



**ECONOMIC DEVELOPMENT AUTHORITY
MEETING AGENDA
MONDAY, DECEMBER 9, 2019 @ 5:30 P.M.
Arlington Community Center - Council Chambers**

1. Call to Order
2. Pledge of Allegiance
3. Approval of Agenda
4. Approval of Minutes
 - A. November 18, 2019
5. Approval of Financial Reports
 - A. November 2019
6. New Business
 - A. Approve/Deny Development Agreement with Hemp Heaven
 - B. Review Draft of Sign Policy/Application (resolution next month)
 - i. Façade Program
 - C. One Million Cups
 - D. 2020 EDA Goals
7. Old Business
8. Planning and Zoning update
 - i. Chef Craig
 - ii. Minnesota Valley Vet Services
9. EDA Director update on businesses and housing
 - i. Morreim Pharmacy closing December 10.
 - ii. Grand Opening in former TSE building (Austin Frauendienst Trucking, 5th Street Fusion, Circle F Farms Trucking, Lindsay Thomes - True Real Estate)
 - iii. Siwek home sold – 746 7th Ave \$219,000 (closes 1/12/20)/close to signing another purchase agreement on other home. Requesting another WAC/SAC waiver from Council for Olive Street
10. Director and Board Comments
11. Adjourn



**ECONOMIC DEVELOPMENT AUTHORITY
MEETING MINUTES**

MONDAY, NOVEMBER 18, 5:30 P.M.

Arlington Community Center - Council Chambers

Members in attendance: Kurt Menk, Larry Sorenson, Tom Hatlestad, Dean Bergersen, Michelle Battcher, Howard Brinkman

Members Absent: Tim Kloeckl

Staff: Amy Newsom

Guests In attendance: Mayor Rich Nagel, Administrator Pat Melvin, Matt Nelson, Nik Huebner

1. Call to Order at 5:30 pm.
2. Pledge of Allegiance
3. Approval of Agenda – Motion by Sorenson second by Battcher. Motion carried 6-0.
4. Approval of Minutes
 - A. October 14, 2019 – Battcher motions to approve both sets of minutes, second by Hatlestad. Motion carried 6-0.
 - B. October 28, 2019
5. Approval of Financial Reports – motion made by Sorenson, second by Hatlestad. Motion carried 6-0.
 - A. October 2019
6. New Business
 - A. Presentation by Nik Huebner
Nicolaus Huebner presented information on his new business proposal for Nordic Farms a hydroponic company that is looking to start in Arlington. Huebner spoke about his plan and need for funding. Motion by Battcher, second by Hatlestad to direct EDA Director Newsom to write a letter of support for Huebner to provide to funders. Motion carried.
 - B. Aaron Doehling letter
Newsom shared the letter sent by Attorney Arneson giving Doehling notice that the EDA is planning to sell the land.
 - C. Approve/Deny Resolution No. 2019-6 forgiving JB Services Façade Improvement Loan
Motion by Sorenson second by Brinkman to approve forgiving the \$2,5000 loan to JB Services. Approved by roll call vote 6-0 with Kloeckl being absent.
 - D. Review of 2019 EDA goals
Newsom asked the EDA Board members to review the 2019 goals and be ready to work on their 2020 goals at the next meeting so that they are in place by January of 2020.

7. Old Business

A. Update on Hemp Heaven

Newsom reported that Derrick Bushman has not signed the purchase agreement yet and City Attorney Ross Arneson is working on the Development Agreement with Hemp Heaven.

8. Planning and Zoning Update

Newsom and Battcher gave an update on the Fredin property located at 102 Main Street. The P&Z Board approved a conditional use permit for exposed fastener metal for the building. Some discussion that it was not allowed for the Dollar General. City Council to vote on CUP this evening.

Newsom also reported that the site plan and conditional use permit issued to Siduri Hops has expired and they will have to apply again. She also noted that Planning and Zoning member Dwight Grabitzke had stated to an EDA Board member that the project was not approved by MnDOT and that the EDA should not have moved forward. Newsom called Siduri Hops owner Matt Johnson about MnDOT and the expired CUP. Johnson will provide documentation from MnDOT to Newsom. Newsom requested that gossip not be spread around town and if anyone has questions or concerns that they should come to Newsom.

9. EDA Director Update on Businesses and Housing

Newsom stated that there are two new businesses in town: La Villita Mexican Supermarket and 5th Street Fusion. She has visited both businesses. EDA members questioned if they would be adding signage or doing advertising.

Newsom asked if the Board would be willing to change the language in the Façade Improvement Loan to allow funds to be used only for signage. EDA members recommended removing signage from Façade Improvement program and creating a separate signage program. Newsom will create something by the next EDA meeting.

13. Board and Director Comments

Board member Menk stated that Choose Arlington will hold a fundraiser at the Dugout following the Arli-Dazzle parade. Menk stated that they were trying to raise funds for the committee.

Board Chair Dean Bergersen asked about the plans of Chef Craig. Sorenson stated that their lender was out of town, but they hope to close on the financing soon.

14. Adjourn

Motion to adjourn by Hatlestad second by Sorenson. Motion carried; board adjourned at 6:26 pm.

EDA Director Amy Newsom

EDA President Dean Bergersen

DEVELOPMENT AGREEMENT

The City of Arlington, a Minnesota municipal corporation, hereafter "City" and Hemp Heaven, LLC, a Wisconsin Limited Liability Company, hereafter "Buyer", hereby agree as follows:

1. City has agreed to sell to Buyer the following described real estate, hereafter "Premises":

Part of the NW 1/4 of Section 16, Township 113 North, Range 27 West, Sibley County, Minnesota, described as follows: Beginning at the northeast corner of said NW 1/4 of Section 16; thence on an assumed bearing of South 00 degrees 14 minutes 21 seconds west along the east line of said NW 1/4, a distance of 866.40 feet; thence South 89 degrees 36 minutes 32 seconds west 869.89 feet; thence South 00 degrees 14 minutes 21 seconds west 94.78 feet; thence South 89 degrees 36 minutes 32 seconds west 307.57 feet; thence North 00 degrees 14 minutes 21 seconds east 928.03 feet to the northerly right-of-way of Minnesota Trunk Highway Number 5; thence North 57 degrees 39 minutes 01 seconds east along said northerly right-of-way line 43.20 feet to the north line of said NW 1/4; thence North 89 degrees 05 minutes 33 seconds east along said north line 1141.22 feet, to the point of beginning, and excepting therefrom the existing railroad right-of-way contained therein.

2. Consideration for this purchase is \$1.00, and the agreement of Buyer that Buyer will begin construction of business buildings, to include 10 greenhouses and/or processing facilities in two phases, with the end of the first phase resulting in the construction and concrete work necessary to construct four of the 10 buildings, adding no less than \$200,000 in value to the Premises, and the second phase resulting in the construction and concrete work necessary to complete the remaining 6 buildings, adding no less than an additional \$200,000 in value to the Premises. Construction must begin within 180 days after title to the above described Premises has been transferred to buyer. It is the understanding and intent of this agreement that Buyer is constructing said buildings in order to provide a place of operation for buyer's hemp growing and processing business.
3. The construction required in paragraph 2 above for the described first phase shall be completed no later than December 31, 2020. The second phase of construction as described above shall be completed no later than December 31, 2021.

4. If Buyer does not begin construction of the business building on the Premises within 180 days after the Premises purchase has been closed, then at the option of the City, the City can require Buyer to deed back the property to the City for \$1.00.
5. As further consideration for this purchase, Buyer agrees that Buyer shall employ at least 15 full time equivalent employees working primarily on the Premises, no later than January 1, 2022. Upon sufficient showing of the hiring of 15 full time equivalent employees by the Buyer, the City shall record partial satisfaction releasing Buyer from this obligation. If this condition is not fulfilled, then at the option of the City, the City can require Buyer to pay an amended purchase price, which will be Market Rate Value, in accordance with the City's development land sale policy as adopted by the City Council on May 21, 2018, a copy of which is attached to this agreement. For purposes of this Agreement, the Sibley County Assessor's estimated market value for 2020 will be considered the "Market Rate Value" as set out in said development land sale policy. Such amended purchase price shall be paid by Buyer to the City within 30 days after written demand by the City for such payment, following the failure of Buyer to meet the employment goals as set out in this paragraph.
6. Municipal sewer and water service are not available to the Premises at this time. As further consideration for this agreement, the City of Arlington will undertake construction of city sewer and water service infrastructure to the Premises at the Buyer's cost, upon receiving written notice to proceed from Buyer. Buyer shall provide seller with appropriate permanent easements to allow the placement of such utility infrastructure on the Premises. If Buyer fails to construct a business building on the Premises as set out in this agreement, Buyer agrees to reimburse the City for the cost of installation of said sewer and water service line extensions to the Premises, within 60 days after written demand by the City for such payment.
7. Buyer's operation of the business on the Premises shall at all times comply with government regulations, to include, but not limited to, sound suppression, particulate emissions control, odor control, and waste disposal standards.
8. Buyer shall undertake platting of the property to accommodate Buyer's development of the property, at Buyer's cost. Said platting shall allow for future north/south and east/west city street access through the property acceptable to the city.
9. The City will support the efforts of Buyer to secure financing for construction and equipping of this project to include possible available public sector financing. The City will make available its financial advisor and city staff to aid in such applications.

Dated: December 31, 2019

For City of Arlington:

By Richard Nagel
Its Mayor

By Patrick Melvin
Its City Administrator

For Hemp Heaven, LLC:

Derrick Bushman
Its Member

STATE OF MINNESOTA
COUNTY OF SIBLEY

The foregoing instrument was acknowledged before me on _____, 2019, by Richard Nagel and Patrick Melvin, respectively the Mayor and City Administrator of the City of Arlington, a Minnesota municipal corporation.

NOTARIAL STAMP

SIGNATURE OF PERSON TAKING ACKNOWLEDGMENT

STATE OF MINNESOTA
COUNTY OF _____

The foregoing instrument was acknowledged before me on _____, 2019, by Derrick Bushman, its Member, on behalf of Hemp Heaven, LLC, a Wisconsin Limited Liability Company.

NOTARIAL STAMP
THIS INSTRUMENT WAS DRAFTED BY:
Ross R. Arneson Attorney At Law, (Lic. 313X) 302 West Main, Box 529 Arlington, MN 55307 (507) 964-5753

SIGNATURE OF PERSON TAKING ACKNOWLEDGMENT

Commercial Buildings & Lots Policy

The City of Arlington has acquired buildings and lots for the purpose of economic development. The intention of this policy is to set the price of commercial buildings and lots. The goal of the City of Arlington is to increase the tax base for the City. It is the purpose of this policy to outline the terms and conditions of the sale of buildings and lots with an assessed value of less than \$250,000.

1. Sale of buildings and lots will be approved by the Arlington Council.
2. Commercial Buildings and Lots will be sold for \$1 per lot when the business meets the following criteria:
 - A. Will create at least 15 full-time equivalent (FTE) positions based in the City of Arlington.
3. Commercial Buildings and Lots will be sold for \$5,000 when the business meets the following criteria:
 - A. Will create at least 10 full-time equivalent (FTE) positions.
4. Commercial Buildings and Lots will be sold for \$10,000 when the business meets the following criteria:
 - A. Will create at least 5 full-time equivalent (FTE) positions.
5. If a lot(s) is purchased for \$1 or \$10,000 and construction is not started within 180 days of closing, the lot(s) will be returned to the City of Arlington. Purchase price will be refunded, minus closing costs.
6. Commercial Buildings and Lots that do not meet any of the above criteria will be sold at the Market Rate Value.
7. Closing will occur within 4 months of signing the purchase agreement.
8. A Development Agreement must be approved by City Council and both parties must adhere to the terms of the agreement.



Downtown Sign Program

This program is intended to provide commercial property owners with a resource and incentive to add, improve, and / or replace signage in the Downtown area.

Eligibility

- Properties must be in the Downtown B-2 Central Business District.
- Funds can be used only for the purchase of new signs and/or the repair, improvement or replacement of existing signs.
- Only one loan per business will be awarded.

Requirements

- Businesses who lease space must get written approval from the owner of the property.
- Work cannot commence until the loan has been approved, and should be completed within 180 days, weather permitting.

Rates/Terms

- Loans range up to \$1,000 with an equal match from the business.
- Loans will be in the form of a 0%, 3-year deferred loan. A deferred loan means that you have no monthly payment. If you maintain your business in that building, and continue to own the building for the next three years, the loan will be forgiven. If you sell your building or it is no longer used as your principle place of business before the three-years is up, you simply pay back what you owe without interest.
- Improvements must be completed before any funds can be disbursed.

Download the EDA **Sign Loan** Application

Contact

Contact the EDA Director Amy Newsom at (507) 720-8586, or send an email to anewsom@arlingtonmn.com, for a loan application and additional information.



Arlington EDA Sign Loan Program: Application

Property Owner Name: _____

Property Owners Address: _____

Address to be improved: _____

Phone: _____ Date: _____

Short Project Description:

Total Improvement Cost: _____ Loan Request: _____

The amount of the loan cannot be more than \$1,000. Limit of one per business.

Contractor Name	Bid Amount
1. _____	_____
2. _____	_____

Have you received a loan from the Sign Loan Program in the past? _____

Your application is not complete if you do not include:

- 1. Bid/Quote**
(If you are doing the work yourself, attach a copy of the material costs on letterhead form the material supplier)
- 2. Sketch/Image of Project**
- 3. Sign Permit**
(You may apply without permit, EDA needs it before you receive funds.)

I AGREE with and UNDERSTAND the following:

I have read and am within the guidelines for the Sign Program. I understand that if any information is incorrect or incomplete, my chances of receiving funding will be delayed and/or hindered.

SIGNATURE: _____ DATE: _____

Applications will be reviewed in the order they are received.

Arlington EDA Sign Program

Overview:

This program is intended to offer funds to property owners in the Downtown area for the purpose of adding, improving or replacing signage. Signage should be designed to enhance and compliment the character of buildings in Downtown Arlington.

Loan Rates/Terms:

Loans up to \$1,000 are available. Loans will be in the form of a 0%, 3-year deferred loan. A deferred loan means that you have no monthly payment. If you maintain your business in that building and continue to own the building for the next three years, the loan will be forgiven. If you sell your building or it is no longer used as your principle place of business before the three-years is up, you simply pay back what you owe without interest. No more than one loan will be allowed per business during an eight-year time period. No property owner investment is required for this program.

Eligible Properties:

Eligible properties must be located within Arlington's B-2 Central Business District.

Eligible Improvements:

Eligible improvement include new signs or the replacement and improvement of existing signs. All signs must follow the City's Zoning Ordinance.

Ineligible Improvements:

Ineligible improvements are signs that are not in compliance with the City's Zoning Ordinance.

Work by loan recipient:

The loan recipient can perform the work, although funds can only be used to compensate for materials. Materials must be purchased, installed and inspected prior to disbursement of the loan proceeds. In either case, a two-party check will be issued payable to both the loan recipient and the materials provider. All permits must be obtained by the loan recipient and work inspected by the City of Arlington and / or other appropriate personnel when required by City Ordinance.

Application Processing:

The EDA Board of Directors will review all applications for final approval. This can take up to one month depending on when you turn in your application. For the fastest service, turn in applications by the first week in a given month.

Contractor / Permits:

A minimum of two bids per project must be obtained from contractors, the lower of which will be reimbursed, unless the work is done by the applicant. All required permits must be obtained, are the responsibility of the loan recipient and must be obtained prior to work commencing on the project.

Total Project Cost:

The EDA will contribute up to \$1,000 towards the cost of replacing, repairing or purchasing new signs. Business must match the amount of the award.

Work Completion:

Weather permitting; all projects must be completed within 180 days of the date the grant is awarded.

Disbursement Process:

After an inspection by the City and / or the EDA to verify completion of the work, a two-party check will be issued payable to both the loan recipient and the contractor or materials supplier. Before funds can be released, the following must be received by the EDA:

- 1) Final, original invoice from contractor (or material list from supplier).
- 2) Completion certificates signed by the loan recipient and the contractor, if there is one.
- 3) Copies of all required city permits (also indicating final inspection by the city when necessary).
- 4) Final inspection by the EDA.

Please allow a minimum of 31 days from the time invoices are submitted for reimbursement checks to be issued. The Arlington EDA approves all expenditures on the 2nd Monday of each month and invoices must be received the Friday prior to the EDA meeting for their consideration. Please advise your contractors of this schedule.

Applications can be dropped off at City Hall or mailed to:
Arlington Economic Development Authority
204 Shamrock Drive
Arlington, MN 55307

The following are some Sign Contractors located in the surrounding area, but you are not limited to these companies:

Signs Plus
2400 South Broadway Street
New Ulm, MN 56073
Phone: (507) 276-8331

New Ulm Signs & Graphix
1901 N Washington Street
New Ulm, MN 56073
Phone: (507) 359-5247

Sign Solutions
1230 N Broad Street
Mankato, MN 56001
Phone: (507) 388-6596

Sid's Signs on Broadway
700 North Broadway Street
New Ulm, MN 56073
Phone: (507) 359-9536

Peter's Signs
2724 9th Street Ease
Glencoe, MN 55336
Phone: (320) 864-2998

**Please call the Arlington Economic Development Authority
at (507) 720-8586 if you have any questions or need additional information.**

CENTRAL BUSINESS DISTRICT FAÇADE LOAN PROGRAM

PURPOSE

The Arlington Central Business District Façade Loan Program provides an incentive to stimulate visible investment in Arlington's Central Business District (Downtown). Property owners are encouraged to consider improvements that incorporate the surrounding community design and atmosphere including but not limited to aesthetics, environment, cultural and historic elements, and architecture.

The program provides a matching forgivable loan for actual design and construction costs, up to \$2,500 per property address, per calendar year. Qualifying projects must be of an approved design, be applied for by commercial property owners and/or merchants, and be applicable to exterior building, landscape improvements, and other similar improvements visible from a public right-of-way. Approved projects will be funded on a first-come/first-served basis until all funds are expended. In addition, the opportunity exists that the Arlington Economic Development Authority's revolving loan programs could be available to assist with construction costs associated with the implementation of façade designs.

ELIGIBILITY

1. Only property within the Central Business District is eligible for the loan program.
2. All work must be done on the exterior of the building/property and/or result in a publicly visible improvement.
3. All work done must be in accordance with the City of Arlington rules and regulations and the building code. All required permits must be obtained. Work shall include the correction of any known exterior building code violations.
4. Work in progress or performed prior to project approval will typically not be eligible for funding unless the EDA finds significant underlying purposes for work beginning prior to project approval (i.e. approaching winter season, inability of quorum for a meeting, and the like).
5. Funds may be used for the design of exterior building improvements, awnings, windows, doors and/or site landscaping, other than sod or seed, resulting in a publicly visible improvement and for actual construction costs related to an approved improvement. Other uses may also be eligible if prior approval is loaned by the Arlington Economic Development Authority.
6. Signs are eligible for this program but must be in connection with a façade improvement project and not be more than fifty (50) percent of the project cost proposed for loan match.
7. The following types of property are not eligible:
 - Tax delinquent
 - Special Assessment delinquent
 - Property in litigation
 - Property in condemnation or receivership
 - Tax exempt properties
 - Exclusively residential buildings
 - Properties zoned industrial
 - Property considered non-conforming to the City's Code of Ordinances, unless the proposed improvements are intended to correct all the non-conforming issues.

PROJECT GUIDELINES

Program oversight and authority for loan approval is delegated to the City of Arlington Economic Development Authority. The Economic Development Authority shall review loan applications and may approve loan issuance after considering the following guidelines:

1. Completed applications will be reviewed on a first come, first served basis. Photographs illustrating subject building(s) and property and proposed site changes/improvements may be required by the EDA.
2. Multiple property owners must submit separate applications for each property/project.
3. Any business owner under a lease who submits an application must obtain and provide written consent of the property owner. Both the lessee and the property owner shall execute the required promissory note.
4. Preference will be given to projects which:
 - Will positively contribute to Downtown Arlington
 - Will eliminate a blighting influence
 - Will result in a visible improvement that would not be made otherwise
 - Demonstrate a ratio of private investment to public investment greater than 2:1
5. The proposed façade improvement must be consistent with the Comprehensive Plan
6. The proposed façade improvement project shall be initiated within six (6) months of loan approval. If the project isn't initiated within six months the Applicant may resubmit a façade improvement loan application for reconsideration.

LOAN DISBURSEMENT

Following loan approval the Lessee and/or property owner shall execute a promissory note. Awarded loan funds will be dispersed to the contractor or vendor upon submittal of receipts or invoices for supplies purchased and inspection which certifies the work completed is in accordance with the EDA approval and other city ordinances. Alternately, funds may be disbursed to the Applicant provided evidence of proof of payment of invoices is submitted.

REPAYMENT OF LOAN

The amount of the loan (without interest) will be due and payable to the Arlington EDA one (1) year following the distribution of loan funds. If, however, the business to which the loan was granted remains in business in the improved building one (1) year following the distribution of loan funds or the applicant transfers ownership to another entity that maintains the business in the improved building for at least one (1) year following the distribution of loan funds, the loan shall be forgiven by the Arlington EDA.

ARLINGTON CENTRAL BUSINESS DISTRICT FAÇADE LOAN PROGRAM APPLICATION

NOTE: Please read attached program criteria carefully before completing the application

Please include photos of your building(s) and/or property as they relate to the types of improvements indicated on this application.

Business Name: _____

Property Address: _____

Business Owner(s): _____

Property Owner(s): _____

Mailing Address: _____

Phone Number: _____

Fax Number: _____

E-Mail Address: _____

1. On the attached page, please identify the specific improvements you are proposing for the building(s) and/or property.
2. Based on the proposed improvements identified, please provide your best estimate of the entire project cost: \$ _____
3. If the project cost comes in at, or exceeds your estimate, do you have private funds readily available to complete the proposed the project? _____Yes _____No

If No, by what means will you secure funding and still complete the project within a timely manner

4. If your project is approved, does completing the project timely pose any concerns for you?

_____ Yes _____ No

If yes, Please list those concerns:

PROJECT DESCRIPTION

Please provide an accurate and thorough summary of your project. The photographs taken of your building(s) and property will assist in a visual manner to further support your written project description.

Based on the description of your project and your motivation for wanting to make these improvements, please place a check mark next to those project preference item you feel your project meets.

- Will positively contribute to Downtown Arlington.
- Will eliminate a blighting influence.
- Will result in a visible improvement that would not be made otherwise.
- Result in a ratio of private investment to public investment greater than 2:1.

Building Permits & Inspections
Applicant is responsible for obtaining appropriate building permits, per the Building Code and/or City of Arlington Zoning Ordinance.

Loan Disbursement
Awarded loan funds will be dispersed to the contractor or vendor upon submittal of receipts or invoices for supplies purchased and inspection which certifies the work completed is in accordance with the EDA approval and other city ordinances. Alternately, the Applicant may be reimbursed for expenses providing proof of payment is submitted.

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

I/We understand that any intentional misstatements will be grounds for disqualification.

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

I/We further understand that I/we will make the final selection of the improvements to be made with the loan funds and that the contract for improvements will be solely between myself and the contractor(s). Neither the City of Arlington nor the EDA will be liable for the inadequate performance of the contractor(s).

The information on this application is accurate. I have read, understand, and agree to comply with the program criteria for the Arlington Central Business District Façade Loan Program.

Authorized Agent: _____

Date: _____

Title: _____

Mail or Deliver to:
City of Arlington
Economic Development Authority
204 Shamrock Drive
Arlington MN 55307

1 Million Cups - On the Road

Expectations on Who is Doing What:

Host Site—

1. Form a team (2-3) to champion, promote, and execute the program.
2. Get a suitable venue for the program, e.g., big enough (at least 20), but not too big; parking; easy to find.
3. Identify 2 entrepreneurs (within 1MC Guidelines) who have good stories to tell and are willing to do it. Encourage them, if possible, to attend a 1MC program in advance of presenting.
4. Aggressively promote the event.
5. Strategically identify and recruit individuals who will attend and be community positive attendees.
6. Find someone who would serve as the MC for the program.
7. Provide technical support in the form of laptop with projector plus possibly sound support.
8. Host the event with coffee provided (need just the one sponsor)
9. Commit to be a partner with 1MC Million Mankato to co-manage the project from start to finish. To facilitate, one point person will be identified.

1MC Mankato—

1. Provide the 1MC infrastructure to support the Community, e.g. web site, materials, swag.
2. Assist in promoting via 1MC Mankato channels, e.g. web site, emailing members, 1MC program announcements.
3. Broadcast the program back to Mankato plus record the presentations and post online.
4. Provide coaching of the presenters.
5. Attend the day of the program and support in anyway possible.
6. Commit to be a partner with the “On the Road” to co-manage the project from start to finish. One 1MC Mankato Organizer will act as the contact for the partnership.

1MC Presenter Selection Criteria

The types of presenters you select will – over time – shape the personality and character of your 1MC community. To ensure that you create a strong, supportive, educational environment that helps your local startup community succeed and thrive, it's important to set clear selection criteria for your presenters. You will find that the best presenters are entrepreneurs who:

- Are bringing an innovative idea to market
- Have a startup less than five years old or are launching a disruptive new product or service if older than five years
- Want to practice their pitch in front of an audience
- Are open to feedback and willing to engage in a dialog with the audience
- Are seeking guidance on how to overcome obstacles or take their business to the next level
- Like coffee and can be available on a Wednesday morning

When we asked experienced organizers of successful 1MC communities what they look for in presenters, we found that those communities have also had success with entrepreneurs who:

- Have a great story that can teach the audience important lessons about business, entrepreneurship, overcoming obstacles or the entrepreneurial life, or
- May not quite fit the normal criteria – maybe the founders have full-time day jobs or haven't generated any revenue yet – but they have that certain something that will help educate and build your 1MC community.

Have more questions? Contact 1MC Mankato On the Road Contact



ECONOMIC DEVELOPMENT AUTHORITY 2019 EDA Goals

1. Business and Industrial Development Goals

- a. Take steps to improve business retention and attraction
- b. Conduct business retention visits and follow-up on previous visits
- c. Promote the RLF Program, Façade Program, and other EDA programs and incentives
- d. Actively promote available commercial sites – privately and publicly owned
- e. Sell the former TSE Admin building
- f. Acquire Industrial Park
- g. Brainstorm uses for former Cemstone property

2. Housing Goals

- a. Circulate Housing Study among developers
- b. Work with developers to stimulate housing

2. Marketing Goals

- a. Update Economic Development page on City website (ongoing)
- b. Economic Development updates on City Facebook page (ongoing)
- c. Participate in County Community Development newsletter each month (ongoing)
- d. Collaborate on projects with the Chamber of Commerce, Arlington Industries, Choose Arlington, and Sibley County (ongoing)
- e. Work with DEED to participate in MN Manufacturers week

*City Council Goals