



RAMSEY COUNTY

Ramsey County Board Workshop:

2019-2021 Economic Development Work Plan and Initiatives

Economic Growth and Community Investment Service Team

March 12, 2019

Estimated Start time: 9:45 a.m.

220 Courthouse, Large Conference Room

Agenda

- | | |
|------------------------------|---|
| 1. Introduction | Johanna Berg, Deputy County Manager EGCI |
| 2. Presentation | Kari Collins, Director, Community & Economic Development |
| 3. Riverfront Properties | Josh Olson, Redevelopment Manager, Community & Economic Development |
| 4. Discussion and next steps | |

Community & Economic Development (CED) 2019 - 2021 Workplan & Initiatives

Board Workshop, March 12, 2019

Purpose of Workshop

- Introduce Economic Development Team
 - Receive Background on Current Initiatives & Regional Positioning
 - Provide Feedback and Endorse Direction of 2019 Economic Development Workplan
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Meet The Team!

Community & Economic Development Team



Kari Collins

CED Director



Josh Olson

Redevelopment
Manager



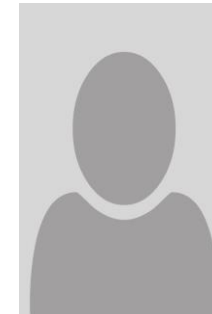
Martha Faust

Redevelopment
Manager



Mary Lou Egan

Community
Development
Specialist



To Be Hired

Economic
Development
Specialist



Sue Sutter

CED Admin.
Assistant

Background

- Existing CED programming performed in isolation and not well understood by the community
- County Strategic Plan identified economic development as a priority
- New Economic Development Director and Staff in CED
- Past attempts by the County to explore new levy funding weren't well understood or communicated
- Future initiatives rely heavily on engagement with economic development stakeholders at every community
- Ramsey County has momentum with staff capacity and new leadership to establish clarity of the County role, grow initiatives and strengthen relationships

Positioning for Regional Competitiveness

County Program Comparison	Ramsey	Anoka	Dakota	Hennepin	Washington
Economic Gardening	✓	✓	✓	✓	✓
Community Development Block Grants (CDBG)	✓	✓	✓	✓	✓
HOME Funds	✓	✓	✓	✓	✓
GreaterMSP	✓	✓	✓	✓	✓
Property Assessed Clean Energy	✓	✓	✓	✓	✓
Environmental Response Funds	✓		✓	✓	
Open To Business		✓	✓	✓	✓
Transit Oriented Development				✓	
Predevelopment/Redevelopment Finance Fund			✓	✓	✓
Corridor Planning Fund				✓	
Business District Initiative Grant				✓	
Affordable Housing Gap Financing/Incentive Fund			✓	✓	✓
Lead Program				✓	
County Owned Affordable/Senior Housing		✓	✓		✓
Levy?		✓	✓	✓	✓
Source of Levy	HRA	HRA	CDA	HRA/Gen Levy/CIP	CDA

Opportunities for Future Programming

Opportunities for Future Economic Development Programming

- Workforce Development
- Redevelopment
- Business Retention, Expansion, & Attraction
- Infrastructure Improvements & Corridor Planning
- Sustainability & Resiliency
- Affordable Housing
- Innovation
- Marketing and Technical Resources

2019 - 2021 Initiatives



Economic Development Summit, Feb. 6, 2019

2019 - 2021 Initiatives

2019 Theme: Resource Navigator

1. Ramsey County Economic Development Vision Plan
2. Open To Business
3. Regional Economic Development Portal w/Incentives Dashboard
4. Corridor Revitalization Pilot Program

Receive Overview of 2019 - 2021 Initiatives

1. *Ramsey County Economic Development Vision Plan*

A Vision Plan will:

- Establish a baseline and clarity on regional position
- Engage stakeholders and gather feedback
- Set priorities
- Identify short and long term goals
- Identify direction for future programming and funding sources
- Measure goals
- Better position the County for future funding requests

Example: Anoka County Business Roadmap

Provide Overview of 2019 - 2021 Initiatives

2. Open To Business

A program offered to emerging or existing entrepreneurs through the Metropolitan Consortium of Community Developers (MCCD)

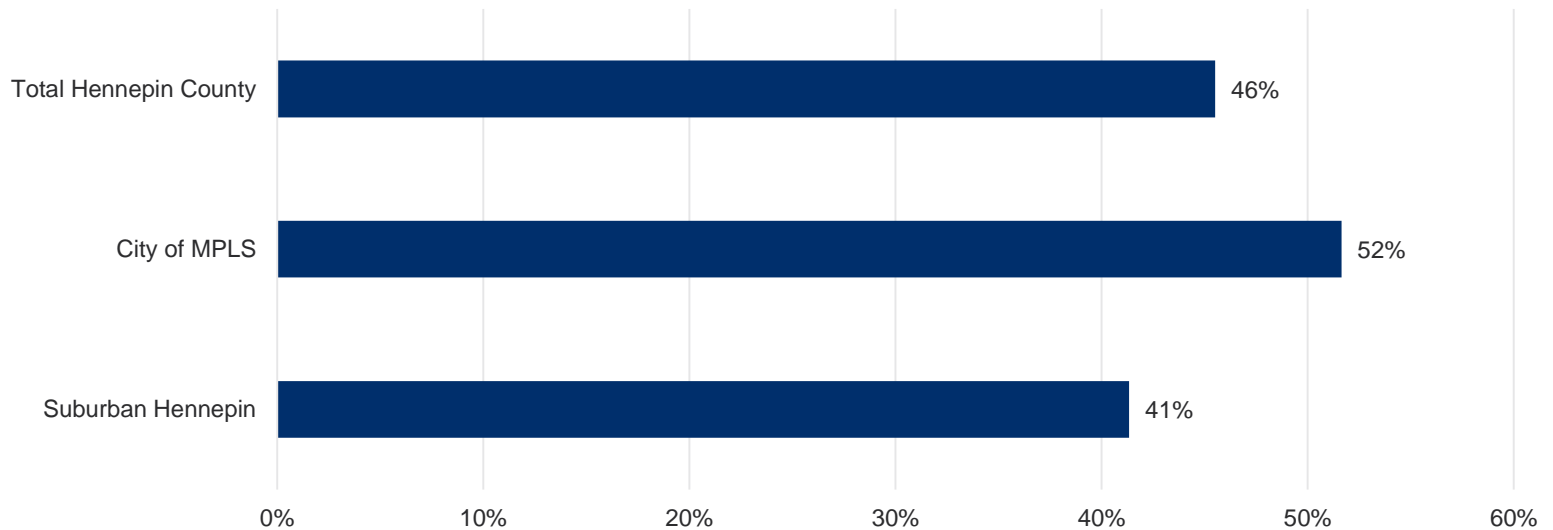
Services include:

- Financial management
- Loan packaging
- Business plan assistance
- Real estate analysis
- Marketing assistance
- Strategic planning
- Business regulations
- Professional referrals
- **Small Business Loan Program** to include assistance with site acquisition, start-up costs, purchase of equipment, etc.

Open To Business

Economic Inclusion & Racial Equity

% of Persons Of Color Seeking Technical Advice or Loans from Open To Business in 2018



Open To Business

- Open To Business (OTB) is currently being offered to St. Anthony, New Brighton, and N. St. Paul prior to OTB requiring only contracts with counties.
- OTB is currently offered at all of our adjacent counties including Anoka, Dakota, Hennepin, and Washington counties.
- The City of St. Paul is considering a strong partnership with the County to provide OTB resources to St. Paul residents.

Provide Overview of 2019 - 2020 Initiatives

3. *Regional Economic Development Portal & Incentives Dashboard*

- In the theme of Resource Navigator the County can provide a one-stop shop to prospective businesses, existing businesses, developers and site selectors to learn more about the region.
- According to national site selectors the first place to learn about the region is the County.

<http://www.thegoodlifencentralmn.com/the-good-life>

<http://www.precorpbizworks.com/precorp>

www.GrowRoseville.com

Regional Economic Development Portal & Incentives Dashboard

- Incentives Dashboard

First interactive tool to identify where there are resources. Help navigate programs/resources for each marketed property:

- *DEED*
- *Ramsey County*
- *Each Ramsey County City*
- *Metropolitan Council*
- *Watershed*
- *Other Funding Agencies*

Provide Overview of 2019 - 2020 Initiatives

4. *Gateway Revitalization Pilot Program*

- Various communities have identified research or planning assistance as a growing need.
- Ramsey County has a diverse array of aging corridors or gateways along County facilities.
- If the Pilot program is successful it will help focus understanding of future funding sources toward regional/corridor initiatives.



Board Direction and Next Steps

- Provide Feedback
- Endorse Direction of 2019 Economic Development Workplan
- Next Steps for 2019

Community & Economic Development (CED) Supplemental Programmatic Information

Board Workshop, March 12, 2019

Federally Funded Programs

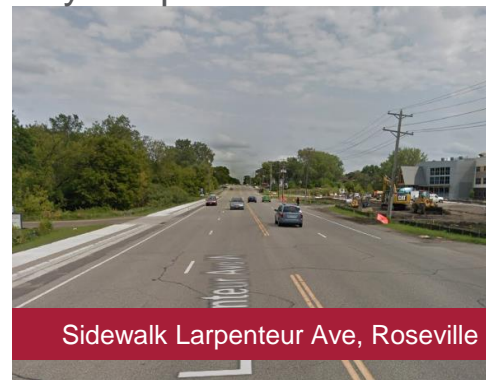
Community Development Block Grant (CDBG)

Uses:

- Housing
- Infrastructure Improvements in eligible low/mod areas
- Job Creation, Business Loans
- Public service activities (subject to spending cap)

Restrictions:

- No new construction of housing.
- No construction of buildings for the general conduct of government.
- No purchasing furniture.
- No ongoing maintenance or operations of roadways or public infrastructure.



Bent Brewstillery

- Awarded \$105K in 2014
- Business loan funded through CDBG
- Used to purchase equipment that makes it easier and safer for production
- As result of production enhancements, Bent Brewstillery was able to hire two full time workers along with two part time workers.



“The funding from Ramsey County made a huge difference in our margins. Previously, we were paying someone to come here and package our beer into cans for us. We were also paying someone to apply the labels to the cans. The money from Ramsey County was used to eliminate these two contractors and hire two more employees.”

- Bartley Blume, Owner of Bent Brewstillery

Photo Credit: Roseville Visitors Association

Federally Funded Programs

HOME (HOME Investment Partnerships Program)

Uses:

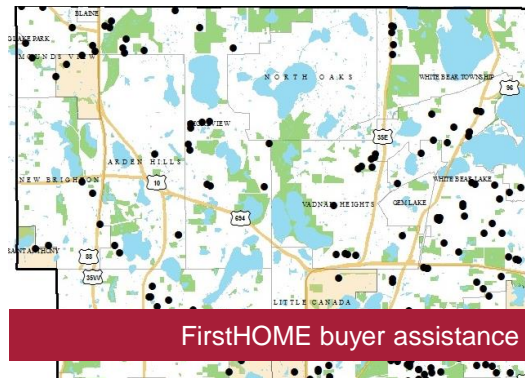
- Site acquisition or improvement, including, demolition of dilapidated housing to make way for HOME-assisted development
- Down payment assistance for income eligible first-time home buyers
- Rehabilitation of single-family home for resale to low income household

Restrictions:

- Not be used for homeless shelters
- Not provide reserve accounts for rental projects
- Not pay for the acquisition of property owned by the County



Family Service Center, Maplewood



FirstHOME buyer assistance



Landings at Silver Creek, St Anthony

County Funded Programs

Environmental Response Funds (ERF):

Uses:

- Property acquisition of polluted lands
- Costs associated with indemnifying or holding harmless the entity taking title to lands or property from any liability arising out of the ownership, remediation, or use of the land or property
- Costs of remediating the acquired land or property
- Costs associated with improving the property for economic development, recreational, housing, transportation or rail traffic

Restrictions:

- Maintain equal fund balance between Saint Paul and suburban projects appropriate to available and anticipated sources of funding available to ERF
- No lead paint and asbestos removal in building
- Soil remediation only

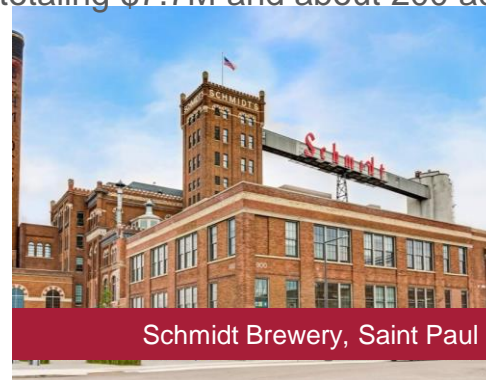
To date, 33 clean-up projects have received ERF funding totaling \$7.7M and about 200 acres.



New Brighton Exchange, New Brighton



CHS Field, St Paul



Schmidt Brewery, Saint Paul

County Funded Programs

PACE (Property Assessed Clean Energy):

- Loan program that provides financing for energy efficiency upgrades and renewable energy retrofits for commercial, industrial, and multifamily residential properties
- Administered by Saint Paul Port Authority
- Since 2015, County has facilitated 32 owner requested property assessments totaling \$16M

Economic Gardening:

- Designed to help growing companies make better decisions while maneuvering through challenges associated with growth
- The program includes not only research services, but also a peer-learning component in the form of CEO roundtables and forums. The goal of combining these three educational experiences is to accelerate the value that entrepreneurs receive and make every interaction more meaningful.
- Over 8-week period, company executives collaborate with CEOs of non-competing growth companies. Companies received 40-50 hours of research targeted specifically to company needs

GREATER MSP Participation:



First National Bank Building, St Paul



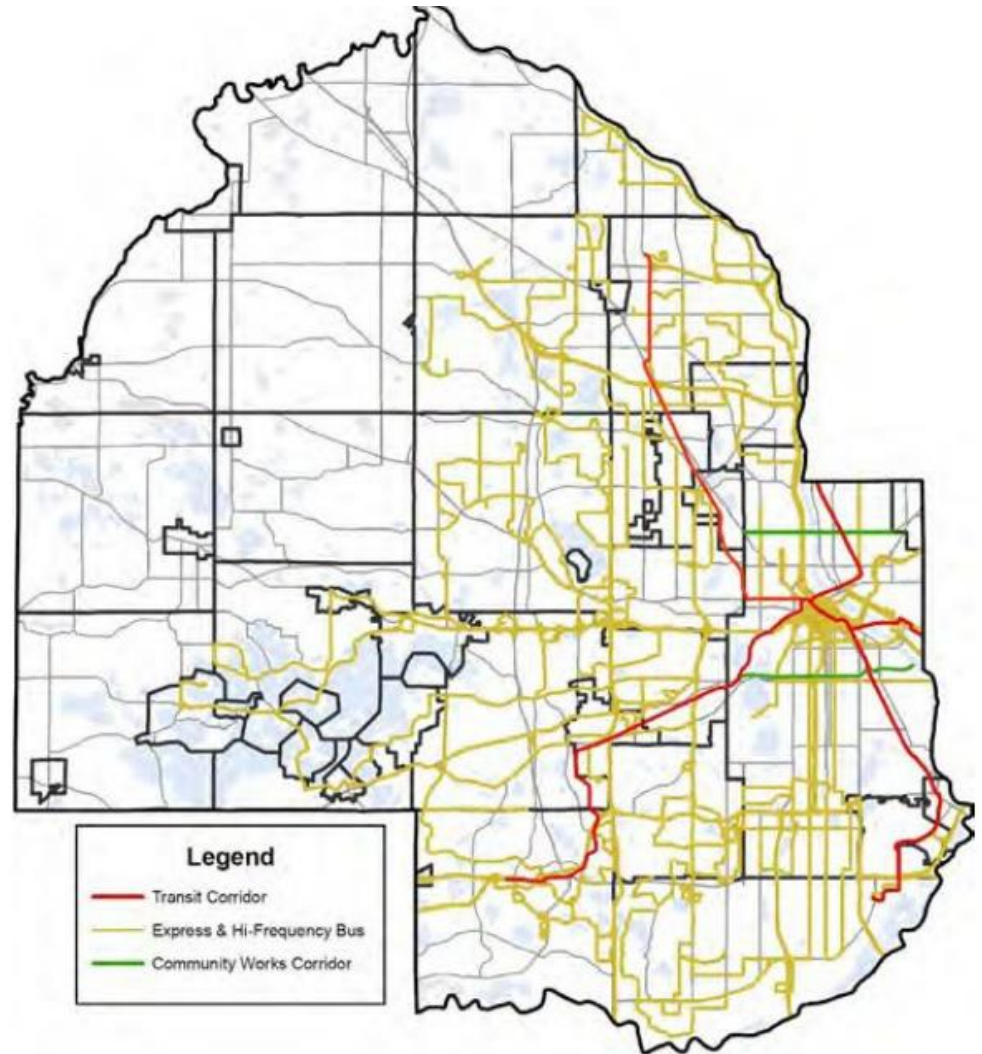
Anne Hed, Hed Cycling



Greater MSP

Hennepin County Transit Oriented Development (TOD) Program

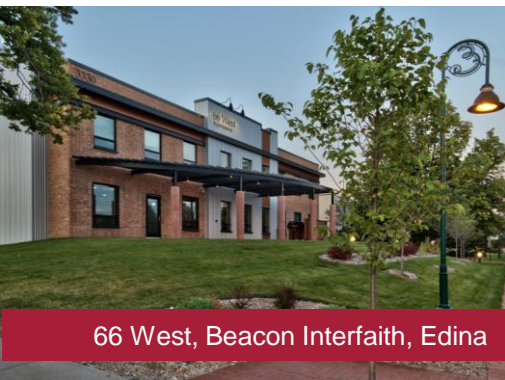
- Established 2003
- Supports redevelopment and new construction that enhances transit usage along key transit corridors (including Blue Line, Green Line, Southwest, Bottineau, and high frequency and express bus routes)





Transit Oriented Development Program

- Program is highly competitive and regularly oversubscribed.
- Awards range from \$25K - \$1M
- Successful applications demonstrate:
 - High Quality Development
 - Readiness
 - Financial Need
- Awarded approx. \$36 million, in general obligation bonding and levy funding (\$2.2M available in 2019)
- Funded 130 Projects (created/retained over 7,000 housing units and 2,500 jobs)



66 West, Beacon Interfaith, Edina



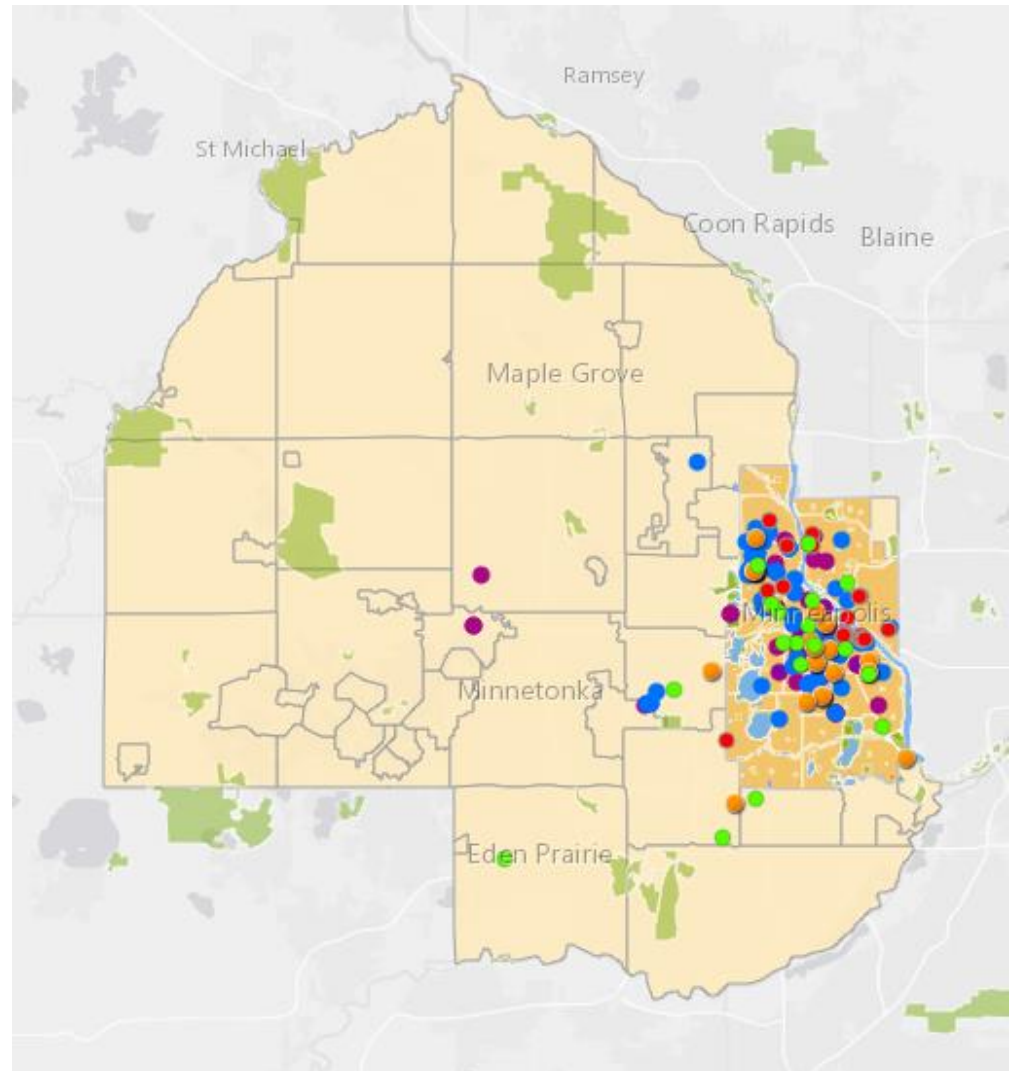
Lake St. Station Apartments, Minneapolis



Surly Brewing, Minneapolis

Hennepin County Brownfield Gap Financing Program (ERF)

- Established in 2002
- Approximately 10% of ERF funds annually
- Targeted to non-profit developers, LUGs also eligible
- Phase I/II, Hazardous Mat surveys, RAPs, Radon sampling (limited)





Brownfield Gap Financing Program (ERF)

- Grants available on a rolling basis
- Max grant size \$15K, typically \$2,500-5K.
- Majority of grants for rehab of existing naturally-occurring housing units, or assessment for development of new affordable units
- Other common activities: greenspace conversions, including community/school gardens; nonprofit commercial uses. Washburn Center for Children; EastSide Food Co-op; charter schools.
- Can position projects for an eventual larger request to the Environmental Response Fund



Oxford Village, Hopkins



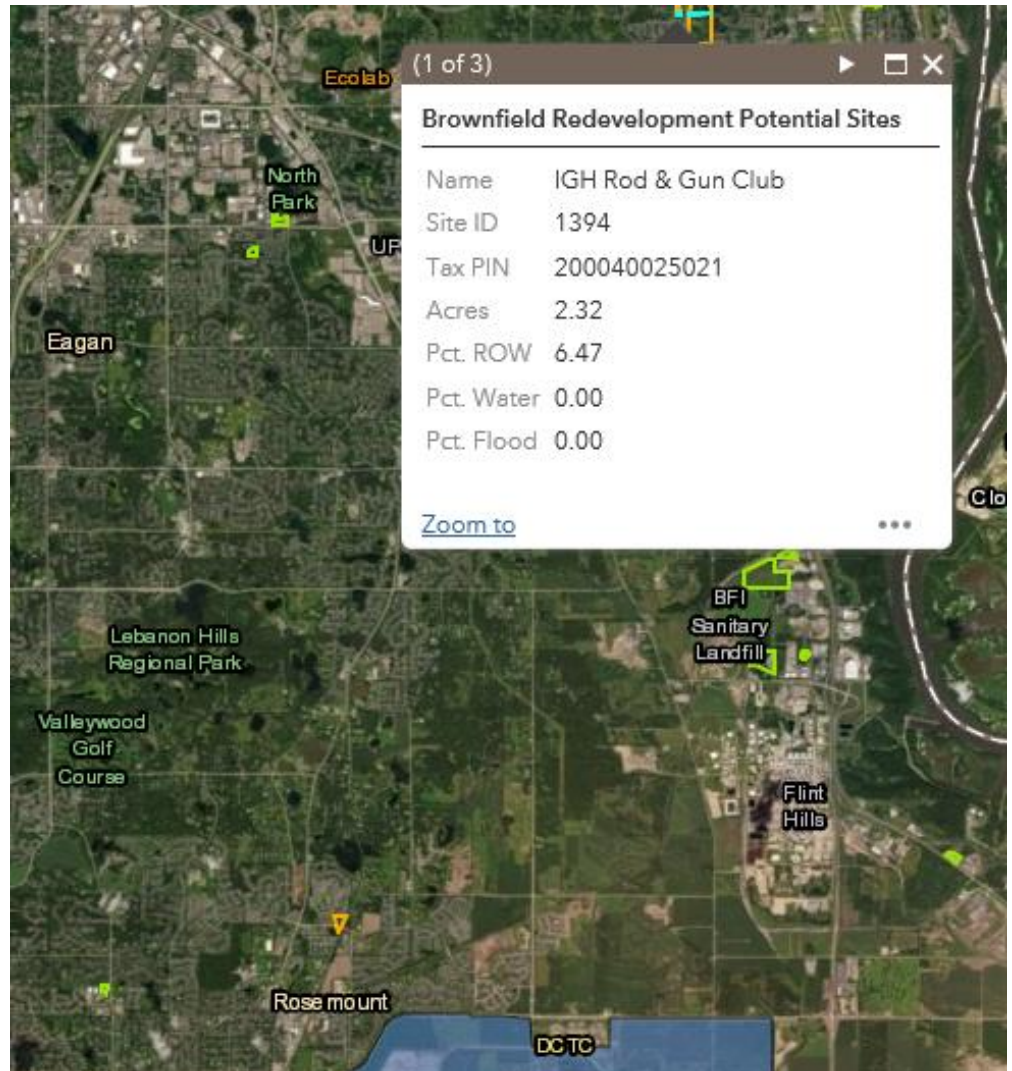
Cookie Cart, Mpls



Clara Barton Open School, Mpls

Dakota County Environmental Assessment Program (EA)

- Funds investigation and cleanup activities
- Paired with RIG
- Landfill Host Community Environmental Legacy Fund Grant
- Brownfields and Contaminated Sites Inventory & Map





Redevelopment Incentive Grant (RIG)

- Since 2007, \$12.2 million for 85 RIG Grants (60 Project and 25 Planning) in 13 communities.
- Eligible project activities: land and building acquisition, demolition, road and infrastructure improvements, environmental remediation, stormwater, construction, facade improvements,
- Eligible planning activities: design guidelines, redevelopment planning, market studies, streetscape plans.
- Funded by County General Fund.
- Annual grant cycle.
- County is revisiting RIG and downsizing award size and total



Paragon Outlet Mall, Eagan



Heart of the City, Burnsville



Riverfront Projects, Hastings

Riverfront Properties –Project Update

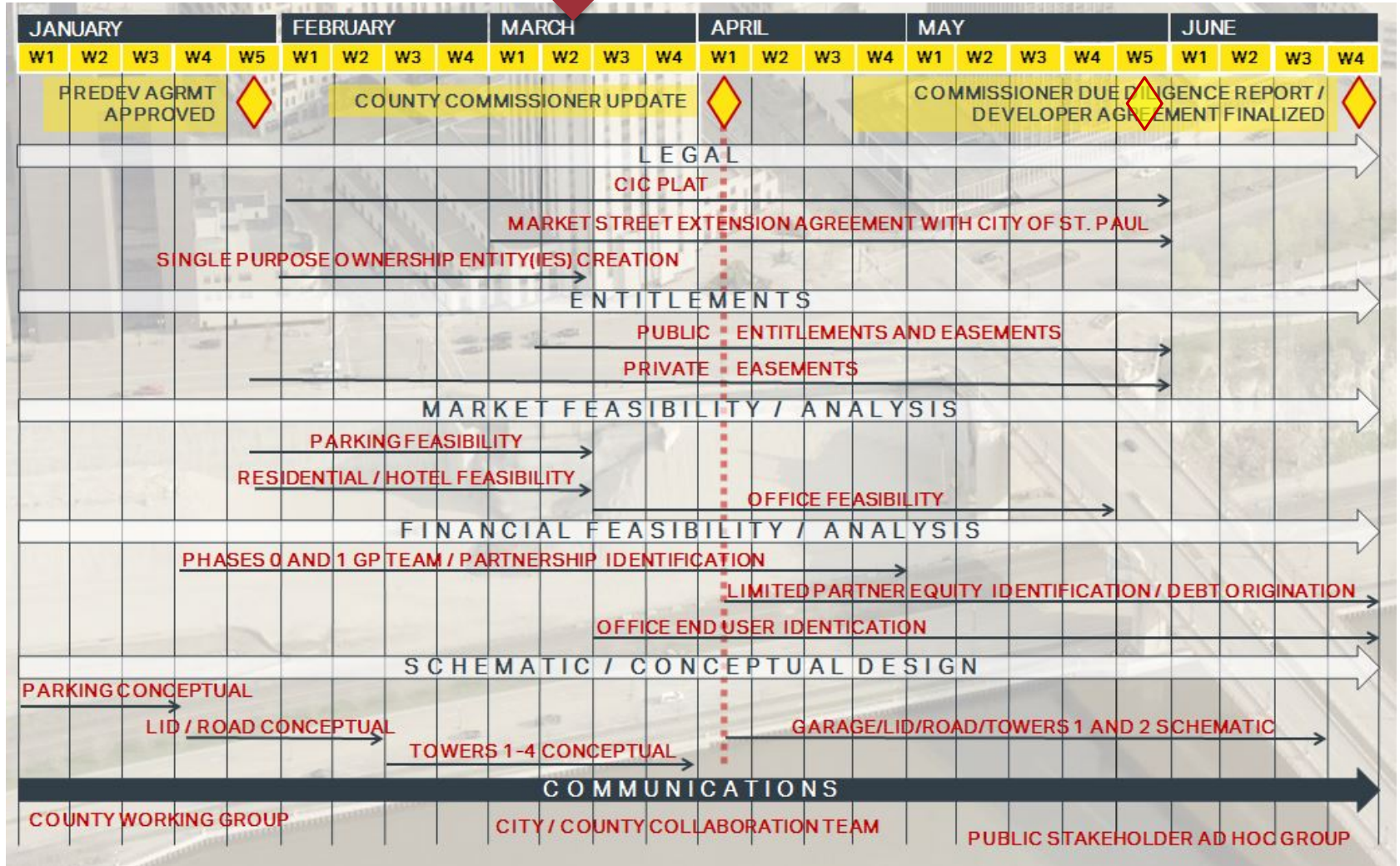
Current Status

- Preliminary Development Agreement – Approved January 22nd
- Bi-weekly meetings with County staff and Developer
- Formed City-County Working Group- Meet monthly
- Board Workshop – Scheduled April 9th

AECOM

The Saint Paul Riversedge

AECOM Imagine it. Delivered.



Upcoming Board Workshop

- Legal
 - Air Rights
- Entitlements
 - Parking
 - Access/Roads
- Market Study Feasibility / Analysis
 - Phase 1 Uses
 - Future Phases
- Financial Feasibility / Analysis
- Schematic / Conceptual Design