# AGENDA
# ECONOMIC DEVELOPMENT AUTHORITY
# REGULAR MEETING
# CITY OF WYOMING, MINNESOTA
# OCTOBER 12, 2021
# 6:00 PM

**CALL TO ORDER:**

**CALL OF ROLL:**

**DETERMINATION OF A QUORUM:**

**PLEDGE OF ALLEGIANCE:**

**OPEN FORUM:**
*"An opportunity for members of the public to address the City Council on items on/or not on the current agenda. Items requiring Council action maybe deferred to staff or Boards and Commissions for research and future Council Agendas if appropriate. You will be limited to three (3) minutes and we ask that you conduct yourself in a professional, courteous manner, and refrain from the use of profanity. Failure to abide by this policy may result in the loss of your privilege to speak".*

**APPROVAL OF MINUTES:**

**1.** Consider approving the minutes of the "Special Meeting" of the Wyoming, Minnesota City EDA for July 13, 2021

**2.** Consider approving the minutes of the "Special Meeting" of the Wyoming, Minnesota City EDA for August 2, 2021

**3.** Consider approving the minutes of the "Special Meeting" of the Wyoming, Minnesota City EDA for September 20, 2021

**NEW BUSINESS:**

**4.** Initial 2022 Budget Discussion

**5.** 2021 Manufacturing Month Proclamation and Postcards

**6.** Minnesota Commercial Real Estate (MNCAR) Preparation

**7.** Chisago County Forgivable Loan Policy

**UPDATES**

**8.** 2021 Chisago County Profile

**ADJOURN**

# UNAPPROVED MINUTES
# ECONOMIC DEVELOPMENT AUTHORITY
# SPECIAL MEETING
# CITY OF WYOMING, MINNESOTA
# JULY 13, 2021
# 6:00 PM

**CALL TO ORDER:**

**CALL OF ROLL:**
*On a Call of the Roll the following members of the Wyoming EDA were present:*
*EDA Members: Mayor Iverson, Council Member Schilling, Steve Sicheneder, Andrew Buccanero and Eddie Prigge*
*Also Present: Robb Linwood - City Administrator, Tom Loonan, City Attorney, Eckberg and Lammers, and Nancy Hoffman – Chisago County HRA/EDA*
*ABSENT: Alex Bulmer and Mike Soule*
**DETERMINATION OF A QUORUM:**

**PLEDGE OF ALLEGIANCE:**

**OPEN FORUM:**
*"An opportunity for members of the public to address the EDA on items not on the current Agenda. Items requiring EDA action maybe deferred to staff for research and future EDA Agendas if appropriate."*

**APPROVAL OF MINUTES:**

1. Consider approving the minutes of the "Regular Meeting" of the Wyoming, Minnesota City EDA for May 10, 2021

**A MOTION WAS MADE BY EDA MEMBER <u>SCHILLING</u> SECONDED BY EDA MEMBER <u>PRIGGE</u> TO APPROVE THE "REGULAR MEETING" MINUTES OF THE WYOMING, MINNESOTA ECONOMIC DEVELOPMENT AUTHORITY FOR MAY 10, 2021**

*Voting Aye: Iverson, Schilling, Sicheneder, Buccanero, and Prigge*
*Voting Nay:*
*Abstain:*

2. Consider approving the minutes of the "Special Meeting" of the Wyoming, Minnesota City EDA for May 17, 2021

**A MOTION WAS MADE BY EDA MEMBER <u>SCHILLING</u> SECONDED BY EDA MEMBER <u>PRIGGE</u> TO APPROVE THE "SPECIAL MEETING" MINUTES OF THE WYOMING, MINNESOTA ECONOMIC DEVELOPMENT AUTHORITY FOR MAY 10, 2021**

*Voting Aye: Iverson, Schilling, Buccanero, Sicheneder, and Prigge*
*Voting Nay:*
*Abstain:*

3. Consider approving the minutes of the “Special Meeting” of the Wyoming, Minnesota City EDA for June 10, 2021

**A MOTION WAS MADE BY EDA MEMBER SCHILLING SECONDED BY EDA MEMBER PRIGGE TO APPROVE THE “SPECIAL MEETING” MINUTES OF THE WYOMING, MINNESOTA ECONOMIC DEVELOPMENT AUTHORITY FOR JUNE 10, 2021**

*Voting Aye: Iverson, Schilling, Buccanero Sicheneder, and Prigge*
*Voting Nay:*
*Abstain:*

**SCHEDULED BID LETTINGS: NONE.**

**SCHEDULED PUBLIC HEARINGS: NONE**

**CONSENT AGENDA:**
*Items under the “Consent Agenda” will be adopted with one motion; however, council members may request individual items to be pulled from the consent agenda for discussion and action if they choose.*

**ACKNOWLEDGE RECEIPT OF REPORTS OF OFFICERS, BOARDS, COMMISSIONS AND DEPARTMENT HEADS:**

**COMMUNICATIONS: NONE**

## NEW BUSINESS

4. To consider entering closed session under Minnesota Statute 13D.05 Subdivision 3,(c)(3) to discuss strategy on a potential offer on the Bingham Property

**A MOTION WAS MADE BY EDA MEMBER SCHILLING SECONDED BY EDA MEMBER PRIGGETO ENTER CLOSED SESSION UNDER MINNESOTA STATUTE 13D.05 SUBDIVISION 3,(C)(3) TO DISCUSS A POTENTIAL OFFER ON THE BINGHAM PROPERTY AT 6:04P.M**

*Voting Aye: Iverson, Schilling, Sicheneder, Buccanero, and Prigge*
*Voting Nay:*
*Abstain:*

**A MOTION WAS MADE BY EDA MEMBER SCHILLING SECONDED BY EDA MEMBER BUCANNERO TO RETURN TO OPEN SESSION AT 6:19.P.M.**

*Voting Aye: Iverson, Schilling, Sicheneder, Buccanero, and Prigge*
*Voting Nay:*
*Abstain:*

**SUMMARY** – The Wyoming EDA Entered Closed session under Minnesota State Statute 13d.05 subdivision 3(c)(3) to discuss a potential offer on city EDA and county EDA property known as the Bingham property or property ID number 21.00006.00. Present during the discussion were EDA Members, Soule, Bulmer, Sicheneder, Mayor Iverson, City Administrator Linwood and Chisago County HRA/EDA Director Nancy Hoffman. Discussion were made on the potential offer – no formal motions were made regarding a potential offer the city and county owned land.

5. To consider approving a booth for the MNCAR Expo on October 27, 2021

**A MOTION WAS MADE BY EDA MEMBER PRIGGESECONDED BY EDA MEMBER BUCCANERO TO HAVE THE WYOMING EDA PARTICIPATE IN THE MNCAR EXPO ON OCTOBER 27, 2021**

*Voting Aye: Iverson, Schilling, Sicheneder, Buccanero, and Prigge*
*Voting Nay:*
*Abstain:*

6. To consider a special meeting on August 2, 2021 at 5:30PM.

**A MOTION WAS MADE BY EDA MEMBER PRIGGE SECONDED BY EDA MEMBER SCHILLING TO HAVE A SPECIAL MEETING ON AUGUST 2, 2021 AT 5:30PM**

*Voting Aye: Iverson, Schilling, Sicheneder, Buccanero, and Prigge*
*Voting Nay:*
*Abstain:*

**A MOTION WAS MADE BY EDA MEMBER PRIGGE SECONDED BY EDA MEMBER SCHILLING TO HAVE A SPECIAL MEETING ON AUGUST 2, 2021 AT 5:30PM TO CONSIDER A PURCHASE AGREEMENT BETWEEN THE CITY OF WYOMING EDA/CHISAGO COUNTY HRA/EDA AND HALLBERG INC. FOR A LAND PARCEL LOCATED AT FOREST BLVD AND I-35 IN WYOMING, MN PROPERTY PID 21.00006.00**

*Voting Aye: Iverson, Schilling, Sicheneder, Buccanero, and Prigge*
*Voting Nay:*
*Abstain:*

## ADJOURN

**A MOTION WAS MADE BY EDA PRESIDENT IVERSON ADJOURNED THE JULY 13, 2021 "SPECIAL MEETING" OF THE WYOMING, MINNESOTA ECONOMIC DEVELOPMENT AUTHORITY MEETING AT 6:25 P.M.**

*Voting Aye: Iverson, Schilling, Sicheneder, Buccanero, and Prigge*
*Voting Nay:*
*Abstain:*

**UNAPPROVED MINUTES**
**ECONOMIC DEVELOPMENT AUTHORITY**
**SPECIAL MEETING**
**CITY OF WYOMING, MINNESOTA**
**AUGUST 2, 2021**
**5:30 PM**

**CALL TO ORDER:**

**CALL OF ROLL:**
*On a Call of the Roll the following members of the Wyoming EDA were present:*
*EDA Members: Mayor Iverson, Council Member Schilling, Steve Sicheneder, and Alex Bulmer*
*Also Present: Robb Linwood - City Administrator, Tom Loonan, City Attorney, Eckberg and Lammers, and Nancy Hoffman – Chisago County HRA/EDA*
*ABSENT: Eddie Prigge, Andrew Buccanero, and Mike Soule*
**DETERMINATION OF A QUORUM:**

**PLEDGE OF ALLEGIANCE:**

**OPEN FORUM:**
*"An opportunity for members of the public to address the EDA on items not on the current Agenda. Items requiring EDA action maybe deferred to staff for research and future EDA Agendas if appropriate."*

**APPROVAL OF MINUTES:**

**SCHEDULED BID LETTINGS: NONE.**

**SCHEDULED PUBLIC HEARINGS: NONE**

**CONSENT AGENDA:**
*Items under the "Consent Agenda" will be adopted with one motion; however, council members may request individual items to be pulled from the consent agenda for discussion and action if they choose.*

**ACKNOWLEDGE RECEIPT OF REPORTS OF OFFICERS, BOARDS, COMMISSIONS AND DEPARTMENT HEADS:**

**COMMUNICATIONS: NONE**

## NEW BUSINESS

1. To consider a purchase agreement between the city of Wyoming EDA/CHISAGO County HRA/EDA and Hallberg Inc. for a land parcel located at Forest Blvd and I-35 in Wyoming, MN property PID 21.00006.00

**A MOTION WAS MADE BY EDA MEMBER SCHILLING SECONDED BY EDA MEMBER BULMER TO OPEN THE PUBLIC HEARING AT 5:39PM**

*Voting Aye: Iverson, Schilling, Sicheneder, and Bulmer*
*Voting Nay:*
*Abstain:*

**A MOTION WAS MADE BY EDA MEMBER SCHILLING SECONDED BY EDA MEMBER BULMERTO RETURN TO CLOSE THE PUBLIC HERING AT 5:40.P.M.**

*Voting Aye: Iverson, Schilling, Sicheneder, and Bulmer*
*Voting Nay:*
*Abstain:*

**A MOTION WAS MADE BY EDA MEMBER IVERSON SECONDED BY EDA MEMBER SCHILLINGTO APPROVE A PURCHASE AGREEMENT BETWEEN THE CITY OF WYOMING EDA/CHISAGO COUNTY HRA/EDA AND HALLBERG INC. FOR A LAND PARCEL LOCATED AT FOREST BLVD AND I-35 IN WYOMING, MN PROPERTY PID 21.00006.00**

*Voting Aye: Iverson, Schilling, Sicheneder, and Bulmer*
*Voting Nay:*
*Abstain:*

**A MOTION WAS MADE BY EDA MEMBER SICHENDER SECONDED BY EDA MEMBER SCHILLING TO DESIGNATE THE EXECUTIVE DIRECTOR OF THE EDA ROBB LINWOOD TO WORK WITH THE PURCHASER TO EXTEND THE CLOSING DATE IF NECESSARY**

*Voting Aye: Iverson, Schilling, Sicheneder, and Bulmer*
*Voting Nay:*
*Abstain:*

## ADJOURN

**A MOTION WAS MADE BY EDA PRESIDENT IVERSON ADJOURNED THE AUGUST 2, 2021 "SPECIAL MEETING" OF THE WYOMING, MINNESOTA ECONOMIC DEVELOPMENT AUTHORITY MEETING AT 5:45 P.M.**

*Voting Aye: Iverson, Schilling, Sicheneder, Buccanero, and Prigge*
*Voting Nay:*
*Abstain:*

# UNAPPROVED MINUTES
# ECONOMIC DEVELOPMENT AUTHORITY
# SPECIAL MEETING
# CITY OF WYOMING, MINNESOTA
# SEPTEMBER 20, 2021
# 6:30 PM

**CALL TO ORDER:**

**CALL OF ROLL:**
*On a Call of the Roll the following members of the Wyoming EDA were present:*
*EDA Members: Mayor Iverson, Council Member Schilling, Steve Sicheneder, Andrew Buccanero, and Mike Soule*
*Also Present: Robb Linwood - City Administrator, Tom Loonan, City Attorney, Eckberg and Lammers, and Nancy Hoffman – Chisago County HRA/EDA*
*ABSENT: Eddie Prigge and Alex Bulmer*

**DETERMINATION OF A QUORUM:**

**PLEDGE OF ALLEGIANCE:**

## NEW BUSINESS

1. To consider a Declaration of Restrictive Covenants between Hallberg Inc. and the City of Wyoming EDA and Chisago County HRA/EDA for the Bingham Property

Administrator Linwood and City Attorney Loonan started off the meeting by explaining the covenants for the property and the restrictive covenants included not allowing the use of freight or trucking operations or self-storage facilities.

EDA Member Sicheneder expressed concerns that outside storage was not included in the covenants and that he felt a development agreement would be more appropriate than the restrictive covenants that were presented.

The EDA discussed the current zoning of the property and that outside storage was allowed, but the property would need site plan approval by both the planning commission and city council. Mr. Hallberg was present and he did explain that they planned on having the 1st building up in June of 2022. After considerable discussion the EDA made the following motion:

**A MOTION WAS MADE BY EDA MEMBER SCHILLING SECONDED BY EDA MEMBER SOULE TO APPROVE A DECLARATION OF RESTRICTIVE COVENANTS BETWEEN HALLBERG INC. AND THE CITY OF WYOMING EDA AND CHISAGO COUNTY HRA/EDA FOR THE BINGHAM PROPERTY**

*Voting Aye: Iverson, Schilling, Buccanero and Soule*
*Voting Nay: Sicheneder*
*Abstain:*

## ADJOURN

**A MOTION WAS MADE BY EDA PRESIDENT IVERSON ADJOURNED THE SEPTEMBER 20, 2021 "SPECIAL MEETING" OF THE WYOMING, MINNESOTA ECONOMIC DEVELOPMENT AUTHORITY MEETING AT 7:03 P.M.**

# Request for EDA Action

*Date*: October 8, 2021

*Presented to*: EDA Members
*Presented by*: Robb Linwood, City Administrator
*Department:* Administration
*Reference:* Initial 2022 Budget Discussion
Method: New Business

***Background Information***:

Then annual EDA levy has been at $42,000 for an extended period. A large component of that levy was for payment of the Bingham Property Mortgage and more recently ½ the costs of the property taxes on the parcel. With the pending sale and closing set for the Bingham Property set for November 15th, 2021 the EDA Levy will lose some of its biggest annual expenditures:

**Bingham Property 2021 costs**

- Mortgage - $31,429.00
- Taxes - $4,687.00

  **TOTAL - $36,116.00**

**Other 2021 Expenditures YTD**

- ½ Costs of Delineation – $1,739.00
- MNCAR $1,100
- North Metro Real Estate Conference - $250.00
- Constant Contact - $336.00
- Swag/giveaway items For MNCAR Event - $$?
- Postcards for Manufacturing Week - $$?

**TOTAL Expenditures YTD - $39,541.00**

**2022 Priorities**

With the pending sale of the Bingham property I wanted to begin some discussions with the group about priorities in the 2022 budget. Some items that I would like to discuss further would be as follows:

- Delineation of property near Wyoming Water Tower
- Potential Study of existing Industrial parcels and identifying new areas
- Hwy 8 Corridor Study
- Potential Videos of perspective Land
- Budgeting for Events

- Continued use of constant contact

These items are to have discussion, but I would look for feedback from the EDA on these items or others that have not been listed.

The Wyoming City Council budgeted $42,000 for the EDA levy in the preliminary budget, but they are aware of the pending sale of the Bingham property and may change.

# *Request for EDA Action*

*Date*: October 8, 2021

*Presented to*: EDA Members
*Presented by*: Robb Linwood, City Administrator
*Department:* Administration
*Reference:* Manufacturers Month Proclamation and Postcards
Method: New Business

***Background Information*:**

At the October 5, 2021 meeting the Wyoming City Council passed a proclamation declaring October as Manufacturing Month in Wyoming. The proclamation is attached for review. Secondarily I would like to Mail postcards to Local business thanking them for having their business in Wyoming that also shares information regarding manufacturer's months to local businesses.

The cost of send approximately 50 Postcards to our Manufacturers printed and designed is $72.45. A draft of these cards were not ready in time prior to our meeting, but I should have a sample at the meeting on Tuesday.

October is
# MANUFACTURING MONTH

# 2021 **PROCLAMATION**

| | |
|---|---|
| **WHEREAS:** | Manufacturing is a dynamic and robust industry, crucial to the health and strength of Minnesota's diverse economy; and |
| **WHEREAS:** | Manufacturing added $50.8 billion to Minnesota's economy in 2020, representing the second-largest contribution (14%) to the state's gross domestic product by any industry; and |
| **WHEREAS:** | Workers took home $21.9 billion in wages from Minnesota manufacturing jobs in 2020, the second-largest total payroll among private sector industries; and |
| **WHEREAS:** | Manufactured exports brought $19 billion into the Minnesota economy in 2020; and |
| **WHEREAS:** | Manufacturing in Minnesota pays an average annual wage of $70,860, which is 10% higher than the state's overall average wage; and |
| **WHEREAS:** | Manufacturing provides over 309,000 highly skilled, well-paying jobs, which significantly contribute to Minnesota's high standard of living and economic vitality. |

**NOW, THEREFORE, I/WE,** **The City of Wyoming** , do hereby proclaim the month of October 2021 shall be observed as:

## MANUFACTURING MONTH in Wyoming

*Signed:* 

*Date:* 10/05/2021

# *Request for EDA Action*

*Date*: October 8, 2021

*Presented to*: EDA Members
*Presented by*: Robb Linwood, City Administrator
*Department:* Administration
*Reference:* MNCAR Event
Method: New Business

***Background Information*:**

October 27, 2021 the City of Wyoming EDA will participate in the MNCAR event in Minneapolis. The normal for this is we bring branded Wyoming EDA materials as give a ways and attract parties to our booth. I am requesting the EDA allow for $300.00 for this year to purchase some items for this year's event.

**Chisago County Forgivable Loan**
**Policy and Guidelines**

The Chisago County HRA-EDA created a forgivable loan program to incent businesses to build within the county as well as to create high-quality jobs. The focus of this program is industrial, manufacturing, technology, and manufacturing service industries. The purpose of the program is to assist increasing the tax base and creating jobs to enhance the economic vitality of the county.

The business will be given three years to create the agreed upon jobs and provide the capital investment in Chisago County agreed to by the applicant and the HRA-EDA. If the business satisfies the agreements the loan will be considered forgiven. If the business does not satisfy the agreements, the loan will be considered deferred, and the business will begin payback of the loan per a loan agreement.

Eligible Businesses:

- The program is available to businesses deemed “for-profit” and engaged in manufacturing, warehousing, distribution, technology-related industries, and manufacturing service.

Funding is available to businesses meeting a minimum of the following criteria:

- Be engaged in an eligible business activity.
- Will build a new building or provide a building expansion with an investment of at least $1,000,000. (Including or not including land)
- Obtain local government support for their project evidenced through minutes or a resolution.
- Create at least 10 new full-time permanent jobs. Job retention may be considered if the business is considering moving out of the county. The jobs must be created within three years from application approval while maintaining existing employment numbers.
- Pay a minimum of $25.00 in wages, including benefits, for 2/3 of the new employment or 10 employees.
- Cause no undue harm to existing Chisago County business competitors.

Eligible Uses of Funds: (*collateral requirement*)

- Building
- Land Acquisition
- Purchase of equipment

Funds Available:

- The business may receive up to $100,000. Grant funds will be determined based on number of jobs created, wages, and capital/building investment.
- Funding is based on the following formula $5,000 per job with wages at $25.00 and/or $5,000 per $100,000 of capital investment.
- Funds will be made part of a full loan package and provided at the time of permanent financing.

- Each year, the HRA-EDA considers the amount of funds to be made available for this program. Funding is limited to the availability of funds.
- The applicant is required to submit all job reporting requirements, building costs, and financial statements as required and/or requested by the HRA-EDA.

Application Process

- A complete application is submitted to the HRA-EDA office. Staff will assist in completing the application as needed.
- The HRA-EDA will consider the Forgivable Loan based on the recommendation of the Loan Committee appointed by the HRA-EDA. The completed application must be provided two weeks prior to the regular HRA-EDA Board meeting typically on the last Tuesday of the month to provide time for review.
- A 1% origination fee is required to cover attorney and closing fees.

Closing Requirements

- If approved, the Loan Agreements shall be executed. Loans made from the HRA-EDA Forgivable Loan program must be adequately secured to the satisfaction of the HRA-EDA. Mortgage or lien instruments must be executed at the time of the loan closing. The HRA-EDA will take a security interest position in any equipment, real estate, or other appropriate collateral. A subordinate lien position will be acceptable.
- Based on the project merits and the funding available, the HRA-EDA has the option to approve or not approve any applications received.
- The applicant must maintain fire and extended coverage insurance on the project property as required during the term of the loan. Life insurance, Key Man and business interruption insurance may be required.
- The Applicant may be asked to provide additional documentation for the closing.
- Personal guarantees are required.

Loan Terms if not Forgiven

- The interest rate will be fixed for the term of the loan based on prime rate as published in the Wall Street Journal the day the loan closed.
- Terms are based on the life of the asset – 20 years for building and 7 years for equipment.
- Recipients will be required to set up automatic payments from their checking account of the monthly loan payments under the program.
- Recipients must always maintain property insurance on buildings and contents for full replacement value. Insurance policies shall be in the name of the Chisago County HRA-EDA as a Lender Loss Payee.
- Payments more than 30 days delinquent will be assessed a five (5) percent penalty. Payments first go towards any accrued penalties, then towards accrued interest, and lastly to reduce the balance of the principal.
- The applicant is required to submit all applicable job reporting requirements and financial statements as required and/or requested by the HRA-EDA.

EAST CENTRAL
Regional Development Commission

# Business/COVID-19 Loan Application Form

**Click inside the boxes below to type your information. Use the TAB key to navigate. Save and/or print the application to submit to East Central Regional Development Commission.**

## I. Basic Information

| | | |
|---|---|---|
| Company Name | | |
| Primary Company Contact | | |
| Address | City | Zip |
| | Telephone | Cell Phone |
| Email Address | Website Address | Fax |

## II. Company Information

| | |
|---|---|
| Date Established | Federal Tax ID |
| SIC Code or NAICS Code | |

Business Structure

☐ Sole Proprietorship ☐ S-Corp ☐ C-Corp ☐ LLC ☐ _____

List all owners (current or anticipated) holding at least 20% or more of the share equity in the company

| Name | Address | Ownership % | DOB / SSN |
|---|---|---|---|
| Name | Address | Ownership % | DOB / SSN |

**All owners listed above are required to fill out and sign the signature page**

# III.Requested Amount

Funding amount being sought from ECRDC RLF

$

Purpose of Funding

# IV.Sources and Use of Funds

| Purpose for which funds are to be used | ECRDC | Bank | Other | Other | Your Equity | Total |
|---|---|---|---|---|---|---|
| Property Acquisition | | | | | | |
| Building Renovation | | | | | | |
| New Construction | | | | | | |
| Machinery/Equipment | | | | | | |
| Inventory | | | | | | |
| Working Capital | | | | | | |
| Other | | | | | | |
| Total | | | | | | |

# V.Proposed Financing Terms

| | ECRDC | Bank | Other (Specify) | Other (Specify) | Your Equity | Total |
|---|---|---|---|---|---|---|
| Amount | | | | | | |
| % of Project Cost | | | | | | |
| Terms (Years) | | | | | | |
| Interest Rate | | | | | | |
| Debt Service | | | | | | |
| Collateral Offered | | | | | | |
| Lien Position | | | | | | |

# VI.Job Creation

Job Creation

| | Full Time | Hourly Wage (average) | Part Time | Hourly Wage (average) |
|---|---|---|---|---|
| Number of Existing Employees: | | | | |
| Number of New Jobs Created: | | | | |
| Jobs Retained (jobs lost without project): | | | | |

Employee Benefits: ☐ None ☐ Health ☐ Dental ☐ Life ☐ Retirement ☐ Profit Sharing

☐ Disability ☐ Sick ☐ Vacation

# VII.Business Profile

Business Description:

Provide details about your experience and background:

| |
|---|
| Briefly describe your business opportunities to quality and innovation: |
| How are your products/services unique from your competitors: |
| Economic benefit to East Central Minnesota: |
| |

# VIII. Government Monitoring

The following information is requested by the Federal Government for certain types of loans in order to monitor the Lender's compliance with equal credit opportunity, and Title VI of the Civil Rights Act of 1964. You are not required to furnish this information, but are encouraged to do so. The law provides that a Lender may neither discriminate on the basis of this information, nor on whether you choose to furnish it. However, if you choose not to furnish it, under Federal regulations this Lender is required to note race and sex on the basis of visual observation or surname. If you do not wish to furnish the information, please check the box below.

| Applicant 1 | Applicant 2 | |
|---|---|---|
| ☐ | ☐ | I do not wish to furnish this information |
| ***Race Categories*** | | |
| ☐ | ☐ | American Indian or Alaskan Native |
| ☐ | ☐ | Black or African American |
| ☐ | ☐ | Asian |
| ☐ | ☐ | White |
| ☐ | ☐ | Native Hawaiian or Pacific Islander |
| ***Ethnic Categories*** | | |
| ☐ | ☐ | Hispanic or Latino |
| ☐ | ☐ | Not Hispanic or Latino |

| Applicant 1 | Applicant 2 | |
|---|---|---|
| ***Military Service*** | | |
| ☐ | ☐ | Veteran |
| ☐ | ☐ | Non Veteran |
| ***Sex*** | | |
| ☐ | ☐ | Female |
| ☐ | ☐ | Male |

**Low Income Households – Information from Business**

☐ _______ **%**

☐ Do not know

# IX. Legal Concerns

| | |
|---|---|
| Litigation | Are you or your business currently involved or have any history of being involved in litigation? If yes, please provide details on a separate page<br>☐ Yes ☐ No |

# Signature Page

## X. Information Release Authorization

I certify that all statements made in this application are an accurate representation of my financial condition on this date and are made for the purpose of obtaining the funding indicated. Verification and re-verification of any information contained in this application may be made at any time by the East Central Regional Development Commission, its agents, successors and assigns, either directly or through a credit reporting agency or another source named in this application at any time while checking the credit worthiness of this authorized signer.

The East Central Regional Development Commission, it's agents, successors and assigns will rely on the information contained in this application and I/we have a continuing obligation to amend and or supplement the information provided in this application if any of the material facts which I/we have represented herein should change prior to advancement of funds by The Foundation or at any time thereafter if requested.

| | |
|---|---|
| Applicant's Full Name (Printed) | Social Security Number |
| Applicant's Full Name (Signature) | Date |
| Applicant's Full Name (Printed) | Social Security Number |
| Applicant's Full Name (Signature) | Date |
| Applicant's Full Name (Printed) | Social Security Number |
| Applicant's Full Name (Signature) | Date |

## Application Submittal

### Please return the completed application form along with attachments to:

East Central Regional Development Commission
Revolving Loan Fund
100 Park Street South
Mora, MN 55051

If you have any questions regarding the completion of this application contact the Revolving Loan Fund Director at (320) 679-4065, #29.

The East Central Regional Development Commission is an equal opportunity lender.

(Please feel free to reproduce this information)

## ATTACHMENT - Personal Financial Statement

**Personal Financial Statements are required by all owners holding at least 20% or more of the share equity in the Company. You may submit in your own format, or use the one below:**

### ASSETS

| | |
|---|---|
| 1. Cash ...................................... | |
| 2. Savings Account..................... | |
| 3. Checking Account .................. | |
| **4. Subtotal (Lines 1-3)..............** | |
| 5. U.S. Bonds............................. | |
| 6. Other Securities..................... | |
| 7. Other Assets .......................... | |
| **8. Subtotal (Lines 5-7)..............** | |
| 9. Household Real Estate Owned ............................. | |
| 10. Other Real Estate Owned ....... | |
| 11. Personal Property.................. | |
| 12. Other Assets .......................... | |
| **13. Subtotal (Lines 9-12) .........................................** | |
| **14. TOTAL ASSETS ......................................... (Line 4 + 8 + 13)** | |

### LIABILITIES

| | |
|---|---|
| 15. Notes due to Banks................ | |
| 16. Notes due to Relatives........... | |
| 17. Notes due to Others .............. | |
| 18. Unpaid Bills ............................ | |
| 19. Rent Due ................................ | |
| **20. Subtotal (Lines 15-19) ...........** | |
| 21. Real Estate Mortgages and Contract for Deed ......... | |
| 22. Liens ...................................... | |
| 23. Installment Debts, Credit cards, etc.................. | |
| 24. Car or Vehicle Debts .............. | |
| **25. Subtotal (Lines 21-24) ...........** | |
| **26. TOTAL LIABILITIES (Line 20 + 25) .....................** | |
| **27. NET WORTH (Line 14 minus 26).............** | |

________________________________________

Applicant's Full Name (Please print)

________________________________________ ____________________________

Applicant's Full Name (Signature) Date

# Business Plan and Attachments

These narrative and financial documents should be submitted with the application. Make sure to include all of the information that is applicable to the project.

**A. History and description of Business**

Describe the past operation of the business and/or the events leading to its creation. Include information on the product lines on services, industry, management and key employees, and the operation's growth and affiliates.

**B. Market Analysis and Strategy**

a. Description of current buyers and target markets (provide verification of purchase orders, contracts, etc., that relate to reason for the loan request).
b. Competition (who are the local, national, and international competitors?)
c. Sales Promotion
d. Advertising
e. Pricing, distribution and promotion
f. Manufacturing process and materials

**C. Factor and Demand Conditions**

a. What specialized factors, such as labor or infrastructure, affect your success?
b. What are the advantages and disadvantages that drive innovation?
c. Specifically, who are your customers?
d. Who are your primary suppliers and where are they located?
e. What utility company will provide service to your company?

**D. Products**

a. Description of product line
b. Proprietary position of patents, copyrights, legal and technical considerations
c. Comparison to the competition

**E. Financial Statements**

Provide balance sheets and income statements for the past three fiscal years

**F. Financial Projections**

Provide two years of proforma balance sheets, income statements and cash flows stated on a monthly and annual basis.

**G. Itemized Schedule of Business Debt**

A detailed list of all business debt to include terms and conditions of all debt

**H. Statement of Collateral**

A detailed list of all collateral offered, its value based on what (appraisal, cost, owner estimate), security position by funding sources and serial numbers of each item.

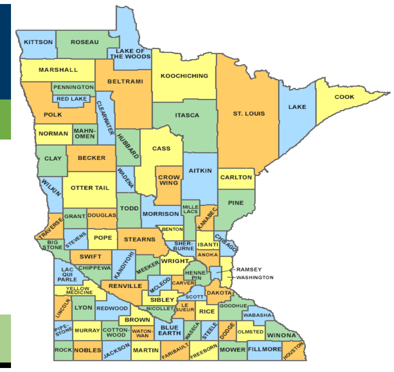
Business Plan Continued

I. **Resumes and Personal Financial Statements**
Include resumes of all principals as well as current, dated, and signed personal financial statements on all principals owning 20 percent or more of the business.

J. **Other Attachments (please submit copies with business plan)**
  a. Copy of most recent Business income tax statement
  b. Copy of most recent Personal income tax statement
  c. Evidence of payment of last quarter's payroll tax
  d. Evidence of Worker's Compensation insurance coverage
  e. Verification of no outstanding judgments, tax liens, and real estate tax owed by the business or the owners
  f. Partnership/Corporate documents (Certificate of Authorization, By-Laws)

# Chisago Co.

Chisago Co. is a part of Economic Development Region 7E, which is located in the Central Planning Region.



## POPULATION CHARACTERISTICS

Chisago Co.'s population has increased so far this decade, ranking as the 20th fastest growing of the 87 counties in the state from 2010 to 2020. It is now the 18th largest in the state. Chisago Co.'s population has an older median age than the state and a larger percentage of people aged 65 years and older. The population is aging, especially as the Baby Boom generation moves through the population pyramid (see Figure 1).

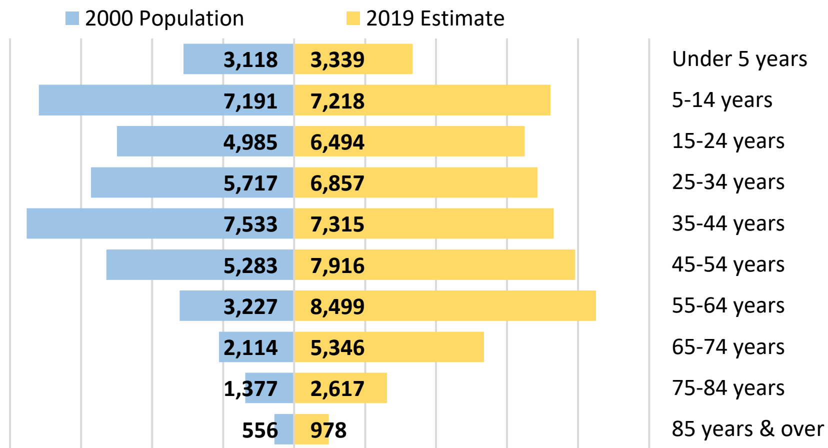
| | | | |
|---|---|---|---|
| Current population: | **56,794 people** | Median Age: | **40.7 years** |
| *Population change, 2010-2020* | *2,907 people* <br> *5.4% increase* | *state:* | *38.3 years* |

**Table 1. Population by Age Group, 2019**

| | Number | Percent |
|---|---|---|
| Under 5 years | 3,339 | 5.9% |
| 5-14 years | 7,218 | 12.8% |
| 15-24 years | 6,494 | 11.5% |
| 25-34 years | 6,857 | 12.1% |
| 35-44 years | 7,315 | 12.9% |
| 45-54 years | 7,916 | 14.0% |
| 55-64 years | 8,499 | 15.0% |
| 65-74 years | 5,346 | 9.4% |
| 75-84 years | 2,617 | 4.6% |
| 85 years & over | 978 | 1.7% |
| **Total Population** | **56,579** | **100.0%** |

*Source: U.S. Census Bureau, Population Estimates*

**Figure 1. Population Pyramid, 2000-2019**




Chisago Co. enjoyed a natural increase - more births than deaths from 2010 to 2019, but also experienced net in-migration - meaning more people moved in than moved out. In addition to domestic in-migration, Chisago Co. welcomed net international in-migration - gaining new Minnesotans from foreign countries (see Table 2).

**Table 2. Components of Population Change, 2010-2019**

| | Total Population Change | April 1, 2010 to July 1, 2019 | | | | | |
|---|---|---|---|---|---|---|---|
| | | Natural Increase | Vital Events | | Net Migration | | |
| | | | Births | Deaths | Total | International | Domestic |
| Chisago Co. | 2,689 | 1,610 | 5,264 | 3,654 | 1,096 | 185 | 911 |
| State of Minnesota | 335,705 | 250,488 | 637,356 | 386,868 | 88,161 | 114,414 | -26,253 |

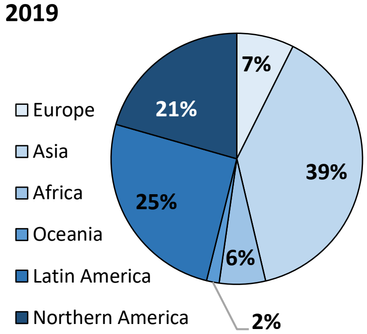
*Source: U.S. Census Bureau, Population Estimates Program*

Compared to the state, Chisago Co. has a smaller percentage of foreign-born residents. From 2010 to 2018, Chisago Co. saw an increase in the number of foreign-born residents, though it was slower than the statewide increase.

| Table 3. Place of Birth for the Foreign Born Population, 2019 | Chisago Co. | | *Change 2010-2019* | | Minnesota | |
|---|---|---|---|---|---|---|
| | Number | Percent | *Number* | *Percent* | Percent | *Change* |
| **Foreign-born Population** | **1,045** | **1.9%** | ***201*** | ***23.8%*** | **8.5%** | ***28.9%*** |
| Europe | 77 | 7.4% | *-179* | *-69.9%* | 9.9% | *4.5%* |
| Asia | 407 | 38.9% | *122* | *42.8%* | 37.5% | *30.3%* |
| Africa | 62 | 5.9% | *41* | *195.2%* | 25.5% | *72.0%* |
| Oceania | 17 | 1.6% | *3* | *21.4%* | 0.5% | *37.2%* |
| Americas: | 482 | 46.1% | *214* | *79.9%* | 26.6% | *10.0%* |
| *Latin America* | *267* | *25.6%* | *35* | *15.1%* | *24.1%* | *12.2%* |
| *Northern America* | *215* | *20.6%* | *179* | *497.2%* | *2.5%* | *-7.7%* |

*Source: U.S. Census Bureau, 2015-2019 American Community Survey*

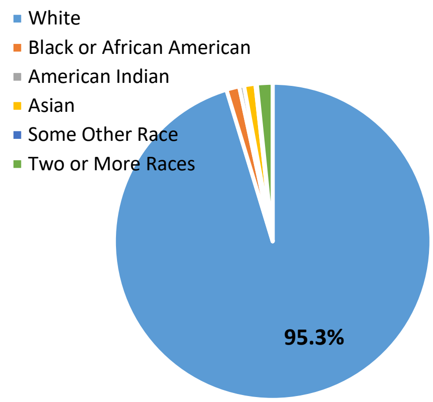
**Figure 2. Place of Birth for the Foreign Born Population, 2019**



## COUNTY PROFILE Chisago Co.

Chisago Co.'s population was becoming more racially diverse over time. Since 2000, the county's white population increased and the number of people of other races increased (see Table 4).

**Figure 3. Population by Race, 2019**




| Table 4. Race and Hispanic Origin, 2019 | Chisago Co. | | | Minnesota | |
|---|---|---|---|---|---|
| | Number | Percent | *Change from 2000-2019* | Percent | *Change from 2000-2019* |
| **Total** | **55,315** | **100.0%** | ***34.6%*** | **100.0%** | ***13.1%*** |
| White | 52,713 | 95.3% | *31.9%* | 82.8% | *4.7%* |
| Black or African American | 729 | 1.3% | *247.1%* | 6.4% | *107.6%* |
| American Indian or Alaska Native | 271 | 0.5% | *44.9%* | 1.0% | *5.5%* |
| Asian or Other Pac. Islanders | 641 | 1.2% | *115.1%* | 4.9% | *87.8%* |
| Some Other Race | 79 | 0.1% | *-37.3%* | 1.9% | *58.1%* |
| Two or More Races | 882 | 1.6% | *169.7%* | 3.0% | *99.9%* |
| Hispanic or Latino origin | 1,205 | 2.2% | *154.8%* | 5.4% | *108.9%* |

*Source: U.S. Census Bureau, 2015-2019 American Community Survey*

## POPULATION PROJECTIONS

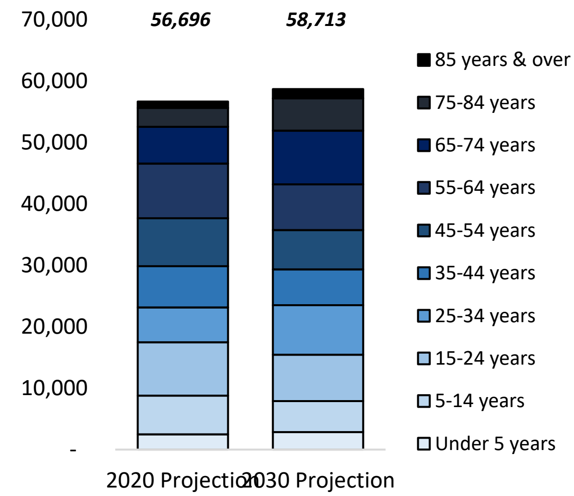
According to the Minnesota State Demographic Center, Chisago Co.'s population is expected to grow from 2020 to 2030, with a rate of change that is slower than the projected statewide growth rate (5.0%). In addition to the overall growth, the number of people aged 65 years and older is expected to increase over the next decade (see Figure 4 and Table 5).

**Table 5. Population Projections by Age Group, 2020-2030**

| Chisago Co. | 2020 Projection | 2030 Projection | *Numeric Change* | *Percent Change* |
|---|---|---|---|---|
| Under 5 years | 2,462 | 2,865 | *403* | *16.4%* |
| 5-14 years | 6,330 | 5,022 | *-1,308* | *-20.7%* |
| 15-24 years | 8,671 | 7,533 | *-1,138* | *-13.1%* |
| 25-34 years | 5,696 | 8,078 | *2,382* | *41.8%* |
| 35-44 years | 6,735 | 5,868 | *-867* | *-12.9%* |
| 45-54 years | 7,785 | 6,366 | *-1,419* | *-18.2%* |
| 55-64 years | 8,887 | 7,479 | *-1,408* | *-15.8%* |
| 65-74 years | 6,022 | 8,762 | *2,740* | *45.5%* |
| 75-84 years | 3,080 | 5,238 | *2,158* | *70.1%* |
| 85 years & over | 1,028 | 1,502 | *474* | *46.1%* |
| **Total Population** | **56,696** | **58,713** | ***2,017*** | ***3.6%*** |

*Source: Minnesota State Demographic Center*

**Figure 4. Projections by Age Group, 2020-2030**



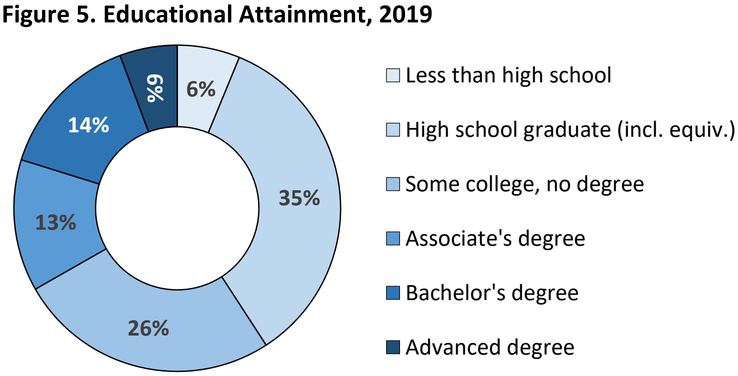

## EDUCATIONAL ATTAINMENT

Chisago Co. has a higher percentage of adults (18 years & over) with at least a high school diploma than the state (92.4%), and a lower percentage of people with at least some college experience. Chisago Co. also has a higher percentage of people with an Associate's degree and a lower percentage of people with a Bachelor's degree or higher.

***Percentage of the adult population (18 years & over) with at least a high school diploma:*** **93.8%**

| | |
|---|---|
| **College-educated:** | **59.2%** |
| *state:* | *67.1%* |
| *Associate's Degree:* | ***13.1%*** |
| *Bachelor's Degree:* | ***14.5%*** |
| *Advanced Degree:* | ***5.7%*** |

**Figure 5. Educational Attainment, 2019**



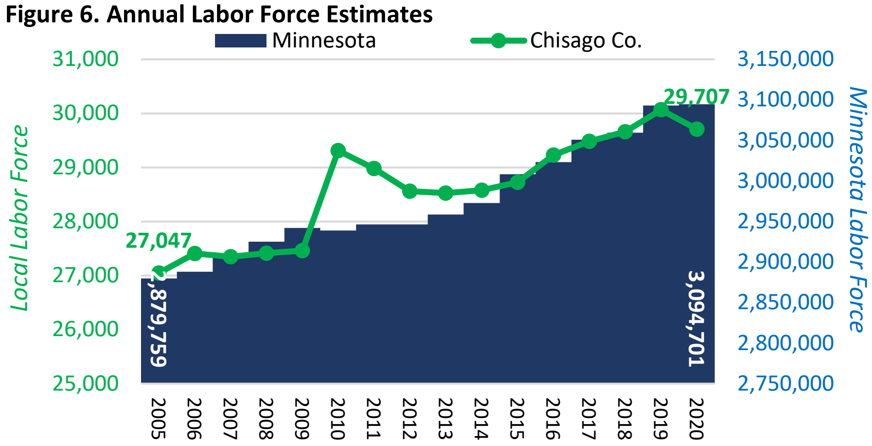

*Source: U.S. Census Bureau, 2015-2019 American Community Survey*

## LABOR FORCE TRENDS

The number of workers in Chisago Co. increased over the past year. Long term, Chisago Co.'s labor force expanded more rapidly from 2005 to 2020, compared to a statewide growth rate of 7.5% (see Figure 6).

| | |
|---|---|
| **29,707** | available workers |
| *Labor Force change, 2005-2020* | *2,660 workers* <br> *9.8% increase* |
| **6.2%** | unemployment rate |
| *6.2%* | *state* |
| **1,842** | unemployed workers |

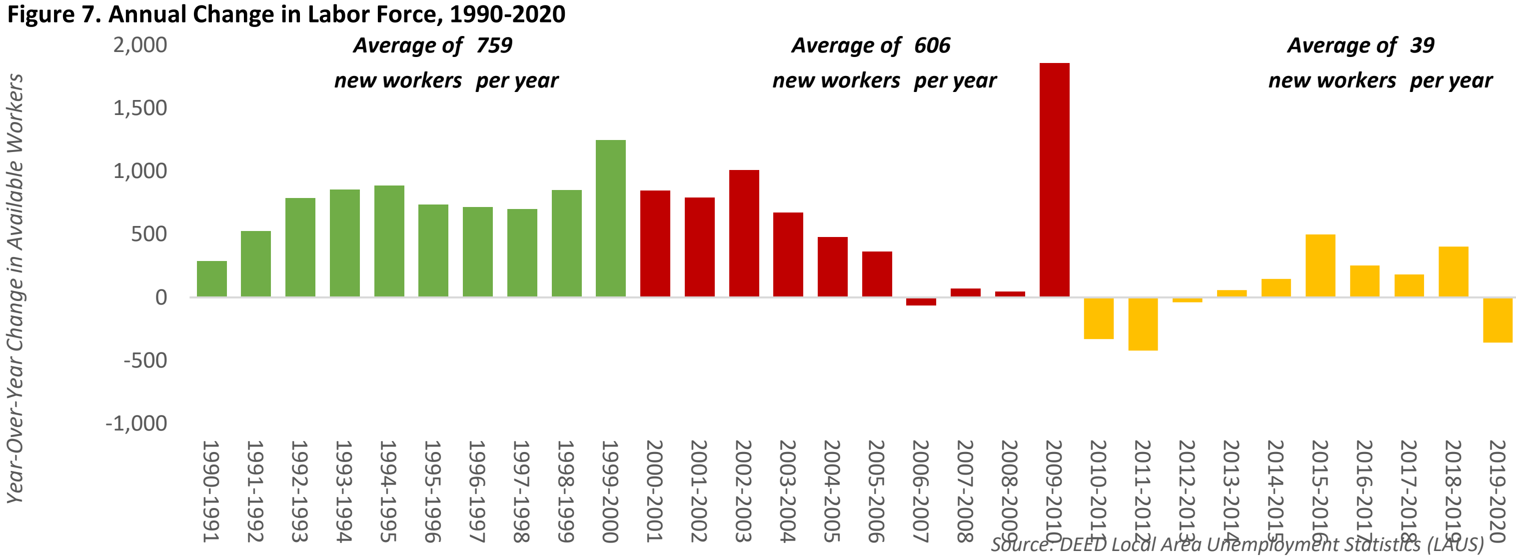
**Figure 6. Annual Labor Force Estimates**




*Source: DEED Local Area Unemployment Statistics*

At 6.2%, Chisago Co. had a identical unemployment rate than the state in 2020. Chisago Co.'s unemployment rate increased compared to 3.9% in 2019, and was lower than the 8.9% rate posted in 2010. The number of unemployed workers actively seeking work in Chisago Co. increased over the past year, and is down compared to 2010.

**Figure 7. Annual Change in Labor Force, 1990-2020**




*Source: DEED Local Area Unemployment Statistics (LAUS)*

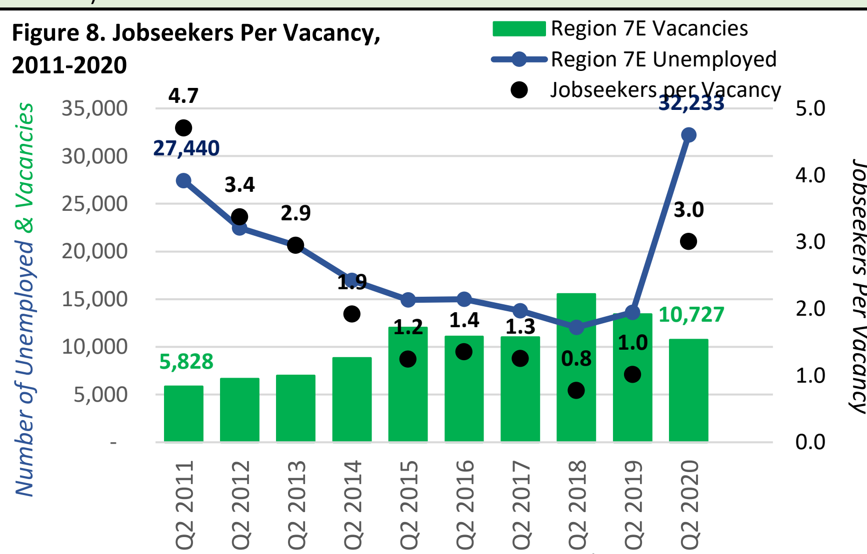
Labor force growth has slowed in recent years. After experiencing a net gain of workers from 1990 to 2000, Chisago Co. averaged an annual gain of new workers from 2000 to 2010, and most recently a gain of new workers since 2010 (see Figure 7). Moving forward, Chisago Co. is expected to see a labor force decline from 2020 to 2030 (see Table 6).

| **Table 6. Labor Force Projections, 2020-2030** | Labor Force Projection | |
|---|---|---|
| | 2020 | 2030 |
| 16 to 24 years | 5,550 | 4,992 |
| 25 to 54 years | 17,514 | 17,570 |
| 55 to 64 years | 6,473 | 5,448 |
| 65 years & over | 1,459 | 2,156 |
| **Total Labor Force** | **30,997** | **30,166** |

*Source: Minnesota State Demographic Center*

Chisago Co. is a part of Region 7E, which includes Chisago, Isanti, Kanabec, Mille Lacs, and Pine County. The labor market has grown extremely tight in recent years, dropping to a ratio of jobseekers per vacancy during the 2nd quarter of 2020 (see Figure 8).

**Figure 8. Jobseekers Per Vacancy, 2011-2020**




*Source: DEED Job Vacancy Survey, LAUS program*

## LABOR FORCE CHARACTERISTICS

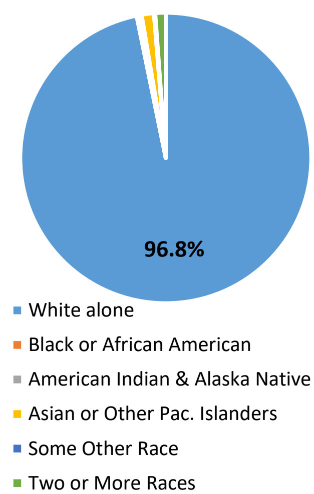
Chisago Co. had a lower labor force participation rate than the state. The labor force in Chisago Co. is less racially diverse than the state (where 84.8% of workers are white alone), but is becoming more diverse over time.

**Table 7. Employment Characteristics, 2019**

| | Chisago Co. | | | Minnesota | | *Chisago Co.* | |
|---|---|---|---|---|---|---|---|
| | In Labor Force *(available workers)* | Labor Force Partic. Rate | Unemp. Rate | Labor Force Partic. Rate | Unemp. Rate | *Male* | *Female* |
| **Total Labor Force** | **30,250** | **68.4%** | **3.6%** | **69.7%** | **3.6%** | ***15,938*** | ***14,325*** |
| 16 to 19 years | 1,533 | 55.0% | 4.4% | 53.2% | 11.0% | *732* | *802* |
| 20 to 24 years | 2,520 | 83.0% | 5.3% | 84.6% | 6.0% | *1,358* | *1,163* |
| 25 to 44 years | 11,779 | 85.9% | 4.6% | 88.8% | 3.2% | *6,160* | *5,620* |
| 45 to 54 years | 7,403 | 87.8% | 2.3% | 87.6% | 2.7% | *4,019* | *3,382* |
| 55 to 64 years | 5,822 | 72.8% | 2.8% | 73.0% | 2.8% | *3,069* | *2,750* |
| 65 to 74 years | 1,069 | 21.3% | 0.0% | 27.9% | 2.2% | *501* | *567* |
| 75 years & over | 140 | 4.3% | 2.9% | 6.6% | 2.4% | *99* | *41* |
| **Employment Characteristics by Race & Hispanic Origin** | | | | | | | |
| White alone | 29,279 | 69.3% | 3.2% | 69.3% | 3.0% | | |
| Black or African American | 108 | 17.1% | 0.0% | 71.3% | 8.8% | | |
| American Indian & Alaska Native | 60 | 22.7% | 0.0% | 58.9% | 12.6% | | |
| Asian or Other Pac. Islanders | 411 | 78.6% | 10.2% | 71.2% | 4.3% | | |
| Some Other Race | 42 | 79.2% | 31.0% | 77.7% | 6.1% | | |
| Two or More Races | 351 | 69.6% | 22.2% | 73.6% | 7.4% | | |
| Hispanic or Latino | 588 | 72.8% | 8.3% | 76.5% | 6.1% | | |
| **Employment Characteristics by Disability** | | | | | | | |
| With Any Disability | 1,590 | 54.5% | 8.8% | 53.0% | 8.6% | | |
| **Employment Characteristics by Educational Attainment** | | | | | | | |
| Population, 25 to 64 years | 25,014 | 83.0% | 3.5% | 84.5% | 3.0% | | |
| Less than H.S. Diploma | 824 | 62.0% | 3.9% | 66.3% | 4.2% | | |
| H.S. Diploma or Equivalent | 7,005 | 75.4% | 2.1% | 78.5% | 2.6% | | |
| Some College or Assoc. Degree | 10,788 | 85.9% | 2.6% | 85.3% | 3.0% | | |
| Bachelor's Degree or Higher | 6,381 | 91.7% | 3.5% | 90.0% | 1.7% | | |

*Source: 2015-2019 American Community Survey, 5-Year Estimates*

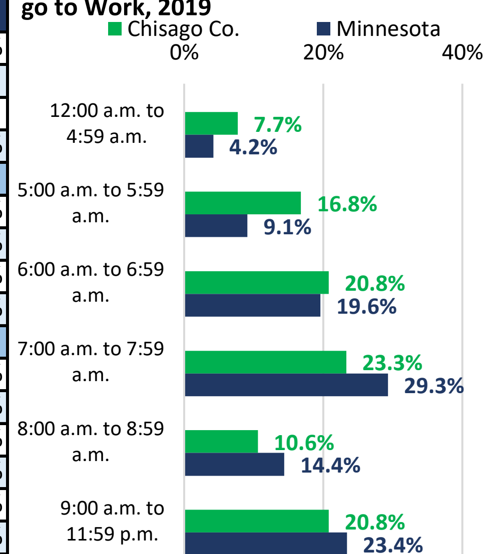
**Figure 9. Labor Force by Race, 2019**




A smaller percentage of workers in Chisago Co. worked in the same county in which they live compared to the state. Chisago Co. also had a longer average commute time than the state.

| | Chisago Co. | | Minnesota | |
|---|---|---|---|---|
| **Table 8. Commuting Characteristics, 2019** | Number | Percent | Number | Percent |
| Worked in state of residence | 27,870 | 97.1% | 2,837,697 | 97.6% |
| *Worked in county of residence* | *10,333* | *36.0%* | *1,846,247* | *63.5%* |
| *Worked out of county of residence* | *17,537* | *61.1%* | *991,449* | *34.1%* |
| Worked outside state of residence | 832 | 2.9% | 69,779 | 2.4% |
| **MEANS OF TRANSPORTATION TO WORK** | | | | |
| Car, truck, or van | 25,918 | 90.3% | 2,506,244 | 86.2% |
| Public transportation (excl. taxicab) | 459 | 1.6% | 101,762 | 3.5% |
| Other method (walk, bike, taxi, etc.) | 775 | 2.7% | 125,021 | 4.3% |
| Worked at home | 1,550 | 5.4% | 171,541 | 5.9% |
| **TRAVEL TIME TO WORK** | | | | |
| Less than 10 minutes | 3,272 | 11.4% | 456,474 | 15.7% |
| 10 to 19 minutes | 5,195 | 18.1% | 872,243 | 30.0% |
| 20 to 29 minutes | 4,678 | 16.3% | 645,460 | 22.2% |
| 30 to 44 minutes | 5,568 | 19.4% | 575,680 | 19.8% |
| 45 to 59 minutes | 5,453 | 19.0% | 194,801 | 6.7% |
| 60 or more minutes | 4,535 | 15.8% | 162,819 | 5.6% |
| ***Mean travel time to work (minutes)*** | ***33.0 minutes*** | | ***23.7 minutes*** | |

**Figure 10. Time Leaving Home to go to Work, 2019**




*Source: 2015-2019 American Community Survey, 5-Year Estimates*

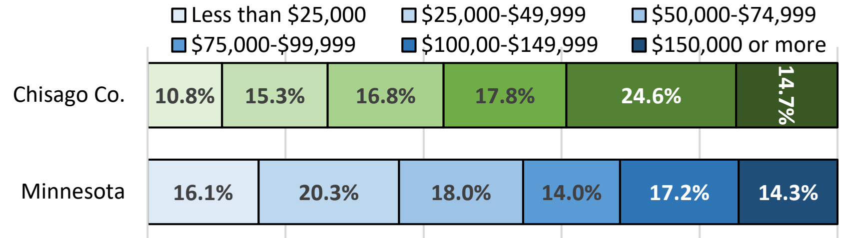
## INCOMES, COST OF LIVING, & HOUSING

Chisago Co. had a higher median household income than the state, and a lower percentage of households with incomes below $50,000. Overall, Chisago Co. had the 7th highest median household income of the 87 counties in the state.

| | |
|---|---|
| **Median Household Income** | **$83,464** |
| state | $68,411 |
| **Median Family Income** | **$95,532** |
| state | $86,204 |
| **Per Capita Income** | **$35,021** |
| state | $37,625 |

*Source: 2015-2019 American Community Survey*

**Figure 11. Household Incomes, 2019**




*Source: 2015-2019 American Community Survey 5-Year Estimates*

Chisago Co. also had a higher cost of living than the state, with a required hourly wage of $17.82 for a single person living alone to meet a basic needs cost of living, and an hourly wage requirement of $20.19 for a typical family with 2 adults and 1 child (see Table 9).

**Table 9. Basic Needs Cost of Living Estimates, 2020**

| Single Adult, 0 children | Single Yearly Cost of Living | Hourly Wage Required | Monthly Costs: Child Care | Food | Health Care | Housing | Trans-portation | Other | Taxes |
|---|---|---|---|---|---|---|---|---|---|
| Chisago Co. | $37,066 | $17.82 | $0 | $346 | $146 | $964 | $829 | $359 | $445 |
| State of Minnesota | $31,392 | $15.09 | $0 | $336 | $157 | $798 | $653 | $318 | $354 |
| **Typical Family: 2 Adults (1 working full-time, 1 part-time), 1 child** | **Family Yearly Cost of Living** | **Hourly Wage Required** | **Child Care** | **Food** | **Health Care** | **Housing** | **Trans-portation** | **Other** | **Taxes** |
| Chisago Co. | $62,995 | $20.19 | $454 | $790 | $569 | $1,230 | $974 | $553 | $680 |
| State of Minnesota | $56,772 | $18.20 | $516 | $769 | $593 | $1,033 | $755 | $505 | $560 |

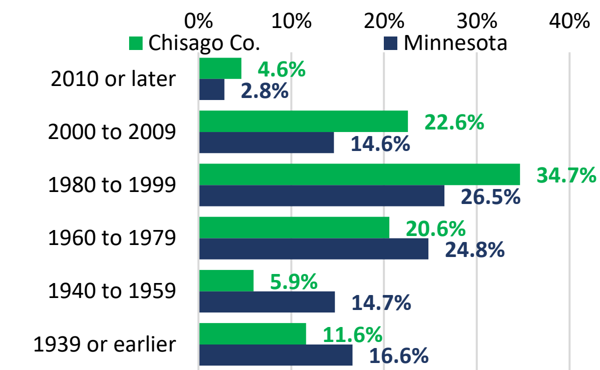
*Source: DEED Cost of Living tool*

Chisago Co. had a higher median house value than the state, having the 9th highest value of the 87 counties in 2019. Chisago Co.'s housing stock was newer than the state's, with a higher percentage of units built since 2000 (see Figure 12).

| Table 10. Estimated Value of Owner-occupied Housing Units, 2019 | Chisago Co. Total | Chisago Co. Percent | Minnesota Percent |
|---|---|---|---|
| **Total** | **17,480** | **100.0%** | **100.0%** |
| Less than $50,000 | 716 | 4.1% | 5.7% |
| $50,000 to $99,999 | 476 | 2.7% | 9.4% |
| $100,000 to $149,999 | 1,576 | 9.0% | 15.2% |
| $150,000 to $199,999 | 3,669 | 21.0% | 19.8% |
| $200,000 to $299,999 | 6,619 | 37.9% | 25.7% |
| $300,000 to $499,999 | 3,719 | 21.3% | 17.6% |
| $500,000 or more | 705 | 4.0% | 6.6% |
| **Median (dollars)** | **$231,500** | | **$199,700** |

*Source: 2015-2019 American Community Survey, 5-Year Estimates*

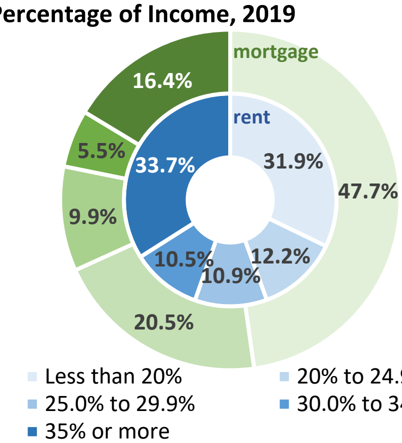
**Figure 12. Year Structure Built, 2019**




| | |
|---|---|
| **Median monthly owner costs, owner-occupied units with a mortgage** | **$1,667** |
| state | $1,580 |
| ***Percentage of households with a mortgage spending 30% or more of their income on housing costs*** | ***21.8%*** |
| *state* | *21.8%* |
| **Median monthly rent costs** | **$884** |
| state | $977 |
| ***Percentage of renters spending 30% or more of their household income on rent*** | ***44.2%*** |
| *state* | *45.1%* |

*Source: 2015-2019 American Community Survey, 5-Year Estimates*

**Figure 13. Housing Costs as a Percentage of Income, 2019**



## OCCUPATIONS

At $21.84 in 2021, wages were lower in Region 7E than the state. Overall, Region 7E had the 2nd highest median hourly wage level of the 13 economic development regions in the state. Wages were highest for management occupations ($46.72) and lowest for food preparation and serving related jobs ($13.15) (see Table 11).

**Table 11. Occupational Employment Statistics, 2021**

| Occupational Group | Region 7E | | | | State of Minnesota | | |
|---|---|---|---|---|---|---|---|
| | Median Hourly Wage | Estimated Regional Jobs | *Share of Total Jobs* | *Regional Location Quotient* | Median Hourly Wage | State-wide Jobs | *Share of Total Jobs* |
| **Total, All Occupations** | **$21.84** | **48,790** | ***100.0%*** | ***1.0*** | **$23.00** | **2,708,760** | ***100.0%*** |
| Management | $46.72 | 2,530 | *5.2%* | *0.9* | $54.22 | 164,530 | *6.1%* |
| Business & Financial Operations | $30.54 | 1,880 | *3.9%* | *0.6* | $35.24 | 179,670 | *6.6%* |
| Computer & Mathematical | $36.10 | 740 | *1.5%* | *0.4* | $44.89 | 98,240 | *3.6%* |
| Architecture & Engineering | $39.30 | 920 | *1.9%* | *0.9* | $38.90 | 54,880 | *2.0%* |
| Life, Physical & Social Science | $33.00 | 470 | *1.0%* | *1.0* | $35.48 | 26,120 | *1.0%* |
| Community & Social Service | $24.38 | 1,430 | *2.9%* | *1.4* | $24.21 | 55,630 | *2.1%* |
| Legal | $27.93 | 210 | *0.4%* | *0.6* | $41.02 | 19,760 | *0.7%* |
| Education, Training & Library | $25.28 | 5,180 | *10.6%* | *1.8* | $24.64 | 159,060 | *5.9%* |
| Arts, Design, Entertainment & Media | $14.35 | 450 | *0.9%* | *0.7* | $25.72 | 36,260 | *1.3%* |
| Healthcare Practitioners & Technical | $34.59 | 2,940 | *6.0%* | *0.9* | $36.90 | 188,210 | *6.9%* |
| Healthcare Support | $14.80 | 3,120 | *6.4%* | *1.1* | $15.52 | 157,140 | *5.8%* |
| Protective Service | $28.04 | 1,250 | *2.6%* | *1.6* | $24.18 | 42,520 | *1.6%* |
| Food Preparation & Serving Related | $13.15 | 3,200 | *6.6%* | *0.9* | $13.34 | 195,120 | *7.2%* |
| Building, Grounds Cleaning & Maint. | $17.16 | 1,240 | *2.5%* | *0.9* | $16.14 | 74,550 | *2.8%* |
| Personal Care & Service | $12.43 | 930 | *1.9%* | *1.0* | $14.57 | 51,660 | *1.9%* |
| Sales & Related | $16.09 | 4,730 | *9.7%* | *1.0* | $16.83 | 250,430 | *9.2%* |
| Office & Administrative Support | $20.59 | 5,190 | *10.6%* | *0.9* | $20.93 | 338,050 | *12.5%* |
| Farming, Fishing & Forestry | $18.65 | 50 | *0.1%* | *0.7* | $18.14 | 4,230 | *0.2%* |
| Construction & Extraction | $28.63 | 2,460 | *5.0%* | *1.3* | $29.84 | 102,390 | *3.8%* |
| Installation, Maintenance & Repair | $22.87 | 2,060 | *4.2%* | *1.2* | $25.45 | 98,840 | *3.6%* |
| Production | $19.07 | 3,980 | *8.2%* | *1.1* | $19.82 | 202,240 | *7.5%* |
| Transportation & Material Moving | $19.86 | 3,830 | *7.8%* | *1.0* | $18.83 | 209,210 | *7.7%* |

*Source: DEED Occupational Employment Statistics, Qtr. 1 2021*

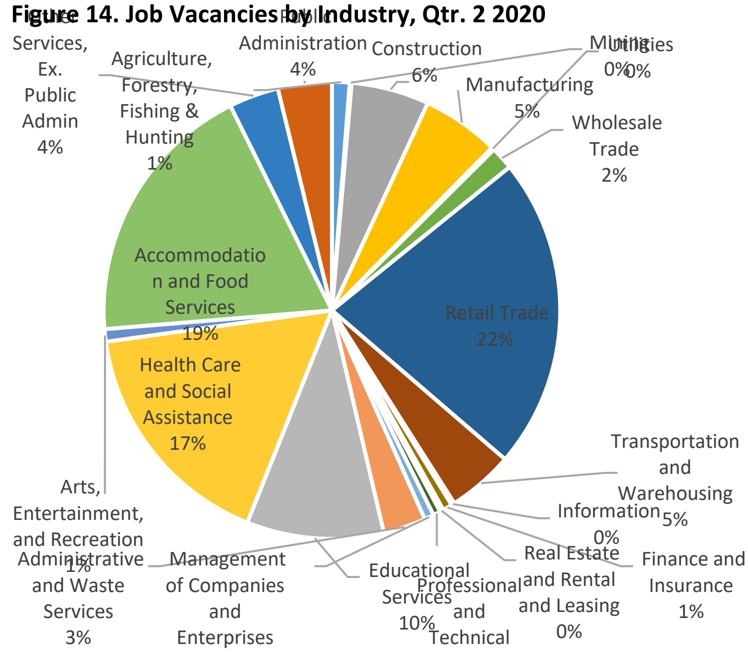
## JOB VACANCY SURVEY

Chisago Co. is a part of Region 7E, which includes Chisago, Isanti, Kanabec, Mille Lacs, and Pine County. There were 10727 job vacancies posted by employers in the 2nd Quarter of 2020, indicating extensive opportunity in the region, with openings across several occupations and industries (see Figure 14).

**Table 12. Region 7E Job Vacancy Survey Results, Qtr. 2 2020**

| Occupational Group | Number of Vacancies | Wage Offer |
|---|---|---|
| **Total, All Occupations** | **10,727** | **$14.82** |
| Management | 364 | $20.03 |
| Business & Financial Operations | 183 | $22.01 |
| Computer & Mathematical | 115 | $14.75 |
| Architecture & Engineering | 102 | $22.72 |
| Life, Physical & Social Sciences | 100 | $20.51 |
| Community & Social Service | 278 | $18.88 |
| Education, Training & Library | 876 | $21.52 |
| Healthcare Practitioners & Technical | 696 | $26.50 |
| Healthcare Support | 607 | $13.34 |
| Protective Service | 128 | $14.34 |
| Food Preparation & Serving Related | 1,727 | $11.94 |
| Building, Grounds Cleaning & Maint. | 728 | $14.84 |
| Personal Care & Service | 363 | $12.93 |
| Sales & Related | 1,568 | $13.28 |
| Office & Administrative Support | 478 | $13.44 |
| Construction & Extraction | 204 | $16.27 |
| Installation, Maintenance & Repair | 443 | $19.66 |
| Production | 416 | $15.60 |
| Transportation & Material Moving | 1,017 | $13.48 |

**Figure 14. Job Vacancies by Industry, Qtr. 2 2020**




*Source: DEED Job Vacancy Survey, Qtr. 2 2020*

# OCCUPATIONS IN DEMAND

**Table 13. Central Occupations in Demand, 2020**

| Less than High School | High School or Equivalent | Some College or Assoc. Deg. | Bachelor's Degree or Higher |
|---|---|---|---|
| Retail Salespersons<br>$25,980 | Nursing Assistants<br>$36,175 | Registered Nurses<br>$78,415 | Special Education Teachers, Secondary School<br>$62,221 |
| Stockers and Order Fillers<br>$27,733 | Licensed Practical and Licensed Vocational Nurses<br>$47,350 | Civil Engineering Technologists and Technicians<br>$65,809 | Substitute Teachers, Short-Term<br>$39,233 |
| Home Health and Personal Care Aides<br>$28,221 | Heating, Air Conditioning, and Refrigeration Mechanics and Installers<br>$51,474 | Computer Network Support Specialists<br>$54,280 | Secondary School Teachers, Except Special and Career/Technical<br>$63,343 |
| First-Line Supervisors of Retail Sales Workers<br>$43,970 | Automotive Service Technicians and Mechanics<br>$42,011 | Veterinary Technologists and Technicians<br>$36,467 | Elementary School Teachers, Except Special Education<br>$57,151 |
| Landscaping and Groundskeeping Workers<br>$31,096 | Emergency Medical Technicians and Paramedics<br>$39,680 | Electrical and Electronic Engineering Technologists and<br>$56,225 | Physicians, All Other; and Ophthalmologists, Except Pediatric<br>NA |
| Janitors and Cleaners, Except Maids and<br>$31,496 | Wind Turbine Service Technicians<br>$56,100 | Calibration Technologists and Technicians and Engineering<br>$53,005 | Career/Technical Education Teachers, Secondary School<br>$59,497 |
| Customer Service Representatives<br>$34,939 | Mobile Heavy Equipment Mechanics, Except Engines<br>$55,980 | Web Developers and Digital Interface Designers<br>$59,812 | Market Research Analysts and Marketing Specialists<br>$57,529 |
| Teaching Assistants, Except Postsecondary<br>$30,837 | Health Information Technologists, Medical Registrars, Surgical Assistants, and<br>$81,041 | Agricultural and Food Science Technicians<br>$40,599 | Clinical, Counseling, and School Psychologists<br>$68,696 |
| Heavy and Tractor-Trailer Truck Drivers<br>$49,049 | Electricians<br>$73,929 | Surgical Technologists<br>$60,373 | Education Administrators, Kindergarten through Secondary<br>$105,721 |
| Laborers and Freight, Stock, and Material Movers, Hand<br>$34,736 | Computer User Support Specialists<br>$52,188 | Medical Equipment Repairers<br>$60,561 | Psychiatrists<br>NA |

*Source: DEED Occupations in Demand*

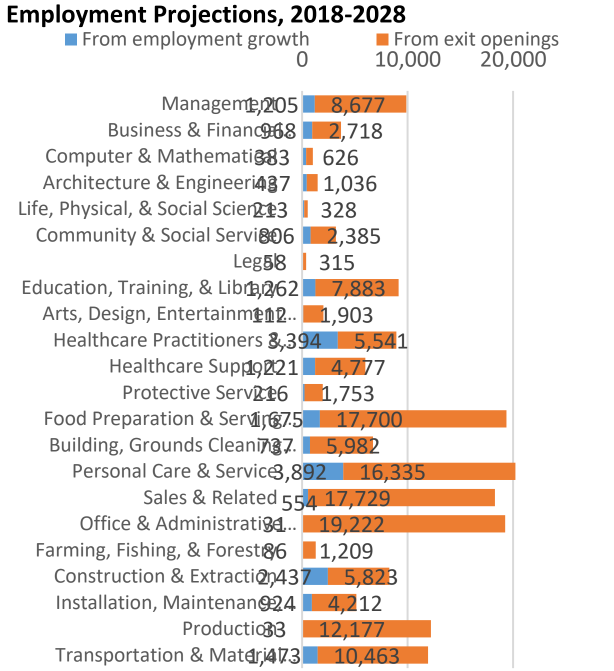
Chisago Co. is a part of the Central planning region, which is projected to see a 8.6% increase in employment levels over the next decade. In addition to new jobs created, there will be a much larger number of exit openings (see Figure 15).

**Table 14. Regional Industry Employment Projections, 2018-2028**

| Central Planning Region | Estimated Employment 2018 | Projected Employ-ment 2028 | *Percent Change 2018-2028* |
|---|---|---|---|
| **Total, All Industries** | **314,696** | **336,813** | ***7.0%*** |
| Natural Resources & Mining | 4,869 | 4,980 | *2.3%* |
| Utilities | 2,106 | 1,945 | *-7.6%* |
| Construction | 17,781 | 20,888 | *17.5%* |
| Manufacturing | 42,475 | 43,364 | *2.1%* |
| Wholesale Trade | 10,432 | 10,166 | *-2.5%* |
| Retail Trade | 36,792 | 36,879 | *0.2%* |
| Transportation & Warehousing | 10,426 | 10,989 | *5.4%* |
| Information | 2,725 | 2,780 | *2.0%* |
| Finance & Insurance, Real Estate | 9,418 | 10,010 | *6.3%* |
| Professional Services & Mgmt. of Compani | 8,528 | 9,861 | *15.6%* |
| Administrative & Waste Services | 10,078 | 11,151 | *10.6%* |
| Educational Services | 25,782 | 27,179 | *5.4%* |
| Health Care & Social Assistance | 48,428 | 58,891 | *21.6%* |
| Leisure & Hospitality | 27,067 | 28,521 | *5.4%* |
| Other Services, Ex. Public Admin | 11,392 | 11,429 | *0.3%* |
| Public Administration | 19,239 | 19,961 | *3.8%* |

*Source: DEED 2018-2028 Employment Outlook*

**Figure 15. Regional Occupational Employment Projections, 2018-2028**

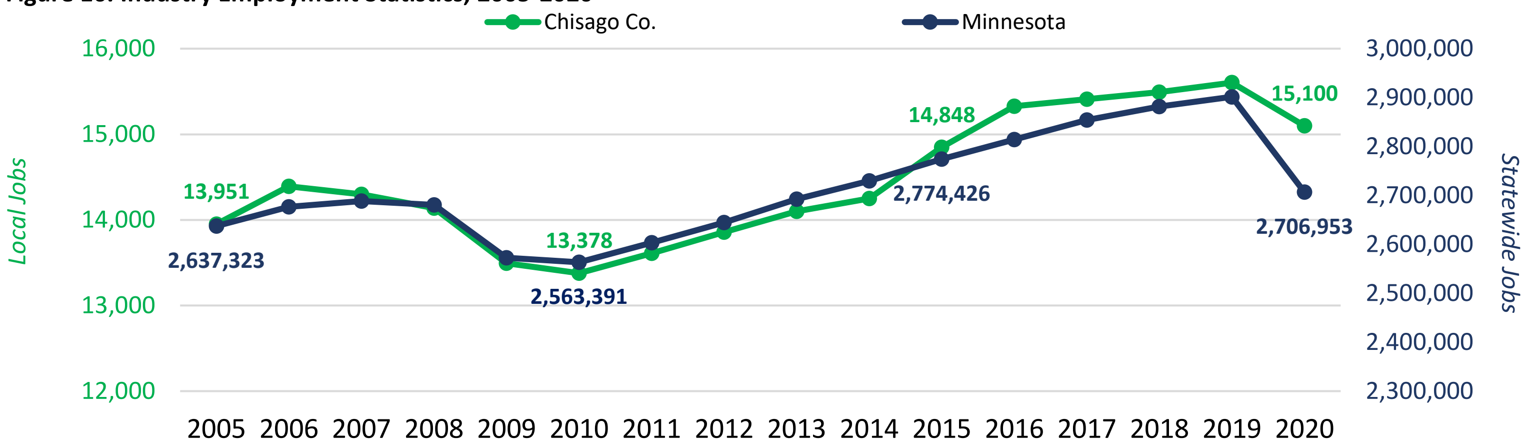


## ECONOMIC CHARACTERISTICS

After losing jobs over the past year, Chisago Co. had the 27th largest economy of the 87 counties in the state. Chisago Co. was the 13th fastest growing in the past year and the 12th fastest growing since 2015. From 2015 to 2020, employers in Chisago Co. added jobs, outpacing the state's -2.4% change.

| | | | |
|---|---|---|---|
| **1,229** | business establishments | **$48,954** | annual average wage |
| **15,100** | jobs | **$739,202,726** | total industry payroll |
| *Job change, 2015-2020* | *252 jobs* <br> *1.7% increase* | | |

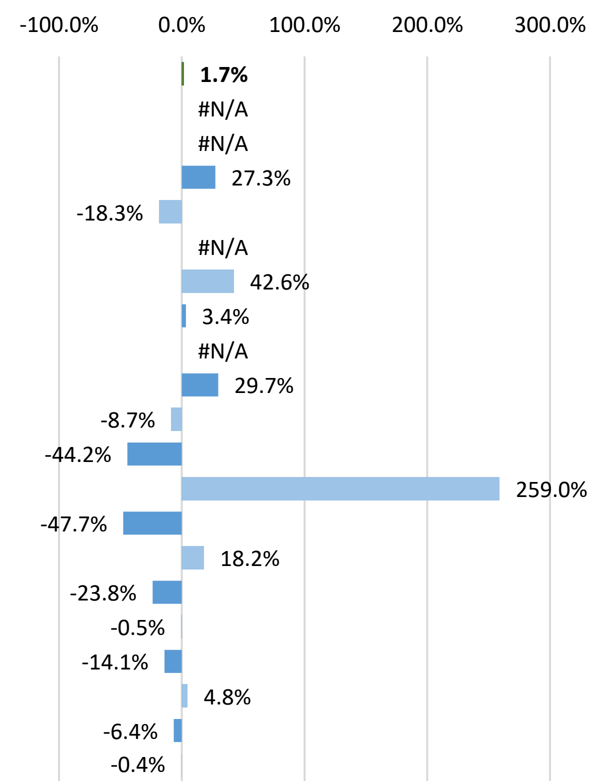
**Figure 16. Industry Employment Statistics, 2005-2020**




*Source: DEED QCEW program*

| **Table 15. Chisago Co. Industry Employment Statistics, 2020** | Number of Jobs | *Percent of Total Jobs* | Average Annual Wage |
|---|---|---|---|
| **Total, All Industries** | **15,100** | ***100.0%*** | **$48,954** |
| Agriculture, Forestry, Fish & Hunt | #N/A | *#N/A* | #N/A |
| Mining | #N/A | *#N/A* | #N/A |
| Construction | 1,086 | *7.2%* | $69,748 |
| Manufacturing | 2,268 | *15.0%* | $52,583 |
| Utilities | #N/A | *#N/A* | #N/A |
| Wholesale Trade | 359 | *2.4%* | $36,026 |
| Retail Trade | 1,725 | *11.4%* | $33,234 |
| Transportation & Warehousing | 488 | *3.2%* | $12,680 |
| Information | 48 | *0.3%* | $68,153 |
| Finance & Insurance | 190 | *1.3%* | $57,580 |
| Real Estate & Rental & Leasing | 58 | *0.4%* | $26,369 |
| Professional & Technical Services | 700 | *4.6%* | $113,359 |
| Management of Companies | 23 | *0.2%* | $53,001 |
| Admin. Support & Waste Mgmt. Svcs. | 512 | *3.4%* | $39,279 |
| Educational Services | 1,023 | *6.8%* | $24,662 |
| Health Care & Social Assistance | 3,617 | *24.0%* | $48,674 |
| Arts, Entertainment, & Recreation | 311 | *2.1%* | $17,370 |
| Accommodation & Food Services | 1,170 | *7.7%* | $17,707 |
| Other Services | 364 | *2.4%* | $29,677 |
| Public Administration | 1,045 | *6.9%* | $56,526 |

**Figure 17. Change in Jobs, 2015-2020**




*Source: DEED Quarterly Census of Employment & Wages (QCEW)*

***For more information on Chisago Co.'s population, labor force, and economic trends, contact:***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