



ECONOMIC DEVELOPMENT AUTHORITY AGENDA

3RD FLOOR CONFERENCE THURSDAY, JANUARY 16,
ROOM 2025

7:00 AM

1. Call to Order/Approve Agenda
2. Acknowledgement and Appreciation of Outgoing Members
3. Approval of the Minutes
4. Routine Business: *Agenda items below are approved by one motion unless an EDA member requests separate action.*
 - A. Monthly Loan Status Report
 - B. Permit Activity Update Report
 - C. Budget Status Report
5. Items for Discussion
 - A. Vetrotech North America Closure
 - B. Resolution 2025-01: Amend Business Subsidy Policy and Fee Schedule
 - C. Resolution 2025-02 The Dream - Downtown Rehab Grant Amendment
 - D. Resolution 2025-03: Support for the submission of an LOI to the Saint Paul and Minnesota Foundation IDEAS Grant to support small business and entrepreneurship
 - E. EDA Grant Management Policy
 - F. Hotel Feasibility Study
 - G. SelectUSA Investment Summit 2025
 - H. EDAM Grant to host Economic Development Summer Intern
 - I. Approve annual contribution to Southern MN Initiative Foundation (SMIF)
 - J. Data Center Economic Impact Analysis
6. Announcements and Updates
 - A. Strategic Planning Committee Update
 - B. Project updates - Staff verbal update
7. Adjournment



ECONOMIC DEVELOPMENT AUTHORITY MINUTES

3RD FLOOR
CONFERENCE ROOM

THURSDAY, NOVEMBER 21, 2024

7:00 AM

Meeting Items

1. Call to Order

The regular meeting of the Economic Development Authority was called to order by Chair Gramse at 7:00 am. Commissioners Thomas Spooner, AJ Smith, David Campbell, Kevin Voracek and Chair Gramse attended. Also in attendance were David Wanberg, Robert Harris, III, and Jessica Kinser.

2. Approval of the Minutes

A motion was made by Spooner, seconded by Voracek to approve the minutes as presented. The motion passed unanimously.

3. Routine Business: *Agenda items below are approved by one motion unless an EDA member requests separate action.*

Nothing unusual to report. Harris gave a brief update. **A motion to receive and file the Routine Business reports as presented by Voracek, seconded by Spooner. The motion passed unanimously.**

A. Monthly Loan Status Report

B. Permit Activity Update Report

C. Budget Status Report

5. Items for Discussion

A. 2025 Budget update

Harris gave a brief update on changes to the 2025 budget. **A motion was made by Smith, seconded by Voracek to approve the request as presented. The motion passed unanimously.**

B. Resolution 2024-17: Approve Not Waving the Monetary Limits on Municipal Tort

A motion was made by Voracek, seconded by Spooner to approve the resolution as presented. The motion passed unanimously.

C. Resolution 2024-18: Establish EDA's Final Tax Levy for Fiscal Year 2025

A motion was made by Spooner, seconded by Smith to approve the resolution as presented. The motion passed unanimously.

D. Resolution 2024-19: Satisfaction of Promissory Note (Rebound 31 LLC)

A motion was made by Smith, seconded by Voracek to approve the resolution as presented. The motion passed unanimously. .

E. Resolution 2024-20: Accept Compeer Rural Feasibility Grant

A motion was made by Voracek, seconded by Spooner to approve the resolution as presented. The motion passed unanimously.

F. EDA Escrows and Application Fees

Harris presented desktop research on the escrow policies of comparable cities in the region along with several recommendations to improve the EDA's current policy. The board gave staff direction to prepare an updated escrow policy based on the discussion for the next meeting.

G. Advertising Opportunity – Site Selection Magazine

Harris presented an advertising opportunity for the EDA to place an ad in the January issue of Site Selection Magazine. **A motion was made by Smith, seconded by Spooner to approve the placement of a ¼ page ad in Site Selection Magazine. The motion passed unanimously.**

H. MREJ Membership Renewal

A motion was made by Smith, seconded by Spooner to approve the MREJ sponsorship at the Bronze level. The motion passed unanimously.

6. Announcements and Updates

A. Strategic Planning Committee Update

Harris gave a brief update on the activities of the Strategic Planning Subcommittee.

B. Project Updates – Staff Verbal Report

Wanberg and Harris gave a brief update of ongoing economic development projects in the community.

7. Adjournment

Smith made a motion to adjourn the meeting at 8:10 a.m., seconded by Spooner. The motion passed unanimously.

By: _____
Robert Harris III, Recording Secretary



Request for Action

TO: Faribault Economic Development Authority
FROM: Robert Harris III, Economic Development Coordinator
THROUGH: David Wanberg, CED Director
MEETING DATE: January 16, 2025
SUBJECT: Monthly Loan Status Report

BACKGROUND:

The Economic Development Authority (EDA) has the authority to provide financial incentives to businesses growing and/or relocating to the City. The various loan funds in the EDA's portfolio are made up of local, state, and federal dollars – all with their own set of criteria associated with each type of funding source. Staff continually reviews loan files to ensure that loan obligations have been met and loans are closed out as appropriate.

The historical loan information is valuable in understanding how the EDA has assisted projects in the past, and what kinds of loans have been beneficial/impactful. This information can inform various EDA decisions as it relates to developing new loan programs and retooling existing loan programs. Cataloging which businesses have utilized the various programs over time is also an important data set that can be used for other purposes, such as identifying tiers of businesses to visit as part of a business retention and expansion (BRE) program.

The attached is a summary of the various City and EDA loan programs

REQUESTED ACTION:

Receive and file as presented

ATTACHMENTS:

1. Loan Status Reports

Agenda Item: 3A

September 2024 Totals

Fund	Program Name	Available Balance	Notes
Fund 249	Minnesota Investment Fund (MIF)	\$14,053.89	2018 MN Legislature authorized a one-time exception to "cash out" MN MIF funds. The cashed-out funds are now part of the EDA's program budget. Available MIF balance must follow re-use guidelines. - Trystar \$125,000 – Pass through.
Fund 292	EDA Revolving Loan	\$406,457.34	- A new program in 2021 – dedicated \$200,000 of loan balance. - \$50,000 for Vetrotech/Sage - \$50,000 is requested by Forest to Fork. - \$100,000 TruVue (<i>Forgivable</i>) - Faribault Mill Loan or \$50,000 (<i>Forgivable</i>) - **\$100,000 Bowling Center
	- Commercial Development Loan Program (and Grant)		
	- Façade Improvement Micro Loan		
	- EDIF - Economic Development Incentive Program-		
			***\$311,457.34 Committed payments are \$100,000 for TruVue; Available unrestricted funds \$61,457.34
Fund 243	Industrial Development Loan	\$295,521.10	- Last activity was a loan for Cry Baby Craig's. - 2024 Budgeted \$100,000. - Loan to FaribaultMill of \$250,000.
TOTAL EDA LOAN FUNDS AVAILABLE		\$716,032.33	
Fund 290	EDA Operating Fund/Fund Balance	*\$664,346.76	Includes a one-time transfer from the 2002 land sale 12/20/2017 – Authorized \$100,000 for the airport building demo/site prep (paid 12/2019) to support commercial development at the airport -2021 Microgrant Program of \$25,000 FACC -2021 Upstairs Downtown \$5,000 FACC -2021 SBDC Office Contribution \$3,000 FACC -2022-12-28 FDC \$250,000 -2022 Main Street Contribution \$14,000 FACC -2022 SBDC Office Contribution \$3,000 FACC -2022 Main Street Contribution, \$14,000 FACC -2023 DCERIP Darrell Jensen \$30,000 -2023 The Golf Box \$2,300 2024 FDC \$250,000 2024 \$30,000 DCERIP – Drevlow 2024 \$11,860 DCERIP - Hvistendahl, 10,000 Drops 2024 \$2,775 -- 13 3 rd Beckmann DCERIP 2024 Hvistendahl 10,000 DCERIP \$15,000
Fund 248	Federal MIF Loan	\$626,620.25	Funds are difficult to spend. Uses must meet a national (federal) objective, public benefit standard, environmental review, Davis-Bacon, and extra business reporting requirements. The City Council may request funds be transferred into the Small Cities Development Program (same federal objectives). This requires a spending plan and DEED/HUD approval

*Does not include EDA Program Funds of \$650,000.00

**Earmarked.



Request for Action

TO: Faribault Economic Development Authority
FROM: Robert Harris III, Economic Development Coordinator
THROUGH: David Wanberg, CED Director
MEETING DATE: January 16, 2025
SUBJECT: Permit Activity Update Report

BACKGROUND:

Permit activity (building permits, etc.) is a reflection on the status of the economy. Over the last few years, the City of Faribault has seen an increase in permit activity – which translates into investment in our community.

To track and follow trends, monthly permit activity reports are prepared. This information is shared on a monthly basis with the Economic Development Authority (EDA) to ensure the EDA has a pulse on the development activity occurring in the community. Trend information will also be one resource that the EDA can utilize to develop annual work plans and develop/modify programs to respond to and address business needs.

Between November and December, there were 3 residential new construction permits, a large commercial roofing project, and 2 commercial new construction permits.

REQUESTED ACTION:

Receive and file as presented

ATTACHMENTS:

1. 2024-12 EDA - Permit Activity Report

Permit Activity Report 2024				Permit Activity Report 2023		
	Valuation	# of Permits	Permit Fees	Valuation	# of Permits	Permit Fees
January	\$ 1,028,550.52	81	\$ 21,977.30	\$ 38,646,615.29	84	\$ 326,594.52
February	\$ 4,245,529.34	111	\$ 59,132.10	\$ 2,241,426.00	50	\$ 29,846.75
March	\$ 3,652,527.64	120	\$ 64,002.34	\$ 3,194,961.39	105	\$57,624.01
April	\$ 14,300,701.74	161	\$ 127,751.61	\$ 5,693,272.00	112	\$ 68,933.81
May	\$ 4,384,481.00	149	\$ 79,092.05	\$ 5,534,132.36	163	\$ 70,814.19
June	\$ 7,695,949.56	176	\$ 64,129.64	\$ 34,548,833.00	181	\$ 402,574.33
July	\$ 19,668,944.00	221	\$ 166,673.70	\$ 5,028,277.87	139	\$ 64,558.92
August	\$ 2,708,491.13	195	\$ 46,832.69	\$ 5,637,030.95	138	\$ 60,898.24
September	\$ 4,984,079.97	197	\$ 86,106.03	\$ 2,744,943.00	151	\$ 44,052.98
October	\$ 5,249,918.86	177	\$ 93,721.04	\$ 39,732.39	172	\$ 60,507.13
November	\$ 2,554,150.46	126	\$ 39,827.00	\$ 11,335,775.21	105	\$ 146,763.50
December	\$ 3,815,735.23	135	\$ 61,803.19	\$ 2,626,163.18	101	\$ 47,312.35
Total:	\$ 74,289,059.45		\$ 911,048.69	\$ 117,271,162.64		\$ 1,380,480.73
YTD Permits:		1849			1908	
<i>*All Permits includes Building Permits in total (plumbing, heating, signs and electrical).</i>						

Agenda Item: 3A

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*Does not include EDA Program Funds of \$650,000.00

**Earmarked.



Request for Action

TO: Faribault Economic Development Authority
FROM: Robert Harris III, Economic Development Coordinator
THROUGH: David Wanberg, CED Director
MEETING DATE: January 16, 2025
SUBJECT: Vetrotech North America Closure

BACKGROUND:

Overview

Vetrotech North America, a subsidiary of Saint-Gobain, has officially ceased its operations in North America as of December 12, 2024. This closure includes its production facility in Faribault, Minnesota. Saint-Gobain has stated that the decision was made following a strategic evaluation of Vetrotech's performance in the region as part of its Grow and Impact strategy. While Vetrotech will no longer operate in North America, the company will continue its global operations.

Background

In early 2023, Vetrotech relocated its headquarters from Auburn, Washington, to Faribault, citing opportunities to invest in new manufacturing technology and leverage synergies with other local Saint-Gobain businesses, notably Sage Electrochromics. The Economic Development Authority (EDA) of Faribault supported this relocation and expansion by providing the following economic development incentives:

1. **Economic Development Investment Fund (EDIF) Incentive:** A \$50,000 forgivable loan issued to Vetrotech North America to support their 10,000-square-foot expansion.
2. **Tax Abatement:** Approved for the 10,000-square-foot expansion to further incentivize their operations in Faribault.

Key Considerations

1. **Economic Development Investment Fund (EDIF):** Saint-Gobain had originally requested a \$100,000 EDIF forgivable loan without clawback provisions. After considerable discussion, the EDA offered Saint-Gobain a \$50,000 EDIF forgivable loan without clawback

provisions. Since the terms of the forgivable loan were fulfilled, a clawback is not a viable option.

2. **Tax Abatement:** After consultation with the City Attorney, it has been determined that the tax abatement agreement can be terminated due to the cessation of operations. The specific legal procedures and required actions to execute this termination will be initiated promptly. Rice County indicated that it will likely take similar action.

Pending EDA direction, Staff will follow up with Saint-Gobain regarding the next steps to address this situation.

REQUESTED ACTION:

Recommend to the City Council that it cease tax abatement payments to Vetrotech.

ATTACHMENTS:

1. Vetrotech North America Ceases Operations



16 DEC 2024 | JOSHUA HUFF | LEAVE A COMMENT

Saint-Gobain has closed its Vetrotech North America operations, including production in Auburn, Washington, and Faribault, Minnesota. Production ended on Dec. 12, 2024. Officials note that Vetrotech will continue to operate worldwide.

According to officials, the decision to sunset Vetrotech came after an evaluation of its performance in North America. Saint-Gobain's official statement reads:

"Saint-Gobain, through its subsidiary Vetrotech North America, has made the decision to cease operations in North America, including production at its facilities in Auburn, Washington and Faribault, Minnesota. After careful consideration and strategic evaluation of Vetrotech North America's performance in this specific region and following the guidance of the company's ongoing Grow and Impact strategy, we made this difficult decision. While these products will no longer be produced in North America, Vetrotech will continue to operate globally."



Saint-Gobain closed Vetrotech North America, including production in Auburn, Washington, and Faribault, Minnesota. Photo: Saint-Gobain.

Vetrotech North America had relocated its headquarters from Auburn to Faribault in early 2023. Officials at the time said the move enabled Vetrotech to invest in new manufacturing technology and "leverage synergies with other local Saint-Gobain businesses, notably Sage Electrochromics, the makers of SageGlass."

Saint-Gobain added Vetrotech in 1995 following its acquisition of the Giesbrecht AG group. Soon thereafter, Saint-Gobain consolidated its fire protection glazing activity into the newly formed Vetrotech Saint-Gobain International AG. Vetrotech North America opened in 2000 with a sales office and production site in Auburn.

SAINT-GOBAIN

VETROTECH

BREAKING NEWS, NEWS

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[Venice Begins Dismantling Glass Steps of Santiago Calatrava's Slippery Glass Bridge](#)



Request for Action

TO: Faribault Economic Development Authority
FROM: Robert Harris III, Economic Development Coordinator
THROUGH: David Wanberg, CED Director
MEETING DATE: January 16, 2025
SUBJECT: Resolution 2025-01: Amend Business Subsidy Policy and Fee Schedule

BACKGROUND:

Over the past two meetings, the Economic Development Authority (EDA) has discussed the necessity of requiring escrows or letters of credit (LOCs) as part of the business subsidy application process. While these tools help ensure cost recovery for city fees associated with consultants and legal services, concerns were raised about their impact on developers, particularly those with strong community ties and a proven track record.

Following these discussions, the EDA provided staff with direction to draft an updated policy that balances the need for cost recovery with flexibility for developers who have demonstrated reliability.

Proposed Resolution

The attached resolution updates the Business Subsidy Policy and fee schedule for 2025. Key elements of the proposed resolution include:

1. Updated Fee Schedule:

- **Special Programs:** \$150 per application.
- **Revolving Loan Programs:** \$350 per application.
- **Tax Increment Financing (TIF) and Tax Abatement:** \$500 per application, plus all EDA/City fees associated with consultants and legal services.

2. Discretion for Securing City Fees:

- **Escrow or LOC Requirements:** For projects with higher complexity or risk, staff may require an escrow deposit up to \$20,000 or a letter of credit.
- **End-of-Project Billing:** For developers with a strong relationship and proven success in the community, city fees may be billed at the conclusion of the project instead of requiring an escrow or LOC. The "end of project" is defined as the conclusion of all required document signings associated with the development. This may include, but is not limited to, the execution of Development Agreements, Contracts for Private Development, and other Subsidy Agreements.

This approach provides flexibility for staff to tailor fee security measures based on the complexity and risk associated with each project, while reducing financial barriers for trusted developers.

REQUESTED ACTION:

Adopt Resolution 2025-01 Amending Business Subsidy Policy and 2025 Fee Schedule

ATTACHMENTS:

1. Resolution 2025-01 Amend Business Subsidy Policy and Fee Schedule

ECONOMIC DEVELOPMENT AUTHORITY OF FARIBAULT, MINNESOTA

RESOLUTION #2025-01

**UPATE THE BUSINESS SUBSIDY POLICY AND FEE SCHEDULE FOR
2025**

WHEREAS, the Faribault Economic Development Authority (EDA) recognizes the need to periodically review and update its Business Subsidy Policy and fee schedule to reflect current economic conditions and ensure equitable practices; and

WHEREAS, the EDA is committed to fostering economic growth through programs such as special financing, revolving loan programs, and tax increment financing (TIF) or tax abatement to support business development in Faribault; and

WHEREAS, the EDA seeks to implement a revised fee schedule for 2025 to ensure that application fees adequately reflect the administrative and consulting costs associated with evaluating requests for business subsidies;

NOW, THEREFORE, BE IT RESOLVED by the Faribault Economic Development Authority that:

Section 1. Business Subsidy Policy Update

The Business Subsidy Policy is hereby amended to include the updated 2025 fee schedule as outlined below. The updated fees and procedures apply to all applications received on or after January 1, 2025.

Section 2. Fee Schedule for 2025

The following application fees are established for 2025:

1. **Special Programs:** \$150 per application.
2. **Revolving Loan Programs:** \$350 per application, applicable to the following loan types:

- Industrial Loans
 - Commercial Loans
 - Minnesota Investment Fund (MIF) Loans
 - Economic Development Revolving Loans
3. **Tax Increment Financing (TIF) and Tax Abatement:** \$500 per application, plus all city and EDA fees associated with consultants and legal services.

Section 3. Discretion for Securing EDA/City Fees

Applicants for TIF and tax abatement must secure EDA/City fees through one of the following methods:

1. **Escrow Deposit:** Up to \$20,000, based on the complexity and risk factor of the project.
2. **Letter of Credit:** An amount determined by staff discretion to address project-specific requirements.
3. **End-of-Project Billing:** For developers with a strong relationship and proven success in the community, fees may be billed at the conclusion of the project instead of requiring an escrow or LOC. The "end of project" is defined as the conclusion of all required document signings associated with the development. This may include, but is not limited to, the execution of Development Agreements, Contracts for Private Development, and other Subsidy Agreements.

The method of securing EDA/City fees will be determined by EDA staff based on the complexity and risk factors associated with the project.

ADOPTED: January 16, 2025

ATTEST:

Rod Gramse, President

David Wanberg, CED Director



Request for Action

TO: Faribault Economic Development Authority
FROM: Robert Harris III, Economic Development Authority
THROUGH: David Wanberg, CED Director
MEETING DATE: January 16, 2025
SUBJECT: Resolution 2025-02 The Dream - Downtown Rehab Grant Amendment

BACKGROUND:

On May 13, 2024, Daniel Beckham, on behalf of the Dream LLC, submitted an application for a deferred loan through the Downtown Commercial Rehabilitation and Exterior Improvement Program for roofing work and chimney removal at 13 3rd Street NW. Resolution #2024-06, adopted on June 20, 2024, approved a forgivable loan of \$2,775.00, consistent with the Program's policy limiting awards to 20 percent of the lowest bid.

Since that time, the applicant has submitted an updated request, citing an additional \$2,000.00 in custom metalwork that was necessary to complete the project. The requested amendment would increase the forgivable loan award to \$3,175.00.

Compliance Concern

The applicant completed the project and paid the final invoice before submitting the updated request to the EDA. This action is not in compliance with the Program's guidelines, which require that forgivable loans be approved **prior to the commencement of work**.

Recommendation

While the updated request includes eligible costs under the Program's policy, the EDA should carefully consider the compliance issue. Approving this request could set a precedent for future applications that do not adhere to established guidelines.

REQUESTED ACTION:

The EDA has two options regarding Resolution 2025-02:

1. **Deny Resolution 2025-02:** The EDA may choose to deny the resolution given that the proposal does not comply with established program guidelines.
2. **Approve Resolution 2025-02:** The EDA may approve the resolution as presented, thereby creating an exception to the program guidelines.

ATTACHMENTS:

1. Resolution 2025-02 Amend Resolution #2024-06
2. Final Invoice
3. 2024-06 Resolution to Approve DCERIP -- The Dream

ECONOMIC DEVELOPMENT AUTHORITY OF FARIBAULT, MINNESOTA

RESOLUTION #2025-02

**AMEND RESOLUTION 2024-06: DOWNTOWN COMMERCIAL REHAB
AND EXTERIOR IMPROVEMENT PROGRAM LOAN ON 13 3RD STREET
NW, PID 18.31.1.26.336**

WHEREAS, on May 13, 2024, Daniel Beckham, on behalf of the Dream LLC (the "Owner"), submitted a complete application to the Economic Development Authority of Faribault, Minnesota (the "EDA") for a forgivable loan through the Downtown Commercial Rehabilitation and Exterior Improvement Program (the "Program") for the Project at 13 3rd Street NW (PID 18.31.1.26.336); and

WHEREAS, the EDA approved Resolution #2024-06 on June 20, 2024, awarding a deferred loan of \$2,775.00 based on the Program's policy that limits awards to 20 percent of the Owner's lowest bid for roofing work; and

WHEREAS, the Owner has since received an updated bid that includes an additional \$2,000.00 for custom metalwork necessary for the completion of the Project; and

WHEREAS, this additional work increases the eligible amount under the Program's policy to \$3,175.00; and

WHEREAS, the EDA has determined that the amended award remains consistent with the Program's policies.

NOW, THEREFORE, BE IT RESOLVED by the Economic Development Authority of the City of Faribault, Minnesota, that Resolution #2024-06 is amended as follows:

1. **Program Award:** The EDA approves a \$3,175.00 forgivable loan to the Owner for the Project outlined in the recitals above, subject to the same conditions and requirements specified in Resolution #2024-06.
2. **Authorization:** The EDA authorizes its President, Secretary, and Staff to execute all required financial agreements and documents necessary to effectuate the amended Program award.

ADOPTED: January 16, 2025

Rod Gramse, President

ATTEST:

David Wanberg, CED Director

Final Invoice



PRO EXTERIORS

RESIDENTIAL | COMMERCIAL

9001 E. Bloomington Fwy #143
Bloomington, MN 55420
Office (952) 426-0447 Fax (952) 303-4647

INVOICE

Daniel Beckmann
13 3rd St NW
Faribault, MN 55021

Invoice No.:

Customer ID:

Date	Order No.	Sales Rep.	FOB	Ship Via	Terms	Tax ID
10/21/24						

Quantity	Item	Description	Discount	Taxable	Unit Price	Total
		Proposal 02/02/24				13,875
		Add-on custom metal				2,000

Subtotal:	\$ 15,875
Paid in full	15,875
Amount Due	0

Original Bid



Pro Exteriors Remodeling Proposal

9001 E. Bloomington Fwy #143
2023

Date: September 5, 2024

Bloomington, MN 55420

O: (952) 426-0447 F: (952) 303 4647 MN License No.: BC688198

To: Daniel Beckman

Address: 13 3rd St NW

Phone: 507-304-3264

City, St, Zip: Faribault, MN 55021

Email : danielbeckman@hotmail.com

Project Manager: Mike Heidersheid

Project: Roof replacement

Start Date: TBD

Pro Exteriors will furnish all materials and perform all labor necessary to complete the following:

Remove existing ballast and single-ply rubber membrane.

Remove existing wall skirting and coping, cant metal if unable to reuse.

Tear-down chimney to roofline and cap top.

Install ½" hardboard with plates and screws to manufacturer's specifications.

Install fully adhered 60 mil EPDM membrane system, all details to meet 20-year NDL specifications.

Company project manager to monitor progress.

Approximately 3-5 workdays to complete.

Permits and dumpsters to be supplied by Pro Exteriors

Note: Structural repairs (if necessary upon discovery) will be at additional cost.

The above work to be completed in a substantial workmanlike manner according to standard practices. Any alteration or deviation from the above specifications involving extra cost of material or labor will only be executed upon written orders for same, and will become an extra charge over the sum mentioned in this contract. All agreements must be made in writing. All elements of this agreement are contingent upon strikes, accidents, or delays beyond our control. The Pro Exteriors estimate does not include material price increases, or additional labor and materials which may be required should unforeseen problems arise after the work has started. **You the buyer may cancel this purchase at any time prior to midnight of the third business day after the date of transaction. Cancellation must be done in writing.**

Price includes all labor, material, taxes, permit fees, and disposal.

Total Sum of:

Thirteen thousand eight hundred seventy-five dollars

Total Price: \$ 13,875

Deposit: \$ 6,937

Balance \$ 6,938 (On completion)

Proposal Acceptance

The above prices, specifications and conditions are satisfactory and are hereby accepted: You are authorized to do the work specified. Payment will be made as outlined above.

Signature Daniel Beckmann Date 09/05/2024

Signature _____ Date _____

ECONOMIC DEVELOPMENT AUTHORITY OF FARIBAULT

Resolution #2024-06

APPROVE A DOWNTOWN COMMERCIAL REHABILITATION AND EXTERIOR IMPROVEMENT PROGRAM LOAN FOR 13 3RD STREET NW PID 18.31.1.26.336

WHEREAS, on May 13, 2024, Daniel Beckham, on behalf of the Dream LLC (the "Owner"), submitted a complete application (see Exhibit A) to the Economic Development Authority of Faribault, Minnesota (the "EDA") for a deferred loan through the Downtown Commercial Rehabilitation and Exterior Improvement Program (the "Program") to replace the roof and remove an unused and unsafe chimney (the "Project") at 13 3rd Street NW (PID 18.31.1.26.336) (the "Property"); and

WHEREAS, the Owner received the following bids for the Project (see Exhibit A: Owner's Application):

1. LionHeart Building & Consultants (dated January 25, 2024): \$18,533.00; and
2. Pro Exteriors (dated February 22, 2024): \$13,875.00; and

WHEREAS, based on a Program policy that limits roofing awards to 20 percent of the Owner's lowest bid, the maximum Program award is \$2,775.00 ($\$13,875.00 \text{ low bid} \times 0.20 = \$2,775.00$); and

WHEREAS, the Heritage Preservation Commission (the "HPC") will review the Owner's request on June 26, 2024, for the work referenced above; and

WHEREAS, the EDA must condition any Program award on the issuance of a Certificate of Appropriateness; and

WHEREAS, the EDA has reviewed the Owner's request for Program funding and found it consistent with the Program's policies and not subject to the Business Subsidy requirements outlined in state law.

NOW, THEREFORE, BE IT RESOLVED, by the Economic Development Authority of the City of Faribault, Minnesota (the "EDA"), as follows:

Section 1: Program Award. The EDA approves a \$2,775.00 deferred loan to the Owner for the Project outlined in the recitals above with the following conditions:

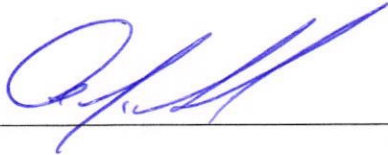
- A. The Owner must comply with all terms and conditions outlined in the Program policies adopted by the EDA in March 2022 and updated in October 2023.
- B. The Owner must obtain a Certificate of Appropriateness from the HPC before beginning any work on the Project.
- C. The Owner must obtain all required permits before beginning any work on the Project.

Section 2: Authorization to Execute Agreements. The EDA authorizes its President and the Secretary to execute all required financial agreements on behalf of the EDA in furtherance of the above-approved Program award.

ADOPTED: June 20, 2024

ATTEST:


Rodney Gramse, President



AJ Smith, Secretary

EXHIBIT A

RECEIVED

MAY 13 2024

City of Faribault
Community Development

Downtown Commercial Rehabilitation & Exterior Improvement Program – Application

Prior to submitting an application – applicants are encouraged to meet with Community & Economic Development Staff to review the program guidelines and proposed project.

Please contact the Economic Development Coordinator at:
507.333.0388 or dwanberg@ci.faribault.mn.us

Application Information

Applications must be submitted by the property owner(s) of the building.

Name(s) of Property Owner/Applicant		
The Dream LLC (Daniel Beckmann)		
Telephone Number:	507-304-3264	
Email Address:	danielbeckmann@hotmail.com	
Mailing Address:	3036 Cedar Lake Blvd	
City:	State:	Zip:
Faribault	Mn	55021

Property Information		
This Program is open to all commercial properties within the Central Business District and commercial addresses immediately adjacent the District – as shown on the attached map.		
Address(es) of Eligible Property:	13 3rd Street NW, Faribault	
Parcel ID (PID):	18.31.1.26.336	
Original Year of Construction:	1900	
Business/Occupant(s):	Old Towne Salon Upstairs Apartment	
Has this property previously received public financing?	Yes	☒ No
Has the applicant defaulted on any public financing in the last two years?	Yes	☒ No
Are there any liens or judgements on the property?	Yes	☒ No
Are the property taxes paid/current?	☒ Yes	No

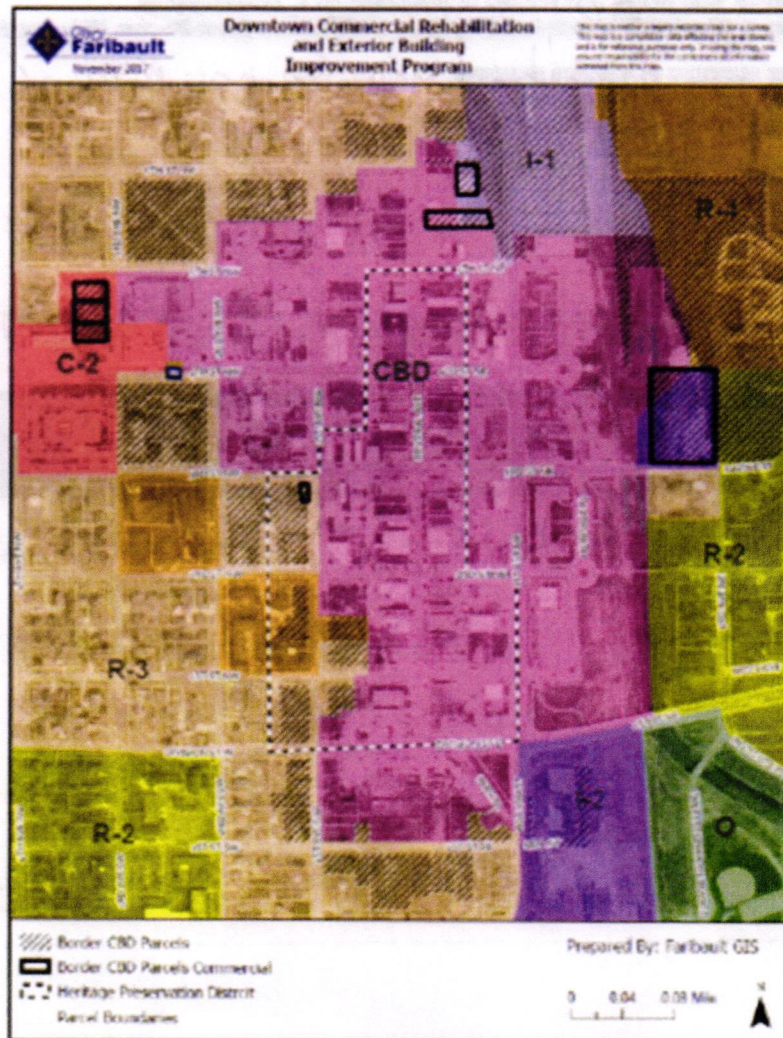
Reimbursement Disbursement Schedule for Program Award*	
Provide Receipts for Full Project Costs (Equity + EDA Funds)	EDA Funds Paid in Full to Owner
Provide Receipts for Owner Equity + ½ EDA Funds	½ EDA Funds Paid to Owner
Provide Receipts for Owner Equity + Second ½ EDA Funds	Second ½ EDA Funds Paid to Owner

* Please note:

- a) Funds will be disbursed on a reimbursement basis – based on submitted receipts.
- b) Owners' equity must be the first funds used before EDA can release funds.
- c) EDA funds will be disbursed incrementally (½) or in one-lump sum payment upon completion of project.

Loan Repayment

Deferred loan will be immediately due and payable in the event that the owner sells or otherwise transfers all of his/her/their ownership interest in the property within three (3) years of the date of the Agreement.



Downtown Commercial Exterior Rehabilitation & Exterior Improvement Program
Adopted: March 2020 / Updated: October, 2023

Project Information Eligible expenses are limited to: Permanent exterior improvements Permanent facade improvements Permanent interior improvements	
Estimated Total Cost of proposed Rehabilitation and/or Façade Improvements: (based on attached estimates)	\$13,875.00 ^d 18,533.00
Requested Loan Amount: (based on Program scale)	
Description of Proposed Improvements / Project	
Remove existing ballast and single-ply rubber membrane. Remove existing wall skirting and coping, cant metal if unable to reuse. Tear-down chimney to roofline and cap top. Install 1/2" hardboard with plates and screws to manufacturer's specifications. Install fully adhered 60 mil EPDM membrane system, all details to meet 20-year NDL specifications. Company project manager to monitor progress. Approximately 3-5 workdays to complete. Permits and dumpsters to be supplied by Pro Exteriors	
Justification / Impact of Project within Commercial Business District Identify how the improvement is going to positively impact the Commercial Business District. Examples: Cleaning up façade disrepair; Preserving the building's structural integrity. Creating a positive visual impact to the Downtown, Code compliance work.	
Preserving the building's structural integrity	

Data Practices Act

The information that you supply in your application to the City of Faribault/Faribault EDA ("City") will be used to assess your eligibility for financial assistance. The City will not be able to process your application without this information. The Minnesota Government Data Practices Act (Minnesota Statutes, Chapter 13) governs whether the information that you are providing to the City is public or private. If financial assistance is provided for the project, the information submitted in connection with your application will become public, except for those items protected under Minnesota Statutes, Section 13.59, Subdivision 3(b) or Section 13.591, Subdivision 2.

I/We have read the above statement and agree to supply the information to the City with full knowledge of the matters contained in this notice. I/We certify that the information submitted in conjunction with the application is true and accurate.

Daniel Beckman
Property Owner/Applicant

May 13, 2024
Date

Co-Property Owner/Applicant

Date

City Staff or other authorized representative of the City shall have the right to inspect the property to be improved at any time from the date of application upon giving notice to the owner and to occupants.

I/We certify that all statements on this application are true and correct to the best of my/our knowledge. I/We understand that any intentional misstatements will be grounds for disqualification.

I/We have read the City of Faribault's Downtown Commercial Rehabilitation and Exterior Improvement Program Policy and will abide by the rules and regulations set forth in the policy adopted on May, 21, 2020.

I/We authorize program representatives the right to access the property to be improved for the purposes of the deferred loan program and to take photographs of the structure before and after rehabilitation.

I/We understand that I/we are responsible for obtaining appropriate building permits and Certificate of Appropriateness. In the case of improvements that do not require a city-issued building permit, the applicant must submit the name and state license number of the contractor completing the work and agree to an inspection of the work by a city building official.

I/We further understand that I/we will make the final selection of the improvements to be made with the loan funds and that the contract for improvements will be solely between me and the contractor(s). The administering agency will not be liable for the inadequate performance of the contractor(s).

Daniel Beckman
Property Owner/Applicant

May 13 - 2024
Date

Co-Property Owner/Applicant

Date

Acknowledgements	
Please initial each to confirm that you have read and understand the program policy and guidelines.	
DB	I/We understand that awards are based on eligibility, availability, and completeness of application – approval is at the sole discretion of the EDA.
DB	I/We understand that I/We can only receive one award at a time (only one project – building/PID at a time).
DB	I/We understand that I/we have one year from the date of the loan award to complete the project and request payment of loan funds.
DB	I/We understand that the loan award funds will be dispersed upon receipt of paid invoices for the project and proof of payment at the end of the project.
DB	I/We are the owner of the commercial property to be improved.
DB	I/We are current with mortgage, real estate taxes, and insurance payments.
DB	I/We understand that if we have defaulted on a publically funded program or have been delinquent on loan payments for a publically funded program within the last two years, I/we are not eligible for this program.
DB	I/We understand that the building must be free of all lien and judgments.
DB	I/We understand that if the building is located within the HPC district – the project must receive approval by the Heritage Preservation Commission prior to the start of work.
DB	I/We understand that an inspection of the property will be conducted to determine that the proposed improvements are necessary for the building to conform to current code and property maintenance ordinances.
DB	I/We understand that I/we will be required to sign loan documents upon award, including a Promissory Note and Repayment Agreement.
DB	I/We understand that the loan will be forgiven if I/we maintain ownership of the building for three (3) years.
DB	I/We understand that if I/we sell the building or otherwise transfer all ownership interest within three (3) years – the loan must be repaid in its entirety.

<u>Daniel Beeman</u>		<u>May 13, 2024</u>
Property Owner/Applicant	Title	Date
Co-Property Owner/Applicant	Title	Date

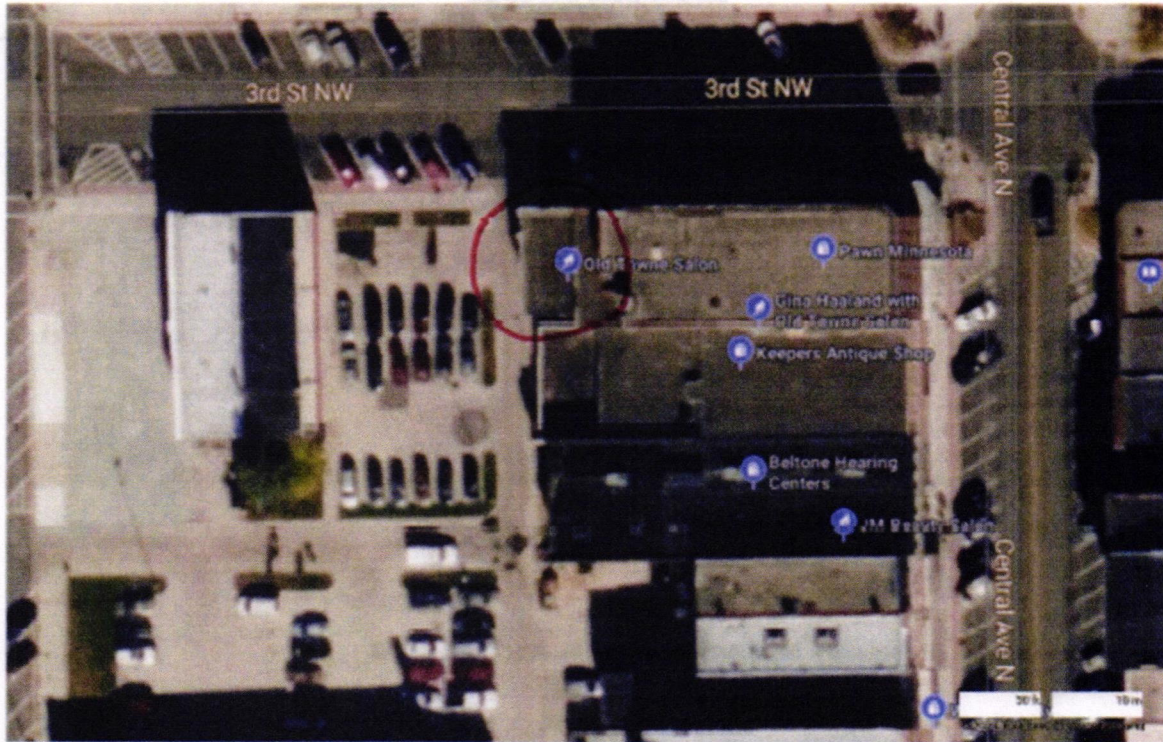
Faribault, MN

Country: United States

County Rice

Founded: February 1855

Elevation: 981 ft (299 m)





Pro Exteriors Remodeling Proposal

9001 E. Bloomington Fwy #143
2023

Date: February 2, 2024

Bloomington, MN 55420

O: (952) 426-0447 F: (952) 303 4647 MN License No.: BC688198

To: Daniel Beckman

Address: 13 3rd St NW

Phone: 507-304-3264

City, St, Zip: Faribault, MN 55021

Email : danielbeckman@hotmail.com

Project Manager: Mike Heidersheid

Project: Roof replacement

Start Date: TBD

Pro Exteriors will furnish all materials and perform all labor necessary to complete the following:

Remove existing ballast and single-ply rubber membrane.
Remove existing wall skirting and coping, cant metal if unable to reuse.
Tear-down chimney to roofline and cap top.
Install 1/2" hardboard with plates and screws to manufacturer's specifications.
Install fully adhered 60 mil EPDM membrane system, all details to meet 20-year NDL specifications.

Company project manager to monitor progress.
Approximately 3-5 workdays to complete.
Permits and dumpsters to be supplied by Pro Exteriors

Note: Structural repairs (if necessary upon discovery) will be at additional cost.

The above work to be completed in a substantial workmanlike manner according to standard practices. Any alteration or deviation from the above specifications involving extra cost of material or labor will only be executed upon written orders for same, and will become an extra charge over the sum mentioned in this contract. All agreements must be made in writing. All elements of this agreement are contingent upon strikes, accidents, or delays beyond our control. The Pro Exteriors estimate does not include material price increases, or additional labor and materials which may be required should unforeseen problems arise after the work has started. You the buyer may cancel this purchase at any time prior to midnight of the third business day after the date of transaction. Cancellation must be done in writing.

Price includes all labor, material, taxes, permit fees, and disposal.

Total Sum of:
Thirteen thousand eight hundred seventy-five dollars

Total Price: \$ 13,875
Deposit: \$ 6,937
Balance \$ 6,938 (On completion)

Proposal Acceptance

The above prices, specifications and conditions are satisfactory and are hereby accepted: You are authorized to do the work specified. Payment will be made as outlined above.

Signature _____ Date _____ Signature _____ Date _____

LionHeart Building & Consultants LLC



Daniel Beckmann



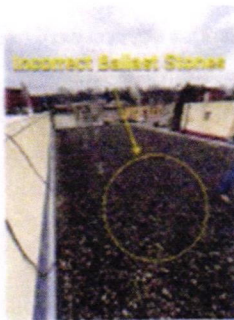
Roofing

The current roof is an EPDM, it is ballasted with rock, the roof is structurally sloped. The existing rock is not the appropriate type of stones, they should be rounded or tumbled river rock, these are sharp weight from snow/ice can cause leaks.

The existing perimeter metal including the coping on the street side requires replacement, it is rusted and deteriorated in several locations.

The scupper collection box and downspout will need to be replaced with new. The downspout is missing.

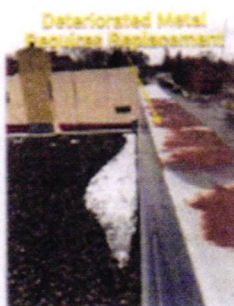
1



Ballast stones are improper for a EPDM roof and should be removed.

Project: Daniel Beckmann
Date: 1/25/2024, 1:58pm
Creator: Andrew J. Geist

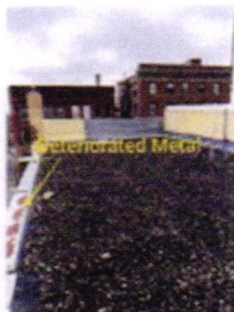
2



The metal coping is unfinished, which has lead to the accelerated deterioration from the elements. This metal is to be replaced with long-lasting 26 gauge, baked enamel finish galvanized steel. There are many colors to choose from.

Project: Daniel Beckmann
Date: 1/25/2024, 1:58pm
Creator: Andrew J. Geist

3



The perimeter metal is to be replaced with new.

Project: Daniel Beckmann
Date: 1/25/2024, 2:00pm
Creator: Andrew J. Geist

Chimney

The chimney is unused, and is in very poor condition, causing damage to the stucco wall below. This chimney will be completely removed, pipes capped, and new parapet metal installed.

1



Stucco Damage From Leaking Chimney

The chimney has been leaking for quite a while and needs to be removed.

Project: Daniel Bedemann

Date: 1/25/2024, 2:21pm

Creator: Andrew J. Geist

2



New Metal

The chimney will be removed and capped, with new metal installed over it's current location.

Project: Daniel Bedemann

Date: 1/25/2024, 1:56pm

Creator: Andrew J. Geist

PROPOSAL

ROOFING & CHIMNEY:

- Remove existing ballast material and dispose.
- Remove all existing metals and dispose. This includes the coping on the front elevation, the perimeter metal, and the reglet flashing on the adjoining building.
- Remove brick chimney and dispose.
- Remove the existing EPDM membrane, inspect insulation layer for condition and thickness.
- Install 1/2" Hardboard iso material for new surface. Ensure the roof slopes towards the scupper collection box & downspout
- Replace through roof penetration flashings. HVAC and plumbing flashings will be replaced.
- Install a new scupper collection box, built from 26 gauge galvanized steel, prefinished in the color of choice.
- Install a fully-adhered, 60 Mill EPDM Mule Hide membrane to manufacturers specifications.
- Install a new downspout, 6" open face, commercial grade, matching the existing metal colors.
- Install new perimeter metal, including the front elevation storefront coping and over the chimney cut out. The metal is 26 gauge galvanized steel, pre-finished baked enamel paint in the color of choice.
- 20 year labor and material warranty from the manufacturer

Includes all labor, materials, permits & debris disposal = \$18,533.00

1



Project: Daniel Beckmann
Date: 1/25/2024, 2:20pm
Creator: Andrew J. Geist



Request for Action

TO: Faribault Economic Development Authority
FROM: Robert Harris III, Economic Development Coordinator
THROUGH: David Wanberg, CED Director
MEETING DATE: January 16, 2025
SUBJECT: Resolution 2025-03: Support for the submission of an LOI to the Saint Paul and Minnesota Foundation IDEAS Grant to support small business and entrepreneurship

BACKGROUND:

The Saint Paul and Minnesota Foundation IDEAS Grant provides funding to support innovative, inclusive, and equitable initiatives that strengthen communities and promote economic development. This grant opportunity offers up to **\$160,000 in unrestricted funds**, allowing recipients the flexibility to design and implement programs tailored to local needs without restrictive spending limitations.

Staff have identified this grant as an ideal opportunity to bolster the EDA's ongoing efforts to support small businesses and entrepreneurs in Faribault. If awarded, the funding would enable the EDA to expand its capacity to offer lending programs and resources to local businesses, particularly those facing barriers to traditional financing. This initiative aligns with the EDA's goals of fostering economic vitality, promoting equitable development, and supporting entrepreneurship.

Resolution 2025-03 formalizes the EDA's support for the submission of a Letter of Intent (LOI) to the Saint Paul and Minnesota Foundation IDEAS Grant. This resolution serves several key purposes:

1. **Support for the Grant Application:** It demonstrates the EDA's commitment to securing funding to support small business and entrepreneurship lending programs.
2. **Authorization for Staff Action:** It authorizes the Community and Economic Development Director and Economic Development Coordinator to prepare and submit the LOI and any required application materials.

3. **Alignment with Strategic Goals:** It reinforces the EDA's strategic priorities by proactively seeking resources to enhance the local entrepreneurial ecosystem and small business support services.

If the EDA approves Resolution 2025-03 and the EDA is successful in being invited to the full proposal stage, a proposal focused on small business lending and technical assistance will be developed and presented to the EDA at a future meeting.

REQUESTED ACTION:

Approve Resolution 2025-03: Support for the submission of an LOI to the Saint Paul and Minnesota Foundation IDEAS Grant to support small business and entrepreneurship

ATTACHMENTS:

1. Resolution 2025-03 Support for grant LOI to Saint Paul and Minnesota Foundation

ECONOMIC DEVELOPMENT AUTHORITY OF FARIBAULT, MINNESOTA

RESOLUTION #2025-03

**SUPPORT THE SUBMISSION OF A LETTER OF INTENT (LOI) TO THE
SAINT PAUL AND MINNESOTA FOUNDATION IDEAS GRANT TO
SUPPORT SMALL BUSINESS AND ENTREPRENEURSHIP LENDING**

WHEREAS, the Economic Development Authority (EDA) of Faribault is committed to fostering economic growth and supporting small businesses and entrepreneurs in the community; and

WHEREAS, the Saint Paul and Minnesota Foundation IDEAS Grant provides funding opportunities to support innovative projects that advance inclusive and equitable economic development, particularly in the areas of small business support and entrepreneurship; and

WHEREAS, the EDA recognizes the importance of providing financial assistance and resources to local entrepreneurs and small businesses to help them start, grow, and thrive in Faribault; and

WHEREAS, the EDA has identified small business and entrepreneurship lending as a critical area for support to enhance economic vitality and job creation within the community; and

WHEREAS, the EDA desires to submit a Letter of Intent (LOI) to the Saint Paul and Minnesota Foundation IDEAS Grant program to seek funding for a program focused on small business lending and entrepreneurship support in Faribault;

NOW, THEREFORE, BE IT RESOLVED, that the Economic Development Authority of Faribault hereby supports the submission of a Letter of Intent (LOI) to the Saint Paul and Minnesota Foundation IDEAS Grant program for funding to support small business and entrepreneurship lending in Faribault;

BE IT FURTHER RESOLVED, that the EDA authorizes the Community and Economic Development Director and the Economic Development Coordinator to prepare and submit the Letter of Intent and any additional materials required to facilitate the application process.

ADOPTED: January 16, 2025

Rod Gramse, President

ATTEST:

David Wanberg, CED Director



Request for Action

TO: Faribault Economic Development Authority
FROM: Robert Harris III, Economic Development Coordinator
THROUGH: David Wanberg, CED Director
MEETING DATE: January 16, 2025
SUBJECT: EDA Grant Management Policy

BACKGROUND:

The Economic Development Authority (EDA) of Faribault currently follows a process where grant applications require approval and input from the City Council. While this process ensures alignment with the City's broader goals, it has introduced inefficiencies, particularly in light of the increasingly shortened application timelines for many grants. In some cases, grants must be applied for quickly, and waiting for City Council approval can hinder our ability to meet these deadlines.

Additionally, because the EDA operates as a separate authority, it is important that the EDA has the ability to provide timely and specific feedback regarding grants without needing to go through the City Council. This separation of authorities necessitates a distinct grant management policy for the EDA to streamline operations and improve efficiency.

Challenges with the Current Process:

1. **Approval Delays:** Grant applications often have short submission windows, and the current process, which requires City Council approval, can lead to delays. This process impedes the ability of staff to act quickly and submit applications on time.
2. **Inefficiency in Feedback:** Since the EDA and the City Council are separate entities, the current policy does not facilitate a direct feedback loop from the EDA. This limits the ability of the EDA to engage fully in the grant application process and may cause delays in providing timely input.
3. **Complexity in Decision-Making:** Having to go through the City Council for each grant application complicates the decision-making process, especially when fast action is required.

REQUESTED ACTION:

Provide input and direction on the Grant Management Policy

ATTACHMENTS:

1. EDA Grant Management Policy DRAFT

ECONOMIC DEVELOPMENT AUTHORITY OF FARIBAULT

Grant Management Policy

Purpose

The Economic Development Authority (EDA) of Faribault is committed to responsibly managing grants in compliance with applicable local, state, and federal laws. This policy establishes standards and procedures to ensure the effective administration of grants received and awarded by the EDA.

Applicability

This policy applies to all grants for which the EDA serves as the applicant, recipient, or pass-through entity.

Grant Administration and Oversight

1. Responsibility

The Community and Economic Development Director and the Economic Development Coordinator will oversee grant management activities.

Responsibilities include:

- Ensuring grant applications align with the EDA's strategic priorities.
- Administering grant funds in compliance with applicable regulations.
- Monitoring performance metrics and reporting requirements.

2. Application Process

All grant applications must be reviewed and approved by the Community and Economic Development Director before submission. The Economic Development Coordinator will assist in preparing and compiling necessary documentation.

3. Grant Tracking Form

A Grant Tracking Form will be maintained for all active grants and presented to the EDA as part of the consent agenda at each regular meeting. This form will include details such as grant name, funding source, current status, key deadlines, and financial updates.

Grant Implementation

1. Fund Management

- Grant funds will be managed by the Finance Department and will follow all applicable City policies.

- Separate object codes will be established to track and manage grants accurately.
- All expenditures must align with the approved grant budget and comply with funding source requirements.

2. Reporting and Compliance

- The Economic Development Coordinator will prepare required reports for submission to funding agencies.
- The Community and Economic Development Director will review and approve all reports before submission.

3. Monitoring

The EDA will implement procedures to monitor grant activities and ensure adherence to funding agreements.

Policy Review

This policy will be reviewed annually by the EDA to ensure compliance with current regulations and alignment with organizational goals.



Request for Action

TO: Faribault Economic Development Authority
FROM: Robert Harris III, Economic Development Coordinator
THROUGH: Dave Wanberg, CED Director
MEETING DATE: January 16, 2025
SUBJECT: Hotel Feasibility Study

BACKGROUND:

We've recently received interest from developers about the possibility of establishing a high-end hotel in the Highway 60 area. This presents an intriguing opportunity for Faribault, and it warrants further exploration to determine its viability and potential impact on our community.

Evaluating the Opportunity

To make an informed decision, we could consider undertaking a feasibility study to:

- 1. Understand Market Demand**

Assess the potential audience for a high-end hotel, including business travelers, tourists, and event attendees. This analysis would provide valuable data on occupancy potential and customer segmentation.

- 2. Analyze the Competitive Landscape**

Evaluate existing lodging options in the area and identify gaps that a new development could address. This would help position the proposed hotel effectively within the market.

- 3. Examine Financial Feasibility**

Provide projections for occupancy rates, pricing strategies, and return on investment to assist developers and financiers in evaluating the project's viability.

- 4. Assess Economic Impact**

Quantify the broader benefits, such as job creation, increased tax revenue, and boosted spending at local businesses, to ensure alignment with community goals.

- 5. Align with Strategic Goals**

Ensure that the project fits within Faribault's long-term economic development plans and priorities.

Options for Moving Forward

To proceed, the EDA could consider one or more of the following options:

- **Conduct a Full Feasibility Study:** Engage a qualified consultant to provide a comprehensive analysis. This approach would require funding or the identification of grants. Typical cost is \$10,000-\$12,000.
- **Pursue Preliminary Research:** Start with a more limited scope to gather initial insights before committing to a full study.
- **Engage Stakeholders:** Facilitate discussions with potential developers and community members to gather input and gauge broader interest.

REQUESTED ACTION:

Consider options to complete a Hotel Feasibility Study.

ATTACHMENTS:



Request for Action

TO: Faribault Economic Development Authority
FROM: Robert Harris III, Economic Development Coordinator
THROUGH: David Wanberg, CED Director
MEETING DATE: January 16, 2025
SUBJECT: SelectUSA Investment Summit 2025

BACKGROUND:

The SelectUSA Investment Summit is the premier event for promoting foreign direct investment (FDI) in the United States. The 2025 Summit, scheduled for May 11-14 in Washington, DC, provides a unique platform to connect economic development organizations with global investors and position communities like Faribault as prime destinations for investment.

Proposed Attendance

Participation in the Summit offers several strategic advantages for Faribault:

1. **Representation in Minnesota's Booth:** Faribault will be featured in the State of Minnesota's booth, showcasing the city's assets and development opportunities to international investors.
2. **Speaking Opportunities:** Highlight Faribault's innovative approaches to collaboration, incentives, and economic development.
3. **Targeted Networking:** The Summit is an opportunity to foster relationships with potential investors, particularly those aligned with Faribault's goals of sustainable and infrastructure-driven growth.

Preparation for the Summit

In advance of the Summit, staff will conduct extensive Business Retention and Expansion (BR&E) visits to local companies with international ties. These visits will:

- Identify key suppliers and buyers in international markets.
- Develop a targeted FDI attraction strategy based on local businesses' global connections.
- Position Faribault to make meaningful connections with these companies at the Summit.

Associated Costs

- **Registration:** \$1,500 (includes booth space and speaking opportunities).
- **Travel, Lodging, and Meals:** Estimated at \$1,500.
- Total Estimated Cost:** \$3,000.

State of Minnesota Collaboration

Faribault has been included in the Minnesota Trade Office's kick-off meeting and plans to participate in a pre-Summit event focused on female entrepreneurship, which will further promote the city's economic opportunities.

Justification

1. **Targeted Economic Growth:** Preparation efforts through BR&E visits ensure the Summit will provide direct value by identifying and pursuing investment opportunities tailored to Faribault's needs.
2. **Cost-Effective Opportunity:** For a modest investment, Faribault can capitalize on high-value connections and insights from global markets.

This initiative will enhance Faribault's visibility, strengthen its economic development strategy, and create opportunities to attract impactful international investment.

REQUESTED ACTION:

Approve funding for the Economic Development Coordinator to attend SelectUSA Investment Summit 2025. Funding will be taken out of Training/Education for the registration. Airfare, lodging, and local transport will come out of the Travel budget.

ATTACHMENTS:

1. About the Investment Summit - SelectUSA Investment Summit

About the SelectUSA Investment Summit

The SelectUSA Investment Summit is the **highest profile event in the United States** to facilitate business investment by connecting thousands of investors, companies, economic development organizations (EDOs), and industry experts to make deals happen.

Hosted by the U.S. Department of Commerce, the Investment Summit is a one-stop shop for companies considering expanding to the United States and provides EDOs with the opportunity to meet directly with international companies to facilitate investment deals. Since inception, the SelectUSA Investment Summit has **attracted thousands of international companies and economic development representatives generating over \$110 billion in new investment projects** supporting **more than 85,000 jobs** across the United States and its territories. The previous SelectUSA Investment Summit saw record-breaking numbers with **more than 5,000 participants**, including EDO representatives from 56 U.S. states and territories and over 2,500 business investors from 96 international markets.

Join us at the **2025 SelectUSA Investment Summit** at the National Harbor, Maryland from **May 11 - 14, 2025**, to establish new connections and explore business opportunities through **investing in the United States**.

02:59

“ The unlimited resources made available to participants by the U.S. government were extremely valuable, providing us with essential support and information for expansion into the American market. SelectUSA represents a unique opportunity to establish strategic contacts and to understand the business environment in the United States. ”

- 2024 Participant

Who should apply to attend the Investment Summit?

Anyone can apply to attend the SelectUSA Investment Summit! However, we find groups benefitting the most from attending are:

- **International companies seeking** to establish or expand operations in the United States.
- Representatives from **U.S. economic development organizations (EDOs) and U.S. state and local governments seeking to attract business investment.**
- **Business advisors, service providers, companies, chambers of commerce, and associations** facilitating FDI into the United States.

Why apply?

There is opportunity at every turn at the SelectUSA Investment Summit! In addition to the plenary sessions, armchair discussions, panels, academy sessions, pitching sessions, and programs on our traditional agenda, participants can expect to:

- **Explore the Exhibition Hall** featuring hundreds of EDOs, service providers and industry experts.
- **Connect** with representatives from 50+ states and territories, companies from 90+ markets, industry experts, and government officials to make investment deals happen.
- **Gather advice and information from policy and industry experts** in 100+ sessions providing actionable instruction on everything from developing a workforce to understanding incentives.
- **Form valuable partnerships** with industry partners from across the United States.

INVESTORS

The United States is a land of diverse opportunities; our large consumer market, ease of doing business, workforce, technologies, landscapes and natural resources, and funding sources are vast and varied. This diversity means there are opportunities for companies of all shapes and sizes.

Investors who are interested in establishing or expanding operations in the United States can save time by attending the SelectUSA Investment Summit. As an investor, you can:

- **Connect** with fellow investors, service providers, economic development organizations (EDOs), and government officials with U.S. investment experience.
- **Network** with other Investment Summit attendees in person and through our SelectUSA ShoApp.
- **Learn** more about how, where, and why to invest in the United States, information made available in our formal agenda sessions.

ECONOMIC DEVELOPMENT ORGANIZATIONS (EDOs)

U.S. EDOs can meet business investors who are seeking to establish or expand their business operations in the United States. Through Investment Summit attendance, EDOs can:

- **Connect** with other EDOs, service providers, and government officials with experience attracting investment domestically.
- **Network** with potential investors both in person and through the SelectUSA ShoApp, our virtual platform and mobile app.
- **Learn** about the latest investment trends and resources to help you reach more investors.

- **Promote** your locale as a U.S. investment location in the exhibition hall.

“SelectUSA is the most valuable event that we attend annually. It is the single best opportunity for communities to reach a broad cohort of businesses actively looking to expand to the U.S. I highly recommend it.”

- 2024 Participant

Summit by the Numbers



WITH
5,000+
PARTICIPANTS



represent



global m



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About SelectUSA

SelectUSA is the U.S. government program led by the U.S. Department of Commerce that focuses on facilitating job-creating business investment into the United States and raising awareness of the critical role that economic development plays in the U.S. economy. Since its inception, SelectUSA has assisted thousands of clients, including EDOs, domestic firms, and international companies, facilitating over \$200 billion in client-verified investment, supporting more than 200,000 jobs across the United States and its territories.



Request for Action

TO: Faribault Economic Development Authority
FROM: Robert Harris III, Economic Development Coordinator
THROUGH: David Wanberg, CED Director
MEETING DATE: January 16, 2025
SUBJECT: EDAM Grant to host Economic Development Summer Intern

BACKGROUND:

The Economic Development Authority (EDA) has been awarded a \$2,000 grant to host a summer Economic Development Intern. This funding provides an excellent opportunity to enhance the EDA's capacity to support critical initiatives and advance its economic development goals.

The intern's primary responsibilities will include:

- Conducting research on sustainable development opportunities.
- Supporting Business Retention and Expansion (BR&E) efforts.
- Assisting with entrepreneurship development programs.
- Providing general support for the EDA's ongoing economic development activities.

A detailed job description is attached for your review.

Funding Request

To maximize the impact of this opportunity, staff is requesting an additional \$3,000 in matching funds from the EDA. These funds, combined with the \$2,000 grant, will cover the costs associated with the internship, including wages and potential project-related expenses.

Justification

Hosting a summer intern aligns with the EDA's strategic priorities, offering several benefits:

1. **Increased Capacity:** The intern will provide additional resources to support sustainable development research, BR&E efforts, and entrepreneurial programming.

2. **Talent Development:** Engaging a summer intern creates a pipeline for future economic development professionals while benefiting the EDA's initiatives.
3. **Cost-Effective Investment:** The matching funds will leverage external grant dollars, ensuring a greater return on investment for the EDA.

This investment will strengthen the EDA's capacity to advance key initiatives and provide meaningful work experience for an aspiring economic development professional.

REQUESTED ACTION:

Approve \$3,000 match to host a Economic Development Intern from Expert and Professional Services.

ATTACHMENTS:

1. Job description_Economic Development Intern
2. City of Faribault Award Letter

Position Title: Economic Development Intern
Department: Community and Economic Development
Reports To: Economic Development Coordinator
Location: Faribault, MN (remote possible for the right candidate)
Compensation: \$15 per hour, 25 hours per week

Position Summary:

The City of Faribault Community and Economic Development Department seeks a motivated and detail-oriented Economic Development Intern to assist with various initiatives supporting local businesses and economic growth. This position offers an excellent opportunity to gain hands-on experience in economic development, focusing on business retention, expansion, entrepreneurship, and sustainable development.

Key Responsibilities:

Faribault Sustainable Development Initiative

- **Data Collection and Analysis:** Conduct in-depth research on sustainable development opportunities, including renewable energy projects, eco-industrial networks, and green business clusters.
- **Partnership Development:** Identify and engage potential partners, such as universities, private sector leaders, and non-profits, to support the initiative's goals.
- **Reporting and Recommendations:** Prepare reports and presentations on findings, offering actionable recommendations to align development initiatives with Faribault's sustainability objectives.

Business Retention and Expansion (BRE)

- **Coordinate and Schedule Visits:** Organize and maintain a structured schedule of visits with small and large businesses in Faribault to assess their needs and provide support.
- **Preparation and Reporting:** Develop materials for BRE meetings and produce detailed reports summarizing findings, trends, and actionable recommendations.
- **Feedback Documentation:** Systematically collect and analyze feedback to identify common challenges and potential opportunities, informing economic development strategies.

- **Survey Design and Data Analysis:** Create, distribute, and analyze surveys to gather quantitative and qualitative insights into business needs, challenges, and opportunities. Leverage data to inform program development and policy recommendations.
- **Action Implementation:** Support the rollout of action items resulting from BRE visits, collaborating with stakeholders to address business concerns and improve retention rates.

Entrepreneurship Development and Support

- **Program Coordination:** Assist in designing and managing initiatives that support entrepreneurs, including workshops, mentorship opportunities, and access to funding resources.
- **Resource Promotion:** Actively promote local, state, and federal resources available to entrepreneurs, ensuring awareness of grant programs, loans, and technical assistance.
- **Outreach and Relationship Building:** Build strong relationships with emerging and established entrepreneurs to better understand their needs and provide tailored support.

General Economic Development Support

- **Economic Analysis:** Research and analyze data on local and regional economic trends, industry growth sectors, and workforce needs to inform planning efforts.
- **Communications Support:** Draft newsletters, social media content, and outreach materials to keep stakeholders informed and engaged with economic development activities.
- **Team Collaboration:** Work with department staff on additional projects and initiatives, providing insights and operational support to advance Faribault's economic priorities.

Qualifications:

- Current enrollment in a bachelor's or master's program in any field
- Strong interpersonal and communication skills, with the ability to engage with a diverse group of stakeholders.
- Must have completed at least 1 statistics course and 1 economics course
- Preferably has completed a research methods course but not required.
- Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint).
- Preference for candidates with language skills in Spanish and Somali

- Self-motivated, with the ability to work independently and manage multiple tasks.
 - Familiarity with economic development principles or community engagement is preferred but not required.
-

What You Will Gain:

- Hands-on experience working on economic development initiatives in a dynamic and supportive municipal environment.
- Opportunities to engage directly with business leaders and community stakeholders.
- Exposure to the tools and strategies used in local government economic development.

How to Apply:

Submit a resume and cover letter explaining your interest in the position and relevant skills to Robert Harris III (rharristhe3rd@ci.faribault.mn.us) by Friday, March 14, 2025.

The City of Faribault is an Equal Opportunity Employer and encourages applications from diverse candidates.



December 9, 2024

City of Faribault
Robert Harris
208 NW 1st Ave
Faribault, MN 55021

Dear Robert,

Congratulations! The Minnesota Economic Development Foundation is pleased to announce that the City of Faribault has been awarded a \$2,000 Community Internship Scholarship. This scholarship is for the intern salary only and must be matched by at least \$2,000 (total intern salary paid must be at least \$2,000).

To request reimbursement at the end of the internship, please email Colleen Ayers (colleen@edam.org) and Leslie Dingmann (ldingmann@greaterstcloud.com) the following:

1. intern's payroll history (from your accounting system)
2. the attached reporting form including total salary paid, number of hours worked, hourly rate of pay, intern start and end dates
3. a statement from the intern's supervisor describing the work activities the intern performed
4. a statement from the intern on what was learned through the internship and an electronic photo of the intern

Please send me the intern's name, phone number and email when the intern has been hired.

It is the intent of the Minnesota Economic Development Foundation that the intern attend and be engaged in economic development activities such as business calls, board meetings and direct interactions with decision makers and businesses.

To support your interns and others, we created LINK (Leading Interns' Network and Knowledge). This program brings interns together once a month during their internship to learn about economic development, gain insights from professionals in the field, and begin building their networks. The program kicks off in June with virtual meetings in June and July. It concludes with an in-person meeting in August, where interns present on their internship experiences. The in-person session is typically held at a central location that also highlights a noteworthy economic development project.

We hope that all interns can actively participate in the LINK meetings and you, as their supervisor, are welcome to attend also. Dates for LINK are TBD and we will notify you and your intern as soon as they are set.

Thank you for sponsoring an intern and helping to shape the next generation of Minnesota's economic developers. If you have questions, please call me at 320-252-5247.



Leslie Dingmann
MNEDF Vice-Chair/Treasurer



Request for Action

TO: Faribault Economic Development Authority
FROM: Robert Harris III, Economic Development Coordinator
THROUGH: David Wanberg, CED Director
MEETING DATE: January 16, 2025
SUBJECT: Approve annual contribution to Southern MN Initiative Foundation (SMIF)

BACKGROUND:

Each year, the Faribault EDA provides a \$4,000 contribution to the Southern Minnesota Initiative Foundation (SMIF). This partnership has been invaluable in supporting our community's economic and social development. Staff is recommending that the EDA approve the same contribution for 2025.

Benefits of Supporting SMIF

SMIF plays a critical role in enhancing the vitality of southern Minnesota communities, including Faribault, by:

- 1. Investing in Economic Development**

SMIF provides financial support, grants, and loans to small businesses and entrepreneurs. This helps foster local innovation and job creation, directly benefiting Faribault's economic growth.

- 2. Supporting Early Childhood Development**

Through initiatives such as grants and training programs, SMIF strengthens early childhood education and care. This builds a strong foundation for our community's future workforce.

- 3. Encouraging Community Collaboration**

SMIF promotes partnerships between local organizations and leaders, enabling the sharing of resources and expertise to tackle regional challenges more effectively.

- 4. Providing Localized Resources**

As a regionally focused organization, SMIF understands the unique needs of Faribault and tailors its programs to address those specific challenges and opportunities.

REQUESTED ACTION:

Approve a contribution of \$4,000 to Southern MN Initiative Foundation

ATTACHMENTS:



Request for Action

TO: Faribault Economic Development Authority
FROM: Robert Harris, Economic Development Coordinator
THROUGH: David Wanberg, CED Director
MEETING DATE: January 16, 2025
SUBJECT: Data Center Economic Impact Analysis

BACKGROUND:

The University of Minnesota Extension is offering to conduct an Economic Impact Analysis for a potential data center project, funded by federal EDA dollars, with no direct cost to the EDA. This presents a valuable opportunity to proactively shape the narrative surrounding the project and support its approval process without incurring additional costs. Given some regional pushback on data centers, this analysis can serve as a critical tool to highlight their benefits while addressing potential concerns. By providing input on the report's structure, we can ensure it aligns effectively with our messaging and community priorities.

Proposed Sections

Direct Economic Contribution

- Construction Phase: Assess the jobs, wages, and spending generated during the construction process.
- Operational Phase: Evaluate the long-term job creation, operational spending, and local procurement impacts.

Indirect Economic Contribution

- Measure economic activity generated in the supply chain (e.g., contractors, utilities, technology providers).
- Estimate local spending by employees and suppliers, including impacts on retail, housing, and services.
- Assess Data Center Spillover Effects: Evaluate whether the presence of a data center can attract related industries to the area.

Total Economic Effects

- Provide a summary of the direct and indirect contributions, highlighting the overall fiscal and economic impact on the community.

Fiscal Impact

- Analyze how the data center will affect the local tax base and fiscal health of the community.

Environmental, Infrastructure, and Utility Impacts

- Review environmental impacts, including energy and water usage.
- Analyze infrastructure and utility needs, such as grid improvements, and assess who bears the associated costs (e.g., public funding vs. private investment).

Quality of Life Considerations

Assess potential impacts on surrounding areas, including:

- Noise levels associated with data center operations.
- Aesthetic considerations and how site design affects nearby properties.
- Traffic impacts, particularly for areas near major roads versus more isolated locations.

Explore mitigation strategies to minimize adverse effects and enhance community benefits

Future Considerations

- Examine the potential for additional data centers in the region and whether such developments create new opportunities or challenges.
- Consider location-based impacts, such as siting near major roads or interchanges versus less trafficked areas, including effects on accessibility, visibility, and infrastructure needs.

REQUESTED ACTION:

Please review the proposed sections and share your thoughts on:

- Gaps in the outline, particularly elements that would strengthen messaging.
- Key metrics or narratives to emphasize in addressing regional concerns.
- Additional considerations from a marketing perspective that would align the analysis with broader economic development goals.

ATTACHMENTS: