

To: HONORABLE MAYOR AND CITY COUNCIL.

FROM: Dave Maroney, City Administrator.

SUBJECT: Approving 2020 Economic Development Program.

DATE: March 12, 2020.

BACKGROUND.

With the support and recommendation of the Economic Development Authority (EDA) the City Council included funding in the *2020 Budget* to pay costs for economic development services and expenses. Following consideration of whether the City of Cannon Falls should hire a full-time person or contract for services with Community Economic Development Associates (CEDA), the consensus was to pursue a contractual relationship with CEDA.

On March 11, 2020 the EDA reviewed, discussed and recommended approval of a two-tiered *Community Support Program* professional services proposal prepared by CEDA with input from EDA President Luke Cooreman, Neil Jensen, Mayor Althoff and me. The essence of the recommended work program is for CEDA to provide service to Cannon Falls three (3) days weekly and additional services that may be needed provided on a project-by-project basis by members of the CEDA Management Team. We believe that the two-tiered proposal will effectively address anticipated needs for consulting assistance this year.

The *2020 Economic Development Program (2020 Program)* anticipates that Laura Qualey will begin assisting Cannon Falls with local economic development efforts on April 1st. For much of 2020, Laura will be responsible for completing projects that are funded in whole or in part by the \$75,000 Blandin Grant. Laura is a member of the Cannon Falls Blandin Steering Committee and is very familiar with the work tasks that need to be completed – a stroke of good luck! The *2020 Program* proposes that I provide further guidance, assistance and training for economic development projects and initiatives through April 17th.

REQUESTED COUNCIL ACTION.

The City Council is respectfully requested to approve the proposed *2020 Program* and corresponding *Community Support Program* negotiated with CEDA as recommended by the EDA.