



## January 22, 2026, Economic Development Authority Meeting Agenda

6:30 PM

Apple Valley Municipal Center  
7100 147th Street West, Apple Valley

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1. Call To Order
2. Approve Agenda
3. Consent Agenda  
Consent Agenda Items are considered routine and will be enacted with a single motion, without discussion, unless there is a request to have any item separately considered. It will then be moved to the regular agenda for consideration.
  - A. Approve Minutes of December 23, 2025, Regular Meeting
4. Regular Agenda
  - A. Resolution Approving 2026 Board Officers for the Apple Valley Economic Development Authority
  - B. Resolution Approving 2026 Budget for the Apple Valley Economic Development Authority (EDA)
5. EDA Items And Communications
6. Staff Updates
7. Adjourn

Next Regularly Scheduled Meeting Date: Thursday, March 26, 2026



ITEM:  
MEETING DATE:  
SECTION:

3.A.  
January 22, 2026  
Consent Agenda

<b>Description:</b> Approve Minutes of December 23, 2025, Regular Meeting	
<b>Staff Contact:</b> Christina Scipioni, City Clerk	<b>Department / Division:</b> Community Development

**Action Requested:**

Approve minutes of regular meeting on December 23, 2025.

**Summary:**

The minutes of the special Economic Development Authority meeting are attached for your review and approval.

**Background:**

State statute requires the creation and preservation of meeting minutes which document the official actions and proceedings of public governing bodies.

**Budget Impact:**

N/A

**Attachments:**

1. 2025-12-23 EDA Minutes

ECONOMIC DEVELOPMENT AUTHORITY  
City of Apple Valley  
Dakota County, Minnesota  
December 23, 2025

Minutes of the Meeting of the Economic Development Authority of Apple Valley, Dakota County, Minnesota, held December 23, 2025, at 6:30 p.m., at Apple Valley Municipal Center.

PRESENT: President Tom Melander, Commissioners John Bergman, Ruth Grendahl, Lisa Hiebert, Clint Hooppaw, Jodi Kurtz, and Ken Johnson

ABSENT: None

City staff members present: City Administrator Lawell, Community Development Director Benetti, City Attorney Bauer, and City Clerk Scipioni

**Approval of the Agenda**

President Melander asked staff if there were any changes to the agenda. Mr. Lawell stated there were no changes to the agenda.

MOTION: of Hooppaw, seconded by Bergman, approving the agenda as presented. Ayes - 7 - Nays - 0.

**Consent Agenda**

MOTION: of Hooppaw, seconded by Grendahl, approving the consent agenda. Ayes - 7 - Nays - 0.

Consent Agenda Items

- A. Approve 2026 Economic Development Authority meeting calendar
- B. Approve the minutes of the November 13, 2025, special meeting

**Regular Business**

- A. Resolution of Support for Allocation of Pooled TIF Funds to Real Estate Equities for the Proposed Valley Station Apartments Project

Mr. Benetti stated this item is a continuation of the Commission's discussion at the November 13, 2025, meeting. He highlighted the additional information provided by the developer and included in the packet materials.

Economic Development Authority  
City of Apple Valley  
Dakota County, Minnesota  
December 23, 2025  
Page 2

Discussion followed between the Commissioners, Mr. Benetti, Dakota County Community Development Agency Director of Community and Economic Development Alfson, and Patrick Ostrom and Blaine Barker with Real Estate Equities.

MOTION: of Hooppaw, seconded by Bergman, adopting Resolution of support for the allocation of Pooled Tax Increment Funds by the Dakota County Community Development Agency to assist in the financing and development of the proposed Valley Station Apartments in the City of Apple Valley by Real Estate Equities, LLC. Ayes - 5 - Nays – 2 (Grendahl and Kurtz).

### **Staff Updates**

There were no staff updates.

### **Adjourn**

MOTION: by Bergman, seconded by Grendahl, to adjourn at 6:51 p.m. Ayes - 7 - Nays – 0.

Respectfully Submitted,

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Christina M. Scipioni, City Clerk

Approved by the Apple Valley Economic  
Development Authority on \_\_\_\_\_.

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Thomas O. Melander, President



ITEM:  
MEETING DATE:  
SECTION:

4.A.  
January 22, 2026  
Regular Agenda

<b>Description:</b> Resolution Approving 2026 Board Officers for the Apple Valley Economic Development Authority	
<b>Staff Contact:</b> Breanna Vincent, Department Assistant	<b>Department / Division:</b> Community Development

**Action Requested:**

Motion adopting the resolution appointing 2026 officers of the Economic Development Authority.

**Summary:**

The resolution organizing the Economic Development Authority provides that the offices of President, Vice President, and Treasurer be elected annually. The appointments remain in effect until the Board elects new officers. At the meeting of the Economic Development Authority held on January 23, 2025, the following officers were appointed:

President:	Thomas Melander
Vice President:	Ruth Grendahl
Secretary:	Christina M. Scipioni
Treasurer:	John Bergman
Assistant Treasurer:	Christina M. Scipioni

A draft resolution is attached, with blanks to be completed, that can be adopted to appoint the 2026 officers.

**Background:**

N/A

**Budget Impact:**

N/A

**Attachments:**

1. EDA Resolution No. 26-01

City of Apple Valley  
Economic Development Authority  
Resolution No. 2026-01

A Resolution appointing the 2026 Officers  
for the Apple Valley Economic Development Authority

Whereas, the Board of the Commissioners of the Apple Valley Economic Development Authority has heretofore adopted Resolution No. EDA-90-1 which provided for initial organization of the Board and adoption of Bylaws; and

Whereas, said Resolution specifies that the offices of President, Secretary, and Treasurer shall be elected annually, as required by law; and

Whereas, said officers were hereby appointed on January 22, 2026; and

Now, therefore, be it resolved, by the Board of Commissioners of the Apple Valley Economic Development Authority that it hereby appoints and approves the following officers of the EDA for 2026:

President	_____
Vice-President	_____
Secretary	Christina M. Scipioni
Treasurer	_____
Assistant Treasurer	Christina M. Scipioni

Adopted January 22, 2026.

\_\_\_\_\_  
Thomas O. Melander, President

Attest:

\_\_\_\_\_  
Christina M. Scipioni, City Clerk / Secretary



ITEM:  
MEETING DATE:  
SECTION:

4.B.  
January 22, 2026  
Regular Agenda

<b>Description:</b> Resolution Approving 2026 Budget for the Apple Valley Economic Development Authority (EDA)	
<b>Staff Contact:</b> Tim Benetti, Community Development Director	<b>Department / Division:</b> Community Development

**Action Requested:**

Adopt a Resolution Approving the 2026 Budget for the Apple Valley Economic Development Authority (EDA).

**Summary:**

The City of Apple Valley’s proposed 2026 budget includes the Economic Development Operations Fund, which supports the EDA’s core operations and select strategic economic development initiatives. The budget reflects anticipated activities for the year and allows flexibility to respond to new development opportunities, including Business Retention, Expansion, and Attraction (BREA) efforts, as they arise. Enclosed are relevant budget excerpts outlining the proposed uses of this fund by the EDA.

**Background:**

**Primary Uses of the Economic Development Operations Fund**

**1. Open to Business Program**

The City partners with Dakota County and participating cities in the *Open to Business* program, which provides counseling services to small businesses in areas such as business planning, marketing, and operational strategies. The program often combines micro-grant start-up financing with local lender resources to support business growth. For 2026, the recommended contribution from the Apple Valley EDA is \$9,050.

**2. Greater MSP Partnership**

The EDA collaborates with Dakota County and other regional partners through Greater MSP to attract businesses and workers at the regional, national, and global levels. Greater MSP serves as the region’s primary economic development organization. For 2026, the recommended contribution to this partnership is \$12,000.

**Regional Economic Development Highlights**

Greater MSP markets the Twin Cities and greater Minnesota globally. In 2023, the Twin Cities received a *Tech Hub* designation focused on medical technology manufacturing. This

designation—awarded to only 31 regions nationwide—provides eligibility for up to \$10 billion in federal funding. The City's 2040 Comprehensive Plan prioritizes medical manufacturing and light industrial uses within the Orchard Place development area, aligning with this regional opportunity.

On November 19, 2025, Peter Frosch, President and CEO of Greater MSP, shared a memorandum (attached) to business partners and contributing cities outlining Greater MSP's economic development assistance efforts and key regional accomplishments over the past several years.

In 2025, Greater MSP, in partnership with the Minnesota Department of Employment and Economic Development (DEED), continued issuing project alerts for large-scale development opportunities across the region. Apple Valley staff evaluated eight (8) development proposals of varying scale, including a food manufacturer, rare-earth magnet manufacturer, dairy food product manufacturer, home improvement retail store, door manufacturer, and an industrial exhaust system manufacturer. The City responded to five (5) of these proposals and has tentatively secured one manufacturing company as a potential new addition to the community.

### **Opportunity Site – Gaslight Site**

In 2024, the EDA authorized the marketing and solicitation of development proposals for EDA-owned property locally known as the *Gaslight Site*. This 3.1-acre parcel was determined by the Metropolitan Council and MVTA to no longer be viable as a park-and-ride facility. Subsequently, the EDA selected and approved a purchase agreement with Real Estate Equities (REE) to develop a 144-unit workforce apartment project on the site.

On December 23, 2025, the EDA adopted a resolution which supported and encouraged the Dakota County Community Development Agency to allocate a portion of its pooled TIF funds (from TIF District No. 1 – Pennock) to REE, in order to assist in financing their Valley Station Apartments project.

### **Key Focus Areas and Objectives for 2026**

1. Continued efforts to market and support the successful development of the Orchard Place Mixed Business Campus.
2. Responding to site selection requests in collaboration with DEED and Greater MSP.
3. Supporting job creation through commercial, industrial, and housing development.
4. Maintaining *Open to Business* services in partnership with Dakota County CDA.
5. Continued participation in Greater MSP to advance national and global business attraction efforts.
6. Facilitating targeted property and corridor improvements along County Road 42 and Cedar Avenue.

### **Budget Impact:**

The proposed 2026 EDA budget totals \$21,740, allocated as follows: \$9,050 for the *Open to Business* program; \$12,000 for the Greater MSP partnership; and \$690 for staff salaries associated with EDA-related activities. Adoption of the resolution authorizes these expenditures in support of the City's ongoing economic development initiatives.

**Attachments:**

1. EDA Resolution No. 26-02 Budget Approval
2. EDA Budget 2026
3. Greater MSP Investor Letter 11-19-2025
4. OTB Presentation Slides
5. Open to Business Narrative Report - Dakota County - Q3 2025

City of Apple Valley  
Economic Development Authority  
Resolution No. 2026-02

A Resolution approving the 2026 Proposed Budget  
for the Apple Valley Economic Development Authority

Whereas, the Apple Valley Economic Development Authority has reviewed the proposed 2025 operating budget set forth in this resolution; and

Whereas, the Economic Development Authority desires to adopt an operating budget for management purposes; and

Now, therefore be it resolved, by the Board of Commissioners of the Apple Valley Economic Development Authority, Minnesota, that revenue and expenditure budgets for 2026 shall be as included below in this resolution and as supported by the detailed document, as revised.

	<u>FY 2026</u>
Revenues:	
Investment Earnings	<u>\$24,000</u>
Total Revenues	<u>\$24,000</u>
Expenditures:	
Wages & Benefits	\$690
Consultant Services	\$9,050
Dues & Subscriptions	<u>\$12,000</u>
Total Expenditures	<u><u>\$21,740</u></u>

Adopted January 22, 2026, by the Apple Valley Economic Development Authority Board of Commissioners.

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Thomas O. Melander, President

ATTEST:

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Christina M. Scipioni, City Clerk/Secretary

COMPANY	DEPARTMENT	BUSINESS UNIT	ACTIVITY
3210	93	3212	EDA Operations Fund

### DESCRIPTION OF ACTIVITY

The Economic Development Authority (EDA) Operations Fund was originally established to support the development of the Valley Business Park, including administration of a revolving loan fund and coordination of commercial lot sales. With the successful buildout of that area, the fund's focus has shifted to broader economic development initiatives. It now serves as a flexible resource for advancing business attraction, expansion, and retention efforts in support of Apple Valley's economic vitality. The EDA Operations Fund enables the City to respond to evolving development opportunities, manage strategic partnerships, and pursue projects that enhance the local tax base and promote job creation.

### MAJOR OBJECTIVES FOR 2026 and 2027

- Advance the master planning and marketing of the Mixed Business Campus (MBC) in partnership with Rockport, LLC (or its successors), to attract high-quality business and development prospects.
- Support new development opportunities through tools such as tax increment financing (TIF), public-private partnerships, grants, and other available resources.
- Respond quickly to Requests for Information (RFIs) and site selection inquiries from GREATER MSP and the Minnesota Department of Employment and Economic Development (DEED).
- Promote job creation through facilitation of commercial, industrial, and residential construction and occupancy.
- Continue support for the Open to Business program, delivered in collaboration with the Dakota County Community Development Agency (CDA), to assist entrepreneurs and small businesses.
- Maintain active membership in GREATER MSP, leveraging regional, national, and international business development networks to attract investment to Apple Valley.
- Support targeted property improvements in the northwest quadrant of County Road 42 and Cedar Avenue to enhance redevelopment potential.
- Utilize lease revenue from the Education Building Fund, when available, to support EDA-led business development initiatives.

### IMPACT MEASURES / PERFORMANCE INDICATORS

Item	Actual <u>2022</u>	Actual <u>2023</u>	Actual <u>2024</u>	Projected <u>2025</u>	Projected <u>2026</u>	Projected <u>2027</u>
Employment Numbers <sup>1</sup>	15,325	16,071	16,727	16,800	16,850	16,900
Bus. Dev./AV Clients Served <sup>2</sup>	16	29	33	30	30	30

<sup>1</sup> MnDEED

<sup>2</sup> Open to Business / Dakota County CDA

Summary Budget							
Department 93 EDA Operations Fund							
	2022	2023	2024	2024	2025	2026	2027
	Actual	Actual	Actual	Adopted	Adopted	Proposed	Proposed
<b>Revenue:</b>							
Grants - Pass Through Grants	-	766,902	-	-	-	-	-
TIF Redistribution on Closed	-	65,328	-	-	-	-	-
Investment Earnings	(59,795)	59,144	54,537	26,000	24,000	24,000	24,000
	(59,795)	891,374	54,537	26,000	24,000	24,000	24,000
<b>Expenditures:</b>							
Salaries & Wages	54	149	1,053	600	600	600	600
Emp. Benefits	4	23	159	50	90	90	90
Contractual Serv.	8,100	8,100	25,549	9,050	9,050	9,050	9,050
Training/Travel/Dues	11,000	11,000	11,000	11,000	12,000	12,000	12,000
Developer Assistance	-	766,902	84	-	-	-	-
<b>Total Expenditure</b>	<b>19,158</b>	<b>786,174</b>	<b>37,845</b>	<b>20,700</b>	<b>21,740</b>	<b>21,740</b>	<b>21,740</b>
<b>Fund Balance</b>							
Beginning	1,412,003	1,333,050	1,438,250	1,454,942	1,454,942	1,457,202	1,459,462
Ending	1,333,050	1,438,250	1,454,942	1,460,242	1,457,202	1,459,462	1,461,722

**2026 & 2027 CAPITAL OUTLAY:           None**

**City of Apple Valley  
Department Expense Summary  
Budget Years (2026-2027)  
EDA OPERATIONS**

Dept	Object Account	2022 Actual	2023 Actual	2024 Actual	2024 Council Adopted Original Budget	2025 Council Adopted Original Budget	June 2025 YTD Actual	2026 Dept Proposed	2026 Admin Recommend	2027 Dept Proposed	2027 Admin Recommend
93	6110 - SALARY-REGULAR EMPLOYEES				600	0		0	0	0	0
93	6112 - SALARY-SEASONAL TEMP	54	0	354			122				
93	6113 - OVERTIME-REGULAR EMPLOYEES	0	149	699		600	0	600	600	600	600
<b>93</b>	<b>6105 - SALARIES AND WAGES</b>	<b>54</b>	<b>149</b>	<b>1,053</b>	<b>600</b>	<b>600</b>	<b>122</b>	<b>600</b>	<b>600</b>	<b>600</b>	<b>600</b>
93	6138 - MEDICARE	1	2	15	50	10	2	10	10	10	10
93	6139 - FICA	3	9	65	0	35	8	35	35	35	35
93	6141 - PENSIONS-PERA	0	11	79		45	9	45	45	45	45
<b>93</b>	<b>6125 - EMPLOYEE BENEFITS</b>	<b>4</b>	<b>23</b>	<b>159</b>	<b>50</b>	<b>90</b>	<b>19</b>	<b>90</b>	<b>90</b>	<b>90</b>	<b>90</b>
<b>93</b>	<b>6100 - TOTAL PERSONNEL SERVICES</b>	<b>58</b>	<b>172</b>	<b>1,212</b>	<b>650</b>	<b>690</b>	<b>141</b>	<b>690</b>	<b>690</b>	<b>690</b>	<b>690</b>
93	6231 - LEGAL SERVICES	0	0	5,762			491				
93	6235 - CONSULTANT SERVICES	8,100	8,100	14,670	9,050	9,050	9,000	9,050	9,050	9,050	9,050
93	6239 - PRINTING	0	0	92			0				
93	6249 - OTHER CONTRACTUAL SERVICES	0	0	3,940			0				
<b>93</b>	<b>6230 - CONTRACTUAL SERVICES</b>	<b>8,100</b>	<b>8,100</b>	<b>24,464</b>	<b>9,050</b>	<b>9,050</b>	<b>9,491</b>	<b>9,050</b>	<b>9,050</b>	<b>9,050</b>	<b>9,050</b>
93	6255 - UTILITIES-ELECTRIC			1,020			2,886				
93	6256 - UTILITIES-NATURAL GAS			64			174				
<b>93</b>	<b>6250 - UTILITIES</b>			<b>1,084</b>			<b>3,060</b>				
93	6276 - SCHOOLS/CONFERENCES/EXP OTHER	0	0	0	0	0	385				
93	6280 - DUES & SUBSCRIPTIONS	11,000	11,000	11,000	11,000	12,000	565	12,000	12,000	12,000	12,000
<b>93</b>	<b>6270 - TRNG/TRAVL/DUES/UNIF</b>	<b>11,000</b>	<b>11,000</b>	<b>11,000</b>	<b>11,000</b>	<b>12,000</b>	<b>950</b>	<b>12,000</b>	<b>12,000</b>	<b>12,000</b>	<b>12,000</b>
<b>93</b>	<b>6200 - TOTAL OPERATING COSTS</b>	<b>19,100</b>	<b>19,100</b>	<b>36,548</b>	<b>20,050</b>	<b>21,050</b>	<b>13,501</b>	<b>21,050</b>	<b>21,050</b>	<b>21,050</b>	<b>21,050</b>
93	6397 - DEVELOPER ASSISTANCE	0	766,902	0			0				
93	6399 - OTHER CHARGES	0	0	84			0				
<b>93</b>	<b>6301 - OTHER EXPENDITURES</b>	<b>0</b>	<b>766,902</b>	<b>84</b>			<b>0</b>				
<b>93</b>	<b>6300 - TOTAL OTHER EXPENDITURES</b>	<b>0</b>	<b>766,902</b>	<b>84</b>			<b>0</b>				
<b>93</b>	<b>6801 - TOTAL CONSTRUCTION COSTS</b>	<b>0</b>	<b>0</b>	<b>0</b>			<b>0</b>				
<b>93</b>	<b>6800 - TOTAL CONSTRUCTION COSTS</b>	<b>0</b>	<b>0</b>	<b>0</b>			<b>0</b>				
		<b>19,158</b>	<b>786,174</b>	<b>37,845</b>	<b>20,700</b>	<b>21,740</b>	<b>13,642</b>	<b>21,740</b>	<b>21,740</b>	<b>21,740</b>	<b>21,740</b>

CITY OF APPLE VALLEY  
2026 BUDGET  
ACCOUNT DETAIL

DEPT 93: EDA OPERATIONS FUND - 3212

COMPANY 3210: EDA OPERATIONS

ACC'T	DESCRIPTION	2024 COUNCIL ADOPTED	2025 COUNCIL ADOPTED	2025 YEAR END PROJECTED	2026 DEPT PROPOSED	2026 ADMIN RECOMMEND	2027 DEPT PROPOSED	2027 ADMIN RECOMMEND
<b>SALARIES</b>								
6110	Regular Employees	600	-	-	-	-	-	-
6113	Overtime		600	500	600	600	600	600
6138	Medicare	50	10	10	10	10	10	10
6139	FICA		35	30	35	35	35	35
6141	PERA		45	40	45	45	45	45
	Total	650	690	580	690	690	690	690
<b>6235 CONSULTANT SERVICES</b>								
	Open to Business	9,050	9,050	9,000	9,050	9,050	9,050	9,050
	Total	9,050	9,050	9,000	9,050	9,050	9,050	9,050
<b>6280 DUES &amp; SUBSCRIPTIONS</b>								
	Greater MSP	11,000	12,000	11,565	12,000	12,000	12,000	12,000
	Total	11,000	12,000	11,565	12,000	12,000	12,000	12,000
	Total Net of Personnel	20,050	21,050	20,565	21,050	21,050	21,050	21,050
	<b>TOTAL EXPENSES</b>	\$ 20,700	\$ 21,740	\$ 21,145	\$ 21,740	\$ 21,740	\$ 21,740	\$ 21,740



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Thank you for your continued support and leadership of our region's economic partnership. With so much change underway in the national and global economy, I wanted to share some new information and resources, including a collection of videos from this February's *NEXT25* event, which are viewable [here](#). As a GREATER MSP investor, this content is yours to watch, use and share.

On the evening of February 25<sup>th</sup> at the Guthrie Theater, hundreds of investors, partners and leaders from Minnesota and beyond celebrated inspiring achievements from the last few years and learned about exciting new efforts underway that will transform our region and state. In case you missed the event, the central idea coming out of *NEXT25* is that we are writing the next chapter of our region's story by working together in daring and innovative ways. Together, we are:

- Creating thousands of new jobs for Minnesotans;
- Winning billions of dollars of new private-sector investment from around the world, which will add millions of dollars in new tax revenue to local and state government budgets to support a world-class quality of life; and
- Renewing legacy industries like medical technology and inventing entirely new industries like sustainable aviation fuel that will be the foundation of our next economy.

### **Clarity of Mission**

There are few places in 2025 where leaders can come together across sectors, roll up their sleeves and actually solve complex challenges. Thanks to you, GREATER MSP is that place. This year in the GREATER MSP Partnership, unlikely allies are working to advance one shared regional economic strategy. Over 1,000 leaders from 350 organizations are working in 50 different teams, creating collaborative solutions in the areas of talent, entrepreneurship, racial inclusion, civic leadership, business expansion, global engagement and more.

While there is still a long way to go, our region is making progress in our mission to grow this economy and create more economic opportunity for everyone. That mission hasn't

changed since GREATER MSP opened its doors 13 years ago—but the scale of the execution, the breadth of the partnership, and the global reach have all grown substantially.

## **Growth & Performance**

The power of this partnership is growing. By working together, we are thinking bigger, learning faster, sharing risk and achieving impact at scale. Recent results show we are going beyond incremental results to truly transform our region:

- Together we won 47 nationally-competitive business expansion and attraction projects over the past 3 years; new R&D facilities, smart manufacturing plants, hyperscale data centers – bringing \$2.4 billion in new, private investment into this region’s economy and adding 4,600 new good jobs in 26 different cities across the region.
- We secured new direct routes from MSP International Airport to Copenhagen and Rome and brought a new transatlantic carrier – Lufthansa – to Minnesota, providing enhanced connectivity not only to Europe, but also India and Africa.
- A team of Minnesota-based corporate procurement leaders called *Business Bridge* spent \$13 billion with small and medium sized businesses across the state—a 19% increase over last year—including more than \$800 million of spending with minority-owned firms.
- We helped Polar Semiconductor advance their \$525 million expansion and Skywater Technology’s \$200 million expansion in Bloomington with awards from the U.S. CHIPS Office and the State of Minnesota through an effort called the *Minnesota CHIPS Coalition*.
- We recently launched another effort called the *Minnesota Sustainable Aviation Fuel Hub* to create an entirely new clean industry in the state, which secured a \$5 billion investment for a new bio-refinery in Moorhead that will produce 193 million gallons of jet fuel made from agricultural waste. Because of wins like this, Minnesota is now recognized as having the world’s most advanced effort to decarbonize air travel—one of the world’s hardest climate problems.

Only a few years ago, our region and state weren’t capable of producing successes like these. Yet, by doing hundreds of collaborative projects over the past decade, we learned how to solve complex problems as a region, and we developed the collective determination to press even further. As our partnership succeeds, we increase the scale of our ambitions, even in the face of rising uncertainty in the country and wider world.

## **Responding to Uncertainty**

So far in 2025, economic uncertainty is very real. To be successful, every organization and every region must find ways to move forward in the face of change and uncertainty. After all, the world is always changing, but opportunity never waits. The value of our regional partnership becomes even more important in times like these—moments when a confident path forward is hard to find.

The fast-changing economic and political landscape means it's more important than ever to maintain a clear, current and comprehensive view of our region's economic performance. That's why GREATER MSP is planning to increase our focus on providing investors and partners with independent analysis on the region's economy this year. Later this spring, GREATER MSP will launch a new product called *The Quarterly Report*. This concise and useful bulletin will be distributed four times each year and serve as a companion to the annual *MSP Indicators Dashboard*. The *Quarterly Report* will offer investors, partners and the media the latest economic intelligence relevant to our region's economy along with major milestones emerging from the GREATER MSP Partnership.

In addition, watch for an invitation to a GREATER MSP event this August focused on data, benchmarking and regional competitiveness. Co-hosted with the Minneapolis and Saint Paul Regional Chambers of Commerce, the event program will include the reveal the 2025 *MSP Indicators Dashboard* and a breakdown our region's economic performance compared to peers across the U.S.

## **Remaining Focused on Long-Term Strategy**

While current events are forcing all of us to adapt, today's headlines do not change our region's long-term economic strategy. That strategy is based on deep analysis about where the national and global economy are going in the next 20 and 30 years. The strategy is guided by our durable values and focused on creating good jobs in Minnesota by exporting breakthrough solutions to some of the hardest problems of our time, such as

- Creating a new generation of cures and treatments in health care and medical technology;
- Increasing the security of our nation's semiconductor supply chain;
- Extending economic opportunity to every community in our region;
- Pulling fossil fuels out of the industrial system through bio-manufacturing; and
- Meeting the nutritional needs of 9 billion people in a changing climate by innovating in protein sustainability and regenerative agriculture.

While much in the world is uncertain right now, these challenges are stubborn and stable. Our plan to create good jobs for people and families in our community by taking on global challenges is not a new idea – it’s Minnesota’s tradition. The GREATER MSP Partnership is renewing that tradition for a new generation. Together, we are acting boldly and choosing to meet these problems head-on with innovative, made-in-Minnesota strategies like *Med Tech 3.0*, *MBOLD* and the *Minnesota SAF Hub*. Strategies co-created with hundreds of partners here in Minnesota that will deliver breakthrough solutions that can be exported across the country and the world

Not every place has the courage to try to solve these challenges, and even fewer have the capacity to succeed. Minnesotans have proven in the past that we have both. As we bring these new strategies to life, Minnesota’s next economy won’t be a bright spot just in the American Midwest, it will be a North American hub in the global economy.

### **All Thanks to You**

Because of you and your organization, this public-private partnership is working. We are innovating, solving, building and delivering tangible results that are creating opportunity for people who live here. As an investor in the GREATER MSP Partnership, you hold a share of the credit for every innovation, every solution, every “win.” None of this would be happening without the collective investment of dollars, time and insight from cities, counties, universities, foundations and corporations.

By design, few things about GREATER MSP are typical. Our structure, funding model and extraordinary professional staff team are all distinctive. But the difference that makes the greatest difference is what we as leaders in this partnership believe:

- We believe economic growth and economic inclusion are interdependent, not at odds.
- We believe our future isn’t something we wait for. It’s something we *create* with what we do today.
- We believe the future of this place can and will be better than the past, when we come together, dream bigger and act boldly; and
- We believe it’s ok to try and fail because the places that refuse to quit will eventually win.

Together, we believe in this place, its people and our shared future. Thank you for the part you play in this partnership and its success. Your commitment is transforming the future of our region.

Peter

A handwritten signature in blue ink, appearing to be 'Peter', with a long horizontal stroke extending to the right.

President & CEO

GREATER MSP Partnership



 **MCCD**

# **OPEN TO BUSINESS**

**Dakota County Update**

**September 2025**





# Technical Assistance

## One-on-one Business Advising

- ~ 133 businesses served; 1,063 TA Hours YTD & 520 Program Hours
- 56% startups / 44% existing businesses
- 59% Women-owned; 58% BIPOC-owned; 54% Low-wealth owned
- +180 jobs impacted

## Referrals

- 46% from web or other sources
- 28% from banks, partners
- 26% from cities, CDA, community





# Lending & Access to Capital

## Approved direct loans, facilitated capital, microgrants

- \$432,174 in direct MCCCD lending approved
- \$180,079 in owner equity
- \$148,967 in access to capital
- MCCCD's average portfolio interest rate is 5.0%
- MCCCD's interest rate is capped at 7.0%, includes startups

# Lending & Access to Capital

## Approved direct loans, facilitated capital, microgrants

- Natural Skincare – Burnsville (Q1)
- Bubble Tea Shop – Eagan (Farmington & Savage) (Q1)  
Approved but not closed
- Optical Boutique – Savage (Burnsville) (Q2)
- Cookie Dough trailer – Eagan & mobile (Q2) - LR
- RV Servicing – Rosemount (Q2)
- Home Health Care / PCS – Eagan (Farmington) (Q3)
- Online Retailer – Hastings (Q3)
- Gift Store – Apple Valley (Lakeville) (Q3)
- CBLs – WSP (Q1 – Q2)





Natalie Mouilso, nmouilso@mccdmn.org, 952-451-6390  
1/31/2025 – 9/30/2025

**Clients Served YTD**

Client Inquiry	2
Existing - Challenged	24
Existing - Opportunity	41
Pre-start planning	44
Start-up	36
<b>Total</b>	<b>147</b>

**Business Owner Demographics YTD**

	# of Clients
Low-Income Owned	75
BIPOC or Immigrant Owned	85
Woman Owned	88

**Financing & Access to Capital YTD**

Loans & Grants Approved	
includes CBLs (YRLY Total)	\$432,414.00
Equity (YRLY Total)	\$183,829.00
<u>Facilitated (YRLY Total)</u>	<u>\$148,967.00</u>
Total Investment	\$765,210.00

**Program Hours**

	TA	Program HRS
1 <sup>st</sup> QTR	367	237
2 <sup>nd</sup> QTR	477	185
3 <sup>rd</sup> QTR	369	210
<b>Total</b>	<b>1,213</b>	<b>632</b>

TA: Client Meetings, Providing Resources, Client Calls, Client Deliverables, Loan Packaging

Program HRS: City Initiatives, Program Outreach, Public Events, City Meetings, Research, Data/Admin, General Inquiries

**Industry Segment YTD**

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Construction / Real Estate	5
Food	26
Health/Fitness	12
Manufacturing	4
Consulting	8
Retail	35
Service	26
Wholesale / Distribution	3
Other	28
<b>Total</b>	<b>147</b>

**Referral Source YTD**

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Bank Referral	15
Entrepreneur	7
Friends and Family	19
Municipality	21
MCCD Partner/staff	19
Other	25
Web	36
<b>Total</b>	<b>147</b>

**City YTD**                      **Business**                      **Resident**

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Apple Valley	20	14
Burnsville	25	15
Eagan	15	14
Farmington	12	15
Hastings	5	5
Inver Grove Heights	9	11
Lakeville	14	21
Mendota Heights	4	4
Rosemount	9	14
South St. Paul	9	8
West St. Paul	6	4
Other Dakota Co.	2	3
Other/ No Data	17	19

***“We are part of MCCD's Open to Business Program, and the whole process has been a great learning experience. Our loan application would've been difficult to accomplish without their help! Would recommend this to any entrepreneur.” – Rosemount Loan Client***

**Direct Financing & Access to Capital**

**Business Type:** Bubble Tea & Café  
**Business City:** Eagan  
**Residence City:** Savage & Farmington  
**Referred by:** Website  
**MCCD Financing:** \$175,000\*  
**Owner Equity:** \$65,443

**Overview:** This startup bubble tea shop was seeking funds for start up expenses, tenant improvements, equipment, inventory, and working capital. The two business partners put their heads together on opening this business and were approved for a \$175,000 direct loan from MCCD in January 2025, contingent on an 80% loan guaranty from MN DEED through the DEED Small Business Credit Initiative.

\*As the DEED guaranty application was in progress the business owners received news of some unexpected project costs from their contractor and decided to withdraw their application and tabled the business plan for now.

**Business Type:** Natural Beauty & Wellness Products  
**Business City:** Burnsville  
**Residence City:** Burnsville  
**Referred by:** TikTok Influencer  
**Microgrant Facilitated:** \$2,500  
**Owner Equity:** \$2,500

**Overview:** This early-stage home-based business was established in 2023 and sells handmade beauty and wellness products to friends and family. After a referral from a TikTok influencer who provides entrepreneurship advice, the Burnsville resident reached out to MCCD seeking funding to expand her business and launch her website. The business owner is a low-income single mother and qualified for a microgrant which MCCD facilitated, and the client received in January. The funding allowed the business owner to increase operational efficiency, buy inventory and supplies, and launch a new product line. The entrepreneur is currently working on rebuilding her credit so that she can apply for an MCCD loan for the remaining funding to build and launch her website.

**Business Type:** Food Truck and Cookie Dough Wholesaler  
**Business City:** Eagan (Home Based & mobile throughout Twin Cities region)  
**Residence City:** Eagan  
**Referred by:** LEDC  
**MCCD Financing:** \$50,000  
**Owner Equity:** \$7,000  
**Facilitated financing/ funding:** \$50,000

**Overview:** MCCD collaborated with nonprofit partner on this \$107,000 project to support a growing BIPOC and woman owned cookie dough business. The business was established in 2021 as a response to the lack of organic cookie dough available in the market. Their dough offers all organic, non-GMO, fair trade ingredients with no preservatives and comes in three flavors. There are two branches to their business: the business-to-business, where they sell wholesale through a distributor to co-ops and grocery stores and a direct to customer retail - selling both the dough and fresh-baked cookies at farmers markets and festivals. They had been selling

via a pop-up tent and recently came across the opportunity to purchase a food trailer to streamline their operations. The borrowers needed funding food trailer improvements, equipment, inventory, and working capital to help them take advantage of the upcoming selling season.

**Business Type:** Fashion Optical Boutique

Business City: Savage

Residence City: Burnsville

Referred by: Municipality

MCCD Financing: \$82,173.70

Owner Equity: \$30,636

Facilitated financing/ funding: \$35,217.30 & \$11,250

**Overview:** This entrepreneur is a licensed optician operating in the optical industry for more than 20 years. He has always dreamed of opening his own optical store near his home in Burnsville to start to build wealth for himself. He found an ideal storefront in Savage and reached out to MCCD for assistance with the project funding for inventory, equipment, startup expenses, and ~ 3 months of working capital for operations. Total project costs are \$159,227 including the equity investment of \$30,636 and a \$11,250 tenant improvement budget from the landlord. The loan request was approved by MCCD's loan committee on April 24<sup>th</sup> contingent on 30% participation from MN DEED through the Small Business Credit Initiative, application is currently pending, and approval is expected in early May.

**Business Type:** RV Tank Cleaning

Business City: Rosemount

Residence City: Rosemount

Referred by: Community Partner

MCCD Financing: \$30,000

Owner Equity: \$2,500

**Overview:** This husband-and-wife team have a combined professional background in customer service, custodial cleaning, and mechanicals. They also love camping and the outdoors and have been avid RV'ers for years. As they grow older and become empty nesters, they saw an opportunity to make a side business out of their passion and have something that they could continue into retirement. Through their time spent at campgrounds in the Midwest they became aware of the opportunity to become a licensed dealer for an RV Tank cleaning franchise. The business owners see this as a promising opportunity to generate additional income now and into retirement while doing something that they truly love.

**Business Type:** Gift Shop

Business City: Apple Valley

Residence City: Lakeville

Referred by: CDA website

Facilitated financing/ funding: \$50,000

Owner Equity: \$70,000

**Overview:** This first-time entrepreneur came to MCCD seeking technical assistance and access to capital to help her in the final stretch of opening a new gift shop in Apple Valley. Advising was provided on topics including lease negotiation, insurance, build-out, networking, and business banking. Connection to a local credit union provided the client with much-needed working capital and a line of credit for her store. The store is slated to open mid-late October

**Business Type:** Amazon Retailer

Business City: Hastings  
 Residence City: Hastings  
 Referred by: Municipality  
 MCCD Financing: \$20,000  
 Owner Equity: \$2,000

**Overview:** This woman-owner business reached out to MCCD seeking working capital for new inventory. The business owner is a nurse full time and started this Amazon-based retail business in late 2024 for supplementary income. The business experienced a few strong months and then stagnated when inventory ran out in early 2025. The client needed additional working capital to ramp up once more and the MCCD loan provided an important cushion so that inventory will be continually stocked and the business can focus on growth.

**Business Type:** Home Healthcare / PCA

Business City: Eagan  
 Residence City: Farmington  
 Referred by: Other Entrepreneur  
 MCCD Financing: \$75,000 – includes \$50,000 in forgivable capital  
 Owner Equity: \$3,750

**Overview:** MCCD began working with this business owner in 2023 when he initially reached out seeking financing to grow his home health care business based in Eagan. He decided to table his request at that time and reached back out in spring, 2025. Working closely with his loan officer for more than 100 hours, the application for working capital was finalized in September. At the same time, MCCD kicked off it’s participation in the Groundbreak loan program\* and the client ultimately became MCCD’s first recipient of a Groundbreak loan structure which includes a \$25,000 loan that is immediately forgiven, a \$25,000 loan at 1% interest only and eligible for forgiveness after five years, and a \$25,000 loan with typical repayment terms.

\*MCCD is one of four local nonprofits selected to participate in the [Groundbreak project](#). Rather than advertise the program, we are matching eligible clients internally and then giving them the news after the loan is approved. The Groundbreak Coalition is a group of over 40 corporate, civic, and philanthropic leaders committed to demonstrating that with enough resources, a racially equitable future is possible first in Minnesota and then across the country. The goal of the small business loans is to provide early stage, growth capital to low-wealth entrepreneurs, including, but not limited to Black entrepreneurs, who historically have faced barriers to accessing such capital from traditional sources.

**Credit Builder Loans**

In collaboration with nonprofit partners who provide credit building & financial awareness counseling, MCCD provides \$240 Credit Builder Loans (CBLs) to qualified applicants seeking to improve their personal credit. Credit Builder applicants complete financial training through MCCD’s partners and are then referred to MCCD for a CBL. MCCD generates and services the CBLs in-house.

Credit Builder Loans YTD	
Resident City	Loan Amount
West Saint Paul	\$240
TOTAL	\$240

## Highlights, Networking, & Outreach

### Programming, Partnerships, & Trainings

- July 30 – MCCD hosted a webinar titled *Understanding Immigration Policy and Impacts on Small Businesses* with panelists including Kwame Osafo-Addo, Attorney and Owner at TruLegalBiz; Brenda Pfahnl, Attorney and Owner at Colibri Legal PLLC; and Lisa Zamora and Diana Salas from the MN Department of Labor and Industry. The discussion included current updates and practical information for businesses regarding Immigration Policy changes.
- September 19 & 20 – MCCD Senior Business Advisor & Loan Officer Luis Mendoza spoke with small business owners and entrepreneurs at LatinoLead's annual leadership conference, [LiderCon](#). Luis' session on Financial Foundations for Business Success was one of the many educational workshops offered at the event attended by hundreds of Latine leaders and allies.
- November 5 – In partnership with UMN Law School MCCD will host a virtual Q&A session on small business law. This free virtual event is held twice annually and is designed for business owners at any stage. Law student panelists work with their supervising attorney to answer questions and provide legal resources and guidance to help navigate law questions and concerns. Stay tuned for more RSVP information.
- November 6 – Mark your calendar for MCCD's Annual Celebration. This year the event will be held at the B Suite in Minneapolis. All partners are welcome. RSVP and additional information [here](#).

### Advertising & Outreach

- July 11 & October 3 – Field Trip Friday is back! In July we visited businesses in Ramsey County and in October we visited businesses in Anoka County. Field trips are a fun way to engage local partners, highlight our clients, promote small businesses throughout our service area. More field trips to come in 2026 once the weather warms back up.
- August 26 – MCCD engaged our lending partners and networks through a new [E blast](#) update on our loan program, loan products, and lending team. The E blast focused specifically on MCCD's commercial real estate lending capabilities.
- September 30 – Year to date outcomes and results were presented to Dakota County CDA and Cities at Eagan City Hall.
- In the last quarter, banker and lender outreach occurred specifically with the BankOn Coalition, Frandsen Bank, F&M Bank, Lakeview Bank, Royal Credit Union Twin Cities Metro CDC, and US Bank as well as our Lender E blast which went out to 100+ lender partners and contacts.
- In addition to lending outreach, written or in-person presentations were made and/or networking efforts were made including ongoing partnership discussions with UMN Law School, ACER, Dakota County Library System, City of Rosemount Port Authority presentation, Dakota County CDA presentation, Dakota County Regional Chamber, and City of Farmington monthly check-ins.

**Quarterly Highlight**



*Loan closing for Pokwo, Inc. MCCD's first GroundBreak loan client.*

***"This loan will help build my business. It is very difficult to operate a business without enough working capital. Thank you very much for your efforts. This will help me to grow the business to the next level now."***

***- Apee Ochudo, owner of Pokwo, Inc. of Eagan***