




Industry Clusters and Sites for Economic Growth

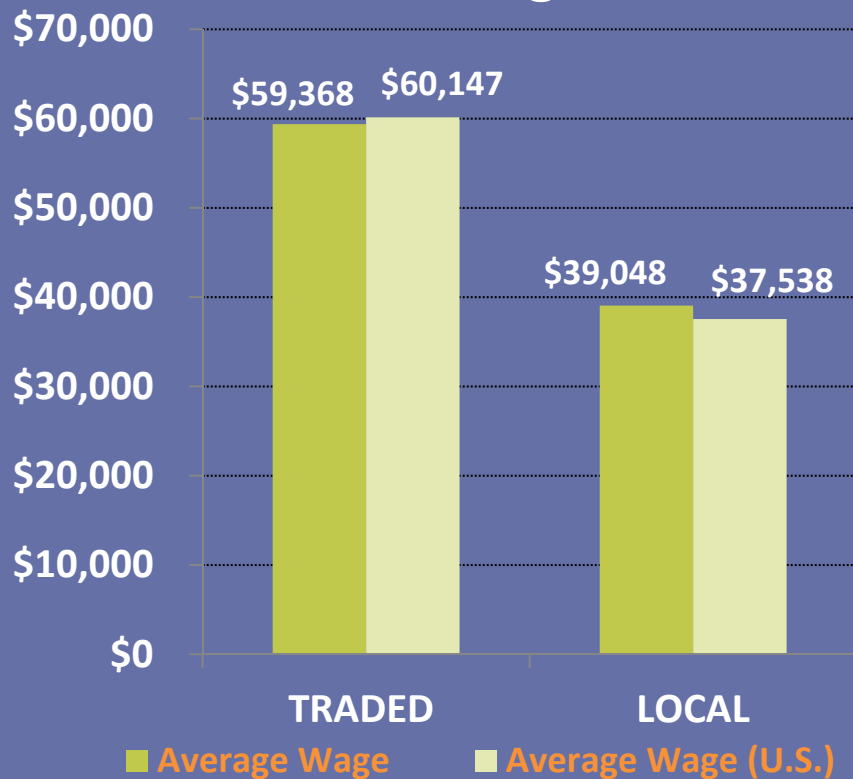


Metropolitan Council
Committee of the Whole
September 1, 2015



Why do sites for traded industry clusters matter to our region and the Metropolitan Council?

Traded cluster wages and local wages



Traded industry clusters

- Higher wages
- Greater economic multiplier

Competitiveness of traded clusters impacted by land use & transportation factors

- Cost/efficiency of operations
- Ability to attract/retain workers

What factors matter in a business site location decision?

- Available sites and buildings
- Location, transportation
- Ability to attract/retain workforce
- Customers and suppliers
- Utilities – energy, telcom, sewer & water
- Image, security and adjacent uses
- Cost and regulatory factors



Life Sciences



Greenfield or Brownfield – planning, zoning, infrastructure & investment required



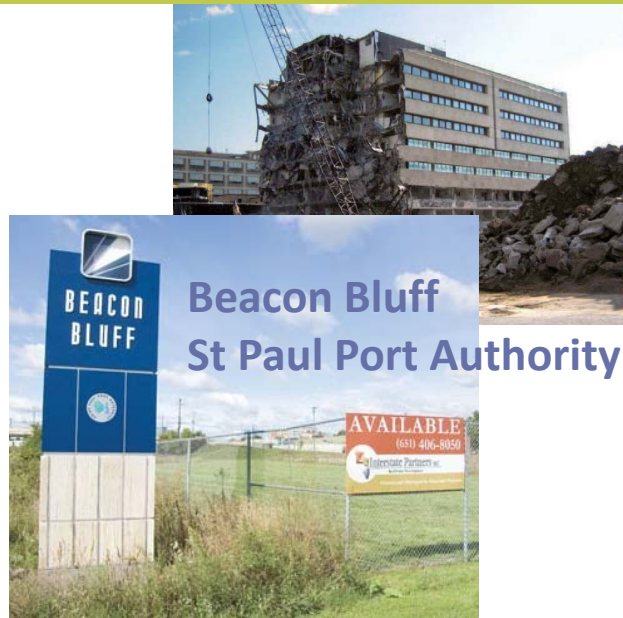
**A Certified Development Site —
Ready for your next project!**



- 52 Available Acres
- Partnered with national real estate developer Ryan Companies USA, Inc.
- Build to suit opportunities for light industrial, office showroom, warehousing and assembly



Economic Development Services, Inc.



Anoka Enterprise Park



ANOKA

Anoka Enterprise Park



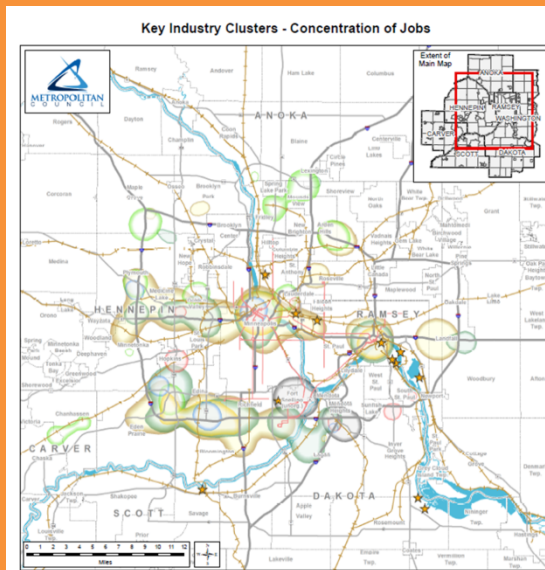
Shakopee



Preparing for Local Comp Plan Updates (2016-2018)

Economic Competitiveness: Research, Information and Technical Assistance Project

1. Key Industry Clusters
2. Real estate requirements of key industry clusters
3. Sites for economic growth
4. Freight and logistics
5. Occupations
6. Access to jobs



Real Estate Requirements of Key Industry Clusters

- **Survey and interviews**
 - Engaging site selection professionals, NAIOP, SIOR and GREATER MSP
- **Four topic areas**
 - Transportation
 - Real Estate
 - Community/local services
 - Workforce
- **Overall, workforce appears most significant to date**
 - Ability to attract and retain young workforce, management and business professionals rated highly
 - Proximity of housing affordable/attractive to workforce rated important for all clusters

Key Clusters (seven-county)

Finance and insurance

Advanced
manufacturing

Headquarters and
Advanced Business
Services

Food manufacturing and
wholesaling

Freight and logistics

Health, science and
water technology

Information Technology

Early Results – Finance and Insurance

Most Important

- **Image** of the area, personal & property **security**
- Ability to attract/retain **workforce**, including young & diverse managers, computer, office/clerical, business & sales professionals & supportive training institutions
- **Proximity** to hotels, meeting rooms and restaurants, recreation, entertainment & culture
- Availability/pricing of existing **office** space
- Above standard **telcom**
- Access to public **parking**

Also important

- **Transit** access and private parking
- **Proximity to customers** and **commercial air service**
- **Traffic congestion**
- Proximity of **housing affordable/attractive to workforce**
- Local **regulatory** climate/permitting efficiency, **fees and taxes**
- Above standard **electrical** requirements

Early Results – Advanced Manufacturing

Most Important

- **Highway access and proximity to suppliers**
- Personal & property **security**
- Ability to attract/retain **workforce**, including young managers, engineers, computer, business & sales professionals, mechanics, repair, production and operation professionals; access to supportive training institution; labor costs
- **Proximity** to recreation, entertainment & culture
- Availability/pricing of **production /warehouse space**
- Above standard **electrical** requirements
- On-site private **surface parking**
- Local **regulatory** climate/permitting efficiency

Also important

- **Image** of the area
- Availability of prepared **site with infrastructure**
- Availability of bulk warehouse/distribution space and specialized tech space
- **Proximity to commercial air service, rail/rail service and customers**
- **Traffic congestion**
- Proximity of **housing affordable/attractive to workforce**
- **Fees and taxes**

Thank You!

Janna King

jking@econdevelop.com

612 925 2013



Economic Development Services, Inc.