12759	1/2021 city up	-21.5	-44928.48
02/28/2021	GLPKT26633	JN12901	February 2021 City UP	-2.42	-44930.90



Clients Served

Client Inquiry	3
Existing - Challenged	14
Existing -Opportunity	26
Pre-start planning	21
Start-up	9
Total	73

Business Owner Demographics

Low-Income Owned	22
BIPOC or Immigrant	
Owned	25
Woman Owned	41

Financing & Access to Capital

Approved	(YRLY Total)	\$ 5,000.00
Equity	(YRLY Total)	\$ 6,000.00
Facilitated	(YRLY Total)	\$ 25,000.00

Program Hours

	TA	Program HRS
1 st QTR	281.25	318
Total	281.25	318

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

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

AGENDA ITEM 3C

Dakota County Quarterly Report – 3.31.2021

Open to Business

3137 Chicago Ave
Minneapolis, MN 55407
612-789-7337

Industry Segment

Construction / Real Estate	7
Food	11
Health/Fitness	5
Manufacturing	2
Consulting	6
Retail	16
Service	16
Technology	3
Wholesale / Distribution	1
Other	6
Total	73

Referral Source

Bank Referral	3
Entrepreneur	2
Friends and Family	3
Municipality	41
MCCD Partner	8
Other	6
Web	10
Total	73

City Business Resident

Apple Valley	6	4
Burnsville	11	13
Eagan	8	6
Farmington	8	9
Hastings	9	7
Inver Grove	5	5
Lakeville	5	6
Rosemount	4	5
Mendota Heights	2	2
South St. Paul	3	3
West St. Paul	7	5
Other / No Data	5	8

Direct Financing & Access to Capital*

In recent months there has been unprecedented opportunities for small business relief capital in the form of grants as well as low-cost and forgivable loans which has contributed to reduced demand for traditional small business lending. MCCD staff has focused our efforts on directing clients to the available relief grants and loans. Recently we have seen traditional lending inquiries from clients and financial partners pick up again as businesses are stabilizing and shifting back into growth mode.

Loan Closed - (Q2 - 2021):

Business Type: Dessert Vendor with Food Trailer

Location: Inver Grove Heights

Referred by: Partner Organization

OTB Financing: \$5,000.00

Owner Equity: \$6,000.00

Other Financing: \$25,000.00

Overview: This 100% BIPOC-woman-owned dessert business sells sweets at festivals and pop-up events on a seasonal basis. The business owner is growing her business by investing in a fully equipped food trailer. This investment will result in new efficiencies for the business as she has been operating as a food stand and spends valuable time and resources setting up, loading equipment, traveling back and forth to events, and packing up when weather is bad. The new trailer will allow her to focus more time on her customers and give her increased flexibility.

The financing secured comes after working closely with Open to Business for approximately 24 months. In that time, the business owner has built her branding, social media presence, budgeting skills, and financial projections in preparation for the loan request with her credit union. The total funding is \$36,000. OTB is directly financing the purchase of baking equipment for the build-out of the trailer, as well as working capital for the overall project.

***Does not capture relief loans/grants/funding facilitated by MCCD staff.**

Q1 Highlights, Networking, & Outreach

- MCCD is building on our existing relationships with local partners and institutions to bring group learning opportunities to small business owners and entrepreneurs in the form of webinars and Q&A sessions.
 - The first group learning session kicked off in March. MCCD facilitated and hosted a virtual Q&A session where attendees heard from a panel of legal experts from the University of Minnesota Law School on a range of business law topics. The session was recorded and will remain a reference tool in MCCD's resource library for staff and clients going forward.
 - Dates for future events will be announced in the coming weeks. Business owners and entrepreneurs who wish to stay informed about future events and learning opportunities can email events@mccdmn.org to subscribe.
- Meetings, presentations, webinars, and events that occurred in Q1 and early April include the City of Burnsville presentation on Jan 27, City of Apple Valley presentation Jan 28, Wings Financial meeting on Feb 11, Dakota Co. Library webinar Feb 16, Dakota County CDA presentation on Feb 16, Inver Hills Community College webinar Feb 23, City of Eagan check in Mar 1, Dakota Co. Library webinars Mar 2 & Mar 9, virtual attendance at South Saint Paul State

of the City Mar 11, virtual attendance at the City of Burnsville State of the City Mar 17, virtual attendance at Lakeville Chamber Event Mar 18, hosted the U of M Law Clinic Q&A webinar on Mar 25, South Saint Paul presentation Apr 5, Mendota Heights presentation Apr 6, Northeast Bank meeting Apr 8.

- Meetings, presentations, and events slated for Q2 include the City of Rosemount presentation on April 20, virtual attendance at Farmington State of the City on April 29, virtual attendance at Eagan State of the City May 27, City of Eagan check in June 14.
- Virtual office hours continue to be available Mondays and Wednesdays from 1 – 3 PM and Friday mornings from 9:30 – noon. The signup link is in my email signature. Please share with clients and contacts as you see fit.
- MCCD recently joined EDAM with an Organizational Membership. We look forward to seeing those that are members at future events.
- OTB's Business Boot Camp is accepting applications. The program is designed to provide support and in-depth assistance specifically for existing businesses. Over the course of four weeks, participants engage in a multi-session curriculum tailored to their business needs and goals. Working with a team of advisors, participants will dedicate focused time to set strategic objectives, think critically, and develop strategies relevant to their unique situation. Boot Camp graduates finish the program with a custom work plan and actionable steps to take to reach their goals. Visit www.mccdmn.org/bootcamp for more information. The first "graduate" is a Hasting business owner who found the program to be rewarding and valuable.
- A refreshed Client Intake Form now includes intersectional and diverse identity options for gender and race. The form also now offers an opt-in where clients may elect to receive updates from MCCD/OTB regarding new programs and business resources via email.
- In keeping with MCCD's core values of stewardship and accountability, quarterly Open to Business reports now include data on the number of business served that are owned by individuals who are low income, BIPOC or immigrant, and women.
- MCCD is pleased to announce that Chipo Monga joined the Loan Operations team as a full time Loan Specialist Associate. Chipo's role on the front-end of loan servicing sees that both internal and external loan queries are handled in a timely and professional manner. Originally from Zambia, which has more than 70 dialects and languages, Chipo speaks Tonga/Nyanja and Bemba fluently.
- Staff photos and bios are now live on the website. Get to know the whole MCCD team at www.mccdmn.org/about/5-staff-directory

Selected Client Feedback

- *"It feels great to finally get my books in order, thank you so much!" Eagan Business Owner, Landscaping Industry*
- *"Thank you for sending the grant opportunity to me earlier last month. We got the grant. :) It will help a lot." Farmington Business Owner, Construction Industry*
- *"Today is our grand opening and I'd love for you to stop in!!! Thank you so much for all the help you have been giving me!!!" Burnsville Business Owner, Retail Industry*
- *"Thank you for meeting with me last week and for all of the great ideas and pointers you shared! Our meeting was so helpful!" Lakeville Business Owner, Service Industry*
- *"Thank YOU for being such a great resource for our community!" Chamber Contact in Dakota Co.*

Business Description	Industry	Business Stage	Business Source	City Impacted - Business	City Impacted - Resident	Other Cities Impacted (Manual)	Additional Comments	All Assistance Provided	Total Hours	Q1 TA Hours	Q2 TA Hours	Q3 TA Hours	Q4 TA Hours	Owner Equity	Approved MCCD/OTB Financing	Approved Outside Financing	Low-Income Owned (0 = No, 1 = Yes)	BIPOC or Immigrant Owned (0 = No, 1 = Yes)	Woman Owned (0 = No, 1 = Yes)
Dessert Vendor	Food	Existing - Opportunity	Other	Inver Grove Heights	Inver Grove Heights		New Loan Approved Q2 2021	Business Plan Development;Cash Flow Analysis & Projections;Loan Facilitation;General business issues/guidance	12	12	0	0	0	\$ 6,000.00	\$ 5,000.00	\$ 25,000.00	0	1	1
Self Storage	Service	Existing - Opportunity	Bank Referral	West Saint Paul	Inver Grove Heights		Loan review, servicing and support for existing loan client	Other Loan Related	0.75	0.75	0	0	0				0	0	0
Restaurant	Food	Existing - Opportunity	Municipality	West Saint Paul	Inver Grove Heights		Existing Loan client	TAActivity;Networking/referrals	1.75	1.75	0	0	0				0	0	1
Gasoline station and C-store	Retail	Existing - Opportunity	Bank Referral	Minneapolis	Burnsville		Existing Loan client	TA for Existing Clients;Other Loan Related	0.75	0.75	0	0	0				0	0	0
General Contractor	Construction / Real Estate	Existing - Challenged	Municipality	Farmington	Farmington		Existing Loan client	Networking/referrals;General business issues/guidance;TA for Existing Clients;Other Loan Related	1	1	0	0	0				1	0	1
Restaurant	Food	Existing - Challenged	Web	Eagan	Eagan		Existing Loan client	Networking/referrals;Other Loan Related	1.25	1.25	0	0	0				0	1	0
Clothing Boutique	Retail	Existing - Opportunity	Municipality	Hastings	Hastings		Existing loan client, reach out to see how they are fairing.	Other Loan Related;TA for Existing Clients	2	2	0	0	0				0	0	1
Art Store	Retail	Existing - Challenged	Other	Stillwater	Lakeville		Existing Loan client	Other Loan Related;TA for Existing Clients	4.75	4.75	0	0	0				0	0	0
Restaurant	Food	Existing - Opportunity	Municipality	Apple Valley	Apple Valley		Existing Loan client	Tax Advice & Assistance;Other Loan Related;TA for Existing Clients	2	2	0	0	0				1	1	1
Swim School	Professional / Consulting	Existing - Challenged	Other	Apple Valley		Eagan; Lakeville	Client has multiple business locations including Apple Valley, Lakeville, and Eagan	Initial Consultation;Networking/referrals;General business issues/guidance	2	2	0	0	0				0	0	1
Mobile Game Developer	Technology	Start-up	Municipality	Apple Valley	Apple Valley		In depth pre loan work on business and financial planning	Initial Consultation;Business Plan Development;Cash Flow Analysis & Projections;Marketing;Strategic planning;Networking/referrals;Operation/logistics	15.5	15.5	0	0	0				0	1	0
Workshopping ideas	Service	Pre-start planning	Entrepreneur	Apple Valley	Apple Valley		Client wants to start a business and wanted to workshop / brainstorm a number of business ideas	Strategic planning;Initial Consultation	4.5	4.5	0	0	0				1	1	1
RV Rental	Retail	Existing - Opportunity	Municipality	Apple Valley	Apple Valley			Initial Consultation;Real estate analysis;Operation/logistics	1.5	1.5	0	0	0				0	0	1
franchise opportunity	Service	Pre-start planning	Municipality	Apple Valley	Burnsville			Initial Consultation	0.5	0.5	0	0	0				1	0	1
Coffee and Confections	Food	Pre-start planning	Municipality	Burnsville	Burnsville		Client wants to start a business and needs help scoping their ideas/concepts.	General business issues/guidance	1	1	0	0	0				1	0	1
Home Health Care	Health / Fitness	Existing - Challenged	Municipality	Burnsville	Rosemount			General business issues/guidance	1.5	1.5	0	0	0				0	1	0
construction & remodeling	Construction / Real Estate	Client Inquiry	MCCD Community Partner/Member Org	Burnsville	Burnsville		Business Boot Camp application submitted	Business Plan Development	0.5	0.5	0	0	0				1	0	1
Promotional Items	Retail	Existing - Challenged	Municipality	Burnsville	Burnsville			Networking/referrals;Loan Facilitation	2	2	0	0	0				0	0	1
Life Coaching and Space Organization	Professional / Consulting	Pre-start planning	MCCD Community Partner/Member Org	Burnsville	Burnsville			Business Plan Development;Personal Financial planning;Marketing;Strategic planning;Operation/logistics;Business Registration	5	5	0	0	0				0	1	1
Mechanic	Service	Existing - Opportunity	Municipality	Burnsville	Burnsville			Initial Consultation;Networking/referrals;Other Loan Related	3	3	0	0	0				0	0	0
Car dealership	Retail	Pre-start planning	Municipality	Burnsville	Burnsville			Initial Consultation;Regulatory assistance;Zoning Assistance	1.5	1.5	0	0	0				0	1	0
Drive thru Coffee	Retail	Pre-start planning	Municipality	Burnsville	Burnsville			Initial Consultation;Real estate analysis;Regulatory assistance;Strategic planning;Networking/referrals;Operation/logistics	3.5	3.5	0	0	0				1	0	0
beauty business	Retail	Pre-start planning	Municipality	Burnsville	Burnsville			Initial Consultation;Business Plan Development;Marketing;Strategic planning;Networking/referrals;Licensing Assistance	3	3	0	0	0				0	0	1
textile production	Manufacturing	Start-up	Municipality	Burnsville	Burnsville			Initial Consultation;Business Plan Development;Networking/referrals;General business issues/guidance;Financial Management Assistance	4.5	4.5	0	0	0				0	0	1
Handyman services	Construction / Real Estate	Start-up	MCCD Community Partner/Member Org	Burnsville	Burnsville			Initial Consultation;Business Plan Development;Networking/referrals	2	2	0	0	0				1	0	0
Fitness and Health Education	Health / Fitness	Existing - Opportunity	Municipality	Eagan	Eagan			Cash Flow Analysis & Projections;Marketing;Operation/logistics;General business issues/guidance;Financial Management Assistance	13	13	0	0	0				1	0	1
Flooring	Service	Existing - Challenged	Other	Eagan	Eagan			Other Loan Related	0.5	0.5	0	0	0				0	0	0
Retail	Retail	Start-up	Municipality	Eagan	Eagan			Business Plan Development;Record keeping/bookkeeping;Marketing;Strategic planning;Networking/referrals;General business issues/guidance	12	12	0	0	0				1	0	1
Welding		Existing - Opportunity	Other	Eagan	Burnsville		Servicing for a loan client,	TA for Existing Clients;Other Loan Related	1.25	1.25	0	0	0				0	0	0

Lawn Care Business	Service	Existing - Opportunity	MCCD Community Partner/Member Org	Eagan				Record keeping/bookkeeping;General business issues/guidance;Operation/logistics;TA for Existing Clients;Financial Management Assistance	12.25	12.25	0	0	0				0	1	0
Restaurant	Food	Pre-start planning	Bank Referral	Eagan	Farmington			Business Plan Development;Loan packaging;Lease review/negotiation;Strategic planning;Networking/referrals;General business issues/guidance;Other Loan Related	16	16	0	0	0				0	1	0
Beverage & Tea Shop	Food	Start-up	Municipality	Eagan	Eagan			Business Plan Development;Marketing;General business issues/guidance;Loan Facilitation;Other Loan Related;Initial Consultation;Loan packaging	8	8	0	0	0				0	1	1
Beauty Supply		Existing - Opportunity	Municipality	Farmington	Lakeville			Business Plan Development;Real estate analysis;Strategic planning;Networking/referrals;Operation/logistics;Financial Management Assistance	10.5	10.5	0	0	0				1	1	1
Waste Management & Sanitation	Service	Pre-start planning	Other	Farmington	Farmington			Business Plan Development;Record keeping/bookkeeping;Marketing;Strategic planning;TA for Existing Clients	3	3	0	0	0				1	0	0
Laundry & cleaning supply business		Client Inquiry	Municipality	Farmington	Farmington			Business Plan Development;Networking/referrals	0.25	0.25	0	0	0				0	1	0
Art Studio	Retail	Existing - Challenged	Municipality	Farmington	Farmington			Initial Consultation;Personal Financial planning;Networking/referrals;General business issues/guidance	2	2	0	0	0				0	0	1
net-zero lawn care	Service	Existing - Challenged	Web	Farmington	Farmington			Initial Consultation;Operation/logistics;General business issues/guidance;Other Loan Related	3.5	3.5	0	0	0				1	0	0
interior design and consulting	Professional / Consulting	Pre-start planning	Municipality	Farmington	Farmington			Initial Consultation	0.5	0.5	0	0	0				0	0	1
service business	Service	Pre-start planning	Web	Farmington	Farmington			Initial Consultation	0.5	0.5	0	0	0				1	1	1
Coffee Shop	Food	Pre-start planning	Municipality	Hastings	Hastings			Strategic planning;Networking/referrals	1.5	1.5	0	0	0				1	1	1
Heavy Equipment Use for Entertainment	Service	Existing - Opportunity	Municipality	Hastings	Farmington			TA for Existing Clients	1	1	0	0	0				0	0	0
Home based Wellness, Pilates, Ayurveda	Health / Fitness	Existing - Challenged	Municipality	Hastings	Hastings		Business Boot Camp graduate	Marketing;Strategic planning;Initial Consultation;Networking/referrals;Operation/logistics;General business issues/guidance	17.5	17.5	0	0	0				1	0	1
Self storage facility	Construction / Real Estate	Existing - Opportunity	Municipality	Hastings	Hastings			Initial Consultation;Marketing;Networking/referrals	1.5	1.5	0	0	0				0	0	0
communication business	Service	Existing - Challenged	Municipality	Hastings	Hastings		Business Boot Camp application submitted	Initial Consultation;Marketing;Networking/referrals	2	2	0	0	0				1	0	0
Entertainment	Retail	Existing - Opportunity	Municipality	Hastings	Woodbury			Initial Consultation;Networking/referrals	2.5	2.5	0	0	0				0	0	0
Wine & Chocolate store	Retail	Pre-start planning	Friends_and Family	Hastings	Hastings			Initial Consultation;Business Plan Development	1.5	1.5	0	0	0				0	0	1
Cleaning, organization, personal assistance	Service	Existing - Opportunity	Municipality	Hastings	Hastings		Business Boot Camp application submitted, indepth advising in process for bookkeeping & operations	Initial Consultation;Record keeping/bookkeeping;Networking/referrals;Operation/logistics;Tax Advice & Assistance	5	5	0	0	0				0	0	1
Clothing business	Retail	Start-up	MCCD Community Partner/Member Org	Inver Grove Heights	Eagan			Initial Consultation;Networking/referrals;Other Loan Related	3	3	0	0	0				1	1	1
online marketing	Professional / Consulting	Start-up	Web	Inver Grove Heights	Inver Grove Heights			Initial Consultation;Regulatory assistance;Networking/referrals	3	3	0	0	0				0	1	1
child care facility	Service	Existing - Opportunity	Web	Inver Grove Heights	South Saint Paul			Initial Consultation;Marketing;Networking/referrals ;General business issues/guidance;Other Loan Related	2.5	2.5	0	0	0				0	1	1
construction	Construction / Real Estate	Existing - Opportunity	Web	Inver Grove Heights				Networking/referrals;Other Loan Related	1.5	1.5	0	0	0				0	0	1
Restaurant	Food	Pre-start planning	Municipality	Lakeville	Minneapolis		Existing loan client, participation with WV, loan servicing	Other Loan Related	7.25	7.25	0	0	0				0	0	0
Gourmet Oil & Vinegar Retail Shop	Retail	Pre-start planning	MCCD Community Partner/Member Org	Lakeville	Lakeville			Networking/referrals;TA for Existing Clients	0.5	0.5	0	0	0				0	0	1
physical therapy studio	Health / Fitness	Existing - Challenged	Friends_and Family	Lakeville	Lakeville			Record keeping/bookkeeping;Initial Consultation;Networking/referrals	15	15	0	0	0				0	0	1
Disability Service Employment Provider	Professional / Consulting	Existing - Opportunity	MCCD Community Partner/Member Org	Lakeville	Lakeville		Business Boot Camp application submitted	Initial Consultation;Marketing;Strategic planning;Networking/referrals	6	6	0	0	0				0	0	1
Online Business	Service	Pre-start planning	Friends_and Family	Lakeville				Networking/referrals;Loan Facilitation	1	1	0	0	0				0	0	0
marital arts instruction and fitness	Health / Fitness	Existing - Opportunity	Municipality	Mendota Heights	Mendota Heights			Regulatory assistance;Tax Advice & Assistance	0.5	0.5	0	0	0				1	0	0
early learning music academy	Service	Existing - Opportunity	Municipality	Mendota Heights	Mendota Heights		Business Boot Camp application submitted	Initial Consultation;Cash Flow Analysis & Projections;Marketing;Strategic planning;Networking/referrals	1	1	0	0	0				0	0	1
Apple Cider and Juice	Food	Existing - Opportunity	Municipality	Other-Dakota County	Saint Paul		Client is exploring multiple avenues for her new business location in Dakota County, City is TBD	Initial Consultation;Business purchase evaluation;Networking/referrals;Zoning Assistance	6	6	0	0	0				0	1	1
Training	Professional / Consulting	Existing - Opportunity	Municipality	Rosemount	Rosemount			Business Plan Development;General business issues/guidance	3	3	0	0	0				0	0	0
Self Service flower farm	Retail	Start-up	Municipality	Rosemount	Rosemount			Initial Consultation;Business Plan Development;Networking/referrals	3	3	0	0	0				0	0	1

Real Estate Sales	Construction / Real Estate	Existing - Challenged	Municipality	Rosemount	Rosemount		Business Boot Camp application submitted	Initial Consultation;Marketing;Operation/logistics; General business issues/guidance	1	1	0	0	0				0	0	0
3D printing, woodworking, laser printing fabrication	Construction / Real Estate	Pre-start planning	Municipality	Rosemount	Rosemount			Initial Consultation;Business Plan Development;Strategic planning;Networking/referrals;Operation/logistics	5	5	0	0	0				0	0	1
learning technology	Technology	Existing - Opportunity	Web	Saint Paul	Inver Grove Heights			Initial Consultation;Marketing	1.5	1.5	0	0	0				0	0	1
Technology Repair	Technology	Existing - Opportunity	Entrepreneur	Shakopee	Lakeville		Long time client seeks advisory for setting up operations systems to enhance consistency for their business	Operation/logistics;Strategic planning;Lease review/negotiation	9	9	0	0	0				0	0	0
Canning and Beverages	Wholesale / Distribution	Existing - Opportunity	Municipality	South Saint Paul	Anoka		Business advisory and idea workshoping assistance.	Networking/referrals;Cash Flow Analysis & Projections;Strategic planning	1.5	1.5	0	0	0				0	0	0
Laundry Mat	Service	Pre-start planning	Municipality	South Saint Paul	South Saint Paul		Multiple business idea evolutions, providing support and resources for plan development	Business Plan Development	1	1	0	0	0				1	1	1
TBD		Pre-start planning	Web	South Saint Paul	South Saint Paul			Initial Consultation	0.5	0.5	0	0	0				0	1	0
Cafe	Food	Pre-start planning	Municipality	West Saint Paul	West Saint Paul			Business Plan Development;Strategic planning;Networking/referrals;TA for Existing Clients	5	5	0	0	0				1	1	1
Clothing Store	Retail	Pre-start planning	Web	West Saint Paul	West Saint Paul			Initial Consultation;Business Plan Development;Other Loan Related	2	2	0	0	0				0	1	0
custom gift business idea	Manufacturing	Client Inquiry	Municipality	West Saint Paul	West Saint Paul			Initial Consultation;Business Plan Development;Marketing	1	1	0	0	0				0	0	0
Transportation		Existing - Challenged	MCCD Community Partner/Member Org	West Saint Paul	West Saint Paul			Initial Consultation;Regulatory assistance;Networking/referrals;Loan Facilitation	3.5	3.5	0	0	0				0	1	0
eCommerce Coffee		Start-up	Web	West Saint Paul	West Saint Paul			Initial Consultation;Business Plan Development;Strategic planning;Networking/referrals;Operation/logistics;General business issues/guidance	3.5	3.5	0	0	0				1	1	1
							TA HOURS		281.25	281.25	0	0	0				22	25	41
							PROGRAM HOURS	Program Hours: City Initiatives, Program Outreach, Public Events, City Meetings, Research, Follow Up, Data/Admin, General Inquiries, Logistics and Planning	318	318									
							ANNUAL TOTALS		599	599				\$ 6,000.00	\$ 5,000.00	\$ 25,000.00	30% of total individuals served	34% of total individuals served	56% of total individuals served

**Request for EDA Action**

RESOLUTION APPROVING A JOINT POWERS AGREEMENT(JPA) WITH DAKOTA COUNTY COMMUNITY DEVELOPMENT AGENCY (CDA) AND 10 OTHER DAKOTA COUNTY CITIES TO ENGAGE WITH MCCD TO PROVIDE ENTREPRENEURIAL SUPPORT VIA A DAKOTA COUNTY OPEN TO BUSINESS PROGRAM

		Fiscal/FTE Impact	Mark all that apply
Meeting Date:	April 26 2021	None	
Item Type:	Regular EDA	Amount included in current budget	X
Contact:	Heather Rand, Exec Dir	Budget amendment requested	
Prepared by:	Heather Rand	FTE included in current complement	
Reviewed by:	Heather Rand	New FTE requested - N/A	
		Other	

PURPOSE/ACTION REQUESTED:

EDA approve a Joint Powers Agreement (JPA) with Dakota County Community Development Authority (Dakota CDA) and 10 other Dakota County cities to engage the Metropolitan Consortium of Community Developers (MCCD) a non-profit, to provide entrepreneurial support via a "Open To Business (OTB)" Program.

SUMMARY:

For many years now the IGH EDA has supported the development of entrepreneurs in our city by collaborating with 10 other Dakota County cities and the Dakota CDA to provide small businesses and start ups with direct technical support including marketing advice, business planning fundamentals and loan packaging assistance. Presently, these entrepreneurial support services are provided by a non-profit called MCCD that has a professional services contract with Dakota CDA and then the county and 11 cities including IGH through its EDA contribute funds to support the contract annually so that the entrepreneurs do not have to pay to receive assistance. This arrangement is structured as a Joint Powers Agreement among the 11 cities and Dakota CDA and the entrepreneurial support is branded as the Dakota County "Open To Business Program" (OTB).

Attached for EDA Commissioner consideration is the 2021 JPA agreement for the Open To Business Program that each city or its EDA and the Dakota CDA are being asked to approve, and a copy of the Dakota CDA contract for services with MCDA is an attachment to it. The Dakota CDA is requesting a contribution of \$5500 from IGH EDA for 2021 and approval of the JPA at this time.

The EDA 2021 budget included the JPA requested OTB funding contribution amount of \$5500. The program has been helpful to IGH small businesses and start ups and the MCCD team have recently increased their professional ability to provide the services to Dakota city and county entrepreneurs in the coming year. Staff recommend approval of the JPA and its modest required financial contribution of \$5500 for 2021 from the IGH EDA.

**CITY OF INVER GROVE HEIGHTS ECONOMIC DEVELOPMENT AUTHORITY
DAKOTA COUNTY, MINNESOTA
RESOLUTION NO. _____**

**RESOLUTION APPROVING A JOINT POWERS AGREEMENT WITH DAKOTA
COUNTY COMMUNITY DEVELOPMENT AGENCY AND OTHER DAKOTA COUNTY
CITIES TO ENGAGE WITH NON-PROFIT MCCD TO PROVIDE
ENTREPRENEURIAL SUPPORT VIA A DAKOTA COUNTY OPEN TO BUSINESS
PROGRAM**

WHEREAS, the EDA has a goal of fostering economic development growth within the city and county and has found it most effective to partner with Dakota CDA and other Dakota County Cities when feasible to achieve such ends; and

WHEREAS, the EDA has partnered with Dakota CDA and 10 other Dakota County cities in recent years via a Joint Powers Agreement to engage a non-profit called the Metropolitan Consortium of Community Developers (MCCD) to provide an entrepreneurial support program called Dakota ‘Open To Business’ for Dakota County located small businesses and start-ups; and

WHEREAS, Dakota CDA has provided the IGH EDA with a 2021 Joint Powers Agreement and a corresponding request of \$5,500 from the IGH EDA to continue to support the Dakota Open To Business Program of entrepreneurial support.

**NOW, THEREFORE, BE IT RESOLVED BY THE CITY OF INVER GROVE
HEIGHTS ECONOMIC DEVELOPMENT AUTHORITY:**

That the City of Inver Grove Heights Economic Development Authority hereby approves a Joint Powers Agreement with the Dakota CDA and 10 other Dakota Cities for the purpose of continuing to support the Dakota Open To Business Program, and hereby authorizes the appropriate EDA signatories to execute said agreement.

Approved this 26th day of April, 2021 by the City of Inver Grove Heights Economic Development Authority.

By: Rosemary Piekarski-Krech
Its: President

ATTEST:

Heather Rand
Its: Executive Director

JOINT POWERS AGREEMENT

Open to Business Program

THIS JOINT POWERS AGREEMENT (this “**Agreement**”), is made as of March 2, 2021, by and between the DAKOTA COUNTY COMMUNITY DEVELOPMENT AGENCY (the “**CDA**”), a public body corporate and politic organized and existing under the laws of the State of Minnesota (the “**State**”), and each of the CITY OF BURNSVILLE, CITY OF LAKEVILLE, CITY OF MENDOTA HEIGHTS, INVER GROVE HEIGHTS ECONOMIC DEVELOPMENT AUTHORITY, APPLE VALLEY ECONOMIC DEVELOPMENT AUTHORITY, EAGAN ECONOMIC DEVELOPMENT AUTHORITY, HASTINGS ECONOMIC DEVELOPMENT AND REDEVELOPMENT AUTHORITY, ROSEMOUNT PORT AUTHORITY, FARMINGTON ECONOMIC DEVELOPMENT AUTHORITY, SOUTH ST. PAUL ECONOMIC DEVELOPMENT AUTHORITY, AND WEST ST. PAUL ECONOMIC DEVELOPMENT AUTHORITY, MINNESOTA (each individually a “**Local Government Entity**” and together the “**Local Government Entities**”), each a political subdivision of the State.

RECITALS:

A. In order to pursue common goals of fostering economic development, the CDA and the Local Government Entity Cities desire to engage the Metropolitan Consortium of Community Developers, a Minnesota non-profit corporation (“**MCCD**”) to undertake the “Open To Business Program” (the “**Program**”) within Dakota County (the “**County**”).

B. Pursuant to the Program, MCCD will provide technical assistance and access to capital to small business and potential entrepreneurs in the County.

C. The CDA and the Local Government Entities propose to jointly exercise their common economic development powers to undertake the Program.

NOW, THEREFORE, in consideration of the mutual covenants and obligations of the CDA and each of the Local Government Entities, each party does hereby represent, covenant and agree with the others as follows:

Section 1. **Representations.** Each of the Local Government Entities and the CDA makes the following representations as to itself as the basis for the undertaking on its part herein contained:

(a) It is a political subdivision of the State of Minnesota with the power to enter into this Agreement and carry out its obligations hereunder.

(b) Neither the execution and delivery of this Agreement, the consummation of the transactions contemplated hereby, nor the fulfillment of or compliance with the terms and conditions of this Agreement is prevented, limited by or conflicts with or results in a breach of, the terms, conditions or provisions of any restriction or any evidences of indebtedness, agreement or instrument of whatever nature to which it is now a party or by which it is bound, or constitutes an event of default under any of the foregoing.

Section 2. **Powers to be Exercised.** The powers to be jointly exercised pursuant to this Agreement are the powers of the CDA and the Local Government Entities under Minnesota Statutes, Chapter 469, to undertake activities to promote economic development within their respective jurisdictions.

Section 3. **Method for Exercising Common Powers; Funds.** The CDA, on its own behalf and on behalf of the Local Government Entities, will initially enter into an agreement with MCCD in substantially the form attached hereto as Exhibit A (the “**Agreement**”) to engage MCCD to operate the Program within Dakota County. The CDA and each of the Local Government Entities will make payments to MCCD as described in Exhibit A of the Agreement.

The CDA may from time to time execute and deliver documents amending, modifying or extending the Agreement as it deems necessary or convenient, provided, that no such document will adversely affect services provided to, or amounts payable by, any Local Government Entity without the prior written consent of such Local Government Entity.

Section 4. **Limited Liability.** Neither the CDA nor the any of the Local Government Entities shall be liable for the acts or omissions of the other in connection with the activities to be undertaken pursuant to this Agreement. To the extent permitted by law, (a) the CDA hereby indemnifies the Local Government Entities for costs associated with claims made against the Local Government Entities directly relating to actions taken by the CDA, and (b) each Local Government Entity hereby indemnifies the CDA for costs associated with claims made against the CDA directly relating to actions taken by such Local Government Entity. Nothing herein shall be deemed a waiver by the indemnifying party of the limits on liability set forth in Minnesota Statutes, Chapter 466; and the indemnifying party shall not be required to pay, on behalf of the indemnified party, any amounts in excess of the limits on liability set forth in Minnesota Statutes, Section 466.04, less any amounts the indemnifying party is required to pay on behalf of itself, its officers, agents and employees for claims arising out of the same occurrence.

Section 5. **Conflict of Interests; Representatives Not Individually Liable.** The CDA and each of the Local Government Entities, to the best of its knowledge, represents and agrees that no member, official or employee of their respective bodies shall have any personal interest, direct or indirect, in this Agreement, nor shall any such member, official or employee participate in any decision relating to this Agreement which affects his or her personal interests or the interests of any corporation, partnership, or association in which he or she is directly or indirectly interested. No member, official or employee of the CDA or any Local Government Entity shall be personally liable with respect to any default or breach by any of them or for any amount which may become due to the other party or successor or on any obligations under the terms of this Agreement.

Section 6. **Term; Distribution of Property.** The term of this Agreement shall expire on December 31, 2021. There is no property which will be acquired by the CDA or any Local Government Entity pursuant to the Program which would need to be distributed at the end of the term hereof.

Section 7. **Notices and Demands.** A notice, demand or other communication under this Agreement by any party to another shall be sufficiently given or delivered if it is dispatched by registered or certified mail, postage prepaid, return receipt requested or delivered personally to the person and at the addresses identified on each signature page hereto, or at such other address with respect to either such party as that party may, from time to time, designate in writing and forward to the other as provided in this Section.

Section 8. **Counterparts.** This Agreement may be executed in any number of counterparts, each of which shall constitute one and the same instrument.

[Remainder of page intentionally left blank]

IN WITNESS WHEREOF, the CDA and the Local Government Entities have caused this Agreement to be duly executed in their respective names and behalf as of the date first above written, with actual execution on the dates set forth below.

DAKOTA COUNTY COMMUNITY
DEVELOPMENT AGENCY

Dated: _____

By _____
Its Executive Director

Notice Address:

Dakota County Community Development Agency
1228 Town Centre Drive
Eagan, MN 55123
Attn: Lisa Alfson, Director of Community and Economic Development

INVER GROVE HEIGHTS ECONOMIC
DEVELOPMENT AUTHORITY

Dated: _____

By _____
Its _____

By _____
Its _____

Notice Address:

8150 Barbara Avenue
Inver Grove Heights, MN 55077

Attn: _____

Exhibit A

Contract for Services for the Open To Business Program

Contract for Services for the Open To Business Program

THIS AGREEMENT is dated March 2, 2021 and is between the **Dakota County Community Development Agency** (“CDA”) and **Metropolitan Consortium of Community Developers**, a Minnesota nonprofit corporation (“MCCD”).

WHEREAS, the CDA, on behalf of itself and the eleven political subdivisions of the State of Minnesota listed on Exhibit A hereto (the “**Local Government Entities**”), which each have powers with respect to a city with a population over 10,000 (collectively the “**Municipalities**”), wishes to engage MCCD to render services under a model known as “**Open To Business**,” an initiative providing small business technical assistance services to existing businesses and residents and other parties interested in opening a business within Dakota County (the “**County**”) (the “**Initiative**”); and

WHEREAS, MCCD has successfully provided the services required to administer and carry out the Initiative in Dakota County from 2013 - 2020; and

WHEREAS, pursuant to CDA Resolution No. 21-6387, adopted on February 16, 2021 (the “**Resolution**”), the CDA is authorized to enter into this agreement with MCCD for the Initiative; and

WHEREAS, pursuant to the Resolution and certain joint powers agreements to be entered into between the CDA and the Local Government Entities (the “**Joint Powers Agreements**”), the CDA will act as fiscal agent for the Local Government Entities in connection with this Agreement; and

WHEREAS, the CDA will pay from its own funds 50% of the fee charged by MCCD for the Initiative in the Municipalities and 100% of the fee charged by MCCD for the Initiative in the small cities and townships within the County with populations of less than 10,000 people (“**Small Cities and Townships**”), as further described herein and in Exhibit A; and

WHEREAS, pursuant to the Joint Powers Agreements, the Local Government Entities will be required to pay a Participation Fee to the CDA in accordance with the schedule in Exhibit A, representing the remaining 50% of the fee charged by MCCD for the Initiative in the Municipalities.

Now therefore, for good and valuable consideration, the receipt of which is hereby acknowledged, the parties agree as follows:

TIME OF PERFORMANCE

The term of this Agreement and the period during which MCCD will provide services hereunder will commence on January 1, 2021 and will end on December 31, 2021,

subject to earlier termination as provided herein. MCCD will perform services necessary to carry out the Initiative as promptly as possible, and with the fullest due diligence.

COMPENSATION

Subject to reduction as provided below, the CDA will compensate MCCD for its services hereunder an amount equal to One Hundred Twenty-Five Thousand Dollars (\$125,000) (“Contract Amount”). The CDA will pay such amount in two equal installments, the first no earlier than March 1, 2021 and the second no earlier than September 30, 2021, upon receipt of invoices from MCCD. Subject to the limits above, payments will be due within 15 days of receipt of the respective invoices. The portion of the Contract Amount payable from Participation Fees will be payable by the CDA only from and to the extent such Participation Fees are paid by the respective Local Government Entities.

In the event a Local Government Entity does not pay to the CDA its Participation Fee in amounts and by the deadline described in Exhibit A, the CDA will notify MCCD, and MCCD will immediately cease the Initiative in that Municipality. Upon such termination, the Contract Amount will be reduced by an amount equal to the Participation Fee which such Local Government Entity did not pay and the amount the CDA would have paid as a matching payment.

SCOPE OF SERVICES

MCCD will provide technical assistance to existing businesses, residents and those parties interested in starting a business in any of the Municipalities and Small Cities and Townships as further described on Exhibit B and Exhibit C attached hereto, which sets forth the Dakota Open to Business Program Scope of Services.

REPORTING

MCCD will submit quarterly reports to the CDA in form and substance acceptable to the CDA. Reports will provide information in the aggregate for the County and will include a sub-report for each Municipality and each of the Small Cities and Townships. Reports will include the following information:

- Number of inquiries
- Hours of technical assistance provided
- Hours of dedicated program HRS (city initiatives, program outreach, public events, city meetings, research, client follow-up, data/admin, general inquiries)
- Type of business
- Annual sales revenue
- Number of businesses opened
- Number of business expanded/stabilized

- Number and amounts of financing packages
- Demographic information on entrepreneurs
- Business city or resident city

The required reporting schedule is as follows:

1st quarter January – March, report due April 30th

2nd quarter April – June, report due July 31st

3rd quarter July – September, report due October 31st

4th quarter October – December, report due January 31, 2022

In addition to the foregoing, MCCD will provide additional reports as reasonably requested by the CDA or funding partners (Municipalities).

PERSONNEL

MCCD represents that it has, or will employ or contract for, at its own expense, all personnel required to perform the services necessary to carry out the Initiative. Such personnel will not be employees of, or have any contractual relationship with, the County, the CDA or any of the Local Government Entities. No tenure or any other rights or benefits, including worker's compensation, unemployment insurance, medical care, sick leave, vacation pay, severance pay, or any other benefits available to the County's, the CDA's or any of the Local Government Entities' employees shall accrue to MCCD or employees of MCCD performing services under this agreement. The MCCD is an independent contractor.

All of the services required to carry out the Initiative will be performed by MCCD and all personnel engaged in the work shall be fully qualified and shall be authorized or permitted under State and local law to perform such work.

Natalie Mouilso shall be the dedicated MCCD Initiative advisor for Dakota County, CDA, and Local Government Entities for the duration of this contract. If there are changes to Ms. Mouilso's position or job duties with MCCD, the CDA will be informed immediately.

USE OF CDA OFFICE SPACE

The CDA will make available a cubicle space for MCCD personnel at the CDA office building for use by MCCD in carrying out the Initiative. MCCD personnel will have access to the CDA's meeting rooms, wireless internet service, copy machines and printers. MCCD personnel shall comply with all CDA office rules and policies regarding the use of CDA office space, equipment and internet access. If the CDA, in its sole discretion, determines that MCCD Personnel have failed to comply with CDA office rules and policies, MCCD Personnel will be required to vacate the CDA office and the CDA will cease to provide MCCD office space to carry out the Initiative.

Even though the CDA office is not open to the public, due to the COVID-19 pandemic, MCCD personnel may utilize office space, as needed, but shall not meet any external parties in the CDA office.

INTEREST OF MEMBERS OF THE CDA AND OTHERS

No officer, member, or employee of the CDA and no member of its governing body, and no other public official or governing body of any locality in which the Initiative is situated or being carried out, who exercises any functions or responsibilities in the review or approval of the undertaking or carrying out of the Initiative, will participate in the decision relating to this Agreement which affects his/her personal interest or the interest of any corporation, partnership, or association in which he/she is, directly or indirectly, interested or has any personal or pecuniary interest, direct or indirect, in this Agreement.

ASSIGNABILITY

MCCD will not assign any interest in this Agreement, and will not transfer any interest in the same without the prior written approval of the CDA.

COMPLIANCE WITH LOCAL LAWS

MCCD agrees to comply with all federal laws, statutes and applicable regulations of the State of Minnesota and the ordinances of the Local Government Entities.

INSURANCE

MCCD agrees at all times during the term of this Agreement, and beyond such term when so required, to have and keep in force the following insurance coverages:

	<u>Limits</u>
1. Commercial General Liability on an occurrence basis with contractual liability coverage:	
General Aggregate	\$2,000,000
Products—Completed Operations Aggregate	2,000,000
Personal and Advertising Injury	1,500,000
Each Occurrence—Combined Bodily Injury and Property Damage	1,500,000
2. Workers’ Compensation and Employer’s Liability:	
Workers’ Compensation	Statutory
In the event that MCCD should hire employees or subcontract this work, MCCD shall obtain the required insurance.	
Employer’s Liability. Bodily injury by:	

Accident—Each Accident	500,000
Disease—Policy Limit	500,000
Disease—Each Employee	500,000

INDEMNIFICATION

MCCD agrees to defend, indemnify, and hold harmless the County, the CDA, the Local Government Entities, and each of their respective officials, officers, agents, volunteers and employees from any liability, claims, causes of action, judgments, damages, losses, costs, or expenses, including reasonable attorney's fees, resulting directly or indirectly from any act or omission of MCCD, its subcontractors, anyone directly or indirectly employed by MCCD or any of its subcontractors, and/or anyone for whose acts and/or omissions MCCD may be liable in the performance of the services required by this Agreement, and against all loss by reason of the failure of MCCD to perform any obligation under this Agreement.

NOTICES

A notice, demand, or other communication under the Agreement by either party to the other shall be sufficiently given or delivered if it is dispatched by mail, postage prepaid, return receipt requested, or delivered personally; and

- (a) In the case of MCCD, is addressed or delivered personally to:

Metropolitan Consortium of Community Developers
3137 Chicago Avenue South
Minneapolis, MN 55407

- (b) In the case of the CDA is addressed or delivered personally to:

Lisa Alfson, Director of Community and Economic Development
Dakota County Community Development Agency
1228 Town Centre Dr.
Eagan, MN 55123

or at such other address with respect to any party as that party may designate in writing and forward to the other as provide in the Section.

MODIFICATION

This Agreement may not be modified, changed, or amended in any manner whatsoever without the prior written approval of all the parties hereto.

NON-DISCRIMINATION

In connection with its activities under this Agreement, MCCD will not violate any Federal or State laws against discrimination.

DEFAULT AND CANCELLATION

Failure of the MCCC to perform any of its obligations under this Agreement to the satisfaction of the CDA will constitute a default hereunder.

Unless MCCC's default is cured within 15 days following notice by the CDA, the CDA may (i) cancel this Agreement in its entirety by 5 additional days' written notice to MCCC, or (ii) withhold payment from MCCC as long as such default continues.

MINNESOTA LAWS GOVERN

The Laws of the State of Minnesota shall govern all questions and interpretations concerning the validity and construction of this Agreement and the legal relations between the parties and their performance. The appropriate venue and jurisdiction for any litigation will be those courts located within the County. Litigation, however, in the federal courts involving the parties will be in the appropriate federal court within the State of Minnesota. If any provision of this Agreement is held invalid, illegal or unenforceable, the remaining provisions will not be affected.

**DAKOTA COUNTY COMMUNITY
DEVELOPMENT AGENCY**

DocuSigned by:
Tony Schertler
By: BF02AF57B6724CE...
Tony Schertler, Executive Director

Date: 3/10/2021

MCCD

DocuSigned by:
Elena Gaarder
By: B6E38D2A41C443C...

Printed Name: Elena Gaarder

Printed Title: Chief Executive Officer

Date: 3/2/2021

Exhibit A

2021 Local Government Entity Participation Fee Schedule

Municipality	Local Government Entity	Total Fee	CDA Share of Fee	Local Government Entity Participation Fee
Eagan	Eagan Economic Development Authority	\$15,000	\$7,500	\$7,500
Burnsville	City of Burnsville	\$15,000	\$7,500	\$7,500
Lakeville	City of Lakeville	\$15,000	\$7,500	\$7,500
Apple Valley	Apple Valley Economic Development Authority	\$13,000	\$6,500	\$6,500
Inver Grove Heights	Inver Grove Heights Economic Development Authority	\$11,000	\$5,500	\$5,500
Hastings	Hastings Economic Development and Redevelopment Authority	\$9,000	\$4,500	\$4,500
Rosemount	Rosemount Port Authority	\$9,000	\$4,500	\$4,500
Farmington	Farmington Economic Development Authority	\$9,000	\$4,500	\$4,500
South St. Paul	South St. Paul Economic Development Authority	\$9,000	\$4,500	\$4,500
West St. Paul	West St. Paul Economic Development Authority	\$9,000	\$4,500	\$4,500
Mendota Heights	City of Mendota Heights	\$5,000	\$2,500	\$2,500
Small Cities and Townships	n/a	\$6,000	\$6,000	\$0
Total		\$125,000	\$65,500	\$59,500

Exhibit B

Dakota Open To Business Program Scope of Services

Open To Business (“OTB”) Technical Assistance Services

MCCD will provide intensive one-on-one technical assistance to Municipalities’ and Small Cities’ and Townships’ businesses, residents and aspiring entrepreneurs intending to establish, purchase, or improve a business in Municipalities and Small Cities and Townships within Dakota County (the “**County**”). MCCD will dedicate one full time staff person based in the County to provide the Technical Assistance Services (“Dakota OTB Staff”). In addition, MCCD will make available the expertise of all MCCD technical and support staff in the delivery of services to Dakota Open to Business Program. Technical assistance includes, but is not limited to, the following:

- Business plan development
- Feasibility analysis
- Marketing
- Cash flow and other financial projection development
- Operational analysis
- City and State licensing and regulatory assistance
- Loan packaging, and other assistance in obtaining financing
- Help in obtaining competent legal advice

MCCD Dakota OTB Staff will be available to meet clients at the CDA office building, various Municipality city halls or at the client’s place of business. During the COVID-19 pandemic, MCCD Dakota OTB staff will only meeting clients in-person if the MCCD Dakota OTB staff are comfortable; otherwise, client meetings will be held virtually and/or on the phone.

Open To Business Access to Capital

Access to capital will be provided to qualifying businesses through MCCD’s Emerging Small Business Loan Program (see **Exhibit C** Small Business Loan Program Guidelines below). MCCD also provides it’s financing in partnership with other community lenders, banks or Local Government Entities interested in making capital available to residents and/or businesses in their community.

EXHIBIT C

Small Business Loan Program Guidelines

Loan Amounts:

- Up to \$25,000 for start-up businesses
- Larger financing packages for established businesses
- Designed to leverage other financing programs as well as private financing provided by the commercial banking community.

Eligible Projects:

- Borrowers must be a “for-profit” business.
- Business must be complimentary to existing business community.
- Borrowers must have equity injection as determined by fund management.

Allowable Use of Proceeds:

- Loan proceeds can be used for working capital, inventory, building and equipment and general business operations.

Interest Rates:

- Loan interest rate is dependent on use, term and other factors, not to exceed 10%.

Loan Term Length:

- Loan repayment terms will generally range from three to five years, but may be substantially longer for major asset financing such as commercial property.

Fees and Charges:

- Borrowers are responsible for paying all customary legal and other loan closing costs.

**Request for EDA Action****RESOLUTION APPROVING A RIGHT OF ENTRY AGREEMENT WITH DAKOTA COUNTY
55077 1805 60TH STREET LAND TRUST**

		Fiscal/FTE Impact	Mark all that apply
Meeting Date:	April 26 2021	None	x
Item Type:	Regular EDA	Amount included in current budget	
Contact:	Heather Rand, Exec Dir	Budget amendment requested	
Prepared by:	Heather Rand	FTE included in current complement	
Reviewed by:	Heather Rand	New FTE requested - N/A	
		Other	

PURPOSE/ACTION REQUESTED:

EDA approve a Right Of Entry Agreement with Eric Guillickson/Dakota County 55077 1805 60th Street Land Trust to continue progress on a Feb 8, 2021 EDA approved Development and Purchase Agreement.

SUMMARY:

After an RFP process, the last February the IGH EDA approved a development and purchase agreement with Dakota County 55077 1805 60th Street Land Trust at a purchase price of \$90,000 for for a previously blighted residential lot in the city. The agreement authorizes a closing when the following conditions are met:

- 1) payment of the \$90,000 purchase price
- 2) developer pays for survey and agrees to city engineer specified and city code required set-backs and utility and drainage easements
- 3) EDA approves house plan for a 3000 sf 6 bedroom, 3 bath home with 2 care garage. with approximate value of \$450,000

Mr. Gullickson as a representative of the purchasing party has made a reasonable request of the EDA to allow him and his professional contractors limited entry permission for the purpose of conducting soil borings and performing a land survey from which property descriptions for easements and house placement plans may be finalized. To achieve such, legal counsel recommends that the EDA enter into a formal Right of Entry Agreement as attached. The agreement allows for limited access without exposing the EDA to unnecessary risk.

The proposed new home will fit attractively within the existing residential neighborhood, provide much needed housing for community members and is to be constructed before fall 2021. Mr. Gullickson plans to bring forth house plans to EDA for review in May and hopes to close in the property shortly thereafter.

EDA staff recommend EDA approval of a resolution approving a Right of Entry Agreement with the Land Trust and authorizes the appropriate EDA officials to execute the Right of Entry Agreement.

**CITY OF INVER GROVE HEIGHTS ECONOMIC DEVELOPMENT AUTHORITY
DAKOTA COUNTY, MINNESOTA
RESOLUTION NO. _____**

**RESOLUTION APPROVING A RIGHT OF ENTRY AGREEMENT WITH DAKOTA
COUNTY 55077 1805 60TH STREET LAND TRUST**

WHEREAS, EDA owns and controls property located at 1805 60th Street with property parcel identification number of 20-68200-00-072 and;

WHEREAS, EDA and Developer Dakota County 55077 1805 60th Street Land Trust have entered into a purchase and development agreement dated February 17, 2021 for the property and;

WHEREAS, pursuant to Section III(C) of the Purchase and Development Agreement, developer shall have access to the property for additional environmental testing and a Right of Entry Agreement (Exhibit A) has been drafted by EDA legal counsel for EDA Commissioner consideration and approval that would establish terms for developer access to the property.

**NOW, THEREFORE, BE IT RESOLVED BY THE CITY OF INVER GROVE
HEIGHTS ECONOMIC DEVELOPMENT AUTHORITY:**

The City of Inver Grove Heights Economic Development Authority hereby approves a Right of Entry Agreement with developer, Dakota County 55077 1805 60th Street Land Trust and hereby authorizes the appropriate EDA signatories to execute said agreement.

Approved this 26th day of April, 2021 by the City of Inver Grove Heights Economic Development Authority.

By: Rosemary Piekarski-Krech
Its: President

ATTEST:

Heather Rand
Its: Executive Director

RIGHT OF ENTRY AGREEMENT

THIS RIGHT OF ENTRY AGREEMENT (“Agreement”) is entered into by the City of Inver Grove Heights Economic Development Authority, a public body corporate and politic organized under the laws of Minnesota (“EDA”) and The Dakota County 55077 1805 60th Street Land Trust dated February 4, 2021 (“Developer”).

WHEREAS, EDA owns or controls that certain plot, parcel or tract of land, together with all rights and privileges arising in connection therewith, located in the City of Inver Grove Heights, County of Dakota, State of Minnesota, with the following Property Identification Number: 20-68200-00-072 (the “Property”); and

WHEREAS, EDA and Developer have entered into a Purchase and Development Agreement dated February 17, 2021 (“Development Agreement”) for the Property; and

WHEREAS, pursuant to Section III(C) of the Development Agreement, Developer shall have access to the Property for additional environmental testing.

NOW THEREFORE, for mutual consideration, which is hereby acknowledged, the parties agree as follows:

1. **Consent.** EDA does hereby grant permission to Developer and its agents, employees, consultants and representatives until May 31, 2021, to enter onto the Property for the purpose of performing soil testing (“Approved Activities”) at the sole cost of Developer. In addition, Developer may remove samples of the soil from the Property. EDA shall not be responsible for the actions of Developer or Developer’s employees or contractors while they are on the Property.
2. **Hold Harmless.** The Developer shall hold EDA harmless for any claims of third parties as a result of the Approved Activities.
3. **Assumption of Risk.** EDA shall not be responsible for the actions of Developer’s employees or contractors while they are on the Property. Developer assumes the risk that may occur while on the Property and assumes and accepts full responsibility for injury or death to Developer’s employees or contractors, or damage to or destruction of its own personal property while on the Property as a result of the Approved Activities.
4. **License.** EDA hereby grants Developer a License for the sole purpose of conducting the Approved Activities. Developer agrees that this License creates a Right of Entry only and that Developer has no Property interest in the Property. Developer shall exercise all reasonable efforts to undertake the Approved Activities in a workmanlike manner.
5. **Authority.** The individuals executing this Agreement on behalf of each party represent to the others that such individuals are authorized to do so by requisite action of the party.

IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be executed
as of this _____ day of _____, 2021.

EDA:
INVER GROVE HEIGHTS ECONOMIC DEVELOPMENT AUTHORITY

By: _____
Rosemary Piekarski-Krech
Its: President

By: _____
Heather Rand
Its: Executive Director

**DEVELOPER:
THE DAKOTA COUNTY 55077 1805 60TH
STREET LAND TRUST DATED FEBRUARY 4, 2021**


Eric Gullickson, Trustee



EDA Memo

TO: IGH EDA

FROM: Heather Rand

SUBJECT: Executive Director's Report

DATE: April 22, 2021

In December, city councilors and the EDA approved an EDA 2021 budget and work plan that established the following as goals:

1. Identify and support smart, high-value development and redevelopment opportunities.
2. Support the development of a variety of housing types citywide.
3. Engage in effective marketing strategies that promote the city, local businesses and amenities.
4. Continue to provide entrepreneurial support to local businesses (Dakota Open For Business).

Progress on IGH EDA Goal #1 Identify and support smart, high-value development & redevelopment opportunities:

Complete SAPS - EDA/Community Development and City Engineering staff continue to advance the development of the Small Area Plan (SAP) for the underdeveloped areas N of Hwy 55 and W of Argenta Trail, and also a SAP for the areas South of Hwy 55, E of Argenta Trail/Yankee Doodle. Multiple scenarios have been considered and we are incorporating input from the affected property owners and coordinated with Dakota County Engineering who controls Argenta Trail future roadway improvements, and with MNDOT on Hwy 55 future transportation access points. HKGI Planning and Ehlers are the consultants working with city staff on the SAP projects and Ehlers has been extremely helpful in assisting us with projection and analysis of proposed costs for future needed city public infrastructure improvements (roadways, water/sewer) to maximize the development potential of these areas. The SAP's are slated for roll out to the general public, Planning Commission and City Council in May/June.

Fortistar - This long supported industrial development opportunity located next to the Pine Bend Landfill is receiving final permit approvals with state and city. City communications staff are exploring with Fortistar and its partners the opportunity to hold a celebratory ground-breaking ceremony to draw more positive attention to this new development.

Inver Pointe Business Park - United Properties continue to advance the build out of the Inver Pointe Business Park which ultimately may be a total of 5 Office/Warehouse Buildings thanks to their

marketing efforts and quality construction.

Republic's West 100 Acres on 117th – EDA Executive Director Rand continues to discuss Republic's relocation off Concord to this or potentially the Swift Truck Center site on Hwy 52. Preliminary work on the development of an EDA relocation proposal and plan for making West 100 Acres Shovel Ready is being conducted by staff.

Argenta Hills District Growth – Rooftops begets retail, staff continue to work with a multi-family housing developer for the McGough land and potentially the Tradition's site just to the NW of that for multi-family housing and pocket park. This would facilitate the continued development of the commercial pads and leases of existing commercial space on Argenta Hill's mainstreet and boost Target's growth. City Council consideration of financial assistance for the housing developer is scheduled for May 10th.

Concord Blvd Redevelopment – The CDA has submitted applications to planning for the workforce development housing project on 6200 Block of Concord. First Phase is 35 units. As pandemic concerns continue to diminish, staff are hopeful of a quick-off of a Concord/Riverfront Redevelopment Task Force Initiative in the fall.

Cahill Corridor Redevelopment – Executive Director is beginning to reach out to housing developers that specialize in affordable, mixed-use projects to explore their interest in redeveloping commercial property on and near Cahill and 65th. A memory care housing developer (Vincent) is also eyeing up the Cahill site across from Cub Foods and north of Danner Landscaping for a 40 unit building which would slightly increase business to Simley Plaza shopping district establishments.

Progress on IGH EDA Goal #2 Support Development of Variety of Housing Types Citywide:

The city is fortunate to have a robust variety of new housing projects advancing through its pipeline. Construction has begun at The Crossings (Multi-family) and Lennar's Single Family Enclave, Alliant's Pine Bend single family plat, Canvass single family rentals, and soon, Alliant's up to 66 single family villas on 80th by Scenic Hills Assisted Living. Preplanning and applications for additional multi-family projects include Ron Clark at Babcock and Upper 55th, CDA Concord, Oppidan at Peltier Reserve, At Home's at Falcon Development (Riley) and Argenta Hills. Townhome projects under review include townhomes at Crossings, Pine Bend, Falcon Heights and M & I's South Grove site that also proposed 10 villas. Single family under review include the Fleming Site, Peltier Reserve, Eagle Landing on 70th, a few other smaller plats.

Progress on IGH EDA Goal #3 Engage In effective marketing strategies that promote the city, local business and amenities:

City communications manager is representing city on IGH CVB to identify opportunities for partnership marketing. Communications manager and EDA Executive Director met with Interim River Heights Chamber of Commerce Director to discuss partnering on creating a new resident welcome basket that markets local businesses, the holding of a late fall small business resource fair and bringing in a speaker for info event about creating special service marketing districts at IGH commercial districts.

New city website pages that highlight the city's commercial districts, new developers and opportunity sites is slated for completion and public roll out in June. Also in June or July, the city attorney and EDA Executive Director plan to bring information on potential ordinance changes to add EDA members to a city council work session for their consideration.