

**City of East Bethel**  
**Economic Development Authority Agenda**  
Regular Meeting – 7:00 p.m.  
Date: October 17, 2016



**AGENDA**

		<u>Item</u>	
<b>7:00 PM</b>		<b>1.0</b>	<b>Call to Order</b>
<b>7:01 PM</b>		<b>2.0</b>	<b>Adopt Agenda</b>
<b>7:03 PM</b>	p. 2-5	<b>3.0</b>	<b>September 19, 2016 Minutes</b>
<b>7:04 PM</b>	p. 6-8	<b>4.0</b>	<b>Discussion re: Booster Day</b>
<b>7:30 PM</b>		<b>5.0</b>	<b>Update of upcoming Events</b> - <b>UpRiver Event</b> - <b>MNCAR Expo</b>
<b>7:40 PM</b>	p. 9-37	<b>6.0</b>	<b>Business Activity Report</b>
<b>7:50 PM</b>		<b>7.0</b>	<b>Chamber Update</b>
<b>7:55 PM</b>		<b>8.0</b>	<b>City Council</b>
<b>8:00 PM</b>		<b>9.0</b>	<b>Adjournment</b>

EAST BETHEL ECONOMIC DEVELOPMENT AUTHORITY MEETING  
September 19, 2016

The Economic Development Authority (EDA) met for a regular meeting at East Bethel City Hall.

MEMBERS PRESENT: Dan Butler, Chair      Oskar Granquist      Steve Voss  
                                 Julie Lux                                   Brian Mundle                                   Doug Welter

ABSENT: Brian Bezanson

ALSO PRESENT: Colleen Winter, Community Development Director

1. Call to Order                                   Chair Butler called the meeting to order at 7:00 pm.
2. Adopt Agenda                                   **Mr. Granquist moved and Mr. Mundle seconded to adopt the agenda as presented. Motion carried.**
3. Approve 8/15/16 Minutes                                   **Mr. Mundle moved and Mr. Voss seconded to approve the August 15, 2016 minutes as written. Motion carried.**

4. Bruce Lawrence business request                                   Informational item only.

City staff has met with Mr. and Mrs. Lawrence who have an interest in leasing property at 21217 Highway 65 NE for a used car lot and Recreational trailer sales lot in an area zoned B2 – Central Business District. Used car sales shall only be allowed when they are an integral part of a new automobile vehicle dealership or if such vehicles are located completely inside a principal or accessory building. Recreational trailers would fall under the category of manufactured home sales and are only allowed under a Conditional Use permit in an established Manufactured home park. The Lawrences were told by City staff that the current zoning does not allow the location of the type of business that he is proposing. The business model as proposed requires that vehicles and trailers to be displayed outside and B2 zoning only allows for 100 feet of Exterior storage.

While this is in part a zoning issue, there are relations to economic development. Staff expressed to the Lawrences that from an economic development perspective the business model is not something that fits with the overall economic development vision for the City. There will be very few jobs created and it will simply be acreage that will be used for the parking of cars and trailers. The Lawrences wanted an opportunity to discuss this with the EDA; they were at tonight's meeting.

Bruce Lawrence, owner of Vehicle Maxx Sales, understands this would be a nonconforming business per the City requirements. However, he is looking at opening a new park model RV franchise and is not looking to open another junk yard dog used car dealership. Trading in cars, RVs, ATVs will be a part of this business. Mr. Lawrence is a Fortune 500 turn-around specialist who has traveled

the world extensively. Even though his business will not employ many people as other businesses might, he is an entrepreneur at heart and his loyalties are to East Bethel. There is no other business like Vehicle Maxx from Minneapolis to Mora, so it could help East Bethel become more of a destination city. The business would be a sales lot for various vehicles, similar to the Bunker Lake Park and Sell. Mr. Lawrence plans to use his profits to improve the property with clean-up and landscaping. The property he is proposing currently is unattractive and is located next to other businesses that are working hard to enhance the beauty and economic development of the City.

An RV destination park model is moved to a site where it remains, it's not meant to be moved around. The RV does not have a motor and is not considered a vehicle, it is more of a modular home with axels to be moved to a permanent site. Mr. Granquist suggested that maybe there is another classification to look at for this type of business, given that these are not vehicles. Mr. Lawrence was asked what the visual look ratio would be between destination park models and vehicles taken in for trade. He stated it would depend on the merchandise that is traded in. He stressed that his plan is to have a very nice looking business with landscaping and attractive vehicles on view.

Mr. Lawrence was thanked for presenting his proposal to the EDA.

5. Greater  
MSP request

City staff received an alert through Greater MSP. Greater MSP was contacted about an international company considering the Greater MSP region, along with other regions, for a manufacturing project. The company is a universally recognized brand with over \$2B sales in 2015. The company is experiencing rapid growth in North America. The company's history has a large focus on R&D (many new products and patents annually) and partnerships with local universities and research institutions for training programs. The company is looking at approximately a \$265M capital investment, 700 full-time jobs, a R&D center with 30 scientists and a training program of \$30M. The company would like to make a site decision by the end of 2016 with construction beginning the latter part of 2017. This project has many information requests. The Business Investment and Research teams at GREATER MSP will be covering many of these requests, however, they do need the Cities to respond if they meet the following criteria:

Site: City of East Bethel has two to three potential sites.

Electrical Energy Requirements (potential for a renewable energy supply preferred) – City is working with Connexus Energy and has been told the capacity exists.

Thermal Energy Requirements – City is waiting to hear back from CenterPoint and Xcel Energy.

Water Service Requirements – City has the capacity.

No specific requirements for sanitary sewer

Data Service Requirements - City has been assured by MIDCO and ZAYO that the requirements are available.

Financial Incentives - The City of East Bethel currently has the ability to offer Tax Increment Financing. Tax abatement is also an option IF Anoka County is

willing to participate. Infrastructure – There will be costs associated with bringing infrastructure into all of the sites. SAC and WAC deferrals or partial waivers. Other incentives as approved by the City.

Additional Information – The company has little to no knowledge about the Twin Cities region therefore all 14 counties in the Greater MSP area are in play for this project. Greater MSP is completing the bulk of the response and will include ALL responses that fully addresses the bullet points in the alert. Joel Akanson (Greater MSP) suggests that responses need to show the city really wants to land the project.

Other Cities – Many communities will be submitting proposals and in some cases if they have City owned property they are able to sell it for \$1.00/acre.

Ms. Winter said the City is close to having all the required items met; it comes down to the financial part and how the City wants to proceed. This is brought before the EDA to decide what it is willing to do for a project such as this. Ms. Winter has coordinated the items required for the October 29th deadline. **Mr. Voss moved and Mr. Granquist seconded to recommend City Staff proceed with the Greater MSP request.** It was asked if there are any downsides to this venture. Ms. Winter said she does not know any downsides at this time. Ms. Winter is aware of three other counties responding to this request, plus expects there will be many more responding. Ms. Winter sees the biggest challenge/opportunity as showing the area is able to provide the technical employees required by this business. **Motion carried.**

6. Update on upcoming events  
- Upper River Event  
- MNCAR Expo

The City is participating in two events.

Upper River Event is sponsored by Anoka County on October 18 from 9:00-11:00 am at the Blaine National Sports Center. This is an event for commercial real estate professionals. Individual communities have table displays. Anoka County is working on a video showing the participating communities. Two businesses from East Bethel were interviewed for the video. Each community will be allowed three slides of information. Anoka County hopes to continue with this annual event and to rotate where it is held based on the different communities involved.

MNCAR Expo is a premier real estate broker event held on November 9 at the Depot in St. Paul. This is another opportunity for the City to have a booth and have people see and talk about what East Bethel has to offer. East Bethel has a great location at this event. Flash drives will be given away, along with a wireless speaker. Ms. Winter would like to see more Chamber of Commerce members supply business coupons for distribution.

7. Chamber Update

Mr. Welter reported that the last event was a joint venture with Ham Lake Chamber of Commerce. A Building Business for Success presentation was given on turning ideas into results.

Next event is Sunrise Breakfast on October 13 at 7:30 pm at Route 65. Keynote speakers will be Sheila Kauppi from MNDOT, Jack Davis from City of East Bethel, and Doug Fisher from Anoka County Hwy Department. They will be

discussing road projects – specifically reduced intersection conflict projects, what is happening in the county with roads, and East Bethel’s service road.

8. City Council Update

City Council liaison, Brian Mundle reported the following:

- The Preliminary and Final Plats for Prairie Ridge were passed.
- The Preliminary Plat for Viking Preserve was passed.
- WSB and Associates was chosen as the consultant for the Comprehensive Plan. A special meeting was held where Council was presented with a timeline and WSB’s plan for public engagement, which includes Town Hall meetings, city events, and Planning and Zoning meetings. There will be more meetings in addition to those listed. A website widget will be available for the public to provide their input.
- Town Hall meeting will be on November 17 at 6:00 pm at the Senior Center.
- Preliminary budget was passed with an additional \$10,000 added to the HRA Levy to start replenishing the fund which will be drawn down after the utilities for the service road and to ensure that the HRA balance stays at the City level for taxation purposes.
- Temporary easement for Ponds of Hidden Prairie was approved.
- Council approved reinstating the employee recognition program.
- A personnel hearing was conducted.
- City has received all the right-of-ways for the service road from Classic Commercial Park north to Viking Blvd. Anticipated schedule - October have the permitting wetland completed, November advertise for bids, December open bids, late December award contracts, January muck construction to start, May begin service road construction, with an October 2017 service road completion.

9. Other Reports

Chair Butler reported that BR & E Connect 17 met. An item from that meeting is that the city engineers need to keep the Midco and Century Link people informed, as they were not aware of the backage road projects. It would be ideal if Staff could put a confirmation process in place to show the companies have been informed. It reduces the companies’ costs by 70% if they can put their wiring in when the trenches are open. Ms. Winter clarified that Connexus has the rights to the trenches, so the other companies are bound by Connexus timing and procedures.

10. Adjourn

**Mr. Mundle moved and Mr. Granquist seconded to adjourn at 7:57 pm.**

Respectfully submitted,

Gail Gessner, Recording Secretary  
Submitted 10/2/16



# City of East Bethel Economic Development Authority Agenda Information

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**Date:**

October 17, 2016

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**Agenda Item Number:**

Item 4.0

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**Agenda Item:**

Discussion regarding Booster Day – 2018 and beyond

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**Requested Action:**

Information and discussion only

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**Background Information:**

Denise Lachinski’s last year as the Booster Day Coordinator will be 2017. Beyond that there needs to be a discussion about how Booster Day will be managed in 2018 and beyond. Attached you will find the meeting notes from the last Booster Day meeting and the current insurance certificate. Staff will provide a list of current responsibilities and some ideas as a handout at the meeting.

**Attachments:**

- 1.) Meeting notes
- 2.) Certificate of Insurance

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**Fiscal Impact:**

To be determined.

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**Recommendation:**

No action required.

\*\*\*\*\*

**Economic Development Authority Action:**

Motion by: \_\_\_\_\_

Second by: \_\_\_\_\_

Vote Yes: \_\_\_\_\_

Vote No: \_\_\_\_\_

No Action Required: \_\_\_\_\_

**September 15, 2016 Booster Day Meeting notes**

6:30 pm East Bethel City Hall

Friday - Movie night success!

Continue in Booster West

Not sure how the SFYHA did on concession sales, need feedback from them

-----  
Saturday

Light attendance, good feedback on event, need to expand options

Need new inflatables company

Redo timing of zoo and turtle races so there are less time conflicts  
Lions may move to Friday night?

Change time of sheriff's fingerprinting -- during kiddie parade

Better signing for plane club, move into outfield to be closer to events?

Include frisbee golf next year?

Continue to build kid events

Lego build contest -- kids provide legos, we provide prizes

Bike rodeo, bike helmet clinic -- safe kids anoka county /SBM FD 763-767-4664, bikes for kids

Touch a truck - local civic vehicles available for kids to explore - fire truck, police car, mail truck, etc.

??????????????

Better traffic control Sandy Drive

More speakers for louder parade emceeing

Create policy for emergency response during parade

Walkie talkies for key players?

Keep Blood Drive personnel out of flag raising area during flag raising

Nice job on market area! -- look at insurance costs for blanket policy to attract more vendors

Brief outline needed of parade responsibilities and processes

Possible discount available on extending fireworks contract for multiple years

Resignation of Denise Lachinski and Diane Evenson

Openings for: Booster Day Coordinator, Parade Coordinator





# City of East Bethel Economic Development Authority Agenda Information

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**Date:**

October 17, 2016

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**Agenda Item Number:**

Item 6.0

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**Agenda Item:**

Business Contact Report: August, September 2016

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**Requested Action:**

Information only

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**Background Information:**

City Staff has assisted with or provided direct action on the following:

- Assisted a new business – small engine repair, retail sales in locating to 18721 Highway 65 NE (former VanKirk Heating building)
- Responded to a request from Greater MSP – Attachment 1
- Continued to work on marketing materials for UpRiver and MNCAR event
- Assisted new business expansion to 22350 Highway 65 NE
- Conducted interviews and selected WSB as Consultant for Comp Plan update
- Year to date new home construction permits – 28

**Attachments:**

- 1.) Greater MSP proposal
- 2.) Powerpoint information
- 3.) Piwik Analysis

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**Fiscal Impact:**

To be determined.

\*\*\*\*\*

**Recommendation:**

No action required.

\*\*\*\*\*

**Economic Development Authority Action:**

Motion by: \_\_\_\_\_

Second by: \_\_\_\_\_

Vote Yes: \_\_\_\_\_

Vote No: \_\_\_\_\_

No Action Required: \_\_\_\_\_

# East Bethel Response to RFI



35-60 acre  
Manufacturing Facility  
(Project #556)

City of East Bethel  
2241 221<sup>st</sup> Ave  
East Bethel, MN 55011  
763-367-7840  
763-434-9578 (fax)  
[www.ci.east-bethel.mn.us](http://www.ci.east-bethel.mn.us)





## *East Bethel Community Development*

2241 221<sup>st</sup> Ave NE | East Bethel, MN 55011

Phone: (763) 367-7844 | Fax: (763) 434-9578

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September 21, 2016

Mr. Joel Akason  
Greater MSP  
400 Robert Street North  
Suite 1600  
Saint Paul, MN 55101

Re: 35-60 acre Manufacturing Facility (Project #556)

Dear Mr. Akason:

On behalf of the City of East Bethel, I am pleased to present to you a response to your request for a 35-60 acre manufacturing facility - Project #556.

The City of East Bethel is located on the northern edge of Anoka County and provides an easy commute to and from work via MN Highway 65 and Trunk Highway 22. The City has a pro-development culture and the City Council and Staff work very hard to ensure that development projects happen through a streamlined approval process and clear communication with the business community. We also have a very active Chamber of Commerce and will be launching an employer driven job board site where local employers are able to post job openings in the City of East Bethel.

Included with this letter you will find the following information that meets the requirements as outlined in the RFI:

- a. **Available Land** – we are very pleased to present two land sites to accommodate Project #556 needs. These sites have City sewer and water and can meet the water demand requirements for the Company.
- b. **Utilities** – Enclosed are letters from the utility providers, and again the City is able to meet the Energy requirements as outlined in Project #556.
- c. **Broadband** – Enclosed are letters from broadband service providers that can meet the Broadband requirements as outlined in Project #556.
- d. **Financial Incentives** – The City is able to offer Tax Increment financing and other financial incentives as needed.
- e. **Employment/Training** – There are many residents who commute to other areas for jobs and would welcome the opportunity to work where they live. We are within 20 miles of both Anoka Community College and Anoka Technical College. Both institutions offer a variety of customized professional and workforce training programs.

We believe that our community is a very viable option for Project #556 and we look forward to hearing from you regarding the next steps in the selection process.

Sincerely,

Mayor Steve Voss

/enclosures



3000 Maxwell Avenue  
Newport, Minnesota 55055-1001

September 22, 2016

Colleen Winter  
Community Development Director  
City of East Bethel

Sent via email to: [colleen.winter@ci.east-bethel-mn](mailto:colleen.winter@ci.east-bethel-mn)

Dear Colleen:

Thank you for reaching out regarding the Greater MSP request for information on sites for a manufacturing project. As you have noted, we do provide gas service for portions of East Bethel.

We are aware of the thermal requirements for this prospective customer, and would be able to serve their gas needs. If your community is selected to provide further information, we will be able to provide more detailed analysis of capacity and opportunities in your area.

Gas service in your community is competitive; we appreciate you keeping Xcel Energy on the top of your mind, and hope to work with you further on this opportunity.

Kind Regards,

Jake Sedlacek  
Manager, Community Relations and Econ Dev.

cc. Juan Galloway, Xcel Energy



700 West Linden Avenue  
PO Box 1165  
Minneapolis, MN 55440-1165

September 21, 2016

Colleen Winter  
Community Development Director  
2241 221<sup>st</sup> Avenue NE  
East Bethel, MN 55011-9770

Re: Natural Gas Service  
Manufacturing Facility Greater MSP Request  
East Bethel, Minnesota

Dear Ms. Winter:

Natural Gas service is currently available and will continue to remain available, in sufficient quantity and pressure to serve a manufacturing facility that may be located at one of these three sites: (1) southeast quadrant of the intersection of Buchanan St. NE and 185 Avenue NE, (2) intersection of Highway 65 NE and Briarwood Lane NE and (3) NE quadrant of the intersection of Highway 65 NE and 237<sup>th</sup> Avenue NE. Natural gas service will be provided from an existing gas main in the area.

This service is subject to the rules and regulations in force at the time of application.

The CenterPoint Energy representative for this project is Jake Schwietering. Jake can be contacted at 763-785-5432 and his email [Jake.Schwietering@CenterPointEnergy.com](mailto:Jake.Schwietering@CenterPointEnergy.com).

Should you have any questions please contact either Jake or me.

Thank you for your cooperation.

Sincerely,

A handwritten signature in black ink that reads "Andrew Balgobin".

Andrew Balgobin  
Administration Engineer  
CenterPoint Energy  
612-321-5426  
[Andrew.Balgobin@CenterPointEnergy.com](mailto:Andrew.Balgobin@CenterPointEnergy.com)

Pc: Jake Schwietering

September 20, 2016

Ms. Colleen Winter  
Community Development Director  
City of East Bethel, MN  
2241 221<sup>st</sup> Ave NE  
East Bethel, MN 55011

Dear Ms. Winter:

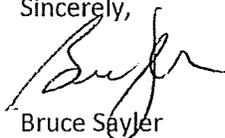
In response to your request for information regarding the Greater MSP Project #556, our engineering department has made the following determination:

Electrical Energy Requirements (potential for a renewable energy supply preferred)

- Power Factor of 95-100% - NA
- Power Capacity demand of 9.8MVA – **Yes we can meet**
- Annual electrical usage of 49,600MWh – **Yes we can meet**
- Looking for dual feed and underground service – **Yes we can meet**

Attached, please find our Large Load Discounted Rate Incentive information that will be offered for this project. Please call me at 763.323.2685 if I can be of further assistance.

Sincerely,

  
Bruce Saylor

Principal, Community and Economic Development



14601 Ramsey Boulevard  
Ramsey, Minnesota 55303  
763.323.2600  
Fax: 763.323.2603  
www.connexusenergy.com  
info@connexusenergy.com

September 19, 2016

Dear Decision Makers of Project 556:

I would like to introduce you to Connexus Energy. We are the largest electric distribution cooperative in Minnesota and the 15<sup>th</sup> largest in the United States. Connexus Energy serves over 130,000 members (customers) in the North Metro area of Minneapolis/St. Paul in Minnesota.

***Outstanding Reliability and Service***

We are acutely aware of the fact businesses like yours expect and need reliable power. That's where we shine. Connexus Energy has among the highest levels of power reliability, restoration of power, and overall quality in the U.S. In 2016, in relationship to our peers, we were ranked number one in those three areas as well as in customer satisfactions.

***The Cooperative Advantage***

As a cooperative, our members/customers are actually owners of the utility. The benefits of being served by a cooperative are many. As a member-owner, you have input on how our cooperative operates. Because we are a cooperative, we can move more quickly to respond to your needs by providing innovative programs and incentives. In fact, we will assign a team of energy professionals to your account to ensure your needs are always met.

***Environmental Stewardship***

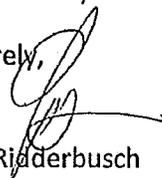
Connexus Energy's commitment to the environment has been proven many times over. Our power supplier continues to obtain more renewable energy. Currently, our energy-mix portfolio includes 20% carbon-free energy and that number continues to grow. In 2014, Connexus Energy built Minnesota's largest community solar project. Today, the entire project is sold out, and we are working on building more.

***Community Stewardship***

In the past five years, Connexus Energy has given \$2.1 million back to the communities we serve. We focus on supporting youth and education, community leadership and services, and environmental education programs.

Attached you will find our response to your electrical requirements of the project. Connexus Energy wants to be your community energy partner. We look forward to serving you in the future.

Sincerely,



Greg Ridderbusch  
Chief Executive Officer  
Connexus Energy

# CONNEXUS ENERGY ECONOMIC DEVELOPMENT RATE



## NEW LARGE LOAD DISCOUNTED RATE

To encourage economic development in the north metro, Connexus Energy now offers a five-year discounted rate to new, large electrical users. This opportunity is only available for a limited period of time. The reduced rate can potentially save companies thousands of dollars a year on their electric bills.

While Connexus Energy's rates are competitive and lower than the national averages, this new incentive is designed to further help new businesses grow and spur the local economy.



## ELIGIBILITY CRITERIA

- New load with a monthly coincident billing peak demand greater than or equal to 750 kW.<sup>1</sup>
- Monthly load factor greater than or equal to 40%.
- For new industrial businesses and data centers. (Not available for retail operations.)

## GENERAL TERMS AND CONDITIONS

- A single term agreement up to five consecutive years in length for firm service.
- The specific terms and conditions applicable to each qualifying load shall be set forth in a separate agreement for the Discounted Rate by the Member and Connexus.
- Member will be ineligible for Connexus' Peak Shaving Generation Credit Rider during the term of the Discounted Rate agreement and, upon expiration, for an additional three years.
- Rates/Credits
  - › Each month that the metered coincident billing peak demand is greater than or equal to 750 kW a discount will be applied to the rate.
  - › If the metered coincident billing peak demand is less than 750 kW, no discount will be applied.

## QUESTIONS

Contact Bruce Saylor 763.323.2685 or Don Haller 763.323.2839.

<sup>1</sup>The billing peak demand shall be the equal to the one-hour integrated maximum kilowatt demand at the time of Connexus Energy's monthly coincident peak demand.





P.O. Box 5010 > Sioux Falls, SD 57117-5010

9/21/2016

Colleen Winter

Community Development Director

City of East Bethel

Response as requested by the City of East Bethel:

Midco fiber is accessible in the Hwy 65 corridor adjacent to the Osborne or Sauter & Muller properties. Our network is scalable to 8 Terabits per second and Midco's Cambridge POP is a self-healing aggregation point which is very close in proximity ensuring a short linear path to the POP.

Depending on the placement of the new facility and assuming the internet service requested is at least 100 Mbps the Installation cost would range from as low as \$250.00 to not more than an estimated \$5,000.00

For more precise numbers and the monthly cost for services please contact me using the information provided below.

Thanks for the interest in our services,

Steve Johnson

Regional Sales Manager

320 686 0021

Steve.johnson@midco.com

Midco Business

September 21, 2016

Colleen Winter  
Community Development Director  
City of East Bethel  
2241 221<sup>st</sup> Avenue NE  
East Bethel MN 55011

Re: Greater MSP Request – 35-60 acre site for Manufacturing Facility (Project #556)

Dear Ms. Winter:

On behalf of Osborne Development, Inc. we have land readily available and for sale to meet the requirements of a 35-60 acre site for a Manufacturing facility. Our property is situated adjacent to MN Highway 65 NE with easy access from 181<sup>st</sup> to Baltimore St NE. This property can also be served by Municipal sewer and water.

We are happy to work with the Company and City to bring this facility to East Bethel. If you have any questions or need additional information, please feel free to contact me at (612) 810-8056 or [dougosborne1950@gmail.com](mailto:dougosborne1950@gmail.com).

Sincerely,

Doug Osborne



# Sauter & Sons, Inc.

*Excavating & Grading*

6651 141st Ave. NW, Ramsey, MN 55303 • Phone (763) 421-7919 FAX (763) 421-0797

September 22, 2016

**Colleen Winter**  
**Community Development Director**  
City of East Bethel  
2241 221<sup>st</sup> Avenue NE  
East Bethel, MN 55011

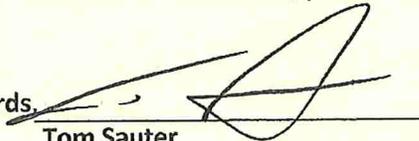
**RE: Greater Msp Request – 35-40 Acre Site For Manufacturing Facility (Project #556)**

**Dear Ms. Winter,**

On behalf of Sauter & Sons, Inc. we have land readily available and for sale to meet the requirements of a 35-60 acre site for a Manufacturing facility. Our property is situated adjacent to MN Highway 65 NE with easy access from 181<sup>st</sup> to Baltimore St NE. This property can also be served by Municipal sewer and water.

We are happy to work with the Company and City to bring this facility to East Bethel. If you have any questions or need additional information, please feel free to contact me at (612) 670-9787

Regards,



**Tom Sauter**  
**President**



September 21, 2016

Mr. Joel Akason  
Greater MSP  
400 Robert Street North  
Suite 1600  
Saint Paul, MN 55101

Re: 35-60 acre Manufacturing Facility (Project #556)

Hi Joel:

I had a chance to speak with Gary Germundson of Colliers Group. Gary is the Real Estate representative for Bob and Mike Muller who own 6 acres of property adjacent to the Sauter Commercial Park in East Bethel, please see Site 1 in the attached documents. The Mullers are very interested in selling their property.

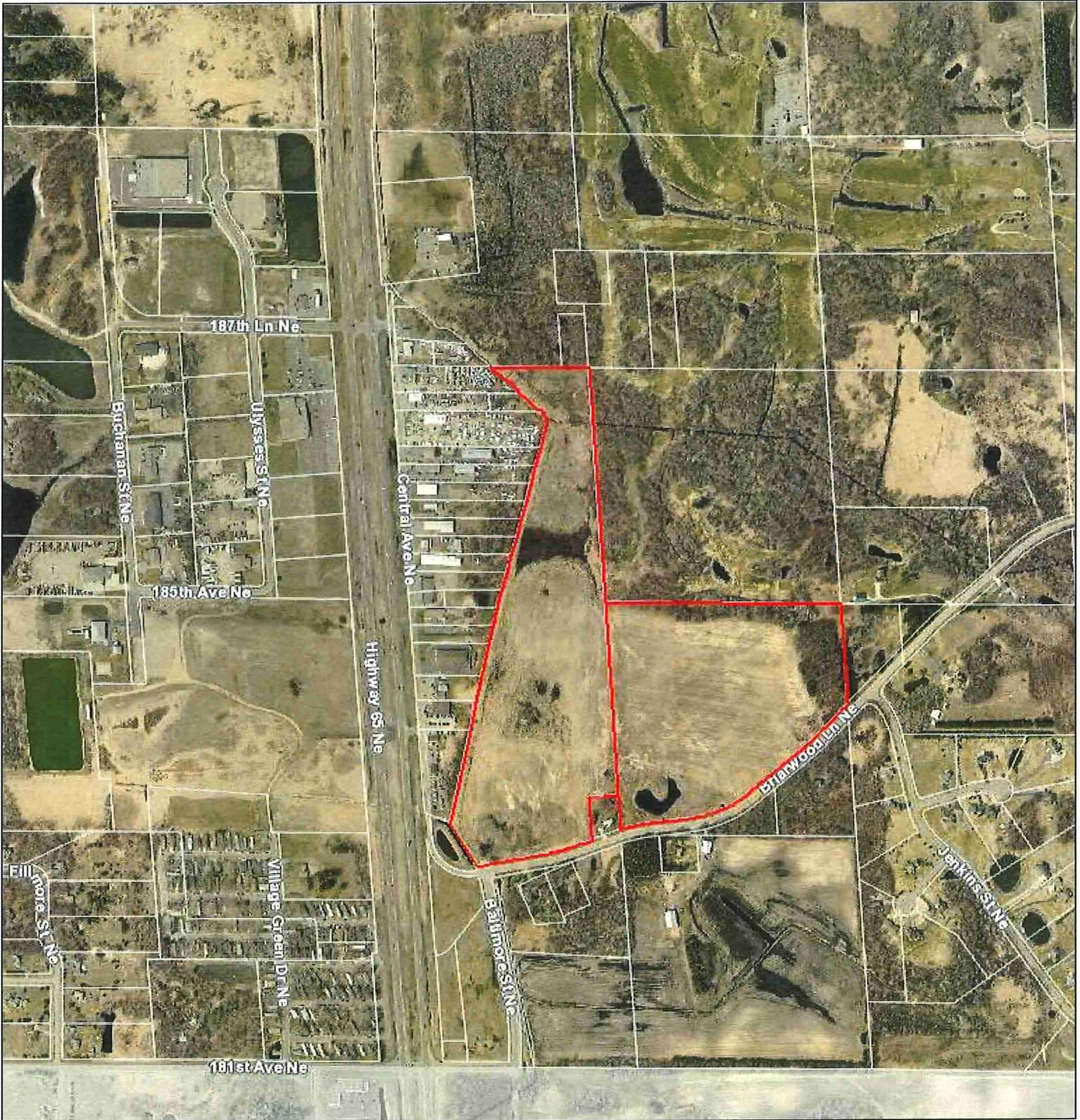
We believe that our community is a very viable option for Project #556 and we look forward to hearing from you regarding the next steps in the selection process.

Sincerely,

A handwritten signature in blue ink, appearing to read "Colleen J Winter", is written over a light blue circular stamp.

Colleen J Winter  
Community Development Director  
City of East Bethel  
Direct: 763-367-7855  
Cell: 763-286-9657  
[colleen.winter@ci.east-bethel.mn.us](mailto:colleen.winter@ci.east-bethel.mn.us)

# Site 1



www.ci.east-bethel.mn.us

Property Information	Utilities
Property Owner: Osborne Development, Inc. Zoning: Mixed use Access: 68 acres, approximately 50 buildable acres	Gas: Centerpoint Energy or Xcel Energy Electric: Connexus Energy Broadband: Midco/Zayo Sewer & Water: City of East Bethel



# Site 2



## Property Information

Property Owners: T & G Land, Inc./Muller Property

Zoning: Light Industrial

Acreage: 43, approximately 35 acres buildable with the potential to expand to the west.

Access: Hwy 65 to 187th Lane NE, Baltimore and Ulysses

## Utilities

Gas: Centerpoint Energy or Xcel Energy

Electric: Connexus Energy

Broadband: Midco/Zayo

Sewer & Water: City of East Bethel





**East Bethel**

# East Bethel Snapshot

## Anoka County

Population: 344,151

## East Bethel

Population: 11,692

### LOCATION, LOCATION, LOCATION....

East Bethel provides the best of both worlds, proximity to a Metropolitan area and rural living. This allows us to have affordable land pricing and a moderate tax rate.

### AREA ATTRACTIONS

- ⇒ Coon Lake is Anoka County's largest lake which include a public swimming beach, a public boat landing, a playground and community center.
- ⇒ 19 park areas! Including 2 nature reserves—Sandhill Crane Natural Area and Gordie Mikkelson Management Area.
- ⇒ 2 golf courses and 1 disc golf course—Hidden Haven, Viking Meadows, and Blue Ribbon Pines.
- ⇒ Beaverbrook Sportsman Club which is a rifle and shooting range
- ⇒ Ice Arena for skating, hockey, and rental
- ⇒ The median housing value in East Bethel is lower than what is typically found in Anoka County and the Twin Cities Region

Business Resource & Financial Assistance Directory Available

Open to Business FREE business review

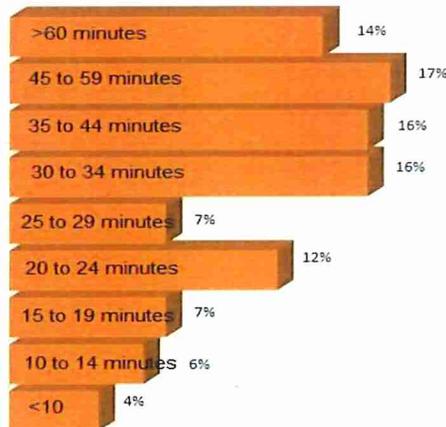
Active Chamber of Commerce

Comprehensive Resident Guide

Streamlined Review Process Progressive Community

We have a need for closer work proximity

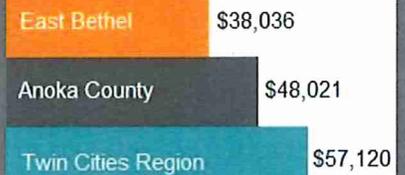
Travel Time to Work (in minutes)



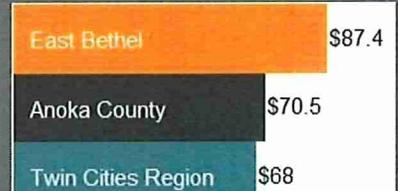
12th lowest tax rate in Anoka County

For Sale - pay an Average of 20% less for land

### Average Wages Paid in East Bethel



### Median Household Income (in the \$000s)



**ANALYSIS:** There is a high percentage of residents who travel greater than 20 minutes to higher paying jobs than what is available in East Bethel.

**DEMAND:** East Bethel has a demand for job opportunities in the City.

## EAST BETHEL, MINNESOTA - COMMUTE SHED AND LABOR SHED, 2014

According to commuting data from the U.S. Census Bureau, East Bethel is a net exporter of labor, having more available workers than jobs. As of annual 2014, over 6,400 East Bethel residents travelled outside of the city for work. About 240 residents of East Bethel worked within the city itself, with a further 872 outside residents travelling into the city for work (see Table 1 and Figure 1).

Table 1: Scott County Inflow/Outflow Job Counts (All Jobs), 2014	2014	
	Count	Share
Employed in East Bethel	1,110	100.0%
Employed in East Bethel but Living Outside	872	78.6%
Employed and Living in East Bethel	238	21.4%
<hr/>		
Living in East Bethel	6,670	100.0%
Living in East Bethel but Employed Outside	6,432	96.4%
Living and Employed in East Bethel	238	3.6%

*Source: U.S. Census Bureau, OnTheMap*

Figure 1: East Bethel Labor and Commute Shed, 2014

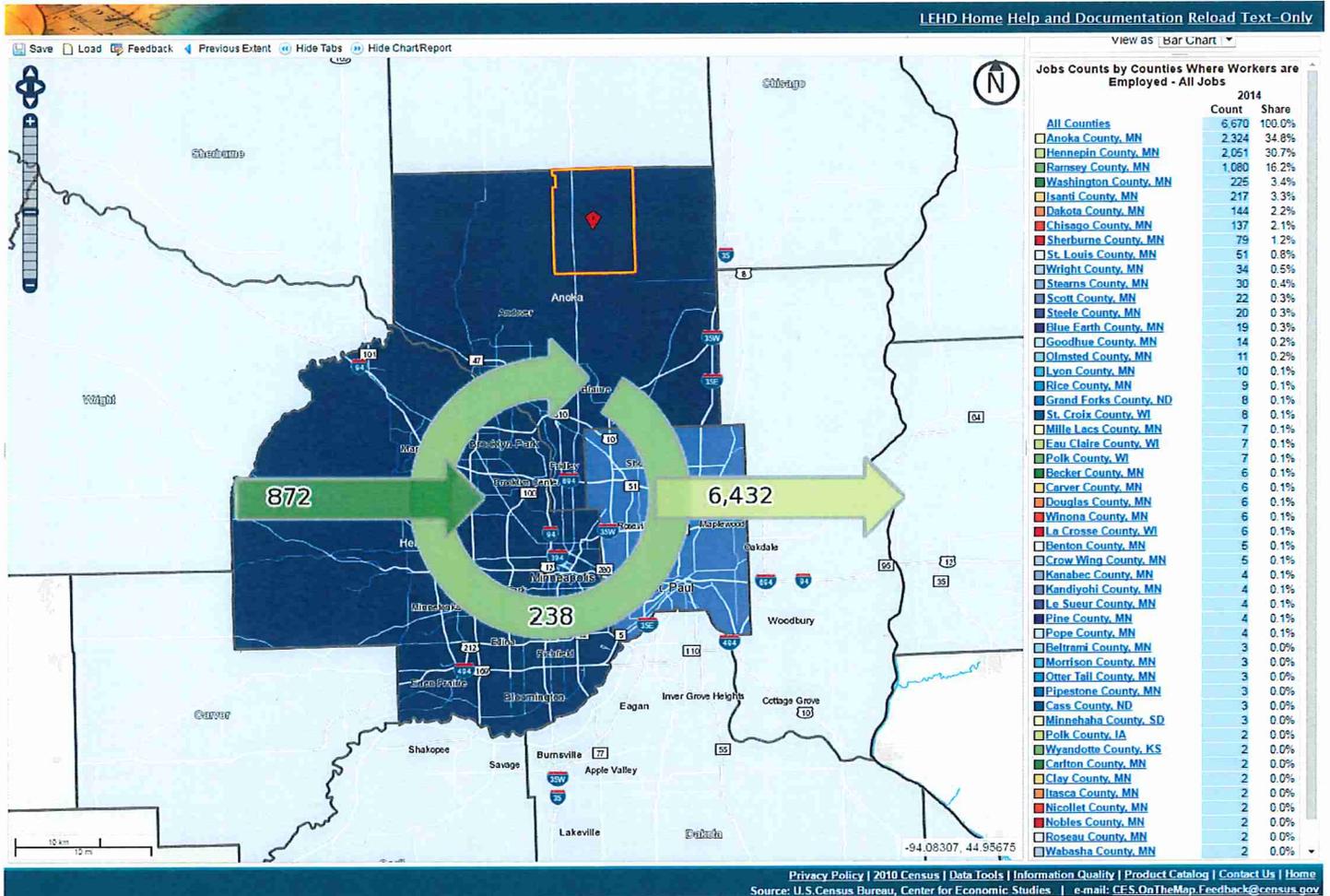
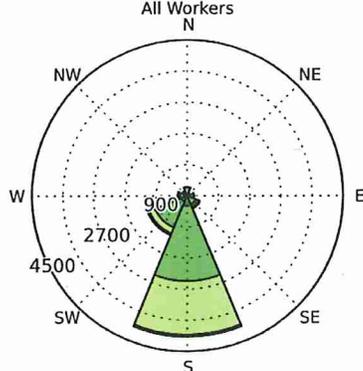


Figure 2: Direction East Bethel Residents Commute for Work  
Job Counts by Distance/Direction in 2014



Analyzing residents of East Bethel, the vast majority commute south for work. In terms of distance traveled:

- **Total, All Jobs: 6,670 (100.0%)**
- Less than 10 miles: 913 (13.7%)
- 10 to 24 miles: 3,574 (53.6%)
- 25 to 50 miles: 1,876 (28.1%)
- Greater than 50 miles: 307 (4.6%)

Top 10 destinations of East Bethel residents for work:

- All Places: 6,670
- Minneapolis: 771 (11.6%)
- Blaine: 514 (7.7%)
- St. Paul: 360 (5.4%)
- Fridley: 337 (5.1%)
- Coon Rapids: 325 (4.9%)
- Ham Lake: 275 (4.1%)
- East Bethel: 238 (3.6%)
- Anoka: 189 (2.8%)
- Plymouth: 162 (2.4%)
- Roseville: 159 (2.4%)
- All Other Locations: 3,340 (50.1%)

In terms of county destinations, over one-third work within Anoka County (34.8 percent; 2,324 people). This was followed by Hennepin County (30.7 percent; 2,051 people), Ramsey County (16.2 percent; 1,080 people), Washington County (3.4 percent; 225 people), and Isanti County (3.3 percent; 217 people).

## Home Area Profile Report

### Total All Jobs

	2014	
	Count	Share
Total All Jobs	6,670	100.0%

### Jobs by Worker Age

	2014	
	Count	Share
Age 29 or younger	1,523	22.8%
Age 30 to 54	3,851	57.7%
Age 55 or older	1,296	19.4%

### Jobs by Earnings

	2014	
	Count	Share
\$1,250 per month or less	1,553	23.3%
\$1,251 to \$3,333 per month	1,725	25.9%
More than \$3,333 per month	3,392	50.9%

### Jobs by NAICS Industry Sector

	2014	
	Count	Share
Agriculture, Forestry, Fishing and Hunting	17	0.3%
Mining, Quarrying, and Oil and Gas Extraction	4	0.1%
Utilities	21	0.3%
Construction	586	8.8%
Manufacturing	1,129	16.9%
Wholesale Trade	360	5.4%
Retail Trade	637	9.6%
Transportation and Warehousing	210	3.1%
Information	102	1.5%
Finance and Insurance	246	3.7%
Real Estate and Rental and Leasing	101	1.5%
Professional, Scientific, and Technical Services	339	5.1%
Management of Companies and Enterprises	210	3.1%
Administration & Support, Waste Management and Remediation	310	4.6%
Educational Services	469	7.0%
Health Care and Social Assistance	852	12.8%
Arts, Entertainment, and Recreation	115	1.7%
Accommodation and Food Services	464	7.0%
Other Services (excluding Public Administration)	221	3.3%
Public Administration	277	4.2%

### Jobs by Worker Race

	2014	
	Count	Share
White Alone	6,352	95.2%
Black or African American Alone	78	1.2%
American Indian or Alaska Native Alone	33	0.5%
Asian Alone	134	2.0%
Native Hawaiian or Other Pacific Islander Alone	0	0.0%
Two or More Race Groups	73	1.1%

### Jobs by Worker Ethnicity

	2014	
	Count	Share
Not Hispanic or Latino	6,577	98.6%
Hispanic or Latino	93	1.4%

**Jobs by Worker Educational Attainment**

	2014	
	Count	Share
Less than high school	312	4.7%
High school or equivalent, no college	1,431	21.5%
Some college or Associate degree	1,797	26.9%
Bachelor's degree or advanced degree	1,607	24.1%
Educational attainment not available (workers aged 29 or younger)	1,523	22.8%

**Jobs by Worker Sex**

	2014	
	Count	Share
Male	3,357	50.3%
Female	3,313	49.7%

## Anoka County Employment Statistics – Manufacturing

**Table 1: Anoka County Industry Super-Sector Statistics, Annual 2015**

Industry	Number of Jobs	Percent of Total Jobs	Number of Establishments	Total Annual Payroll	Avg. Annual Wage
<b>Total, All Industries</b>	<b>118,526</b>	<b>100.0%</b>	<b>6,690</b>	<b>\$5,933,096,179</b>	<b>\$50,024</b>
Education and Health Services	25,726	21.7%	777	\$1,293,041,792	\$50,128
Trade, Transportation and Utilities	25,681	21.7%	1,419	\$1,067,581,555	\$41,548
<b>Manufacturing</b>	<b>22,647</b>	<b>19.1%</b>	<b>581</b>	<b>\$1,803,696,247</b>	<b>\$79,612</b>
Leisure and Hospitality	12,658	10.7%	581	\$212,664,037	\$16,796
Professional and Business Services	9,743	8.2%	943	\$457,253,006	\$46,904
Construction	7,672	6.5%	1,003	\$454,727,602	\$59,072
Public Administration	4,806	4.1%	49	\$250,981,276	\$52,260
Other Services	4,796	4.0%	649	\$136,645,234	\$28,444
Financial Activities	3,708	3.1%	605	\$218,130,893	\$58,916
Information	701	0.6%	52	\$27,606,799	\$39,416
Natural Resources and Mining	384	0.3%	31	\$10,767,738	\$27,716

Source: DEED Quarterly Census of Employment and Wages (QCEW)

**Table 2: Anoka County Manufacturing Statistics, Annual 2015**

Industry	Number of Jobs	Percent of Total Jobs	Number of Establishments	Total Annual Payroll	Avg. Annual Wage	Location Quotient
<b>Total, All Industries</b>	<b>118,526</b>	<b>100.0%</b>	<b>6,690</b>	<b>\$5,933,096,179</b>	<b>\$50,024</b>	<b>N/A</b>
<b>Manufacturing</b>	<b>22,647</b>	<b>19.1%</b>	<b>581</b>	<b>\$1,803,696,247</b>	<b>\$79,612</b>	<b>2.10</b>
Fabricated Metal Product Manufacturing	8,468	37.4%	219	\$556,676,399	\$65,728	6.65
Computer and Electronic Product Manufacturing	5,157	22.8%	34	\$680,054,776	\$131,664	5.59
Machinery Manufacturing	1,630	7.2%	79	\$108,386,925	\$66,508	1.67
Miscellaneous Manufacturing	1,368	6.0%	57	\$87,855,680	\$64,272	2.66
Plastics and Rubber Products Manufacturing	871	3.8%	27	\$43,505,562	\$49,868	1.45
Printing and Related Support Activities	810	3.6%	42	\$41,835,306	\$51,636	2.06
Chemical Manufacturing	484	2.1%	8	\$33,533,398	\$69,160	0.68
Transportation Equipment Manufacturing	322	1.4%	13	\$19,395,183	\$60,424	0.23
Furniture and Related Product Manufacturing	317	1.4%	48	\$13,230,157	\$41,704	0.95
Paper Manufacturing	311	1.4%	7	\$19,740,158	\$63,492	0.96
Primary Metal Manufacturing	291	1.3%	9	\$13,824,587	\$47,476	0.85
Food Manufacturing	286	1.3%	5	\$12,303,540	\$43,108	0.22
Nonmetallic Mineral Product Manufacturing	280	1.2%	5	\$19,589,370	\$69,784	0.81

Source: DEED Quarterly Census of Employment and Wages (QCEW)

Note, some in-depth manufacturing sectors are suppressed for confidentiality. Sub-sectors above represent 91% of the county's total manufacturing employment.

As of annual 2015, Anoka County had 581 manufacturing establishments supplying 22,647 jobs covered under the Unemployment Insurance (UI) program. As such, manufacturing employment accounted for approximately one-fifth (19.1 percent) of the county's total jobs. When analyzing just the private-sector, manufacturing employment accounted for 21.8 percent of Anoka County's 103,768 private-sector jobs. Comparatively, manufacturing employment accounted

for 13.2 percent of Minnesota’s total private-sector employment, and 10.4 percent of national private-sector employment. Zooming in, where Anoka County’s total private-sector employment accounts for 4.3 percent of the state’s total private-sector employment, the county’s manufacturing employment accounts for 7.1 percent of the state’s manufacturing employment. Clearly, manufacturing is a star industry in Anoka County.

Another way to measure employment concentration is with location quotients. A location quotient “is simply a ratio that compares the percentage of employment in a particular industry in a local economy to the percentage of employment the same industry constitutes in a reference economy,” in this case being the national economy.<sup>1</sup> A location quotient equal to 1.00 means that the share of employment in a particular industry is exactly the same as the share of employment in the same industry nationally. If the location quotient is greater than one, the local share of employment in a particular industry exceeds the national share of employment in the same industry. Location quotients greater than 1.20 are generally considered significant, and imply the exporting of goods and services.

With a location quotient of 2.10, Anoka County’s manufacturing sector is highly concentrated. Fabricated Metal Product Manufacturing, with a location quotient of 6.65, and Computer and Electronic Product Manufacturing, with a location quotient of 5.59, are even more specialized in Anoka County. Other highly concentrated manufacturing sectors in Anoka County include Miscellaneous Manufacturing (which is largely made up of Medical Equipment and Supplies Manufacturing), Printing and Related Support Activities, Machinery Manufacturing, and Plastics and Rubber Products Manufacturing (see Table 3).

In terms of wages, the average annual wage for manufacturing in 2015 was \$79,612. This was the highest average wage of any super-sector, and was nearly 60 percent higher than the average wage for the total of all industries, at \$50,024 (see Table 1).

**Table 3: Anoka County Manufacturing Demographics, Q2 2010 – Q2 2015**

Category	Q2 2015 Employment		Q2 2010 – Q2 2015 Employment Change		
	Count	Share	Numeric	Percent	All Industries
Total Employment	23,910	100.0%	2,512	11.7%	12.0%
<b>Age</b>					
14-24 Years	1,237	5.2%	202	19.5%	10.8%
25-34 Years	4,613	19.3%	566	14.0%	9.8%
35-44 Years	5,301	22.2%	234	4.6%	6.6%
45-54 Years	6,681	27.9%	-134	-2.0%	5.4%
55-64 Years	5,311	22.2%	1,389	35.4%	28.7%
65 Years and Older	767	3.2%	255	49.8%	38.5%
<b>Race and Ethnicity</b>					
White Alone	20,645	86.3%	1,745	9.2%	9.4%
Black or African American Alone	902	3.8%	249	38.1%	56.7%
American Indian or Alaska Native Alone	135	0.6%	21	18.4%	27.0%
Asian Alone	1,896	7.9%	388	25.7%	19.8%
Two or More Race Groups	303	1.3%	95	45.7%	46.3%
Hispanic or Latino	741	3.1%	143	23.9%	22.4%
<b>Sex</b>					
Male	17,310	72.4%	2,237	14.8%	15.7%
Female	6,600	27.6%	275	4.3%	8.2%
<b>Educational Attainment</b>					
Less than High School	2,023	8.5%	519	34.5%	34.8%
High School or Equivalent	6,791	28.4%	717	11.8%	13.7%
Some College or Associate’s Degree	7,821	32.7%	612	8.5%	10.2%
Bachelor’s Degree or Advanced Degree	6,038	25.3%	462	8.3%	7.3%
Educational Attainment not Available (Workers Aged 24 or Younger)	1,237	5.2%	203	16.4%	10.8%

<sup>1</sup> McLean, Mary L., and Kenneth P. Voytek. *Understanding Your Economy: Using Analysis to Guide Local Strategic Planning*. Chicago: American Planning Association, 1992. 61-66. Print.

**Table 4: Anoka County Manufacturing Establishments by Employment Size, Annual 2014**

Employment Size of Establishment	Number of Establishments	Share of Establishments
All Establishments	594	100.0%
Establishments with 1 to 4 employees	214	36.0%
Establishments with 5 to 9 employees	112	18.9%
Establishments with 10 to 19 employees	91	15.3%
Establishments with 20 to 49 employees	103	17.3%
Establishments with 50 to 99 employees	31	5.2%
Establishments with 100 to 249 employees	31	5.2%
Establishments with 250 to 499 employees	6	1.0%
Establishments with 500 to 999 employees	3	0.5%
Establishments with 1,000 employees or more	3	0.5%

Source: U.S. Census Bureau, County Business Patterns

**Table 5: Anoka County Industry by Occupation  
Civilian Employed Population 16 Years and Over**

Industry Category	Total	Management, business, science, & arts occupations	Service occupations	Sales & office occupations	Natural resources, construction, & maintenance occupations	Production, transportation, & material moving occupations
<b>Civilian employed population 16 years and over</b>	<b>187,249</b>	<b>37.5%</b>	<b>15.6%</b>	<b>24.2%</b>	<b>9.1%</b>	<b>13.6%</b>
Educational services, and health care and social assistance	44,684	62.2%	24.5%	10.5%	1.4%	1.3%
Manufacturing	28,397	35.3%	0.9%	13.1%	4.3%	46.6%
Retail trade	19,391	13.7%	2.5%	67.7%	6.2%	9.9%
Professional, scientific, and management, and administrative and waste management services	17,242	53.6%	12.6%	22.9%	3.5%	7.3%
Finance and insurance, and real estate and rental and leasing	15,806	45.4%	2.9%	47.2%	1.4%	3.0%
Arts, entertainment, and recreation, and accommodation and food services	13,453	16.3%	64.6%	11.8%	0.7%	6.6%
Construction	13,011	19.3%	0.7%	6.9%	69.7%	3.3%
Transportation and warehousing, and utilities	10,256	11.7%	3.3%	29.2%	9.3%	46.5%
Other services, except public administration	9,324	14.8%	43.1%	17.0%	16.3%	8.8%
Public administration	6,404	43.2%	25.8%	29.2%	1.8%	0.0%
Wholesale trade	4,796	23.8%	1.0%	48.0%	9.9%	17.3%
Information	3,353	46.3%	1.6%	32.0%	14.3%	5.8%
Agriculture, forestry, fishing and hunting, and mining	1,132	44.7%	3.7%	8.6%	39.3%	3.7%

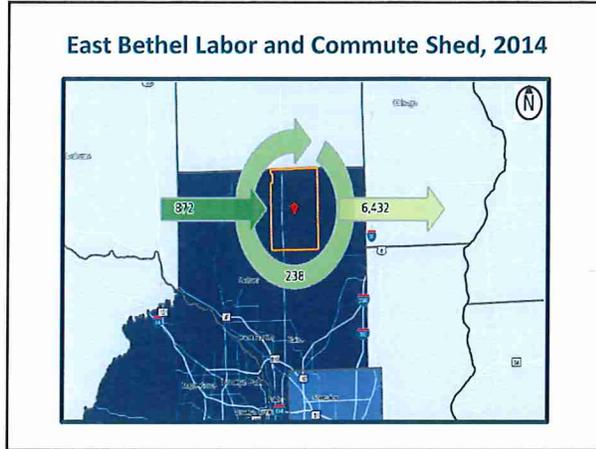
2015 American Community Survey (ACS) 1-Year Estimates

**Table 6: Anoka County Estimated Employment and Wages by Occupation  
Civilian Employed Population 16 Years and Over**

Occupational Group	Estimated Employment	Median Earnings
<b>Civilian employed population 16 years and over</b>	<b>187,249</b>	<b>\$41,301</b>
<b>Management, business, science, and arts occupations:</b>	<b>70,140</b>	<b>\$56,747</b>
<b>Management, business, and financial occupations:</b>	29,124	\$64,917
Management occupations	18,808	\$74,427
Business and financial operations occupations	10,316	\$56,852
<b>Computer, engineering, and science occupations:</b>	12,167	\$69,440
Computer and mathematical occupations	6,776	\$74,662
Architecture and engineering occupations	4,170	\$66,809
Life, physical, and social science occupations	1,221	\$46,795
<b>Education, legal, community service, arts, and media occupations:</b>	16,986	\$42,133
Community and social services occupations	3,543	\$45,097
Legal occupations	967	\$62,955
Education, training, and library occupations	9,499	\$40,262
Arts, design, entertainment, sports, and media occupations	2,977	\$38,956
<b>Healthcare practitioner and technical occupations:</b>	11,863	\$52,279
Health diagnosing and treating practitioners and other technical occupations	7,908	\$65,405
Health technologists and technicians	3,955	\$34,972
<b>Service occupations:</b>	<b>29,253</b>	<b>\$20,253</b>
<b>Healthcare support occupations</b>	4,721	\$29,556
<b>Protective service occupations:</b>	2,720	\$46,652
Fire-fighting and prevention, and other protective service workers including supervisors	1,386	\$32,397
Law enforcement workers including supervisors	1,334	\$61,625
<b>Food preparation and serving related occupations</b>	8,942	\$11,314
<b>Building and grounds cleaning and maintenance occupations</b>	4,915	\$23,805
<b>Personal care and service occupations</b>	7,955	\$16,778
<b>Sales and office occupations:</b>	<b>45,364</b>	<b>\$35,767</b>
<b>Sales and related occupations</b>	16,588	\$33,724
<b>Office and administrative support occupations</b>	28,776	\$36,187
<b>Natural resources, construction, and maintenance occupations:</b>	<b>17,028</b>	<b>\$49,515</b>
<b>Farming, fishing, and forestry occupations</b>	332	\$10,362
<b>Construction and extraction occupations</b>	10,030	\$50,476
<b>Installation, maintenance, and repair occupations</b>	6,666	\$48,670
<b>Production, transportation, and material moving occupations:</b>	<b>25,464</b>	<b>\$36,152</b>
<b>Production occupations</b>	14,891	\$40,056
<b>Transportation occupations</b>	5,866	\$35,428
<b>Material moving occupations</b>	4,707	\$28,996

2015 American Community Survey (ACS) 1-Year Estimates

Item 6.0 Attachment 2




### QUICK FACTS

- Great location - Proximity to metropolitan area and rural living
- Over 500 acres of available land for development
- Located on the Highway 65 corridor
- Readily available utilities to meet high energy consumption businesses, including electrical and thermal.
- Best value housing in Anoka County




### Why East Bethel?

- Streamlined review process
- Progressive Community
  - Open to Business Community participant
  - Active Chamber of Commerce
- Affordable land pricing






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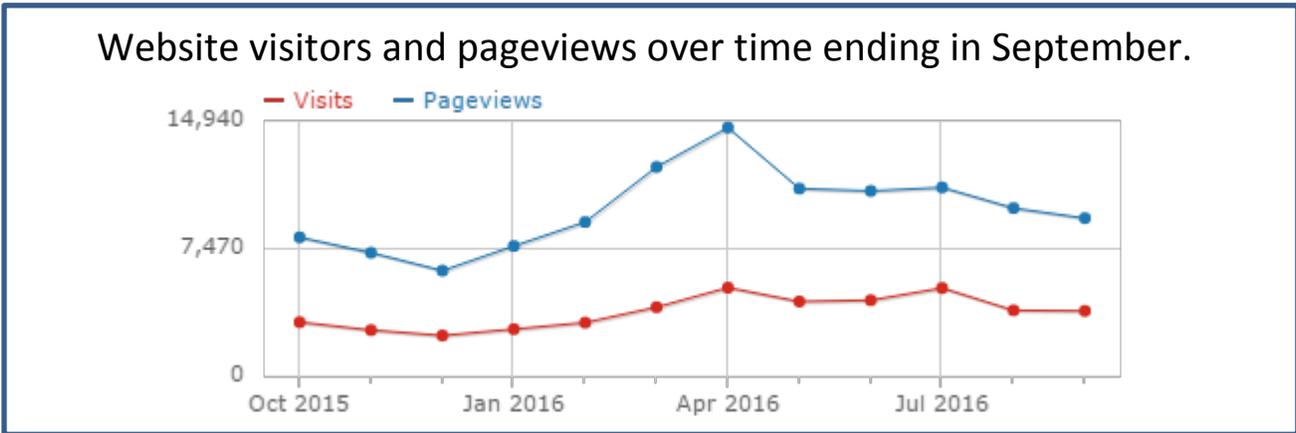



# September 2016 Piwik Analysis

Most frequently viewed webpages this month		
Label	Total Pageviews	Bounce Rate
East Bethel, MN - Official Website	1803	47%
East Bethel, MN	876	51%
Building Inspections & Permits	162	45%
City Council	135	38%
Residents	101	14%
City Maps	96	18%
GIS	92	39%
City Code	77	31%
Recycling Events	59	79%
Community Development	51	75%
City Government	49	25%
Fire	46	64%
Agendas & Minutes	44	0%
About East Bethel	38	57%
Planning Commission	38	40%
Administration	36	57%
Departments	36	40%
Police	36	48%
Parks & Recreation	35	36%
Senior Resources	31	50%
Garbage & Recycling	30	33%
Public Works	29	0%
Trash Collection	27	50%
Economic Development Authority	26	33%
Recycling Options	25	43%

Searches within our Site this month	
Searched	# of searches
interactive map	8
search	6
zoning map	6
assessments	3
hunting	3
accessory structures	2
aerial photo	2
burning	2
chickens	2
clerk	2
cst	2
hours	2
hunting restrictions	2
interactive	2
NAME REMOVED	2
NAME REMOVED	2
maps	2
NAME REMOVED	2
permits	2
property	2
senior center	2
seniors	2
septic	2
where can i discharge a firearm	2
zoning	2

33% of users viewed our site via mobile devices this month.



### Most Downloaded Documents from our Website

Document	# of times downloaded this month
East Bethel Resident Guide	166
Accessory Structure Pamphlet	64
Permit Application for Accessory Structure	36
Quick Reference Guide for the Firearm Ordinance	32
Amended 2014 Zoning Map	27
Zoning map	24
Plastic/Composite Decking Materials	23
Quick Reference Guide for the Sewage Treatment Ordinance	23
Permit Application for Electrical Permit	21

