



Cloquet Economic Development Authority
MEETING AGENDA
Wednesday January 5, 2022
8:00AM
Cloquet City Hall

ACTION TAKEN

1. **Call Meeting to Order** _____
2. **Announcements, Adjustments, Correspondence, and Other Comments** _____
3. **Approval EDA meeting minutes** _____
 - a. Regular Meeting December 1, 2021
4. **Approval of Monthly Financials:** _____
 - a. November 2021
5. **Action Items/Presentations:** _____
 - a. Recap 2021
 - b. 2021 EDA Goal Roundtable Discussion
6. **Updates / Discussion**
7. **Adjourn**

CHAMBER

1. Lunch n Learn - Zoom Style - January 6th.
2. Our second Leadership Program will be going on January 18th with Kathlynn McConnell speaking on Personal Leadership Skills and Techniques. The Leaders will discuss the difference between energy and time management tactics, define values and clarify priorities so they will have both the time and energy to lead people.
3. Our second CEO 2.0 in the classroom in CHS will be held on January 19th.
4. We are starting to look for businesses who would like to be part of our Home, Business & Sport Show on March 11 & 12, at Black Bear Casino.

COUNTY

- Staff participated on a a tour of the jail with our community advisory committee to see the space needs in person for the new justice center project underway by Carlton County.
- Innovate 218's The RINK Pitch Competition on December 14th at Clyde Iron Works was a huge success and a lot of fun! Pictured here are our judges and official MC for the night! They were great and we were thrilled to have them on board! Pictured here are the founders!



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- Three of these folks also went through our first ILT Co-Hort! First place went to Patti Stoddard- Close Bunk, Second place went to Jeff Love- Water Mender, Third place went to Victoria Ranua- Natural Variations.



CITY

- Blandin Foundation's—Broadband Accelerate Program, Cloquet is part of a four-team community cohort and meets every Friday for two hours through the end of February. The Cloquet team will relaunch our broadband survey January 3rd and is working on details of a press conference January 12th at Cloquet Middle School and internet provider interviews will occur over the month of January.
- A public hearing has been set for February 1, 2022 at the 6pm Cloquet City Council meeting to consider city acquisition of 915 Cloquet Avenue.
- Monthly the Hidden Gems of Cloquet business visits continue, be sure to check out unique Cloquet businesses here: <https://www.thehiddengemsofcloquet.com/blog>

Zoom Lunch

These monthly zoom lunches are a great way for us to connect amongst each other while being educated on some key leadership styles.

Please RSVP to the Cloquet Chamber: 218.879.1551 or chamber@cloquet.com

DATE: Thursday, January 6

TIME: 12:00-1:00

LOCATION: - ZOOM STYLE -

10 COMMANDMENTS OF COMMUNICATION

SPEAKER:

Ted Schick,
Schick Corporate Learning

Heck, who doesn't want to be a better communicator? In this fun and enlightening presentation, we discuss all things communicative--- from our non-verbal's to our approachability. This is good content you can start your new year with that will immediately making your better-- make this your new year's resolution!

Join Zoom Meeting

<https://minnstate.zoom.us/j/99880342604>

Passcode: LEARN (case sensitive)

One tap mobile:

+13126266799,,99880342604#

Dial by your location:

+1 312 626 6799

Sponsored by:

SCHICK
CORPORATE LEARNING

CHAMBER
AMBASSADORS



LOCATION!

**Black Bear
Event Center**

Free Admission • Free Parking

Sponsored by:

Cloquet Area Chamber of Commerce

879-1551 or www.cloquet.com

Featuring:

Over 100 Booths

Craft Show

Family Attractions

Live Entertainment

Food & Refreshments

Friday, March 11 • 1-8pm & Saturday, March 12 • 9am-5pm



Welcome to The RINK!

**HOSTED
BY
INNOVATE
218!**

We're excited to "celly" the entrepreneurs of the NE Region.

"Puck-Drops" at 5:30 pm!

The RINK: Where Entrepreneurs Shoot & Score!



AGENDA

5:30 PM - Speed Networking

Enjoy time to mingle, a cocktail, and some appetizers

5:45 PM - Welcome

Tamara Lowney, Tammy Meehan-Russel, and Jessica Berg

6:00 PM - Pitches Begin

5 Minutes Per Pitch

5-7 Minutes for Questions from the Judges

7:00 PM - Networking

Enjoy time to mingle, a cocktail, and some appetizers

Judge's Private Deliberation & Live Crowd Pleaser Vote

7:30 PM - Awards Ceremony

Prizes Announced & Closing by Tamara Lowney



Master of Ceremony & "Referee"

President & CEO, APEX, Brian Hanson



"We have so many great entrepreneurs with fascinating ideas for creating successful businesses in the Innovate 218 region. They deserve our thanks and our recognition! I can't wait to get out on The RINK with these folks and help them show the judges how they can stick handle through adversity and score the winning goal for their business!"

"Goal Judge"

CEO, Giant Voices, Pascha Apter



"Helping entrepreneurs shape their ideas and bring them to life in the marketplace is my greatest passion. I am honored to contribute to the success of the Innovate 218 program."



"Goal Judge"

President of the Duluth Market, Bremer Bank, Deb Otto

"Hi, I'm Deb Otto and I am honored to be invited to participate in The Rink, Innovate 218 competition. I am excited to be a judge to hear about the ideas that entrepreneurs in our region are working on. I just recently met with a customer who I was able to help start a business in late 2019. His business has grown to \$4million in sales this year and more importantly, the business is profitable! Helping people achieve their goals is so rewarding. Good luck to all of the entrepreneurs and congratulations for being invited to pitch at The Rink!"



"Goal Judge"

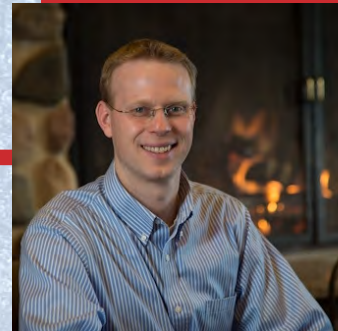
President & CEO, Duluth Pack, Tom Segal

"As a long time local business entrepreneur of two manufacturing companies, (Duluth Pack and Spring Creek Manufacturing), I am honored to participate in, The Rink, Innovate 218 competition. Launching a business from, idea to hobby to an operating business is difficult and challenging. Having mentors and a group of experienced business people to lean on is a big jumpstart to any business. My hope is that we are able to help individuals get a leg up in starting their businesses."



"Goal Judge"

Partner, Northface Properties, Chad Simons



Entrepreneurs have a special passion and commitment that is contagious. I'm looking forward to spending an evening with them and hearing their stories.

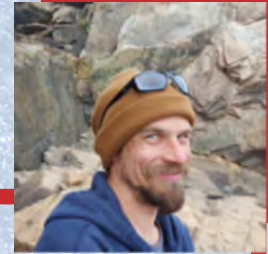
To be a part of team that gets to award capital to help them achieve their dreams will be icing on the cake."

"Goal Judge"

Managing Partner, Great North Ventures, Ryan Weber



"Startups are economic growth engines: successful ones create jobs, generate spending, and produce returns for invested capital. The raw materials for successful startups (talent, problems, and solutions) are all present in Greater Minnesota, and I'm glad to be part of efforts to produce the benefits."



Josh Oswald - The REEF Lab

Saltwater Aquarium Keeping can cause mortality rates of up to 75% in some fish species and an average life span of 2 years across the board for marine ornamental fish leads to frustration and people leaving the market entirely. Food lacking in proper nutritional value, as well as limited availability of broad and concise information on methods and products, only exasperate the situation. The REEF Lab is a saltwater aquaculture business that focuses on supplying live food, ornamental livestock and an information network to assist saltwater aquarium enthusiasts with setting up and maintaining thriving reef tanks. Ultimately incorporating a product testing facility to validate our own products as well as claims by other industry manufacturers.

Patti Stoddard - Close Bunk

The first brand, the Doggy Bunk Bed, provides owners of large dogs--or multiple dogs--a better night's sleep. Owners of large dogs know the misery of losing sleep because their dog is hogging the bed. The Bunk, Made in Minnesota, is adjustable for width and height and holds up to 190 lbs. It provides a cooler, cleaner, fresher bed for dogs owners who like the security and comfort of sleeping with their dog but are tired of feeling squished, trapped or overheated. The Doggy Bunk Bed solves this problem by using the space over the foot of the bed to allow our pets to have their own sleeping space—and we as the owners, to have ours!





Jeff Love - The Water Mender

The Water Mender can pump 20 plus gallons on a single charge, and includes provisions to pump many more with the use of off the shelf recyclable lithium batteries should you choose. The Water Mender floats on the surface of the water source, but draws water from just under the surface. This helps to minimize both surface and bottom particulate extending filter life. A hose delivery system enables easy, effortless container filling, allowing multitasking while setting up camp. There are no buttons or switches to bump in your pack wasting battery life since the Water Mender begins pumping the second it hits the water using a proprietary switch. The Water Mender solves the problem you didn't know you had.

Tom & Becky Dean - Ranger Adventure Vans

For those that are dissatisfied with motels in rural locations or gas-guzzling RVs, we rent luxury camper vans with a kitchen, shower, toilet and a queen size bed, that provides a solution to those that want to explore - but still vacation in STYLE!

And unlike RV rentals, Ranger Adventure Vans can go off-road, off-grid and are 4-season, even at 30 below. It is like a "Condo on Wheels" - except outfitted with quality products made in the USA. Our vans can be used to explore the Iron Range, North Shore, Canada or anywhere else you want to roam!





Victoria Rauna - Natural Variation Design

Nature bolsters well-being. Human memory is supported by triggers. Our products captures the beauty experienced during a visit to nature (vacation, day trip, etc.) for yourself or to share with others. Our products help re-trigger those positive associations and help our end-users get back out in nature for more positive experiences. The grand vision is that Natural Variations is everywhere nature is- a global go-to nature brand. Whether you are visiting the Northwoods, the Florida Everglades, the Sonoran Desert, the cloud forests of Mexico, the Great Barrier Reef, the rain forests of Southeast Asia, the deserts of the Middle East, etc. you can get a Natural Variations product that captures the beauty of that location.

The Innovate 218 team would like to thank YOU for attending our first ever, The RINK Pitch Competition. We hope that you were inspired by the pitches you heard today and that maybe someday you will be ready to pitch the great idea that you've been holding onto. Thank you to the judges, pitchers, and of course all of you for making this a fantastic event. If you're wondering how else Innovate 218 can help you or someone you know, scan the QR Code to be taken to our NEW website.



INNOVATE
218





**CLOQUET ECONOMIC DEVELOPMENT
AUTHORITY**

101 14th St., Cloquet, MN 55720

December 1, 2021

MINUTES OF THE CLOQUET EDA MEETING

EDA Members Present: Steve Micke, Mark Lanigan, Lyz Jaakola, Sue Ryan, Lara Wilkinson
(EDA Commissioners)

EDA/Ex-Officio/Staff Members Absent: Dave Manderfeld (EDA), Kelly Zink (Chamber),
Mary Finnegan (Carlton County)

Ex-Officio Staff/Staff Members/Others Present: John Riihiluoma (EDA by phone, cannot
vote); Holly Hansen, Tim Peterson (City)

1. CALL TO ORDER

President Micke called the meeting to order at 8:01 a.m. The meeting was conducted in person
onsite at City Hall.

2. ANNOUNCEMENTS, ADJUSTMENTS, CORRESPONDENCE AND OTHER

None.

a. PUBLIC COMMENTS / EDA COMMISSIONER COMMENTS

None.

3. APPROVAL OF MONTHLY EDA MEETING MINUTES

President Micke asked for any corrections or additions to the November 5, 2021, Special
Meeting Minutes? Hearing none he asked for a motion.

Motion: Commissioner Wilkinson moved, and Commissioner Lanigan seconded, that
the EDA approve the Special EDA Meeting Minutes from November 5, 2021.
(Motion passed 5-0).

a. APPROVAL OF MONTHLY EDA FINANCIALS: OCTOBER 2021

CASH BALANCES

Ms. Hansen reviewed the October 2021 cash balances and loans for the EDA. For the cash
balances, she noted an increase in Fund 201 and no change in Project Fund 201. There were
decreases in Fund 202 due to Adams Street legal fees. Fund 203 increased due to loan
repayments as did Fund 206 from residential Small Cities loans.

LOAN BALANCES

Ms. Hansen noted that all loans are current.

Motion: Commissioner Lanigan moved, and Commissioner Jaakola seconded, that
the EDA October 2021 financials be approved. (Motion passed 5-0).



4. ACTION ITEMS / PRESENTATION / DISCUSSION

a. Minnesota City Participation Program 2022 Application

The City is asked to recommend to Council renewing their involvement in the Minnesota City Participation Program funded by MHFA/MnHousing. On a per capita basis (population), each MCPP applicant is allocated a minimum of \$100,000. This year in 2021 Cloquet was allocated \$178,822.67 in designated program bonding funds and as of the end of October used \$1,858,582 (*then using the statewide pool of funding*), translating into 12 first mortgage loans and \$125,300 in down payment loans. With housing as a key goal of the Cloquet EDA this program benefits borrowers whose income is at or below 80% of area median income for single-family home purchases for first time home buyers and by partnering with MHFA, eligible first-time home buyers in Cloquet will have access to affordable Start Up Loan Program, Step Up Loan program, and Down payment and Closing Cost Loans from approved participating Cloquet banks. For 2022 there will be two MHFA/MnHousing approved Cloquet financial institutions to use the program including: North Shore Bank and US Bank (<https://www.mnhousing.gov/sites/np/findalender>). There are no other costs to the City, however MHFA does require at least 50% of the allocation be used in order to participate the following year. There are no administrative fees to MHFA/MnHousing. Ms. Hansen recommended continued involvement in the program with high utilization.

Motion: **Commissioner Ryan moved, and Commissioner Wilkinson seconded, that the EDA recommend to Council to renew involvement in the Minnesota City Participation Program for 2022.**

b. Update on Blandin Broadband Accelerate Program

Ms. Hansen provided an update along with the schedule of weekly discussion topics for the Blandin Broadband Accelerate Program. She shared that it has been recommended that Cloquet reopen their broadband survey to yield more responses. Ms. Hansen said that would be done during the month of January and the Cloquet Broadband Team recommended to the EDA that an incentive be included such as an iPad (costs range by model and amount of memory \$329-800). She stated that estimates from the City's mailing company are roughly \$600 to print a flyer on the survey.

Direction: **EDA members supported the purchase of an iPad from the EDA marketing budget along with costs to produce a flyer for the utility billing.**

c. Discussion on Solem Hotel

Ms. Hansen provided an overview on 915 Cloquet Avenue stating that there had been a fire in the western wing in 2000, in 2001 Wells Fargo initiated mortgage foreclosure, and in 2002 the City purchased the building to revitalize it. In September 2003 the building was sold to Mexico Lindos restaurant to open a business on the main level storefront, this business later became



**CLOQUET ECONOMIC DEVELOPMENT
AUTHORITY**

101 14th St., Cloquet, MN 55720

December 1, 2021

Pedros and operated out of the building until October 2021 when they relocated to 7 – 8th Street the former Northeast Barbeque/Eagles building. During 2020 liquor licensing inspections some building repair items were flagged (notably the roof) and personally served to the owner of record to correct, those corrections have gone unaddressed. During the month of October gas was shut off. On November 2nd the City of Cloquet secured the building and shut off water and sewer to protect it during cold weather and revoked the certificate of occupancy for the building.

The building is not in excellent shape, nor is it beyond repair. The question to the EDA is does the City want to get involved in trying to address revitalizing this building under a public-private partnership or let it sit and further deteriorate. Commissioner Riihiluoma who was part of the City’s purchase in 2002 said a bad roof and an unheated building are not a good situation, the City should issue condemnation and try to save the building with an interested developer skilled in restoration. Other EDA members chimed in the same, to recommend to Council to initiate condemnation. Ms. Hansen reported the process is roughly six months. Administrator Peterson said if folks believe the owner will respond and fix up the building to not proceed, otherwise this is the only viable option to select.

Motion: Commissioner Lanigan moved, and Commissioner Wilkinson seconded, that the EDA recommend to Council to initiate condemnation on 915 Cloquet Avenue for City acquisition to revitalize under public-private partnership (approved 5-0).

5. AGENCY UPDATES / DISCUSSION ITEMS

Next meeting date

January 5, 2022 at City Hall. Motion to adjourn was requested by President Micke, Commissioner Lanigan moved, support by Commissioner Wilkinson, to adjourn the meeting.

ADJOURNED 8:41 a.m.

Respectfully submitted,

Holly Hansen, Community Development Director



Community Development Department
101 14th ST • Cloquet MN 55720
Phone: 218-879-2507 • Fax: 218-879-6555

To: City of Cloquet Economic Development Authority (EDA)
From: Holly Hansen, Community Development Director
Date: December 29, 2021

ITEM DESCRIPTION: EDA Review of Monthly Financial Statements (November 2021)

EDA Requested Action

The EDA is asked to approve the November 2021 financials.

Monthly Review

Attached the EDA members will find the November 2021 cash balances and loans for economic development.

CASH BALANCES

The summary of November financials **which currently total \$1,904,424.72** are:

- **Fund 201 (LDO-Loan)** there is an **increase** in Fund 201 due to loan repayments.
- **Fund 201 (LDO-Project/Loan)** *there no change in the amount, these funds are derived from the state (DEED) MIF One Time Exception participation by the City of Cloquet and the EDA has placed these separately to identify potential future project/or loan funding opportunities.*
- **Fund 202 (Fed CDBG)** there is a **decrease** due to Adams Street legal expense.
- **Fund 203 (ED)** there is a **increase** from loan repayments into this fund.
- **Fund 206 (Revolved Phase 3 SCDP loan repayments)** there is an **increase** in Fund 206 due to monthly loan repayments.

LOAN STATUS

The total outstanding loan balance for City funds is \$242,149.42 (8 business loans, 7 residential small cities projects) with monthly repayments of \$5,557.65.

Policy Objectives

As a standalone EDA, the monthly financial statements must be reviewed and approved by the EDA.

Financial Impacts



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None at this time.

Staff Recommendation

Staff recommends that the EDA move to approve the November 2021 EDA financial statements.

Supporting Documentation

- November 2021 Cash Balances; November 2021 Loan Balances

**City of Cloquet
Cash Balances
November 2021**

		Current Month	Previous Month
201	LDO Loan (EDA) - Loan	\$832,688.37 1	\$829,426.75
201	LDO Loan (EDA) - Project/Loan	\$105,006.21	\$105,006.21
202	Federal CDBG Loan (EDA)	\$600,038.04 2	\$602,538.04
203	Economic Development Loan (City)	\$300,071.20 1	\$299,112.31
206	Revolving SCDP	\$66,620.90 1	\$65,791.01
<u>206 Commercial Grant Awards:</u>		<u>\$1,904,424.72</u>	<u>\$1,901,874.32</u>
A. \$10,000 <i>Northeastern, 115 St. Louis Avenue (awnings) - PAID</i>			
B. \$10,000 <i>Shooting Stars Annex, 1404 Cloquet Avenue (exterior rehabilitation) - PAID</i>			
C. \$10,000 <i>Neighborhood Church of Cloquet, 612 Cloquet Avenue (re-roof) - PAID</i>			
D. \$4,359.46 <i>Former Labor Temple, 1403 Avenue C (awnings/doors) - PAID</i>			
E. \$10,000 <i>Paradigm Therapy, 1102 Cloquet Avenue (storefront windows, side door on 11th Street)</i>			
F. \$10,000 <i>Split Rock Financial (Historic City Hall) 105 Arch ST (exterior wood trim painting and brick tuck pointing)</i>			
G. \$10,000 <i>Angel Nails/Northern Health Filtration at 1201 Cloquet Avenue (12th Street exterior siding)</i>			
H. \$10,000 <i>Medicine Shoppe 1208 Cloquet Avenue (awnings and doors)</i>			
I. \$10,000 <i>Northern Printery 206 Avenue C (windows and exterior brick repair)</i>			
J. \$10,000 <i>128 Avenue C (roofing)</i>			
K. \$10,000 <i>HOLD for potential West End Brewery Project</i>			

Monthly change explanations:

- 1 - Loan repayments
- 2 - \$2500.00 Straightline Surveying for Adams Street

**Community Development
Loan Balances
November 2021**

Loan	Loan Date	%	Loan Amount	Monthly Payment	Maturity Date	Balance	*Exp. UCC or FF
Fund 201 from 202 (EDA)							
Bergquist Imports, Inc.	12/10/2020	2%	\$ 20,000.00	\$ 391.58	12/15/2025	Paid 7/28/21	12/5/2025
Daugherty/Daboeds, LLC	11/30/2012	2.25%	\$ 125,000.00	\$ 647.26	12/1/2032	Paid 5/17/21	
GCL Development Group LLC	6/12/2020	2.25%	\$ 75,000.00	\$ 388.36	7/1/2040	\$ 70,787.59	
North Country Dental LLC	8/3/2020	2%	\$ 20,000.00	\$ 390.79	7/1/2025	\$ 16,566.12	7/24/2025
Pine & Pearls, LLC	7/21/2021	2%	\$ 70,000.00	\$ 362.47	7/21/1941	\$ 68,582.57	
Radoush Holdings LLC	10/13/2017	3.25%	\$ 10,475.00	\$ 139.59	11/15/2024	\$ 4,655.32	
WebMed, LLC	12/11/2020	2%	\$ 20,000.00	\$ 391.56	12/15/2025	\$ 18,409.04	12/8/2025
				Fund 201	\$ 2,711.61	\$ 179,000.64	
Fund 201 from 204 (EDA)							
Synapp North	9/27/2011	3%	\$ 100,000.00	\$ 690.58	10/1/2026	Paid 9/1/21	
Pioneer Recovery	6/21/2013	2.25%	\$ 95,500.00	\$ 889.46	7/15/2023	\$ 6,684.12	8/2/2023
				Fund 201	\$ 1,580.04	\$ 6,684.12	
Fund 203 (City)							
Wood City Lights	4/1/2014	3%	\$ 54,050.00	\$ 360.40	4/1/2029	\$ 29,846.73	
				Fund 203	\$ 360.40	\$ 29,846.73	
Fund 203 from Fund 207 (City)							
CMW Retail Properties	7/1/2012	1%	\$ 100,000.00	\$ 598.49	8/1/2027	\$ 39,550.27	6/25/2022
				Fund 203	\$ 598.49	\$ 39,550.27	
Fund 206 from 208 (EDA)							
Janet Chalberg	8/23/2016	3%	\$ 7,017.00	\$ 92.72	8/23/2023	\$ 2,157.18	
Diane Mullen	7/17/2017	3%	\$ 6,274.00	\$ 87.62	2/17/2024	\$ 2,192.75	
Mark & Rebecca Lambert	12/15/2016	3%	\$ 7,395.00	\$ 97.67	12/15/2023	\$ 2,628.53	
Jamie Lund	12/15/2016	3%	\$ 7,500.00	\$ 99.10	12/15/2023	\$ 2,395.65	
Billy Joe Wise	8/11/2017	3%	\$ 7,493.00	\$ 99.01	9/11/2024	\$ 3,404.52	
Tammy Randa	9/13/2017	3%	\$ 7,024.00	\$ 92.81	10/13/2024	\$ 3,021.54	
Donna Trettel	9/29/2017	3%	\$ 7,461.00	\$ 98.58	10/29/2024	\$ 1,114.22	
				Fund 208	\$ 667.51	\$ 16,914.39	
Total Community Development Loans Outstanding				\$ 5,557.65		\$ 242,149.42	

Notes:

* - Can re-file continuation within 6 months of expiration.



Community Development Department
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To: City of Cloquet Economic Development Authority (EDA)
From: Holly Hansen, Community Development Director
Date: December 29, 2021

ITEM DESCRIPTION: Cloquet EDA Goal Discussion for 2022

Background/Overview

Attached the EDA will find the 2021 Cloquet EDA goals, with updates on how various project in the City this year met or deviated from established goals. Please review these materials and provide your input on identifying annual goals for 2022. At the January meeting we will:

- **Conduct an EDA roundtable, then;**
- **Identify strategic goals for 2022**

Legislatively – the City’s Sales Tax request for improvements to Pine Valley Hockey Facilities and Regional Park facilities will be up for vote this November and Sappi’s Water Line improvements are under review by the Bonding Committee.

RECAP 2021

Goal #1 – Broadband: Improve Residential and Business Networks

Strategy: Facilitate partnerships to improve residential and business broadband service within the City of Cloquet.

Implementation Steps: See attached 2021 Goals for details.

Accomplishments 2021:

- Formed the Cloquet Broadband Committee
- Partnered with CTC on a web-based broadband survey
- Received Blandin grant, one for four communities, to go through a community engagement process as a Blandin Broadband Community
- Five provider interviews are scheduled in January 2022 along with a press conference to relaunch of the survey (incentive to win an iPad).

Goal #2 - Promote the Development, and Maintenance, of Housing by implementing the 2014 Cloquet Housing Study and Taskforce Recommendations

Strategy: Ensure that the City’s housing stock supports the needs of local employers, employees, and targeted businesses including the adequate marketing of the City’s housing re/development opportunities.

Implementation Steps: See attached 2021 Goals for details.



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Accomplishments 2021:

- Single-Family/Duplex:
 - City/EDA acquisition of Adams Street for duplex construction in 2022.
 - Trails Edge Phase 1 TIF Note issued for 3 buildings (6 units complete), Phase 2 deadline for completion July 2022 for 2 buildings (4 units)
 - City building permits – 8 new single family homes constructed and 1 duplex on Prospect
- Multi-Family:
 - Union Lofts (former Labor Temple) pulled their Phase 2 building permit in April to construct 11 downtown loft apartments downtown. Toured the EDA through the project and partnered with them on EDA marketing video to feature City programs used.

Goal #3 – Childcare

Strategy: Ensure local families and businesses are supported by and have access to quality childcare in the City of Cloquet by maintaining and creating new additional childcare slots.

Implementation Steps: See attached 2021 Goals for details.

Accomplishments 2021:

- Participated in County Childcare Committee and held a Childcare Resource Forum during November 2021
- Requested technical assistance from First Children’s Finance to daycare center that needs to relocate and expand within Cloquet

Goal #4 – Develop the Cloquet Business Park

Strategy: Increase business and employment opportunities within the Cloquet Business Park while broadening the commercial/industrial sector and tax base.

Implementation Steps: See attached 2021 Goals for details.

Accomplishments 2021:

- Cloquet DNR Office fully relocated into the Business Park during June 2021
- Toy Barn Storage purchased third lot and constructed another building

Goal #5 – Downtown Revitalization

Strategy: Increase the number and variety of restaurants, breweries/cideries/taprooms etc., retail, office, commercial, and housing mixed-use destinations to maintain Downtown as a vibrant destination and place of commerce. Work to implement the 2017 Downtown Cloquet Revitalization Strategy with detailed recommendations for the Cloquet Avenue and Historic West End Districts.

Implementation Steps: See attached 2021 Goals for details.

Accomplishments 2021:

- Artists on Mainstreet Grant Round 1 complete, 10 projects complete, and 2 extensions granted; Grant Round 2 – workshop March 2022 for 2022 projects
- Revolved Small Cities Grant projects



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- Staff continues to respond to space and building inquiries in the Downtown.
- Pedros relocated their restaurant operations into the former NE Barbeque during October 2021
- Submitted draft SCDP application for new streetlights in West End Business District and leveraged project partnerships with USG on the application.

Goal #6 – Business Support

Strategy: **Have strong local business relationships, awareness of their needs and market Cloquet.**

Implementation Steps: See attached 2021 Goals for details.

Accomplishments 2021:

- The Hidden Gems of Cloquet project, conducted 69 business retention visits with 8,008 views of these features launched thus far on: <https://www.thehiddengemsofcloquet.com/> (Businesses featured include: Hong Kong Spa, Burger Shoes, Fig Tree, Sewing Unlimited, North Country Comfort, Skutevik's Floral, Common Grounds, Northern Printery, Wood City Nutrition, Community Printing, Morning Star, Pack & Mail, Bearaboo, Medicine Shoppe, Daugherty Appliance, Park Avenue Fitness and Therapies, B&B Market, Gene's Marine, Sara's Vac Shack, Cloquet Flooring, Mainstream Boutique, TJ's Gun and Pawn, Hagen's Glass and Paint, Quilted Dog, Cloquet Interiors, Savanna Pallets, Oswell Auto Body, Reliable Insurance, Outdoor Advantage, J3 Insurance, Bergquist Imports, County Seat Theater, Up North Insurance, Vision Pro Optical, Premier Theatres, Cloquet Animal Hospital, Union Lofts, Arrowhead Water, Lambert's Auto Glass, Cloquet Country Club, Jill's Pet Parlor, Ellison Family Chiropractic, Cloquet Service Center, Shooting Stars Dance, Northern Minnesota Eye Care, Nelson Funeral Care, Epic Nutrition, Pioneer Recovery Center, Dave's Cloquet Mattress & Furniture, Angel Nails, American Health Filtration, K1 Sportswear, Mutty Trails, Paradigm Therapy Services, the Wilderness junior league hockey team, L&M Supply, WebMed LLC, Upper Lakes Foods, USG Interiors, Pine Valley 360, LCS Coaches, Cloquet Natural Foods, Pinewood, United Way, Reach, Pine Knot News, Community Memorial Hospital, Northwoods Power Equipment, Northern Lights Community Action.)
- EDA gap financing loan to Bearaboo for permanent financing and expansion. Will partner with their financing team to do a marketing feature on using City programs.
- General construction – new Essentia Clinic, Pedros renovations to new downtown location, Walmart remodel, USG remodeling

Goal #7 – Redevelopment Support

Strategy: Ensure difficult sites that require redevelopment are supported with economic development tools as warranted.

Implementation Steps: See attached 2021 Goals for details.



Community Development Department
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Accomplishments 2021:

- The EDA recommended acquisition of their former location, 915 Cloquet Avenue, to the City Council December 21, 2021
- Completed brownfield reports for 2 Cloquet sites received
- Continued approvals for Hwy 33 S J-Turns headed for 2022 construction bids
- Cloquet DNR Office site went up for sale bids December 2021

Attachments

- 2021 Cloquet EDA Goals



Cloquet Economic Development Authority Work Plan 2021

Goal #1 – Broadband: Improve Residential and Business Networks

Strategy: **Facilitate partnerships to improve residential and business broadband service within the City of Cloquet.**

Implementation Steps:

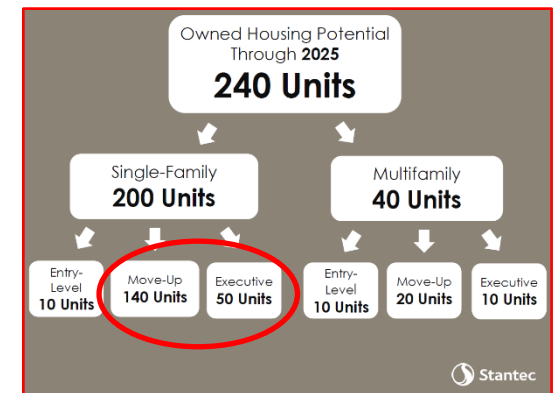
1. Engage with current providers on future improvements.
2. Since Cloquet is considered “served” by existing broadband providers, state and federal grants/programs aren’t currently an opportunity for the City, as they focus on “unserved.” Consider self-initiated City leadership to improve service by undertaking a broadband feasibility study for the City of Cloquet, applying for a regional foundation grant to support the cost of this study (18-month effort estimated for this initiative) to identify opportunities and pathways for improvements.

Goal #2 - Promote the Development, and Maintenance, of Housing by implementing the 2014 Cloquet Housing Study and Taskforce Recommendations

Strategy: **Ensure that the City’s housing stock supports the needs of local employers, employees, and targeted businesses including the adequate marketing of the City’s housing re/development opportunities.**

Implementation Steps:

1. The EDA will continue housing efforts playing a crucial role in housing development and redevelopment in Cloquet, maintaining clear economic development housing incentives for market and affordable housing projects in Cloquet (e.g. Housing TIF/Abatement Policy), facilitating creative partnerships, and assistance in securing program funding and grant funding (e.g. SCDP) to assist with key community priorities/projects.
2. Support new single-family projects and housing subdivision projects for all age spectrums, especially those that will connect with public utilities. Work on unique opportunities to create higher finish level apartments for millennials such as downtown upper story loft apartments or downtown redevelopment projects.



Single-Family Ownership 2014-2020

61 Homes (Unmet, Goal 200 Units)

- 4 Manufactured homes 2020.
- 54 Move-up (45 homes in Cloquet: 12 Patio Homes project; 1 home 2019/1 home planned 2020 Water Tower project), 4 homes in Scanlon)
- 3 Executive (Cloquet)

Multifamily Ownership 2014-2020 (e.g. Townhome, Condo, Loft)

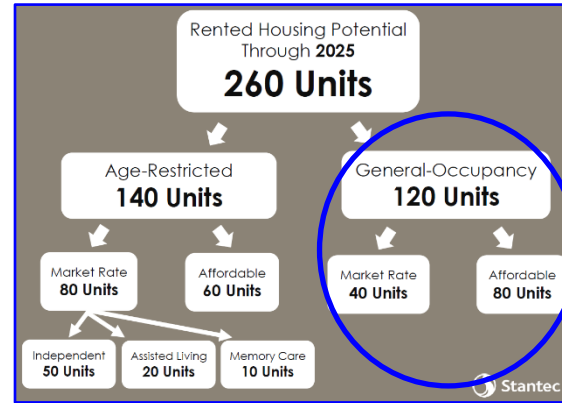
4 Units (Unmet, Goal 40 Units)

- 6 more townhome units planned for 2021+



Cloquet Economic Development Authority Work Plan 2021

3. Conclude initiated condemnation on the Adams Street property for redevelopment housing opportunity.
4. Initiate new Housing Study in 2024 (General Fund) .
5. Leverage other enforcement case opportunities.



General Occupancy Rental 2014-2020

139 Rental Units (Met, Goal 120 Units)

- ✓ 58 **Market Rate Units** (Union Lofts – 11 units (2021); Carlton Lofts – 11 Units; 14th ST III TIF, 8 Units held for income restricted occupants, rents not necessarily restricted)
- ✓ 56 **Affordable Units** Shallow Subsidy workforce housing (Carlton Lofts 39 Units, White Pine 17 Units rent & income restricted)
- ✓ 35 **Affordable Units** Deep Subsidy (White Pine 18 Units, Carlton Lofts 7 Units rent & income restricted)

Age-Restricted Rental 2014-2020

6 units (Unmet, 140 Units)

- 4 more units planned for 2021 Trails Edge 2 senior independent market/affordable townhomes

Goal #3 – Childcare

Strategy: Ensure local families and businesses are supported by and have access to quality childcare in the City of Cloquet by maintaining and creating new additional childcare slots.

Implementation Steps:

1. Continue participation in the Rural Childcare Program for Carlton County in an effort to support and connect Child Care Facilities to resources to retain/expand childcare slots (e.g. Northland Foundation, First Children’s Finance).
2. Connect inquiries for daycare center facilities to buildings and sites for sale within the City.
3. Leverage local opportunities to use regional and state programs, loans, and grant opportunities to expand childcare (e.g. 116J.417 GREATER MINNESOTA CHILD CARE FACILITY CAPITAL GRANT PROGRAM).

Goal #4 – Develop the Cloquet Business Park

Strategy: Increase business and employment opportunities within the Cloquet Business Park while broadening the commercial/industrial sector and tax base.

Implementation Steps:

1. Support business inquiries and leads interested in the Park.
2. Support existing businesses interested in expanding in the Park (as guided in the Zoning Code).
3. Market the Park and City programs that can be utilized to accomplish development (online via the Cloquet EDA website, Facebook, LinkedIn etc.).



Cloquet Economic Development Authority Work Plan 2021

4. Conduct Business Retention and Expansion Visits to ensure City is aware of business real estate and workforce talent needs. Share information on City/EDA business programs, and other regional/state/federal programs. and to share information on Cloquet EDA programs and sites such as the Business Park.
5. Continue to building relationships from the 2020 non-traditional lenders forum in Cloquet to broaden the knowledge of local lenders on partnership programs on various gap financing programs.
6. Engage in business lead generation activity work with regional economic development partners such as DEED, APEX, MnPower, Carlton County etc.
7. Ensure if the City/EDA initiate a broadband feasibility site that strong service in the Park is essential to support future lot sale development.

Goal #5 – Downtown Revitalization

Strategy: **Increase the number and variety of restaurants, breweries/cideries/taprooms etc., retail, office, commercial, and housing mixed-use destinations to maintain Downtown as a vibrant destination and place of commerce. Work to implement the 2017 Downtown Cloquet Revitalization Strategy with detailed recommendations for the Cloquet Avenue and Historic West End Districts.**

Implementation Steps:

1. Re-Kick Off West End Flourish Artist after COVID-19 freeze is lifted on the Artist on Mainstreet Community Grant project.
2. Assist with real estate inquiries on downtown buildings and city programs. Consider a Small Cities application to DEED for additional funding.
3. Assist distressed properties with program opportunities and engage potential developers.
4. Improve downtown district aesthetics and connectivity to natural/recreational amenities. Leverage and build upon completed Parks and Riverfront aesthetic and streetscaping investments bringing traffic past the West End and continue riverfront trail planning to connect to Munger Trail system from Cloquet, which will be a complex multi-jurisdictional project that needs to be strategically managed for long-term implementation success.
5. Establish a Downtown Business Committee.

Goal #6 – Business Support

Strategy: **Have strong local business relationships, awareness of their needs and market Cloquet.**

Implementation Steps:

1. Conduct Business Retention and Expansion Visits to ensure City is aware of business real estate and workforce talent needs.
2. Market Cloquet utilizing prepared Advy Advantage materials, and building off of them, which positively promote the community.
3. Market City/EDA business programs, and other regional/state/federal programs.



Cloquet Economic Development Authority Work Plan 2021

4. Continue to maintain office, commercial, and industrial real estate sites for sale to direct business leads to within the City of Cloquet on Northland Connection.
5. Connect Talent to Business: Partner with regional agencies (e.g. APEX, Northspan, Cloquet CareerForce, Northforce, DEED etc.) on local business talent needs. Network with higher education institutions locally (FDLTCC) and regionally on training (upskill/reskill) and talent opportunities to support Cloquet businesses. Network with ISD 94 on FabLab and other training and trades programs to support Cloquet businesses.
6. Participate in economic development network locally, regionally, and at the state/federal levels maintaining relationships.
7. Bolster collaboration with the Fond Du Lac Reservation.

Goal #7 – Redevelopment Support

Strategy: Ensure difficult sites that require redevelopment are supported with economic development tools as warranted.

Implementation Steps:

1. Cloquet will participate in ARDC's EPA Brownfield Redevelopment Grant project 2021-2023 providing the opportunity to focus on potential contaminated sites with redevelopment opportunities in the City and options to leverage programs to support those.
2. The EDA's ICE Study (Intersection Control Evaluation Study for South Hwy 33 Gillette Road) was used as the basis to submit for a MnDOT Transportation Economic Development Grant Application to continue to improve land redevelopment opportunities along South Hwy 33 and improve transportation safety. Cloquet was awarded funding in January 2020 and has begun working in cooperation with MnDOT on this project.