



ECONOMIC DEVELOPMENT AUTHORITY

AGENDA

April 25, 2022

6:30 PM

DUNDAS CITY HALL/CITY COUNCIL CHAMBERS

1. CALL TO ORDER/ROLL CALL
2. APPROVAL OF AGENDA
Motion by _____, second by _____ to approve agenda
3. APPROVAL OF MINUTES
Motion by _____, second by _____ to approve minutes of March 28, 2022
4. BILLS AND COMMUNICATIONS
5. REPORTS
6. UNFINISHED BUSINESS
7. NEW BUSINESS
 - a. Review and Discuss Results of Business Survey
8. ADJOURN

**CITY OF DUNDAS
ECONOMIC DEVELOPMENT AUTHORITY
MEETING MINUTES OF MARCH 28, 2022
6:30 PM Dundas City Hall**

UNOFFICIAL MINUTES

Present: Glenn Switzer, Grant Modory, Luke LaCroix, Luke Swartwood, Larry Fowler
Staff Present: City Planner Nate Sparks, City Administrator Jenelle Teppen

CALL TO ORDER/ROLL CALL

President Switzer called to meeting of the meeting to order at 6:30p.m. A quorum was present.

APPROVAL OF AGENDA

Motion by Fowler, second by LaCroix, to approve the agenda. Motion Carried Unanimously (MCU)

APPROVAL OF MINUTES

Motion by Fowler, second by Swartwood, to approve minutes of February 28, 2022. MCU

BILLS AND COMMUNICATIONS

No bills or communications presented.

REPORTS

No reports presented.

UNFINISHED BUSINESS

No Unfinished Business presented.

NEW BUSINESS

Environmental Site Analysis

City Planner Nate Sparks presented a proposal from WSB to conduct a Phase One site analysis on the Central Valley Co-op site at 315 Railway Street. The City holds a right of first refusal on the property with a 60-day timeframe. Should the property become available a full environmental site analysis would exceed that 60-days.

Motion by Modory, second by Swartwood to authorize staff and WSB to proceed with the Phase One Environmental Site Analysis. MCU

ADJOURN

The meeting was adjourned at 6:53 p.m.

Submitted by:

Attest:

Jenelle Teppen, Secretary

Glenn Switzer, President



REQUEST FOR EDA ACTION

TO: City Council Members

FROM: Aidan Checkett, Administrative Intern

SUBJECT: Review and Discuss Results of the Business Survey

DATE: For the EDA Meeting of April 25, 2022

PURPOSE/ACTION REQUESTED

Review and discuss results of the Business Survey

SUMMARY

Staff sent out a Business Retention and Expansion Survey to all Dundas Businesses. The Survey was sent using SurveyMonkey. We received twenty responses. The survey closed on March 31st, and the results will be presented to the EDA.

RECOMMENDATION

None

Dundas Business Survey

CITY OF DUNDAS

We Surveyed All Dundas Business Owners

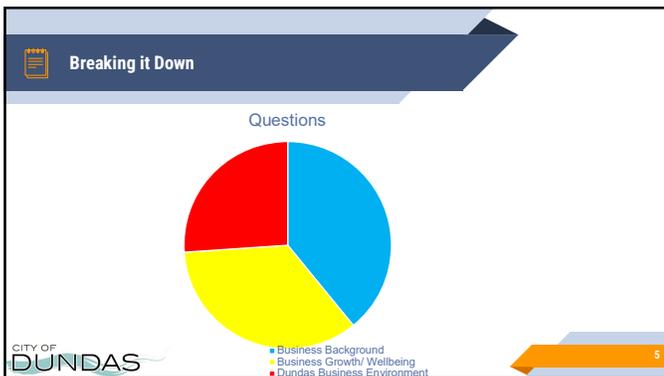
Here's What We Found

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1 THE SURVEY

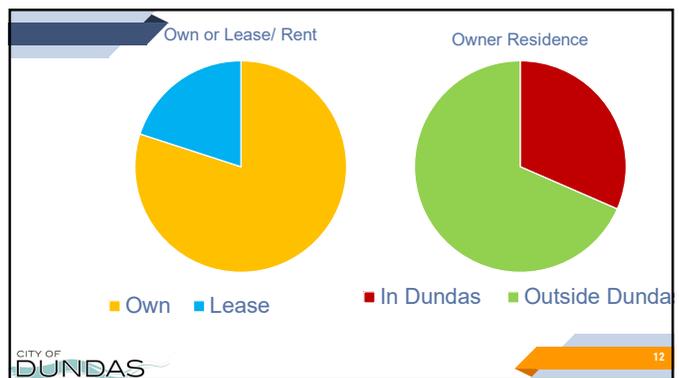
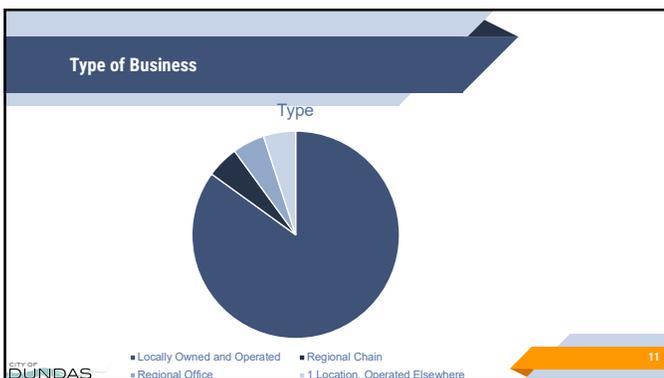
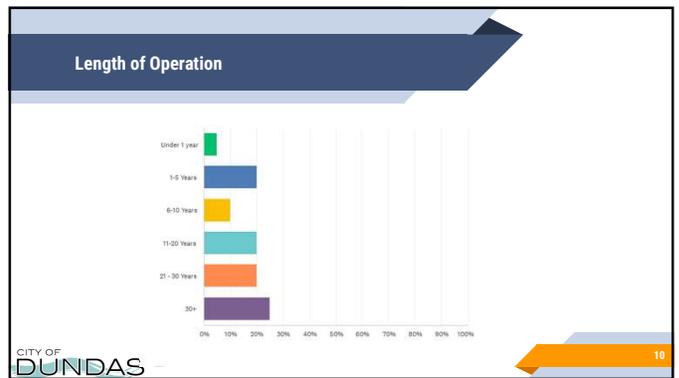
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- #### The Survey
- Sent to all businesses in the city
 - 23 questions
 - Took 9 minutes to complete
- CITY OF DUNDAS



2 THE RESULTS

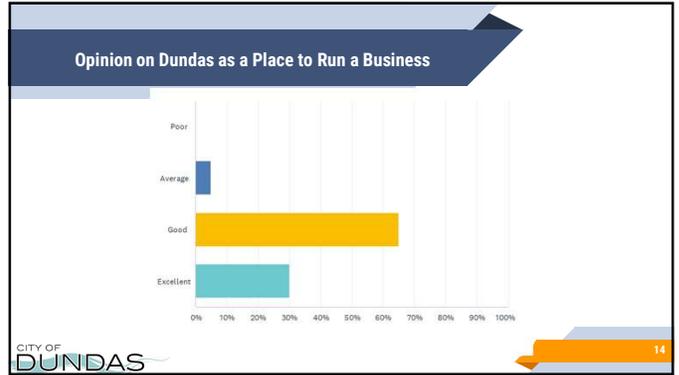
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Dundas Business Environment

CITY OF DUNDAS 13



“Close-knit, friendly community. Close to Northfield and the Twin Cities”

CITY OF DUNDAS 15

“Low crime, access to labor, growing community, multiple larger employers, and access to major roadways”

CITY OF DUNDAS 16

“Good overall location for servicing the Dundas, Northfield, Faribault area. Good business environment”

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Challenges

"What challenges do you encounter, if any, specific to being located in Dundas?"

- Half of respondents (9/19) indicated "none"
- Three respondents noted a lack of location recognition
- Three mentioned tax or utility concerns
- Three mentioned zoning or regulations

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Business Growth/ Wellbeing

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Reasons for Optimism

“ We are optimistic about Dundas growing, being a desirable place to live and do business”



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Reasons for Optimism

“ COVID seems to be under control, so a return to normal operations. State baseball tournament in Dundas this year. New housing going in. And the fact that the city asked us to complete this survey”



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Reasons for Optimism

- 4/16 responses mentioned the end of the pandemic
- 12/16 mentioned residential/commercial growth in Dundas



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Reasons for Optimism

HOW DO YOU FORESEE YOUR BUSINESS PERFORMANCE OVER THE NEXT FEW YEARS?

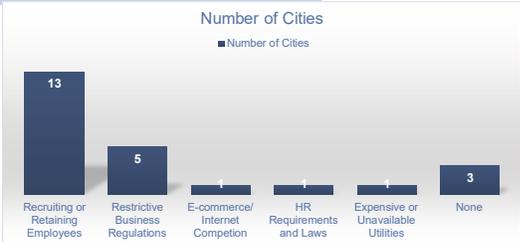
A Positive outlook with Growth Expected
 The Future is Uncertain




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Obstacles Affecting Businesses

Number of Cities



Obstacle	Number of Cities
Recruiting or Retaining Employees	13
Restrictive Business Regulations	5
E-commerce/Internet Competition	1
HR Requirements and Laws	1
Expensive or Unavailable Utilities	1
None	3



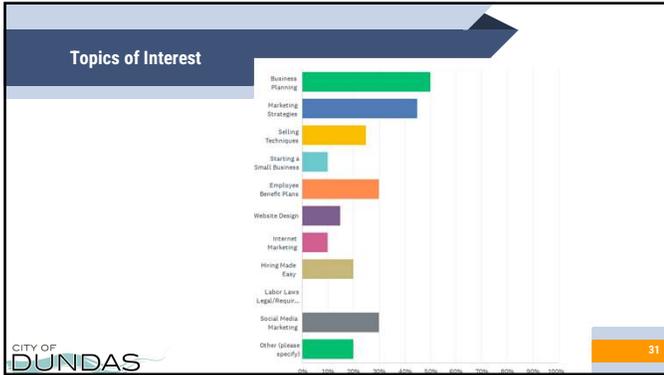
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6

Partnering with the City



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What tools/ actions can Dundas provide?

- 7 did not indicate anything
- 4 mentioned either cutting taxes or at least not raising taxes
- 3 mentioned zoning changes or expansion

CITY OF DUNDAS 32

“Publicize the Dundas area benefits, up in the Southern metro of the Twin Cities”

CITY OF DUNDAS 33

“Access to future infrastructure plans”

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Further Contact

The following businesses indicated they were interested in speaking further with the city

- Better Air, LLC
- Cannon Valley Makers
- Chapel Brewing
- Guth Electric
- Junk Truck MN
- Ruth's on Stafford

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Takeaways

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1. Dundas Businesses like Dundas

- 95% of respondents indicated Dundas is a "good" or "excellent" place to conduct business
- Half of respondents noted no challenges stemming from the City
- Across ten categories, only two respondents viewed Dundas unfavorably in any category
- ~75% on average were positive in each category

2. Dundas Businesses are Thriving

- Over half of businesses have increased their employees in the last two years
- Only one has decreased
- 65% of businesses have been in Dundas for at least eleven years

3. Dundas Businesses are Optimistic

- 65% of businesses believe they will add employees over the next two years
- 90% foresee their future business performance as "positive"

4. Dundas Business Owners have mixed ties to the City

- 80% of business owners own their location
- Only 30% live in Dundas

5. There is some, but not overriding interest in City assistance

- 30% of businesses wanted follow-up conversations
- 35% of businesses did not indicate any tools
- Many responses revolved around zoning flexibility or taxes

6. Categories of Interest

Businesses have substantial interest in learning about

- Business Planning
- Marketing Strategies
- Employee Benefit Plans
- Social Media Marketing