



**AGENDA – REGULAR MEETING
6:00 p.m., January 13, 2020**

Economic Development Authority

- 1. ROLL CALL**
- 2. ELECTION OF OFFICERS**
- 3. APPROVAL OF AGENDA**
- 4. APPROVAL OF MINUTES**
 - A. December 9, 2019
- 5. MATTERS FROM THE FLOOR**
- 6. PUBLIC HEARING**
- 7. ACCOUNTS PAYABLE**
- 8. OLD BUSINESS**
- 9. NEW BUSINESS**
 - A. Review Chamber of Commerce Options
 - B. Approve Municipal Advisor Client Disclosure Agreement with Ehlers
 - C. Discuss Business Forums
- 10. REPORTS OR COMMENTS: Executive Director, President, Members**

Ehlers' Public Finance Seminar, February 6-7
- 11. ADJOURNMENT**



City of Osseo Economic Development Authority Meeting Item

Agenda Item: Election of EDA Officers

Meeting Date: January 13, 2020

Prepared by: Riley Grams, Executive Director

Attachments: Bylaws of the Economic Development Authority

Policy Consideration:

The EDA should elect Officers to various positions annually.

Background:

Each year, the EDA should elect new Officers. Below is a list of the Officer positions, along with who occupied those positions in 2019.

2019 Officers:

President: Duane Poppe
 Vice President: Mark Schulz
 Treasurer: Larry Stelmach
 Assistant Treasurer: Teresa Aho
 Executive Director: Riley Grams
 Secretary: LeAnn Larson

2020 Officers:

President: _____
 Vice President: _____
 Treasurer: _____
 Assistant Treasurer: _____
 Executive Director: Riley Grams
 Secretary: LeAnn Larson

The EDA should consider and vote for appointments to the President, Vice President, Treasurer and Assistant Treasurer positions. See Page 2 of the attached EDA bylaws for Officer descriptions.

Recommendation/Action Requested:

Staff recommends the Economic Development Authority discuss the options available and elect the open Officer positions by motion.

**BYLAWS OF THE CITY OF OSSEO
ECONOMIC DEVELOPMENT AUTHORITY**

ARTICLE I - THE AUTHORITY

Section 1. **Name of Authority.** The name of the Authority shall be the "City of Osseo Economic Development Authority" (which may sometimes be referred to as the "EDA" or the "Authority"), and its governing body shall be called the Board of Commissioners (the "Board"). The Board shall be the body responsible for the general governance of the Authority and shall conduct its official business at meetings thereof.

Section 2. **Seal of Authority.** The Authority shall have an official seal, as required by Minnesota Statutes, Section 469.096, Subdivision 1.

Section 3. **Office of Authority.** The offices of the Authority shall be the Osseo City Hall.

Section 4. **Scope of Authority.** All actions of the Authority are subject to review and must be confirmed by the City Council of the City of Osseo.

ARTICLE II - BOARD

Section 1. **Number and Appointment of Commissioners.** The Board of Commissioners consists of seven (7) members, at least 2 of which shall be members of the City Council, appointed by the Mayor and approved by the City Council for six (6) year terms as established by the City Council, except the term of any Commissioner who is a member of the City Council shall end when the City Council term of office ends. A Commissioner shall serve until his/her successor has been appointed and installed. Commissioners may be appointed to serve on the Board for any number of consecutive terms.

Section 2. **Eligibility.** Any adult resident of the City of Osseo or adult owner of a business located in Osseo shall be eligible to be appointed and installed as a Commissioner.

Section 3. **Vacancies.** Vacancies shall be filled by appointment made by the Mayor and approved by the City Council and shall be for the unexpired term of the Commissioner who vacated his/her position.

Section 4. **Removal.** A Commissioner may be removed by the City Council for inefficiency, neglect of duty, or misconduct in office. Removal shall only be after a hearing as prescribed by M.S. 469.095, Subd. 5. The Board of Commissioners may recommend removal of a Commissioner upon a majority vote of the other Commissioners present at the meeting.

ARTICLE III - OFFICERS

Section 1. Officers. The officers of the Authority shall be a President, a Vice-President, a Treasurer, an Assistant Treasurer, and a Secretary. All officers shall be elected annually by the Authority. The President, the Vice-President, and the Treasurer shall be members of the Board; the Secretary and the Assistant Treasurer need not be members of the Board. No Commissioner may be both President and Vice-President simultaneously and the President and Vice-President shall not hold any other office with the Authority. No Commissioner may be both Treasurer and Assistant Treasurer simultaneously. The Treasurer must be a member of the City Council. The President may be any member of the Authority. The office of Assistant Treasurer may be held by the Executive Director.

Section 2. President. The President shall preside at all meetings of the Board. Except as otherwise authorized by resolution of the Board, the President shall sign all contracts, deeds, and other instruments made or executed by the Authority. At each meeting the President shall submit such recommendations and information as he or she may consider proper concerning the business, affairs, and policies of the Authority.

Section 3. Vice-President. The Vice-President shall perform the duties of the President in the absence or incapacity of the President; and in case of the resignation or death of the President, the Vice-President shall perform such duties as are imposed on the President until such time as the Board shall elect a new President.

Section 4. Secretary. The Secretary shall keep minutes of all meetings of the Board and shall maintain all records of the Authority. Official Board minutes may be taken by an outside consultant used by the City, if applicable. The Secretary shall also have such additional duties and responsibilities as the Board may from time to time and by resolution prescribe.

Section 5. Treasurer. City Staff shall have the care and custody of all funds of the Authority and shall deposit the same in the name of the Authority in such banks or banks as the Board may select. Staff shall notify the Treasurer of such deposits. The Treasurer shall sign all Authority orders and checks for the payment of money and shall pay out and disburse such moneys under the direction of the Board. Staff shall prepare checks and financial reports and submit same to the Treasurer for review. Staff shall render to the Board, at least annually (or more often when requested), an account of such transactions and also the financial condition of the Authority.

Section 6. Assistant Treasurer. The Assistant Treasurer has the powers and duties of the Treasurer if the Treasurer is absent or disabled.

Section 7. Additional Duties. The officers of the Authority shall perform such other duties and functions as may from time to time be required by the Board or the bylaws or rules and regulations of the Authority.

Section 8. Vacancies. Should the office of President, Vice-President, Treasurer, Assistant Treasurer, or Secretary become vacant, the Board shall elect a successor from its membership at the next regular meeting, or at a special meeting called for such purpose, and such election shall be for the unexpired term of said officer.

Section 9. Additional Personnel. The Board may from time to time employ such personnel as it deems necessary to exercise its powers, duties, and functions. The selection and compensation of such personnel shall be determined by the Board.

9.1 Executive Director. The City Administrator shall serve as the Executive Director of the Authority; however, such service is at the pleasure of the Board and may be terminated at any time with or without cause. The Executive Director shall not be a member of the Board, however the Executive Director may also hold the office of Assistant Treasurer. The Executive Director shall handle day-to-day matters of the Authority on behalf of the Authority at the direction of the Board.

Section 10. Signature Authority. The following signature authority shall be authorized for transactions executed under direction of the Board:

- (A) All orders and checks of the Authority for the payment of money as directed by the Board shall be signed by the President and Treasurer.
- (B) All contracts, deeds, and other instruments made or executed by the Authority, except as otherwise authorized by resolution of the Board, shall be signed by the President and the Executive Director.
- (C) The Vice-President shall have the capacity to sign as an alternate officer of the Authority under certain extenuating circumstances such as lengthy excused absence, vacancy, termination, resignation, incapacitation or death of the President, Treasurer, Assistant Treasurer, or Executive Director. The Vice-President may sign as an alternate for only one absent officer for any Authority matter until the absent officer has returned or a successor is elected to fill the office. The Vice-President may not sign in the capacity of more than one officer for any particular item requiring more than one signature.
- (D) For purposes of definition, absent is defined as “a period, usually significant in length, during which an officer is away and/or unable to fulfill the officer’s role within the Authority leading to the potential for business issues of the Authority to be delayed and/or deadlines to be missed.”

ARTICLE IV - MEETINGS

Section 1. Regular Meetings. The Board may hold regular meetings according to a meeting schedule, if any, adopted or revised from time to time by the Board, and shall hold at least one regular meeting each month. The Board shall approve the annual meeting dates for the following year at the last meeting of the calendar year.

Section 2. Special Meetings. Special meetings of the Board may be called by the President or any two members of the Board for the purpose of transacting any business designated in the call. The call for a special meeting may be delivered at any time prior to the time of the proposed meeting to each member of the Board or may be mailed to the business or home address of each member of the Board at least three (3) days prior to the date of such special meeting or electronically notified by the Executive Director (email, phone call, text, etc.). At such special meeting no business shall be considered other than as designated in the call. Notice of any special meeting shall be posted and/or published as may be required by law.

Section 3. Quorum. The powers of the Authority shall be vested in the Board. Four (4) Commissioners shall constitute a quorum for the purpose of conducting the business and exercising the powers of the Authority and for all other purposes, but a smaller number may adjourn from time to time until a quorum is obtained. When a quorum is in attendance, action may be taken by the Board upon a vote of a majority of the Commissioners present.

Section 4. Order of Business. At the regular meetings of the Board the following shall be the order of business:

1. Roll call
2. Approval of agenda
3. Approval of the minutes of previous meeting
4. Matters from the floor
5. Public hearings
6. Accounts payable
7. Old business
8. New business
9. Executive Director's report
10. Other reports
11. Adjournment

Section 5. Adoption of Resolutions. Resolutions of the Board shall be deemed adopted if approved by not less than a simple majority of all Commissioners present, unless a different requirement for adoption is prescribed by law. Resolutions may but need not be read aloud prior to vote taken thereon but the title must be read aloud prior to vote taken thereon. Resolutions shall be reduced to writing and shall be executed after passage. Voting on resolutions shall be by roll call vote.

All resolutions shall be written or transcribed and shall be retained in the journal of the proceedings maintained by the Secretary.

Section 6. Rules of Order. The meetings of the Board shall be governed by the most recent edition of Robert's Rules of Order.

ARTICLE V - MISCELLANEOUS

Section 1. Amendments to Bylaws. The bylaws of the Authority shall be amended only by resolution approved by at least four (4) of the members of the Board. Amendments to the Bylaws must be approved by the City Council of the City of Osseo before becoming effective.

Section 2. Fiscal Year. The fiscal year of the Authority shall coincide with the fiscal year of the City of Osseo.

Section 3. Review of Commission Applications. Applications or letters of interest for open seats on the Authority shall be reviewed by the City Council. The City Council has the sole authority to appoint Commissioners to the Board.

Section 4: Annual General Operating Budget. The Authority shall adopt an annual general operating budget.

Section 5: Tax Increment and Other Special Revenue Funds. In addition to the City's annual Audit, the Authority shall annually conduct an analysis of its Tax Increment and Other Special Revenue Funds by its Financial Advisor.

ATTEST:

City of Osseo Economic
Development Authority

City of Osseo

President

Mayor

Secretary

Administrator

**OSSEO ECONOMIC DEVELOPMENT AUTHORITY
REGULAR MEETING MINUTES
December 9, 2019**

1. ROLL CALL

President Poppe called the regular meeting of the Osseo Economic Development Authority to order at 6:00 p.m., Monday, December 9, 2019.

Members present: Teresa Aho, Harold E. Johnson, Sherry Murdock, Duane Poppe, Mark Schulz, and Larry Stelmach.

Member absent: Deanna Burke.

Staff present: Executive Director Riley Grams, City Planner Nancy Abts, and City Attorney Mary Tietjen.

Others present: None.

2. APPROVAL OF AGENDA

A motion was made by Stelmach, seconded by Aho, to approve the Agenda as presented. The motion carried 6-0.

3. APPROVAL OF MINUTES – NOVEMBER 12, 2019

A motion was made by Johnson, seconded by Stelmach, to approve the minutes of November 12, 2019, as presented. The motion carried 6-0.

4. MATTERS FROM THE FLOOR – None.

5. PUBLIC HEARINGS – None.

6. ACCOUNTS PAYABLE

Executive Director Riley Grams presented the EDA Accounts Payable listing noting an amount had been amended.

A motion was made by Stelmach, seconded by Murdock, to approve the Accounts Payable as amended. The motion carried 6-0.

7. OLD BUSINESS

A. APPROVE 2020 ECONOMIC DEVELOPMENT AUTHORITY BUDGET

Grams stated the EDA approves an annual operating budget at the last meeting of the year. The EDA discussed the 2020 budget at its November 12, and those recommendations have been incorporated into this budget. Items of note were reviewed with the Commission and staff recommended approval of the 2020 budget.

A motion was made by Stelmach, seconded by Aho, to approve the 2020 Economic Development Authority Budget. The motion carried 6-0.

8. NEW BUSINESS

A. APPROVE PUBLIC PARKING SIGNS FOR FIRST AVENUE COMMONS PARKING LOT

Grams stated the City Council recently approved a public parking agreement with the owner of the First Avenue Commons building (located at 233 1st Avenue NE). The agreement calls for the lot to be open and available to public parking in exchange for the City providing snow removal services for the lot.

Grams explained the EDA should consider approving some additional signage to direct people to this parking option. The EDA has approved blue "Public Parking" signs in the past to help direct people to available lots. The signs would be attached to the decorative light poles on Central Avenue and at nearby intersections and point toward the available parking lot.

Grams reported staff recommends blue pointed signs stating the lot is for public parking and for snow emergency parking. The signs would be located at: the intersection of Central Avenue/3rd Street NE; the alley entrance off of 3rd Street NE; the corner of 3rd Street NE/1st Avenue NE; and at the entrances to the parking lot (one off the alley and one off of 1st Avenue NE).

Grams stated each blue public parking sign costs \$95 from Signco. The lot entrance signs are approximately \$200 each, depending on overall sign and wording. Staff recommends that the EDA approve an expenditure of no more than \$800 to create, purchase, and install the public parking signs.

Poppe questioned if the City had considered installing a lit sign on Central Avenue above the walkway between the Sparks Music and Dr. Schulz buildings to direct people to the parking lot. Grams explained he had not thought about this but noted he could speak to the building owners.

Schulz suggested some kind of surveillance be considered given the fact the walkway was somewhat remote. He recommended the new parking lot be marked from the north and south. He proposed the City hang back to back signs. Grams stated staff could look into this and noted this would raise the expense for the signage.

A motion was made by Schulz, seconded by Stelmach, to approve the cost of the public parking signs as discussed. The motion carried 6-0.

B. APPROVE SUBORDINATION AGREEMENT FOR TOWNHOUSE ON 1ST AVENUE NW

Grams stated Osseo resident Sherry Murdock purchased a townhome in the Osseo Urban Townhome project with participation from the Osseo EDA and Hennepin County. Most, if not all, of subordination requests are granted, provided the action doesn't harm the EDA financially. Ms. Murdock's request was sent to the City Attorney Kennedy & Graven for a recommendation.

A motion was made by Johnson, seconded by Stelmach, to approve the Subordination to Bell Bank for property located at 606 1st Avenue NW.

Schulz asked what financial risk the EDA would be in by approving this Subordination. City Attorney Mary Tietjen apologized stating she did not know the numbers off the top of her head. She explained the EDA would have to pursue a breach of contract action in order to collect from the property owner.

Murdock explained she could not refinance her property without the subordination agreement. She understood, at this point, she was still legally bound to the loan amount. She stated until all three parties prepare a formal agreement to reflect that the loan amount was forgiven, she would continue to be obligated.

The motion carried 5-0-1 (Murdock abstained).

C. DISCUSS BUSINESS EXPANSION AND RETENTION INITIATIVES FOR 2020

City Planner Nancy Abts stated she attended the Minnesota Economic Development Foundation's Basic Economic Development Course in July. Content by a variety of economic development practitioners from throughout the Midwest was presented. Introductory sections of the course included an overview of economic development strategies.

Abts reported one of the key "take-aways" from the course was the opportunity for Osseo to expand its Business Retention and Expansion (BR&E) efforts. Business Retention and Expansion programs focus on building relationships with existing firms. The work encourages investment in the local economy. This includes, for example, assisting with expansions, regulations or permitting, grant opportunities, etc. BR&E is a key component of economic development—up to 80 percent of a community's job growth comes from existing firms. Although this happens in Osseo informally, our efforts can be enhanced by dedicating resources and attention to this work in 2020. She reviewed several recommendations for a potential business retention and expansion program. Staff commented further on the proposed program and requested feedback from the Commission.

Poppe questioned if staff had any discussions with the Minnesota Chamber. Abts commented staff could work with this group.

Schulz reported Osseo was not a current member of any Chamber of Commerce. He suggested the EDA discuss this further in January. He indicated he was happy to continue working on a city business newsletter but wanted further assistance from staff to ensure his work was getting to local business owners.

Johnson believed this was a good idea and supported the EDA becoming a member of a Chamber of Commerce. He anticipated it would take some work to get local business owners to participate in business retention and expansion efforts. He stated business visits would be valuable. He suggested the business meetings be held at different times of the day to better accommodate local business owners. He explained he would be willing to work with staff on this initiative.

Poppe supported the proposed program.

Aho agreed stating this made a lot of sense for the EDA to pursue.

Stelmach commented in the past he had reviewed a list of 270 businesses in Osseo. Abts reported staff currently has a list of 230 active businesses in the City.

Further discussion ensued regarding how to create an email list that would effectively reach local business owners.

D. REVIEW 2020 EDA MEETING SCHEDULE

Grams reviewed the scheduled meetings for the Osseo Economic Development Authority for 2020 (all EDA meetings begin at 6:00 PM and are held in the Council Chambers at City Hall, unless otherwise noted). Staff explained Commissioner Murdock's seat is the only open seat in 2020. If she wishes to re-apply for another term, she will need to submit a letter of interest to Mayor Poppe for Council review. The Commission will elect EDA Officers at the January meeting.

9. REPORTS OR COMMENTS: Executive Director, President, Members

Grams wished everyone Happy Holidays.

Stelmach wished everyone a Happy New Year.

Johnson stated Minnesota DEED has a number of grants and programs available and recommended staff look into this organization.

Schulz thanked all of the local businesses that sponsored Minidazzle. He stated he appreciated the investment these businesses were making in the local community. He also thanked all of the volunteers that helped make this event a tremendous success.

10. ADJOURNMENT

A motion was made by Schulz, seconded by Stelmach, to adjourn at 6:45 p.m. The motion carried 6-0.

Respectfully submitted,

Heidi Guenther
TimeSaver Off Site Secretarial, Inc.



City of Osseo Economic Development Authority Meeting Item

Accounts Payable Listing

1/13/2020 EDA

2020

1

Check Name	Comments	Amount
5 CENTRAL APARTMENTS	2 ND HALF 2019 TIF DISTRIBUTION	\$76,239.22
COTTENS INC	2 ND HALF 2019 TIF DISTRIBUTION	\$7,202.73
FIRST MINNESOTA BANK	2 ND HALF 2019 TIF DISTRIBUTION	\$37,111.66
KENNEDY & GRAVEN	NOV 2019 LEGAL SVC	\$529.07
LYNDE ENTERPRISES INC	2 ND HALF 2019 TIF DISTRIBUTION	\$7,513.16
MEER	2 ND HALF 2019 TIF DISTRIBUTION	\$18,293.46
TIMESAVER OFF SITE SECRETARIAL	12/9/19 EDA MTG MINUTES	\$145.00
BOND TRUST SERVICES CORP	2014B GO BOND PAYMENT	\$47,150.00
BOND TRUST SERVICES CORP	2014B GO BOND TERM BOND FEE	<u>\$100.00</u>
		\$194,284.30

EDA MONTH END CASH BALANCE

		DIRECTIONAL					
FUND	DESCRIPTION	12/9/2019 BALANCE	SIGNAGE REVENUE	ADJUSTMENTS (+/-)	1/13/2020 BALANCE	PROPOSED EXPENSE	1/13/2020 BALANCE
801	GENERAL	474,192.61		-1,538.56	A 472,654.05	-674.07	471,979.98
806	TIF 2-5 REALIFE	15,217.22		41,234.84	B 56,452.06	-3,711.66	52,740.40
817	TIF 2-4 BELL TOWER	258,697.90		114,878.27	C 373,576.17	-7,202.73	366,373.44
819	TIF 2-6 CELTIC CROSSING	61,639.28		20,325.74	D 81,965.02	-18,293.46	63,671.56
825	TIF 2-8 LANCOR/LYNDES	21,809.97		14,362.62	E 36,172.59	-7,513.16	28,659.43
836	TIF 2-9 5 CENTRAL	65,553.17		191,033.85	F 256,587.02	-123,489.22	133,097.80
		897,110.15	0.00	380,296.76	1,277,406.91	-160,884.30	1,116,522.61
A	CORR DEC PROPOSED EXPENSE ENTRY			-1,538.56			
B	HENN CO PROP TAX INCREMENT PROCEEDS			41,234.84			
C	HENN CO PROP TAX INCREMENT PROCEEDS			114,878.27			
D	HENN CO PROP TAX INCREMENT PROCEEDS			20,325.74			
E	HENN CO PROP TAX INCREMENT PROCEEDS			14,362.62			
F	HENN CO PROP TAX INCREMENT PROCEEDS		194,721.35				
F	DEBT RECLASS		<u>-3,687.50</u>	191,033.85			



City of Osseo City Council Meeting Item

Agenda Item: **Membership in a Local Chamber**

Meeting Date: January 13, 2020

Prepared by: LeAnn Larson, City Clerk

Attachments: Basic info on two local chambers

Policy Consideration:

The City of Osseo may consider joining a local chamber of commerce. Options are presented on the attached pages. Each of the two chambers—TwinWest and I-94 West— stated they were willing to give presentations to the EDA or Council at a future date.

Background:

The Northwest Area Chamber of Commerce ceased operation in early 2018. Since that time, the City of Osseo has not joined any local chamber of commerce or similar group in promotion of the city.

Budget or Other Considerations:

Membership fees were not included in the 2020 Budget.

City Goals Met By This Action:

Increase communication with citizens and encourage citizen engagement.
Foster and promote economic development in the city.
Increase inter-governmental cooperation and the sharing of city services.

Options:

The City Council may choose to:

1. Join a local chamber of commerce.
2. Decline joining a local chamber of commerce.
3. Table action on this item for more information.

Recommendation/Action Requested:

Staff has no recommendation.

Name of group	City members listed on website	Membership dues
TwinWest Chamber of Commerce (office in St Louis Park)	Brooklyn Park Hopkins Minnetonka New Hope Plymouth St. Louis Park	\$700 for traditional membership or higher levels
I-94 West Chamber of Commerce (office in Rogers)	Albertville Corcoran Dayton Hanover Otsego Rogers St. Michael	\$350 is basic level + higher levels

Minneapolis Northwest Tourism

This is NOT a chamber but a non-profit with funding from state lodging taxes. Because Osseo has no hotels, we are not eligible to be a part of MPLS NW Tourism.

Brooklyn Center
Brooklyn Park
Maple Grove

LeAnn Larson

From: Laura Roehl <laura@twinwest.com>
Sent: Tuesday, January 7, 2020 4:10 PM
To: LeAnn Larson
Subject: TwinWest Chamber
Attachments: TwinWest Chamber Overview.pdf; Whats Happening Jan and Feb 2020.pdf; 2020 TwinWest Event Calendar.docx; Chamber 101 2020 Invitation.doc; Elevate Platform Info Sheet.pdf

Hello LeAnn,

So nice to talk to you! Thank you for your interest in the TwinWest Chamber. During our conversation you asked for general information about the Chamber – please see attached items:

- TwinWest Chamber Overview Handout
- What's Happening events and programming for January and February – information can also be found on www.twinwest.com/events
- Our current 2020 event calendar
- We conduct a Chamber 101 each month for new and prospective members – you or your staff are invited to find out more details (the location may change for March and after)
- Elevate Futures talent platform

In regards to the cost for membership, if the traditional membership it is \$700. We have three of our cities that have enhanced their membership to a partnership as contract for service (includes business outreach, talent collective, piloting initiatives, etc.) for \$15,000+

As a note, our President, Shannon Full, meets with the city managers for the cities on a quarterly basis and Osseo would be included in those meetings.

If you would like additional information or like me to meet with you, just let me know.

Enjoy your evening!

Laura Roehl - VP of Marketing & Member Engagement

[TwinWest Chamber of Commerce](http://www.twinwest.com)

1600 Utica Ave So

West End Towers - 9th Floor (Life Time Work floor)

St. Louis Park MN 55416

Office Phone: 763.450.2220

Direct: 763.450.2229

Email: laura@twinwest.com





TwinWest exists to champion growth and prosperity through catalytic leadership and dynamic partnerships.

- ♦ ***Inspiring Communities***
- ♦ ***Investing in People***
- ♦ ***Promoting & Protecting Businesses***

1600 Utica Avenue South | 9th Floor | St. Louis Park, MN 55416
www.twinwest.com



TwinWest Chamber by the Numbers...



650+ members

Our Chamber footprint includes 11 municipalities:

- 65% of our members are within our footprint
- 35% of members are metro businesses

60+ events/groups per year

1,569 Facebook Followers | 2,310 Twitter Followers | 1,157 LinkedIn Followers & growing

50 weekly e-newsletters/year

@TwinWestChamber

#TwinWestCOC



Why the TwinWest Chamber?

A chamber membership is an investment in the success of your business and our community!

1. You'll become a much bigger part of the local **BUSINESS COMMUNITY**
2. You'll have access to over **650 COMPANIES**
3. The Chamber hosts **GREAT** events! We do the planning to bring people together!
4. You'll **CREATE** invaluable business development opportunities and learn about new businesses
5. You'll **EXPAND** your organization's visibility
6. You'll **GAIN A VOICE** locally by getting involved with our Advocacy Edge programming
7. You and your **TEAM** will grow through leadership programs
8. You'll learn meaningful best practices that will help **PROPEL** your career
9. You will become **CONNECTED!**

OUR FOOTPRINT

Brooklyn Park
Brooklyn Center
Crystal
Golden Valley
Hopkins
Maple Grove
Medicine Lake
Minnetonka
New Hope
Plymouth
St. Louis Park



>> TwinWest Membership

> BENEFITS

- Network! Attend events and participate in committees
- Promote events on TwinWest.com website (3,800 distribution)
- Promote special discounts, post jobs, and news on TwinWest website
- One time access to mailing list for Chamber members (650)
- Listed in TwinWest Chamber membership directory
- Certificates of Origin and complimentary Notary Services
- Social media connections to your business – Facebook, Twitter, LinkedIn, Instagram
- Volunteer for committees/business councils
- Display TwinWest decal at your office
- Ribbon Cutting opportunity for new businesses
- Promoted as a "New Member" in weekly *Snapshot* e-newsletter
- Photo and link on social media outlets when new members attend Chamber 101
- Receive weekly Snapshot e-newsletter featuring Chamber updates/events



> DISCOUNTS/REWARDS

- Refer a new member & receive \$50 TwinWest credit
- TwinWest Extended Offer Program (EVO)
- Affinity Programs: - Get discounts!



TRAVEL TO SPAIN

- Travel with us to Spain for a 9-day, 7-night adventure to Spain and Costa Del Sol! November 9 - 17, 2020
- Investment: \$2,799 if registered by 03.30.2020



NOW WHAT?!

After I join, what are my next steps?

1. Attend **CHAMBER 101 orientation** to learn more about TwinWest programming & opportunities!
2. Set up your username & password for the **CHAMBERMASTER DIRECTORY**—update your company info, add the company representatives, and start posting your deals/events.
3. Schedule a **RIBBON CUTTING** to start spreading the word!
4. **GET CONNECTED!** Check twinwest.com calendar to see what's happening each month to network and get connected!
5. Sign up as a **CHAMBER AMBASSADOR**.

@TwinWestChamber

#TwinWestCOC



>>> Chamber Events

SIGNATURE EVENTS

- Cask & Vine: Premier Tasting Event (April)
- Golf Classic (June)
- Business Awards Luncheon (October)
- Talent Symposium (February)
- Report to the Community (December)
- Economic Outlook Breakfast (January 2020)

NETWORKING EVENTS

- Women's Progressive Lunch (Spring)
- Annual Twins Game & Happy Hour (June)
- Charter Cruise Social (June)
- New Hope/Crystal Golf Tournament (July)
- Annual Lawn Bowling Event (August)
- Women's Luncheon (Bi-monthly)
- Men's Business Exchange Lunch (Bi-monthly)
- YPro Happy Hour (Bi-monthly)
- Cocktails for a Cause (Quarterly)
- Twin Cities Film Festival VIP Event (October)
- YPro Programming (coming 2020)

SIGNATURE SERIES

- Issues & Insights Breakfast Series (2nd Fri, monthly)
- HYPE: Business Breakfast Connection (3rd Tues, Monthly)

MEMBER HOSTED EVENTS

- Ribbon Cutting ceremonies (free)
- Business Showcases (free to attend)
- Member Events– Check twinwest.com/events

COMMITTEES & COUNCILS

- Political Action Committee (PAC)
- St. Louis Park Business Council
- Golden Valley Business Council
- Government Affairs Committee
- Gala Planning Committee

BUSINESS BUILDERS GROUPS

- Executive Sounding Board
 - CEO's/Owners
 - VP/Director
- Result Drivers (Lead Generation Groups)
- Chamber Ambassadors



Gala



Business Awards Luncheon



Golf Classic



Women's Luncheon



» Sponsorship Opportunities

PROMOTE BY SPONSORSHIP

Sponsor an event that will have a positive impact on the community—and your image!

A variety of sponsorships are available for special events, educational programming, business owner's groups, and more. View full catalog on www.TwinWest.com/BusinessExcellence

For details on sponsorship availability and their benefits,
contact the Chamber at 763-450-2229.

SPONSORSHIP OPPORTUNITIES BY EVENT

Chamber 101 Monthly (1st Wed)	HYPE: Heighten Your Professional Edge Series Monthly (3rd Wed)	Issues & Insights Legislative Breakfast Series Monthly, (2nd Fri)	Charter Cruise June	Twin Cities Film Festival Exclusive Member Event October
Report to the Community December	Cask & Vine: Premier Tasting Event April	Golf Classic June	Twins Game & Happy Hour June	Crystal/New Hope Golf Tournament August
Lawn Bowling August	Snapshot, E-Newsletter, and Website Advertisements	Talent Symposium February	Business Awards Luncheon October	Economic Outlook Breakfast January

PROMOTE BY ADVERTISING

- 50 words for \$50 ads in *Snapshot* weekly e-newsletter
- Enhanced listing with video & photo capabilities \$240/year
- Welcome Packet- \$120/year for monthly materials



Business Showcases



Ribbon Cuttings



Washington D.C Fly-In



» TwinWest Initiatives



» The Talent Collective

AN INITIATIVE OF TWINWEST CHAMBER OF COMMERCE

Enhancing a talent pipeline for businesses and creating student opportunities via cross-district student leadership programs, industry-based teacher development, and fostering future K-12 talent.

- * Elevate Futures Platform
- * Teacher Externships
- * TwinWest Foundation
- * Regional Advisory Board
- * Elevate: Talent Symposium

The Advocacy Edge

AN INITIATIVE OF TWINWEST CHAMBER OF COMMERCE

Public policy and advocacy supporting pro-business legislation - allow TwinWest to be the voice of your business at all levels of government.

- * Issues & Insights: Legislative Breakfast Series
- * West Metro Business Issues & Government Affairs Committee
- * Political Affairs Committee (PAC)
- * Business Day at the Capitol
- * Grow Minnesota! Partner
- * Washington D.C Fly-in

The Center For Business Excellence

AN INITIATIVE OF TWINWEST CHAMBER OF COMMERCE

Small business and entrepreneur support designed for the growth of businesses - through programming, resources and relationships.

- * Business Builders
 - Executive Sounding Board Groups
 - Result Drivers Groups
- * HYPE: Heighten Your Professional Edge Breakfast Series
- * Networking and Social Events
- * Chamber Ambassadors

Economic and Community Collaborative

AN INITIATIVE OF TWINWEST CHAMBER OF COMMERCE

Collaborate with area businesses and government to identify opportunities for growth, develop solutions to enrich the environment for existing business, and foster greater quality of life.

- * Partnerships with municipalities, education leaders, and business leaders
- * Business expansion and retention calls
- * Economic outlook annual report

@TwinWestChamber

#TwinWestCOC



TWINWEST CHAMBER WHAT'S HAPPENING

January – February 2020

NETWORKING, VISIBILITY, AWARENESS



HYPE (Heighten Your Professional Edge) Breakfast Series

Annual series beginning October – 3rd
Wednesday of the month – 8:00 – 9:30 am
Location:

MRA, 9805 45th Ave N, Plymouth, MN 5544
HYPE (Heighten Your Professional Edge) breakfast series begins with 30-minutes of networking and attendee introductions, followed by a 30-minute presentation by a topical thought leader.

January – Virtual Marketing Tactics

February – The Employee Experience

March – The Sales Funnel is Dead, Long Live the Marketing Flywheel

April – Hiring & Retaining Talent

May – TBD

June – Leadership Super Powers

July – Social Media Tactics

August – TBD



JANUARY

Chamber 101 Orientation Meeting

January 8, 2020, 8:00 – 9:30 AM

1550 Utica Ave South, First Floor Conference Room #130, St. Louis Park (next to 1600 Building)

Each month TwinWest offers an opportunity for prospective and new members to learn about their opportunities with the Chamber. Maximize your member investment and time through a better understanding of what TwinWest has to offer. Meet the TwinWest staff, network with other new TwinWest members, and enjoy coffee/beverages. Don't forget your business cards! This session is free and open to new and prospective members. Registration is not required.

Result Drivers Group 2 "Guest Day" – Lead Generation Group

Wednesday, January 8, 2020, 8:30 - 9:30 AM

Location: BNC National Bank, 650 North Douglas Drive, Golden Valley, MN 55422

Result Drivers is a networking group that helps members build relationships. Non-competing TwinWest members meet twice monthly to develop professional networking relationships and exchange business referrals. Free to attend. For more information, contact TwinWest or the group Leader, Nikki McCain at 612-747-2421 or nikkimccain@kw.com.

Result Drivers Group 1 "Guest Day" – Lead Generation Group

Thursday, January 9, 2020, 8:30 - 9:30 AM

Result Drivers is a networking group that helps members build relationships. Non-competing TwinWest members meet twice monthly to develop professional networking relationships and exchange business referrals. Free to attend. For more information, contact TwinWest or the group President, Jay Burian, Ray Smith Insurance Agency, (763) 259-0101, jay@raysmithins.com. Location varies – contact Jay.

Issues & Insights – Legislative Breakfast

Topic: Higher Education – Our Future Talent Pipeline

Friday, January 10, 2020, 7:30 – 9:00 AM

Doubletree by Hilton - Minneapolis Park Place, 1500 Park Pl Blvd., Minneapolis, MN 55416

Breakfast starts at 7:30 a.m. and concludes at 9:00 a.m.

Members - \$35.00; Non-Members - \$50.00

Employers and policymakers cite access to talent and qualified workers as a top issue facing Minnesota's economy. According to economic projections, Minnesota is facing 300,000 unfilled jobs by 2025. Our panel of workforce development and education professionals will discuss how Minnesota will need to begin addressing this massive workforce shortage.

The series is our monthly legislative breakfast meeting, reviewing critical issues with compelling insights from elected officials and thought leaders. The series strikes a balance between our most important topics and challenges, along with diverse insights.

Economic Outlook Breakfast 2020

Wednesday, January 15, 2020, 8:00 AM - 9:30 AM

Plymouth Creek Center, 14800 34th Avenue North, Plymouth, MN 55447

8:00 - 8:30 AM Registration & Breakfast

8:30 - 9:30 AM Keynote Speaker

Fees/Admission: Members: \$40; Non-members: \$45

Join us to hear US Bank National Economist, Tom Hainlin, CFA, give the national economic forecast and trends for 2019.



Tom is a member of U.S. Bank Wealth Management's senior investment leadership team that directs overall investment strategy, asset allocation research and investment vehicle and security selection across all of our wealth management organizations. Tom leads a team of analysts that provide global macroeconomic and capital market research and trend analysis through a disciplined, repeatable, data-driven approach. Additionally, the group provides domestic and foreign policy analysis in order to distill global economic, capital market and political complexities into implementable, actionable investment views.

Ribbon Cutting at Global Pointe Senior Living

January 16, 2020, 4:00 PM - 4:30 PM

Ribbon Cutting from 4:00-4:30 PM.

Grand Opening Event from 3:30-5:30 PM.

Global Pointe Senior Living, 5200 Wayzata Blvd., Golden Valley (next to Good Day Café)\



GLOBAL POINTE

SENIOR LIVING

Join us to celebrate the grand opening of Global Pointe Senior Living with a Ribbon Cutting! Network with fellow TwinWest members and enjoy samples of chef-prepared specialty dishes, view model apartments and well-appointed community spaces, register for prizes and pick up some freebies throughout the building.

HYPE: Heighten Your Professional Edge

Topic: Virtual Marketing Tactics



Tuesday, January 21, 2020, 8:00 – 9:30 AM

Location: MRA, 9805 45th Ave N, Plymouth, MN 55442

TOPIC: Virtual Marketing Tactics by Yelp

Yelp is the subject matter expert for January and will be presenting on Virtual Marketing Tactics. Attendees can expect to hear from a panel on utilizing virtual marketing for business growth.

HYPE (Heighten Your Professional Edge) breakfast series begins with 30-minutes of networking and attendee introductions, followed by a 30-minute presentation by a topical thought leader. Cost \$20 includes breakfast.

Women's Lunch

Tuesday, January 28, 2020, 11:45 – 1:30

The Waters of Plymouth

Second Floor

11305 Hwy 55, Plymouth, MN 55441

You are invited to join other TwinWest Chamber members over lunch and networking. Everyone gives their one-minute intro. Each person will pick up their own tab. It is a fun and interactive lunch!

Men's Business Exchange Lunch

Wednesday, January 29, 2019, 11:45 – 1:30

Kip's Irish Pub & Restaurant

9970 Wayzata Blvd, Minneapolis, MN 55426

You are invited to join other TwinWest Chamber members over lunch and networking. Everyone gives their 30-second intro. Each person will pick up their own tab.

Young Professionals Event

January Date and Location TBD

Join other young professionals for informal networking and fun! Complimentary appetizers. You pick up your own beverages.

TWINWEST GOLF CLASSIC



Wednesday, June 17, 2020

Medina Golf & Country Club
400 Evergreen Road
Medina, MN 55340

Registration 9:30 am
Shotgun start 11:00 am
Followed by dinner and awards

**Join TwinWest for a fabulous
golf scramble!**

**Test your skills at the Mega Putt
Contest!**



FEBRUARY

Chamber 101 – Orientation Meeting

Wednesday, February 5, 2020, 8:00 - 9:30 AM

TwinWest Chamber of Commerce – second tower

1550 Utica Ave South, (First Floor Conference Room #130 in 1550 Building)

St. Louis Park, MN 55416

Each month TwinWest offers an opportunity for prospective and new members to learn about their opportunities with the Chamber. Maximize your member investment and time through a better understanding of what TwinWest has to offer. Meet the TwinWest staff, network with other new TwinWest members, and enjoy coffee/beverages. Don't forget your business cards! This session is free and open to new and prospective members. Registration is not required.

Result Drivers Group 2 "Guest Day" – Lead Generation Group

Wednesday, February 12, 2020, 8:30 - 9:30 AM

Location: BNC National Bank, 650 North Douglas Drive, Golden Valley, MN 55422

Result Drivers is a networking group that helps members build relationships. Non-competing TwinWest members meet twice monthly to develop professional networking relationships and exchange business referrals. Free to attend. For more information, contact TwinWest or the group Leader, Nikki McCain at 612-747-2421 or nikkimccain@kw.com.

Elevate Futures: TwinWest Chamber Foundation Talent Symposium

Thursday, February 13, 2020, 3:00 - 7:00 PM

Location: North Hennepin Community College, Grand Hall

Center for Business & Technology Building, Door #12

7411 85th Avenue N.

Brooklyn Park, MN 55445



With the impending talent gap drawing near, this half-day event tackles some of the misconceptions and design challenges around career and technical education in this region. This engaging human centered designed co-working session will uniquely bring all stakeholders together: students, families, secondary and post-secondary educators, civic leaders and the private sector to work together to co-design equitable and sustainable solutions for our community. By activating partnerships like this to address our region's workforce challenges, together we will elevate all voices... elevate opportunities... and elevate futures!

Registration: 3:00 - 3:15 PM; Talent Program: 3:15 - 7:00 PM

Dinner will be served during talent program. Cost \$45

Result Drivers Group 1 "Guest Day" – Lead Generation Group

Thursday, February 13, 2020, 8:30 - 9:30 AM

Location varies - call or email group President, Jay Burian at (763) 259-0101 or jay@raysmithins.com Result Drivers is a networking group that helps members build relationships. Non-competing TwinWest members meet twice monthly to develop professional networking relationships and exchange business referrals. Free to attend. For more information, contact TwinWest or the group President, Jay Burian, Ray Smith Insurance Agency, (763) 259-0101, jay@raysmithins.com.

Issues & Insights – Legislative Breakfast Series

Topic: Economic Development & the Environment – The Balance of Growth vs. Preservation

Friday, February 14, 7:30 – 9:00 AM

With multiple major energy projects garnering attention in Minnesota while trying to jump regulatory hurdles, we will explore the give and take between development and the environment as it relates to the Enbridge Line 3 replacement, and the Twin Metals and PolyMet mining projects.

The series is our monthly legislative breakfast meeting, reviewing critical issues with compelling insights from elected officials and thought leaders. The series strikes a balance between our most important topics and challenges, along with diverse insights.

HYPE: Heighten Your Professional Edge – The Employee Experience

Tuesday, February 18, 2020

Location: MRA, 9805 45th Ave N, Plymouth, MN 55442

TOPIC: The Employee Experience

MRA – The Management Association will be presenting on the topic of the employee experience.

HYPE (Heighten Your Professional Edge) breakfast series begins with 30-minutes of networking and attendee introductions, followed by a 30-minute presentation by a topical thought leader. Topics *Cyber Security, Virtual marketing Tactics, The Employee Experience/Culture, Hiring & Retaining Talent, Leadership Super Powers, SEO for Business, etc.* Cost \$20 includes breakfast.

Cocktails for a Cause

February 2020

Date and Location TBD

Members work together to pack items for a charity. The host provides appetizers and cocktails. There is lots of networking and giving back to a great cause!

MARCH

Women's Progressive Luncheon

Thursday, March 12, 2020, 11:00 – 1:00 PM

Minneapolis Marriott Southwest

5801 Opus Pkwy

Minnetonka, MN 55343

Join us as we partner with the Eden Prairie Chamber of Commerce for our 6th Annual Women's Progressive Networking Luncheon. Network with both TwinWest members and Eden Prairie Chamber members with a facilitated conversation - you will be rotating tables at each course during the meal with a new discussion topic at each rotation!

Issues & Insights – Legislative Breakfast Series

Topic: TBD

Friday, March 13, 7:30 – 9:00 AM

The series is our monthly legislative breakfast meeting, reviewing critical issues with compelling insights from elected officials and thought leaders. The series strikes a balance between our most important topics and challenges, along with diverse insights. Topics will include: *Inner Workings of Government, State of the State, Federal Insights, Capitol Press Corps Legislative Wrap Up, Transportation/Infrastructure, Labor and Workplace Mandates, Economic Development & the Environment, Higher Education, Marijuana in the State, Cyber Security, Immigration, Workplace Safety.*

HYPE: Heighten Your Professional Edge

Topic: Move Your Data to the Cloud by True IT

Tuesday, February 17, 2020

Location: MRA, 9805 45th Ave N, Plymouth, MN 55442

TOPIC: Move Your Data to the Cloud

MRA – The Management Association will be presenting on the topic of the employee experience.

HYPE (Heighten Your Professional Edge) breakfast series begins with 30-minutes of networking and attendee introductions, followed by a 30-minute presentation by a topical thought leader. Cost \$20 includes breakfast.

Men's Business Exchange Lunch – March

YPro Happy Hour – Young Professionals event - March

2020 Event Calendar – TwinWest Chamber of Commerce

January 2020	Chamber 101 – Wed 01/08 I&I: Our Future Talent Pipeline, Fri 01/10 Economic Outlook Breakfast – Wed 01/15, Plymouth Creek HYPE: Virtual Marketing Tactics; Yelp, Tues 01/21	Women's Lunch – <i>The Waters</i> – Tues, 1/28 Men's Business Exchange – <i>Kip's</i> – Wed, 1/29 YPro HH
February 2020	Elevate: Talent Symposium – Feb 13 (Thursday) I&I: Economic Development and Environment – Fri 02/14 HYPE : The Employee Experience; MRA, Tues 02/18 Cocktails for a Cause Second Harvest Heartland – Feb 18 Business Builders Qtrly Event TreeHouse – Wed, Feb 26 Chamber Connect North Networking	Ambassador Meeting
March 2020	Women's Progressive– Thurs, 03/12 I&I: Topic TBD – Fri, 03/13 HYPE : Protecting Data -Moving to Cloud; True IT, 03/17	No Women's Lunch due Progressive Lunch Men's Business Exchange YPro HH
April 2020	Member Appreciation Event – Life Time Work, Date: TBD I&I: Inner Workings of Government, Fri 04/17 HYPE : Hiring & Retaining Talent; Yelp, 04/21 Leadership Lunch Quarterly Series, date/topic TBD Chamber Connect Central Networking	Ambassador Meeting
May 2020	I&I: Labor and Workplace Mandates, Fri 05/08 Canterbury Park Behind the Scenes Experience - TBD Cocktails for a Cause – <i>Rebuilding Together?</i> HYPE : Long Live the Marketing Flywheel, BizzyWeb 05/19 Twins Game (The Deck) – 05/20	Women's Lunch Men's Business Exchange YPro HH Ambassador Meeting
June 2020	Business Builders Qrtly Event – I&I: Capitol Press Corps, Fri 06/12 HYPE : Leadership SuperPowers; Keystone Group Intl, 06/16 TwinWest Golf Classic – Medina Golf & Country Club, 06/17 Chamber Connect North	
July 2020	I&I: Workplace Safety, Fri 07/10 Summer Charter Cruise HH – Paradise Cruises. 07/21 HYPE : Social Media Tactics; Yelp, 07/21 Leadership Lunch Quarterly Series -	Women's Lunch Men's Business Exchange YPro HH
August 2020	Crystal New Hope Golf Tournament – Date TBD I&I: Federal Insights – Fri, 08/14 Lawn Bowling – Brookview Golf & Lawn Bowling, Wed 08/12 Cocktails for a Cause – <i>Interfaith Outreach Backpack Packing?</i> HYPE : Topic TBD; Fuzzy Duck, 08/18 Chamber Connect Central	Ambassador Meeting
September 2020	I&I: Topic TBD, Fri 09/11 TwinWest Gala – Date/Location TBD Business Builders Qtrly Event - HYPE : SEO for Business; Skol Marketing, 09/15	Women's Lunch Men's Business Exchange YPro HH
October 2020	Business Awards Luncheon Twin Cities Film Festival VIP Event Issues & Insights Series kickoff – Fri, 10/09 HYPE Series kickoff – Tues, 10/20 Chamber Connect North Chamber Connect Central	
November 2020	Report to the Community Spain Adventura Trip – Fri 11/20	Women's Lunch Men's Business Exchange

2020 Event Calendar – TwinWest Chamber of Commerce

	Leadership Lunch Quarterly Series - Cocktails for a Cause –	YPro HH Ambassador Meeting
December 2020		
February 2021	Economic Outlook Breakfast (from Jan to Feb)	

S/Events/Events Calendar/2020 TwinWest Event Calendar



Chamber 101!

Discover how to take full advantage of your TwinWest Chamber membership by attending or sending representatives from your company to one of our member orientations. These events are designed for prospective members, new members, and new employees of existing member companies to learn how to take full advantage of your investment in the TwinWest Chamber of Commerce!

- No charge to attend Chamber 101
- There is a short presentation, Q&A, networking, breakfast treats, and coffee!
- From **8:00 – 9:30 am**
- Group photo of new members will be taken and appear in the TwinWest weekly e-newsletter *Snapshot* (with your business name) and on the TwinWest Facebook!
- Please contact Laura at laura@twinwest.com to RSVP or go to twinwest.com / Events / Calendar / Chamber

At Chamber 101, you will learn:

- How to grow your network and enhance your professional skills
- What the impact TwinWest has on local, regional, and state issues and how those issues affect your business
- How to raise your visibility through sponsorships and advertising
- An in-depth explanation of the many networking events TwinWEST HOSTS!

Sponsorships available for as low as \$50! Contact Laura@twinwest.com.

Meeting held at:

1550 Utica Ave So, First Floor –
Room #130

St. Louis Park MN 55416

(Park in 1660 parking ramp, from
1600 lobby go left down hallway to
1550 building, right at small
convenience store and right after
barber shop on right - #130 conf
room

2020 Chamber 101 Dates

January 8

February 5

March 4 – Note, location is changing
for this meeting – check the website

April 1

May 6

June 3

July 1

August 5

September 2

October 7

November 4

December 2

PUBLIC POLICY & ADVOCACY

Issues & Insights – Legislative Breakfast Series

October - September (2nd Friday each month)

Fees/Admission: Members \$35, Non-members \$60

The series is our monthly legislative breakfast meeting, reviewing critical issues with compelling insights from elected officials and thought leaders. The series strikes a balance between our most important topics and challenges, along with diverse insights. Topics will include: *Inner Workings of Government, State of the State, Climate Change, Transportation/Infrastructure, Labor Mandates, Balance between Economic Development & Environment, Higher Education, The Morale Dilemma vs. Industries, Cyber Security, Workforce, and Opioids.*

2019-2020 Legislative Breakfasts:

October 11

November 8

December 13

January 10

February 14

March 13

April 17

May 8

June 12

July 10

August 14

September 11



St. Louis Park Business Council

Wolfe Lake Professional Center, 5000 36th Street, St. Louis Park, MN 55416

The Saint Louis Park Business Council is for business and civic leaders who want to have a voice in local government and grassroots issues. The City of St. Louis Park provides and update on city news, development projects, and upcoming events. The St. Louis Park school district and Benilde St. Margaret's also give an update on school activities. This monthly event is great for business leaders looking to get active in their local community. No cost to attend. TwinWest membership is not required. Pre-registration is not required.

Thursday, January 2 – Cancelled

Thursday, January 9, 2020, 7:30 – 9:00 AM

Thursday, February 6, 2020, 7:30 – 9:00 AM

Government Affairs Committee Meeting

Location TBD - Contact Shannon Full at shannon@twinwest.com

TwinWest's Government Affairs Committee discusses issues impacting the business community in addition to recommending policies to the TwinWest Board of Directors. All members are welcome to participate in this Committee. The Government Affairs Committee meets monthly. No cost to attend. All members welcome. Contact John Paul Yates for more details at johnpaul@twinwest.com.

Wednesday, January 15, 2020, 7:30 – 9:00 AM Cancelled

Wednesday, January 29, 2020, 7:30 – 9:00 AM

Wednesday, February 19, 2020, 7:30 – 9:00 AM



Golden Valley Business Council

Brookview Community Center, Valley Room North, 316 Brookview Parkway S., Golden Valley

The Golden Valley Business Council (GVBC) has been created as inclusive business and civic leader group that invites people to share projects, events and topics of interest in an open format with a prepared agenda. This is in cooperation with the City of Golden Valley and Golden Valley Rotary as a club supported community project. There is no fee to attend. Contact John Paul Yates for more details at johnpaul@twinwest.com.

Thursday, January 23, 2020, 7:30 – 9:00 AM

Thursday, February 27, 2020, 7:30 – 9:00 AM

Business Day at the Capitol

Thursday, February 27, 2020

Meet legislators regarding key business issues during the legislative session.

Contact John Paul Yates, Twin West Director of Public Relations at johnpaul@twinwest.com



Register for events at [twinwest.com / events](http://twinwest.com/events)

TWINWEST CHAMBER OF COMMERCE

New office location: **1600 Utica Avenue South, St. Louis Park 55416**

Main: 763-450-2220



— BRIDGING BUSINESS & EDUCATION

TwinWest Foundation's Elevate Initiative

How do you prepare the students of today for tomorrow's workforce? Our Elevate Initiative provides a multi-pronged approach, re-imagining partnerships between education and business so students emerge with the skills companies need. Our sophisticated IT platform matches students and businesses, so students are immersed in constructive work environments where they can grow while exploring opportunities in the region.

By 2025,
Minnesota is
projected to have

316,000

unfilled positions
across the state.

MN Department of Labor and Industry

After interacting
with a company,
students report a

38%

increased desire to
work for that company.

Data from 2018-19
academic year

**Attract talent.
Train talent.
Retain talent.**

API + ATS

Full integration with your company's current systems means no additional work.

Broad Audience

Advertise positions, short-term work experiences, and internships, reaching 6 school districts and 2 colleges.

Volunteerism

Offer employees skills-based volunteerism as a classroom guest speaker or a host for site visits.

Awareness

A professional profile and videography showcases your organization, promoting your culture and company capabilities.

Educate

Shape education courses and credentials, ensuring stronger alignment between classroom instruction and your company.

Connections

Analyze the talent profile of the future workforce while providing hands-on learning opportunities.

Responsive

Our platform is accessible online or offline as a web-based browser or mobile app.

www.twinwest.com



Mandy Janssen | VP, Talent + Workforce | mandy@twinwest.com | 571.420.2009
Victoria Marley | Director, Talent + Workforce | victoria@twinwest.com | 763.450.2227

LeAnn Larson

From: Dawn Sperr <Dawns@i94westchamber.org>
Sent: Tuesday, January 7, 2020 1:59 PM
To: LeAnn Larson
Subject: Membership Levels with the I-94 West Chamber of Commerce
Attachments: Annual Benefits for Investing Members-Investor.pdf; Annual Benefits for Investing Members-Pinnacle.pdf; Annual Benefits for Investing Members-Foundation.pdf; Annual Benefits for Investing Members-Champion.pdf; Annual Benefits for Investing Members-Business Builder.pdf

LeAnn,

As mentioned on the phone, here are the sheets to explain each level and cost.

If the City joins as the "Parent company" then each associated "company" like a police station or community center could each join as a child at \$99. The \$99 rate is only given the Business Builder level benefits which is our starting membership. This allows each entity to be listed separately on our website and in our Aspire Guide.

If however, the City decided as a parent to join at the Investor level, then entities wishing to join as the child still could do so at the \$99 but still only receive the Business Builder benefits.

Hopefully that is clear.

We are in the process of launching a new website and have revamped the "community guide" of yester year. We are taking a strong digital approach with it to reach more people. Paid advertising along with the ability to provide analytics on how it is working is important to me as a business person and should be to our members. Being able to see success is key in deciding if it works for their business.

City's always have a place in it as everything is centered around a city. This year we are promoting a Live Work Play feel. We have also had Community Prosperity Meetings with our Regional cities. Our latest conversation has around the World's Fair in 2027—what can that mean for our communities for three months out of the year?

Our State of the Cities event is also something the City would be included in. That occurs in January each year. All cities get together for this great event and our guest attendance is roughly around 250.

We have 19 members with an Osseo address, 98 in Maple Grove.

Our Mission: The mission of the I-94 West Chamber of Commerce is to promote partnerships between businesses, government, and community, while providing information and resources, therefore create a positive environment for the I-94 West communities.

We are in the process of revamping many of our materials, my apologies they aren't ready for you.

Please let me know any further questions.

Thank you!



Dawn Sperr

President at I-94 West Chamber of Commerce

A 21310 John Milless Dr., Suite C, Rogers, MN 55374


P 763-428-2921 **E** dawns@i94westchamber.org

W i94westchamber.org

Mailing address PO Box 95, Rogers MN 55374



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 **Join US** State of the Cities 2020

"Failure is the condiment that gives success its flavor." - Truman Capote.



BUSINESS BUILDER ANNUAL BENEFITS



MEMBER INVESTMENT: \$350

- Complete website listing with link and map to your business
- Unlimited hot deals and job postings
- Ribbon Cutting (when appropriate)
- Social media access to post directly to the I-94 Chamber Facebook Page
- Social media post highlighting your business
- Membership recognition including window cling and WebBadge
- Invitation to Chamber events
- Exclusive member discounts
- Display business cards in Chamber office
- Volunteer opportunities to develop leadership skills & build your network

Sponsorships & Tickets

- Ability to purchase event tickets at member pricing.
- May add event sponsorships at any time.

Additional Sponsorships Available

FOUNDATION MEMBER ANNUAL BENEFITS



MEMBER INVESTMENT: \$750

- Enhanced Directory Page on Chamber website
- Meet the Member: Guest blogger post on Chamber Blog
- Member Mailing list in Excel format (Mailing address only for I94WCOC Members)
- Opportunity to provide door prize at select Chamber events
- Complete website listing with link and map to your business
- Unlimited hot deals and job postings
- Ribbon Cutting (when appropriate)
- Social media access to post directly to the I-94 Chamber Facebook Page
- Social media post highlighting your business
- Membership recognition including window cling and WebBadge
- Invitation to Chamber events
- Exclusive member discounts
- Display business cards in Chamber office
- Volunteer opportunities to develop leadership skills & build your network

Sponsorships & Tickets

- 1 Ticket to State of the Cities
- 1 Ticket to Holiday Celebration

Additional Sponsorships Available

CHAMPION MEMBER ANNUAL BENEFITS



MEMBER INVESTMENT: \$1,500

- Logo listed on Chamber online Business Directory
- 1 Advertorial
- Exclusive social media post (non-boosted) highlighting your business
- Recognized sponsor at Chamber 101
- Enhanced Directory Page on Chamber website
- Meet the Member: Guest blogger post on Chamber Blog
- Member Mailing list in Excel format (Mailing address only for I94WCOC Members)
- Opportunity to provide door prize at select Chamber events
- Complete website listing with link and map to your business
- Unlimited hot deals and job postings
- Ribbon Cutting (when appropriate)
- Social media access to post directly to the I-94 Chamber Facebook Page
- Social media post highlighting your business
- Membership recognition including window cling and WebBadge
- Invitation to Chamber events
- Exclusive member discounts
- Display business cards in Chamber office
- Volunteer opportunities to develop leadership skills & build your network

Sponsorships & Tickets

- 1 Ticket to State of the Cities
- 1 Ticket to digIN
- 1 Ticket to Holiday Celebration

Additional Sponsorships Available

INVESTOR MEMBER ANNUAL BENEFITS



MEMBER INVESTMENT: \$5,000

- 1 Podcast per year
- Access to Event Attendance List (select events)
- Banner at all Signature Events
- 1 Additional Business Category Listing in *Aspire*
- Logo listed on Chamber online Business Directory
- 1 Advertorial
- Exclusive social media post (non-boosted) highlighting your business
- Recognized sponsor at Chamber 101
- Enhanced Directory Page on Chamber website
- Meet the Member: Guest blogger post on Chamber Blog
- Member Mailing list in Excel format (Mailing address only for I94WCOC Members)
- Opportunity to provide door prize at select Chamber events
- Complete website listing with link and map to your business
- Unlimited hot deals and job postings
- Ribbon Cutting (when appropriate)
- Social media access to post directly to the I-94 Chamber Facebook Page
- Social media post highlighting your business
- Membership recognition including window cling and WebBadge
- Invitation to Chamber events
- Exclusive member discounts
- Display business cards in Chamber office
- Volunteer opportunities to develop leadership skills & build your network

Sponsorships & Tickets

- State of the Cities Bronze Sponsorship
- Circle of Excellence Awards Bronze Sponsorship
- First Responders Bronze Sponsorship
- Golf Tournament Bronze Sponsorship
- 4 Tickets to digIN
- 4 tickets to Holiday Celebration

Additional Sponsorships Available.

PINNACLE MEMBER ANNUAL BENEFITS



MEMBER INVESTMENT: \$10,000

- Opportunity to speak at select chamber events (5 min)/at event
- Chamber maintained web listing in online Chamber Business Directory
- Banner at all Signature Events
- Logo on Chamber Website
- 2 Podcasts per year
- 3 Boosted social media posts
- 1 Additional Business Category Listing in *Aspire*
- Logo listed on Chamber online Business Directory
- 1 Advertorial
- Exclusive social media post (non-boosted) highlighting your business
- Recognized sponsor at Chamber 101
- Enhanced Directory Page on Chamber website
- Meet the Member: Guest blogger post on Chamber Blog
- Member Mailing list in Excel format (Mailing address only for I94WCOC Members)
- Opportunity to provide door prize at select Chamber events
- Complete website listing with link and map to your business
- Unlimited hot deals and job postings
- Ribbon Cutting (when appropriate)
- Social media access to post directly to the I-94 Chamber Facebook Page
- Social media post highlighting your business
- Membership recognition including window cling and WebBadge
- Invitation to Chamber events
- Exclusive member discounts
- Display business cards in Chamber office
- Volunteer opportunities to develop leadership skills & build your network

Sponsorship & Tickets

- Table of 10 at Annual Dinner
- 10 tickets to digIN
- 4 tickets to Holiday Celebration
- State of the Cities Platinum Sponsorship
- Circle of Excellence Awards Platinum Sponsorship
- First Responders Platinum Sponsorship
- Golf Title Sponsorship

Additional Sponsorships Available.



About Minneapolis Northwest Tourism

Minneapolis Northwest Tourism is a nonprofit organization dedicated to promoting our three vibrant cities of Brooklyn Center, Brooklyn Park and Maple Grove – also known as Minneapolis Northwest. Our area provides a blend of big-city adventure, multicultural flavor and rustic tranquility with our family attractions, outdoor recreation, unique venues, distinctive shopping and diverse dining options.

Situated just minutes from downtown Minneapolis, our affordable and accessible location is also the ideal launchpad from which to experience the Twin Cities and surrounding areas.

We strive to be an invaluable resource for individuals and groups visiting our cities by offering complimentary services and area expertise. Contact us today to start planning your trip or event, and we'll inspire you to create meaningful experiences in Minneapolis Northwest.

Minneapolis Northwest
7100 Northland Circle North
Suite 102
Minneapolis, MN 55428
800.541.4364 • 763.566.7722



Includes cities of:

*Fridley
Blaine
Andover
Ramsey
Coon Rapids*

(/)

About Us

Accomplishments

MetroNorth Chamber of Commerce is the premier business organization and business advocate in the north metro area. When you join the MetroNorth Chamber you hire a professional team who acts as your voice on business issues as well as provides relevant and quality programming to help you grow your business. Recent examples include:

- Successfully working with businesses and city officials in Coon Rapids to **repeal the gasoline pre-pay ordinance**
- Being a resource and advocate for affected businesses on current and future transportation issues, including Hwy 65 and Hwy 10
- Establishing **Business Councils** in Coon Rapids and Blaine to keep the lines of communication open and discuss topics of mutual interest
- Focusing on **Workforce Development** issues to address the growing hiring and talent needs of our business community
- Securing **high-profile business leaders** as keynote speakers, including former Medtronic CEO Bill George, Buffalo Wild Wings VP Judy Shoulak, and 2Gingers Founder and CEO Kieran Folliard
- Offering **unique after-hour events** such as at the Curling Club, Gun Club, and TPC

In addition, MetroNorth's monthly 'networking groups' – our Sunrise Breakfast lead generation group and our Working with Women programming are unmatched in quality and connections.

Mission

To strengthen business and stimulate economic prosperity.

Vision

MetroNorth Chamber of Commerce: the bold, innovative voice for business success.

History



City of Osseo Economic Development Authority Meeting Item

Agenda Item: Approve Municipal Advisor Client Disclosure Agreement with Ehlers

Meeting Date: January 13, 2020

Prepared by: Riley Grams, Executive Director

Attachments: Ehlers 2020 Municipal Advisor Client Disclosure Agreement

Policy Consideration:

Consider approving the Municipal Advisor Client Disclosure Agreement with Ehlers & Associates for 2020.

Background:

Ehlers is registered as a Municipal Advisor and therefore required by the Municipal Securities Rulemaking Board (MSRB) to provide various disclosures including potential conflicts of interest, scope of services, compensation and other disclosures detailing our obligations and responsibilities to municipal or obligated person clients. These disclosures must be provided to the City/EDA prior to or upon Ehlers engaging in any municipal advisory activity. To comply with this requirement, Rebecca Kurtz has asked the Osseo Economic Development Authority to approve the attached Municipal Client Disclosure Agreement.

This annual Disclosure Agreement allows Ehlers to provide uninterrupted municipal advisor advice through December 31, 2020. Under this disclosure and at no charge, Ehlers can answer the City's municipal advisory questions, analyze refunding opportunities and provide preliminary debt issuance planning advice. If any preliminary debt issuance planning advice the City requests results in a debt issuance, Ehlers will then provide a separate scope of service and fee disclosure for that specific project.

Options:

The Economic Development Authority may choose to:

1. Approve the 2020 Municipal Advisor Client Disclosure Agreement with Ehlers & Associates;
2. Deny the 2020 Municipal Advisor Client Disclosure Agreement with Ehlers & Associates;
3. Table action on this item for more information.

Recommendation/Action Requested:

Staff recommends the Economic Development Authority choose option 1) Approve the 2020 Municipal Advisor Client Disclosure Agreement with Ehlers & Associates.

December 18, 2019

Riley Grams, City Administrator
Economic Development Authority of the City of Osseo, Minnesota
415 Central Ave
Osseo, MN 55369-1131

Re: Written Municipal Advisor Client Disclosure with the Economic Development Authority of the City of Osseo ("Client") Pursuant to MSRB Rule G-42

Dear Riley:

In order for Ehlers & Associates, Inc., ("Ehlers & Associates" or the "Municipal Advisor") to enter into an agreement to engage in municipal advisory activities with Client, we are required by Municipal Securities Rulemaking Board (MSRB) Rules¹ to provide certain information and disclosures in written form (a "Municipal Advisor Disclosure"). This letter sets forth such required information and disclosures as is necessary to allow the Municipal Advisor to engage in municipal advisory activities (as defined in the Securities Exchange Act and MSRB rules) on behalf of the Client that are not related to a specific project from the date of this letter through December 31, 2020:

1. When providing municipal advisor advice, we are required to act in a fiduciary capacity, which includes a duty of loyalty and a duty of care. This means we are required to place the Client's interest above our own.
2. We have an obligation to fully and fairly disclose to you in writing all material conflicts of interest including any actual or potential conflicts of interest that might impair our ability to render advice to you in accordance with our fiduciary duty. We are providing these and other required disclosures in **Appendix A** attached hereto.
3. Ehlers & Associates shall provide municipal advisor advice and service at such fees, if agreed upon by Client, as described in **Appendix B** attached hereto.

This documentation and all appendices hereto shall be effective during the period indicated unless otherwise terminated by either party upon 30 days written notice to the other party.

During the term of our municipal advisory relationship, this Municipal Advisor Disclosure will be amended or supplemented to reflect any material changes.

Sincerely,

Ehlers & Associates



Rebecca Kurtz, CIPMA
Senior Municipal Advisor/Vice President

¹ This document is intended to satisfy the requirements of MSRB Rule G-42(b) and Rule G-42(c).

Appendix A

Disclosure of Conflicts of Interest/Other Required Information

Actual/Potential Material Conflicts of Interest

Ehlers & Associates has no known actual or potential material conflicts of interest that might impair its ability to render unbiased and competent advice or to fulfill its fiduciary duty to Client.

Conflicts Arising from Compensation Contingent on the Size or Closing of Any Transaction

The Municipal Advisor's fees may be contingent on the [size and] successful closing of a transaction. Compensation contingent on the size of a transaction presents a conflict of interest because the Municipal Advisor may have an incentive to advise the client to increase the size of the securities issue for the purpose of increasing the Municipal Advisor's compensation. Compensation contingent on the closing of the transaction presents a conflict because the Municipal Advisor may have an incentive to recommend unnecessary or unsuitable financings to the Client. In addition, if the transaction is to be delayed or fail to close, a Municipal Advisor may have an incentive to discourage a full consideration of such facts and circumstances or alternatives that may result in the cancellation of the transaction. Understanding these conflicts, Client should select a form of compensation that best meets the Client's needs for the agreed-upon scope of services within this agreement and any addenda thereto.

Any form of compensation due the Municipal Advisor will likely present specific conflicts of interest with the Client. If Client is concerned about conflicts arising from Municipal Advisor compensation contingent on size and/or closing of a transaction, Ehlers & Associates is willing to provide another form of municipal advisor compensation. The Client must notify Ehlers & Associates in writing of this request within 10 days of receipt of this Municipal Advisor Disclosure. Ehlers & Associates is required to uphold its fiduciary obligation regardless of the method of compensation.

Other Engagements or Relationships Impairing Ability to Provide Municipal Advisor Advice

Ehlers & Associates is not aware of any other engagement or relationship that might impair its ability to either render municipal advisor advice to Client in accordance with its duty of loyalty and care.

Affiliated Entities

Ehlers Companies is a holding company with three wholly-owned subsidiaries. Ehlers & Associates is a registered municipal advisor and provides municipal advisory, economic development and dissemination agent services. Bond Trust Services Corporation (BTSC), which may be referenced as Ehlers Paying Agent Services, provides paying agent services. Ehlers Investment Partners (EIP), which may be referenced as Ehlers Investments, provides services with respect to the investment of bond proceeds and general cash accounts. If the services provided by BTSC or EIP are needed during any such time Ehlers & Associates is engaged as municipal advisor, Client will be asked if they wish to retain either affiliate of Ehlers & Associates to provide service. If Client wishes to retain BTSC and/or EIP, a separate agreement with such affiliate will be provided for Client's consideration and approval. Ehlers & Associates and these affiliates do not share fees. However, compensation paid to personnel of Ehlers & Associates and its affiliates is based on the overall profitability of the Ehlers Companies and, therefore, fees earned by the affiliates of Ehlers & Associates may affect the compensation of Ehlers & Associates personnel.

Ehlers Companies is the owner of Ehlers & Associates. Ehlers Companies does not participate in the day-to-day operations of the Municipal Advisor. A director of the Ehlers Companies is an executive at U.S. Bank National Association, a subsidiary of U.S. Banc Corp, which may provide or seek to provide other financial services to the Client either directly or through an affiliate or subsidiary.

Solicitors/Payments Made to Obtain/Retain Client Business

Ehlers & Associates does not use solicitors to secure municipal advisor engagements, nor make direct or indirect payments to obtain or retain municipal advisory engagements with Client.

Payments from Third Parties

Ehlers & Associates does not receive any direct or indirect payments from third-parties to enlist Ehlers & Associates' recommendation to the Client of third-party services, any municipal securities transaction or any municipal financial product.

Payments/Fee-splitting Arrangements

Ehlers & Associates does not share fees with any unaffiliated parties that provide services to the Client. However, within a joint proposal with other professional service providers, Ehlers & Associates could be the contracting party, or be a subcontractor to the contracting party resulting in a fee splitting arrangement. In such cases, the fee due Ehlers & Associates will be identified in a Municipal Advisor Disclosure and no other fees will be paid to Ehlers & Associates from any of the other participating professionals in the joint proposal.

Municipal Advisor Registration

Ehlers & Associates is registered with the Securities and Exchange Commission (SEC) and Municipal Securities Rulemaking Board (MSRB).

Material Legal or Disciplinary Events

Neither Ehlers & Associates nor any of its associated persons have been involved in any legal or disciplinary events reported on Form MA or Form MA-I, nor are there any other material legal or disciplinary events to be reported. Ehlers & Associates' application for permanent registration as a municipal advisor with the (SEC) was granted on July 28, 2014 and contained the information prescribed under Section 15B(a)(2) of the Securities and Exchange Act of 1934 and rules thereunder. It did not list any information on legal or disciplinary disclosures.

Client may access Ehlers & Associates' most recent Form MA and each most recent Form MA-I by searching the Securities and Exchange Commission's EDGAR system (currently available at <http://www.sec.gov/edgar/searchedgar/companysearch.html>) under either our Company Name (Ehlers & Associates, Inc.) or by using the currently available "Fast Search" function and entering our CIK number (0001604197).

Ehlers & Associates has not made any material changes to Form MA or Form MA-I since the above date.

MSRB Contact Information

The website address of the MSRB is www.msrb.org. A municipal advisory client brochure that describes the protections that may be provided by MSRB rules and how to file a complaint with regulatory authorities is posted on the MSRB website.

Appendix B

General Consulting Services

As part of our Municipal Advisory relationship, Ehlers & Associates ordinarily provides Client with certain ongoing services without compensation. Examples of such services include:

- Respond to Client questions and provide general information on public finance approaches that are available under state and federal law.
- Act as a public finance resource for Client.
- Provide educational and informational materials.
- Provide current debt schedules for existing Client obligations.
- Answer questions pertaining to existing Client debt obligations.
- Provide periodic analysis of refunding opportunities.
- Participation in surveillance calls conducted by bond rating services.
- Preliminary Debt Issuance Planning:
 - Engage in discussions with Client, as needed, to develop an understanding of a possible project, the Client and Client's objectives relating thereto.
 - Identify feasible financing option(s) suitable for Client.
 - Structure possible financing option(s) and estimate the financial impact.
 - Solicit input from Client on financing options(s).
 - Revise option(s) as directed by Client.
 - Develop a customized financing plan for Client's preferred option(s).

Ehlers & Associates may charge Client for other general consulting services depending on the time needed to provide the service, the level of analysis required, or degree of complexity involved. Prior to charging Client, Ehlers & Associates will first advise Client of the anticipated charges and receive authorization to proceed. Unless another basis for compensation is agreed to by Client and Ehlers & Associates as a modification to this Appendix, Ehlers & Associates will bill Client at an hourly rate that is dependent upon the task/staff required to meet Client request at no less than \$125.00/hour and not to exceed \$350.00/hour. If the service requested by Client constitutes a new project, such as a debt issuance, Ehlers & Associates will provide either a separate scope of service and fees for that project or a separate Municipal Advisor Disclosure.

Examples of services for which Client may be charged include:

- Providing advice on a project or a work product as requested by Client.
- Reviewing plans, proposals, studies and other materials submitted by bankers, underwriters, engineers, accountants or other third parties where Ehlers & Associates has been designated by Client as its Independent Registered Municipal Advisor (IRMA) for purposes of allowing such third parties to operate under the IRMA exemption.
- Resolving payment related concerns with the Depository Trust Company (DTC) where Client is acting as its own paying agent.
- Assisting with the redemption of outstanding obligations where the Client has determined to pay those obligations from cash on hand or other sources.
- Providing advice to Client with respect to the terms, conditions, features or other aspects of loans or other forms of indebtedness Client seeks to obtain through private placement with a financial institution or through federal or state loan programs, and where Ehlers & Associates is not directly assisting Client with obtaining the financing.



Osseo Economic Development Authority Meeting Item

Agenda Item: Discuss Business Forums

Meeting Date: January 13, 2020

Prepared by: Nancy S. Abts, AICP, City Planner

Attachments: None

Policy Consideration:

Discuss Business Forums for 2020.

Previous Action or Discussion:

At their December meeting, the EDA approved a budget with support for Business Retention & Expansion efforts. One of the proposed BR&E items for 2020 was to host business forums in the spring and the fall. Suggested timing for the events was February and October.

Background:

An in-person business forum can provide many opportunities. It allows businesses a chance to network and provides an opportunity for in-person information gathering (e.g., suggestions for needed improvements). It also will be an opportunity for City officials to share information with businesses (e.g., police & public safety information, promote the BR&E survey).

A catered breakfast event is suggested. Of the EDA newsletter subscribers, most respondents prefer weekday events, but there's not a clear preference for time of day. A morning event (similar to "prayer breakfasts" or the North Hennepin Chamber Northwest Development Showcase in 2008) could allow attendees to participate before starting their regular workday.

Staff suggest the EDA select a date (and possibly a time) in late February for the event. The Community Center is currently available on Tuesday and Thursday mornings, so February 18 or 20 are possible dates. (Assuming Presidents Day on February 17 does not pose a conflict.) Starting at 7:30 am would allow a half-hour for breakfast & coffee prior to a 7:45 am program, with the event wrapping up before 9:00 am.

Once a timing is settled, event announcements and invitations can be prepared and plans for the forum can be finalized.

City Goals Met By This Action:

Foster and promote economic development in the City
Increase communication with citizens and encourage citizen engagement

Recommendation/Action Requested:

Staff request the EDA discuss the select a date for the 1st Business Form. A working group could also be selected to help plan the event.

LeAnn Larson

From: Ehlers <rmartin@ehlers-inc.com>
Sent: Tuesday, January 7, 2020 8:27 AM
To: LeAnn Larson
Subject: Invitation to the Ehlers' Minnesota Public Finance Seminar



Ehlers' Minnesota Public Finance Seminar

Registration is Open!

We hope you're able to join us February 6-7, 2020 for Ehlers' Minnesota Public Finance Seminar at the Earle Brown Heritage Center in Brooklyn Park.

Register by January 23, 2020 for early bird pricing!

THURSDAY, FEBRUARY 6			
10:15 a.m.	Minnesota Property Tax	Media Panel	Affordable Housing Programs & Policies
11:00 a.m.	TIF & Abatement 1	Alternative Revenue Sources	Creative Enterprise Zones
1:45 p.m.	TIF 2	Bond Basics	How to Do Development
3:00 p.m.	TIF Case Studies	Understanding ESG as a Municipal Bond Issuer	Developer Roundtable
FRIDAY, FEBRUARY 7			
11:00 a.m.	Proforma Analysis	Debt Administration	Development Fees

We've created an action-packed agenda that includes guest speakers Ben Utecht, Jennifer Ho and Gary Carlson. Please click the registration button below to register and select your individual sessions.

You can also use the registration site anytime to edit your registration, check agendas and download presentations.

New this year: AICP members can earn Certification Maintenance (CM) credits from six sessions.

Sincerely,

Ehlers

Register TODAY!

[View Sessions](#)

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