



Rapid Fire!

City Development Snapshots from Across Minnesota

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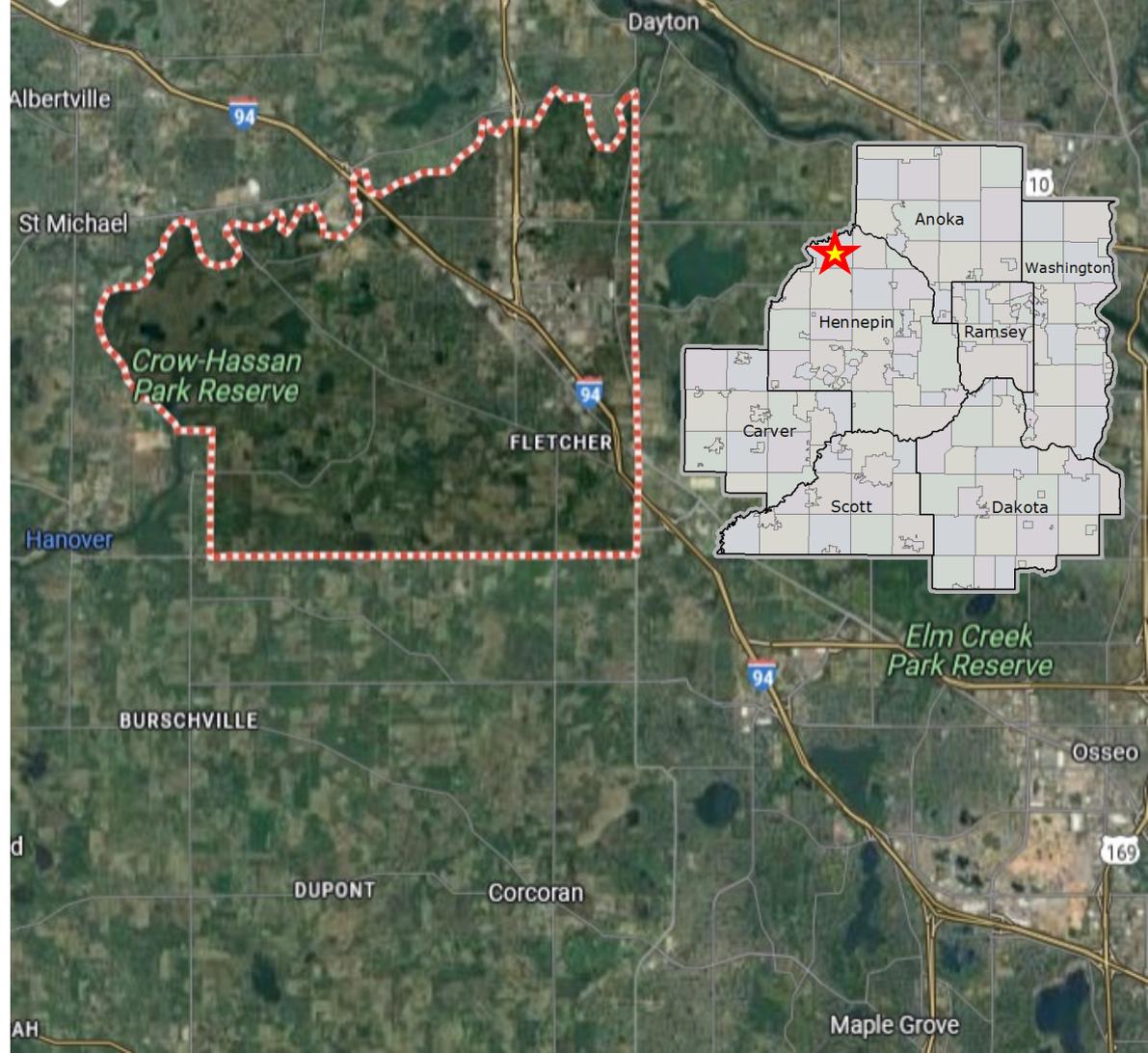


Brett Angell, Community Development Director

ROGERS: RIPPLE EFFECT BREWING

Rogers

- Northwest suburb in Hennepin County along the I-94 corridor
- Population: approx. 16,000
- Employment: over 11,000 jobs



Background

- Vacant Hardee's Building
- Adjacent vacant land that sat empty for many years
- Visible site
- Less desirable uses "circling"
- Wanted destination experience
- Didn't have a brewery
- Worked proactively with both property owners to get result we wanted



Setting the Stage





Setting the Stage



Execution of Vision

Key Take-Aways

- You sometimes just have to make things happen
- Contacts & connections matter
- Understand market conditions
- Understand the needs & desires of the community
- Establish & discuss the city's Economic Development vision
- Work collaboratively across departments



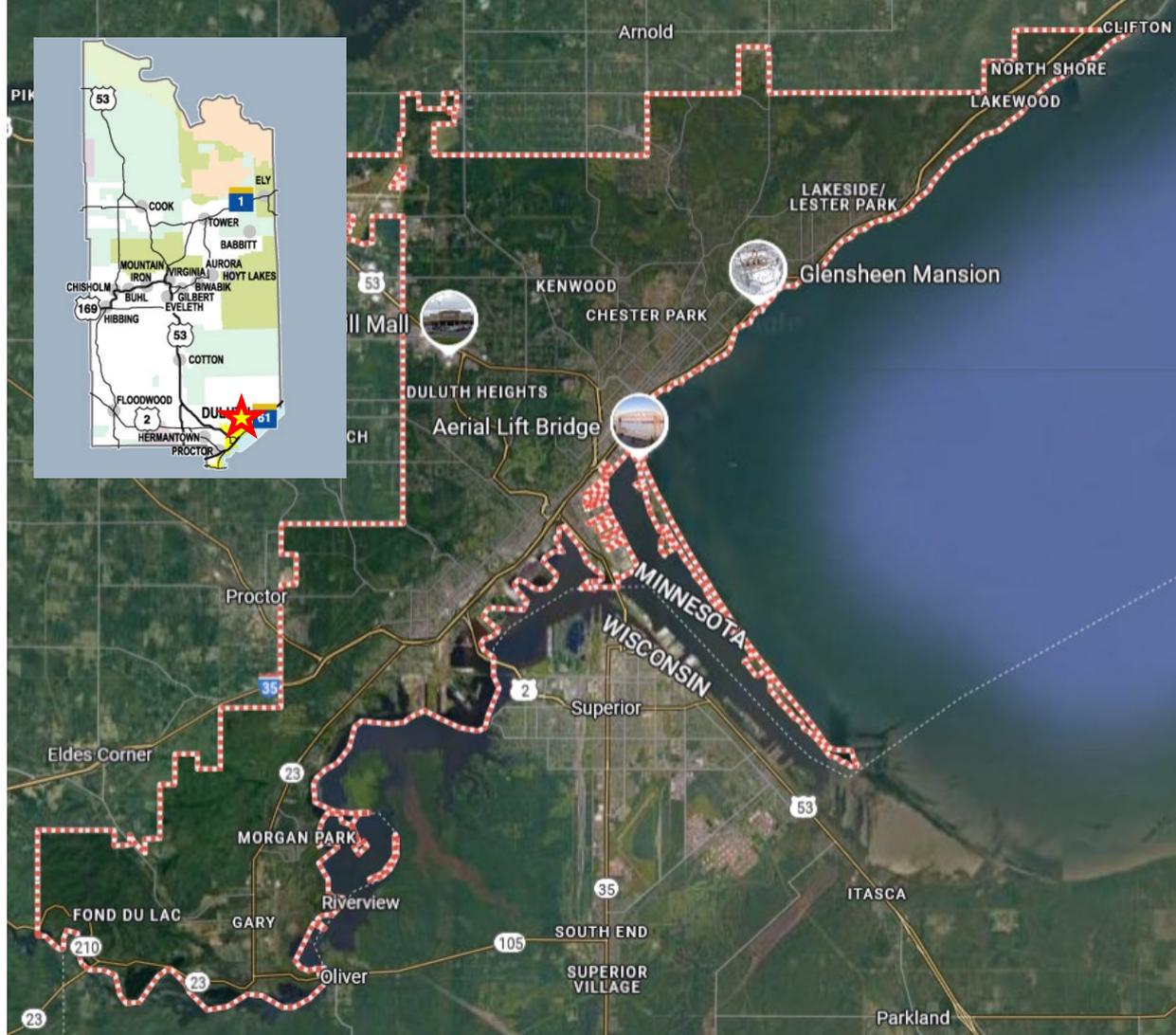


Tricia Hobbs, Manager Economic Development & DEDA

DULUTH: SOFIDEL PAPER MILL

Duluth

- Located in St. Louis County
- Population: approx. 87,860



Site History

- Lake Superior Paper Industries (1987)
- New Page Corporation (1993)
- Verso (2015)
- Mill closes (2020)
 - Loss of 235 jobs
- Challenging to find long-term occupant
- ST Paper (2021)
 - Tax abatement
- Sofidel (2024)



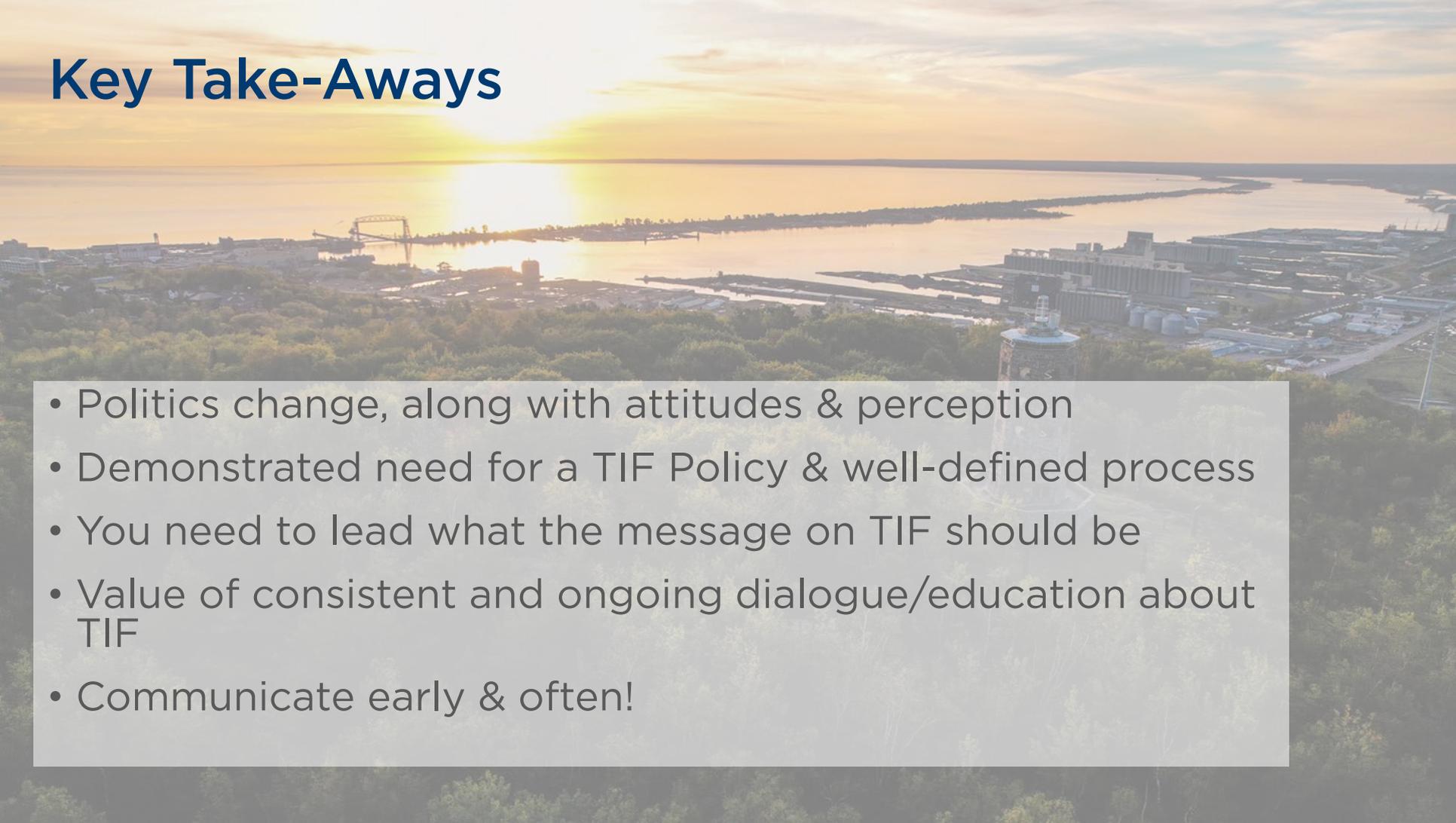
Sofidel Acquisition & Expansion



Navigating the Process



Key Take-Aways

An aerial photograph of a coastal city at sunset. The sun is low on the horizon, casting a golden glow over the water and the city. The city features a mix of residential areas with green trees and industrial zones with large buildings and structures. A prominent bridge or pier structure is visible in the middle ground. The sky is filled with soft, colorful clouds.

- Politics change, along with attitudes & perception
- Demonstrated need for a TIF Policy & well-defined process
- You need to lead what the message on TIF should be
- Value of consistent and ongoing dialogue/education about TIF
- Communicate early & often!

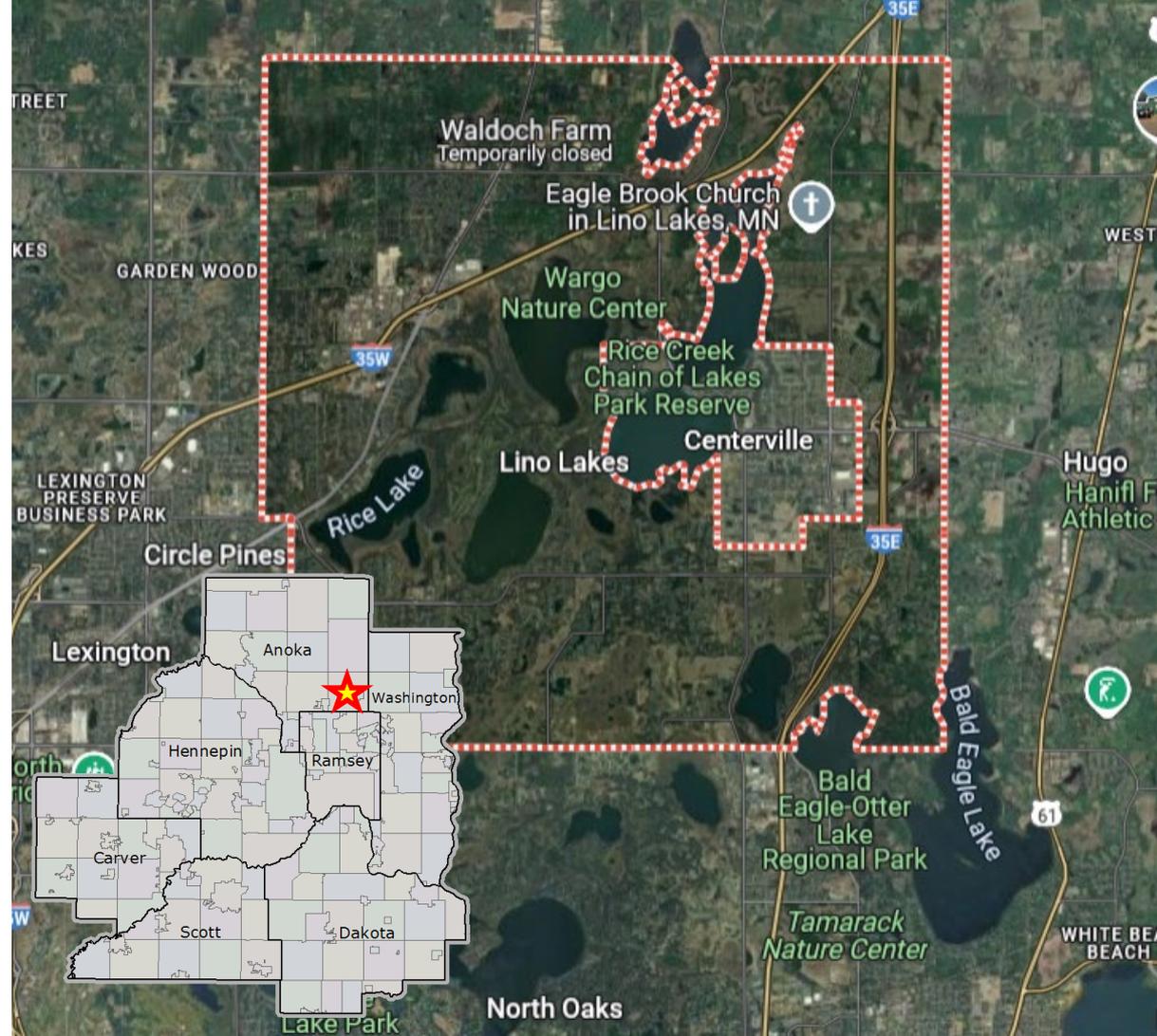


Keith Dahl, Ehlers' Municipal Advisor

LINO LAKES: SPORTS DOME

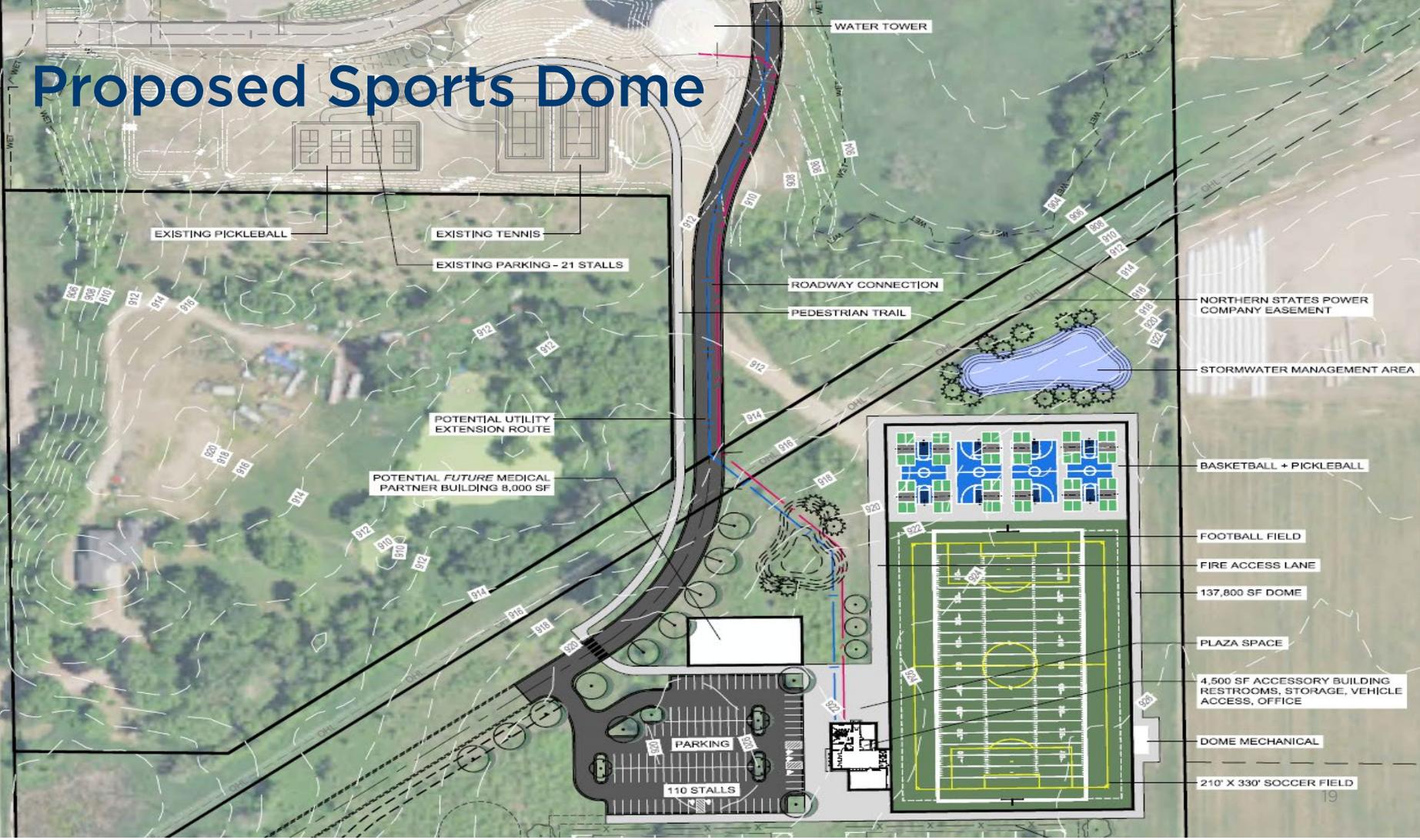
Lino Lakes

- Northwest suburb in Anoka County along I-35W corridor
- Population: approx. 22,300



Proposed Sports Dome

CENTERVILLE ROAD



EXISTING PICKLEBALL

EXISTING TENNIS

EXISTING PARKING - 21 STALLS

POTENTIAL UTILITY EXTENSION ROUTE

POTENTIAL FUTURE MEDICAL PARTNER BUILDING 8,000 SF

PARKING

110 STALLS

WATER TOWER

ROADWAY CONNECTION

PEDESTRIAN TRAIL

NORTHERN STATES POWER COMPANY EASEMENT

STORMWATER MANAGEMENT AREA

BASKETBALL + PICKLEBALL

FOOTBALL FIELD

FIRE ACCESS LANE

137,800 SF DOME

PLAZA SPACE

4 500 SF ACCESSORY BUILDING RESTROOMS, STORAGE, VEHICLE ACCESS, OFFICE

DOME MECHANICAL

210' X 330' SOCCER FIELD

Key Take-Aways

- No City is really desperate, despite what you may want
- You don't get what you don't ask for
- Creativity led to:
 - ✓ Required public improvements being paid for
 - ✓ City getting a revenue stream to offset shortfalls at its community center
 - ✓ City generating tax base from tax-exempt park property
- Review financials, evaluate your position & negotiate!!



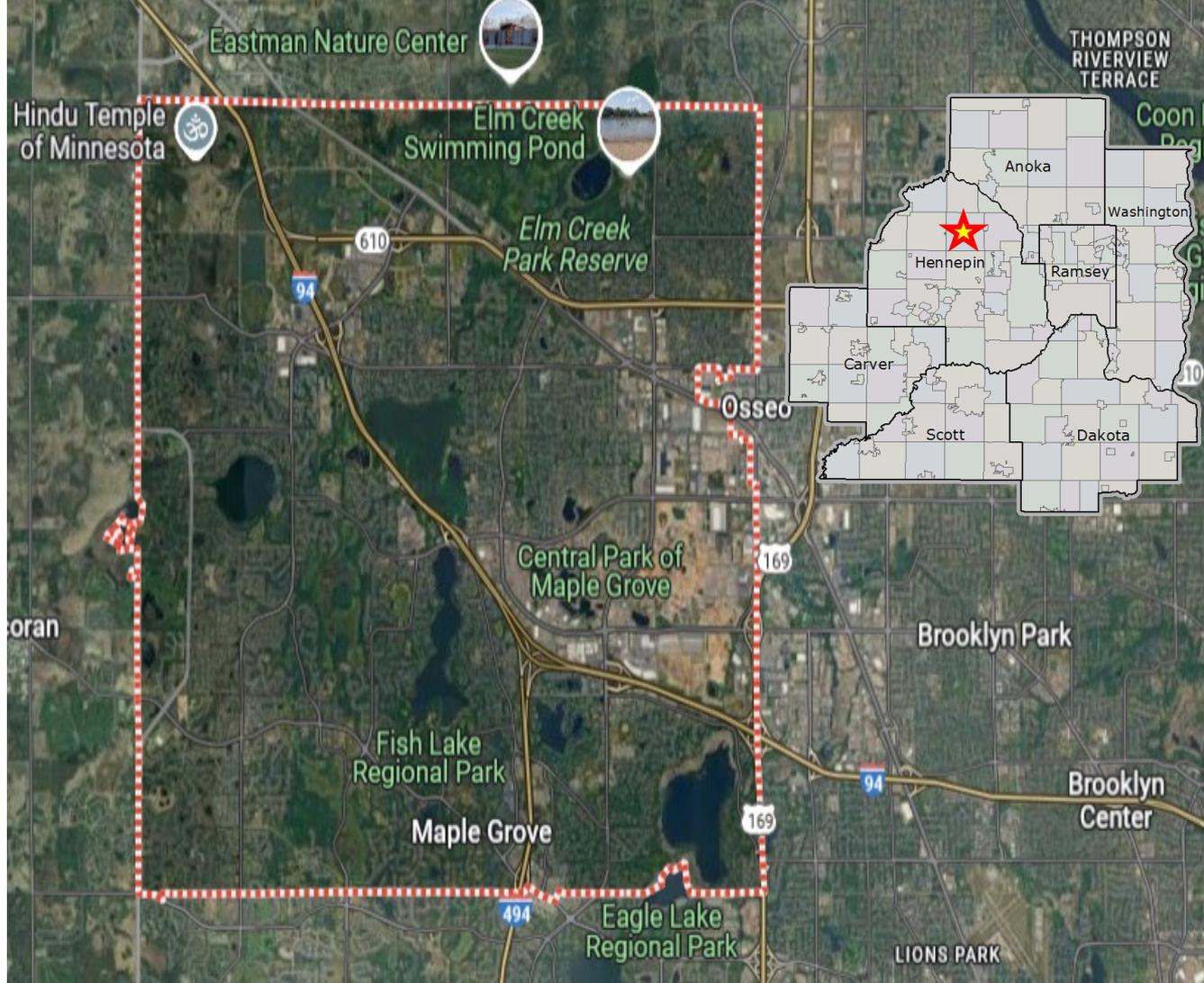


Heidi Nelson, City Manager

MAPLE GROVE: BOSTON SCIENTIFIC

Maple Grove

- Northwest suburb in Hennepin County along the I-94 corridor
- Population: approx. 71,000



Background

- Boston Scientific – develops/manufactures wide range of medical devices across range of medical specialties
- Employs over 1,000 people
- 68-Acre Campus
- Have no additional room for future expansion
- Doing national/international search for new 400,000 sq. ft. office/R & D facility
- Worked with Ryan Companies to “pitch” building in Maple Grove

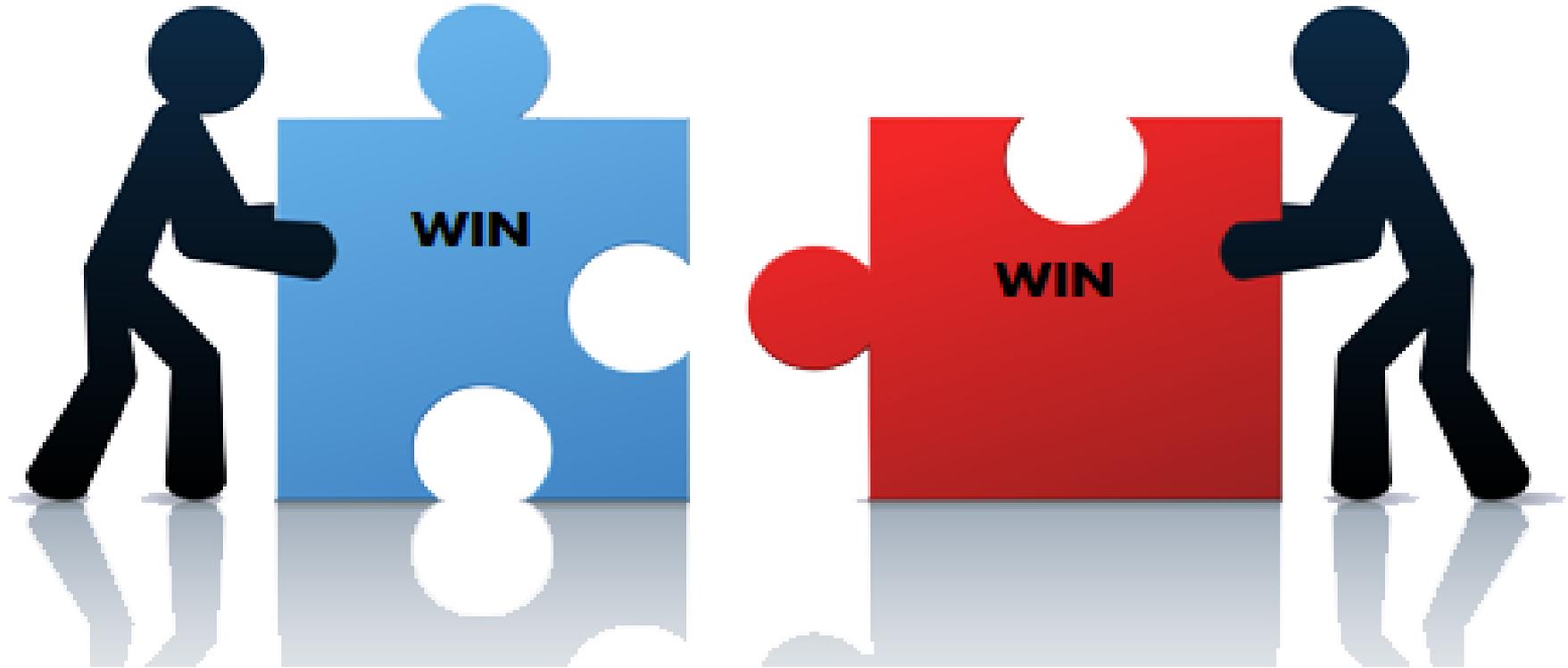


Background

- Created Gravel Mining Area TIF District in 2018 via special legislation
- Purpose is to reclaim gravel mining area to expand commerce and jobs and to provide funding for new interchange at 169 and County Road 130
- Boston Scientific required 40 acres for phase I and future expansion



NEGOTIATIONS



Key Take-Aways

- **Having an experienced development partner makes a difference**
- **State can be a great partner to entice certain projects**
- **There are moments when policy should take a back seat**

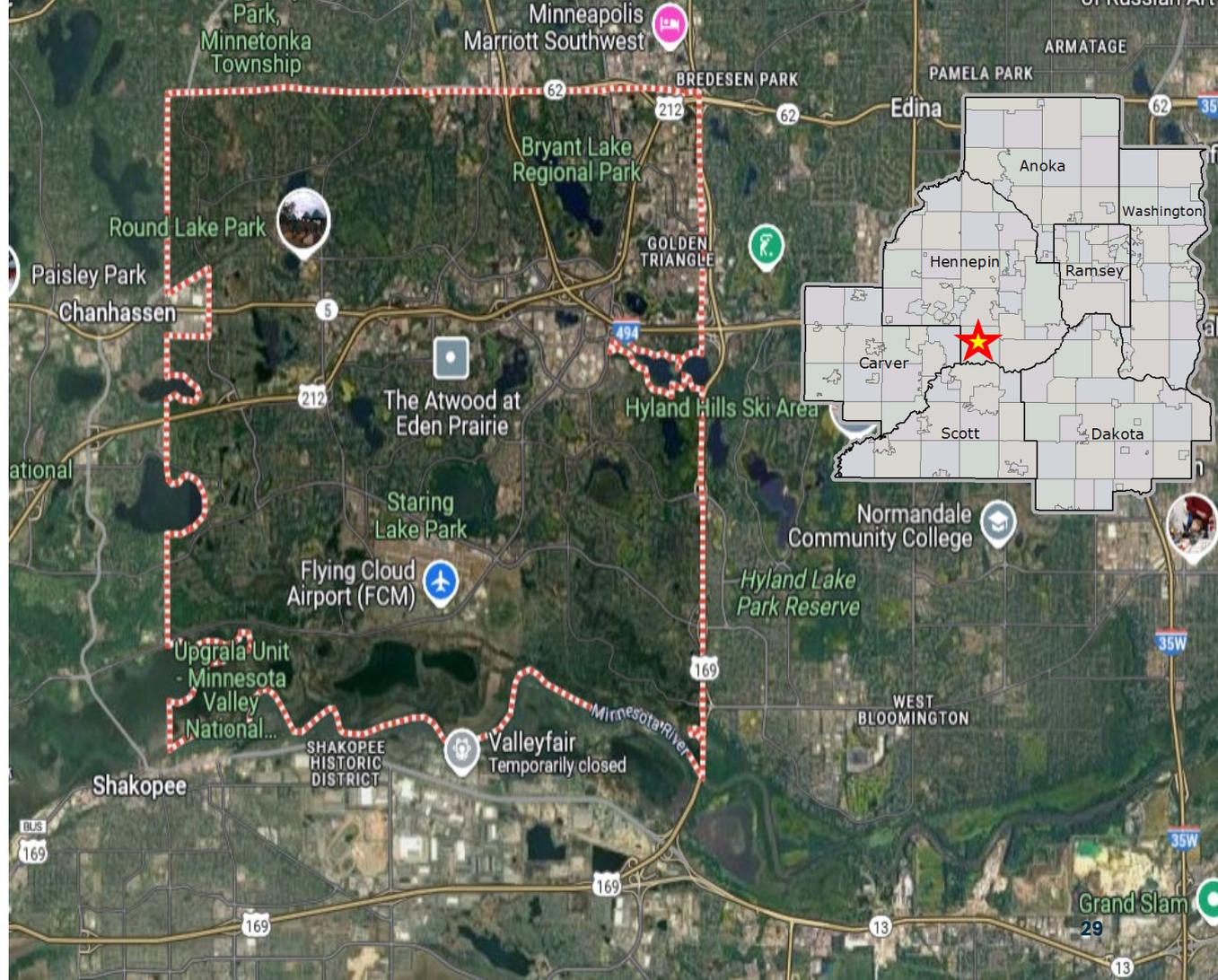


Julie Klima, Community Development Director

EDEN PRAIRIE: AFFORDABLE HOUSING

Eden Prairie

- Southern suburb in Hennepin County
- Population: approx. 64,000



Background

- City Council Priority to increase affordable and lifecycle housing options
- Fully developed community with limited infill development sites
- High value land prices
- Redevelopment and reinvestment opportunities with LRT construction
- Timelines and trends in types of housing development





Early Examples:
Prior to Inclusionary Housing Policy



Results

- Developed 2,052 units (1,470 were in last 4 years)
- 393 (19%) are affordable
- 77% of units affordable at 50% AMI and below
- Invested approximately \$48,5M (\$127,600/unit)
- 49 units affordable in perpetuity at 80% AMI
- 14 units affordable in perpetuity at 30% AMI



Key Take-Aways

- Developing affordable housing is financially challenging
- Need City Council support and commitment
- Early and often communication working with developers
- Continued communication as lease up occurs
- Mixed income projects address City goals of equity and sense of community

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