From the President

By Tim Korby, EDAM President

WOW what an incredible 2014 EDAM/IEDC Spring Conference!! A big thanks goes out to all of the EDAM members who attended our conference. With your help, we set a new attendance record, making it one of the most successful Spring conferences ever.

Highlights included a wonderful presentation by Gov. Mark Dayton, who spoke about Minnesota’s dynamic and growing economy, including a dramatic increase in job growth and new businesses coming to Minnesota. A big thanks also goes out to our EDAM Board, our Professional Development Committee and of course Michael Langley and all of Greater MSP’s staff for the amazing work they did in making this conference a huge success.

EDAM’s next major events include:

- July 24: Wayzata Bay Center/Downtown Redevelopment project and Boat Cruise – Come learn about the amazing redevelopment that has occurred in downtown Wayzata and given their City an amazing facelift. You won’t believe the changes! Following the formal program, enjoy a relaxing boat cruise and refreshments on the majestic Lake Minnetonka, and view the changes from the lakeside.
- August 14: EDAM Summer Networking Event – Cowboy Jack’s Downtown Minneapolis
- September 18: One-day EDAM conference! EDAM Fall Economic

Wayzata Bay Center Redevelopment Project Event

July 24
3:00–6:00 p.m.
Wayzata Depot
Wayzata, MN

View details

Come enjoy a wonderful walking tour of the Wayzata Bay Center redevelopment project in Historic Downtown Wayzata, followed by a relaxing presentation and boat cruise on majestic Lake Minnetonka.

EDAM Summer Networking Event

August 14
4:00–7:30 p.m.
Cowboy Jack’s – Downtown Minneapolis Minneapolis, MN

View details

Join EDAM as we celebrate our industry professionals with a night of fun, networking and door prizes.

Save the Date: EDAM Fall Forum

September 18, 2014
River’s Edge Convention Center
St. Cloud, MN

Knutson Celebrates Grand Opening of Target Field Station

On May 17, Knutson Construction celebrated the grand opening of Target Field Station. Connecting transit with culture, the new multi-modal hub and public plaza provides an iconic gateway to Target Field Stadium, home of the Minnesota Twins. Read More

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RJM Construction, a Minneapolis-based general contractor, has hired Ken Baumann as superintendent. In his new role, Baumann will oversee and coordinate construction projects, subcontractors, material deliveries, safety and quality control. Read More

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EDAM-MIDA past presidents gathered recently at Jax Café in Northeast Minneapolis. Past presidents of the organization meet in spring and fall of each year to relax, socialize and to hear updates on EDAM and the Minnesota Economic Development Foundation. Read More

Minnesota’s Newest Tool: The Job Creation Fund

Economic development was a winner in the 2013 legislation session. Not only did legislators provide more funds to such existing business finance programs as the Minnesota Investment
Now accepting sponsors for the 2014 EDAM Fall Forum

View complete details

2015 EDAM Winter Conference
January 22-23, 2015
Minneapolis Marriott Northwest
Brooklyn Park, MN

2015 EDAM Summer Conference
June 3-5, 2015
DECC
Duluth, MN

Industry Events

2014 Upper Midwest Basic Economic Development Course
University of Minnesota Duluth
July 21-25, 2014

Join us in Duluth, Minnesota, during the peak summer tourism season for a truly unique economic development educational program. The Upper Midwest BEDC is an accredited course through the International Economic Development Council. For more information about this course and to register, visit: http://www.umdced.com/bedc/

In Memoriam: Long-Time Economic Development Professional, Colleague and Friend, John R. Knaus, passed away unexpectedly on May 20. He was a true leader in the field and a valued member of the EDAM community. Our thoughts are with his family and friends during this time of great loss.

The University of Minnesota Extension held its inaugural Business Retention and Expansion In Your Community course from January to March. The course was a tremendous success, and we are excited to continue offering it in the future.

Stahl Construction and the City of Victoria Celebrate Groundbreaking of New City Hall and Public Works Facilities

Stahl Construction team members joined City of Victoria officials and development partners on June 2 to celebrate the groundbreaking of new city hall and public works facilities.

BREI Inaugurates EDAM Member as President

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ReScape Awards Seeks Project Nominations

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EDAM member Bruce Schwartau took office as the president of Business Retention and Expansion International (BREI) on June 4 at the annual conference in Memphis, TN.

**Angel Loan Fund Program**

The State Small Business Credit Initiative funded Angel Loan Fund Program (ALF) has proven to be a fantastic complement to the state’s highly successful Angel Tax Credit Program.

**Minnesota Angel Tax Credit Program: Closed... Again!**

The 2014 Angel Tax Credit Program blew through its initial $12 million in credits in a record breaking short time this year and closed on March 3rd.

**Brownfield Redevelopment Workshops Coming to Moorhead and Worthington**

The Cities of Moorhead and Worthington, along with several others, are offering three free brownfields workshops this summer and fall.

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**Friend Douglas John Uhrhammer**

Douglas John Uhrhammer, age 63, of Big Lake passed away at his residence on Thursday, April 24, 2014. Survived by his wife, Marcia Goossen; children, Nathan (Julie) Uhrhammer, April (Keith) Scheidt, Will Uhrhammer (fiancée Cyerra Hanson); 3 grandchildren; sister, Bonnie (David) McLellan; brother, Dan Uhrhammer; nieces and nephews. He served in the US Army during the Vietnam War. After the Army, he attended Mankato State University and received a B.S. Degree in Economics in 1974, and a M.A. Degree in Urban Studies in 1981. Doug worked in the Economic Development industry most of his life.

Following Minnesotans earned their certificate of completion for finishing the course.

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**Northern Stacks Redevelopment in Fridley**

What do you do with 122 contaminated acres of underutilized industrial land? What if the parcel is a designated Superfund site with 2 million square feet of outdated buildings constructed in the early 1940s to support the war effort?
Knutson Celebrates Grand Opening of Target Field Station

On May 17, Knutson Construction celebrated the grand opening of Target Field Station. Connecting transit with culture, the new multi-modal hub and public plaza provides an iconic gateway to Target Field Stadium, home of the Minnesota Twins.

Hennepin County selected Knutson Construction in May 2012 as part of the multidisciplinary, design-build team working closely with Perkins Eastman and New York-based architect Peter Cavaluzzi, FAIA. Target Field Station is a project of Hennepin County, the Hennepin County Regional Railroad Authority and the Hennepin County Housing and Redevelopment Authority. A mix of federal, state and local sources funded the $79.3 million project. More than half of the project is funded by local government.

“We are proud to celebrate the many partnerships that led to Target Field Station’s success. From concept through completion, our team managed more than 120 on-site contractors to complete the project on time and on budget,” said Dave Bastyr, Knutson Construction’s executive vice president of Minnesota. “This high-profile project will function as a distinctive urban park, transit station and neighborhood gathering space serving the Twin Cities for years to come.”

Target Field Station will welcome 40,000 visitors attending the 2014 Major League Baseball All-Star Game in July 2014. For game day broadcasts and other events, the 29-by-16-foot video board installed on top of the elevator core can be viewed from the Great Lawn and upper plaza. The entire canopy above the Light Rail Transit (LRT) station platform has enhanced programmable LED lights that can change to any color, beckoning commuters and non-commuters alike.

Located at 417 5th St. and 5th Ave. in Minneapolis, this new distinctive public space will connect 500 trains daily from the Metro Blue LRT (Hiawatha), Metro Green Line LRT (Central Corridor), Northstar Commuter Rail and the future Metro Green Line LRT extension (Southwest). Target Field Station’s more than 104,000 square feet of space also includes a public plaza for year-round special events and activities, green space, a 1,000-seat amphitheater, office space and retail shops, a 286-car underground parking structure, and a transit police facility.

The project broke ground on July 9, 2012 and then proceeded through two of the worst winters in Minnesota’s history. The 2013-14 season was the ninth coldest on record with 61 subzero days as of March 3. Despite the weather...
With 50 subzero days as of March 3, despite the weather-related difficulties, the project recorded zero lost time accidents with more than 250,550 hours of construction labor. It also significantly exceeded goals monitored by the Minnesota Department of Human Rights in Disadvantage Business Enterprise, female and minority participation, and Workforce Entry Program new hires and labor hours.

Hennepin County seeks certification from both the State of Minnesota’s B3 Guidelines and the U.S. Green Building Council’s LEED® Rating System for Target Field Station’s innovative design that reduces environmental impact. The all-season public plaza’s surfaces will remain clear in winter thanks to more than 23 miles of tubing installed as part of an integrated snow melting system that utilizes excess heat generated by the adjacent Hennepin Energy Recovery Center (HERC) energy plant. Knutson completed construction on the HERC’s 29,430-square-foot building in November 2013.

Within Target Field Station’s landscape will grow 5,422 flowering native plants, 150 trees and 1,300 shrubs. The site’s natural topography, along with its natural filtering properties and new high-performance streetscape along 5th and 6th Streets, funnels stormwater runoff into a series of cisterns and underground storage systems capable of holding 40,000 gallons. Collected water then is returned to the HERC as part of an initiative by the Watershed District and in support of the project’s sustainability goals.

Some of Target Field Station’s other notable quantities and accomplishments include:

- 8,132 linear feet, approximate length of the LRT station’s canopy fins
- 26,000 cubic feet, approximate volume of geofoam used on the project
- 12,000 yards of concrete placed by Knutson Construction
- 30 miles of electrical conduit installed
- 20 miles of pile driven
- 1,300,000 pounds of rebar installed

In addition to Knutson Construction, key members of the Target Field Station team include:

- Hennepin County, owner and developer of property
- Interchange Project Office, broker for owner
- Perkins Eastman, architect and interior designer
- Palanisami & Associates, structural engineer
- Buildings Consulting Group, Inc., structural design consultants
- SEH, Inc., civil engineer
- EVS, land surveyor
- Pierce Pini & Associates, Inc., civil engineering consultants
- OLIN, landscape architect
- SYSTRA, rail transit consultants
- M-P Consultants, electrical engineering consultants
- TKDA, bridge designer
- Bloom Companies, LLC, civil engineer
- Rani Engineering, civil engineer
- Michaud Cooley Erickson, mechanical engineer
- Bussell Companies, Inc., lighting, power and communication designer
- Carl Bolander & Sons Co., specialty contractors
- Lunda Construction Co., bridge construction contractor
- Parsons Corporation, electrical engineer
Fifteen new general construction laborers also recently hired

RJM Construction, a Minneapolis-based general contractor, has hired Ken Baumann as superintendent. In his new role, Baumann will oversee and coordinate construction projects, subcontractors, material deliveries, safety and quality control.

Baumann is a 27-year construction veteran with 19 years of project superintendent experience. Most recently, he served as project superintendent for a local construction contractor. His project history includes retail, education, government and medical facilities.

Baumann graduated from the Carpenters Apprenticeship School in St. Paul. He also completed superintendent training courses at Dunwoody College of Technology. He earned his Health Care Construction Certificate in 2006 and completed Construction Organizing Membership Education Training.

In addition to Baumann, RJM Construction has recently hired many new general construction laborers to meet increased demand. In the last two months, 15 have joined the team.
EDAM-MIDA past presidents gathered recently at Jax Café in Northeast Minneapolis. Past presidents of the organization meet in spring and fall of each year to relax, socialize and to hear updates on EDAM and the Minnesota Economic Development Foundation. These gatherings are organized by Jim Maciej and Al Madsen. The next luncheon is scheduled for Thursday, October 16, 2014, at Jax Café.

View Slideshow
Economic development was a winner in the 2013 legislation session. Not only did legislators provide more funds to such existing business finance programs as the Minnesota Investment Fund program, but they followed Gov. Dayton’s recommendation and funded new programs like the Job Creation Fund Program (JCF).

After 20 meetings with more than 200 attendees, DEED kicked off JCF on January 1. Few programs have been launched with higher expectations as the program is designed to award $24 million to businesses once they have reached investment and job creation goals. These new pay-for-performance provisions were a game-changer and increased accountability and transparency – key factors for folks monitoring economic development deals.

So far, JCF is meeting the lofty expectations. The program has approved $8.1 million in reward-based funding to 14 businesses once job creation and investment commitments are reached. Interestingly, with seven deals valued at $4.1 million in Greater Minnesota, the deals are nearly evenly split between Greater Minnesota and the Twin Cities.

It’s early, but the early returns suggest that JCF is the program economic developers have been seeking!
Typically, Burnsville attracts about 40 new businesses per year. Location, Location, Location, is a prime reason for that success in business attraction. But, getting that message out is facilitated by a group of Burnsville property owners, the Burnsville Chamber, and the Burnsville Convention & Visitor Bureau who banded together 20 years ago to form the Burnsville Commercial Real Estate Council (BCREC). Their goal is to assist the city in marketing efforts. Each year, they host an event for the commercial brokers of the Twin Cities.

On May 22, BCREC sponsored a bus tour of Burnsville buildings for 50 commercial brokers. The brokers toured the available space and were provided leasing information. After the tour, a networking reception was held at the Ames Center. Brokers were complimentary about the tour and the opportunity to network with their colleagues.
The third ReScape Awards will be held at St. Paul's Union Depot on October 23. Minnesota Brownfields is currently accepting ReScape Award nominations in the following categories: Economic Impact, Environmental Impact, Community Impact and Small City Impact (population 30,000 or less). Winning projects feature transformation of abandoned or underutilized sites using innovative solutions to significant environmental issues. Projects must be completed and ready for use between Jan. 1, 2012 and Aug. 31, 2014. Award and application information is available at www.mnbrownfields.org or call 651-307-4371.
New State Funding for U.S. Highway 10/Armstrong Boulevard Interchange in Ramsey

Construction of the U.S. Highway 10/Armstrong Boulevard Interchange project in the City of Ramsey made significant progress in this year’s State Legislature with the passage of funding for its construction. The expected $8 to $10 million State allocation would substantially complete the funding package for this major road improvement. Once all funding has been confirmed, bidding is expected to be completed by fall, and construction is anticipated to begin in late fall or early spring of 2015.

State Sen. Branden Petersen said, “It is great to see this project getting done after countless individuals and organizations worked so hard to make it happen. It will be a definite improvement for public safety, and commuters will clearly see benefit.”

Today, existing at-grade intersections located along U.S. Highway 10 in Ramsey are a major safety hazard for commuters. A substantial portion of U.S. Highway 10 in Ramsey runs parallel to a set of Burlington Northern Santa Fe (BNSF) train tracks. In the event a train passes through the City of Ramsey during a time of emergency, public safety personnel are physically cut off from U.S. Highway 10. Over the past decade, increased traffic along both U.S. Highway 10 and the BNSF train tracks make safety concerns a priority.

“This is how things get done when people work together”, noted Rep. Jim Abeler, reflecting the fact that the U.S. Highway 10/Armstrong Boulevard interchange project is seen as a first step in the effort to improve traffic safety and circulation along U.S. Highway 10 from Ramsey to Coon Rapids, a critical corridor of commerce connecting the Twin Cities to Greater Minnesota. Local communities along this stretch of U.S. Highway 10 (including Coon Rapids, Anoka, Andover, and Ramsey) are working together with Anoka County and MnDOT to ensure that safety and transportation issues are properly addressed.

State Sen. John Hoffman states, “The Armstrong interchange is an important safety improvement, it will improve transportation, and it will enhance economic development opportunities… in my view it is a winning trifecta. The project wouldn’t have happened without Ramsey’s leadership and strong bi-partisan support from the Legislature”

Ramsey Mayor Sarah Strommen added, “I believe this is a critical step toward the upgrade of U.S. Highway 10 to freeway status. It is important for the safety of our residents, the vitality of our local businesses and manufacturers, and for the long-term success of the region to make this type of infrastructure improvement. It took a broad partnership of people, public and private, working together to achieve this common goal. Ramsey is excited to be part of this partnership.”
Stahl Construction team members joined City of Victoria officials and development partners on June 2 to celebrate the groundbreaking of new city hall and public works facilities. Located in the southwest metro, the City of Victoria is building new public facilities to meet the needs of its growing population.

In August 2013, the City Council went through the Best Value selection process to determine its construction partner for these projects. Stahl Construction was awarded the Construction Management contract and will oversee the construction of both projects. North Mankato-based Brunton Architects & Engineers designed the city hall and Faribault-based DJ Medin Architects designed the public works facility.

Located on Stieger Lake Lane, the new city hall will be a 12,000-square-foot wood framed two-story building with city offices, city council chambers and a county library. The public works facility on Bavaria Road will be a 16,380-square-foot pre-engineered metal building with office space and shop areas. Both projects are scheduled for completion in November, with a combined project cost of approximately $5 million.
Are water technology businesses moving to your city – or considering expansion?
With more than $729 million in foreign sales in 2012, Minnesota is among the United States’ top 10 exporters of water and wastewater treatment technology. The state’s largest international markets for these products include Canada, Japan, China and Germany. Minnesota’s water technology exports have grown 170 percent over the past decade. The industry employs nearly 15,500 Minnesotans and is well positioned for continued growth.

The water industry holds great promise for Minnesota businesses. The Minnesota Trade Office has launched *The Water Cycle*, a free newsletter, to help businesses understand trends in water technology and to position themselves to take advantage of worldwide opportunities. The Water Cycle contains articles about featured export markets, trade events related to the industry, technology trends and more.

To sign up, visit https://public.govdelivery.com/accounts/MNDEED/subscriber/new.

For more information, contact Steve Riedel, MTO, 651-259-7494.
EDAM member Bruce Schwartau took office as the president of Business Retention and Expansion International (BREI) on June 4 at the annual conference in Memphis, Tennessee. BREI is celebrating its 20th year as the leading professional association for business retention and expansion, a fundamental strategy for economic sustainability and growth, brei.org. Bruce is a long-time member of BREI and was part of the award-winning BR&E program in Hugo, Minnesota in 2009-2011. Bruce is the Extension educator serving Southeast and I-90 counties in Minnesota with Community Economics programs. He has specialized expertise in retail analysis and development.
Northern Stacks Redevelopment in Fridley

What do you do with 122 contaminated acres of underutilized industrial land? What if the parcel is a designated Superfund site with 2 million square feet of outdated buildings constructed in the early 1940s to support the war effort? If you are Minneapolis based developer Paul Hyde, you find partners to assist in redeveloping the site while paying tribute to the historical importance of the site in our country’s war efforts.

The 122-acre site had been the research, design and manufacturing facility for weapons systems developed primarily for the U.S. Navy. As World War II was heating up, the Northern Pump Company moved to Fridley and created Northern Ordinance Incorporated to specifically work on federal contracts. After WW II, Northern Ordinance continued to produce weapons systems for the U.S. Navy; in 1964, the company was bought by Food Machinery Corporation (FMC). Since 1964, as mergers and acquisitions happened, the site was operated by United Defense and most recently by BAE. Over the years the facility has been awarded a total of five battle “E” awards for excellence and efficiency from the U.S. Navy. The “E” and stars can be seen on the smoke stacks located on the site. It is these stacks that inspired the new name for the development.

After more than three years of working to acquire, fund and permit the project, a groundbreaking took place on May 29. The lineup of speakers was an impressive collection of the partnerships Paul Hyde created to move this redevelopment project forward. Gov. Mark Dayton, Fridley Mayor Scott Lund, DEED Commissioner Katie Clark Sieben, Metropolitan Council Sector Representative Lona Schreiber, Gary Schafer of the U.S. EPA and David Mortenson of M.A. Mortenson Company all talked about the importance of the project to Fridley and the region. All speakers mentioned the importance of these partnerships in moving this large project forward.

Through the investments made by Hyde Development, Mortenson Company, DEED, Metropolitan Council, the U.S. EPA, MPCA and the City of Fridley's HRA, the market value on this site will go from $13 million to nearly $100 million. The number of jobs on the site will increase from 400 to over 3,000 and 2M square feet of functionally obsolete buildings will be removed and converted into 1.8M square feet of desirable new office, showroom, warehouse and manufacturing uses in a series of buildings.
Northern Stacks sits near the Mississippi River and Riverfront Park just off East River Road, providing convenient access to downtown Minneapolis. The site's location south of Interstate 694 also has rail access available, offering convenient options for transporting or receiving finished goods and materials. Construction of the first phase is now underway. For more information on the project, please contact Paul Bolin, City of Fridley HRA, at 763-572-3591 or paul.bolin@fridleymn.gov or visit the Northern Stacks website at www.northernstacks.com.
University of Minnesota Extension Congratulates 2014 Business Retention and Expansion Attendees

The University of Minnesota Extension held its 2014 Business Retention and Expansion In Your Community course from January to March. The following Minnesotans earned their certificate of completion for finishing the course:

- Renee Christianson
- Matthew Bachler
- Timothy O'Neill
- Sharon James
- Chelsea Alger
- Richard L. Baker
- Stacy Crakes, P.E.
- Samantha DiMaggio
- Corrin Wendell
- Jill Fanslow
- Lydia Mackenzie, Ph.D.
- Jennifer Russell

The course is offered annually. Check out [z.brecourse.umn.edu](http://z.brecourse.umn.edu) for details. Following the 2013 course, two communities completed BR&E visitations with Extension assistance and have initiated implementation of projects to improve BR&E conditions for their local businesses. Contact EDAM members Karen Lauer in Barnesville or Jeanne Kelsey in Roseville to learn more about these economic development initiatives.
The State Small Business Credit Initiative funded Angel Loan Fund Program (ALF) has proven to be a fantastic complement to the state’s highly successful Angel Tax Credit Program. The ALF, launched in late 2013, supports entrepreneurial growth throughout Minnesota by offering attractive funding for early-stage businesses. The ALF has already obligated more than $3 million - roughly 45% of the allocated $6.7 million in program funding.

There are currently 17 businesses enrolled to utilize ALF dollars to support working capital needs, equipment expenditures, and research and development costs. The firms represent a variety of industry sectors including medical devices, wind power, green farming, skin care, fitness, financial, biodiesel, tile and information technology.

The ALF provides interest free loans to companies certified to participate in the Angel Tax Credit Program during any of the program years. Once enrolled in the ALF, early stage companies have 12 months to conduct their equity investment raise and submit proof of investment. Following DEED approval, the business is then able to obtain a loan from the program for 10% of its total equity raise with a minimum loan amount of $20,000, and a maximum of $250,000.

At current enrollment levels, the program is on pace to assist additional businesses that will take advantage of the 2015 extension of the Angel Tax Credit Program recently passed by the MN legislature.

The 2014 Angel Tax Credit Program blew through its initial $12 million in credits in a record-breaking short time this year and closed on March 3. Due to the persuasive powers of EDAM members and others, the popular program received an additional $3 million in this year’s first tax bill, which passed a few weeks later. But that amount was insufficient to satiate investors’ desires to invest in Minnesota’s emerging businesses: the program reopened and closed again on May 12, with the $3M being substantially oversubscribed. About 120 businesses shared in the over $60 million in investment that the $15 million in credits leveraged in 2014.

The legislature also extended the program for two additional years—through 2016—and set the tax credit amount at $15 million per year. In addition, a few other changes were made for future years. Half of the credits will be reserved for investments in women and minority owned businesses and businesses located in Greater Minnesota, with the proviso that if those credits are not used by September 30, they become available for investments outside those types of businesses. And officers, principals, and owners of 20% or more of a business (including their families) will no longer qualify for the tax credit when making investments in their businesses.

For complete information about the program, visit [www.mn.gov/deed/angelcredit](http://www.mn.gov/deed/angelcredit).

Member News

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- RJM Construction Hires Baumann as Superintendent
- EDAM/MIDA Past Presidents Hold Semi-Annual Gathering
- Minnesota’s Newest Tool: The Job Creation Fund
- Get on the Bus
- ReScape Awards Seeks Project Nominations
- New State Funding for U.S. Highway 10/Armstrong Boulevard Interchange in Ramsey
- Stahl Construction and the City of Victoria Celebrate Groundbreaking of New City Hall and Public Works Facilities
- What’s up with Water Technology?
- BREI Inaugurates EDAM Member as President
Brownfield Redevelopment Workshops Coming to Moorhead and Worthington

The Cities of Moorhead and Worthington, along with the Minnesota Pollution Control Agency, the Minnesota Department of Employment & Economic Development, Minnesota Brownfields and the Technical Assistance to Brownfields Program (TAB) at Kansas State University are offering three free brownfields workshops this summer and fall:

- July 16 — Brownfields Tools for Redevelopment, Moorhead
- July 17 — EPA Brownfields Grant Proposal Writing Strategies, Moorhead
- September 9 — EPA Brownfields Grant Proposal Writing Strategies, Worthington

Who should attend:

- Economic & community development professionals
- Government officials, community volunteers, and other community leaders
- Anyone interested in learning more about brownfield resources

For more info and to register, visit: https://www.ksutab.org/education/workshops