



**ECONOMIC DEVELOPMENT AUTHORITY
MEETING**
Wednesday, January 21, 2026 at 4:00 PM
Council Chambers, City Hall at 540 West Hills Circle

1. EDA Agenda

1.1. Agenda - January 21, 2026

2. Roll Call

3. Approval of Last Meeting Minutes

3.1. EDA Minutes - December 17, 2025

4. Treasurer's Report

4.1. Treasurer's Report - December 2025

5. Loan Report

5.1. Loan Report - December 2025

6. Reports

6.1. OACCT Report

6.2. MainStreet Report

6.3. Tourism Report

6.4. OABDC Report

6.5. Airport Report

6.6. EDA Projects

7. Old Business

8. New Business

8.1. Forgivable Loan - 119 Bridge Street West - Quanxi LLC / Feng

8.1.1. Interior - \$10,000 - ADA Bathrooms

8.2. Discuss Forgivable Loan Program

9. Schedule Next Meeting – February 18, 2026

10. Adjournment

Economic Development Authority

Regular Meeting

Wednesday, January 21, 2026

4:00 PM

Charles S. Crandall Center – Chambers

City Hall

Preliminary Agenda

1. Roll Call: Boeke, Burbank, Cowell, Mensink, Savage, Voss
2. Approval of Minutes: December 17, 2025
3. Treasurer's Report
4. Loan Report
5. Reports
 - a. OACCT / OPED
 - b. MainStreet
 - c. Tourism
 - d. OABDC
 - e. Airport
 - f. EDA Projects
6. Old Business
7. New Business
 - a. Forgivable Loans
 - i. 119 Bridge Street West – Quanxi LLC/Feng
 - Interior – \$10,000 – ADA Bathrooms
 - b. Discuss Forgivable Loan Program
8. Schedule Next Meeting – February 18, 2026
9. Adjournment

**EDA
Minutes
December 17, 2025**

The Owatonna Economic Development Authority met in regular session at 4:00 pm in the Charles S. Crandall Center – Chambers at City Hall with President Voss presiding.

Commissioners present: Dan Boeke, Dave Burbank, Andrew Cowell, Brian Savage, and Doug Voss. Commissioners absent: Corey Mensink. Also present were Troy Klecker, Sean Williams, Brad Meier, Lisa Cochran, and Kristen Kopp.

Approval of Minutes. Commissioner Cowell moved approval of the minutes of the November 19, 2025 meeting with second by Commissioner Boeke. All Commissioners voting Aye, the motion passed.

Treasurer's Report. Community Development Director Troy Klecker presented the revenue and expense reports for November. He said that they are pretty much on target for year end numbers. At the Council meeting last night, they approved the Budget for 2026. The EDA Levy portion of the budget will be going up to \$240,000 from \$200,000. One thing that is changing is that TIF reporting was done internally in the past and this will be contracted out. We are still trying to figure out exactly what we have in reserves. There are a couple of property purchases that came out of EDA: Marco Building and the house on Pearl Street. EDA is only paying for half of the Marco building, but in the short term they will come out of the EDA fund and will be reimbursed. We probably won't have total year end numbers until January or February.

Loan Report. OABDC Director Sean Williams presented the Loan Report for November. He said that Wagner's loan is not current as their automatic payment failed. Sean talked to the owner this morning, and said that the check will be coming next week. Selective Looks is also not current, but she pays every other month. Cowell asked if we were going to follow up on the Wagner's loan. Williams said that he will follow up.

OACCT /OPED Report. OACCT President Brad Meier presented the OACCT and OPED reports. He said that Renneberg Hardwoods is about a month out from opening. They are really excited about their location. DoubleTree by Hilton held a ribbon cutting.

OABDC Report. OABDC Director Sean Williams presented the OABDC Report. He said that they have another round of Co-starters starting up. They are partnering with OHS again and are offering the high school version of Co-starters. There are 35 people in the class. This will be the biggest year yet for consulting. Things are moving in the right direction.

EDA Projects. Community Development Director Troy Klecker presented the EDA Projects for November. He said he's working with Brad Spitzack on the Cemstone site purchase. They are at \$185,000 as they would not going any lower. The letter of intent on 117 Bridge Street West is getting close to the end. Renneberg Hardwoods are indicating that they want to do a cold storage building on site next year. Sputtering Components has finished their building and are occupying it. Foremost is still working on trying to get a tenant in there. We are going to hang onto the TIF for now and will see what they come back with. We have closed on 1301 Oak Avenue South so

the City is the owner now. Graif Clothing store will be closing at the end of the year or potentially March. They are the main tenant of that building. We did not specify that it needed to be a clothing store, just retail and offices. The owner is working on finding a potential tenant for that space. There was some discussion of the Cemstone property. Klecker said that that piece we are looking at buying gives us frontage on North Street. There are a lot more possibilities with that property and the frontage.

Old Business:

Review Contracts with OACCT: MainStreet Agreement. Klecker said that there was some discussion of these at the last meeting. We have them all on the agenda and in the packet. They are all fairly short. The first is the contract with the OACCT for the MainStreet Program. That program has been in place for over twenty years. It started without many resources and eventually became a part-time position but has become a full-time position in the last few years. This is funded half by EDA and half by the Chamber. We are not proposing anything different than what was in the last agreement. It is \$50,000 for three years. A motion was made by Commissioner Cowell and seconded by Commissioner Savage to approve the MainStreet Agreement for \$50,000 annually for 2026 through 2028. All Commissioners voting Aye, the motion passed.

Economic Development Agreement. Klecker said that we do economic development as a team with the Chamber. There are a lot of things we can't do and our OPED group is very instrumental in getting things done for economic development. This helps solidify that team mentality toward economic development and is the most efficient way to hand economic development. We have a good thing going. When we went to a full-time MainStreet Director, we split the MainStreet and Economic Development Agreements to ensure money is going where it is intended. Meier said it kept it clean—they have three sets of financials for Chamber, MainStreet, and Tourism. Boeke asked if the Chamber contributes to the MainStreet Director salary. Meier said yes. Boeke asked if the City contributes more to OPED. Klecker said yes. Boeke asked if the City is happy with the results from OPED. Klecker said that the \$30,000 for this agreement isn't all OPED. Part of it is facilitating OPED meetings but it's also for the services of working on economic development items. Klecker said that the \$30,000 is the day-to-day sort of stuff, not just Brad, but the rest of the Chamber staff that are all contributing to economic development. A lot of cities will have the City handle economic development and will be almost working against the Chamber. Klecker said that this is the way he gets a lot of his work done—when he can call anyone on the Chamber staff with questions. He talked about how they work as a team. He said that this is the only model around like this—with all these groups coming together to accomplish economic development. We have had many cities ask us about how we do economic development. It is just a structure that is in place now. Boeke said that staff gets a lot of compliments when developers come in. Klecker said that is correct. A motion was made by Commissioner Boeke and seconded by Commissioner Cowell to approve the Economic Development Agreement for \$30,000 annually for 2026 through 2028. All Commissioners voting Aye, the motion passed.

OABDC Agreement. Klecker said this is for loan services. We have a lot of different loan programs, but the forgivable loan program probably takes the most time. A lot of documentation

has to come in and then there is the payment schedule. Sean Williams keeps track of all of that and it takes a lot off our plate. We have had these contracts in place for well over a decade. Every one of these, the dollar amounts are the same as before. They are not asking for any increases. There was some talk about the amounts and whether they were sufficient. Klecker said that they are amounts that both sides have agreed to, but it's fair to say in three years we could look at increasing them. Boeke asked if the figures provide enough for OABDC to spend enough time doing what they can do. Klecker said that loan administration ebbs and flows. We're at the end of our run with the forgivable loan program. He said for the volume we have, it is probably pretty fair. Williams is on call for us and you have to pay for that availability. You might have three loans in a week and not another one for three months. It is an amount we pay them to be available to do loans for us as they come to us. A motion was made by Commissioner Burban and seconded by Commissioner Cowell to approve the OABDC Agreement for \$20,000 annually for 2026 through 2028. All Commissioners voting Aye, the motion passed.

Schedule Next Meeting. The next EDA meeting is scheduled for **January 21, 2026** at 4:00 pm in Charles S. Crandall Center – Chambers at City Hall.

Adjournment. There being no further business, a motion was made by Commissioner Boeke and seconded by Cowell to adjourn the meeting at 4:46 pm. All Commissioners voting Aye, the motion passed.

EDA ADMINISTRATION						
Account	Description	2025 Budget	Month Actual Dec-25	Current YTD	Budget Remaining	Percentage
	REVENUE					
290-31000-690-691-000000	PROPERTY TAXES	- 200,000.00		- 200,000.00		100.00
290-31410-690-691-000000	LODGING TAX - 3%	- 280,000.00	- 27,949.26	- 307,713.45	27,713.45	109.90
290-33424-690-691-000000	STATE - OTHER PROGRA					
290-34109-690-691-000000	OTHER REVENUE			- 281.52	281.52	
290-34950-690-691-000000	TIF ADMINISTRATIVE F	- 62,264.00		- 27,175.11	- 35,088.89	43.65
290-36210-690-691-000000	INTEREST EARNINGS	- 4,000.00		- 1,535.27	- 2,464.73	38.38
290-36220-690-691-000000	RENT/RENTALS	- 3,600.00	- 300.00	- 4,600.00	1,000.00	127.78
	TOTAL REVENUE	- 549,864.00	- 28,249.26	- 541,305.35	- 8,558.65	
	EXPENDITURES					
290-41000-690-691-000000	WAGES - REGULAR FT	90,894.00		85,094.26	5,799.74	93.62
290-41300-690-691-000000	WAGES - OT					
290-41410-690-691-000000	PERA	6,817.00		6,332.97	484.03	92.90
290-41420-690-691-000000	FICA	6,953.00		6,311.56	641.44	90.78
290-41500-690-691-000000	INSURANCE	6,870.00		6,183.29	686.71	90.00
290-41550-690-691-000000	WORKERS COMP INSURAN	536.00		481.28	54.72	89.79
290-42000-690-691-000000	OFFICE SUPPLIES	400.00		22.00	378.00	5.50
290-42300-690-691-000000	SMALL TOOLS & MINOR	400.00			400.00	
290-43010-690-691-000000	OTHER PROFESSIONAL S	33,000.00	4,455.00	17,917.65	15,082.35	54.30
290-43121-690-691-000000	PHONE	200.00			200.00	
290-43122-690-691-000000	POSTAGE	300.00			300.00	
290-43220-690-691-000000	TRAVEL & TRAINING	1,000.00		767.01	232.99	76.70
290-43231-690-691-000000	OBD - MARKET SERVICE	80,000.00		80,000.00		100.00
290-43232-690-691-000000	OBD - LOAN SERVICES	20,000.00		20,000.00		100.00
290-43233-690-691-000000	OBD - SMALL BUSINESS			2,781.60	- 2,781.60	
290-43234-690-691-000000	DOWNTOWN ENHANCEMENT	5,000.00			5,000.00	
290-43235-690-691-000000	PARTNERS FOR PROGRES	12,000.00		12,000.00		100.00

290-43320-690-691-000000	ADVERTISING & PROMOT	1,000.00		303.38	696.62	30.34
290-43400-690-691-000000	MEMBERSHIPS & SUBSCR	200.00			200.00	
290-43720-690-691-000000	REPAIR & MAINT - EQU	200.00			200.00	
290-43810-690-691-000000	RENTS/LEASES	6,700.00		6,624.00	76.00	98.87
290-43972-690-691-000000	SOUTHERN MN INITIATI	1,667.00		1,666.00	1.00	99.94
290-43990-690-691-000000	MISCELLANEOUS					
290-43991-690-691-000000	TOURIST DEVELOPMENT	266,000.00	32,526.62	272,315.21	- 6,315.21	102.37
290-46000-690-691-000000	INTERFUND SERVICES		1,000.00	12,000.00	- 12,000.00	
290-47000-690-691-000000	TRANSFER-OUT	12,000.00			12,000.00	
	TOTAL EXPENDITURES	552,137.00	37981.62	530,800.21	21,336.79	
EDA LOANS						
Account	Description	2025 Budget	Month Actual Dec-25	Current YTD	Budget Remaining	Percentage
	REVENUE					
292-33424-690-692-000000	STATE - OTHER PROGRA			- 330,000.00	330,000.00	
292-34109-690-692-000000	OTHER REVENUE			- 30.00	30.00	
292-34960-690-692-000000	INTEREST ON LOANS		- 241.82	- 2,377.85	2,377.85	
292-36210-690-692-000000	INTEREST EARNINGS	- 20,000.00		- 6,569.53	- 13,430.47	32.85
	TOTAL REVENUE	- 20,000.00	-241.82	- 338,977.38	318,977.38	
	EXPENDITURES					
292-48300-690-692-000000	LOAN PROGRAM DISBURS		10,000.00	399,950.00	- 399,950.00	
	TOTAL EXPENDITURES		10,000.00	399,950.00	- 399,950.00	

EDA LAND						
Account	Description	2025 Budget	Month Actual Dec-25	Current YTD	Budget Remaining	Percentage
	REVENUE					
294-34109-690-694-000000	OTHER REVENUE			- 70.00	70.00	
294-34950-690-694-000000	TIF ADMINISTRATIVE F	- 1,356.00		- 2,091.75	735.75	154.26
294-34960-690-694-000000	INTEREST ON LOANS	- 29,150.00		- 39,231.33	10,081.33	134.58
294-36210-690-694-000000	INTEREST EARNINGS	- 20,000.00		- 9,494.00	- 10,506.00	47.47
294-36220-690-694-000000	RENT/RENTALS	- 30,000.00	- 16,624.00	- 41,898.00	11,898.00	139.66
294-39101-690-694-000000	SALE OF CAPITAL ASSE					
	TOTAL REVENUE	-80,506.00	-16,624.00	- 92,785.08	12,279.08	
	EXPENDITURES					
294-43004-690-694-000000	LEGAL FEES			92.00	- 92.00	
294-43010-690-694-000000	OTHER PROFESSIONAL S	20,000.00		620.00	19,380.00	3.10
294-43500-690-694-000000	PROPERTY & LIABILITY	3,600.00			3,600.00	
294-43910-690-694-000000	REAL ESTATE TAXES	20,000.00		63,172.14	- 43,172.14	315.86
294-45100-690-694-000000	LAND					
294-45100-690-694-26003	LAND		201,704.40	201,704.40	- 201,704.40	
294-45300-690-694-000000	OTHER IMPROVEMENTS			335,799.84	- 335,799.84	
	TOTAL REVENUE	43,600.00	201704.4	601,388.38	- 557,788.38	

City of Owatonna
Balance Statement by Fund
31-Dec-25

FUND 292: EDA LOANS

Account Number	Account Name	Ending Balance
ASSETS		
292-10100-000-000	BANK ACCOUNTS	\$ 37,585.64
292-10400-000-000	INVESTMENTS	700,000.00

FUND 294: EDA LAND

Account Number	Account Name	Ending Balance
ASSETS		
294-10100-000-000	BANK ACCOUNTS	\$ 311,414.34
294-10400-000-000	INVESTMENTS	500,000.00

EDA - Improvement Notes

Borrower	Loan Date	Int Rate	Years	Original Balance	Current Balance	Monthly Payment	Status	Type	Notes
Wagner's	10/1/2018	2.500	7	43,480.63	8,276.19	564.78	Non Current	Retail	Missed November Payment
Total				43,480.63	8,276.19	564.78			

Profile by Loan Performance	Status	Number of Loans	Original Balance	Current Balance	% of Current Balance
	Current	1	43,480.63	8,276.19	100.00%
	Non-current	0	-	-	0.00%
		1	43,480.63	8,276.19	100.00%

EDA - Low Doc Notes

Borrower	Loan Date	Int Rate	Years	Original Balance	Current Balance	Monthly Payment	Status	Type	Notes
Selective Looks	6/16/2020	2.500	7	25,000.00	3,488.23	259.78	Current		Paid Through January
Vesterby	12/13/2021	1.625	7	12,500.00	5,531.53	157.53	Current		
Family 1st Insurance	7/5/2023	4.125	7	20,000.00	17,483.42	274.53	Current		
Family 1st Insurance	7/5/2023	-	3	5,000.00	2,638.88	138.89	Current		
				<u>62,500.00</u>	<u>29,142.06</u>	<u>830.73</u>			

Profile by Loan Performance	Status	Number of Loans	Original Balance	Current Balance	% of Current Balance
	Current	4	62,500.00	29,142.06	100.00%
	Non-current				0.00%
		<u>4</u>	<u>62,500.00</u>	<u>29,142.06</u>	<u>100.00%</u>

EDA Land Fund

Borrower	Loan Date	Int Rate	Years	Original Balance	Current Balance	Annual Payment	Status	Type	Notes
Gateway #2 TIF note	12/31/16	3.000	25	472,889.00	410,302.48		Current		TIF Guarantee
Arrow Ace TIF note	12/1/17	3.000	25	350,000.00	294,847.31		Current		TIF Guarantee
Nicolai TIF note	12/31/17	3.000	25	524,845.17	476,264.85		Current		TIF Guarantee
Marriott TIF note	5/18/21	3.000	25	268,000.00	266,398.23		Current		TIF Guarantee
224 Cedar TIF note		3.000	25	225,000.00	15,618.28		Current		TIF Guarantee
Ascend TIF note	7/31/2023	5.000	25	100,000.00	100,000.00		Current		TIF Guarantee
KAMP TIF note	2/1/23	3.500	8	155,074.00	155,074.00		Current		TIF Guarantee
Total				<u>2,095,808.17</u>	<u>1,718,505.15</u>	<u>-</u>			

Profile by Loan Performance	Status	Number of Loans	Original Balance	Current Balance	% of Current Balance
	Current	7	2,095,808.17	1,718,505.15	100.00%
	Non-current	0	-	-	0.00%
		<u>7</u>	<u>2,095,808.17</u>	<u>1,718,505.15</u>	<u>100.00%</u>

Memo

To: Economic Development Authority
From: Brad Meier, President/CEO
Date: 01/21/2026
Re: OACCT Economic Development Update

Economic Development

- **See report for leads and 'in progress' reports.**

Workforce

- Made in Owatonna Day set for February Health Sciences day.
- Student opportunity board is complete and operational for work experiences at businesses locally (19).
- Federated intern students had their end of semester report out last week about their experiences

Other

- OPED: Coordinating another partnership with ReJournal to market for economic development
- OPED: Present at Rochester Economic Development summit next month
- OPED: Working with Riverland to market new programs in Owatonna
- OPED: Met with SMIF president Benya Kraus on the progress of a Regional Development Organization
- Chamber Growth Breakfast focus on State of Business Community
- ICE related questions/concerns

<u>Company</u>	<u>Date of Inquiry</u>	<u>Service Provided</u>	<u>Follow ups</u>	<u>Conclusion</u>	<u>Project Outcome:</u> <u>Green (progressing),</u> <u>yellow (probable); red</u> <u>(not moving)</u>
Development project idea for downtown Owatonna.	2/29/2024	Developer presented an idea for a new building in downtown Owatonna.	Early stages of the idea and it has some overlap with another downtown project being discussed. 01/29/25 additional data being collected.	Set up meeting between the two project developers for March. 8/7 met with developer who now has more detail drawings. Will have join OPED for further discussion.	
Car wash	2/10/2025	Regional developer looking for a location to put in a new car wash	Met 2x's and also brought city into the conversation. Tour of town with Greg K.	Thought they had a location, but now looking again. 7/1/25 will be locating on former Salvation Army site.	
Runs a food truck, wants to open a physical location site	2/14/2025	Looking for a location to open a mexican restaurant downtown	Looking for visible location, but where he can put in some sweat equity to get it open	Landed in the former Pupuseria site and plans to be open summer 25. 7-3-2025 finally has all approvals and plans to open in July. Business has opened.	
Husband/Wife with an idea for a new business	2/18/2025	Indoor field house concept	Have done some business planning and looking for spaces	Met with them at OABDC with Sean to discuss location options, loan and grant information, and business planning.	

Recruiting new Insurance Agent/Agency for Owatonna	3/14/2025	Working to replace an agency that is retiring from the marketplace.	Share the opportunity details and sharing with people who may be a good fit.	Plan to pull it altogether this summer. 7/10/25 new agent has been identified and will start in the fall.	
Crafting Store	3/14/2025	Outreach to box retailer about possibility of Owatonna.	Corporate real estate department. Might be interest.		
Short Term Rental while building	4/29/2025	discussing their locating to Owatonna	Need 3-5000 sq ft of warehouse and some office space until new building is up in the fall	Provided multiple location options. 7/1/25 temp location in former Mustang building.	
Looking for a site to build a hotel	4/30/2025	Group is looking for I-35 site locations	Build Holiday Inn Express want 5 acres	Talked about the current marketplace, doubletree opening and sites	
Want to open a Kitchen/Sports Bar in downtown Owatonna	4/30/2025	Her and her husband have gone through the OABDC Co-Starters program	Looking for 5,000 sq ft for this business, ideally existing space	Lisa Cochran and Brad met via phone with her and talked through potential locations	
Developing an existing building on Bridge Street	5/9/2025	Looking for ideas for his site		GregK and Brad M provided some ideas.	
Company's District Office considering a centralized location in Owatonna	5/15/2025	3-5,000 sq ft office	Want to purchase	Sent over a couple options on the market right now.	
Looking for new office space in Owatonna	6/10/2025	2,000 sq ft 2 office + front desk	Lease and would like to be downtown, can afford \$1,800/mo	Provided a few options including one spot in a good downtown location.	

Starting a new business	7/10/2025	Stopped into Chamber office wanted to make sure she's doing all the right things to start her dog grooming business	Has a start on a business plan, location, LLC, insurance.	Going to connect her with the OABDC to walk through her business plan.	
Considering investment in city building on Broadway next to Mizuki	8/26/2025	Looking for an investor or 2 to make this project work.	Connected him to another development group in Faribault who also had interest in that building at one point in time.	Both have talked we'll know in 1 month (Oct1) if this will move forward. This project does not look like it will move forward.	
Working with local property owner to develop or sell parcels of commercial, residential and industrial sites	8/29/2025	Virtual call to discuss Owatonna economy and possibilities for each of the pieces of land they are working with.	Discussed the options and marketplace. Provided a couple possible leads.	Exploratory at this time.	
Business Idea	9/3/2025	Called to ask opinion on a call answering business idea.	Discussed briefly about the marketplace and that there isn't a business model like this.	Exploratory	
Business re-locate to Owatonna	9/19/2025	In person discussion about the need for more office space and locating it in Owatonna	Set up meeting with Brad, Greg Kruschke and the business	Conducted meeting; exploring new space and existing space for approximately 10,000 sq ft	

Business considering a building remodel	9/26/2025	Discussed options and who to contact for preliminary questions	Provided EDA loan programs.	10/14: follow up, business is waiting on cost estimates.	
Putting numbers together on a purchase renovation for downtown Building	10/7/2025	Discussed plans for the site and optimism for multiple businesses at the location	Evaluation period on numbers for the site	90 days	
Looking into assisted living building	12/9/2025	Researching plans to redevelop a building into an assisted living space	Discussed options	Business is still collecting information.	
Considering opening a heating/ac/plumbing business in Owatonna	12/22/2025	Looking to move into the market. Has run and sold a similar business in northern mn	In town tomorrow to look at locations-land to build and space to lease.		
Local business looking for more office space	12/23/2025	in need of 1,500 sq feet	parking needs and price conscience	Provided 3 options	
Retail business moving to downtown	12/23/2025	Existing business considering purchasing a building to operate out of versus renting	Plans to purchase a building in Downtown Owatonna		
Questions about former Subway building and Hardees building	12/24/2025	Person working on fast food location asking about existing spaces	Shared that both locations have either an agreement or closing date.	They will keep their options open. Offered that there could be other options than the existing sites discussed. No interest right now.	

Owatonna business looking for new space	12/24/2025	Need about 1,500 sq ft	Not happy at current location, looking for lower rent	Options provided, one of them looks like it will work.	
Ownership group looking to build on existing site	1/14/2026	The group owns a piece of land near I35 and want to find either a build to lease or build to sale customer	Could put a 6,000 sq ft office building on the site, but could be something else. 0.89 acres	Looking into some options with an existing business who is looking for more space.	



2025 Quarter 4 Report for EDA

Stats/Downtown News:

- Businesses Opened: Luminate Bank (2 FT), Broadway Global Market, Broadway Kitchen (3 FT, 2 PT), Enter Wealth (2FT)
- Businesses Closed: (Hidden Rose Boutique moved locations within the Main Street District)
- New Owners:
- Business Moved to Main Street District: Big Brothers Big Sisters (Non-Profit)
- Updates to buildings: Reggie's Bar made over \$100,000 worth of improvements to façade of building, utilizing Forgivable Loan
- Volunteer Hours: 2500

Design:

- Unveiled new 26 ft lighted tree, 10 new Lighted snowflakes, and 100 strands of warm white lights for trees, all in Central Park. Shout-out to OPU and P&R for being awesome regarding the new decorations.

Economic Vitality:

- 2 EDA Forgivable Loans approved.
- Attended 3 EDA Meetings
- Attended 2 IBOC (Innovators & Business Owners Connect-Up) meetings.
- Regarding The Rose Street Center: "Took possession" of 115 E Rose St from School District. Able to clean, measure and plan for retail incubator. Sent out applications to all vendors in database from Downtown Thursdays and Farmers Market. Have received 5 back. Figured out bumps in the road regarding architect, shop buildings, instructors, and builders. Construction started in December. We chose a POS system (Square) and finalized accounting questions with CLA.
- Attended Angel Investor meeting to gain understanding and identify potential investors for entrepreneurs.

Organization:

- Completed 8 face-to-face visits with downtown businesses
- Held Quarterly Meeting – 3 businesses attended
- Held 3 Advisory Board Meetings
- Attended 3 Main Street Directors "Teams" Meetings
- Hosted our Bi-Annual Site Visit with MN Main Street (Rethos) (Summary will be shared when Lisa receives it)

Promotion:

- Finished Farmers Market Season (both Saturday and Thursday) in October. Estimated attendance for entire season is around 25,000.
- Assisted with Downtown Trick-or-Treating with Owatonna Business Partnership (October 25). Estimated 1800 trick-or-treaters.
- Visited and filmed 14 Facebook Lives at downtown businesses for Shop Small Saturday (November 29). Gave away swag from American Express to retailers and shoppers as well as \$50 in Chamber Bucks to shoppers.
- Organized and executed Main Street Lighted Parade on December 5, with many volunteers and businesses. Estimated attendance for the parade was 6000 and there were 80 parade entries, all decorated over the top. Everyone was safe, we had the largest number of volunteers that we had, there was a huge crowd in the park, and the weather was near perfect.

Training:

- Attended "Leading through Chaos" presentation
- Participated in 3 Teams/Zoom education
- Attended 3 Main Street Directors Deep Dive Meetings

Communication:

- 1 interview on Straight Talk
- 1 radio interview
- Presented to Steele County Non-Profit Consort re: Rose Street project
- 3 full-page articles/ads in Steele County Times focused on Main Street
- Wrote 2 articles for the Chamber's Business Brief regarding Main Street

Community Involvement:

- Attended 2 Owatonna Business Partnership Meetings to share Main Street news, events, and programs
- Attended 2 Community Advisory Meetings with the Owatonna Foundation
- Attended 3 Business After Hours hosted by OACCT

Extra:

- Attended Annual Wrecking Ball Gala for MN Main Street for recognition on collaboration of branding.



Q4-2025 (Oct/Nov/Dec) Tourism Activity Summary

Q4-2025 Conferences/Shows/Networking Events (Oct/Nov/Dec)

1. Oct 1-4—Minnesota Tourism Assoc. Conf
2. Oct 8- Rethos Annual Gala
3. Oct. 22- Associations North
4. Nov. 12 - Associations North
5. Nov 17-. Nationally Speaking
6. Dec 30- Tourism Holiday Social

Q4-2025 Leads Generated (Oct/Nov/Dec)

1. E Newsletter Sign ups-18
2. Explore Minnesota Leads-200
3. Explore Minnesota Web Views- 522
4. New Social Follows- (385 (FB); 146 (IG)
5. Owatonna Savings Pass- 26
6. EMT- Group Tour Leads- ABA- 81; NTA- 15
7. MN Field Trip Library Leads- 64

Q4-2025 VG Distribution

Year to Date: 12,485

Q4-2025 Meetings & Events Held/Attended (Oct/Nov/Dec)

1. Oct 7—OBP
2. Oct 22- EDA (quarterly report)
3. Oct 28- OACCT Board- Strategic Planning
4. Nov 5- Lodging Properties Web Review
5. Nov 7- Chamber 101
6. Nov 11- Minne Roadtrip
7. Nov 18- BAH at Cabela's
8. Nov 19- EDA (contract renewal)
9. Nov 6- Monthly Lodging Meeting
10. Dec 4- Ambassador Visit- DoubleTree
11. Dec 12- EMT Visit to Owatonna
12. Dec 16- BAH Country Club

Q4-2025 Local Marketing Activity (Oct/Nov/Dec)

1. Every other Tuesday updates KOWZ radio
2. Ongoing Owatonna Live- Trivia
3. Owatonna Live- Straight Talk -Bi-Monthly
4. KTOE Radio- Mankato (Monthly) Oct 10; Nov 7; Dec 5

Q4-2025 Regional Marketing (Oct/Nov/Dec)

1. Updated I-35 Billboard to Biking April-Oct- changed to Shop & Dine in November
2. Digital Billboard-on-going monthly (event updates)
3. MN Meetings & Events – ½ page ad
4. Events E-newsletter- October (3715); Nov/Dec (3816)
5. Digital Awareness Campaign (Leisure) IG & FB
03/24 – 12/5 Always On Annual Events
<https://visitowatonna.org/annual-events>
05/01 - 7/31 Activation Trails
<https://visitowatonna.org/trails/>
6. Lead Generation Campaign (Leisure) IG & FB
04/15– 07/01 Retarget Visitors Guide
<https://visitowatonna.org/request-a-guide/>

Q4-2025 Earned PR/Promotions (Oct/Nov/Dec)

Q4- 2025 Groups Presented to (Oct/Nov/Dec)

1. PEO Group- Oct 9

2025 Foundational Marketing Activities

1. Completed full year's worth of seasonal video for ongoing library (Aug/Sep/Oct 2024; Feb/May 2025)
2. Website & CRM Redevelopment- Next review Week of Sept 22-30
3. April- Contracted for Sales & Support Specialist focusing on group outreach (meetings/group tours)- Focused on calls to Associations
4. April 21- Submitted & Received EMT Grant for 2025/26- (Max \$5500 matching)
5. iDSS live date- August 12
6. Website Live date- October 31
7. Hotel Spaces Videos (in progress have completed 8 of 11)

Group Tours

Attending	City	State/Region	Type of Organization	Planning/Leading the Visit	Anticipated Annual Date
2		MN	Family Group or Reunion		3/12/2025
20	Dodge Center	MN	Youth Organization		3/17/2025
20	Dodge Center	MN	Home School Group or Association		3/17/2025
10		MN	Home School Group or Association		3/21/2025
25	Cloquet	MN	Public/Private School Group		4/11/2025
60	Dodge Center	MN	Public/Private School Group		4/14/2025
100	Owatonna	MN	Public/Private School Group		4/29/2025
20	Owatonna	MN	Community Education Group		5/7/2025
15	Weslaco	MN	Public/Private School Group		5/9/2025
2	Long Beach	IN			5/22/2025
3	New Ulm	MN	Other		5/24/2025
45	Northfield	MN	Bank Travel Club		5/29/2025
20	Various		Family Group or Reunion		7/12/2025
10	Rochester	MN	Other		7/16/2025
8	Jackson	MN	Other		7/25/2025
20	Zumbrota	MN			7/26/2025
20	Parkers Prairie	Minnesota	Public/Private School Group		8/5/2025
5	Various		Other		9/5/2025
10	Columbia Heights	MN	Park & Recreation Group		9/5/2025
50	Little Rock	AR	Group Tour Operator		9/21/2025
12	Austin	MN	Community Education Group		9/24/2025
7	Various	Minnesota	Other		9/26/2025
56	Fouston	MN	Group Tour Operator		9/27/2025
53	Murdock	MN	Group Tour Operator		9/27/2025
	Northfield	MN	Home School Group or Association		9/30/2025
50	Marshall	MN	Group Tour Operator		10/1/2025
56	Fouston	MN	Group Tour Operator		10/4/2025
56	Fouston	MN	Group Tour Operator		10/11/2025
12	New Ulm	MN	Other		10/16/2025
20	Inver Grove Heights	MN	Other		10/26/2025
15	Owatonna	MN	Home School Group or Association		11/21/2025

Q4 Event Attendance

Oct:

Oct 17-18- Women's Barbell Classic- 140 Competitors (60% visitors; 40% local)

Dec 5: Lighted Parade- 5500- 67% Owatonna Residents; 33% visitors

Other Projects:

- Explore Minnesota's Film Ready Communities
- Group Tour Leads Focus with Explore Minnesota- planning Fam Tour for Holiday Lighted Parade & Christmas in the Village
- Meetings Leads Focus with Associations North; Midwest Associations- considering at 2026 fam tour

Domestic Travel & Tourism Report | Analysis of people travelling from their primary residence and visiting a city of interest for up to 31 days (Note: Only overnight stays are counted)

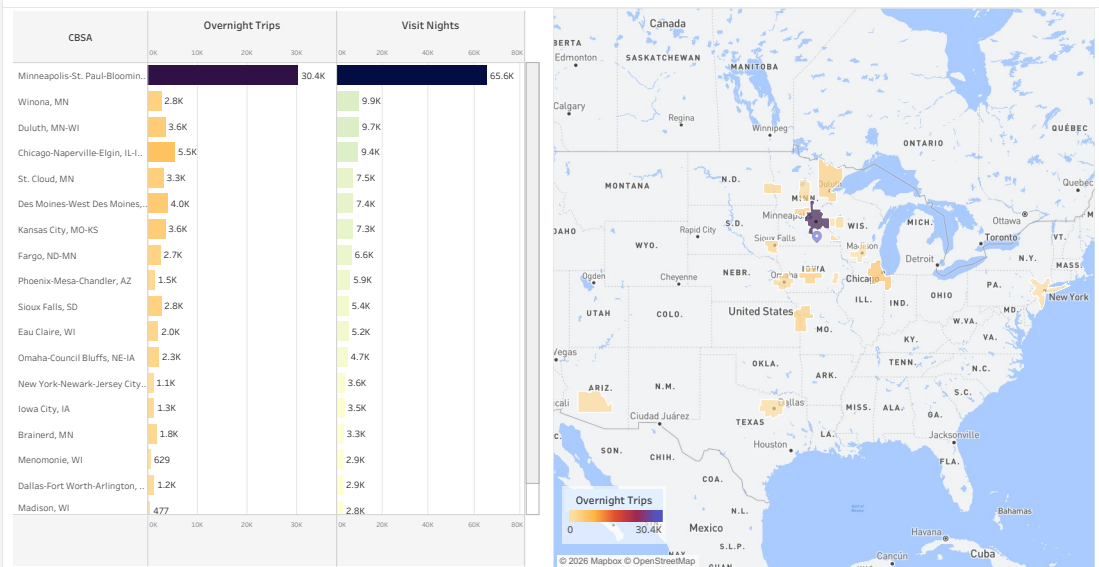
 Overnight Trips 135.7K +10.2% YoY	 Visit Nights 310.3K +5.1% YoY	 Total Visitors' Spend \$84.8M +6.4% YoY
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Visitor Origins Local Destinations Spend Analysis

Visitors Origins

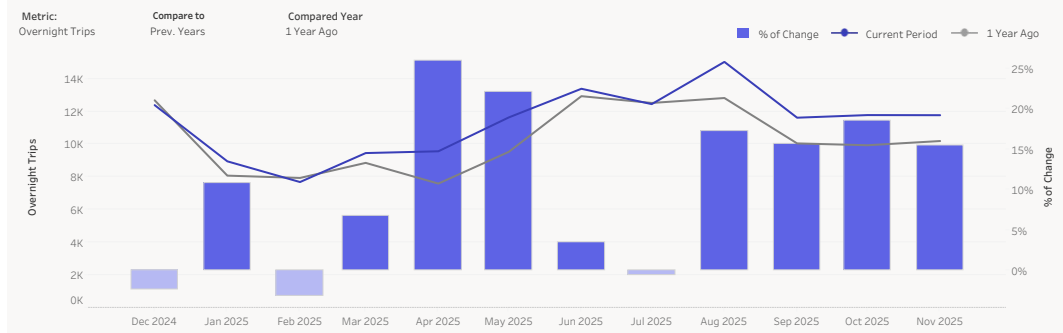
Show By: By CBSA Metric: Main Metrics Map By: Overnight Trips Show Top 20

Show By: By CBSA Metric: Main Metrics Map By: Overnight Trips Show Top 20



Visitor Metrics
Visits Variance

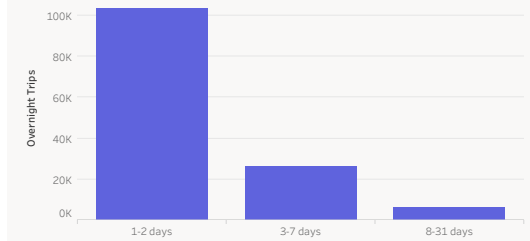
Metric:	Compare to	Compared Year	
Overnight Trips	Prev. Years	1 Year Ago	% of Change Current Period 1 Year Ago



Breakdown By Visit Lengths

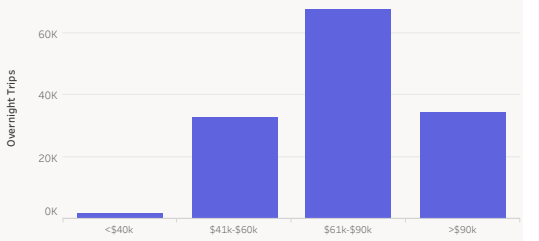
Overnight Trips

Year	Overnight Trips
2019	120K
2020	100K



Breakdown By Demographics

Origin	Median HHI	Overnight Trips
Atlanta	100	100
Boston	100	100
Chicago	100	100
Denver	100	100
Detroit	100	100
Los Angeles	100	100
Minneapolis	100	100
New York	100	100
Phoenix	100	100
Portland	100	100
San Francisco	100	100
Seattle	100	100
Wash. DC	100	100



%_of_trips	CBSA	Visitors	YoY_V	tot_v_str
	Core-Based Statistical Areas in the U.S. which are U.S. Census Bureau-defined regions			

22% Minneapolis-St. Paul-Bloomington, MN-WI

22%

30,371

13% 30.4K

4% Chicago-Naperville-Elgin, IL-IN-WI	24%	5,460	27%	5.5K
3% Des Moines-West Des Moines, IA		4,049	10%	4.0K
3% Kansas City, MO-KS		3,602	41%	3.6K
3% Duluth, MN-WI		3,583	4%	3.6K
2% St. Cloud, MN		3,287	-4%	3.3K
2% Sioux Falls, SD		2,777	25%	2.8K
2% Winona, MN		2,763	37%	2.8K
2% Fargo, ND-MN		2,651	22%	2.7K
2% Omaha-Council Bluffs, NE-IA		2,265	3%	2.3K
2% Eau Claire, WI		2,040	6%	2.0K

1% Brainerd, MN	13%	1,798	0%	1.8K
1% Phoenix-Mesa-Chandler, AZ		1,496	-3%	1.5K
1% Cedar Rapids, IA		1,353	31%	1.4K
1% Iowa City, IA		1,329	87%	1.3K
1% St. Louis, MO-IL		1,273	53%	1.3K
1% Dallas-Fort Worth-Arlington, TX		1,218	9%	1.2K
1% Davenport-Moline-Rock Island, IA-IL		1,077	17%	1.1K
1% New York-Newark-Jersey City, NY-NJ-PA		1,064	9%	1.1K
1% Waterloo-Cedar Falls, IA		951	6%	951
1% Ames, IA		934	-20%	934
1% Fairmont, MN		859	114%	859
1% Mason City, IA		834	30%	834
1% Detroit-Warren-Dearborn, MI		804	28%	804
1% Denver-Aurora-Lakewood, CO		773	12%	773
1% Rochester, MN		769	-47%	769
1% La Crosse-Onalaska, WI-MN		716	-22%	716
1% Grand Forks, ND-MN		683	-3%	683

Visitors by state and # nights stayed (page 1 of 2)

Rank	avg_nights	Visitors	State
1	2.3	55.21K	Minnesota
2	2.1	17.20K	Iowa
3	1.8	8.13K	Illinois
4	2.9	7.78K	Wisconsin
5	1.9	5.32K	Missouri
6	2.5	5.12K	South Dakota
7	3.3	3.91K	Texas
8	2.2	3.16K	Nebraska
9	2.7	2.95K	North Dakota
10	2.1	2.75K	Kansas
11	1.9	2.13K	California
12	3.0	1.90K	Colorado
13	2.0	1.79K	Michigan
14	3.6	1.76K	Arizona
15	3.3	1.68K	Florida
16	2.9	1.64K	Ohio
17	2.1	1.58K	Indiana
18	1.9	1.10K	Oklahoma
19	3.7	0.98K	North Carolina
20	3.4	0.88K	New York
21	1.8	0.74K	Arkansas
22	2.1	0.66K	Washington
23	2.3	0.66K	Tennessee
24	1.6	0.61K	Pennsylvania
25	1.9	0.59K	New Jersey

Visitors by state and # nights stayed (pg 2 of 2)

Rank	avg_nights	Visitors	State
26	2.8	0.58K	Georgia
27	4.3	0.47K	South Carolina
28	3.7	0.46K	Virginia
29	2.2	0.45K	Connecticut
30	3.1	0.39K	Alabama
31	1.9	0.39K	Kentucky
32	2.9	0.38K	Oregon
33	1.8	0.35K	Montana
34	3.8	0.32K	Louisiana
35	2.8	0.23K	Nevada
36	1.0	0.21K	Utah
37	2.0	0.21K	Wyoming
38	1.6	0.18K	Mississippi
39	4.4	0.14K	New Hampshire
40	2.5	0.13K	Massachusetts
41	1.6	0.11K	Idaho
42	1.3	0.08K	Rhode Island
43	2.1	0.07K	West Virginia
44	4.5	0.07K	Alaska
45	1.3	0.06K	Maryland
46	2.4	0.06K	New Mexico
47	1.0	0.05K	District of Columbia
48	4.0	0.04K	Maine
49	2.0	0.03K	Delaware
50	1.0	0.02K	Hawaii
51	0.0	0.0	Vermont

Updated: 1-15-25 STR Report



Lodging Tax Revenue (Monthly Totals- 95% of reported \$ go to Tourism)

	2025	2024	2023	2022	2021	2020	2019
JAN	\$21,342	\$19,206	\$22,926	\$13,871	\$21,347	\$ 16,376	\$17,083
FEB	\$18,346	\$17,592	\$17,468	\$12,330	\$8,475	\$ 11,009	\$16,473
MARCH	\$20,602	\$16,896	\$21,919	\$14,205	\$10,756	\$ 8,123	\$14,985
APRIL	\$24,679	\$20,395	\$20,851	\$14,121	\$13,735	\$ 5,493	\$17,043
MAY	\$30,088	\$27,303	\$25,317	\$21,351	\$16,739	\$ 7,230	\$19,600
JUNE	\$35,159	\$32,677	\$29,759	\$24,958	\$22,810	\$ 10,808	\$23,445
JULY	\$35,014	\$29,764	\$26,075	\$21,242	\$20,225	\$ 12,350	\$21,907
AUG	\$37,049	\$34,678	\$29,703	\$28,797	\$22,930	\$ 12,689	\$23,691
SEPT	\$34,772	\$30,274	\$26,022	\$23,793	\$19,313	\$ 13,034	\$20,317
OCT	\$29,593	\$28,634	\$23,678	\$24,361	\$21,464	\$ 15,098	\$20,839
NOV		\$19,899	\$21,155	\$21,443	\$15,578	\$ 11,453	\$15,874
DEC		\$20,359	\$18,059	\$22,647	\$17,257	\$ 8,688	\$16,358
TOTAL	\$286,644	\$297,684	\$282,937	\$243,119	\$193,373	\$ 131,662	\$227,616

Occupancy YTD

STR Report now includes Home2Suites*(opened May 23 2024)

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD Average
2025	33.4	31.9	35.4	42.5	55.3	63.5	56.3	62.6	62.9	51.4	41.3%		48.7%
2024	39.2	41.1	40.1	46.6	54	60	53	58.7	53.9	49.6	34.8	34.2	47.06%
2023	38.6	40.5	46	45	49	62	52.5	58.4	55.4	49.2	44.3	36.2	48.1%
2022	34	35	41	52	52	59	49	51	44	43	39	39.3	44.1%
2021	22	27	31	43	52	63	57	59	54	60	48	40	47%
2020	45.7	46.8	34	28	35.4	51.6	37.2	38.6	42.1	46.6	37.5	26.5	39.2%
2019	42.6	50.9	42.3	50.0	57.1	68.3	63.4	67.0	59.6	58.4	46.9	43.9	54.2%
2018	49.9	49.6	53.80	50.20	55.5	68.10	57.80	69.00	65.4	59.60	41.9	45.7	55.5%
2017	62.4	58.6	61.2	49.4	59.3	70.9	68.0	69.0	65.4	67.7	62.8	50.2	62%

	2020	2021	2022	2023	2024	2025 YTD	2024/2025 (YTD Comparison)	Nov 2024/ Nov 2025 Comparison
ADR	\$ 83.73	\$ 81.30	\$ 94.27	\$ 117.98	\$112.36	\$116.19	\$112.94/\$116.04	\$111 /\$114.60
REV Par	\$ 36.56	\$ 27.13	\$ 42.01	\$ 62.62	\$54.08	\$59.21	\$55.54/\$58.25	\$39.30/\$48.70



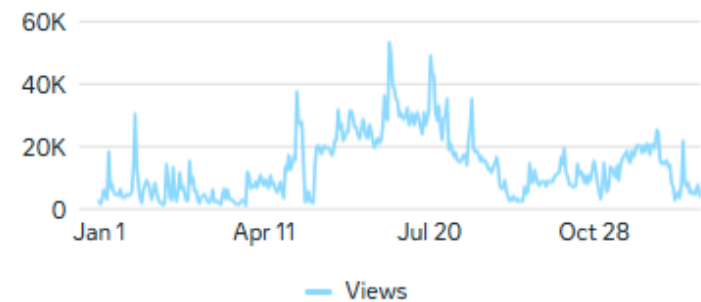
Set a goal, track progress and learn helpful tips for your professional success.

Start new goal

Views

Export

5.0M



Viewers

Export

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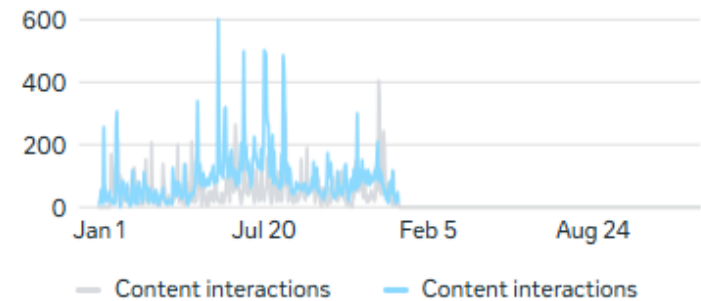
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This data is currently unavailable.

Content interactions

Export

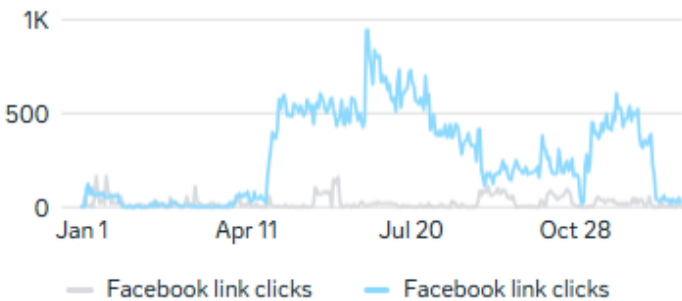
33K ↑ 65.8%



Link clicks

Export

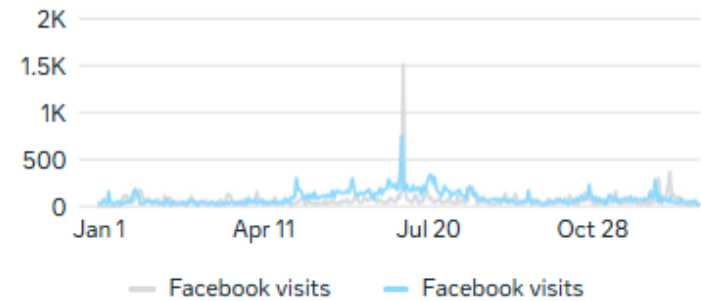
101K ↑ 1.1K%



Visits

Export

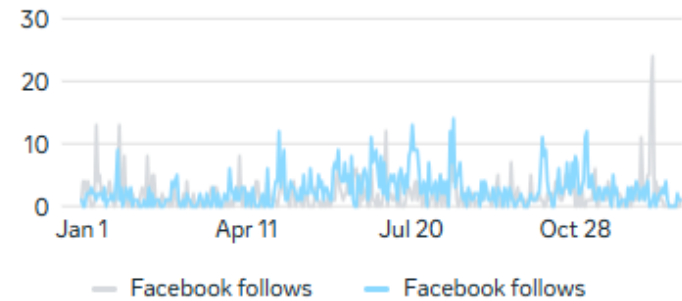
32.9K ↑ 44%



Follows

Export

953 ↑ 46.4%





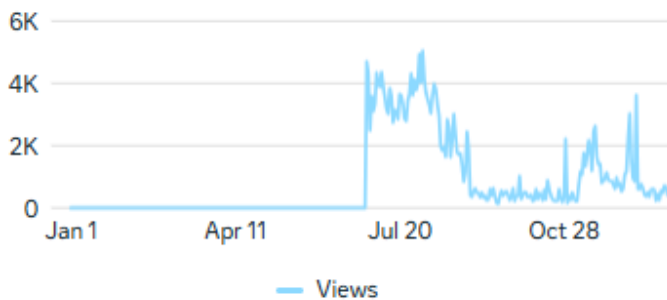
Set a goal, track progress and learn helpful tips for your professional success.

Start new goal

Views ⓘ

Export

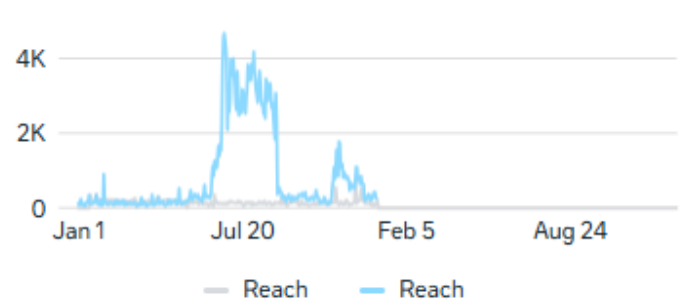
285.2K



Reach ⓘ

Export

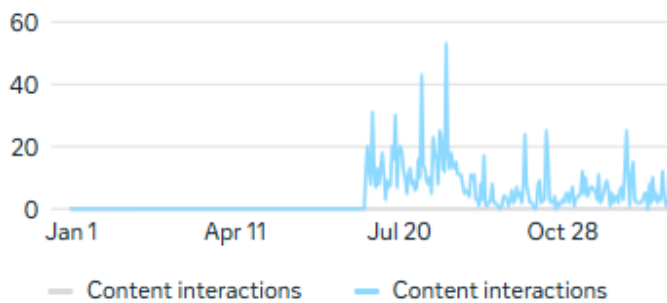
136.5K ↑ 2.4K%



Content interactions ⓘ

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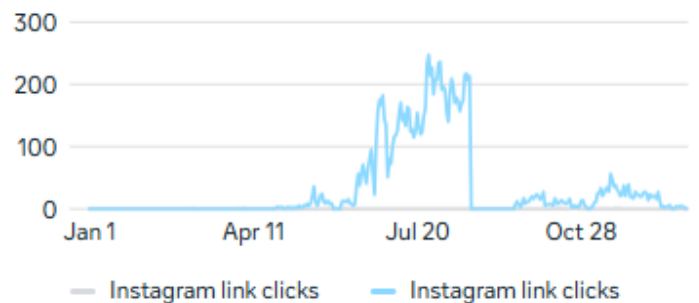
1.5K ↑ 100%



Link clicks ⓘ

Export

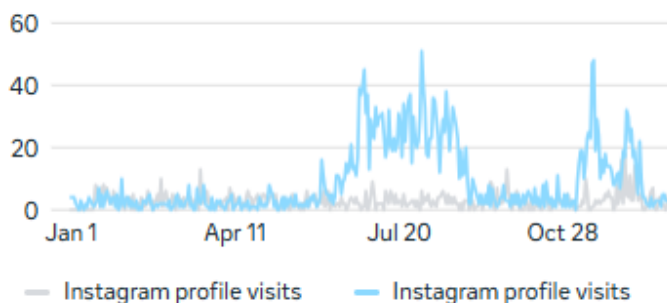
12.1K ↑ 66.9K%



Visits ⓘ

Export

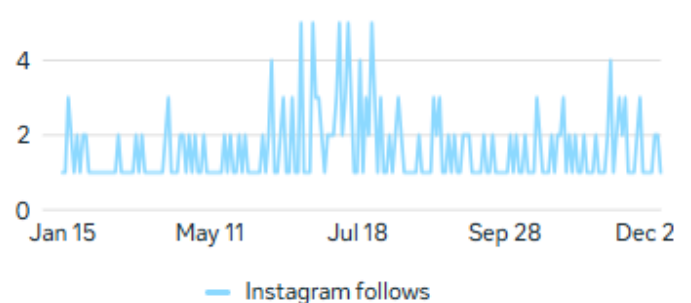
3.4K ↑ 225.4%



Follows ⓘ

Export

328



A

All Users

Add comparison

Custom

Jan 1 - Dec 31, 2025

Acquisition overview

Active users

114K

New users

113K

View user acquisition

New users by First user primary channel group

FIRST USER PRIMARY CHANNEL GROUP	NEW USERS
Paid Social	42K
Organic Social	22K
Organic Search	19K
Direct	12K
Email	8.6K
Paid Other	5.5K
Referral	2.8K

View user acquisition

Sessions by Session primary channel group

SESSION PRIMARY CHANNEL GROUP	SESSIONS
Paid Social	50K
Organic Search	28K
Organic Social	25K
Direct	14K
Email	8.9K
Paid Other	6K
Referral	4.5K

View traffic acquisition

Sessions by Session manual source

SESSION MANUAL SOURCE	SESSIONS
facebook	49K
google	25K
m.facebook.com	23K
orange142	6K
Dbcvgby Babylgvdf B...	4.6K
startribune	3.4K
bing	1.6K

View Manual campaigns

Active users by Age

35-44	6K
55-64	5.5K
45-54	5K
65+	4.8K
25-34	4.2K
18-24	1.5K

View age ranges

Active users by First user source / medium

FIRST USER SOURCE / MEDIUM	ACTIVE USERS
facebook / paid	42K
m.facebook.com / referral	19K
google / organic	17K
(direct) / (none)	12K
orange142 / paid_In_Need	5.5K
Dbcvgby Babylgvdf Bffbvdvg...	4.5K
startribune / email	3.3K

View cities

Active users by City

CITY	ACTIVE USERS
Chicago	11K
Minneapolis	11K
Owatonna	4.9K
Des Moines	2.2K
San Jose	1.9K
Moses Lake	1.7K
Milwaukee	1.7K

View cities

Views by Page title and screen class

PAGE TITLE AND SCREEN CLASS	VIEWS
ANNUAL EVENTS Owatonna...	28K
WHERE TO EAT Owatonna A...	18K
TRAILS Owatonna Area Cha...	17K
THINGS TO DO Owatonna A...	16K
Owatonna Area Chamber of ...	15K
ITINERARIES Owatonna Are...	13K
REQUEST A GUIDE Owatonn...	12K

View pages and screens

A All Users

Add comparison +

Custom Oct 1 - Dec 31, 2025

Generate leads overview



New users by First user primary channel growth

FIRST USER PRIMARY CHANNEL	NEW USERS
Paid Social	13K
Direct	9.3K
Organic Search	6.3K
Organic Social	1.8K
Referral	948
Email	71
Unassigned	26

View user acquisition

Sessions by Session manual source

SESSION MANUAL SOURCE	SESSIONS
facebook	15K
google	8.8K
m.facebook.com	1.3K
bing	689
onlinetrackingstats.net	566
fb	396
l.facebook.com	291

View Manual campaigns

Views by Page title and screen

PAGE TITLE AND SCREEN	VIEWS
Request A Guide Owatonna Area Chamber Of Commerce & Tourism	6.8K
Hometown Holidays Owatonna Area Chamber Of Commerce & Tourism	5.5K
Annual Events Owatonna Area Chamber Of Commerce & Tourism	4.5K
Owatonna Area Chamber Of Commerce & Tourism	4K
Calendar of Events Owatonna Area Chamber Of Commerce & Tourism	2.6K
Holiday Lighted Parade Owatonna Area Chamber Of Commerce & Tourism	2.4K
Welcome to Owatonna Area Chamber Of Commerce & Tourism	1.8K

View pages and screens

Sessions by Session medium

SESSION MEDIUM	SESSIONS
paid	15K
(none)	10K
organic	9.8K
referral	3.4K
email	146
social	13
paid_In_Need	1

View traffic acquisition

Returning users by City

CITY	RETURNING USERS
Minneapolis	428
Owatonna	378
Chicago	281
Faribault	48
Waukesha	42
Onalaska	36
Austin	35

View cities



EDA Report – January 2026

Updates:

- **Innovators & Business Owners Connect-up (IBOC)**
 - 2nd Thursday of every month
 - Register at iboc.eventbrite.com
- **Rose Street Center**
 - The Commons – co-working space
 - Owatonna Makerspace
 - The Craft Apothecary
- **Owatonna Angel Network**
 - Pitch events for angel investors and professionals
- **Owatonna Business Incubator Program**
- **Small Business Academy – Powered by Co.Starters**
 - Starting January 26th
 - Register at SBAOwatonna.eventbrite.com

OABDC – December 2025

Consulting						
Clients	Sessions	Hours	New	Operating	Hours	
					2025 YTD	
9	20	33	2	0	245.75	

Occupancy			
Manufacturing		Offices	
Total Leasable Space	34,325	Total Leasable Offices (excl. Flex Space)	10
Total Leased Space	21,375	Total Number of Leased Offices	8
Present Occupancy	61%	Present Occupancy %	80%
Budget Occupancy	42%	Budget Occupancy %	70%
Occupancy Revenue to Budget	\$1,525	Revenue to Budget	+\$1,010
Performance to Budget	134%	Performance to Budget	144%
Number of Organizations	10	Number of Organizations Total	18
Makerspace	3,000		



EDA Loan Programs – January 2026

New Business:

Forgivable Loans:

- 119 W Bridge St. - Quanxi LLC/Feng
 - Interior – \$10,000
 - ADA Bathrooms

OWATONNA

Degner Regional Airport

Quarterly EDA Report, January 2026

Happenings

- Fountain Aviation now provides commercial aircraft repair and maintenance service.
- Flying Club concept meeting early February.
- Continue to pursue compatible business development at the airport to attract and expand services offered.
- FAA and MnDOT Grant application submittals for eligible projects.
- Zoning Update.

Airport Zoning Update

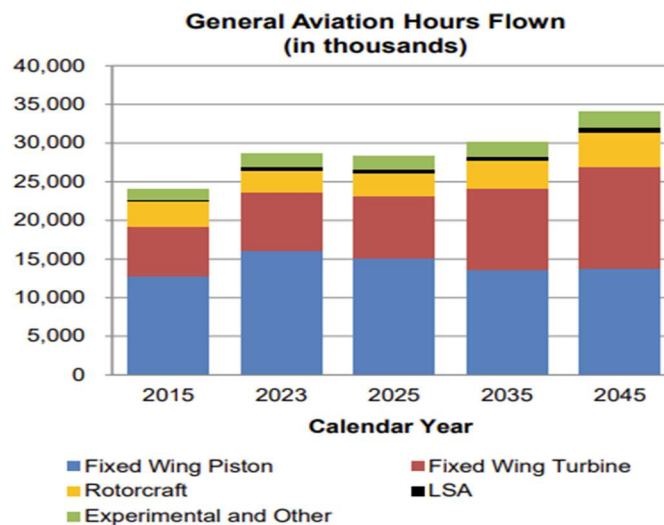
To update airspace obstruction and land use safety zoning.

- Project updates existing 1998 Ordinance.
- Protects for planned runway extension development
- Required to be in compliance with state statutes.
- MnDOT Grant has been accepted to cover 70% of project costs.
- SEH, Inc. contracted to perform the work.
- Anticipated completion date is summer of 2026.

General Aviation Forecasts (Source: FAA Aerospace Forecast Fiscal Years 2025-2045)

The FAA has released their Aerospace Forecast for FY 2025-2045. The report indicates that hours flown by turbine aircraft are forecast to increase 2.5% yearly between 2023 and 2045. It states that jet aircraft account for most of the increase, with hours flown increasing at an average annual rate of 3.2% during this period. The large increase in forecast jet hours is mainly a reflection of the increasing size of the business jet fleet.

- Owatonna is well positioned to accommodate business jet traffic and meet anticipated demand.
- Preliminary planning in place for future runway extension as needed.



(Source: FAA Aerospace Forecast Fiscal Years 2025-2045)

Advanced Air Mobility (AAM)

AAM is a rapidly growing concept in air transportation involving the use of electric vertical takeoff and landing aircraft for transport of passengers and cargo. There are several large and small manufacturers developing aircraft. The use of these aircraft and systems will need to be integrated into the national airspace system.

MnDOT Aeronautics is seeking to be proactive in evaluating the impact of AAM on state airport infrastructure. The Owatonna Degner Regional Airport has been included as 1 of 27 MN airports in the MN Electric Aviation Network (MEAN) study exploring:

- Integration of electric aircraft into MN aviation infrastructure
- Identify strategic MN airports best able to support
- Stakeholder engagement
- Policy development
- Investment decisions



**January 21, 2025
EDA Meeting**

EDA Projects Report

- The developer has sold the site for the second building on the old Hardees/Budget Mart site to Redline Development Group, LLC. TIF was approved for this project. There is enough TIF being generated from the first building to pay the City back for costs associated with realigning Barney Street. Any additional TIF generated from a second building would assist the developer for costs associated with the development. There is still another lot available for development.
- The land swap between the City and Cemstone is completed. The City now owns the current Cemstone site and Cemstone owns 14 acres of vacant land in the industrial park. Cemstone will have 5 years to build a new facility on the new site. The City will then redevelop the current site once Cemstone moves out. Tax Increment Financing is being used to assist with the project. Cemstone has completed the plant on their new site. The storage building is complete and Cemstone has moved out of the North Street site. Staff is pursuing purchasing adjacent land.
- The City currently owns 224 North Cedar Avenue (Bubba's Building). A new redevelopment project is being sought for that property. Staff is looking and doing some improvements to the building like removing the vault under the sidewalk that is attached to the building this summer.
- The City has purchased the property at 117 West Bridge Street formerly owned by Centro Campesino. Construction of a new roof on the building is complete as well as other improvements. The EDA paid for the roof and other improvements with the intent of redeveloping the property and utilizing tax increment financing to recoup those costs from the project. A letter of intent has expired. Staff is looking into do some improvements to the building like more demolition within the building.
- The City owns the property at 148 West Main Street that was damaged from a collapsed roof. The City has cleaned out the property and secured it. A redevelopment project is being sought for that property.
- The City has purchased the property at 126 East Fremont Street. Plans will begin to demolish the house and garage on the site. A redevelopment project is being sought for this property and the 4 other lots the City owns. The house was burned on October 22 and the rest of the site has been cleaned up. Staff has a signed agreement with Alexander Lumber to swap 2 City owned lots on East Fremont Street for a lot on Rose Street. The City Council has approved the land swap and we have closed on the land swap. The EDA still has 3 lots on Fremont and is pursuing a redevelopment project. Staff is looking at demolishing 140 East Fremont this summer.
- The City has purchased the property at 139 East Pearl Street for a future redevelopment project. Demolition of the house is complete.

- The City received an offer to purchase the two EDA lots on State Avenue for \$200,000 for a 12,100 square foot facility for Renneberg Hardwood Inc. The City Council approved the sale of the property and the property has been conveyed to the new owners. Construction on a new building will begin in this year. The platting of the property is complete. Construction of the new building is nearly complete.
- Foremost has closed. This was a TIF project and the property is being marketed for a new tenant or buyer. TIF payments are being held until a project is proposed for the space.
- The City has purchased the property at 1301 South Oak Avenue to extend Barney Street to Park Drive. There will be remaining land beyond the land for the street for a redevelopment project. The City Council has approved the purchase of the old Kreco Car Wash at 1352 South Cedar Avenue. Closing on that property is set for February.