



Discussion Items

TO: Faribault EDA
FROM: Deanna Kuennen, Director
MEETING DATE: September 20, 2018
SUBJECT: Faribault Micro Summit

UPDATE:

As part of the enhanced marketing for 2018, the EDA is hosting a Minnesota Real Estate Journal (MREJ) Micro Summit. The Micro Summit is an opportunity for Faribault to tell our story, to an audience of metro real estate brokers. The event will include industry tours, lunch, panel discussions on economic development topics, and a downtown reception.

Faribault Micro-Summit

Friday, September 21, 2018 at South Central College.

Subcommittee: Matt Drevlow and Matt Carlander

- The event will take place on Friday, September 21 – from 10-2. The format will include business tours, panels/speakers, lunch, and an after-hours reception in downtown.
- The event has qualified for continuing education credits (4).
- Matt Drevlow organized the after-hours reception that will be held at the Cheese Caves Event Center.
- Matt Carlander worked with local financial institutions to sponsor the after-hours event.
- South Central College donated their Event Center as the location for the educational portion of the day.
- Faribault Transportation is providing buses for the mobile tours to Faribault Foods and the Faribault Woolen Mill
- The Depot is catering lunch.
- Steele-Waseca Cooperative Electric (SWCE) and Met-Con Companies both provided \$500 sponsorships.
- Confirmed Speakers (see attached)

Staff has been preparing session content and informational materials and maps that will be distributed to the attendees. Samantha Markman will bring examples of the handouts and promotional materials that Staff has prepared for the event. All EDA members are encouraged to attend

Attachments:

Marketing Brochure
Micro Summit Handout

NEW LOCATION! 5th Annual
**Strategies for Multifamily
 Financing & Compliance**

REAL ESTATE JOURNAL MREJ.com REAL ESTATE SUMMITS

September 28, 2018
 Edina Country Club
 5100 Wooddale Ave S
 Edina, MN 55424

HUD • Fannie Mae • Freddie Mac
September 28, 2018

NEW LOCATION!
 Edina Country Club
 5100 Wooddale Ave S
 Edina, MN 55424

7:15 AM Registration
 7:30 AM Hot Buffet
 8:00 AM - 12:00 PM

4 hours of real estate continuing education credits applied for

REAL ESTATE JOURNAL MREJ.com REAL ESTATE SUMMITS

**Downtown
 Development
 Summit^{5.0}**

Over 400 Attendees Last Year
space is limited, register early

Projects shaping the look of Minneapolis for the future

October 5, 2018

4 hours of Real Estate continuing education Applied for
 4 hours of Appraisal continuing education Applied for
 3.75 hours of Legal continuing education Applied for

Golden Valley Country Club
 7001 Golden Valley Road
 Golden Valley, MN 55427

7:15 AM Registration
 7:30 AM Hot Buffet
 8:00 AM - 12:00 PM Program

DMC REAL ESTATE JOURNAL MREJ.com REAL ESTATE SUMMITS

**Rochester
 Destination Medical Center**

Real Estate Development and Investment Summit

October 12, 2018
 12pm - 4pm | Mayo Civic Center
 4 Hrs Real Estate CE Applied for

the 14th Annual
Net Lease & 1031 Exchange
 summit

REAL ESTATE JOURNAL MREJ.com REAL ESTATE SUMMITS

October 17, 2018
 Golden Valley Country Club

4 hours of real estate CE credits Applied for

REAL ESTATE JOURNAL MREJ.com REAL ESTATE SUMMITS

the 12th Annual
SENIOR HOUSING SUMMIT
 October 25, 2018

Brought to you by
EBENEZER
Choices for vibrant senior living

Golden Valley Country Club
 7:15 AM Registration
 8:00 AM Noon Program
 4 hours of real estate continuing education applied for

7th Annual
Data Center summit

REAL ESTATE JOURNAL MREJ.com REAL ESTATE SUMMITS

Opportunities in Developing High Performance Space & Data Centers

November 2, 2018

Golden Valley Country Club
 8am-12pm

4 hours of real estate continuing education applied for

MINNESOTA REAL ESTATE JOURNAL MREJ.com REAL ESTATE SUMMITS
 LEARN • NETWORK • SUCCEED

2018 Micropolitan Summit

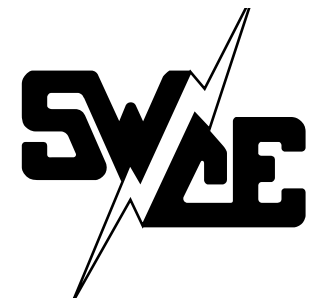
Faribault

State of the Market

September 21, 2018
 South Central College



South Central COLLEGE



2018 Micropolitan Summit

Faribault State of the Market

12:00 Lunch and Opening Remarks

12:10 PM Faribault Area State of the Market

Moderator: Deanna S, Kuennen, Community & Economic Development Director, City of Faribault

Brigid Tuck, Research, University of Minnesota Extension Center for Community Vitality

Kelsey Woods-Nord, Apprenticeship & Internship Coordinator, South Central College

Chuck Hayes, Vice President, SAGEGlass

- What is the current State of the Economy in the Faribault Area
- What is the main workforce sources to support new business and how are they trained
- Populations and workforce trends that are impacting the real estate market
- Local Workforce development initiatives to meet local workforce demands
- The impact of a growing workforce population in Southeastern Minnesota: Population and demographic trends in Faribault

1:00 PM Business Park & Industrial Park Development & Opportunities

Moderator: Tom Lambrecht, Manager Economic Development Services, Great River Energy

Troy Zabinski, CFO, Met-Con Companies

Kim Huxford, Steele-Waseca Cooperative Electric

Jeff Rossate, Director of Business Development, Minnesota Department of Employment and Economic Development

James Glen, Manufacturing Liaison Engineer, Daikin Applied

- Current State of Faribault Business Park: Vacancy Rates, Market Size, Trends, & Opportunities
- Who are the local employers and what businesses are coming to the area
- Transportation and other amenities that are crucial to the region
- What do Site Selectors and Brokers need to know
- Why are companies expanding in Faribault

2:00 PM Break

2:15 PM Faribault Commercial Real Estate Market Update

Moderator: Tim Penny, President and CEO, Southern Minnesota Initiative Foundation

John Jasinski, State Senator (District 24)

Jeremy Brown, Alliance Contracting, Inc.

Gerald Serres, Quality Aviation / Faribault Airport Fixed Base Operator

Bob Isaacson, Executive Director, Office of Business Finance, Minnesota Department of Employment and Economic Development

- New opportunities for development happening in the Faribault area right now
- What types of projects are in consideration for development?
- What are the challenges with development vs. redevelopment?
- Who is active in the Faribault market place and what is their risk tolerance and expected returns

3:15 PM Growing a Global Economy

Moderator: Tim Murray, Faribault City Administrator

Gary Kindseth, Former VP of Faribault Foods (retired)

David Tieman, Director of Operations, Faribault Foods, Inc.

Laurence Reszetar, Director of Foreign Direct Investment, Minnesota Trade Office

- Current impact of Foreign Direct Investment in Faribault
- The future growth and marketing of FDI in Faribault
- Learn how Faribault has partnered with global companies to leverage investment
- Local success stories about how international companies have grown and thrive in Faribault
- Anywhere USA, why Faribault? Why Faribault works well for International investment

4:00-6:00 PM Taste of Faribault Reception at the Cheese Cave

This course has been approved by the Minnesota Commissioner of Commerce for 4 hours of real estate continuing education. You must SIGN-IN and SIGN-OUT **today** with a valid License number to receive credits. License Numbers submitted after today will not receive credits.