



August 13, 2026, City Council Informal Meeting Agenda

5:30 PM

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

1. Council Discussion Items (10 Min.)
2. Update and Presentation of the Open-to-Business Program (30 min.)
3. Nite to Unite discussion (15 min.)
4. Parks Referendum Update (20 min.)
5. Adjourn



ITEM:
MEETING DATE:
SECTION:

2.
August 13, 2026
Informal Agenda

Description:

Update and Presentation of the Open-to-Business Program (30 min.)

Staff Contact:

Tim Benetti, Community Development Director

Department / Division:

Community Development

Action Requested:

N/A

Summary:

Ms. Natalie Mouilso, Senior Program Manager and Business Advisor with the Metropolitan Consortium of Community Developers (MCCD), will be present at the August 13 Informal Meeting. During this session, Ms. Mouilso will provide an update regarding the Open-to-Business (OTB) program. Her presentation will focus on the initiatives undertaken and accomplishments achieved for residents and local business owners in the City of Apple Valley and surrounding communities.

Background:

In 2013, the Dakota County Community Development Agency (CDA), together with the 11 largest cities in Dakota County—including Apple Valley—launched the Open To Business (OTB) program. OTB is designed to provide business advisory services and access to capital for entrepreneurs and small businesses within Dakota County.

Since August 2020, Ms. Natalie Mouilso has served as the Dakota County OTB business advisor. Along with her colleagues, Ms. Mouilso delivers one-on-one technical assistance to business owners and aspiring entrepreneurs. The advisory services cover a broad range of topics, including business plan development, feasibility analysis, marketing strategies, licensing requirements, and cash flow and other financial projection development. The participating cities have voiced strong support for Ms. Mouilso continuing as the dedicated OTB advisor for the next three years.

The CDA and all participating cities jointly share the costs associated with the OTB program. Every three years, the CDA enters into a joint powers agreement (JPA) with the participating cities. Through this agreement, the CDA acts as the fiduciary agent and administers the contract with MCCD, the non-profit organization serving as OTB's service provider. The most recent JPA and agreement authorized by the City of Apple Valley occurred in 2024.

The Council will not officially consider the updated JPA and contract at the August 13 regular meeting. Instead, the Economic Development Authority (EDA) is scheduled to convene on

September 24, 2026. At this meeting, city staff will present the updated JPA and OTB contract for formal consideration, along with a request to approve the annual supporting fees referenced herein.

Budget Impact:

The annual combined cost of the OTB program for the upcoming three-year period is as follows: \$170,000 for 2027; \$175,000 for 2028; and \$180,000 for 2029. These annual increases represent a modest 3% inflationary adjustment each year. The budget covers both direct and indirect staffing needs for the OTB program. Each year, the CDA covers 50% of the contract fee, while the remaining fee is divided among the participating cities based on their respective populations. For Apple Valley, the annual fee for the next three years will be \$9,270 in 2027, \$9,548 in 2028, and \$9,835 in 2029. These fees have been noted or will be allocated within the EDA Operations Fund—3212.

Attachments:

None



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3.
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Description: Nite to Unite discussion (15 min.)	
Staff Contact: Christina Scipioni, City Clerk	Department / Division: Administration/City Clerk's Office

Action Requested:

N/A

Summary:

Council and staff will have the opportunity to share their experiences visiting Nite to Unite gatherings throughout the City.

Background:

Nite to Unite is held on the first Tuesday in August. Staff from the Police Department, Fire Department, and various other City departments, along with council members, visit gatherings to answer questions and learn more about residents' experiences in the City.

Budget Impact:

N/A

Attachments:

None



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4.
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Description: Parks Referendum Update (20 min.)	
Staff Contact: Eric Carlson, Parks and Recreation Director	Department / Division: Parks and Recreation

Action Requested:

N/A

Summary:

As we approach the end of the 2026 construction season, staff will provide an update on the Parks Referendum projects currently underway and will also present information on the projects being planned for 2027.

Background:

For the last several years, the City of Apple Valley has worked with the community to determine the future needs and desires residents have for parks and recreation services. In November 2023, Apple Valley voters approved two separate questions in a special election, authorizing a total of \$73.25 million to invest in parks, trails, natural resources, Kelley Park, Redwood Park, Hayes Arena, the Apple Valley Family Aquatic Center, the Apple Valley Community Center and Senior Center, a youth baseball/softball complex at Hayes Park, and a community pool at Redwood Park.

It will take four to six years to implement the improvements approved by voters. As we develop projects, we will involve residents in the planning process. Information on plans and construction progress will be provided on our website so residents can see what work is planned for each location and how the referendum dollars are being spent.

Budget Impact:

N/A

Attachments:

None