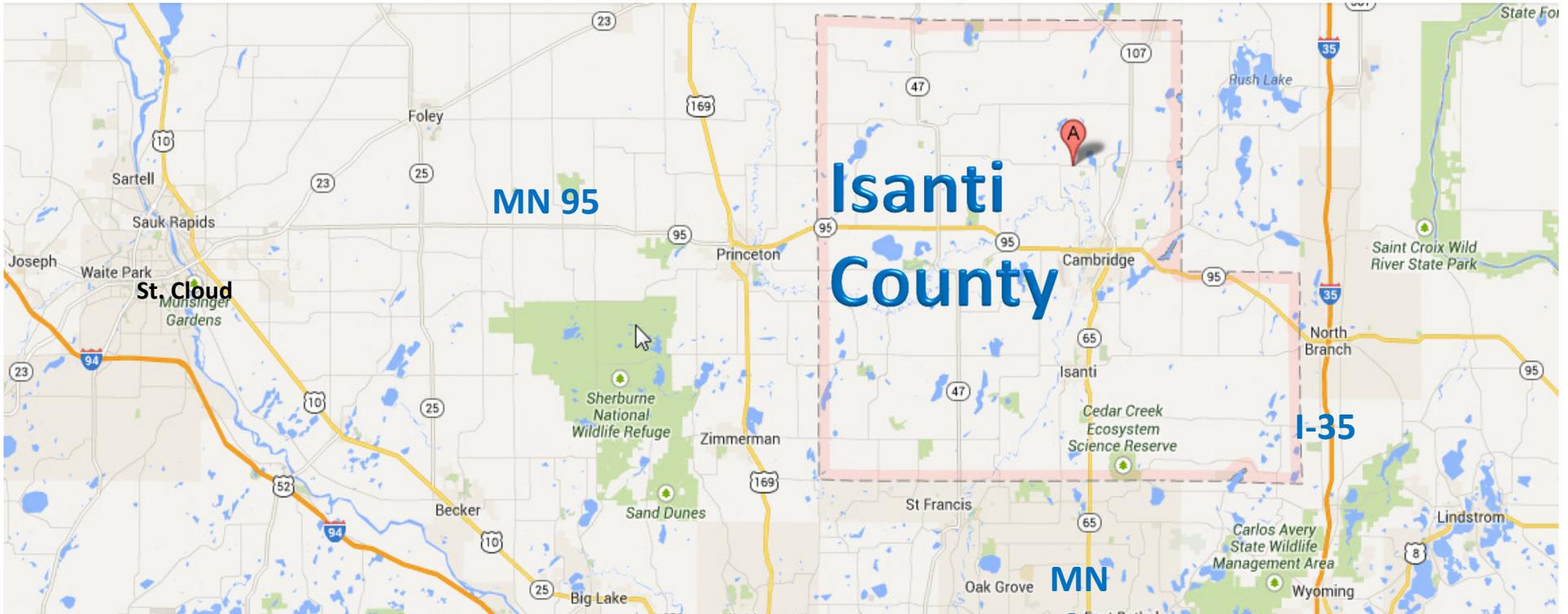




Isanti County Highlights

GREATER MSP, July 20, 2015





Isanti County, Minnesota



Population 2013	
Isanti County	38,204
City of Braham	1,817
City of Cambridge	8,222
City of Isanti	5,397

Isanti County Competitive Advantages

- ✓ **Resilient, diverse industrial base**
- ✓ **4-lane access, approx 1 hour to MSP International Airport**
- ✓ **Two certified Shovel Ready industrial parks**
- ✓ **Two Foreign Trade Zones**
- ✓ **Solid teamwork with workforce & training providers**
- ✓ **More financing & incentive tools than metro**
- ✓ **Lower cost, more flexibility**
- ✓ **Emerging regional center – health care, tech college, significant big box investment**
- ✓ **Award-winning capacity to respond to prospects & local expansions**

Resilient, diverse industrial base

- ▶ 70 manufacturers, many tech-intensive, employ over 1,500 people
- ▶ Diverse industries
 - Metals & plastics
 - Medical device components
 - Auto parts
 - Testing lab
 - Food processing
 - Materials handling
 - Bio-diesel
 - Electronic devices
 - Water



Real Estate Advantage

- ▶ Lower land prices
- ▶ 2 certified *Shovel Ready* sites
- ▶ First large tracts of land north of metro with good soils
- ▶ Building ownership opportunity for small/mid-sized manufacturers
- ▶ BNSF mainline to Duluth
- ▶ Cambridge airport
- ▶ 45 minutes north of Minneapolis & approx 1 hour to MSP International Airport



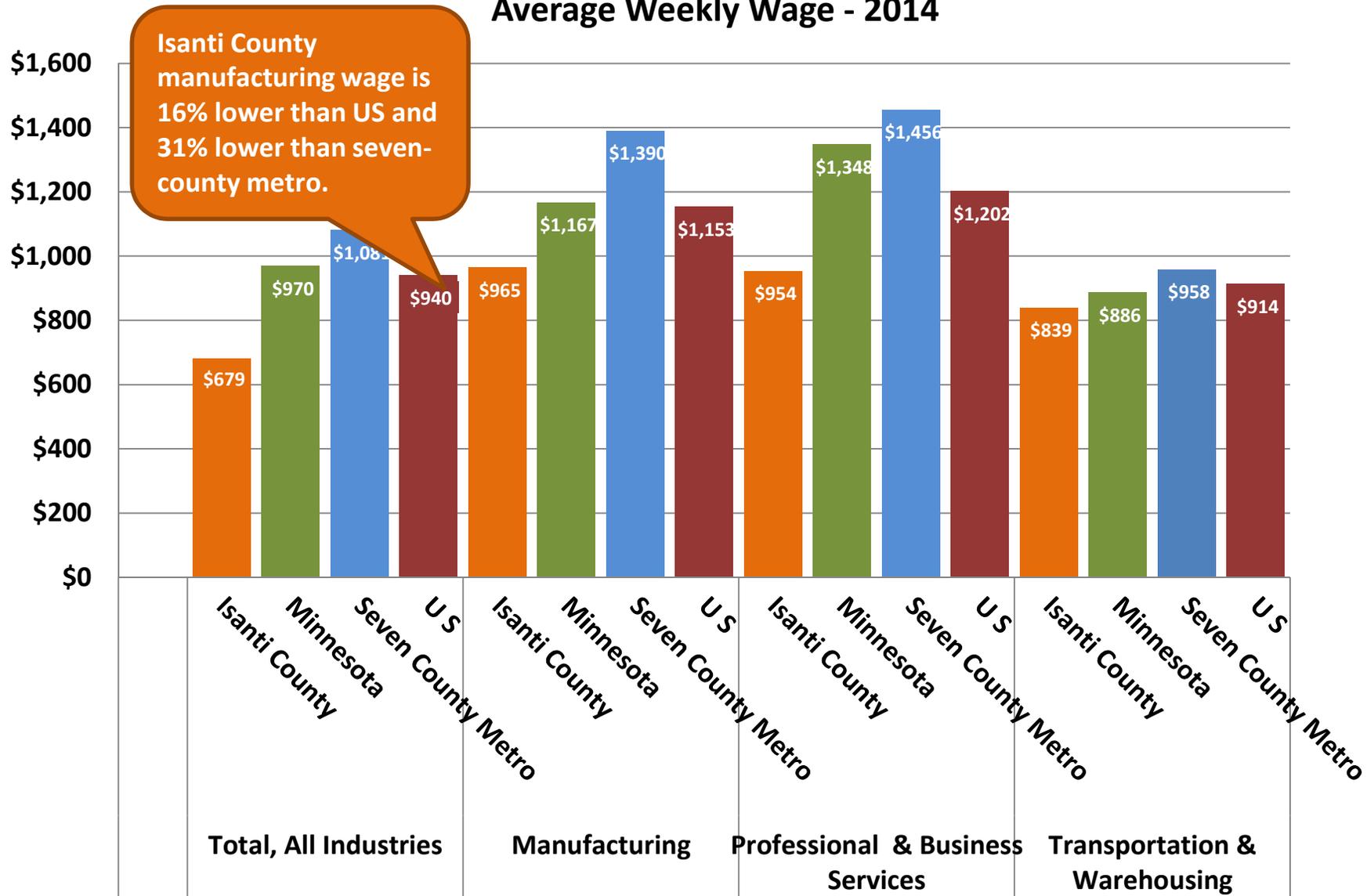
Rail Opportunities

- ▶ BNSF mainline to Duluth – less oil train congestion than MN-North Dakota routes
- ▶ Northern Lights Passenger Rail Express route – MSP to Duluth with proposed stops in Cambridge and Hinckley
- ▶ 3 city-county or county EDA rail studies by nationally recognized rail industry experts
 - Site analyses
 - Market analysis



Workforce Advantage

Average Weekly Wage - 2014



Workforce Advantage

- ▶ Young manufacturing workforce
- ▶ Lower cost, low turnover production workforce
- ▶ Reverse commute for metro area managers
- ▶ Anoka Ramsey Community College & Pine Tech – advanced manufacturing, robotics, medical device
- ▶ Customized training
- ▶ Rural regional center with easy metro access

**Median employee
tenure 162% longer
than national median.
Average 10.5 years.**

DEED Survey, East Central MN

Exceptional Work Force Training

- ▶ Anoka Ramsey Community College - extensive medical device related training
- ▶ Pine Technical College – Part of *Advanced Manufacturing Educational Alliance* funded by US Department of Labor (robotics/automation, plastics technology, advanced manufacturing)
- ▶ Nationally recognized high school programs
 - Computer science
 - NATEF-certified auto mechanics programs
- ▶ Industry/education partnerships that are national models
- ▶ Professional development opportunities
 - 27 colleges & universities within an hour





More Financing & Incentive Tools

- ▶ **US EDA Designated District**
 - Access to infrastructure grants & business loans
- ▶ **USDA Rural Development**
 - Access to infrastructure grants & business loans
- ▶ **Initiative Foundation** – up to \$250K
- ▶ **East Central RDC Revolving Loan Fund**
- ▶ **Local Revolving Loan Funds**
- ▶ City & county **tax abatement** policies in place; coordinated application process
- ▶ **TIF** policies in place



Regional Center Amenities



86-bed hospital & multi-specialty clinic
Sister Kenny Rehab
900 + employees

Health Care

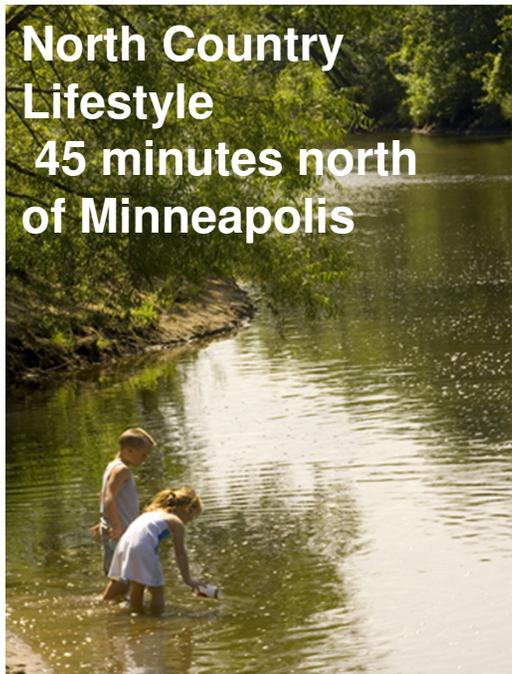


Anoka Ramsey
Community College
Cambridge Campus

Higher Education



Regional Center Amenities



- ▶ Regional library
- ▶ Target, Menards, SuperWalmart, Cub Food, Mills Fleet Farm, Aldi
- ▶ “Real downtowns” – meat markets, bakeries, hardware, banks
- ▶ Miles of interconnected bike & walking trails; Rum River fishing & canoeing; sports complexes
- ▶ Great schools
- ▶ Northern Lights Express station area planned



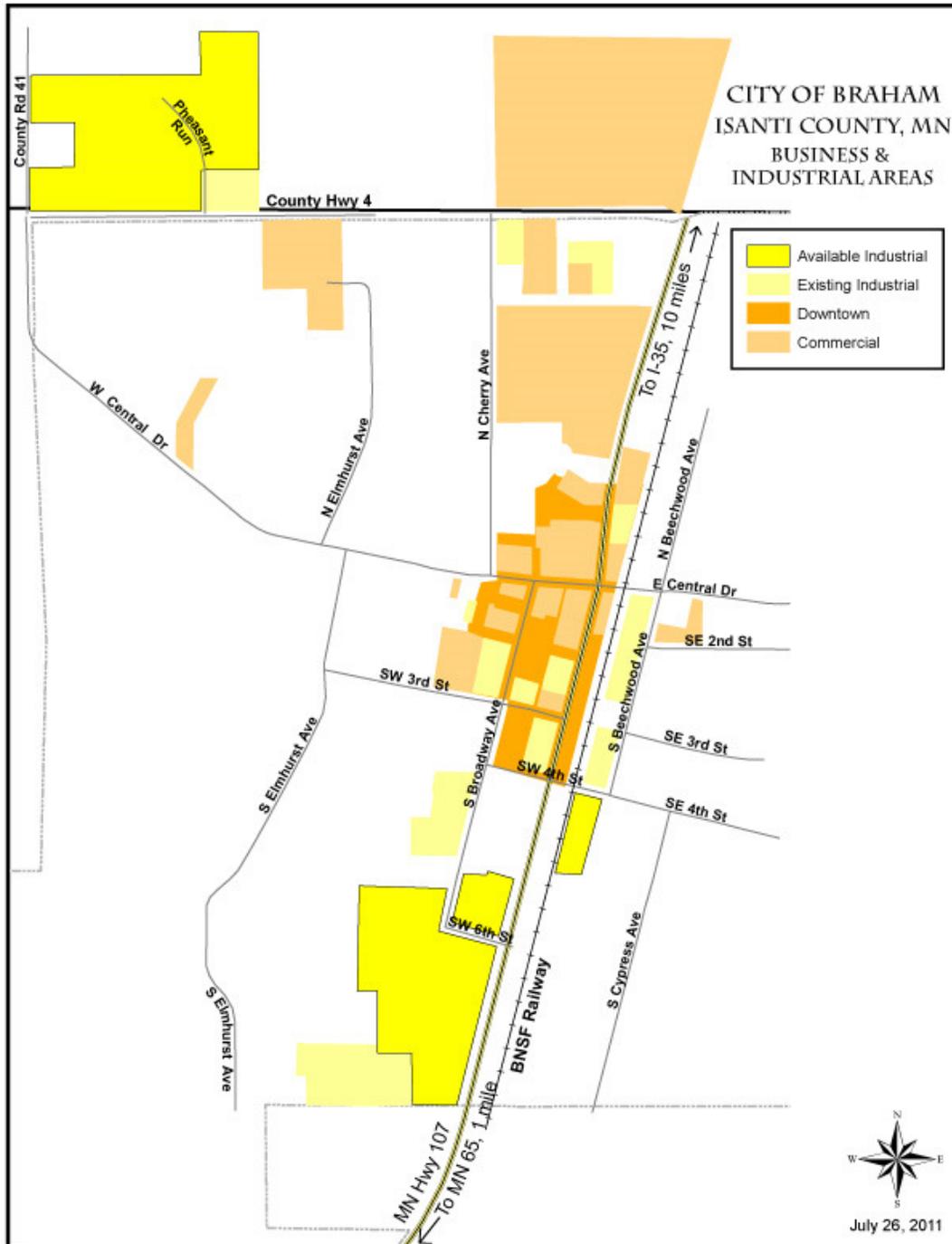
Current Predominant Sectors

Isanti County's Key Sectors	Rationale
Manufacturing	
Manufacturing – high tech	Strong companies, high employment concentration, labor force skills, competitive wages, strong training opp's, proximity to metro, lower costs, US location (speed, intellectual property)
Transportation related mfgr	
Medical device mfgr	
Military	
Food processing	Existing industry, strong labor force
Printing, publishing	Vibrant local publishing/printing climate
Regional Center – health care, community college, regional retail	Attractive to employers, residents & prospective employees

Anticipated Growth Sectors

Isanti County's Future Sectors	Rationale
Manufacturing	Competitive Advantages
Manufacturing – high tech	<ul style="list-style-type: none"> • Strong growth in 2011 -14 • Aggressive management • Competitive, productive labor force • Lower cost • Proximity to metro
Transportation related mfgr	
Medical device mfgr	
Military	
Food processing	
Printing, publishing	
Small/mid sized mfgr	Market works well for owner-occupied. Good access to north metro/rural production workforce
Regional Center – health care, community college, regional retail	McComb market analysis IDs Cambridge area as THE regional center between St. Cloud and Rice Lake WI; Twin Cities and Duluth. Opus and Ryan investments.
Rail served industries	BNSF mainline; lack of sites/cost of remediation in urbanized area

Braham



- 25-acre fully served industrial park
- Owned by City
- 9-ton access
- TIF, JOBZ & special assessment plans
- 9 lots – 1.1- 3.5 acres

Braham

- ▶ ECE Headquarters
- ▶ Recent metal fab locations & expansions
 - North Central Fabrication
 - Metal Coatings and Manufacturing Company
 - Aurelius Manufacturing
- ▶ New award-winning community center



Cambridge Development Areas

107 acre Opportunity Industrial Park

45.8 acres available

Certified shovel ready

TIF and/or Tax Abatement

Fully redundant electric

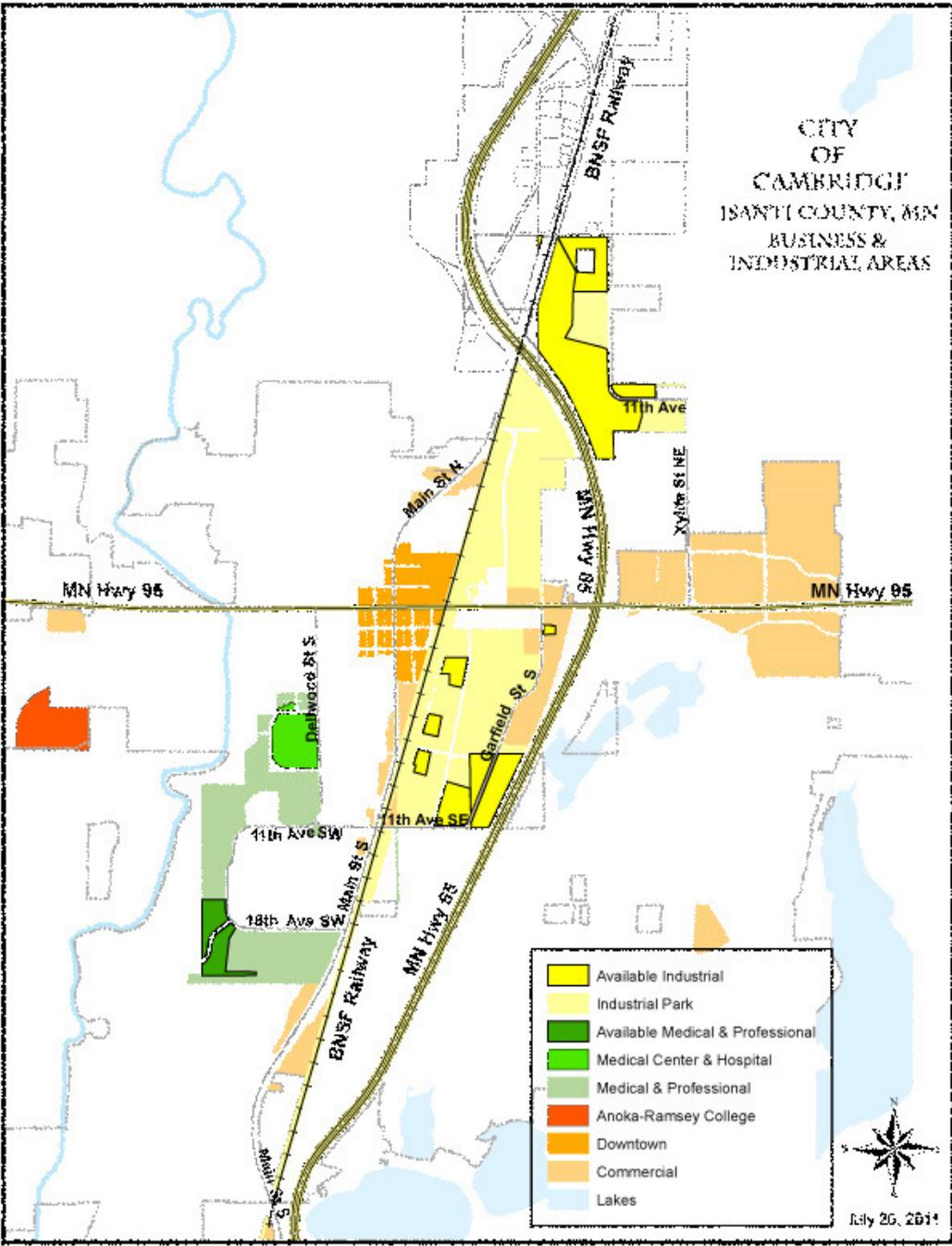


118 acre South East Industrial Park

25 acres available

35 acre Rum River Business Park

11.8 acres available



CITY OF CAMBRIDGE
ISANTI COUNTY, MN
BUSINESS &
INDUSTRIAL AREAS

- Available Industrial
- Industrial Park
- Available Medical & Professional
- Medical Center & Hospital
- Medical & Professional
- Anoka-Ramsey College
- Downtown
- Commercial
- Lakes

Cambridge Development Areas



107 acre Opportunity Industrial Park



45.8 acres available

Certified shovel ready

TIF and/or Tax Abatement

Fully redundant electric

Southeast Industrial Park



118 acre South East Industrial Park - 25 acres available

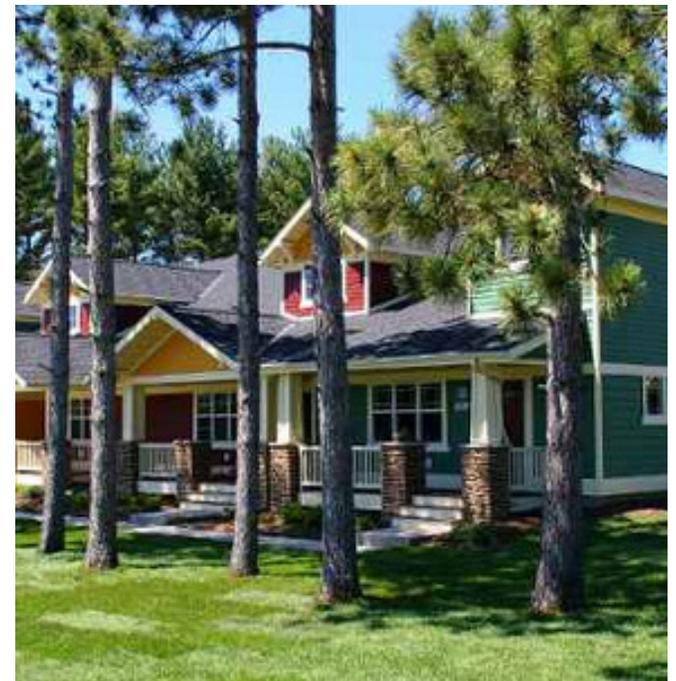
Rum River Business Park



35 acre Rum River Business Park - 11.8 acres available

Community Highlights

- ▶ Average age – 38.1 (zipcode)
 - ▶ Average income - \$53,727 (zipcode)
 - ▶ Unemployment rate – 3.9%
 - ▶ 62 single family housing starts – past 18 months
 - ▶ 103 unit apartment complex
Phase 1 completed phase 2 starting August 2015
 - ▶ 323 businesses employ 6,932 covered jobs
 - ▶ 16 parks, 3 miles of groomed ski trails & 8 miles of hiking & biking trails
- ▶ The City of Cambridge strives to balance commercial, industrial, recreational, single family, multi-family and senior housing and to assist in all areas



Manufacturing Highlights

Strong, diverse manufacturing base

- ▶ CMP & WWM
- ▶ Motek/Team
- ▶ Arrow Tank
- ▶ Schlager Inc
- ▶ Park Manufacturing
- ▶ Sun Opta
- ▶ Cortec
- ▶ Lares
- ▶ US Water
- ▶ VanPro, Inc
- ▶ North Metro Saw
- ▶ MAPE USA
- ▶ NRI/ISSI

Locations/expansions since 2010

- ▶ Cambridge Metals and Plastics and Water Works Manufacturing
- ▶ Park Manufacturing
- ▶ Arrow Tank - 2 additions
- ▶ National Recycling and Industrial Support Services
- ▶ Diversified Bronze

City of Isanti Key Development Areas

103 acres
Owned by the City of Isanti

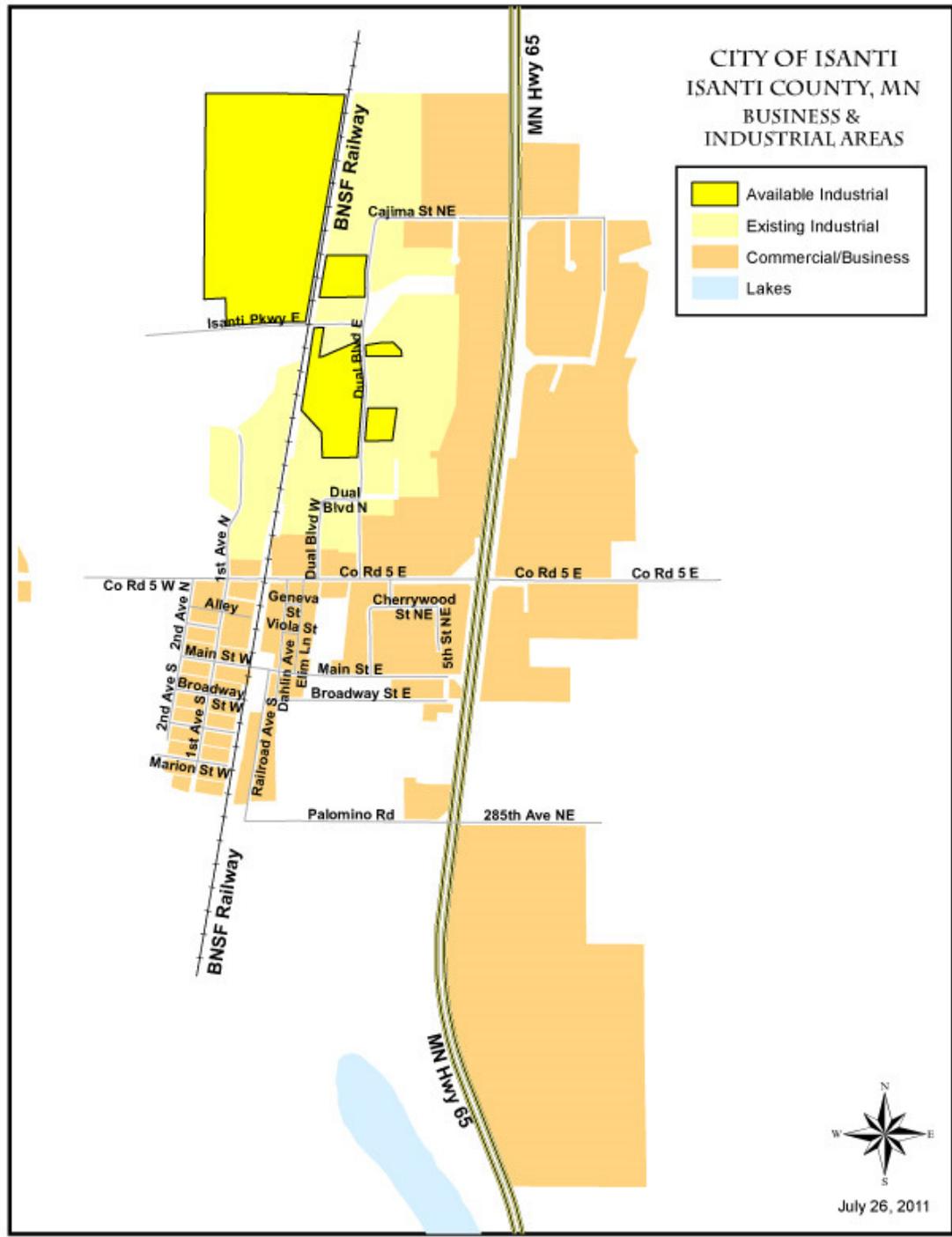
26.03 acres *Certified Shovel Ready*
in City-owned Industrial Park

Fiber Optic Installed

City Sewer & Water

TIF & Tax Abatement

\$1 for land



Isanti Centennial Complex



**Shovel Ready Certified Lots
Priced at \$1.00**

**All Lots Served by
City Utilities/Fiber Optics**

**Aggressive Financial
Incentives Available**

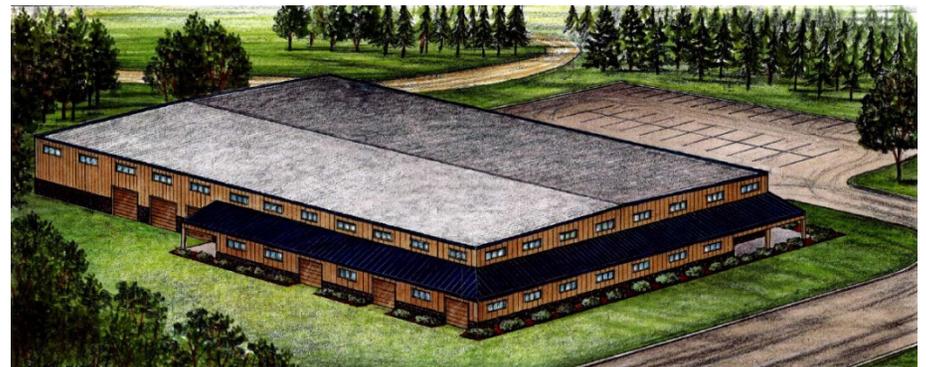
Contact:
Economic Development Director
Sean Sullivan
763-444-5512 x111
ssullivan@cityofisanti.us
www.cityofisanti.us

A Community For Generations.
Isanti 



Community Highlights

- ▶ Average age – 28.4 (zipcode)
- ▶ Average income - \$60,897 (zipcode)
- ▶ Unemployment rate – 3.9%
- ▶ 57 single family housing starts – past 18 months
- ▶ 145 businesses employ 1,481 people
- ▶ 29.7 miles of hiking & biking trails
- ▶ TOP 25 Towns to Raise a Family by Niche in 2015
- ▶ Isanti Soccer Complex – *host of MN State Cup*
- ▶ 75,000 sf Isanti Indoor Arena – *home of Rum River BMX - host of national and state finals*
- ▶ Isanti Civic Ice Arena – *Home of MN Owls Jr. Hockey Team*
- ▶ 2011 Class C State Baseball Champion – *Isanti Redbirds*





Manufacturing Highlights

Strong, diverse manufacturing base

- ▶ Advanced Telemetry Systems
- ▶ Granger Machine
- ▶ Metal Coatings and Manufacturing
- ▶ EverCat Fuels
- ▶ Proto-Tech
- ▶ TSI Moldings
- ▶ North Woods Finishing

Locations/expansions since 2010

- ▶ Water Works Manufacturing
- ▶ Manufactured Component Resources
- ▶ X-Caliper Engineering
- ▶ Cylinder Head Express
- ▶ Granger Machine
- ▶ Lexington Textiles
- ▶ Conveyors Direct
- ▶ Pat's Small Engine
- ▶ NHH Building and Restoration
- ▶ North Woods Finishing
- ▶ TSI Molding

Thank you.

Isanti County Economic
Development Authority

Isanti County Administrator

Janna King
Economic Development Services, Inc.

jking@econdevelop.com

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Economic
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