



ECONOMIC DEVELOPMENT AUTHORITY AGENDA

3RD FLOOR CONFERENCE THURSDAY, FEBRUARY 19,
2026

7:00 AM

1. Call to Order/ Approve Agenda
2. Approval of the Minutes
3. Election of Officers
4. Routine Business: *Agenda items below are approved by one motion unless an EDA member requests separate action.*
 - A. Budget Status Report
 - B. Monthly Loan Status Report
 - C. Adopt 2026 EDA Meeting Schedule
5. Public Hearings
6. Items for Discussion
 - A. Resolution 2026-01 Accepting the Vacancy Rate Memorandum Prepared by Maxfield Research and Consulting
 - B. Resolution 2026-02 Approval of a Special Loan to MightyFine! Coffee Company
 - C. Hill Block Presentation
 - D. Discussion on Loan Program Updates and Review
 - E. Business Assistance Discussion
 - F. BR+E Program Update
 - G. Updates and Future Items — Verbal Report Only
7. Adjournment



ECONOMIC DEVELOPMENT AUTHORITY MINUTES

3RD FLOOR
CONFERENCE

THURSDAY, JANUARY 15, 2026

7:00 AM

[IGNORE_INDENT]

Meeting Items

1. Call to Order/ Approve Agenda

Chair Voracek called the Economic Development Authority's regular meeting to order at 7:00 a.m. Members present were Chris Jeanes, Teri Menard, Mayor Thomas Spooner, Adama Doumbouya, David Campbell, and Chair Kevin Voracek.

Staff present were Jacob Wiensch, Economic Development Coordinator, David Wanberg, Director of Community and Economic Development, Kari Casper, Administrative Assistant II, and Jessica Kinser, City Administrator.

Special guests included: Nort Johnson and Alex Braniak

Motion by AJ Smith, seconded by Adama Doumbouya to Approve. Motion Passed.

2. Approval of the Minutes

Motion by Christine Jeanes, seconded by AJ Smith to Approve. Motion Passed.

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

Jake Wiensch reiterated that finance is getting close to be able to present the reports. He is hoping to be able to bring these to you in the next few months.

A. Monthly Loan Status Report

B. Permit Activity Update Report

C. Budget Status Report

4. Public Hearings

None.

5. Items for Discussion

HONESTY ▪ RESPECT ▪ DEDICATED ▪ VISIONARY ▪ ACCOUNTABILITY

A. Approval of 2026 Managerial Services Agreement with the City of Faribault

This agreement will pay back \$50,000 to the city for staff time. It was presented to the council previously and passed. Teri Menard arrived at 7:02 p.m. Chair Voracek opened the matter up for discussion and there was none. Motion by Teri Menard, seconded by Adama Doumbouya to Approve. Motion Passed.

B. Hill Block Presentation

Alex Baraniak was present and able to do a presentation on the proposed project. After the presentation, Teri Menard asked about if there has been a structural analysis on 327 Central. Baraniak stated that there has been and they have a plan to stabilize the building. Chair Voracek added that he thought it was a great project. Teri Menard asked if it was financially funded and Baraniak said that yes it is and they have utilized the Historic Tax Credits program. Mayor Tom Spooner also added that he likes this project and asked what they were looking for. Wiensch said that they will have a formal request at the next meeting in February. He suggested a joint board meeting to come up with a way to work with the Hill Project.

C. Matt Drevlow - 229 Central Discussion

Matt Drevlow was not present at the meeting today and did not attend the recent HRA meeting. Wiensch went on to give an overview of his proposed project at 229 Central, which has a much smaller gap, and is proposing to have one commercial tenant on the main floor. This will come back to the February meeting. No action was taken at this time.

D. MightyFine! Coffee Company — EDIF Loan Discussion

The applicants for this proposed project were not at the meeting. Wiensch presented on their behalf, stating that they will have some gap financing and are trying to find a suitable program to help this project move forward. Menard didn't feel the EDIF guidelines really fit. It was suggested that the EDA develop a pilot or prototype program to get this to work using a low-interest loan versus forgivable. He explained that they really need to get this moving to get some capital to invest in another proposed project in downtown in the future. AJ Smith asked what the holdup was, and Wiensch explained that there is an adjacent neighbor that was encroaching on their property. This necessitated replatting the property. That action added a lot of additional expenses. That plat has not yet been recorded. Chair Voracek stated that in the future, he will recuse himself from further discussions on this due to a potential conflict of interest.

E. Strategic Planning Continued

Wiensch asked the Board to provide feedback on the discussion questions to assist staff in compiling input and continuing the ongoing Strategic Planning Lite process. He presented in the packet the old versions and his proposed drafts of the Narrative, Mission, Vision, and Strategic Focus Areas and asked staff to give him input on his proposals. He went over each subject, starting with Core Services, which is used to grow the tax base and get rid of dilapidated properties. This also works with partnerships such as the Chamber of Commerce. AJ Smith asked if we could make things easier to help the applicants with incentive readiness and site readiness. Wanberg stated that we have a program to help guide applicants through the request for Historic Tax Credits. Wiensch talked about the guiding principles and how we need to align the EDA with the City's. He went on to talk about the Mission Statement and wanted to make it clear and concise. As for the Business Retention and Expansion, they would like to do a press release, present piloted interviews with members of small, medium, and large businesses or industries.

F. Updates and Future Items — Verbal Report Only

Verbal updates were given.

6. Adjournment

Motion by AJ Smith, seconded by Adama Doumbouya, to adjourn the meeting at 8:15.
Motion Passed.

By: _____



Request for Action

TO: Faribault Economic Development Authority
FROM: Jake Wiensch, Economic Development Coordinator
THROUGH: David Wanberg, CED Director
MEETING DATE: February 19, 2026
SUBJECT: Election of Officers

BACKGROUND:

The EDA is a seven (7) member board originally established in May 1986 pursuant to Minnesota Statutes. Per the enabling resolution, EDA members may serve a maximum of two (2) consecutive terms (full or partial), and all terms shall expire at the first City Council meeting of January. Commissioners may re-apply for additional terms after a one (1) year absence from the EDA.

The EDA officer positions include President, Vice President, Secretary, Treasurer, and Assistant Treasurer. Annually, the EDA must elect officers for the positions of President and Treasurer/Secretary, and traditionally, the EDA has also elected Vice President on an annual basis.

REQUESTED ACTION:

Elect EDA Officers

ATTACHMENTS:

2025 YTD Budget Review EDA

ACCOUNT	ACCOUNT DESCRIPTION	ORIGINAL APPROP	TRANFRS/ADJSMTS	REVISED BUDGET	YTD ACTUAL	ENCUMBRANCES	AVAILABLE BUDGET	% USED
250-46500-462-31010-	Current Ad Valorem Taxes	-408,089	0	-408,089	-403,003.03	0.00	-5,086	98.80
250-46500-462-31020-	Delinquent Ad Valorem Taxes	0	0	0	-2,241.78	0.00	2,242	100.00
250-46500-462-31030-	Mobile Home Tax	0	0	0	-858.99	0.00	859	100.00
250-46500-462-31035-	Delinquent Mobile Home Tax	0	0	0	-363.46	0.00	363	100.00
250-46500-462-31500-	Pilot In Lieu of Taxes	0	0	0	-302.59	0.00	303	100.00
250-46500-462-33402-	Market Value Homestead Credit	0	0	0	-31.12	0.00	31	100.00
250-46500-462-33422-	Oth State Grants and Aids	0	0	0	-523.36	0.00	523	100.00
250-46500-462-34700-	Program Revenue	-2,500	0	-2,500	-1,450.00	0.00	-1,050	58.00
250-46500-462-36200-	Oth Miscellaneous Revenue	-500	0	-500	-5,000.00	0.00	4,500	1,000.00
250-46500-462-36210-	Interest on Invest	-29,360	0	-29,360	-42,756.36	0.00	13,396	145.60
250-46500-462-36211-	Interest Market Value	0	0	0	-22,669.28	0.00	22,669	100.00
250-46500-462-36215-	Loan Interest	0	0	0	-9,921.04	0.00	9,921	100.00
250-46500-462-42010-	Supplies	1,000	0	1,000	74.50	0.00	926	7.50
250-46500-462-43040-	Legal Fees – Civil Process	25,000	0	25,000	30,322.88	0.00	-5,323	121.30
250-46500-462-43090-	Expert & Professional Services	740,700	0	740,700	43,726.65	0.00	696,973	5.90
250-46500-462-43095-	Software Maintenance & Support	0	0	0	298.97	0.00	-299	100.00
250-46500-462-43140-	Training & Education	10,000	0	10,000	3,794.00	0.00	6,206	37.90
250-46500-462-43310-	Travel Expense	10,000	0	10,000	1,893.92	0.00	8,106	18.90
250-46500-462-43410-	Advertising	45,000	0	45,000	12,480.63	0.00	32,519	27.70
250-46500-462-43510-	Legal Notices Publishing	1,000	0	1,000	0.00	0.00	1,000	0.00
250-46500-462-43520-	Recording Fees	1,500	0	1,500	414.00	0.00	1,086	27.60
250-46500-462-43610-	Insurance & Bonds	1,975	0	1,975	2,221.00	0.00	-246	112.50
250-46500-462-43860-	Storm Water Utilities	40	0	40	0.00	0.00	40	0.00
250-46500-462-44330-	Dues and Subscriptions	9,000	0	9,000	7,179.00	0.00	1,821	79.80
250-46500-462-44370-	Miscellaneous Charges	0	0	0	5,014.32	0.00	-5,014	100.00
250-46500-462-44390-	Taxes & Licenses	50	0	50	0.00	0.00	50	0.00
250-46500-462-44600-	Loans & Grants	20,000	0	20,000	23,000.00	0.00	-3,000	115.00
250-46500-462-47200-	Transfer Out	0	-210,000	-210,000	0.00	0.00	-210,000	0.00
	Revenue Total	-440,449	0	-440,449	-489,121.01	0.00	48,672	111.10
	Expense Total	865,265	-210,000	655,265	130,419.87	0.00	524,845	19.90
	Grand Total	424,816	-210,000	214,816	-358,701.14	0.00	573,517	-167.00

2/12/2026 YTD Budget EDA

ACCOUNT	ACCOUNT DESCRIPTION	ORIGINAL APPROP	TRANFRS/ADJSMTS	REVISED BUDGET	YTD ACTUAL	ENCUMBRANCES	AVAILABLE BUDGET	% USED
250-46500-462-31010-	Current Ad Valorem Taxes	-431,071	0	-431,071	0.00	0.00	-431,071	0.00
250-46500-462-36210-	Interest on Invest	-16,040	0	-16,040	5,826.64	0.00	-21,867	-36.30
250-46500-462-36215-	Loan Interest	0	0	0	-1,292.04	0.00	1,292	100.00
250-46500-462-42010-	Supplies	500	0	500	0.00	0.00	500	0.00
250-46500-462-43040-	Legal Fees – Civil Process	25,000	0	25,000	0.00	0.00	25,000	0.00
250-46500-462-43080-	Indirect Cost Allocation	50,000	0	50,000	0.00	0.00	50,000	0.00
250-46500-462-43090-	Expert & Professional Services	82,500	0	82,500	0.00	0.00	82,500	0.00
250-46500-462-43095-	Software Maintenance & Support	5,500	0	5,500	0.00	0.00	5,500	0.00
250-46500-462-43140-	Training & Education	8,000	0	8,000	1,245.00	0.00	6,755	15.60
250-46500-462-43310-	Travel Expense	4,000	0	4,000	0.00	0.00	4,000	0.00
250-46500-462-43410-	Advertising	35,000	0	35,000	10,000.00	0.00	25,000	28.60
250-46500-462-43510-	Legal Notices Publishing	750	0	750	0.00	0.00	750	0.00
250-46500-462-43520-	Recording Fees	1,500	0	1,500	0.00	0.00	1,500	0.00
250-46500-462-43610-	Insurance & Bonds	2,500	0	2,500	0.00	0.00	2,500	0.00
250-46500-462-44330-	Dues and Subscriptions	20,000	0	20,000	0.00	0.00	20,000	0.00
250-46500-462-44390-	Taxes & Licenses	50	0	50	0.00	0.00	50	0.00
250-46500-462-44600-	Loans & Grants	25,000	0	25,000	0.00	0.00	25,000	0.00
250-46500-462-47200-	Transfer Out	650,000	0	650,000	650,000.00	0.00	0	100.00
	Revenue Total	-447,111	0	-447,111	4,534.60	0.00	-451,646	-1.00
	Expense Total	910,300	0	910,300	661,245.00	0.00	249,055	72.60
	Grand Total	463,189	0	463,189	665,779.60	0.00	-202,591	143.70

ACCOUNT SUMMARY TRIAL BALANCE FOR FY26/JAN TO DEC

FUND 250

ACCOUNT ACCOUNT NAME	BEG. BALANCE	ORG	DEBITS	CREDITS	NET CHANGE	END BALANCE
250 10100 Cash	1,694,238.29	250	4,869.76	656,282.40	-651,412.64	1,042,825.65
250 10450 Interest Receivable on Invest	5,826.64	250	.00	5,826.64	-5,826.64	.00
250 10500 Taxes Receivable - Current	2,397.61	250	.00	2,397.61	-2,397.61	.00
250 10700 Taxes Receivable - Delinquent	4,366.14	250	.00	.00	.00	4,366.14
250 11540 AR - Loans Receivable	-26,115.36	250	.00	1,180.11	-1,180.11	-27,295.47
250 13700 Loans Receivable	10,897.06	250	.00	.00	.00	10,897.06
250 13710 Allow Uncollectible Loans	989,348.48	250	.00	.00	.00	989,348.48
250 15500 Prepaid Items	10,000.00	250	10,000.00	.00	10,000.00	20,000.00
250 20200 Accounts Payable	-5,637.40	250	5,637.40	.00	5,637.40	.00
250 20201 ACI Accounts Payable	600.00	250	645.00	1,245.00	-600.00	.00
250 20700 Due to oth Funds	.00	250	.00	.00	.00	.00
250 22200 Deferred Revenues	-4,366.14	250	.00	.00	.00	-4,366.14
250 22210 Loans Receivable - Deferred	-989,348.48	250	.00	.00	.00	-989,348.48
250 25300 Unreserved Fund Balance	-1,692,206.84	250	.00	.00	.00	-1,692,206.84
250 25301 Unreserved Budget Fund Balance	.00	250	.00	.00	.00	.00
250 25501 Est Budget Revenue Control	.00	250	.00	.00	.00	.00
250 25601 Est Bud Expenditure Control	.00	250	.00	.00	.00	.00
250 25700 Encumbrance Control	.00	250	.00	.00	.00	.00
250 25701 Bud Encumbrance Control Offset	.00	250	.00	.00	.00	.00
EDA 31010 Current Ad Valorem Taxes	.00	EDA	.00	.00	.00	.00
EDA 31020 Delinquent Ad Valorem Taxes	.00	EDA	.00	.00	.00	.00
EDA 31030 Mobile Home Tax	.00	EDA	.00	.00	.00	.00
EDA 31035 Delinquent Mobile Home Tax	.00	EDA	.00	.00	.00	.00
EDA 31500 Pilot In Lieu of Taxes	.00	EDA	.00	.00	.00	.00
EDA 33402 Market Value Homestead Credit	.00	EDA	.00	.00	.00	.00
EDA 33422 Oth State Grants and Aids	.00	EDA	.00	.00	.00	.00
EDA 34700		EDA				

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 User: jwiensch
 Program ID: glatrbal

ACCOUNT SUMMARY TRIAL BALANCE FOR FY26/JAN TO DEC

FUND 250

ACCOUNT ACCOUNT NAME	BEG. BALANCE	ORG	DEBITS	CREDITS	NET CHANGE	END BALANCE
Program Revenue	.00		.00	.00	.00	.00
EDA 36200		EDA				
Oth Miscellaneous Revenue	.00		.00	.00	.00	.00
EDA 36210		EDA				
Interest on Invest	.00		5,826.64	.00	5,826.64	5,826.64
EDA 36211		EDA				
Interest Market Value	.00		.00	.00	.00	.00
EDA 36215		EDA				
Loan Interest	.00		.00	1,292.04	-1,292.04	-1,292.04
EDA 42010		EDA				
Supplies	.00		.00	.00	.00	.00
EDA 43040		EDA				
Legal Fees - Civil Process	.00		.00	.00	.00	.00
EDA 43090		EDA				
Expert & Professional Services	.00		.00	.00	.00	.00
EDA 43095		EDA				
Software Maintenance & Support	.00		.00	.00	.00	.00
EDA 43140		EDA				
Training & Education	.00		1,245.00	.00	1,245.00	1,245.00
EDA 43310		EDA				
Travel Expense	.00		.00	.00	.00	.00
EDA 43410		EDA				
Advertising	.00		.00	10,000.00	-10,000.00	-10,000.00
EDA 43520		EDA				
Recording Fees	.00		.00	.00	.00	.00
EDA 43610		EDA				
Insurance & Bonds	.00		.00	.00	.00	.00
EDA 44330		EDA				
Dues and Subscriptions	.00		.00	.00	.00	.00
EDA 44370		EDA				
Miscellaneous Charges	.00		.00	.00	.00	.00
EDA 44600		EDA				
Loans & Grants	.00		.00	.00	.00	.00
EDA 47200		EDA				
Transfer Out	.00		650,000.00	.00	650,000.00	650,000.00
TOTALS FOR FUND 250						
Economic Development Authority	.00		678,223.80	678,223.80	.00	.00
REPORT TOTALS	.00		678,223.80	678,223.80	.00	.00

** END OF REPORT - Generated by Jacob wiensch **

2/12/2026, Preliminary Loan Balances

Fund	Program Name	Available Balance
Fund 251	EDA Revolving Loan - Commercial Development Loan Program (and Grant) - Façade Improvement Micro Loan - EDIF - Economic Development Incentive Program-	681,344
Fund 252	Industrial Development	37,127
Fund 254	Minnesota Investment Fund (MIF)	20,097
TOTAL EDA LOAN FUNDS AVAILABLE		738,568
Fund 250	EDA Operating Fund/Fund Balance _____	1,042,826
Fund 253	Federal MIF Loan	683,254



Request for Action

TO: Faribault Economic Development Authority
FROM: Jake Wiensch, Economic Development Coordinator
THROUGH: David Wanberg, CED Director
MEETING DATE: February 19, 2026
SUBJECT: Adopt 2026 EDA Meeting Schedule

BACKGROUND:

Each year, the Economic Development Authority establishes and formally adopts its meeting schedule for the upcoming calendar year. The proposed 2026 EDA Meeting Schedule has been prepared for the Board's review. Formal adoption is required to establish the official meeting dates for 2026.

REQUESTED ACTION:

Motion to receive and file.

ATTACHMENTS:

1. 2026 EDA Members-Meeting Dates

FARIBAULT ECONOMIC DEVELOPMENT AUTHORITY

2026

ECONOMIC DEVELOPMENT AUTHORITY – Enabling Resolution 2016-239 (Res. 86-77, 2001-98, 2005-35, and 2008-015); The EDA has the authority to take action on economic development programs for business and industry. The EDA manages tax increment financing districts and multiple grant and loan programs. Its powers are defined by state law.

COMMUNITY DEVELOPMENT DEPARTMENT

City Hall - 208 1st Avenue, NW
Faribault, MN 55021

ECONOMIC DEVELOPMENT AUTHORITY – Enabling Resolution 2016-239 (Res. 86-77, 2001-98, 2005-35, and 2008-015); The EDA has the authority to take action on economic development programs for business and industry. The EDA manages tax increment financing districts and multiple grant and loan programs. Its powers are defined by state law.

	<u>Appointed</u>	<u>Term</u>	<u>Expiration</u>
1. Mayor Tom Spooner (Council Rep.)	1/8/2019	4 yrs.	1/14/2029
2. Kevin Voracek	2/4/2025	6 yrs.	1/21/2031
3. Adama Doumbouya (Council Rep.)	1/24/2025	4 yrs.	1/26/2027
4. Teri Menard*	2/4/2025	6 yrs.	1/26/2027
5. David Campbell	1/25/2022	6 yrs.	1/25/2028
6. Andrew (AJ) Smith	4/12/2022	6 yrs.	1/23/2029
7. Christine Jeanes	6/13/2023	6 yrs.	1/23/2029

- Meetings: Monthly, third Thursday at 7:00 a.m., City Hall – 3rd Floor Conference Room
- City Staff & Agenda Contact: Jacob Wiensch, Economic Development Coordinator, and David Wanberg, Community and Economic Development Director

EDA 2026 Meeting Schedule

January 15, 2026 February 19, 2026 March 19, 2026 April 16, 2026 May 21, 2026 June 18, 2026	July 16, 2026 August 20, 2026 September 17, 2026 October 15, 2026 November 19, 2026 December 17, 2026
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Request for Action

TO: Faribault Economic Development Authority
FROM: Jake Wiensch, Economic Development Coordinator
THROUGH: David Wanberg, CED Director
MEETING DATE: February 19, 2026
SUBJECT: Resolution 2026-01 Accepting the Vacancy Rate Memorandum Prepared by Maxfield Research and Consulting

BACKGROUND:

The Vacancy Rate Memorandum prepared by Maxfield Research was requested to support the development review process associated with the proposed Riverchase II project and the creation of an Economic Development TIF District for Workforce Housing. State requirements for this type of TIF include documentation demonstrating a shortage of market-rate rental housing within the community, in addition to approval from the City, County, and School District, and a business support letter confirming the need for workforce housing.

The memorandum provides current, third-party data on rental housing market conditions in Faribault and the surrounding region, drawing from Maxfield's 2020 and 2025 Faribault Housing Needs Analyses and comparative data from Northfield and Owatonna. Findings indicate a stabilized market-rate vacancy rate of approximately 2.5% in 2025—well below the 5.0% equilibrium level—and affordable/subsidized vacancy rates below 1%, demonstrating substantial unmet demand and a regionally constrained rental market.

Acceptance of this memorandum will provide formal documentation that may be relied upon by the EDA, HRA, City Council, and City staff when evaluating the proposed Riverchase II development, TIF financing, and related housing policy decisions.

REQUESTED ACTION:

HONESTY • RESPECT • DEDICATED • VISIONARY • ACCOUNTABILITY

Approve Resolution 2026-XX, the Vacancy Rate Memorandum Prepared by Maxfield Research and Consulting

ATTACHMENTS:

1. Vacancy Rate Memo Faribault Updated
2. Resolution 2026-01 Accepting the Vacancy Rate Memorandum Prepared by Maxfield Research and Consulting

December 30, 2025

MEMORANDUM

TO: Mr. Jacob Wiensch
City of Faribault

FROM: Mr. Rob Wilder
Maxfield Research and Consulting

RE: Vacancy Rate in Faribault and Nearby Cities from 2020 to 2025

Vacancy Rate in Faribault Minnesota

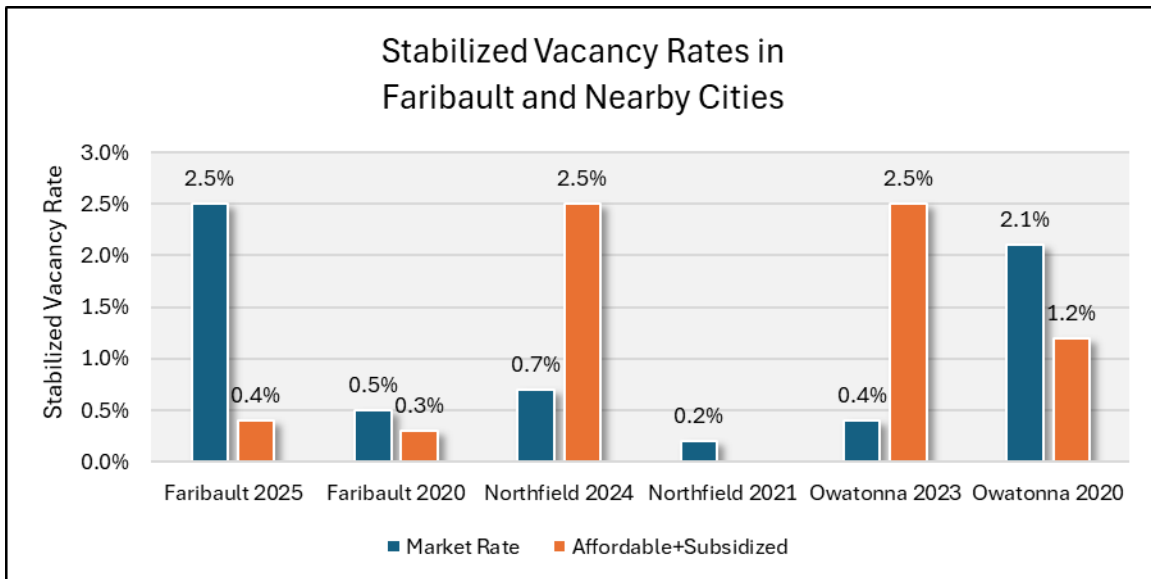
Maxfield Research conducted a comprehensive housing needs analysis for the City of Faribault in 2020 and updated that work in 2025. Based on the analysis completed, there has been a vacancy rate of less than 3% for market rate rental housing (excluding properties in the initial lease-up phases) and for affordable and subsidized rental units, which have seen vacancy rates of less than 1% in both studies.

The overall market equilibrium vacancy rate is 5.0% to ensure a balanced rental market, which provides for adequate consumer choice and preference and sufficient turnover of units. Stabilized market rate rental properties surveyed in the 2025 analysis had an overall vacancy rate of 2.5% vacant, suggesting pent-up demand in the market for additional units. This is an increase from the 2020 study vacancy rate of 0.5% and reflects new product that has entered the market and has absorbed rapidly.

While an overall market equilibrium of 5.0% is standard, when assessing subsidized housing, a market equilibrium of 3.0% is used due to the higher need for income restricted housing. There has been a limited amount of new affordable housing built since 2020 and as such, the vacancy rate for affordable housing remains very low, again indicating substantial pent up demand for affordable housing in Faribault.

Additionally, the vacancy rates for market rate and affordable/subsidized housing have been below 3.0% for Northfield and Owatonna per a review of recent Maxfield Research studies completed in those communities over the past several years. The persistence of low vacancies in nearby cities further documents an overall tight rental market throughout the region for both market rate and affordable/subsidized rental housing.

General Occupancy Rental Vacancy Rates in Faribault and Nearby Cities		
	<u>Market Rate Vacancy Rate</u>	<u>Aff & Sub Vacancy Rate</u>
Faribault -2025 Housing Needs Study	2.5%	0.4%
Faribault -2020 Housing Needs Study	0.5%	0.3%
<i>Nearby Cities</i>		
Northfield - 2024 Housing Needs Study	0.7%	2.5%
Northfield - 2021 Study for Private Developer	0.2%	N/A
Owatonna - 2023 Housing Study	0.4%	2.5%
Owatonna - 2020 Housing Study	2.1%	1.2%
Note: Vacancy rates are for stabilized properties		
Source: Maxfield Research and Consulting		



Maxfield Research also reviewed vacancy data available for all nearby smaller cities within 15 miles of Faribault and based on our expertise and familiarity in housing in the area, we have determined that the vacancy rate has been below 3% for all nearby smaller cities over the past two years.

In summary, we believe the average vacancy rate for rental housing located in the City of Faribault and in any statutory or home rule charter city located within 15 miles or less of the boundaries of Faribault has been three percent or less for the immediately preceding two-year period from the issuance of this memo.

ECONOMIC DEVELOPMENT AUTHORITY OF FARIBAULT, MINNESOTA

RESOLUTION #2026-01

ACCEPTING THE VACANCY RATE MEMORANDUM PREPARED BY MAXFIELD RESEARCH AND CONSULTING

WHEREAS, the Economic Development Authority of Faribault, Minnesota (the "EDA") is responsible for promoting economic development and supporting housing initiatives that strengthen the local workforce and community; and

WHEREAS, Maxfield Research and Consulting prepared a Vacancy Rate Memorandum dated December 22, 2025, analyzing rental vacancy trends in Faribault and comparable communities; and

WHEREAS, the Vacancy Rate Memorandum provides current third-party data documenting low rental vacancy rates and continued demand for market-rate and workforce housing; and

WHEREAS, the memorandum was requested to support the evaluation of the proposed Riverchase II development and the creation of an Economic Development Tax Increment Financing (TIF) District for Workforce Housing, for which vacancy documentation and business support are required; and

WHEREAS, the EDA finds that the Vacancy Rate Memorandum provides useful and reliable information to support consideration of development proposals, TIF financing, and related economic development decisions.

NOW, THEREFORE, BE IT RESOLVED, that the Economic Development Authority of Faribault, Minnesota, hereby accepts the Vacancy Rate Memorandum prepared by Maxfield Research and Consulting dated December 22, 2025, as a supporting housing market document.

BE IT FURTHER RESOLVED, that the EDA authorizes use of the Vacancy Rate Memorandum in connection with evaluation of the proposed Riverchase II development, creation of an Economic Development TIF District for Workforce Housing, and related housing and economic development actions.

ADOPTED: February 19, 2026

Kevin Voracek, President

ATTEST:

David Wanberg, CED Director



Request for Action

TO: Faribault Economic Development Authority
FROM: Jake Wiensch, Economic Development Coordinator
THROUGH: David Wanberg, CED Director
MEETING DATE: February 19, 2026
SUBJECT: Resolution 2026-02 Approval of a Special Loan to MightyFine! Coffee Company

BACKGROUND:

Since the initial discussion regarding potential assistance through the City's Economic Development Incentive Fund (EDIF) program, staff has held additional conversations with the owner of MightyFine! Coffee Company to further evaluate project needs and funding options. Through these discussions, it was determined that the most appropriate path forward is not a standard EDIF request at this time, but rather to amend an existing City program to allow for broader community access to this type of assistance.

The proposed funding approach would support the applicant in moving forward with the development of the new drive-thru coffee location, specifically assisting with remaining project gaps related to construction completion and renovation costs. Staff and the applicant agreed that this revised structure provides a more flexible and sustainable model that could benefit additional small businesses in the community, beyond this single project.

Regarding the company's longer-term vision for a potential downtown Faribault coffee house, the owner plans to reconnect with staff when that concept is more fully developed. At that time, the business may explore eligibility for newly created or alternative local programs that better align with that phase of expansion.

In addition to local options, staff have shared information with the applicant about state-level financing resources, including programs offered through the Minnesota Department of Employment and Economic

Development (DEED), such as the Minnesota Job Creation Fund and the Emerging Entrepreneur Loan Program, to determine whether additional gap financing may be available.

Staff is seeking EDA approval of financial assistance to MightyFine! Coffee Company under the amended Commercial Rehabilitation Loan Program.

REQUESTED ACTION:

Approve Resolution 2026-02 Special Loan to MightyFine! Coffee Company

ATTACHMENTS:

1. Resolution 2026-02 APPROVAL OF A SPECIAL LOAN TO MIGHTYFINE! COFFEE COMPANY LLC
2. MightyFine Coffee - Application
3. Executive Summary.PandL

ECONOMIC DEVELOPMENT AUTHORITY OF FARIBAULT, MINNESOTA

RESOLUTION #2026-02

APPROVAL OF A SPECIAL LOAN TO MIGHTYFINE! COFFEE COMPANY LLC

WHEREAS, MightyFine! Coffee Company LLC (the "Applicant") has submitted an application to the City of Faribault Economic Development Authority (EDA) requesting financial assistance to support the development of a new drive-thru coffee location within the City; and

WHEREAS, the application dated February 13, 2026, outlines the project scope, financing plan, job creation potential, and use of funds, including renovation, equipment, and working capital needs; and

WHEREAS, since the initial discussion regarding potential assistance through the City's Economic Development Incentive Fund (EDIF) program, City staff have conducted additional discussions with the applicant and determined that the most appropriate funding path is to assist in a Special Loan structure to address project financing needs while maintaining flexibility for future small business assistance programs; and

WHEREAS, the proposed funding will assist in addressing remaining project gaps related to construction completion and renovation costs for the new drive-thru coffee location, enabling the project to move forward; and

WHEREAS, staff have also provided the applicant with information regarding potential state-level financing resources through the Minnesota Department of Employment and Economic Development (DEED), including the Minnesota Job Creation Fund and the Emerging Entrepreneur Loan Program, for potential additional gap financing; and

WHEREAS, the EDA has reviewed the loan application, supporting materials, and staff recommendation and finds that assisting will support local economic development, small business growth, and job creation within the community.

NOW, THEREFORE, BE IT RESOLVED, that the EDA hereby approves a Special Loan to MightyFine! Coffee Company LLC (the "Applicant") in the principal amount of Fifty Thousand Dollars (\$50,000).

LOAN TERMS: The loan shall be made under the following terms and conditions:

1. **Interest Rate:** 3.0% per annum
2. **Term:** Ten (10) years

3. Repayment Structure:

- Interest-only payments for the first twelve (12) months
- Principal and interest payments thereafter for the remaining term

4. **Use of Funds:** Project costs associated with construction completion, renovation, equipment, and related eligible expenses for the new drive-thru coffee location

5. **Collateral:** Security interest in business equipment outlined in the loan application and supporting materials

6. Guarantees:

- Personal guarantees from Nathaniel Cunningham and Jordan Brennan
- Corporate guarantee from MightyFine! Coffee Company LLC

7. **Compliance Requirement:** Borrower must be current on all taxes, utility payments, fees, and other financial obligations owed to the City of Faribault at closing and throughout the term of the loan

Section 3. Conditions of Closing

The loan shall be subject to the completion of all underwriting requirements, legal documentation, and satisfaction of City requirements as determined by City staff, legal counsel, and consultants.

Section 4. Authorization

The Chair, Vice Chair, City Staff, and City Consultants are hereby authorized and directed to take any and all actions necessary or convenient to accomplish the intent of this Resolution, including finalizing loan documents, negotiating minor modifications consistent with this approval, and completing the closing of the loan.

(Remainder of this page is left blank intentionally)

ADOPTED: February 19, 2026

Kevin Voracek, President

ATTEST:

David Wanberg, CED Director

CITY REVOLVING LOAN APPLICATION

RECEIVED

Instructions

To apply for a loan, fill out each section of this application. Use estimates when exact numbers aren't available, and skip any questions that don't apply to your business or project. If you're unsure how to answer a question, reach out to your contact at the City of Faribault Economic Development Authority for assistance.

City of Faribault
Community & Economic
Development

Business Information

Date of Loan Application 13 FEB 2026
 Business Name Mighty Fine Coffee
 Business Address 3050 197th St E Faribault MN 55021 Coffee
 Business Contact Person Nathaniel Cunningham
 Email Nathaniel@mightyfinecoffee.com Phone 253 203 4550
 Business Industry Coffee production, retail coffee sales

Products or Services Provided by Business

Coffee beans, specialty drinks, baked goods, coffee education

Business Structure (Check one)

Sole Proprietorship LLC LLP Partnership C Corporation S Corporation

Business Owners

List the full names, titles, home addresses, and ownership percentages of all owners, officers, directors, and shareholders who own 20% or more shares of the company.

Name	Title	Home Address	% Owned
<u>Nathaniel Cunningham</u>	<u>owner</u>	<u>3050 197th St E Faribault MN</u>	<u>50</u>
<u>Jordan Brennan</u>	<u>owner</u>	<u>1601 Monroe Ct Northfield MN</u>	<u>50</u>

Project Information

Business Name Applying for Loan MightyFine Coffee Company LLC

Loan Overview

Provide a brief description of the loan request—why you're applying, intended use of the loan, etc.

Loan will be used to assist in development of our new building.

Property Information

Property Address 127 14th St NW

Property Type (Check one)

Already Own Purchasing with This Loan Currently Leasing Signing New Lease

Current Property Value \$ 140,000

Estimated Property Value After Project Completion \$ 400,000

Property Management Company (If Leasing) _____

Property Contact Person Nathaniel Cunningham

Email Nathaniel@mightyfinecoffee.com Phone 253-203-4500

Insurance Information

List the insurer's name and amount of coverage obtained for the following types of business insurance:

Fire American Family Insurance \$1,000,000

Flood " " Bart Jackson

Hazard " " (507) 226-4733

Liability " "

Business Renters " "

Business Interruption " "

Employment Information

Total Full-Time Employees (At time of application) - 3

Will this project result in new jobs in Faribault? (Check one)

Yes No If yes, how many total jobs will be created? 18 FTE

Estimated Jobs Created

This project will create and retain the following number of full-time jobs (2,080 hours/year).

Average Hourly Wage	Jobs Retained	Jobs Titles	Number of New Jobs Created					Jobs Retained & Created
			Year 1	Year 2	Year 3	Year 4	Year 5	
Below \$9.83	<u>3</u>	<u>owners</u>						
\$9.83 - \$12.99								
\$13.00 - \$16.24	<u>18</u>		<u>15</u>	<u>3</u>				<u>18</u>
\$16.25 - \$20.00								
\$20.01 - \$25.00				<u>2</u>				<u>2</u>
\$25.01 - Above								

20

Employee Benefits To Be Provided (Check all that apply)

- Health Insurance Dental Insurance Vision Insurance Life Insurance
- Short-Term Disability Insurance Long-Term Disability Insurance Accident Insurance
- Retirement Contributions (Pension, 401(K), IRA) Childcare Tuition Reimbursement
- Other _____

Will this project require new training programs in Faribault to meet skill needs? (Check one)

Yes No

Training Program Description

If yes, provide a brief description of any planned training programs.

Baristas will need training and receive training to be certified with the Specialty Coffee association (SCA) we will also provide the training

Loan Information

This application is for a: (Check one)

Direct Loan from City of Faribault EDA as Sole Lender Participation Loan with Other Lender(s)

City of Faribault EDA Loan Information

Requested Loan Amount \$ 50 000

Requested Loan Repayment Terms 3% over 10 years
interest only for 1st year

What collateral will you be using? (Required)

Acceptable collateral may include real estate, equipment, vehicles, inventory, or other business or personal assets of value—including items purchased with this loan. If you're unsure what to list, provide your best estimate.

the building, + equipment +

Participating Lender Information

Participating Lender #1 _____

Loan Officer Name _____ Phone _____

Requested Loan Amount \$ _____

Requested Loan Repayment Terms _____

Is this lender using the same collateral for their loan as the City? (Check one) Yes No

Participating Lender #2 _____

Loan Officer Name _____ Phone _____

Requested Loan Amount \$ _____

Requested Loan Repayment Terms _____

Is this lender using the same collateral for their loan as the City? (Check one) Yes No

Estimated Sources & Uses

- 1 In Side A in the chart below titled “Sources & Amounts,” list where the money for your project will come from (e.g. your own cash injection, the City loan, or another lender).
- 2 In Side B titled “Uses & Amounts,” list how you plan to spend the money for your project (e.g. real estate, building renovations, equipment, inventory, or other costs).
- 3 When complete, check to make sure the “Total Project Cost” in both Side A and Side B match.

This project will be financed using these funding sources, and anticipated loan funds will go toward these uses.

Sources & Amounts		Uses & Amounts	
Cash (Owner’s Contribution)	\$ 24,000	Land Acquisition	\$ N/A
City of Faribault EDA Loan #1	\$ 50,000	Real Estate Acquisition	\$ N/A
City of Faribault EDA Loan #2	\$	Renovations or Rehabilitation	\$ 150,000
Participating Lender #1	\$	Equipment	\$ 50,000
Participating Lender #2	\$	Inventory & Supplies	\$
Line of Credit	\$ 150,000	Working Capital	\$ 21,000
Other Sources	\$ ongoing \$ income \$ from \$ operating	Other Uses	\$ \$ \$
Total Project Cost	\$ 221,000	Total Project Cost	\$ 200,000 J13 221,000

Nepotism Policy

List the names of any past or present City of Faribault EDA employees who are related by blood, marriage, or adoption, or who have any present or past financial interest or association with applicant, or any of applicant’s partners, officers, directors, stockholders, or business.

Name	Relationship	Home Address
N/A		

Information Certification

I/we certify that employees and applicants for employment of our company are not discriminated against on the basis of race, color, national origin, religion, age, handicap, or sex; and furthermore, I/we hereby certify that the information contained in this application and any supplements or attachments hereto is true, complete, and accurate.

I/we realize that this document is just an application for a loan. A loan request shall not be considered approved until formal approval is made by the governing committee, board, or council.



Applicant #1 Signature
(Certified digital e-signatures accepted)



Applicant #2 Signature
(Certified digital e-signatures accepted)



Applicant #1 Title



Applicant #2 Title



Date



Date

Return Your Completed Application To:

**City of Faribault
Community & Economic Development Staff**

Need Assistance?

If you have questions about the loan application process, reach out to the City of Faribault Economic Development Staff for help.

Address
Faribault City Hall
3rd Floor
208 NW. 1st AVE.
Faribault, MN 55021

Email
jwiensch@faribaultmn.gov

Phone Number
(507) 333-0376

Office Hours
Monday-Friday
8:00am-4:30pm

Executive Summary

Mighty Fine is requesting funds in order to finalize a project steeped in delays. To date Mighty Fine has operated a production facility open 1 day per week for 6 years approximately and a mobile cart at the Crossroads building for 3 years successfully.

Our plans are to expand to the downtown but we need to establish steady income first in order to guarantee the level of service offered downtown, hence the necessity of a drive thru.

We have experience running the busiest drive throughs in the country in Seattle Washington. Our next project is the **Drive Through at the corner of 2nd Ave and 14th St.**

The Current Roastery will shift locations to the new location as well operating alongside the drive through.

The following operations are expected to be operated at the new location.

Drive Through	6 days a week 10 hours per day
Roaster	6 days a week (up from 1 day)
Cart staging area	5 days a week
Production area for County Fair Shack	Yearly
Shared/Ghost Kitchen	As scheduled

This mix will provide Mighty Fine financial stability to build out downtown.

In the meantime, we will support our veteran and local community, partnering with every culture

3 Year Projection

Area	Apr-26	May-26	Jun-26	Jul-26	Aug-26	Sep-26	Oct-26	Nov-26	Dec-26
Roaster Ops	\$ 4,600	\$ 4,600	\$ 4,600	\$ 4,600	\$ 4,600	\$ 4,600	\$ 4,700	\$ 4,700	\$ 4,800
Drive Through Ops	\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000	\$ 37,000	\$ 37,000	\$ 37,000	\$ 37,000
Cart Ops	\$ 5,500	\$ 5,500	\$ 5,600	\$ 5,600	\$ 5,600	\$ 5,600	\$ 5,600	\$ 5,700	\$ 5,700

Area	Jan-27	Feb-27	Mar-27	May-27	Jun-27	Jul-27	Aug-27	Sep-27	Oct-27	Nov-27	Nov-27	Dec-27
Roaster Ops	\$ 5,000	\$ 5,000	\$ 5,100	\$ 5,200	\$ 5,200	\$ 5,200	\$ 5,300	\$ 5,300	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,500
Drive Through Ops	\$ 37,000	\$ 37,000	\$ 38,000	\$ 38,000	\$ 38,000	\$ 40,000	\$ 40,000	\$ 40,000	\$ 40,000	\$ 40,000	\$ 40,000	\$ 40,000
Cart Ops	\$ 5,700	\$ 5,700	\$ 5,700	\$ 5,700	\$ 5,700	\$ 5,700	\$ 5,700	\$ 5,700	\$ 5,700	\$ 5,700	\$ 5,700	\$ 5,700

Area	Jan-28	Feb-28	Mar-28	Apr-28	May-28	Jun-28	Jul-28	Aug-28	Sep-28	Oct-28	Nov-28	Dec-28
Roaster Ops	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,600	\$ 5,600	\$ 5,600
Drive Through Ops	\$ 40,000	\$ 40,000	\$ 42,000	\$ 43,000	\$ 43,000	\$ 44,000	\$ 45,000	\$ 45,000	\$ 45,000	\$ 46,000	\$ 46,000	\$ 46,000
Cart Ops	\$ 5,700	\$ 5,700	\$ 5,700	\$ 5,700	\$ 5,700	\$ 5,700	\$ 5,700	\$ 5,700	\$ 5,700	\$ 5,700	\$ 5,700	\$ 5,700

Year	Total Projected
Year 1	\$ 420,200
Year 2	\$ 599,700
Year 3	\$ 659,700

Projected P and L

Area	Apr-26	May-26	Jun-26	Jul-26	Aug-26	Sep-26	Oct-26	Nov-26	Dec-26			
Revenue	\$ 46,100	\$ 46,100	\$ 46,200	\$ 46,200	\$ 46,200	\$ 47,200	\$ 47,300	\$ 47,400	\$ 47,500			
Overhead	\$ 10,635	\$ 10,635	\$ 10,670	\$ 10,670	\$ 10,670	\$ 11,020	\$ 11,055	\$ 11,090	\$ 11,125			
Profit	\$ 35,465	\$ 35,465	\$ 35,530	\$ 35,530	\$ 35,530	\$ 36,180	\$ 36,245	\$ 36,310	\$ 36,375			
Area	Jan-27	Feb-27	Mar-27	May-27	Jun-27	Jul-27	Aug-27	Sep-27	Oct-27	Nov-27	Nov-27	Dec-27
Revenue	\$ 47,700	\$ 47,700	\$ 48,800	\$ 48,900	\$ 48,900	\$ 50,900	\$ 51,000	\$ 51,000	\$ 51,200	\$ 51,200	\$ 51,200	\$ 51,200
Overhead	\$ 11,195	\$ 11,195	\$ 11,580	\$ 11,615	\$ 11,615	\$ 12,315	\$ 12,350	\$ 12,350	\$ 12,420	\$ 12,420	\$ 12,420	\$ 12,420
Profit	\$ 36,505	\$ 36,505	\$ 37,220	\$ 37,285	\$ 37,285	\$ 38,585	\$ 38,650	\$ 38,650	\$ 38,780	\$ 38,780	\$ 38,780	\$ 38,780
Area	Jan-28	Feb-28	Mar-28	Apr-28	May-28	Jun-28	Jul-28	Aug-28	Sep-28	Oct-28	Nov-28	Dec-28
Revenue	\$ 51,200	\$ 51,200	\$ 53,200	\$ 54,200	\$ 54,200	\$ 55,200	\$ 56,200	\$ 56,200	\$ 56,200	\$ 57,300	\$ 57,300	\$ 57,300
Overhead	\$ 12,420	\$ 12,420	\$ 13,120	\$ 13,470	\$ 13,470	\$ 13,820	\$ 14,170	\$ 14,170	\$ 14,170	\$ 14,555	\$ 14,555	\$ 14,555
Profit	\$ 38,780	\$ 38,780	\$ 40,080	\$ 40,730	\$ 40,730	\$ 41,380	\$ 42,030	\$ 42,030	\$ 42,030	\$ 42,745	\$ 42,745	\$ 42,745

P and L 2026	
Revenue	\$16,383.58
Labor	535.5
Rent	\$1,800
Utilities	1000
Loans	2000
Beans/Supplies	6000
Insurance	200
Square Fees	500
Profit	\$4,348.08



Request for Action

TO: Faribault Economic Development Authority
FROM: Jake Wiensch, Economic Development Coordinator
THROUGH: David Wanberg, CED Director
MEETING DATE: February 19, 2026
SUBJECT: Hill Block Presentation

BACKGROUND:

A local developer has requested time on the EDA agenda to present an updated overview of a preliminary redevelopment concept for the Hill Block and to discuss the potential role of the EDA.

The developer previously presented the concept to the HRA, which authorized moving forward with assignments for two of the addresses included in the proposal. Since that time, the developer has continued working with City staff, provided tours of the subject properties, and advanced project planning. The developer is now seeking guidance and direction from the EDA on next steps in moving the redevelopment concept forward.

As part of this agenda item, the developer will present a financial overview of the proposed project and outline a potential funding request for EDA participation. This discussion is intended to provide the Board with an understanding of the project's financial framework and the nature of the anticipated request.

No formal action is being requested at this time. At the earliest, any Board consideration or vote on a funding request would occur at the March EDA meeting, following further review, analysis, and direction from the Board.
Potential walk-through of the project — coordinate with the developer if EDA board is interested.

REQUESTED ACTION:

Discuss and provide feedback to the developer and staff regarding the financial ask.

ATTACHMENTS:

1. Hill Block - EDA Jan 2026 Conversation



Rebound Partners

INVESTMENTS • MANAGEMENT



REVOCITY



Rebound Real Estate
DEVELOPMENT • ACQUISITIONS

HILL BLOCK REDEVELOPMENT

FARIBAULT, MN



TODAY'S CONVERSATION

- Opening Comments & Remarks
- Social Impact Investing
- REVocity Community Map
- Rebound Partners Projects
- The Hill Block Portfolio
- Historic Images & Concept Plans
- Intended Residential Unit Mix
- Intended Commercial Unit Mix
- A Case Study: 311 Central Ave
- Community Impact
- Development Timeline
- Our Partners
- Thank You



IMPACT INVESTING



Impact Investing

Community Return

- Stimulate economic activity, synergistic development and job creation
- Retain & attract businesses to community
- Vitalize community development
- Support community needs

Investor Return

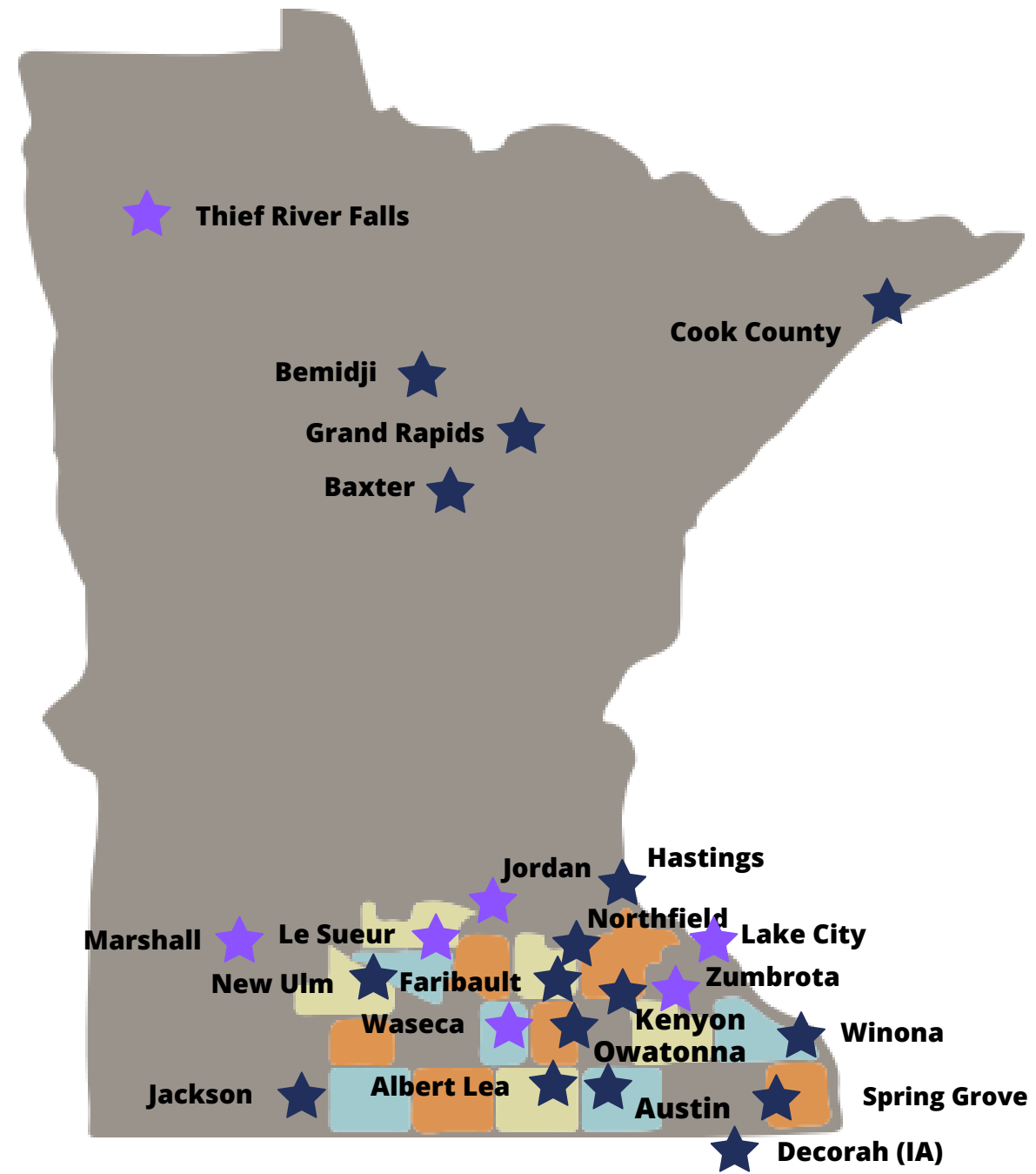
- Attractive and stable income return
- Build equity
- Inflation hedge
- Diversify investment portfolio
- Tax benefits (depreciation deduction)



COMMUNITY MAP & STATUS


16+ ACTIVE FUNDS & PROJECTS

- Northfield Fund II & III
- Winona
- Owatonna
- Spring Grove
- Faribault
- Albert Lea
- Austin
- Kenyon
- New Ulm
- Grand Rapids
- Decorah
- Cook County
- Hastings
- Jackson
- Baxter
- Bemidji

7+ PIPELINE PROJECTS & COMMUNITY FUNDS

- Le Sueur
- Waseca
- Thief River Falls
- Marshall
- Zumbrota
- Jordan
- Lake City



20+ COMMUNITIES ENGAGED



\$32M+ EQUITY RAISED

30+ PROPERTIES OWNED

50+ LOCAL GENERAL PARTNERS

400+ LIMITED PARTNER INVESTORS

REBOUND PARTNERS EXPERIENCE



Historic Renovations



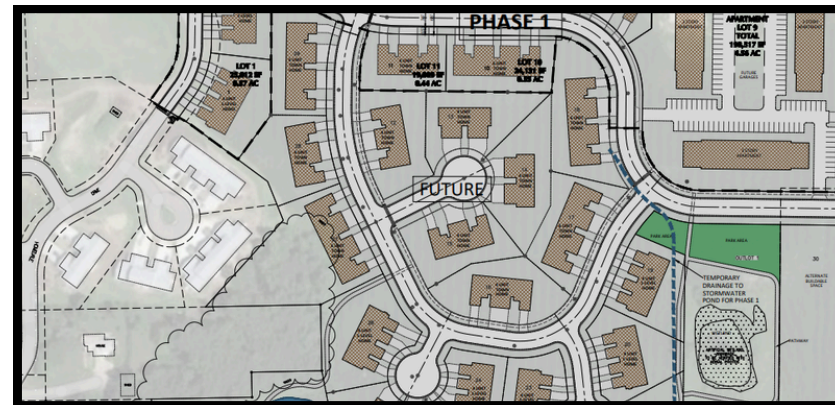
Downtown Apartments



Retail Development



Branded Hotels



Residential & Commercial Development



Boutique Hotels



Downtown Renovations



Food & Beverage



Commercial & Industrial



HILL BLOCK PORTFOLIO - HTC REDEVELOPMENT

The project aims to redevelop three historic, mixed-use buildings in downtown Faribault, MN. Currently, no existing apartments, with minimal commercial use. Project aims to construct 19 new apartment units and 15 commercial spaces, utilizing historic tax credits (HTCs) to finance the project.

City: Faribault, MN

General Contractor: NCC Builders

Developer: Rebound Real Estate

Address: 217, 219 & 223 Central Ave N

Gross Sq. Ft.: 31,000

Number of Commercial Spaces: 15

Number of Apartments: 19

Total Project Cost: \$11M+

Projected Traditional Equity: \$1.7-1.9M+

Investor Returns: 10%+ annualized return (net IRR)

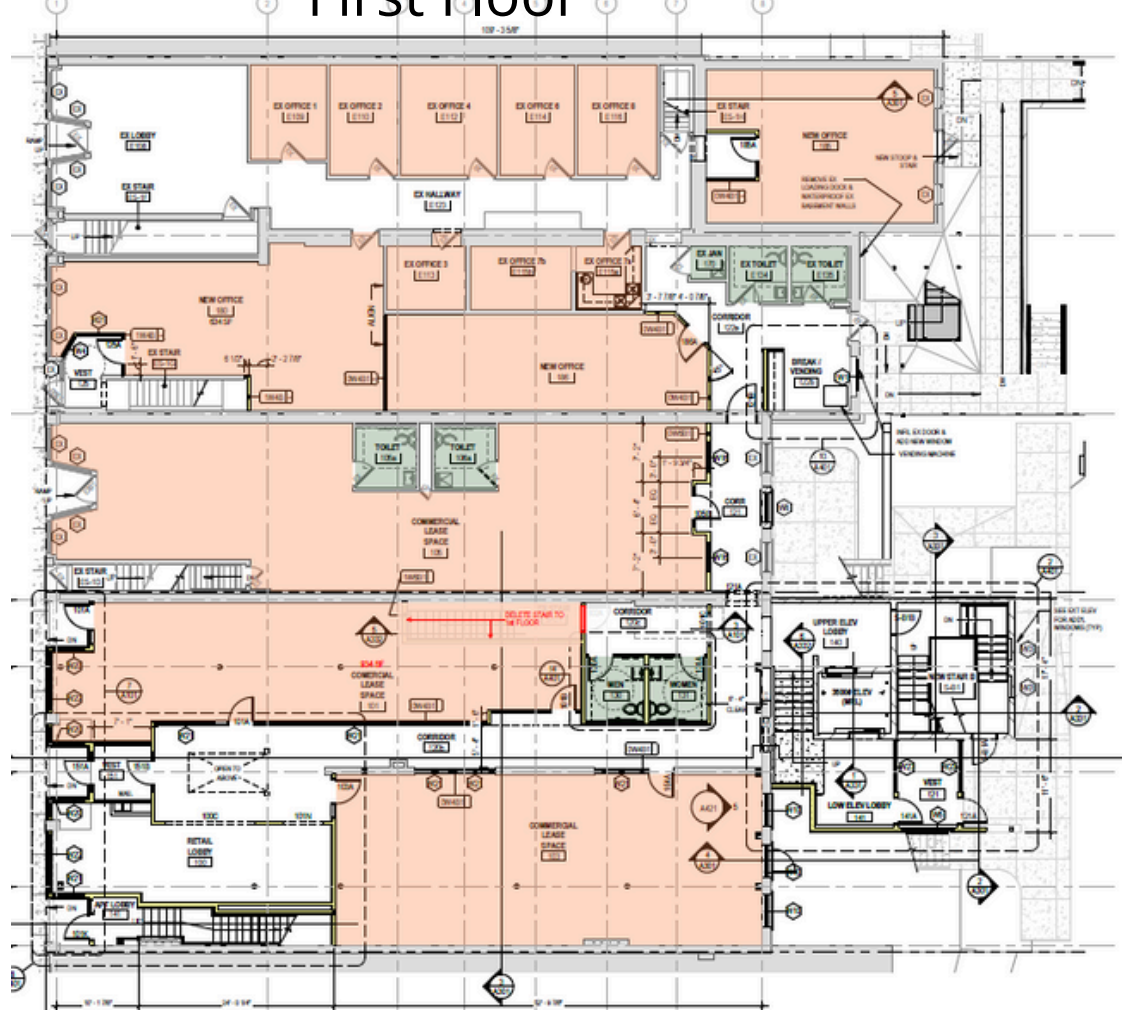
Est. Construction Start: April 2026

Construction Budget Est.: \$6,925,000 (\$223/ gross SF)

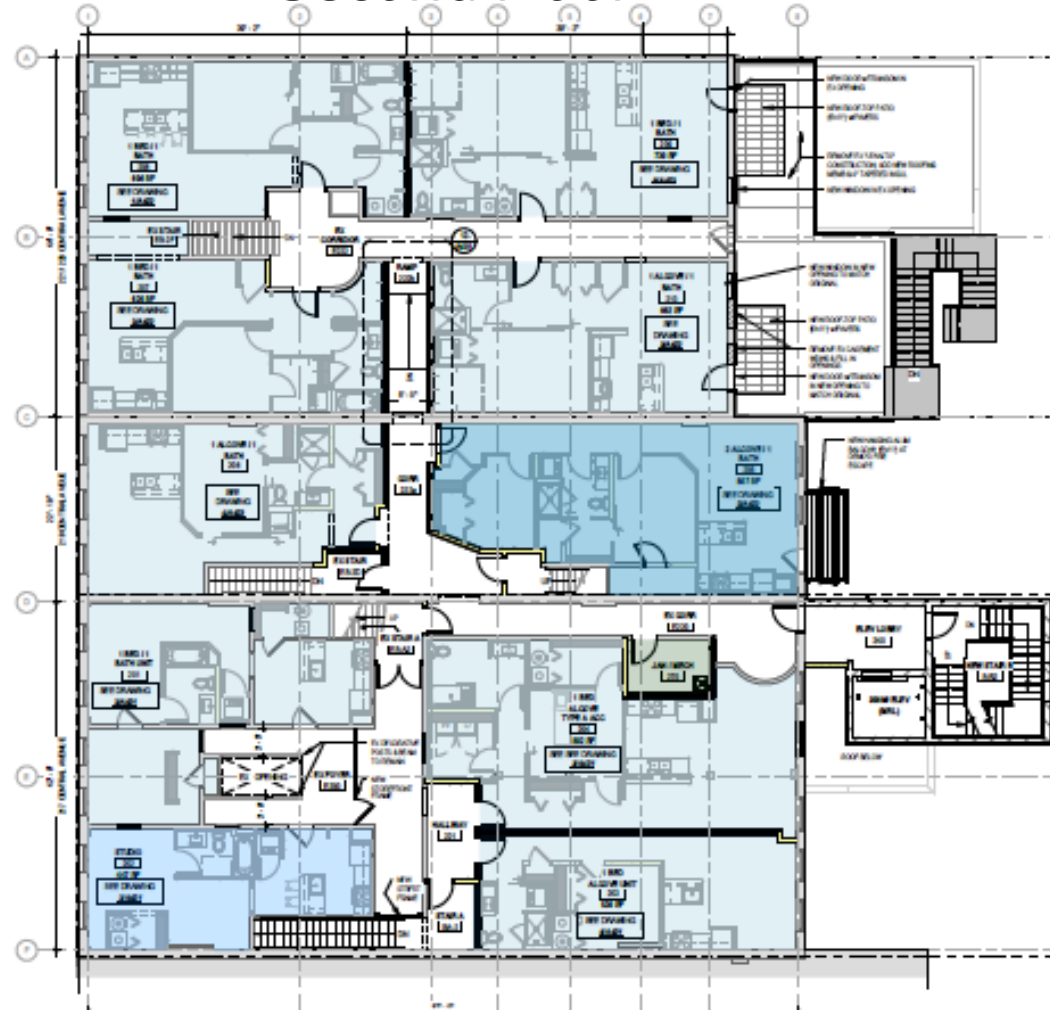




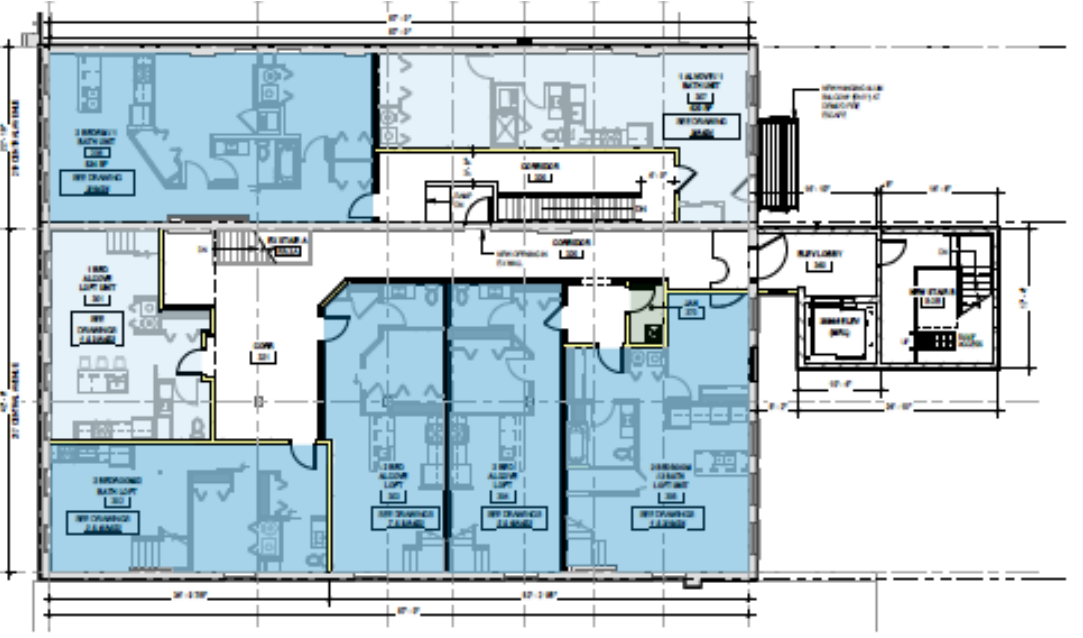
First Floor



Second Floor



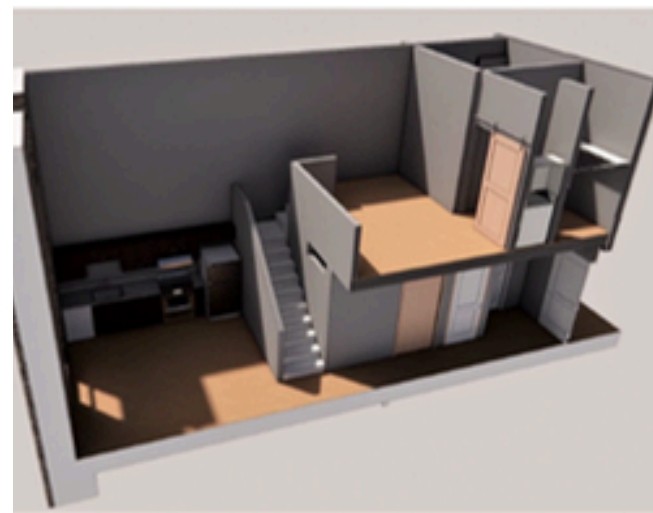
Third Floor



PROPOSED VIEW FROM CENTRAL AVENUE



PROPOSED VIEW FROM ALLEY



PERSPECTIVE THRU LOFTED UNIT

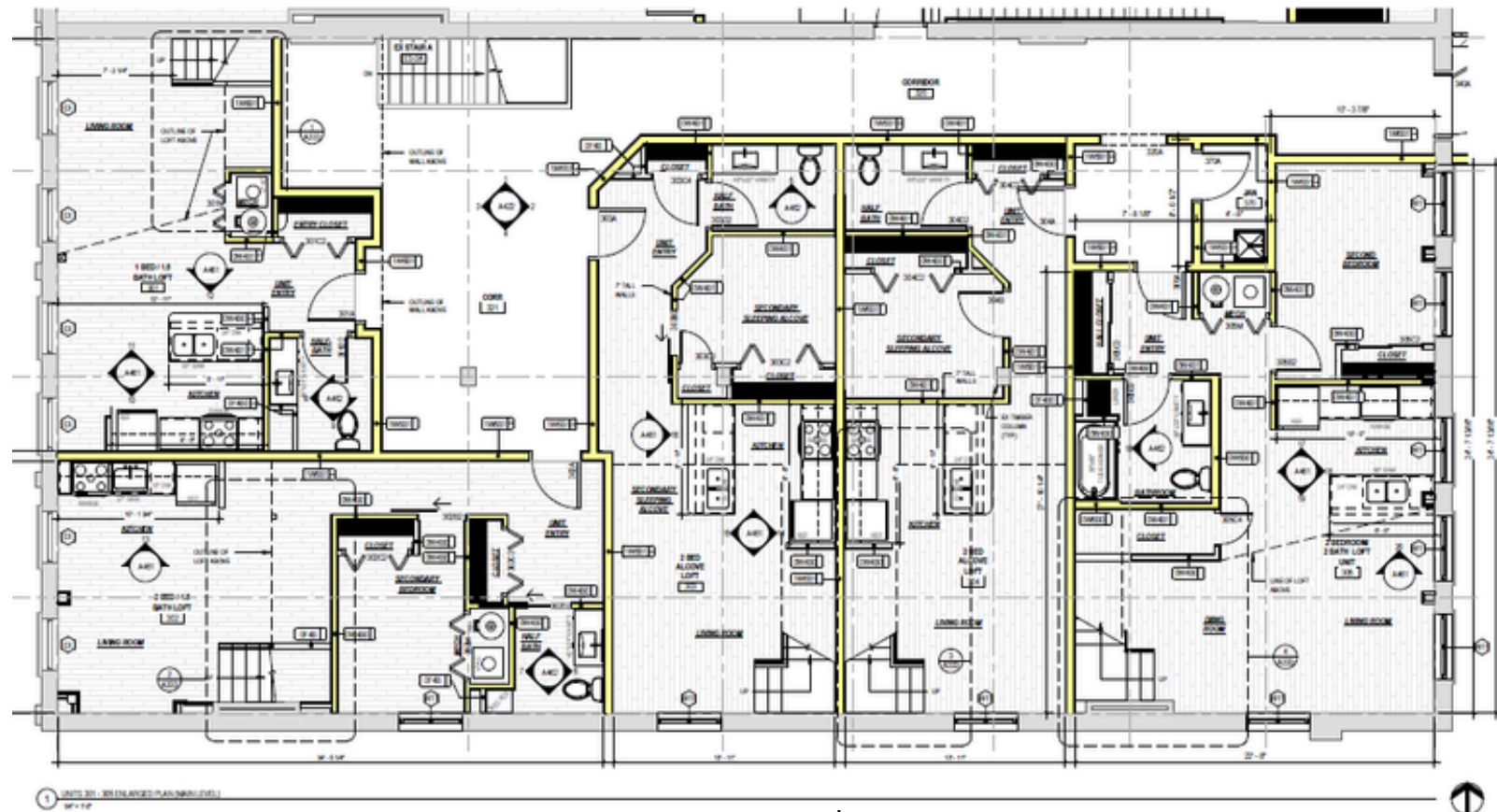


SECTION THRU BLDG LOOKING NORTH



INTENDED RESIDENTIAL UNIT MIX

Apartments (long-term, unfurnished): 11
Furnished Apartments (long-term): 2
Airbnb/Short Term, Furnished Rentals: 6
Total: 19



Hill Block 3rd Floor



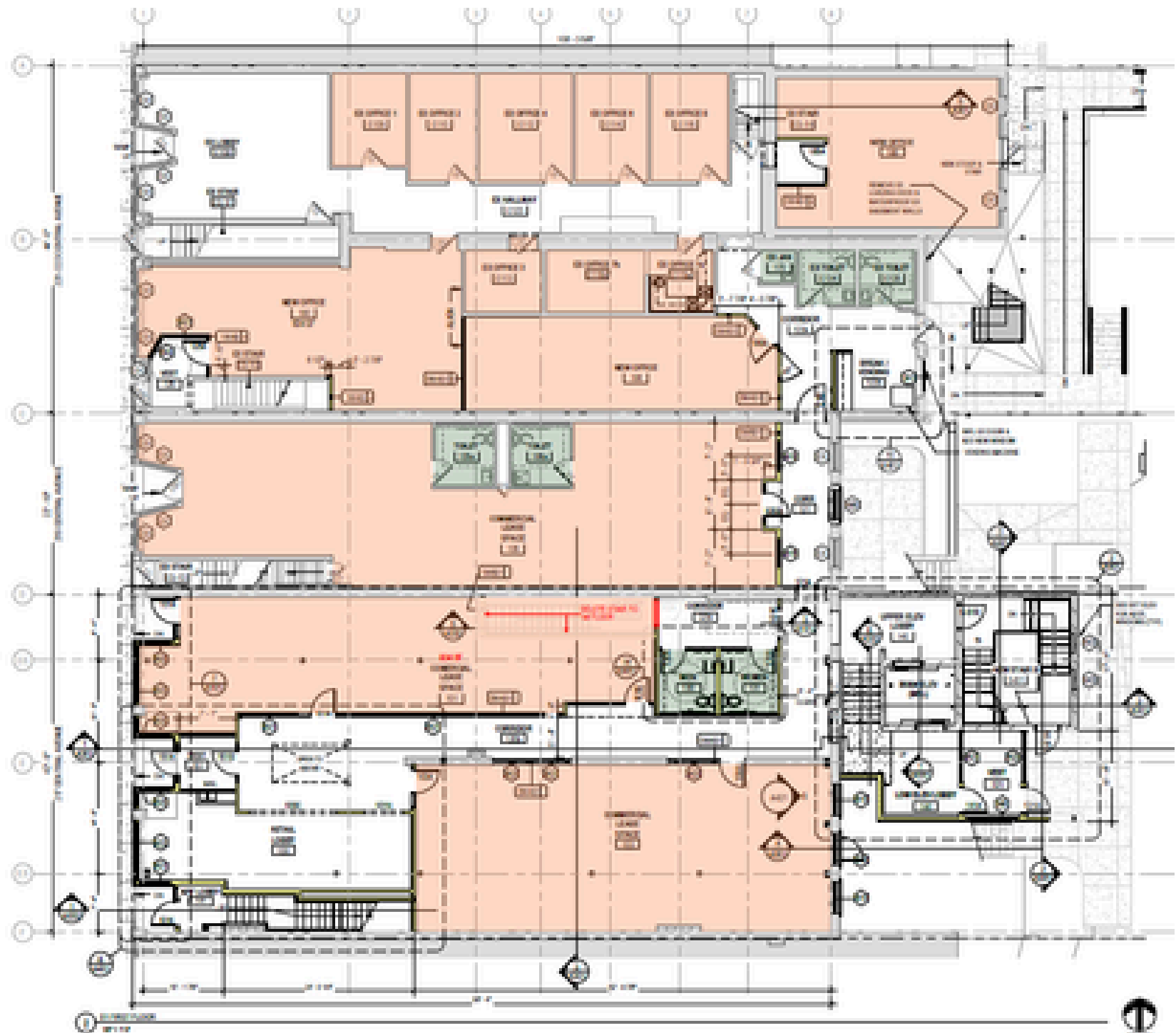
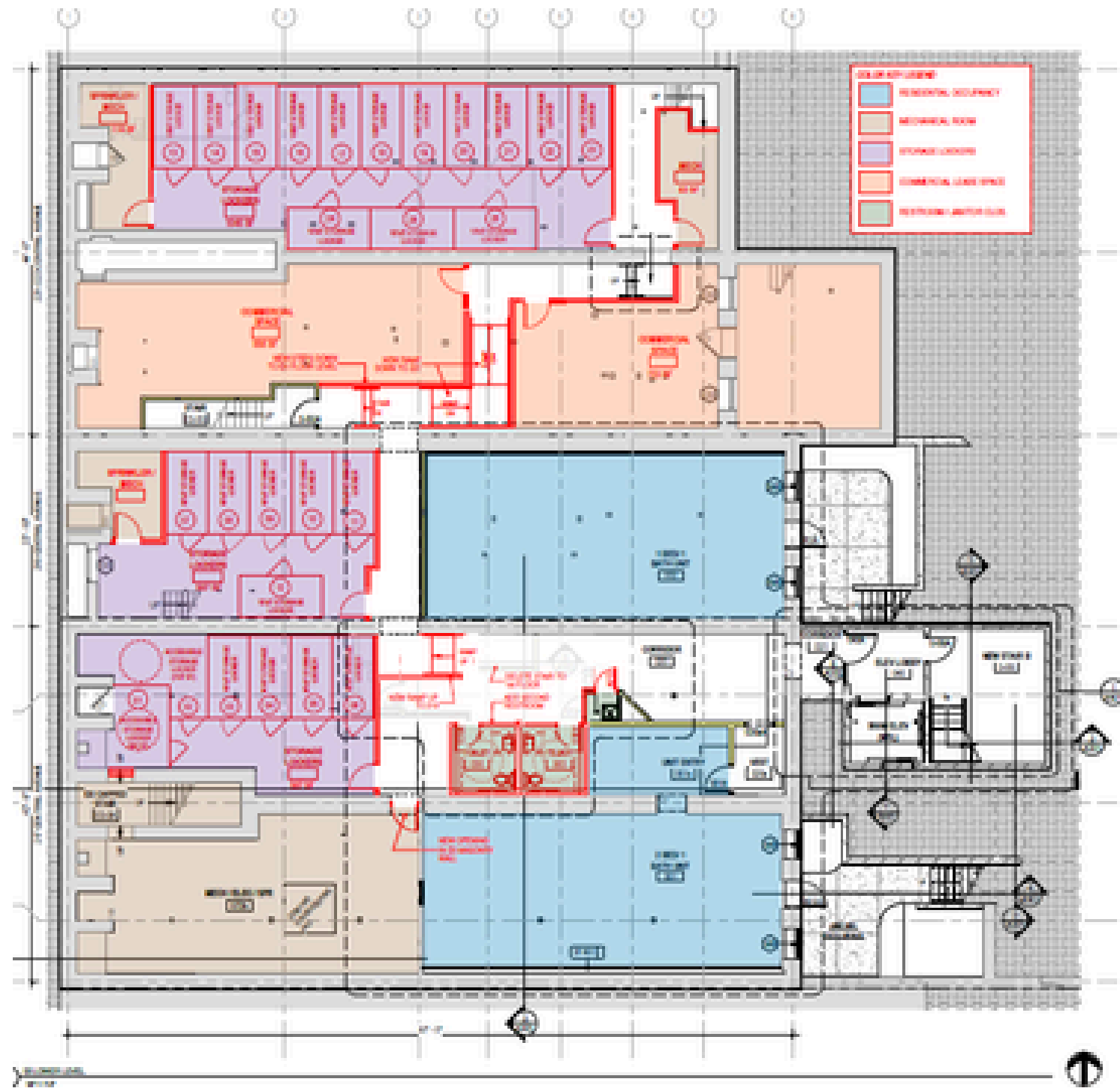
Concept: Janna's Market Grill: Vintage Suite

- Long-Term, unfurnished apartments: 11 total
 - 4, 2-bed units
 - 7, 1-bed units
 - Total = 11
- Furnished, Long-term apartments: 2 total
 - 2, 2-bed units
 - Total = 2
- Short-Term Rentals: 6 total
 - 1, 2-bed unit
 - 4, 1-bed units
 - 1, studio unit.
 - Total = 6
- GRAND TOTAL: 19 Apartment Units



INTENDED COMMERCIAL UNIT MIX

217 Central (medium sized retail):	2
219 Central (largest size):	1
223 Central: (small to medium sized office/makerspace):	12
Total:	15



A CASE STUDY: 311 CENTRAL AVE



BEFORE

AFTER



A CASE STUDY: 311 CENTRAL AVE



BEFORE



AFTER

Two New Additional Housing Units Downtown!

Residents are cared for, appreciated, and add to the vision of our downtown community.

Thank you for the assignments & subordinations of the Piepho Building!



COMMUNITY IMPACT

Downtown Faribault needs help! A handful of remaining buildings are in poor condition and need to be uplifted through strategic investment.

The Hill Block Portfolio has significant structural issues, namely present in 217 Central, which would force demolition to the building if left uncorrected. The redevelopment will add notable vibrancy to the downtown and different business, including the 310 Event Center, Paradise Theater, 10,000 Drops, Janna's Market Grill, Redemption Restaurant, The Depot Bar & Grill, and many more.

The Portfolio will add 15 businesses and 19 new apartments, providing necessary housing and lodging for the community.

The redevelopment will provide places for people to live, work, play. Property tax will eventually increase, yielding additional economic development. There are currently few people occupying buildings.

- Economic Development at its best:
 - After rehabilitation, there will be over **50+ individuals impacted.**
 - Estimated new annual local economic activity: **\$3.9M+**



DEVELOPMENT TIMELINE



December 2025 & January 2026

- Finalize Construction Budget with Value Engineering



January 2025

- File Part 2 & a Applications to SHPO & NPS



December 2025 to Early March 2026

- Execute necessary financing commitments
 - Senior Loan, Bridge Loan, Fed & State HTC Investors



Late March/April 2026

- Approval of Part 2 & A Applications from SHPO & NPS
- Begin Construction Rehabilitation



December 2026

- Construction completed. Portfolio is Placed in Service via Certificate of Occupancy



PROJECT PARTNERS



Rebound Real Estate
DEVELOPMENT • ACQUISITIONS



REVOCITY



Hess Roise
Historical Consultants

**Faribo Downtown
Central LLC**

Faribault Area
CHAMBER OF COMMERCE
and Tourism
Serving Faribault Area Businesses Since 1913



THANK YOU!

Questions, Comments & Next Steps



Rebound Real Estate
DEVELOPMENT • ACQUISITIONS



REVOCITY



Request for Action

TO: Faribault Economic Development Authority
FROM: Jake Wiensch, Economic Development Coordinator
THROUGH: David Wanberg, CED Director
MEETING DATE: February 19, 2026
SUBJECT: Discussion on Loan Program Updates and Review

BACKGROUND:

Staff will be conducting a review of the EDA's existing loan programs and business assistance tools to ensure they remain aligned with current economic development priorities and community needs. This review will include evaluating program guidelines, eligibility criteria, objectives, and overall effectiveness.

Updated program outlines and potential recommendations are in development and will be provided to the Board for review in advance of an upcoming meeting. This discussion will replace the previously scheduled strategic planning item for this month and is intended to help inform future program direction.

REQUESTED ACTION:

No action requested. This item is for discussion and direction only.

ATTACHMENTS:

1. Faribault Economic Development Toolbox - Draft Loan Programs

From Idea to Expansion: Faribault's Economic Development Toolbox

This ecosystem ensures Faribault can support businesses at every stage — from concept and startup to expansion, property investment, and major redevelopment — creating a coordinated and flexible approach to economic development.

Faribault Business Assistance Ecosystem

EARLY IDEA / STARTUP

- Micro-Grants (Chamber or City)
- Business launch costs
- Pop-ups/pilot projects
- Business incubation support or participation

STARTUP

→ Micro Loan Fund (\$5K–\$30K)

EARLY GROWTH

→ Revolving Loan Fund (\$10K–\$100K)

PROPERTY INVESTMENT

→ Façade Loan (\$5K–\$30K)

DOWNTOWN REVITALIZATION

→ DCERIP (Up to 5 projects/year)

MAJOR EXPANSION / REDEVELOPMENT

→ Special Loans (Reserves)

Supporting Program Details

Faribault Economic Development Toolbox

The following outlines provide detailed supporting information for each major program within the Economic Development Toolbox. These sheets are intended to accompany the overview document and provide clear program parameters for board discussion.

EARLY IDEA / STARTUP

- Micro-Grants (Chamber or City)
- Business launch costs
- Pop-ups/pilot projects
- Business incubation support or participation

STARTUP — Micro Loan Fund (\$5,000–\$30,000)

Eligibility:

- Any manufacturing or service business, excluding restaurants
- Located in the city
- In business for 3 years or less

Eligible Uses of Funds:

- Permanent working capital
- Inventory and supply purchases
- Equipment, machinery, furniture, or fixture acquisition
- Leasehold improvements
- Building renovation or rehabilitation
- Real estate

Loan Amount: \$5,000 - \$30,000

Interest Rate: 3%

Term: 3-10 years, depending on use of funds

EARLY GROWTH — Revolving Loan Fund (\$10,000–\$100,000)

Eligibility:

- Any manufacturing or service business, excluding restaurants,
- Located in the city
- In business for at least 3 years

Eligible Uses of Funds:

- Permanent working capital

- Inventory and supply purchases
- Equipment, machinery, furniture, or fixture acquisition
- Leasehold improvements
- Building renovation or rehabilitation
- Real estate

Loan Amount: \$10,000 - \$100,000

Interest Rate: 3%

Term: 3-10 years, depending on use of funds

PROPERTY INVESTMENT — Façade Loan (\$5,000–\$30,000)

Eligibility:

- Any property owners, businesses, and tenants located in the city
- Must be in commercial zones or the central business district

Eligible Uses of Funds:

- Façade renovation
- Signs and exterior graphics
- Exterior doors, windows, lighting, and awnings
- Other façade or landscape improvements

Loan Amount: \$5,000 - \$30,000

Interest Rate: 0%

Term: 7 years or less (may amortize up to 15 years)

DOWNTOWN REVITALIZATION — DCERIP (Up to 5 Projects per Year)

Eligibility:

- Commercial property owners in the downtown district
- Must own the property
- Must be current on taxes and financial obligations

Eligible Uses of Funds:

- Exterior rehabilitation
- Façade improvements
- Code compliance and safety upgrades
- Structural repairs, roofs, windows, and doors

Program Capacity:

- Up to 5 projects per year (\$75,000 allocation)

Interest Rate: Deferred / Forgivable

Compliance Period: 3 years ownership requirement

MAJOR EXPANSION / REDEVELOPMENT

→ Special Loans (Reserves)



Request for Action

TO: Faribault Economic Development Authority
FROM: Jake Wiensch, Economic Development Coordinator
THROUGH: David Wanberg, CED Director
MEETING DATE: February 19, 2026
SUBJECT: Business Assistance Discussion

BACKGROUND:

Background:

The City has recently been notified that several local businesses are experiencing unexpected operational and financial challenges due to external enforcement actions that have affected staffing and business continuity. As a result, some businesses may have difficulty meeting short-term obligations such as rent, payroll, and other operating expenses.

While some regional assistance programs may be available, access may take time and may not address immediate needs. This situation raises business retention concerns and potential impacts on the local economy.

Purpose of Discussion:

The EDA is asked to discuss whether there is a role for the EDA in identifying resources, providing guidance, or considering potential short-term business support tools.

REQUESTED ACTION:

No action requested. This item is for discussion and direction only.

ATTACHMENTS:



Request for Action

TO: Faribault Economic Development Authority
FROM: Jake Wiensch, Economic Development Coordinator
THROUGH: David Wanberg, CED Director
MEETING DATE: February 19, 2026
SUBJECT: BR+E Program Update

BACKGROUND:

The City of Faribault, in partnership with the Economic Development Authority and the Chamber of Commerce, is launching a Business Retention and Expansion (BR+E) program focused on strengthening relationships with our existing businesses and better understanding their needs. Rather than relying on traditional surveys, this effort centers on direct, in-person conversations with business owners and managers across sectors — including manufacturing, retail, and service industries — to learn what’s working, where challenges exist, and what opportunities lie ahead.

The goal is simple: relationships first, data second. Insights gathered through these confidential interviews will be compiled into an annual report and used to guide local decision-making, shape economic development priorities, and align City, EDA, Chamber, and County efforts to better support business growth. This program ensures that future policies, investments, and initiatives are grounded in real input from the businesses that power Faribault’s economy. Attached documents will give an overview of the project, timelines, and questions.

REQUESTED ACTION:

Overview of the BR+E Program

ATTACHMENTS:

1. BR+E Program Overview

2. Proposed BR+E Timeline
3. Draft Press Release

Business Retention + Expansion (BR+E) Program

Program Voice & Messaging Guide — City of Faribault, EDA & Chamber Partnership

Program Overview Message

The Faribault Business Retention and Expansion (BR+E) Program is a collaborative effort among the City of Faribault, the Economic Development Authority (EDA), the Faribault Area Chamber of Commerce, and the County. The program’s purpose is to listen, learn, and strengthen relationships with local businesses to understand their needs better and guide future community growth.

Voice & Tone Guidelines

The program voice should be local, supportive, and forward-looking. Communications should reflect partnership, curiosity, and action. BR+E conversations are not surveys—they are opportunities to connect and collaborate.

Tone keywords: personal, professional, genuine, optimistic, and community-focused.

Key Message Pillars

1. Listening to Our Businesses — We’re here to hear what’s working, what’s not, and what’s next.
2. Strengthening Relationships — This is an ongoing conversation, not a one-time survey.
3. Turning Insight into Action — What we learn will directly shape City and Chamber programs.
4. Building Faribault’s Future Together — Strong businesses mean a strong community.

Tagline / Program Identity

“Building Faribault’s Future, One Business at a Time.” - ???

Core Talking Points

- We’re visiting businesses to understand their needs and opportunities better.
- This program is about relationships first, data second.
- Your feedback will help shape future economic development decisions.
- All information is confidential and reported only in aggregate.
- Your voice matters — together, we’re building the next chapter of Faribault’s growth.

Our Promise to Businesses

We value your time and honesty. The insights you share will inform real decisions, programs, and policies that support the continued success of Faribault’s business community. We are committed to transparent follow-up and meaningful outcomes.

For more information, contact:

Jake Wiensch, Economic Development Coordinator
City of Faribault | jwiensch@faribaultmn.gov | 507-334-0100

Casie Steeves, Director of Operations
Faribault Area Chamber of Commerce | casie@faribaultmn.org | 507-334-4381

BR+E Program – Proposed Timeline & Implementation Outline

Phase 1: Program Launch & Awareness

Timing: Late January / Early February

Purpose: Introduce the program and invite participation in direct business conversations

- Finalize BR+E goals, interview framework, outreach list, and internal roles
- Issue a community press release (target: within the next two weeks)
- Communicate clearly that the BR+E program is relationship-based and focused on one-on-one business interviews
- Promote participation through Chamber, City, County, EDA, and partner channels

Outcome:

Strong awareness and early commitments from businesses willing to participate in interviews.

Phase 2: One-on-One Business Interviews

Timing: February – November (flexible based on capacity)

Purpose: Gather in-depth, actionable business intelligence

- Conduct structured, confidential one-on-one BR+E interviews
- **(Institution Visits) – June/July**
- Capture insights related to:
 - Business challenges and risks
 - Workforce and infrastructure needs
 - Expansion and retention opportunities
- Provide immediate follow-up or referrals when appropriate

Outcome:

High-quality qualitative data and strengthened business relationships.

Phase 3: Analysis & Findings Development

Timing: Late November – December

Purpose: Convert interview insights into strategic direction

- Compile and analyze interview notes and survey inputs
- Identify:
 - Common themes

- Urgent issues
- Long-term opportunities
- Develop a clear findings summary and recommended action areas

Outcome:

Actionable insights grounded in direct business engagement.

Phase 4: Board & Leadership Presentations

Timing:

- **Option A:** Final meetings of the year (December)
- **Option B:** First meetings of the new year (January)

Purpose: Alignment, accountability, and shared ownership

- Present findings to:
 - Chamber Board
 - EDA Board
 - City Council
 - County Board
 - Joint Boards Meeting
 - (Potential State of the City Event)
- Discuss:
 - Priority actions
 - Partner roles
 - Implementation direction

Note:

This presentation cycle is intended to be **repeated annually**.

Phase 5: Implementation & Ongoing Engagement

Timing: Ongoing

Purpose: Move from insight to action

- Use findings to guide:
 - Economic development initiatives
 - Policy and infrastructure discussions
 - Program and resource alignment
- Maintain ongoing communication with interviewed businesses
- Track progress tied directly to interview feedback

Outcome:

Visible responsiveness and measurable community impact.

Optional Phase: Community Roundtable**Timing:** End of Q3 (Optional)**Purpose:** Collaboration and community mindset building

- Host a roundtable if:
 - Additional qualitative input is needed, or
 - There is value in shared dialogue and collaboration
- Focus on:
 - Community pride
 - Shared problem-solving
 - Strengthening business-community relationships
- Option to align with a City Council Chat
- (Potential RSDP review of the project for industries)

Outcome:

Deeper collaboration and broader community buy-in.

Future-Year Enhancement: Baseline & Evaluation Year**Timing:** To be determined**Purpose:** Establish a benchmark and measure long-term progress

- Plan a future year where the University of Minnesota Extension conducts a deeper BR+E study
- Use results as a baseline to:
 - Track progress from BR+E-driven initiatives
 - Evaluate long-term outcomes
 - Refine future program cycles

Outcome:

Credible benchmarking and stronger program accountability.

Faribault Economic Development Authority and Chamber of Commerce Launch Business Retention and Expansion Program

New initiative focuses on in-person business visits to strengthen local relationships and gather insights

Faribault, MN — The City of Faribault’s Economic Development Authority (EDA), in partnership with the Faribault Area Chamber of Commerce, is launching a Business Retention and Expansion (BR+E) Program in early 2026. The program will involve direct interviews with local business owners and managers to better understand their needs, challenges, and opportunities.

Unlike traditional surveys, Faribault’s BR+E program will emphasize in-person conversations. Teams from the **City, County, EDA, and Chamber** will visit businesses across all sectors — including manufacturing, retail, and services — to listen, learn, and record key insights about workforce needs, infrastructure, and community factors affecting growth.


“This is about relationships first, data second,” said Jake Wiensch, Economic Development Coordinator for the City of Faribault. “By sitting down with our businesses, we can build a deeper understanding of what’s working well and where the City and our partners can make a difference.”


The results will be compiled into an annual BR+E Report to be shared with the City Council, Faribault EDA, Chamber Board, and Rice County Economic Development. The findings will guide local decision-making and help shape policies that support business growth and community prosperity.

Businesses interested in participating can contact:

Jake Wiensch

Economic Development Coordinator
City of Faribault


 jwiensch@faribaultmn.gov

 507-334-0100

Casie Steeves

Director of Operations
Faribault Area Chamber of Commerce

 casie@faribaultmn.org

 507-334-4381



Request for Action

TO: Faribault Economic Development Authority
FROM: Jake Wiensch, Economic Development Coordinator
THROUGH: David Wanberg, CED Director
MEETING DATE: February 19, 2026
SUBJECT: Updates and Future Items — Verbal Report Only

BACKGROUND:

EDAM Winter Conference

Attended sessions on economic development trends, infrastructure, workforce housing, business expansion, and legislative updates relevant to communities.

Ehlers Public Finance Seminar

Participated in training on municipal finance topics, including TIF, economic development financing, municipal debt, and protecting public funds.

LET Winter 2026 Course — University of Minnesota

Accepted into a leadership and engagement training program for local government professionals. I will share updates as the course progresses.

Chamber Update

The Chamber will present at our next meeting. We may need to discuss the Chamber contract and review expectations.

SMIF 40th Anniversary Event — Update

The Southern Minnesota Initiative Foundation (SMIF) will host its 40th Anniversary celebration in Faribault on April 23, 2026, at the 3 Ten Event Venue.

The City of Faribault will serve as the sole sponsor of the event with a \$2,500 sponsorship. As part of the sponsorship, the City will receive three tickets to the event. Additional tickets may be purchased if EDA members or staff are interested in attending.

SMIF has also expressed interest in discussing additional ways the City, EDA, and Chamber may participate in the event beyond sponsorship, given that the celebration is being hosted in Faribault. Staff will coordinate a follow-up conversation with SMIF and Chamber leadership to explore potential involvement opportunities.

The event will celebrate SMIF's 40 years of impact across southern Minnesota and its partnerships with communities on entrepreneurship, economic development, workforce initiatives, and early childhood programs.

Date: April 23, 2026

Location: 3 Ten Event Venue, Faribault

REQUESTED ACTION:

Updates

ATTACHMENTS: