



Inver Grove Heights Economic Development Authority
Monday, August 1, 2022 at 5:00 PM
8150 Barbara Avenue, Inver Grove Heights, MN 55077

AGENDA

NOTICE TO RESIDENTS: 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 Monday, August 1, 2022, will be provided to the EDA at or before the August 1, 2022 meeting.

1. **Call to Order**
2. **Roll Call**
3. **Consent Agenda**
 - A. Consider Approval of Minutes from the May 2, 2022 Regular Economic Development Authority Meeting
 - B. Consider Approval of Claims
4. **Regular Agenda**
 - A. Mid-year Open To Business Update
 - B. Update and Discussion on Retail Attraction
5. **Next Meeting**

The next regular EDA meeting is scheduled for November 7, 2022 at 5:00 PM
6. **Adjourn**

AGENDA ITEM 3A

INVER GROVE HEIGHTS ECONOMIC DEVELOPMENT AUTHORITY MEETING MONDAY, MAY 2, 2022 - 8150 BARBARA AVE

The Economic Development Authority (EDA) of Inver Grove Heights met in regular session May 2, 2022, at City Hall. President Piekarski Krech called the meeting to order at 5:30 p.m. Present were Economic Development Authority Members Bartholomew, Dietrich, Murphy, and Gliva, Executive Director Rand, City Attorney Nason, City Administrator Wilson and City Clerk Kiernan.

CONSENT AGENDA

- A. Consider Approval of Minutes from the February 7, 2022, Regular Economic Development Authority Meeting
- B. Consider Approval of Claims

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

REGULAR AGENDA

A. Staff Presentation on City and EDA Owned Land Parcels in N Concord Blvd/Riverfront Area

Heather Rand, Executive Director, introduced this item as a follow up to a query about what properties the city and the EDA own and what are the stated uses of the acquired properties.

Data is still being gathered about each parcel. This work requires collaboration and information sharing between Public Works, Parks and Recreation, Community Development, Finance staff and the City Attorney's office.

There has been turn-over of both staff and council since some of these parcels were acquired, as well as many changes to the housing market and patterns of economic activity (online shopping, work from home, etc.) since the last organized effort to create a redevelopment plan for this area.

B. Discussion of next steps for city to advance redevelopment in North Concord Blvd and Riverfront Area

Heather Rand, Executive Director presented to the Economic Development Authority the proposed next action steps. As a path to achieve a goals of what the redevelopment vision is for the area, staff recommends that the city and its EDA appoint a citizen task force to work with city staff to develop a small area redevelopment plan for city council consideration in 2023.

The plan would require professional assistance to develop, therefore a request for proposal would be developed and issued for a project consulting firm.

Funding: the Dakota County CDA (RIG) and Met Council have planning grants the city may apply for with local funding matching funds.

The small area plan when developed by the task force, would then be considered by the city council for final adoption and implementation.

Timeline: The task force would commence work in fourth quarter of 2022 for six months.

NEXT MEETING

The next regularly scheduled meeting is Monday, August 1, 2022, at 5:00 p.m.

ADJOURNMENT

Motion by Murphy; second by Dietrich to adjourn. The meeting was adjourned by unanimous vote at 6:04 p.m.

Minutes prepared by City Clerk Rebecca Kiernan.

City of Inver Grove Heights EDA Operations Fund 290

Budget vs Actual through 6/30/2022

Account Description	2022 Amended Budget	6/30/22 Actual	Budget Remaining
Investment Earnings	-	-	-
Grants	-	-	-
Operating Transfers In	65,800.00	32,899.98	32,900.02
Total Revenue	65,800.00	32,899.98	32,900.02
Personnel	19,600.00	9,023.10	10,576.90
Prof/Tech Services	52,100.00	8,515.00	43,585.00
Purchased Services	300.00	150.00	150.00
Other Purchased Services	15,100.00	100.30	14,999.70
Supplies	100.00	-	100.00
Total Expenditure	87,200.00	17,788.40	69,411.60
Fund 290 Surplus (Deficit)	(21,400.00)	15,111.58	36,511.58

Claim on Cash

250,260.85



City of Inver Grove Heights

Detail Report

Account Detail

Date Range: 4/01/2022 - 6/30/2022

[290.100.1010199](#)

Claim on Cash

Post Date	Packet Number	Source Transaction	Pmt Number	Description	Vendor	Project Account	Amount	Running Balance
				Agrees to Previous report ending 3/31/22				245,863.28
12/31/2021	GLPKT30314	JN14700		2021 Auditor Adjusting Entries			904	246,767.28
04/01/2022	GLPKT30051	JN14590		04.2022 Monthly Allocations & Depreciaton			5441.67	252,208.95
04/07/2022	APPKT04450	238897		DAKOTA CTY COMM DEV AGENCY SEC REI PMT	04629 - DAKOTA CTY COMM DEV AGENCY		-6500	245,708.95
04/08/2022	PYPKT02072	PYPKT02072 - PR 04/08/		Packet PYPKT02072: PR 04/08/22 - IFT			-746.75	244,962.20
04/14/2022	APPKT04462	238972		DCA TITLE SEC REI PMT	06585 - DCA TITLE		-1500	243,462.20
04/22/2022	PYPKT02083	PYPKT02083 - PR 04/22/		Packet PYPKT02083: PR 04/22/22 - IFT			-751.05	242,711.15
04/30/2022	APPKT04500	DFT0012019		MEDSURETY, LLC SEC REI PMT	13803 - MEDSURETY, LLC		-0.52	242,710.63
05/01/2022	GLPKT30230	JN14660		Record Monthly Allocations & Depreciation 05.2022			5441.67	248,152.30
05/01/2022	APPKT04520	DFT0012054		WELLS FARGO CREDIT CARD ACH SEC REI PMT	11726 - WELLS FARGO CREDIT CARD ACH		-20	248,132.30
05/01/2022	APPKT04520	DFT0012054		WELLS FARGO CREDIT CARD ACH SEC REI PMT	11726 - WELLS FARGO CREDIT CARD ACH		-8	248,124.30
05/06/2022	PYPKT02093	PYPKT02093 - PR 5/6/22		Packet PYPKT02093: PR 5/6/22 - IFT			-746.75	247,377.55
05/20/2022	PYPKT02102	PYPKT02102 - PR 05/20/		Packet PYPKT02102: PR 05/20/22 - IFT			-751.05	246,626.50
05/31/2022	APPKT04551	DFT0012103		MEDSURETY, LLC SEC REI PMT	13803 - MEDSURETY, LLC		-0.52	246,625.98
05/31/2022	APPKT04555	DFT0012104		WELLS FARGO CREDIT CARD ACH SEC REI PMT	11726 - WELLS FARGO CREDIT CARD ACH		-10	246,615.98
06/01/2022	GLPKT30580	JN14804		06.22 Monthly Allocation & Depreciation			5441.67	252,057.65
06/03/2022	PYPKT02115	PYPKT02115 - PR 06/03/		Packet PYPKT02115: PR 06/03/22 - IFT			-746.75	251,310.90
06/09/2022	APPKT04532	239596		KENNEDY & GRAVEN SEC REI PMT	02242 - KENNEDY & GRAVEN		-299	251,011.90
06/17/2022	PYPKT02122	PYPKT02122 - PR 06/17/		Packet PYPKT02122: PR 06/17/22 - IFT			-751.05	250,260.85
07/01/2022	PYPKT02130	PYPKT02130 - PR 07/01/		Packet PYPKT02130: PR 07/01/22 - IFT			-746.75	249,514.10
07/14/2022	APPKT04574	240093		LEVANDER, GILLEN & MILLER P.A. SEC REI PMT	00538 - LEVANDER, GILLEN & MILLER P.A.		-108	249,406.10
07/15/2022	PYPKT02174	PYPKT02174 - PR 07/15/		Packet PYPKT02174: PR 07/15/22 - IFT			-751.05	248,655.05

City of Inver Grove Heights EDA Acquisitions Fund 291

Revenues Over (Under) Expenditures by Project

Project costs to Date as of 6/30/22

Project	Revenues	Expenditures	Revenue Over (Under) Expenditures
E001 - Golf Course Land Purchase	358,670.60	358,720.04	(49.44)
E002 - 8195 Babcock Trail	356,932.86	218,491.30	138,441.56
E003 - 6671 Concord	160,007.03	160,016.78	(9.75)
E004 - 6685 Concord	139,568.18	139,577.93	(9.75)
E005 - River Country Cooperative	687,362.78	687,362.78	-
E006 - 6845 Dixie Ave	337,562.93	337,572.68	(9.75)
E007 - 4196 68th St E	228,255.55	228,265.30	(9.75)
E008 - 6639 Concord	525,972.13	526,982.88	(1,010.75)
E009 - 6656 Doffing	-	450.00	(450.00)
E010 - McPhillips	502,239.12	502,258.62	(19.50)
E011 - 6863 Dickman Trail	-	3,000.00	(3,000.00)
E012 - 6840 Dixie Ave E	-	21,958.88	(21,958.88)
E013 - 6900 & 6910 Dixie Ave	274,766.90	274,771.66	(4.76)
E014 - 6653 Concord Blvd	217,090.04	217,109.75	(19.71)
E015 - 11025 Courthouse Blvd	-	2,200.00	(2,200.00)
E016 - 11105 Courthouse Blvd	-	2,200.00	(2,200.00)
E017 - 11097 Courthouse Blvd	-	2,200.00	(2,200.00)

**Account Balances as
of 6/30/22**

Claim on Cash

27,487.09

E002 - Land Available for Sale

1,138,500.00

Accounts Payable

-

E002 - Loan from Host Community Fund for Land Purchase

1,000,000.00

Annual Budget Transfers

75,000



City of Inver Grove Heights

Account Detail

Date Range: 4/01/2022 - 6/30/2022

Fund: 291 - EDA ACQUISITIONS

[291.100.1010199](#)

CLAIM ON CASH

Post Date	Source Transaction	Description	Vendor	Amount	Running Balance
		Agrees to Previous report ending 3/31/21			27553.96
04/30/2022	JN14697	4/2022 City UP		-60.85	27493.11
05/31/2022	JN14812	5/2022 City UP		-3.01	27490.1
06/30/2022	JN14947	6/2022 City UP		-3.01	27487.09



Request for EDA Action

EDA Mid-Year 2022 Update on Open To Business Program

Meeting Date: August 1, 2022

Item Type: EDA

Contact: Heather Rand, EDA Executive Director, (651) 450 - 2546

ACTION REQUESTED

The EDA is asked to review and accept the mid-year activity report from the Metropolitan Consortium of Community Developers (MCCD) on the Open To Business Program of support for local business entrepreneurs in IGH.

BACKGROUND

The EDA entered into a 2-year JPA with other Dakota county cities or their EDA's, and Dakota County Community Development Agency (CDA) to hire a consultant team of trained small business counselors from the Metropolitan Consortium of Community Developers (MCCD) to provide direct technical advice and financial resources to existing and start up entrepreneurs located in Dakota County. The purpose behind such effort is to increase the odds of long-term success of the businesses, and to facilitate directly more local business growth. The program has been branded "Open To Business" in Dakota County.

Per the terms of the JPA, the IGH EDA authorized a payment of \$6,500 be made each year to cover the costs of securing the direct small business counseling service in our city. To ensure ongoing progress toward the Open to Business Program goal and provide EDA commissioners with a summarized update of the assistance provided to small business in IGH, the Open To Business Program small business counselors keep track of data on entrepreneurial clients served and submit mid-year and end of year activity reports. Attached is the mid-year report. Upon review, staff are pleased that it was reported that the small business counselors worked with over six different business entrepreneurs in the city of IGH during this time period and this counseling included business plan updates, the development of marketing plans and loan packaging assistance.

RECOMMENDATION

Staff recommends acceptance of the attached mid-year Open To Business Activity Report.

ATTACHMENTS

Open To Business 2022 Mid-Year Activity Update



July 25, 2022

Mid-Year *Open to Business* Update to Inver Grove Heights EDA

Prepared by Natalie Mouilso, Business Advisor

Selected Program Wide Highlights – YTD 2022

- In February 2022 MCCD received a \$250,000 grant from the Otto Bremer Trust, which is a new funding source for MCCD. These grant funds will be utilized to provide forgivable loans and grants to qualifying businesses within our CDFI target markets [BIPOC business owners, low wealth individuals, and businesses located in areas of under investment]. One of MCCD's strategic objectives is to lower the cost of the capital we lend to our clients and we intend to continue to focus on securing grants for similar purposes in the future.
- MCCD is pleased to announce that our 2022 allotment from MicroGrants is \$25,000. MCCD has been an approved partner of Microgrants for many years and we apply for these grants on behalf of our existing qualifying clients. A microgrant is generally less than \$5,000 and can be used for a variety of business expenses including inventory, technology, and equipment.
- Last June MCCD received a \$1.826M grant from the US Dept. of the Treasury's CDFI Rapid Response Program. MCCD quickly put these funds to use last year to retroactively lower interest rates for 75 loan clients in our loan portfolio. Additionally, we capped our interest rate for new startup loans at 7%. In 2022, we're pleased to report that these dollars will be further utilized to provide loans to qualifying businesses in our CDFI target markets at rates as low as 3% (even as the prime rate has increased in recent months) until this funding source is fully utilized. These changes to our loan policies reflect MCCD's commitment to provide affordable and flexible capital to the communities we serve.
- Ongoing: Seven MCCD staff members, including Dakota County's Business Advisor, are working to complete the National Development Council's Economic Development Finance 101 class which will run through September. Graduates will build on their existing knowledge base and gain a further understanding of both the basic tools and newest techniques used by successful economic development finance practitioners to assist small businesses and create jobs.

"Thank YOU for being such a great resource for our community!"

– Chamber Contact

IGH Highlights – YTD 2022

- Technical assistance provided to 6 IGH businesses
 - 4 were existing businesses and 2 were in the startup / planning stage
 - Assistance provided to three food-based businesses, a construction business, a home remodeling business, and an entrepreneur seeking a turnkey opportunity / franchise to purchase. Additional detail includes...
 - Ongoing support to food truck business & MCCD loan client to foster continued growth of her business. Topics included marketing, networking, and financial management.
 - Support to existing food truck business & new MCCD client who recently leased space in IGH for her new restaurant. Assistance provided focused on licensing, permitting, and initial steps for business establishment in IGH.
 - Support to existing food truck business & new MCCD client who plans to open a restaurant in IGH in the next 1-2 years. Assistance provided with planning and budgeting for business expansion, networking, and professional referrals. This client is in the early stages of planning and saving for this business expansion.
 - Other assistance provided includes business startup steps (licensing, registration, paying yourself, etc.), advising on how to buy a business or franchise, and ongoing support to existing clients including networking referrals and new grant opportunities.
 - 3 out of 6 business are low income owned
 - 4 out of 6 businesses are women-owned
 - 6 out of 6 businesses are BIPOC or immigrant owned
 - 16.5 technical assistance hours logged
- Loan portfolio & activity
 - Ongoing technical assistance and servicing the loans in our portfolio made to IGH residents / businesses
 - A \$5,000 loan made in 2021 to an IGH resident and food cart business.
 - A \$100,000 loan made in 2019 to an IGH resident with a restaurant business in a neighboring city
 - This loan benefitted from the rate reduction that was instituted last year

“Thank you for all of the introductions. My goodness, I really appreciate you for all that you do. We don’t take this lightly. This is the time for us to home in on the resources that Dakota County has for the community that we serve.”

– Partner Organization

Regional Business Needs, Trends, Feedback

- *Businesses are changing hands.* Throughout the region we're seeing business owners looking to sell existing businesses and new entrepreneurs coming into the marketplace looking to buy.
 - Sellers are doing so for a variety of reasons including retirement, scaling back or reorganization. Some have expressed general fatigue with operating a small business given COVID-related challenges experienced in the past few years.
 - Buyers are coming in with a broad range of skills and experiences. Some have little to no business ownership or industry experience. Some are looking for turnkey operations and passive income.
 - This is true across the board throughout OTB geographies and I'm having these conversations in IGH as well. I'm working with one IGH client who is considering buying an existing carwash business and/or a franchise in an industry where he has no professional experience. He intends to keep his full-time employment and sees the new business venture more as a long-term investment that can generate passive income.
- *Confidence is high.* We are seeing many existing businesses that are planning to take the next step in their business development including home-based businesses that are moving to their first brick and mortar space.
 - In Q1 & Q2 of 2022, momentum continued to build. In July it seems that higher interest rates and general uncertainty has slowed things down a bit but there is still a good appetite for growth and good confidence.
 - The real estate market is still hot and crowded. This poses a challenge for buyers and renters alike.
 - In IGH we're working with 3 food truck business that are all growing and expanding. Two are looking to establish their first brick and mortar locations in IGH in the near and mid-terms. One recently signed a lease and will open her new restaurant later this year.
- *Continued staffing and retention challenges.* Employers across industries are looking for new ways to attract and retain their employees.
 - The retail and service industries have been especially hard-hit by this challenge.
 - There is continued pressure on wages and expectations for new benefits and more flexibility.

"Thank you for thinking of me for the grant application. I just submitted it!"

– Inver Grove Heights Business Owner



Request for EDA Action

EDA UPDATE AND DISCUSSION ON RETAIL ATTRACTION

Meeting Date: August 1, 2022

Item Type: EDA

Contact: Heather Rand, EDA Executive Director, (651) 450 - 2546

ACTION REQUESTED

The EDA is asked to discuss and provide direction to staff on the topic of retail attraction efforts in the city of Inver Grove Heights.

BACKGROUND

Over the course of the last couple years, community development and communications staff have worked with commercial real estate brokers and commercial property owners to identify eight distinct commercial districts within the city for the purpose of beginning to brand each district for marketing purposes. This differentiating of various commercial districts is a common, effective action step taken by community development and commerce organizations to advance marketing in a specific area for the purpose of attracting more customers and businesses.

Another action step the city has taken to promote commercial district identities and attract new customers and businesses is to provide updated demographic and transportation information to those doing business within the district or for those considering starting a business in an IGH commercial district. These businesses and/or their realtors ask city staff for data, so that they may better understand each commercial district's level of customer demand for their services and products. This includes data such as traffic moving through per day, population counts and ages within 1, 3 and 5 miles, incomes of potential customers nearby, and day traffic counts, which may be defined as number of people who work nearby during the day and may then frequent a restaurant or retail shop before or after their work shift, and perhaps also during their lunch hours. The city of IGH website in the Economic Development section, posts these data points under the "We Love Business" commercial district section with well-defined maps. The city pays a well-respected information service called ESRI to update the data on these pages an ongoing basis to ensure the date is relevant. The city's Economic Development web pages also have a link to MNCAR, the twin cities metro area commercial realtors' website with listings per city of available commercial storefronts and office space for lease, in addition to the listing for IGH of a few commercial lots for sale.

A third action step that is currently being taken by city staff is their traveling to the commercial districts within the city a few times a year to conduct on site monitoring of the number and location

and size of vacant storefronts amongst the various commercial districts that are available for lease. Also documented at that time is the contact information of the commercial real estate broker that is marketing the available retail sites. Staff refer to this as taking a commercial inventory.

Lastly, EDA commissioners should know that city staff respond to numerous and ongoing direct inquiries from businesses seeking retail space for lease in IGH, or their real estate brokers seeking zoning and code information on available retail sites that they have identified. Staff's commercial inventory, the comprehensive land use plan and existing city zoning information allow staff to suggest potential retail locations that may be good business fit, or at the least, guide staff in providing more information on sites. As appropriate, city staff also refer prospects to the city's website Economic Development Section, for the MNCAR link with site listings and the "We Love Business" commercial district data (demographic/day traffic and traffic counts), so that the prospect may evaluate their site location needs as it relates to available real estate listings and district data.

RECOMMENDATION

This is discussion item for the EDA.

ATTACHMENTS

Powerpoint Presentation titled "IGH Commercial Districts, Discussion on Retail Attraction" dated August 1, 2022

IGH Commercial Districts

Discussion on Retail Attraction

*Heather Rand, IGH EDA Executive
Director
August 1, 2022*



CITY OF
INVER GROVE
HEIGHTS

**EDA/Community
Development Department**

www.ighmn.gov

Economic Development area of the City website features facts and stats on eight identified commercial districts in IGH, invites consumers to discover each area, and begins to establish an identity for each:

We ❤️ Commercial Districts!



www.ighmn.gov/economicdevelopment

Inver Grove Heights Commercial Districts



CITY OF
INVER GROVE
HEIGHTS

& We ♥ Businesses

Our city is business friendly & home to an affluent consumer base that loves to buy local. IGH is home to multi-nationals, popular franchises, mom-and-pops, non-profs & family-run restaurants. Our city & our chamber of commerce actively support our business community.

Arbor Pointe Commercial District



AR
BOR
PO
INTE

1 Mile



Population
6,254



Households
2,614



Median Age
41.9



Ave Household
Income
\$91,731



Daytime
Employees
2,112



Total
Businesses
92

3 Mile



Population
31,004



Households
12,178



Median Age
41.3



Ave Household
Income
\$83,002



Daytime
Employees
9,966



Total
Businesses
600

5 Mile



Population
103,583



Households
39,430



Median Age
38.6



Ave Household
Income
\$84,503



Daytime
Employees
45,640



Total
Businesses
2,343

- Number of Businesses in the District: 52

- Square Footage of Commercial Buildings: 344,155

Main Streets:

- Hwy 52
- Concord Blvd.
- Broderick Blvd.
- Courthouse Blvd
- Cahill Ave.

Traffic Moving Through:

- 56,000 on Hwy 52/day
- 11,300 exiting from Hwy 52 to Concord Blvd/day



Argenta Hills Commercial District



A R G E N T A H I L L S	1 Mile	3 Mile	5 Mile
	Population 3,138	Population 48,103	Population 130,916
	Households 1,208	Households 18,773	Households 52,468
	Median Age 40.9	Median Age 39.8	Median Age 40.2
	Ave Household Income \$108,672	Ave Household Income \$94,000	Ave Household Income \$83,099
	Daytime Employees 1,198	Daytime Employees 27,105	Daytime Employees 72,619
	Total Businesses 70	Total Businesses 1,285	Total Businesses 4,351

• Number of Businesses in the District: 27



• Square Footage of Commercial Buildings: 153,370

• Main Streets:

- Hwy 55
- Hwy 3/S. Robert Trl.
- 80th St.
- Amana Trl.
- Argenta Trl.

• Traffic Moving Through:

- 24,500 on Hwy 55/day
- 3,650 on Amana Trl/day



Bishop Heights Commercial District



B
I
S
H
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P

H
E
I
G
H
T
S

1 Mile



Population
17,617



Households
7,372



Median Age
36.4



Ave Household
Income
\$63,761



Daytime
Employees
7,628



Total
Businesses
376

3 Mile



Population
70,415



Households
29,416



Median Age
40.1



Ave Household
Income
\$67,007



Daytime
Employees
29,292



Total
Businesses
2,037

5 Mile



Population
157,561



Households
62,563



Median Age
39.0



Ave Household
Income
\$76,904



Daytime
Employees
78,983



Total
Businesses
4,448

- Number of Businesses in the District: 170

- Square Footage of Commercial Buildings: 690,944

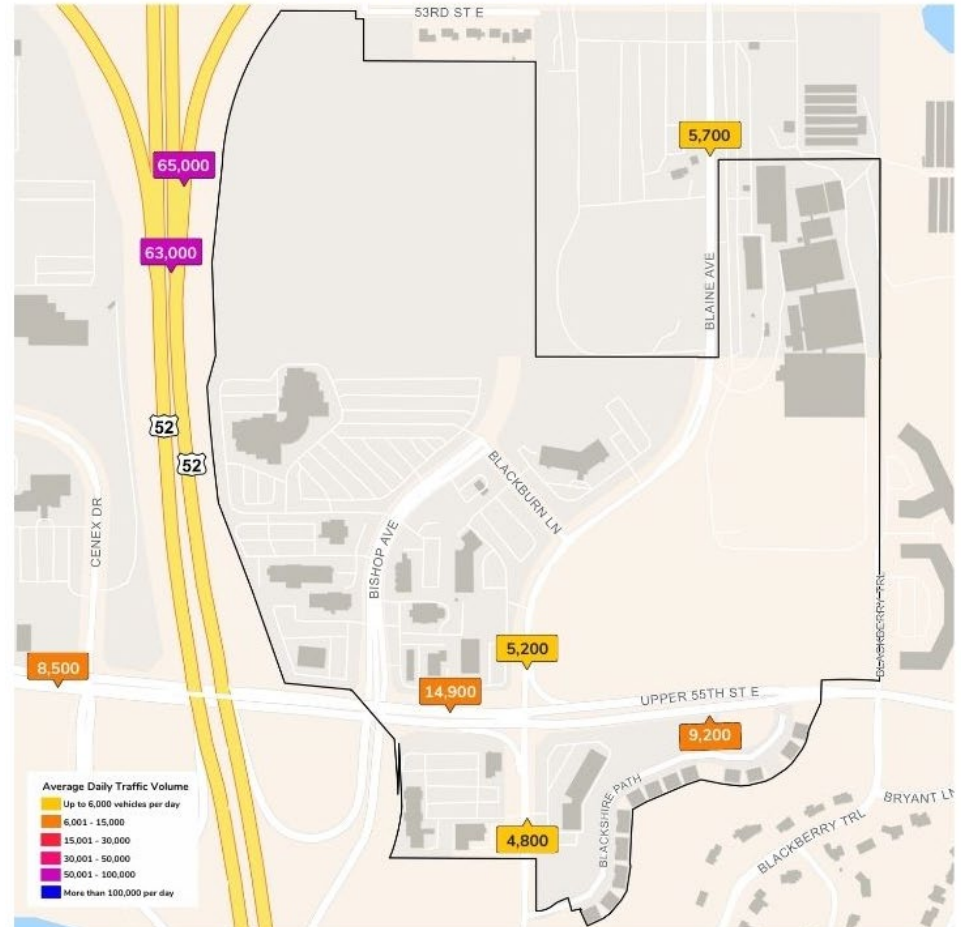


Main Streets:

- Hwy 52
- I-494
- Upper 55th St.
- Blaine Ave.
- Cahill Ave.
- Bishop Ave.

Traffic Moving Through:

- 65,000 on Hwy 52/day
- 14,900 on Upper 55th St/day



Cahill Corridor Commercial District



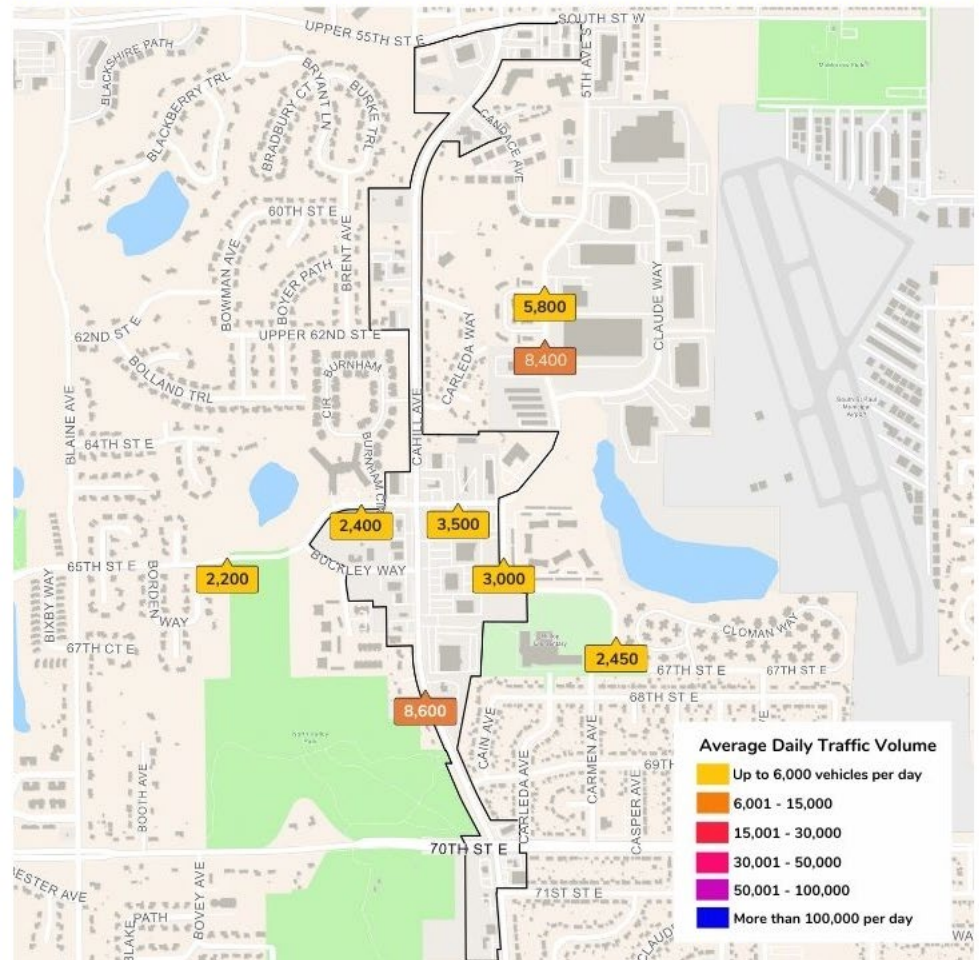
CAHILL CORRIDOR	1 Mile	3 Mile	5 Mile
	Population 19,903	Population 64,237	Population 161,174
	Households 8,114	Households 26,435	Households 62,456
	Median Age 41.0	Median Age 39.4	Median Age 38.8
	Ave Household Income \$73,392	Ave Household Income \$68,214	Ave Household Income \$79,194
	Daytime Employees 7,613	Daytime Employees 26,247	Daytime Employees 67,246
	Total Businesses 438	Total Businesses 1,721	Total Businesses 3,858

- Number of Businesses in the District: 166
- Square Footage of Commercial Buildings: 364,628

- Main Streets:
 - Cahill Ave.
 - Upper 55th St.
 - 65th St.
 - 70th St.
 - 80th St.



- Traffic Moving Through:
 - 8,600 on Cahill Ave/day
 - 3,500 on 65th St/day



Concord Corridor Commercial District



• **Number of Businesses in the District:** 74

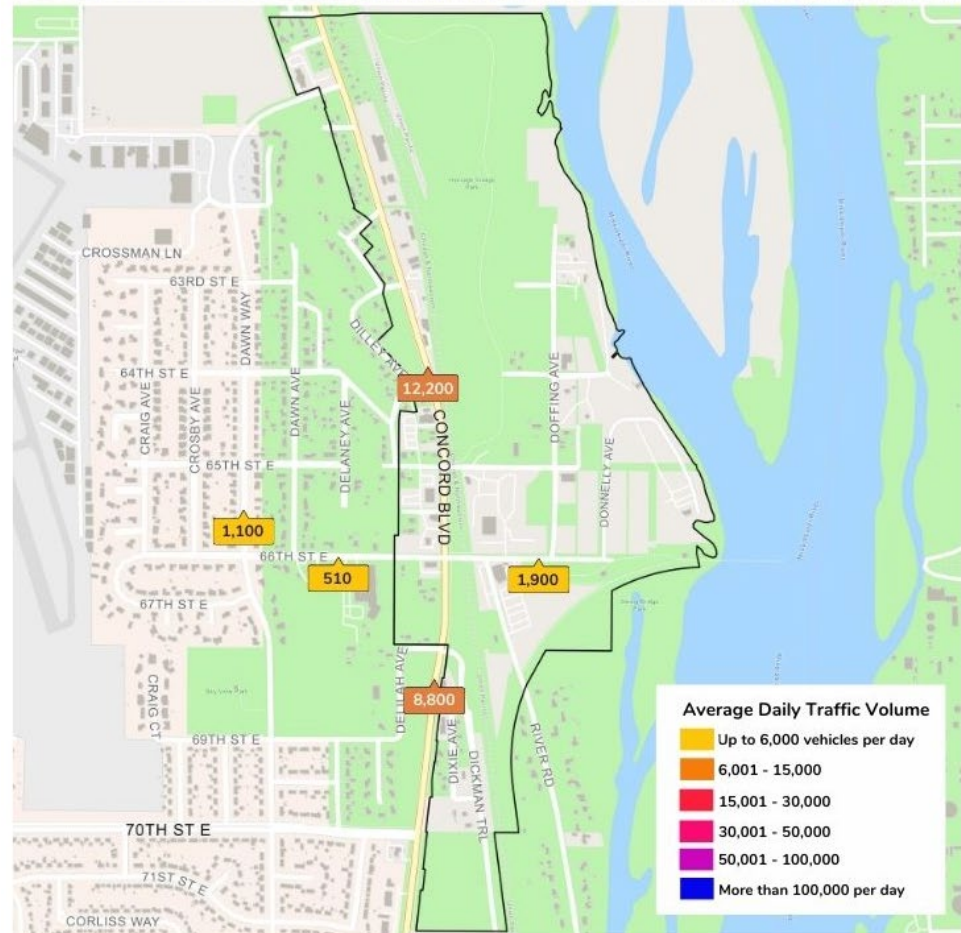
• **Square Footage of Commercial Buildings:** 147,549

• **Main Streets:**

- I-494
- Concord Blvd.
- 65th St.
- 66th St.
- 70th St.
- 80th St.

• **Traffic Moving Through:**

- 12,200 on Concord Blvd/day
- 1,900 on 66th St/day



1 Mile



Population
13,298



Households
5,249



Median Age
39.2



Ave Household Income
\$64,720



Daytime Employees
3,920



Total Businesses
296

3 Mile



Population
69,765



Households
28,001



Median Age
38.3



Ave Household Income
\$71,112



Daytime Employees
24,292



Total Businesses
1,543

5 Mile



Population
157,918



Households
60,920



Median Age
38.6



Ave Household Income
\$80,090



Daytime Employees
61,572



Total Businesses
3,459

Groveland Commercial District



	1 Mile	3 Mile	5 Mile
	Population 12,277	Population 80,974	Population 206,499
	Households 5,430	Households 33,393	Households 88,833
	Median Age 35.7	Median Age 40.3	Median Age 38.9
	Ave Household Income \$55,879	Ave Household Income \$69,952	Ave Household Income \$69,419
	Daytime Employees 8,039	Daytime Employees 34,726	Daytime Employees 132,875
	Total Businesses 442	Total Businesses 2,347	Total Businesses 7,871

• Number of Businesses in the District: 69

• Square Footage of Commercial Buildings: 693,533

• Main Streets:

- I-494
- Hwy 62
- Hwy 3/Robert Trl.
- Mendota Rd/Southview Blvd.



• Traffic Moving Through:

- 25,000 on Hwy 62 from I-494/day
- 20,600 on Hwy 3/Robert Trl/day
- 9,000 on Mendota Rd/day



Salem Square Plaza Commercial District



S A L E M S Q U A R E	1 Mile	3 Mile	5 Mile
	Population 6,156	Population 66,009	Population 158,007
	Households 2,578	Households 27,481	Households 64,720
	Median Age 32.8	Median Age 40.9	Median Age 39.4
	Ave Household Income \$57,374	Ave Household Income \$69,511	Ave Household Income \$72,071
	Daytime Employees 5,064	Daytime Employees 29,725	Daytime Employees 87,152
	Total Businesses 178	Total Businesses 2,115	Total Businesses 5,302

• Number of Businesses in the District: 24

• Square Footage of Commercial Buildings: 73,161

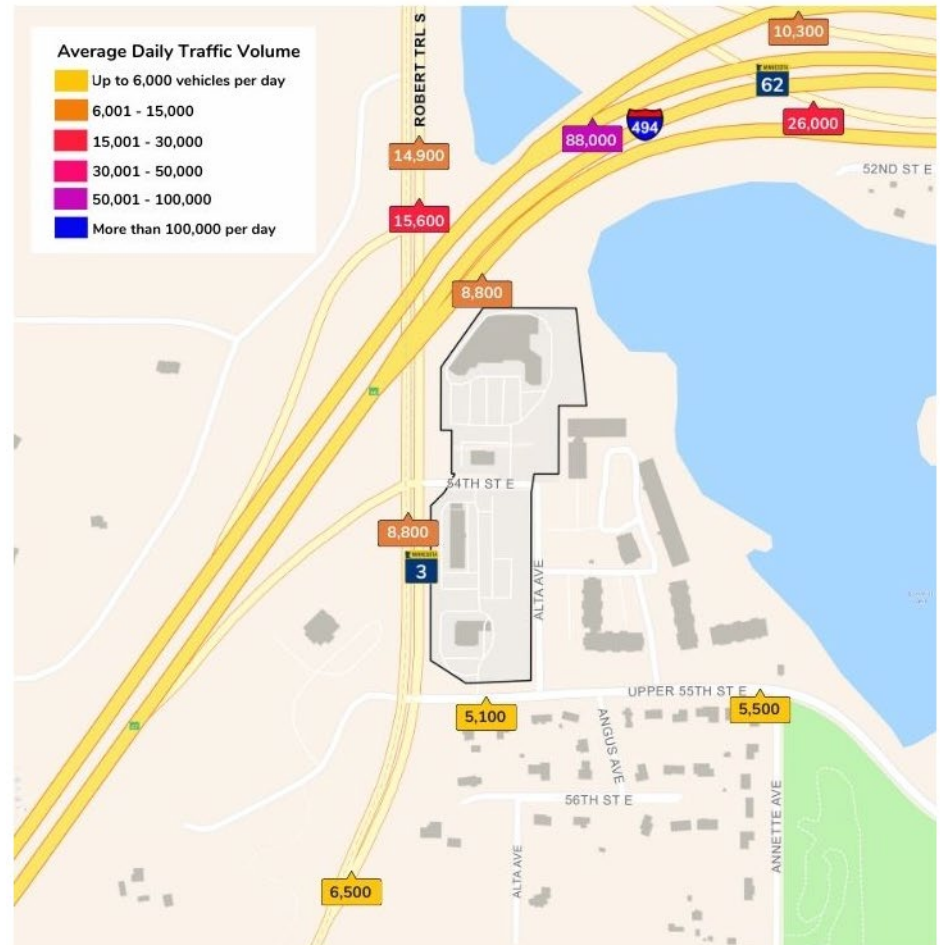
• Main Streets:

- I-494
- Hwy 3/S. Robert Trl.
- Upper 55th St.



• Traffic Moving Through:

- 15,600 on Hwy 3/S. Robert Trl/day
- 5,500 on Upper 55th St/day



Simley Plaza Commercial District



S
I
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Z
A

1 Mile



Population
12,559



Households
5,117



Median Age
41.9



Ave Household
Income
\$81,255



Daytime
Employees
3,730



Total
Businesses
148

3 Mile



Population
41,635



Households
16,658



Median Age
39.7



Ave Household
Income
\$76,723



Daytime
Employees
14,132



Total
Businesses
837

5 Mile



Population
117,391



Households
45,440



Median Age
39.1



Ave Household
Income
\$81,655



Daytime
Employees
52,717



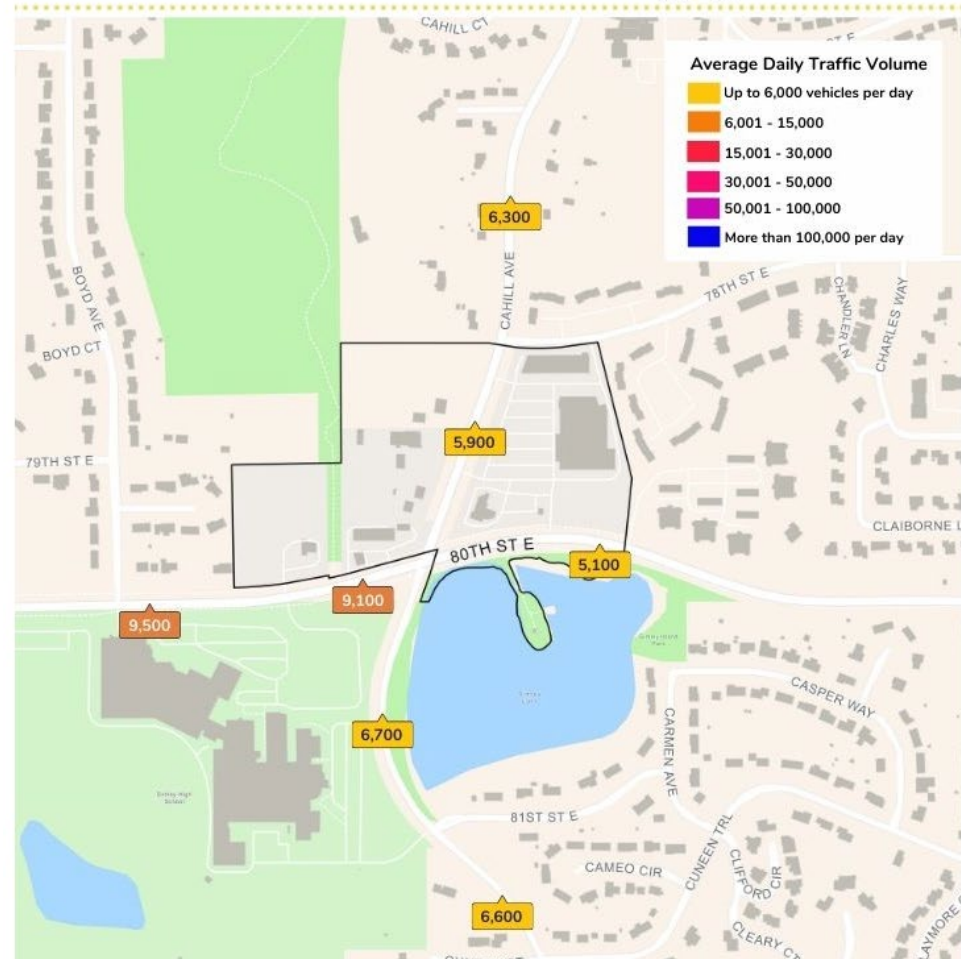
Total
Businesses
3,040

- Number of Businesses in the District: 26
- Square Footage of Commercial Buildings: 98,336



- Main Streets:
 - Cahill Ave.
 - Boyd Ave.
 - 78th St.
 - 80th St.

- Traffic Moving Through:
 - 6,700 on Cahill Ave/day
 - 9,500 on 80th St/day



Thanks for visiting!

We ❤️ Businesses!



www.ighmn.gov/economicdevelopment

Questions or additions?

Contact Community Development at econdev@ighmn.gov



CITY ADMINISTRATION

8150 Barbara Avenue
Inver Grove Heights, MN 55077
651-450-2500

COMMUNITY DEVELOPMENT

8150 Barbara Avenue
Inver Grove Heights, MN 55077
651-450-2545

FINANCE DEPARTMENT

8150 Barbara Avenue
Inver Grove Heights, MN 55077
651-450-2519

FIRE DEPARTMENT

9200 Courthouse Boulevard
Inver Grove Heights, MN 55077
651-455-5082

PARKS & RECREATION

8055 Barbara Avenue
Inver Grove Heights, MN 55077
651-450-2585

POLICE DEPARTMENT

8150 Barbara Avenue
Inver Grove Heights, MN 55077
651-450-2525

PUBLIC WORKS DEPARTMENT

8168 Barbara Avenue
Inver Grove Heights, MN 55077
ENGINEERING: 651-450-2570
STREETS & UTILITIES: 651-450-4309

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Minnesota
GreenStep Cities





TO: IGH Economic Development Authority

FROM: Kris Wilson, City Administrator

MEETING DATE: August 1, 2022

SUBJECT: Retail & Restaurant Attraction

Through various conversations, meeting agendas, plans and communications, the EDA / City Council and local residents have made clear their desire to attract additional commercial activity to Inver Grove Heights, especially in the form of restaurant and retail businesses that would add to the convenience and quality of life of IGH residents. One year ago, at its August 2, 2021 meeting, the EDA heard from local resident Jen Helm, who works as a Managing Director for Newmark, a global company with expertise in commercial real estate, tenant and landlord representation and retail consulting services. Ms. Helm shared her insights regarding what attracts restaurant and retail businesses to particular locations. At the May 2022 EDA meeting, it was requested that staff and EDA members return to this conversation this month for a "check-in" and update on the topic.

Discussion topics may include:

1. What steps is or has staff taken over the past year to attract additional commercial activity to IGH?
2. What opportunities does IGH have to capitalize on and where do we face challenges?
3. What is the desired use or mix of the city resources (primarily in the form of staff time) available for economic development activities? What is the private sector's role and what is local government's role? How should recruitment and attraction of restaurant and retail business be prioritized compared to other possible economic development work?
4. Does the City need to invest more in this area? If so, how much more, and in what form? (additional staff? consultant contracts?) What is the desired versus the likely return on that investment?

In her presentation last year Ms. Helm's shared that retail and restaurant location decisions center around:

1. Density or concentration of households nearby to ensure a sufficient customer base (i.e. "roof tops")
2. Concentration of commercial activity and proximity to other major retail draws – such as a Target or Walmart store; and conversely, distance from the restaurant or retailers' other metro locations.
3. The availability of daytime customers, in addition to evening and weekend customers.
4. Availability of existing buildings that don't require substantial conversion or build-out, as well as the access and positioning of those buildings.

The City/EDA have varying degrees of influence over each of these factors. Many are also the result of long-term policies and actions played out over time and heavily subject to broader economic conditions.

From Monday's EDA meeting, the hope is to ensure a shared understanding and clear articulation of the collective priorities and expectations of the EDA as a whole and engage with Commissioners in a frank discussion of how those would be achieved.

Attached as supplemental information is a copy of the current year's EDA budget, as well as the most recently adopted EDA Workplan, which is from 2020.

INVER GROVE HEIGHTS EDA 2020 WORK PLAN

The following work plan provides guidance to the Inver Grove Heights Economic Development Authority (EDA) and its staff throughout the year. It is recognized that other unanticipated opportunities and challenges may arise throughout the year that may impact work plan outcomes.

Identify & Support Smart, High-Value Growth Opportunities

1. Conduct business retention & expansion (BRE) visits with city's 15 largest private sector employers to determine how best to support their continued growth in our community.
2. Establish "shovel ready certified" development sites for new corporate office headquarters and warehouse/distribution centers that may be directly marketed to site search consultants, brokers and businesses via annual broker tour and other events.
3. Maximize the economic development opportunities that may result from proposed state and county transportation infrastructure investment.
4. Advance the redevelopment of Concord Boulevard to improve the riverfront experience for both residents and visitors which will lead to increased private sector investment along this very important, historic city corridor.

Support The Development Of A Variety of Housing Types

1. Work with the Inver Grove Heights Housing Committee to explore the potential of partnering with Habitat for Humanity or similar non-profit to develop an affordable, single-family housing project.
2. Partner with Dakota Community Development Authority (CDA) to development a Workforce Housing Project at 66th and Concord Boulevard.
3. Explore development of the South Grove Site as a workforce housing project.
4. Prepare marketing materials for city surplus land that is zoned for residential uses including high density, market rate and/or senior housing.

Continue To Advance A Business Friendly Approach Toward Development

1. Evaluate effectiveness of the December 2019 implementation of Cityview software "Portal" on city website that allows public to apply for routine construction permits and rental housing permits, and pay for such on the city website. Implement new Cityview system ad-on improvements as feasible.
2. Evaluate the value of implementing comprehensive electronic plan review among multi-city department divisions (planning, engineering, code compliance, building inspection, fire marshal) for the purpose of improving efficiency and facilitating faster decision-making by staff.
3. Review city's multi-department building permit/site review process for the purpose of creating and implementing process efficiencies.
4. Improve city's economic development website pages and work with city communications division and other partners on creating a new, comprehensive city marketing campaign.



		2019 Total Budget	2019 Total Activity	2020 Total Budget	2020 Total Activity	2021 Total Budget	2021 YTD 10/31/2021	2022 Total Budget
Fund: 290 - EDA OPERATING								
RevCat: 330 - INTERGOVERNMENTAL								
290.45.0000.3309000	GRANTS	0.00	0.00	15,000.00	0.00	15,000.00	0.00	0.00
	RevCat: 330 - INTERGOVERNMENTAL Total:	0.00	0.00	15,000.00	0.00	15,000.00	0.00	0.00
RevCat: 360 - MISCELLANEOUS REVENUES								
290.00.0000.3610000	INVESTMENT INTEREST	0.00	249.10	0.00	1,401.07	0.00	271.39	0.00
290.00.0000.3611000	ACCRUED INTEREST RECEIVABLE	0.00	0.00	0.00	597.92	0.00	0.00	0.00
290.00.0000.3612000	FAIR MARKET VALUE ALLOCATION	0.00	0.00	0.00	1,823.19	0.00	0.00	0.00
	RevCat: 360 - MISCELLANEOUS REVENUES Total:	0.00	249.10	0.00	3,822.18	0.00	271.39	0.00
RevCat: 390 - OTHER FINANCING SOURCES								
290.45.0000.3911000	OPERATING TRANSFERS IN	75,100.00	75,100.00	83,200.00	83,200.00	65,800.00	54,833.30	65,800.00
	RevCat: 390 - OTHER FINANCING SOURCES Total:	75,100.00	75,100.00	83,200.00	83,200.00	65,800.00	54,833.30	65,800.00
	Fund: 290 - EDA OPERATING Total:	75,100.00	75,349.10	98,200.00	87,022.18	80,800.00	55,104.69	65,800.00



		2019 Total Budget	2019 Total Activity	2020 Total Budget	2020 Total Activity	2021 Total Budget	2021 YTD 10/31/2021	2022 Total Budget
Fund: 290 - EDA OPERATING								
Category: 10 - PERSONNEL SERVICES - SALARIES & WAGES								
290.45.3000.419.10100	REGULAR FULL-TIME	12,600.00	10,867.34	13,900.00	14,030.71	14,800.00	12,086.23	15,500.00
290.45.3000.419.10400	OVERTIME	600.00	0.00	1,200.00	0.00	1,200.00	0.00	0.00
Category: 10 - PERSONNEL SERVICES - SALARIES & WAGES Total:		13,200.00	10,867.34	15,100.00	14,030.71	16,000.00	12,086.23	15,500.00
Category: 20 - PERSONNEL SERVICES - EMPLOYEE BENEFITS								
290.45.3000.419.20100	FLEX. COMP. SPENDING	500.00	402.43	500.00	463.32	500.00	374.22	500.00
290.45.3000.419.20300	EMPLOYER SOCIAL SECURITY	800.00	677.61	900.00	829.03	1,000.00	769.66	1,000.00
290.45.3000.419.20350	EMPLOYER MEDICARE	200.00	158.56	200.00	209.34	200.00	180.03	200.00
290.45.3000.419.20400	EMPLOYER PERA	1,000.00	815.05	1,100.00	1,052.26	1,200.00	906.60	1,300.00
290.45.3000.419.20600	MEDICAL INSURANCE	1,000.00	965.50	1,100.00	1,058.55	1,000.00	801.60	1,000.00
290.45.3000.419.20620	LIFE INSURANCE	0.00	14.48	0.00	20.54	0.00	18.47	0.00
290.45.3000.419.20630	LTD INSURANCE	100.00	7.31	100.00	29.28	0.00	24.14	0.00
290.45.3000.419.20750	WORKERS COMPENSATION	100.00	99.96	100.00	99.96	100.00	83.30	100.00
290.45.3000.419.20800	COMPENSATED ABSENCES	0.00	771.86	0.00	1,348.57	0.00	0.00	0.00
Category: 20 - PERSONNEL SERVICES - EMPLOYEE BENEFITS Total:		3,700.00	3,912.76	4,000.00	5,110.85	4,000.00	3,158.02	4,100.00
Category: 30 - PROFESSIONAL / TECHNICAL SERVICES								
290.45.3000.419.30150	FISCAL CONSULTANTS	0.00	1,225.00	0.00	0.00	0.00	0.00	0.00
290.45.3000.419.30420	CORPORATE	5,000.00	983.00	0.00	2,292.00	1,500.00	864.00	2,000.00
290.45.3000.419.30550	FLEX/COMP ACCOUNT FEE	100.00	8.65	100.00	11.30	100.00	13.24	100.00
290.45.3000.419.30700	OTHER PROFESSIONAL SERVICES	76,900.00	14,482.75	57,000.00	15,148.18	90,700.00	66,363.35	50,000.00
Category: 30 - PROFESSIONAL / TECHNICAL SERVICES Total:		82,000.00	16,699.40	57,100.00	17,451.48	92,300.00	67,240.59	52,100.00
Category: 40 - PURCHASED SERVICES PROPERTY/EQUIPMENT								
290.45.3000.419.40075	CITY FACILITIES ALLOCATION	500.00	500.04	500.00	500.04	500.00	416.70	300.00
Category: 40 - PURCHASED SERVICES PROPERTY/EQUIPMENT Total:		500.00	500.04	500.00	500.04	500.00	416.70	300.00
Category: 50 - OTHER PURCHASED SERVICES								
290.45.3000.419.50019	INSURANCE ALLOCATION	100.00	99.96	100.00	99.96	100.00	83.30	100.00
290.45.3000.419.50025	ADVERTISING/PUBLISHED NOTIC...	1,000.00	0.00	0.00	55.47	4,000.00	0.00	4,000.00

		2019 Total Budget	2019 Total Activity	2020 Total Budget	2020 Total Activity	2021 Total Budget	2021 YTD 10/31/2021	2022 Total Budget
290.45.3000.419.50030	PRINTING & BINDING	0.00	4.42	0.00	0.00	0.00	0.00	0.00
290.45.3000.419.50070	DUES, LICENSES & SUBSCRIPTIO...	8,600.00	192.00	18,800.00	7,498.00	8,000.00	1,029.00	7,500.00
290.45.3000.419.50075	MEALS AND LODGING	0.00	11.02	0.00	0.00	0.00	0.00	0.00
290.45.3000.419.50080	CONFERENCES AND SEMINARS	900.00	285.00	2,500.00	890.77	3,500.00	910.00	3,500.00
Category: 50 - OTHER PURCHASED SERVICES Total:		10,600.00	592.40	21,400.00	8,544.20	15,600.00	2,022.30	15,100.00
Category: 60 - SUPPLIES								
290.45.3000.419.60018	SUPPLIES-TRAINING	100.00	0.00	100.00	0.00	100.00	0.00	100.00
Category: 60 - SUPPLIES Total:		100.00	0.00	100.00	0.00	100.00	0.00	100.00
Fund: 290 - EDA OPERATING Total:		110,100.00	32,571.94	98,200.00	45,637.28	128,500.00	84,923.84	87,200.00