

February 12, 2018
Council Workshop Minutes

The February 12, 2018, City Council workshop with Cascade Economic Development Corporation was called to order at 6:40PM by motion of Kelchen and second by Rausch. All voted in favor.

The Council thought it would be a good idea to have a workshop with CEDC to review what has happened over the past year with ECIA. Brad Ludwig, President of the CEDC and Ken McDermott, Vice-President of CEDC gave an update on what ECIA has done. The focus of CEDC is not just bringing in new business to Cascade but focusing on existing businesses and helping them. Over the past couple of years since ECIA has been working as the director of CEDC, a strategic plan has been developed, there is a better relationship with Greater Dubuque, and they have helped two businesses with SBA loans and have also written the RISE grant for the City. They are also working on the downtown services and retail businesses. ECIA has also started holding workshops between the school and local businesses to get students ready for the workplace if they choose not to go to college. The CEDC board has been restricted and they have all signed confidentiality agreements. ECIA has put together proposals for businesses looking at Cascade. A new website has been implemented.

ECIA has done some good things for CEDC. Council had some questions for Brad and Ken. Lots have been sitting empty for 10 years and does ECIA have a vested interest in Cascade when going after prospects. They responded that ECIA has many people that do various things that are a big asset to CEDC. They are focusing on what do the existing businesses need. The council would like to see ECIA attend a council workshop in the future.

Also, Brad and Ken mentioned that they want to write a grant for a housing needs assessment through the DRA. The total cost is \$6,000 and there is a match of \$3,000. This will be on the next agenda for formal approval by the City. Additionally, there is a business looking at Mike Beck's spec building. It is a successful business located in northeast Iowa. They will start with 5 employees and pay between \$15-20 per hour. They are not sure if they will purchase the building or just lease to start. They do plan to make about \$400,000 worth of improvements to the building. The business incentives that we have in place don't cover a lease situation, but there are ways to still offer the incentive. We could do a pass through from Mike to the new company by offering the incentive to Mike and then Mike could reduce the rent amount. Brad and Ken will keep us updated on this if a special meeting will need to be held.

With nothing further, Rausch moved and Delaney seconded to adjourn at 7:45p.m. Motion carried unanimously.

Deanna McCusker, City Administrator

Greg Staner, Mayor