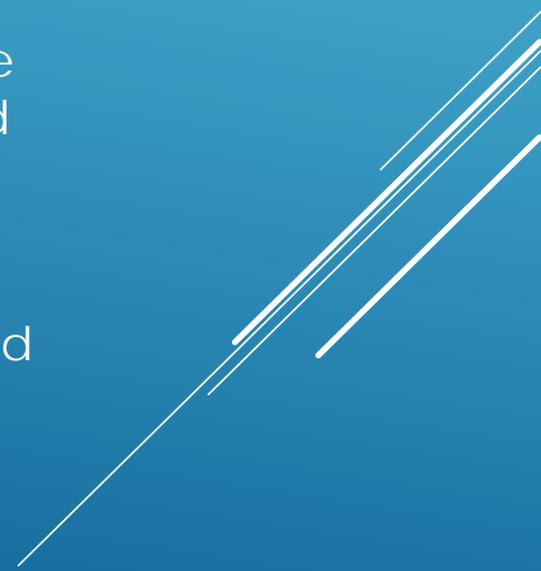


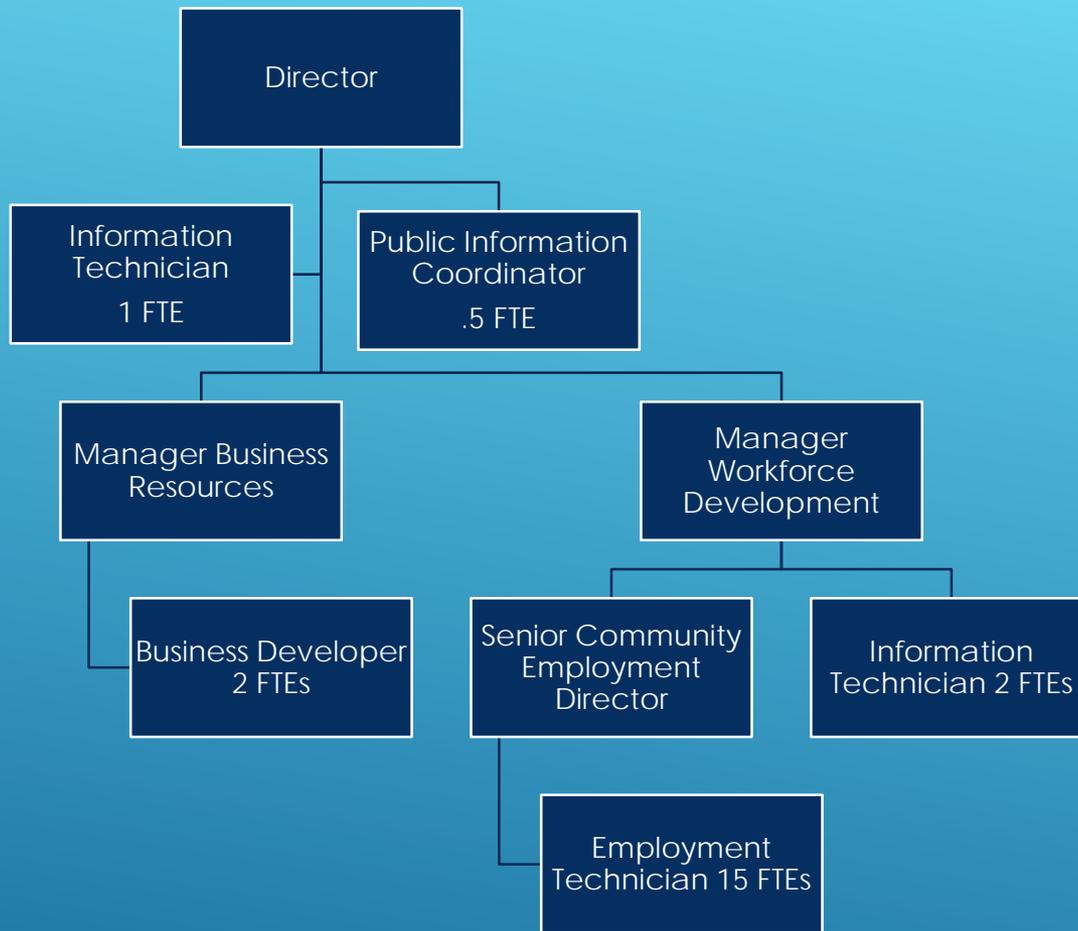
2017 PROPOSED BUDGET

Business Development



OUR MISSION

- **Business & Economic Development:** to create a supportive business environment by leveraging public and private investments that encourage business retention & growth.
 - **Workforce Development:** to build a system that provides a skilled, diverse and adaptable workforce to meet existing and future labor market needs and to increase prosperity in the community.
 - **DEDA:** work to stimulate business investment, expand economic prosperity, and grow the local tax base.
- 



2017 ORGANIZATION CHART

STAFFING - WORKFORCE DEVELOPMENT

Budgeted FTE's - WD		2014	2015	2016	2017
Manager, Employment & Training		1	1	1	1
Senior Comm Service Employment Director		1	1	1	1
Employment Technician		14	14	15	15
Employment Technician Unfilled		4	4	0	0
Information Technician		2	2	2	2
Division Total		22	22	19	19

STAFFING - BUSINESS DEVELOPMENT

Budgeted FTE's - BD	2014	2015	2016	2017
Director, Business & Econ Development	1	1	1	1
Manager, Business Resources	1	1	1	1
Property & Contract Administrator	1	0	0	0
Public Information Coordinator	1	1	1	.5
Information Technician	.5	.5	.5	1
Senior Business Developer	1	1	1	0
Business Developer	1	1	1	2
Division Total	6.5	5.5	5.5	5.5

- ▶ United Health Group
- ▶ Enbridge Pipeline
- ▶ LHB Architects
- ▶ TKDA Architects
- ▶ SEH
- ▶ Tate & Lyle
- ▶ Saturn Systems
- ▶ Aerostitch
- ▶ Clearwater Companies
- ▶ Bent Paddle
- ▶ Walsh Building Products
- ▶ Lake Superior Insurance Agency
- ▶ Essentia Health
- ▶ St. Luke's
- ▶ Allete/MN Power
- ▶ Cirrus Aircraft
- ▶ AAR Aircraft Services
- ▶ Monaco Air
- ▶ maurices
- ▶ Verso Paper
- ▶ Vikre Distillery
- ▶ Shred & Go
- ▶ OMC LLC
- ▶ Jeff Foster Trucking

BUSINESS RETENTION & EXPANSION (BRE) VISITS

2016 Accomplishments

- ▶ F.I. Salter
- ▶ Oneida Realty
- ▶ CMR Realty
- ▶ Greg Follmer
- ▶ Gary Doty
- ▶ Ken Truscott
- ▶ Holappa Realty
- ▶ Kleiman Realty
- ▶ Brad Johnson/SVLC
- ▶ Brian Williams
- ▶ Mark Lambert
- ▶ AtWater Group
- ▶ A&L Properties/API
- ▶ Simon Properties
- ▶ Shingobee Real estate
- ▶ Doran Group
- ▶ Ryan Companies
- ▶ Opus Companies
- ▶ Alatus Real Estate
- ▶ Interstate Properties
- ▶ BoisClair Properties
- ▶ Oliver Properties

REAL ESTATE DEVELOPER MEETINGS

2016 Accomplishments

- ▶ Monthly Mayor's Economic Development Coalition (MEDC) Meetings
- ▶ Monthly DEDA Meetings
- ▶ Quarterly Arrowhead Regional Development Commission (ARDC) Meetings
- ▶ Quarterly Arrowhead Growth Alliance (AGA) Meetings
- ▶ Bi-Monthly Harbor Technical Advisory Committee Meeting
 - ▶ Other State brownfield and contamination clean-up technical work group meetings
- ▶ Other Monthly Meetings
 - ▶ Canal Park Business Association
 - ▶ West Duluth Business Club
 - ▶ Advance Lincoln Park District
 - ▶ Duluth Public Arts Commission

2016 ACCOMPLISHMENTS

- ▶ Launched Duluth 1200 Fund New Advance West Pilot Program & New High Tech/Manufacturing Loan Program
- ▶ Kick-Off Western Port Area Neighborhood (WPAN) Area Wide Plan
- ▶ Convene Duluth Area Marketing Group
- ▶ Lead Imagine Duluth 2035 Economic Development Focus Group with City Planning
- ▶ Facilitate Discussion on Business Subsidy, Prevailing Wage and PLA Policy
- ▶ Oversee Development of Downtown Housing Study By Maxfield Group with GDC
- ▶ Issue Lot D RFP to Real Estate Developers and Evaluate with Selection/Screening Committee
- ▶ Coordinate with St. Louis County Sale of Tax Forfeit Properties to Drive Economic Development
- ▶ Develop New City and Regional Workforce Development Action Plans

2016 ACCOMPLISHMENTS

2016 ACCOMPLISHMENTS

NorShor

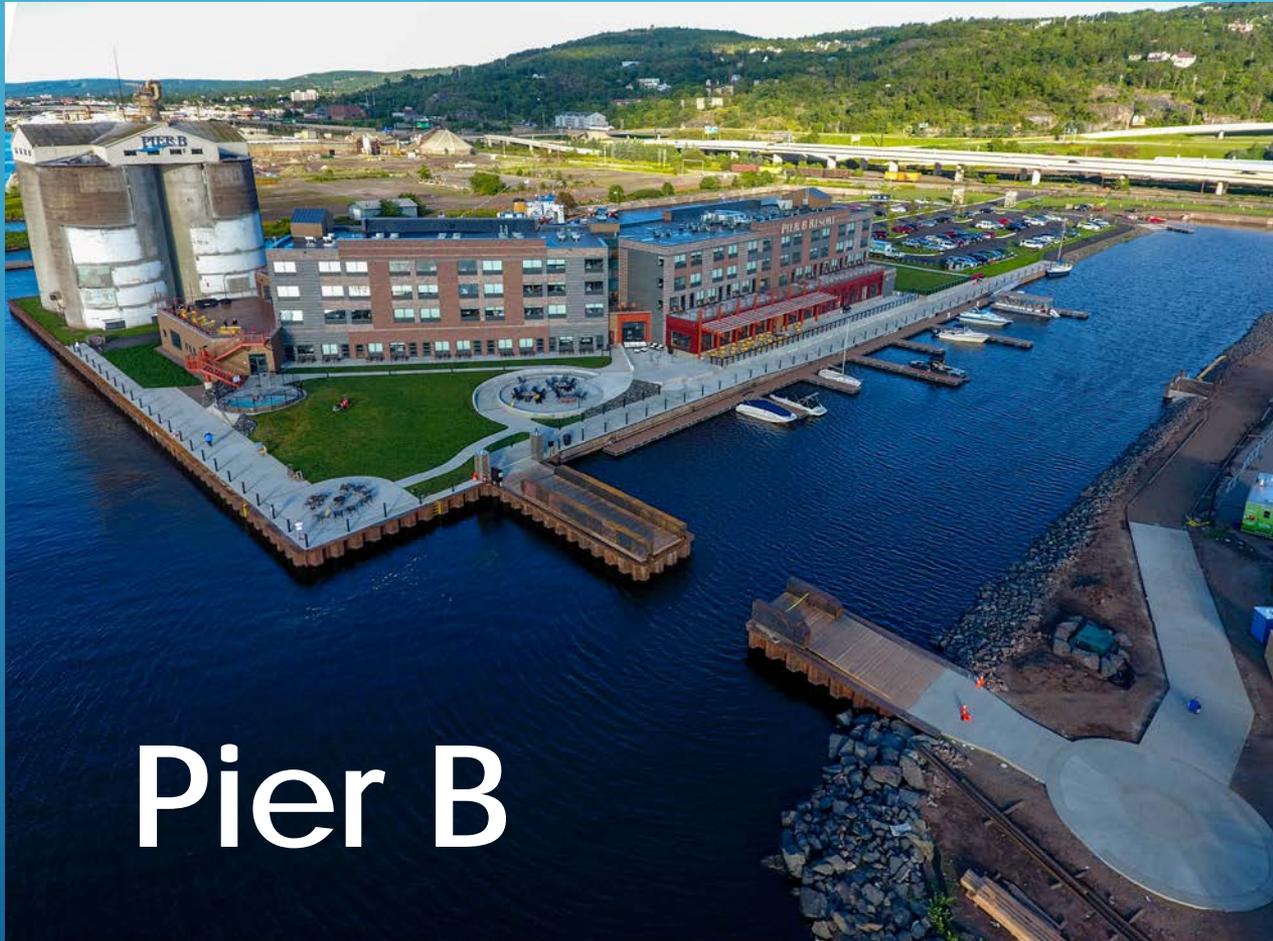


2016 ACCOMPLISHMENTS

maurices



2016 ACCOMPLISHMENTS



Pier B

2016 ACCOMPLISHMENTS



Kenwood Village

2016 ACCOMPLISHMENTS



ENDI

2016 ACCOMPLISHMENTS

Cirrus Completion Center



2017 GOALS

WPAN: Western Port Area Neighborhood



2017 GOALS

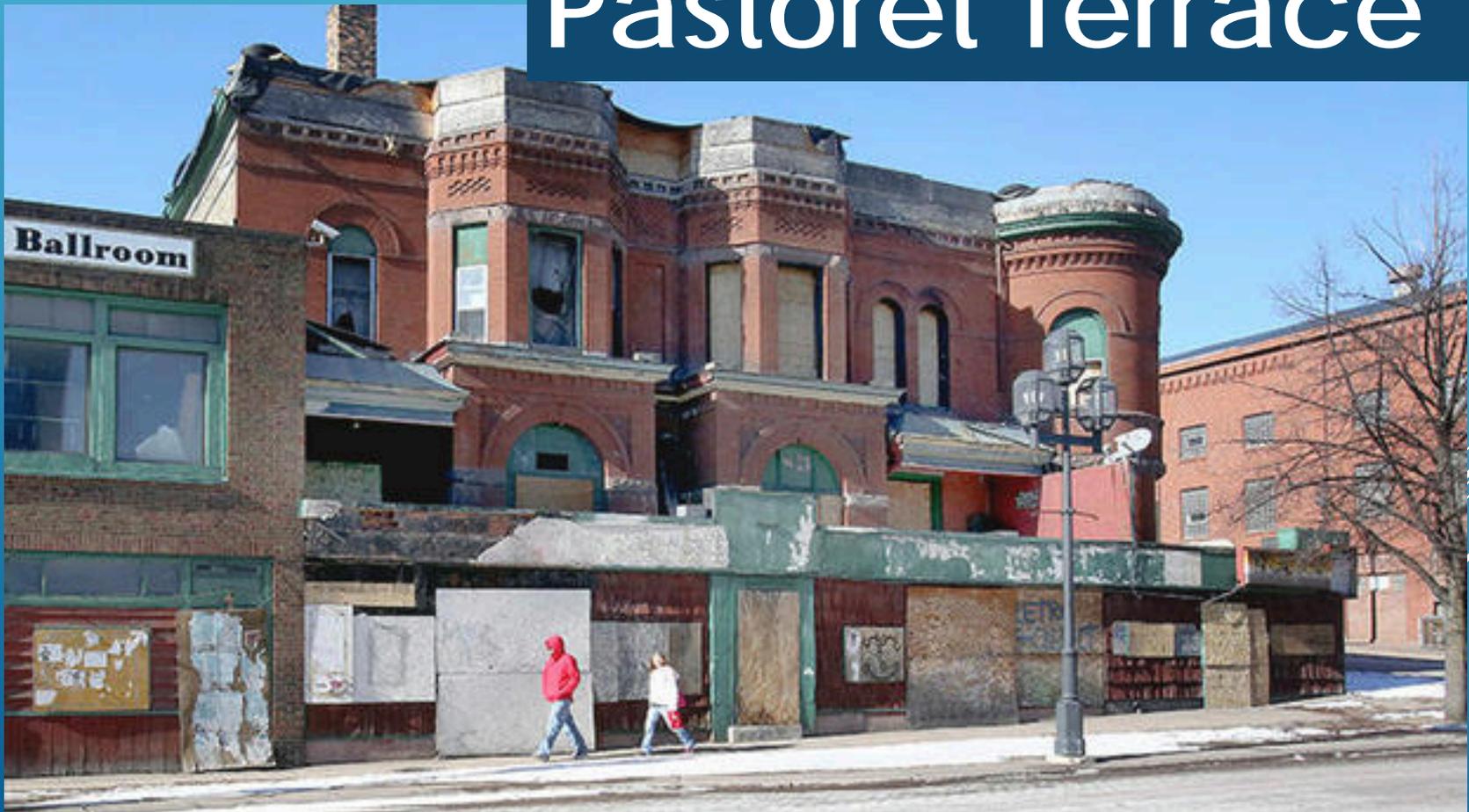


Lot D



2017 GOALS

Pastoret Terrace



2017 GOALS



**5907 Grand
Ave**

Marketing

- ▶ Spirit Valley Mall Redevelopment
- ▶ Former Central High School/Nettleton Redevelopment
- ▶ Georgia Pacific Site, Atlas Business Park, Aviation North Business Park
- ▶ Explore Shovel Ready Sites Designation
- ▶ City-wide Commercial Node Retail Study and Recruitment

Potential Projects

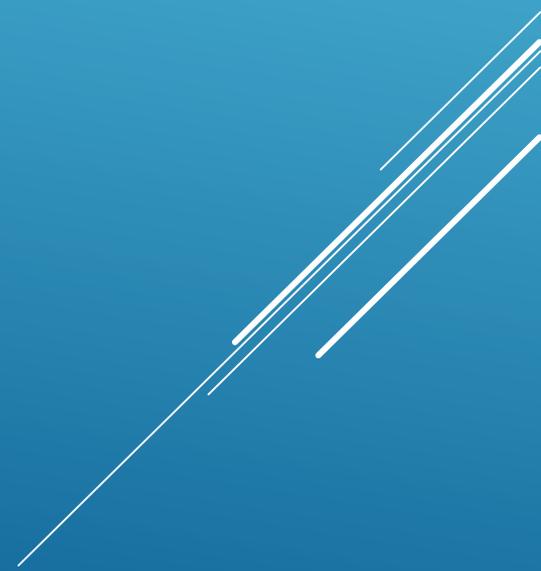
- ▶ Mayor's Small Business Resource Summit in January
- ▶ Historic Armory Mixed Use
- ▶ Bluestone Next Phase Mixed Use
- ▶ Kayak Bay on Grand Avenue Mixed Use
- ▶ Other Workforce Housing Mixed Use
- ▶ Cirrus Aircraft, AAR, Aerospace Testing, Duluth Port, NRRI Product Commercialization

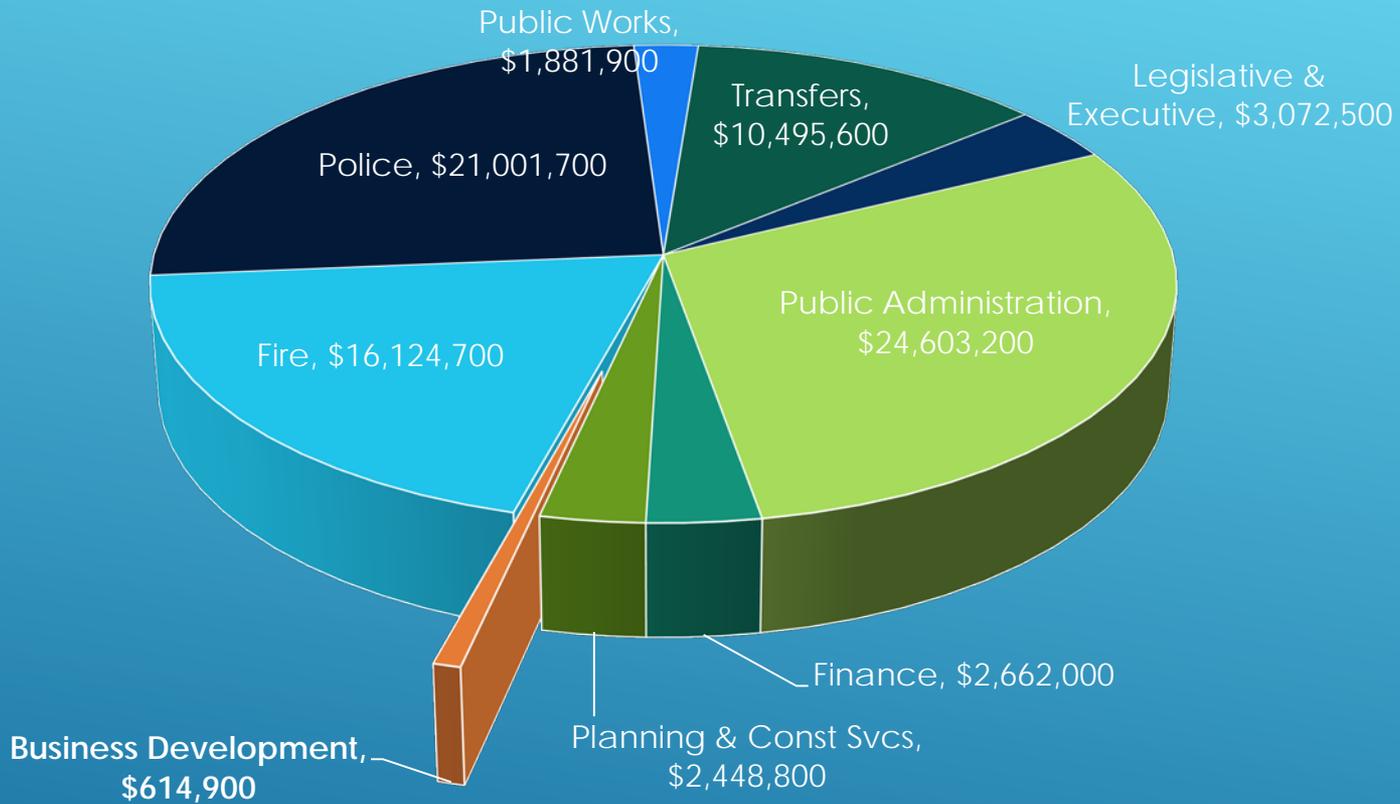
2017 GOALS

Workforce Development

- ▶ Implement Pathways to Prosperity Programs for Healthcare, Construction and Advanced Manufacturing/IT
- ▶ Map Workforce Development Assets Available in City & Region and ID Service Gaps
- ▶ Market Duluth WF Services in Neighborhoods City-wide
- ▶ Develop more Experiential Learning Opportunities for Youth & Seniors

2017 GOALS

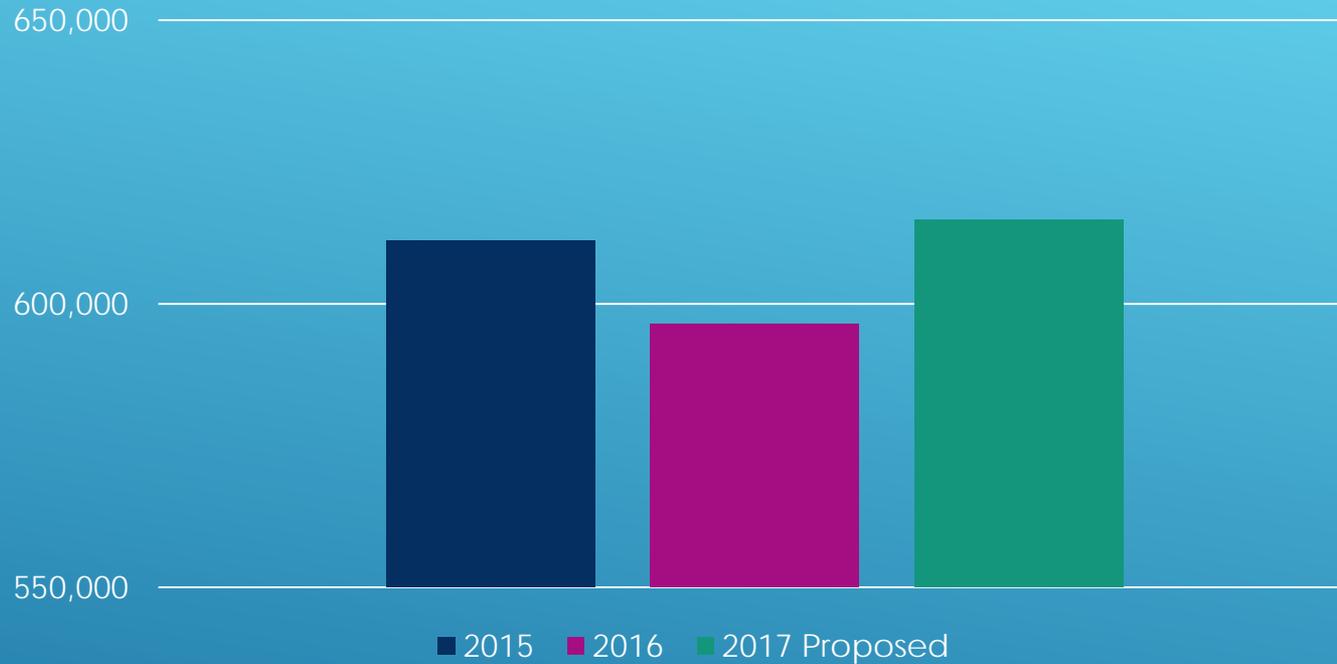




APPROPRIATION \$614,900

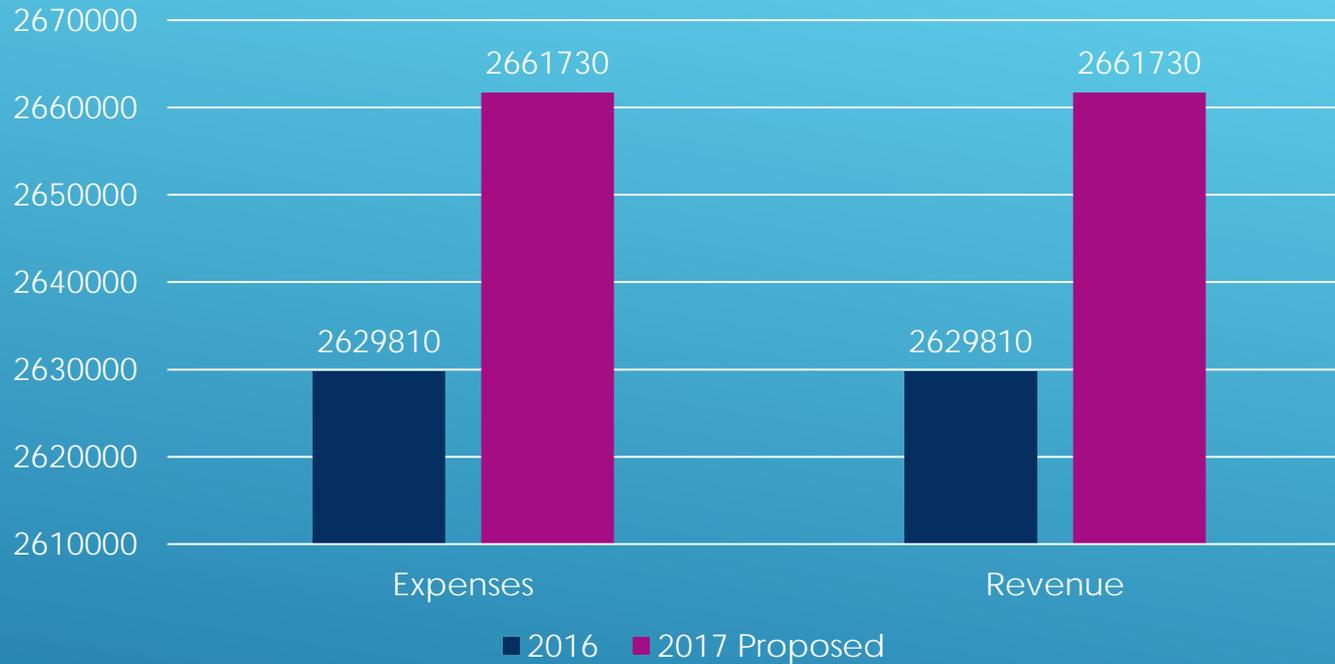
2017 TOTAL PROPOSED GENERAL FUND EXPENSES \$82,905,300

Business & Economic Development



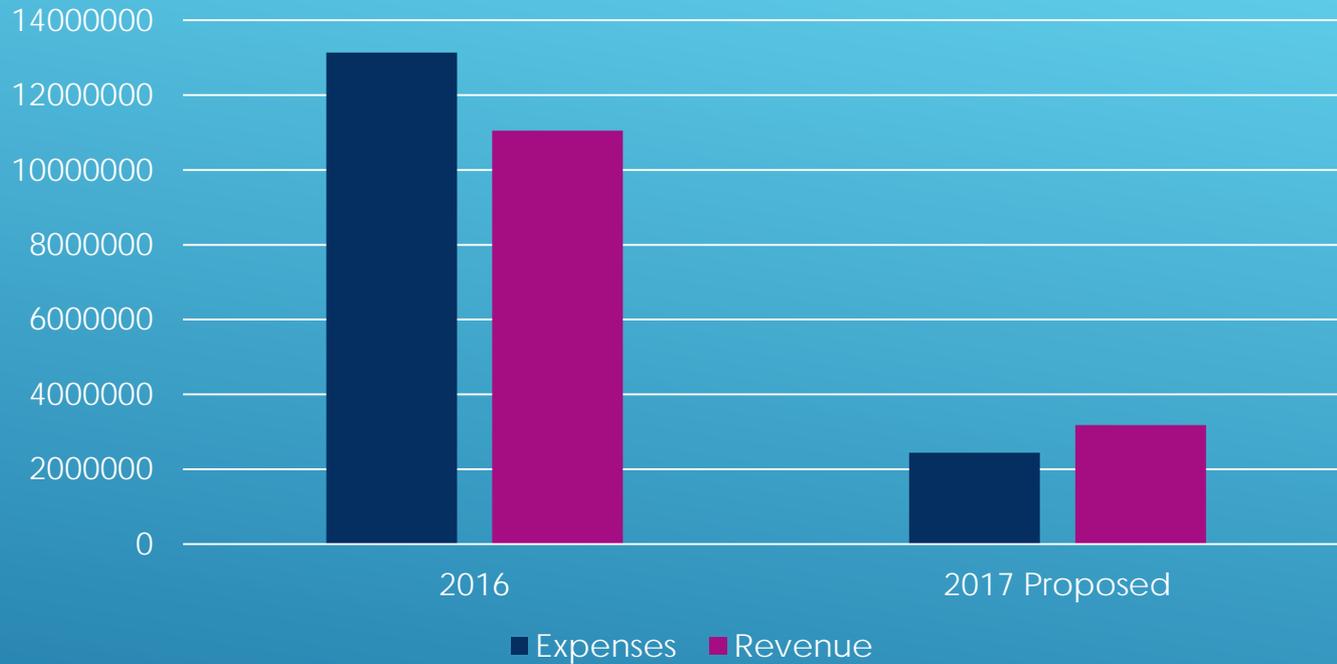
BUSINESS & ECONOMIC
DEVELOPMENT 2017 PROPOSED
EXPENSES

Workforce Development



WORKFORCE DEVELOPMENT 2017
PROPOSED EXPENSES & REVENUE

DEDA



DEDA 2017 PROPOSED EXPENSES

- ▶ Public Information Coordinator
 - ▶ Down from 1.0 to 0.5 - \$50,614
- ▶ Admin Information Specialist
 - ▶ Up from 0.5 to 1.0 - \$41,040

2017 BRIDGE SCHEDULE



2017 CHALLENGES

- WFD – mismatch of employer job openings and existing workforce skills and retirements exasperate
 - Redevelopment Projects Require Public Subsidy Support (contamination, demo, public infrastructure)
 - Government Policies Can Weaken Competitiveness of Business Climate in Duluth vs. Elsewhere
 - New Needed Transportation Investments: Garfield Ave Interstate Exchange, Can of Worms, Railroad Street, Right In/Right Out Maple Grove Ave, Improved Pedestrian Walkways on Waterfront
 - Missed Development Opportunities Due to Existing Budget Limitations
 - BD Team too small to seize upon all development opportunities with careful evaluation and research of available resources and contemporary best development practices
 - Have limited ability to market Duluth for development purposes in comparison to other cities of similar size
 - WD Team does not have resources to fully market/promote services city-wide
- 

QUESTIONS?

