

1. Agenda Document

Documents:

- 0. 2-11-26 EDA AGENDA.PDF
- 2A. CONSIDERATION OF ANNUAL BUSINESS MEETING.PDF
- 4A. CONSIDERATION OF PAYMENT OF BILLS.PDF
- 4B. 9-10-25 EDA WORKSHOP MINUTES.DRAFT.PDF
- 4C. 1-14-26 EDA WORKSHOP MINUTES.DRAFT.PDF
- 4D. 1-14-26 EDA REG MTG MINUTES.DRAFT.PDF
- 6A. BUSINESS SUBSIDY_GMEF_RENEWED PILATES.PDF
- 7A. ECONOMIC DEV MGR REPORT.PDF

AGENDA
REGULAR MEETING - ECONOMIC DEVELOPMENT AUTHORITY (EDA)
Wednesday, February 11, 2026 – 6:00 p.m.
Mississippi Room, Monticello Community Center

ECONOMIC DEVELOPMENT AUTHORITY WORKSHOP Monticello Community Center	
4:45 p.m.	Industrial Development in Otter Creek Business Park (OCBP)
5:00 p.m.	7 th Street and Cedar Fair Inquiries

Commissioners: President Steve Johnson, Vice President Jon Morpew, Treasurer Hali Sittig, Rick Barger, Clint Berglof, Councilmember Tracy Hinz and Mayor Lloyd Hilgart
Staff: Executive Director Jim Thares, Rachel Leonard, Angela Schumann, Tyler Bevier

1. General Business

- A. Call to Order
- B. Roll Call 6:00 p.m.
- C. Consideration of Additional Agenda Items

2. Annual Business Meeting

- A. Consideration of electing EDA officers
- B. Consideration of reviewing EDA Bylaws
- C. Consideration of reviewing EDA Enabling Resolution
- D. Consideration of EDA Financial Statements and Fund Balance Information

3. Approval of Agenda

Approval of Agenda – EDA members or the Executive Director may add items to the agenda for discussion purposes or approval. The EDA may or may not take official action on items added to the agenda

4. Consent Agenda

- A. Consideration of Payment of Bills
- B. Consideration of Approving September 10, 2025 Workshop Minutes
- C. Consideration of Approving January 14, 2026 Workshop Minutes
- D. Consideration of Approving January 14, 2026 Meeting Minutes

5. Public Hearing

- A. Consideration of a Greater Monticello Enterprise Fund (GMEF) Loan application for Sperr Properties, LLC for an amount of \$65,000

6. Regular Agenda

- A. Consideration of Greater Monticello Enterprise Fund (GMEF) Loan application for Renewed Pilates LLC, in the amount of \$28,500

7. Other Business

- A. Consideration of Economic Development Manager's Report

8. Adjournment

2A. EDA Annual Business Meeting

<p>Prepared by: Community & Economic Development Coordinator</p>	<p>Meeting Date: 2/11/2026</p>	<p><input checked="" type="checkbox"/> Regular Agenda Item <input type="checkbox"/> Consent Agenda Item</p>
<p>Reviewed by: N/A</p>	<p>Approved by: Economic Development Manager</p>	

ALTERNATIVE ACTIONS A:

1. Motion to elect 2026 officers: _____ as President, _____ as Vice President, and _____ as Treasurer.
2. Motion to table election of 2026 EDA Officers.

ALTERNATIVE ACTIONS B:

1. Motion to direct staff to prepare draft amendments to the EDA Enabling Resolution or Bylaws as follows: (amendments to the Enabling Resolution require a public hearing) as determined by the EDA.
2. Motion of other.

REFERENCE AND BACKGROUND:

The EDA is required to hold an Annual Meeting each year to elect officers, make appointments as needed and consider Bylaw changes. The EDA’s enabling resolution and Bylaws are attached for review. The EDA attorney recently reviewed both documents and indicated that they are compliant with state statutes and no changes are necessary from a legal compliance standpoint. Staff are happy to answer any questions or requested clarifications on both of the organizational documents as needed.

Offices which need to be filled for 2026 include the President, Vice President and Treasurer. Staff can serve as the EDA Secretary for recording meeting minutes. It should be noted that City Council EDA members may also serve as officers.

Also attached for review and discussion are the 2025 Year End financial reports of the EDA Fund(s).

- I. **Staff Impact:** There is minimal staff time involved in preparing the staff report for consideration of the Annual Business Meeting.
- II. **Budget Impact:** No expected budget impact from the Annual Business Meeting.

STAFF RECOMMENDATION:

Staff defer to the EDA for appointment of officers (Alternative Action A). As related to Alternative Actions B1 and/or B2, currently, staff do not have any recommended amendments to the Enabling Resolution or Bylaws, though staff will defer to the EDA regarding any concerns and/or preferences in this realm. Again staff may be able to answer questions at the meeting or possibly further consult with the EDA attorney as needed to further research and/or address any questions or suggested changes. If the EDA does not feel that any changes are needed in the organizational documents, then Alternative B2 would be appropriate with a direction of “no change to the organizational documents”.

SUPPORTING DATA:

- A. EDA Bylaws
- B. EDA Enabling Resolution
- C. EDA 2025 Year End Financial Reports

Accounts Payable

Transactions by Account

User: julie.cheney@monticellomn.gov
 Printed: 01/08/2026 - 11:56AM
 Batch: 00204.01.2026



Account Number	Vendor	Description	GL Date	Check No	Amount	PO No
213-46301-430400	CAMPBELL KNUTSON PA	2025 - KIDS HAVEN DAYCARE PU	12/31/2025	0	297.50	
		Vendor Subtotal:			297.50	
213-46301-430400	KUTAK ROCK LLP	2025 FACADE LOAN SPERR PROP	12/31/2025	131080	1,136.00	
213-46301-430400	KUTAK ROCK LLP	2025 FACADE LOAN LIQ LOUNGE	12/31/2025	131080	1,107.00	
213-46301-430400	KUTAK ROCK LLP	2025 - SAHA HOUSING FUNDING I	12/31/2025	131080	552.00	
213-46301-430400	KUTAK ROCK LLP	2025 - TIF DIST 1-42 AND 1-43 AMI	12/31/2025	131080	1,900.00	
		Vendor Subtotal:			4,695.00	
		Subtotal for Fund: 213			4,992.50	
		Report Total:			4,992.50	

Accounts Payable

Transactions by Account

User: julie.cheney@monticellomn.gov
 Printed: 02/02/2026 - 3:42PM
 Batch: 00207.01.2026



Account Number	Vendor	Description	GL Date	Check No	Amount	PO No
213-41911-431990	PREFERRED TITLE INC	TITLE SEARCH - JEFFERSON COM	01/27/2026	131144	755.00	
		Vendor Subtotal:			755.00	
213-46301-430400	CAMPBELL KNUTSON PA	2025 - EASEMENT AND PA FOR D/	12/31/2025	0	420.00	
		Vendor Subtotal:			420.00	
213-46301-431993	GROMBERG & ASSOCIATES LLC	2025 - VARIOUS DEV PROJECTS - 1	12/31/2025	131123	450.00	
		Vendor Subtotal:			450.00	
213-46301-443300	INITIATIVE FOUNDATION	INIT FOUND CY 2026 COMMUN D	01/27/2026	131129	2,390.00	
		Vendor Subtotal:			2,390.00	
		Subtotal for Fund: 213			4,015.00	
		Report Total:			4,015.00	

Accounts Payable

Transactions by Account

User: julie.cheney@monticellomn.gov
 Printed: 01/22/2026 - 8:54AM
 Batch: 00202.01.2026



Account Number	Vendor	Description	GL Date	Check No	Amount	PO No
213-46301-438200	CITY OF MONTICELLO	216 Pine St (EDA - old Finders Keepe	12/31/2025	0	53.82	
213-46301-438200	CITY OF MONTICELLO	130 Broadway E. (EDA strmwtr - forn	12/31/2025	0	31.50	
		Vendor Subtotal:			85.32	
213-46301-443990	US BANK CORPORATE PMT SYS	EDAM - Holiday Party Registration (J	12/31/2025	0	40.00	
213-46301-443990	US BANK CORPORATE PMT SYS	PIZZA RANCH - Food Special Mtg -	12/31/2025	0	32.55	
		Vendor Subtotal:			72.55	
		Subtotal for Fund: 213			157.87	
		Report Total:			157.87	

Accounts Payable

Transactions by Account

User: julie.cheney@monticellomn.gov
Printed: 02/02/2026 - 3:43PM
Batch: 00208.01.2026



Account Number	Vendor	Description	GL Date	Check No	Amount	PO No
213-46301-431991	DEMVI LLC	Parking Lot Maintenance - Jan 2026	01/31/2026	0	213.86	
		Vendor Subtotal:			213.86	
213-46301-438100	CENTERPOINT ENERGY	12045691-8 - 216 Pine St	01/31/2026	0	269.99	
		Vendor Subtotal:			269.99	
213-46301-438100	XCEL ENERGY	101 E 3rd St (216 Pine St) - formerly I	01/31/2026	0	42.96	
		Vendor Subtotal:			42.96	
		Subtotal for Fund: 213			526.81	
		Report Total:			526.81	

The preceding list of bills payable totaling \$9,692.18 was approved for payment.

Date: 2/11/26 Approved by: _____

Hali Sittig - Treasurer

MINUTES

WORKSHOP - ECONOMIC DEVELOPMENT AUTHORITY (EDA)

Wednesday, September 10, 2025 – 4:45 p.m.

Academy Room, Monticello Community Center

Commissioners: President Steve Johnson, Treasurer Hali Sittig, Rick Barger, Clint Berglof, Councilmember Tracy Hinz, Mayor Lloyd Hilgart

Absent: Vice President Jon Morpew

Staff: Executive Director Jim Thares, Angela Schumann, Bob Ferguson

1. Call to Order

President Steve Johnson called the workshop meeting of the Monticello Economic Development Authority to order at 4:49 p.m.

2. Roll Call

Mr. Johnson called the roll.

3. Business Subsidy Pre-Application and Application Process - Review Discussion

Community Development Director Angela Schumann said a new process for business subsidy pre-application and application items has been implemented and shared components involved with the review to gain feedback from the EDA members for discussion. Ms. Schumann went through the list of the applicable loans available. A number of them involve tax increment financing (TIF) and Greater Monticello Enterprise Fund (GMEF) and the Minnesota Small Cities Development Program (SCDP). The downtown façade improvement program was also referenced.

Ms. Schumann explained the application process for many as an introduction to the community and a means for the City to collect business information and goals. A portion of the pre-application process involves a workshop with EDA members to meet the applicant, gain insight on what they intend to bring to the community, and to ask engaging questions. Ms. Schumann further explained that the pre-application process is an opportunity to determine which plan or program is the best fit for a proposal and discuss funding application details and gain more insight into potential finance structures and offer suggestions about successful funding packages. Ms. Schumann suggested that members may want to offer suggestions about the process of achieving the best pathway for funding review steps if they choose.

She further explained the planning cycle for land use applications and incorporating the business subsidy application process onto that step. Ms. Schumann said the pre-application form is a measure to collect needed development information for the benefit of efficient processes. She said formal decisions are usually made at regular business meetings and the workshops are informal and allow more fluid discussion about proposals.

Mr. Johnson stated that the workshops are recorded on audio and key information is on the record.

Mr. Barger said this is a good conversation to have regarding the processes and the best approach. The goal should be to seek relevant information and get a basic understanding of a funding proposal. He asked if it is appropriate for the board to tell an applicant their proposal might not suit the City in a regular formal meeting setting versus a workshop and try to touch on a key basic key topic “Is this a good idea?”. He suggested that it is more useful to allow a broader discussion with applicants to get to that type of comfortable understanding.

In support of that premise, Mr. Thares said staff typically walk through the application and two-step meeting process with the applicant explaining to them that providing more information is better than less information.

Ms. Schumann repeated that when a member may have concerns, the best setting for discussion is in workshop. This creates dialog related to City and EDA’s goals. Considering the recent workshops, Ms. Schumann suggested thinking about any questions which may have needed more context and to connect with staff for these recommendations to add to the pre-app and application forms or processes.

4. Façade Improvement Forgivable Loan Program Application Review – Krautbauer-Stellar Property – 124 West Broadway

Mr. Thares introduced the loan applicant, Angela Krautbauer owner and proprietor for Stellar Property Investment LLC, doing business as Liquor Lounge, and Mike Rudnitski, Vanguard Construction, to the EDA.

Mr. Bevier mentioned the proposal fits the comprehensive plan related to the downtown core district from a zoning perspective and for the EDA’s efforts for revitalizing downtown. He also noted the positive impact to the building due to the proposed improvements. Mr. Thares said the quotes included were from Vanguard and Red-Letter Renovations. The funding request is for \$100,000 toward improvements totaling \$185,000.

Mr. Rudnitski stated the total amount will increase as the windows are not included in the calculations. Ms. Krautbauer said the goal is to keep the aesthetics of the original 1886 bank brick work façade intact and eventually work with another contractor on interior renovations.

Mr. Rudnitski noted that improvements will include a new custom door, brick resurfacing, with a goal of revealing the historic building. He said the project cost will likely exceed \$200,000 for the façade updates. EDA members discussed the benefits of the comprehensive work and the positive contributions to the core downtown. Members told staff to move the proposal forward to a regular meeting for final consideration. Ms. Schumann noted that it was positive that this application proposal matched the Cunnigham rendering as presented.

5. Façade Improvement Forgivable Loan Program Application Review – Sperr Properties, LLC – former Cornerstone Café 154 West Broadway

Mr. Thares introduced the loan applicant, Cheryl Sperr, to the EDA and staff. Larry Sperr was available via speakerphone.

Mr. Bevier walked through the façade application information and quotes received for improvements consisting of stucco, framing, windows, and rood repairs needed at the former Cornerstone Café building. He noted the Cunningham rendering and the affidavit of financial commitment indicating all funding is available from the applicant. Mr. Bevier walked through the application and background. He said the Sperrs are negotiating to finalize a purchase agreement to obtain the former Cornerstone Café building. He said that improvement plans and contractor quotes were received along with a rendering for all new windows, a walk-up ordering window, stucco work, replacement door, and a new awning. He said that additional revised quotes and conflicting plans were received today, so staff will cross-reference and ask for more clarification as needed.

Mr. Thares reminded the EDA that a previous façade loan in the amount of \$100,000 was approved by the EDA prior to the COVID-19 pandemic. The total improvement project was estimated to be about \$175,000 at that time. The previous owners did not move forward due to financing challenges.

Mayor Hilgert said he believes the façade improvement proposal has merit and he feels that the new ownership will be a good fit in the community. Mr. Johnson shared his concern that the façade loan should not address obvious past uncompleted maintenance issues from recent years. Ms. Hinz spoke in favor of the rendering and keeping the originality of the building to restore a piece of history

It was pointed out that a similar two visible sided corner building (Lucille Murray’s Studio-Dance across the street) received a \$100,000 façade loan in late 2024. That project and likewise this proposal both further beautification of downtown as per the Monticello 2040 Comp Plan. With that as background, staff are recommending approval pending quote clarifications and additional façade renderings at a future submittal date.

Mr. Sperr said the contractor had sent the itemized list earlier in the day. He also satisfied the request for color palate by emailing screenshots. Mr. Sperr said the corrugated steel awning shown on the rendering is not an option and is open to working with the City for what is allowed. He suggested a cloth covering.

Mr. Johnson asked if the work scope would include improvements to the south side of the building. Mr. Sperr said all three exposed walls will be improved, despite the rendering showing only the north and west sides of the building. He also said that a service doorway will be installed on the west side instead of the walk-up window per the rendering. This is to improve service for warm season patio customers. He will work with City staff and follow appropriate downtown zoning codes.

Mr. Sperr addressed the defective door needing repairs and renovating the step-up for wheelchair accessibility. He also described the interior work needed for the walls, floors, and furniture, though he had not received cost estimates for some of these items yet

He noted that he will have a complete building inspection done in the coming weeks and he clarified that he realizes the building has some deferred maintenance and needs some updates. He wants to make it look nice and is seeking façade funding to move his entire proposal forward.

Mr. Barger asked Mr. Sperr about his experience in the restaurant industry. Mr. Sperr explained that he has over forty years in culinary business with formal education and catering experience primarily in the management chef position as well as experience as a business-owner. He is currently working in management for another undisclosed catering company.

Mr. Johnson said Mr. Sperr has a good plan put together and it makes sense. Mayor Hilgart suggested to Mr. Sperr to maintain fluidity in conversation with the contractors to ensure all items are factored, noting the missing stucco repairs from the bid.

Ms. Schumann asked if the Mayor is suggesting, like Mr. Bevier, for the applicant to have an itemized estimate. Mayor Hilgart said he is not opposed to the proposal; just wants to make sure the applicants know what they are getting into. Mr. Sperr said he will relay the information along with his contractor and will come back with the needed items.

Ms. Hinz spoke with appreciation to Mr. Sperr in working with the City for compliance; encouraged fine-tuning the details and incorporating a color palate into the plans.

Mr. Sperr spoke with confidence about his abilities in restaurant proprietorship, involvement with the Chamber of Commerce and community recognition. He stated his goal is to bring life back to the downtown district through a successful restaurant.

Members said if Mr. Sperr and his partners can purchase the property and the contingencies for the façade renderings and quote clarifications are received, they are in favor of moving this to a future EDA meeting for final consideration. Mr. Johnson summarized by saying staff should bring this to a future EDA meeting for final consideration of a \$100,000 Façade Improvement Forgivable Loan.

6. Rustech Brewing – Equipment Auction Status Update

Mr. Thares provided a brief recap to the EDA obtaining possession of brewing equipment and selling it for the highest amount due to the Rustech Brewery's bankruptcy filing. He said that in general the microbrewery industry is struggling and there is a lot of similar equipment available and little demand for it, so the best step is to accept a legitimate reasonable offer and use it to pay down the loan balance which is approximately \$45,000. He further noted that over the life of the loan, the total interest collected on the loan was about \$16,000 +/-.

7. Adjournment

The workshop was adjourned at 6:05 p.m.

Recorder by: Anne Mueller__

Approved: February 11, 2026

Attest: _____
Jim Thares, Executive Director of the Monticello EDA

DRAFT

MINUTES

WORKSHOP - ECONOMIC DEVELOPMENT AUTHORITY (EDA)

Wednesday, January 14, 2026 – 4:45 p.m.

Academy Room, Monticello Community Center

Commissioners: President Steve Johnson, Vice President Jon Morphey, Treasurer Hali Sittig, Rick Barger, Clint Berglof, Councilmember Tracy Hinz, Mayor Lloyd Hilgart

Staff: Executive Director Jim Thares, Angela Schumann, Bob Ferguson, Tyler Bevier

Guests: Mike Monson and Abby Kuipers, Benson-Orth

1. **Call to Order**

President Steve Johnson called the workshop meeting of the Monticello Economic Development Authority to order at 4:45 p.m.

2. **Roll Call**

Mr. Johnson called the roll.

3. **GMEF Loan Pre-App Review – Kid’s Haven Day Care – Missy Sjolin**

Mr. Thares introduced the loan applicant, Missy Sjolin, Director and co-owner of Kid’s Haven LLC, to the EDA and staff. She is proposing to build a new daycare facility on a city owned site that she will purchase in the spring of 2026. The estimated total cost of the development is about \$6,900,000 +/- . She has a funding gap and is seeking a \$250,000 loan for equipment. Mr. Thares handed out the Kids Haven business plan and asked that it be returned to staff before the end of the meeting.

Ms. Sjolin provided background information about Kids Haven childcare center in Buffalo and her family’s overarching goals in providing day care services. She noted the recent expansion into the City of Waverly and observed that Monticello has a childcare slot deficit of 600 spots as shown in a recent survey of Wright County childcare needs. She explained how the shortage impacts the community socially and economically. She then gave an overview of the development proposal noting the building location, size and childcare slot capacity of 316. She also said it is a workforce issue as some families simply must stay at home to take care of children versus getting into the labor force and working.

Ms. Sjolin next explained the \$250,000 loan will be used to purchase outdoor play equipment which is expected to cost approximately \$1,000,000. The land write-down by the City and the EDA funding will allow Kids Haven to offer affordable tuition costs. She indicated that her bank is Old National Bank. She said the staffing requirements will total about 70 and will equate to about 40 +/- full-time equivalent jobs.

Ms. Sjolín also offered information about the pipeline program for early childhood education conforming to State standards and the Kids Haven opportunities for employee continued education. She said it is critical to keep the total development project debt at about \$5,385,000 and repeated that the EDA's contribution will assist in allowing the project to move forward and succeed.

Ms. Sjolín noted she has a group of general contractors providing quotes for the project, though she has not selected one yet. She further explained that if the bids come back higher than \$5,000,000, the bank is willing to offer additional funds though that will start to impact the tuition fees.

When asked how the square footage was calculated, Ms. Sjolín briefly explained the State standards for class sizes per student and space required, including gym and kitchen facilities. She said enrollment numbers are anticipated at 316 children for the Monticello facility.

Ms. Sjolín explained that per the financial plan, which is included in the business plan, at least 150 kids are needed at a minimum to sustain the operations and become profitable.

Mr. Thares asked if the 150 needed was firm based on the varying flex enrollment schedules that they offer. She replied that the daily, weekly, and flexible rate structure varies. It typically is a weekly rate at \$140 based on licensure for 372 with 600 kids enrolled.

Ms. Sjolín said the bank is willing to confirm the owner's equity that they can provide for the development financing. She estimates it is over \$3,500,000 from the current Buffalo property after all debt. Since Old National Bank is using an SBA 504 loan structure along with its commercial bank loan, they have been told they will need only 10 percent of the cost of the development to be in the form of cash equity. Mr. Thares estimated that would probably equate to an equity contribution of between \$750,000 to \$850,000 per the 50/40/10 formula. Ms. Sjolín said she can inject up to \$1.4 million if needed.

Ms. Sjolín said the goal is to be able to start construction in the spring of 2026. Staff confirmed all the application submittals look complete and can be provided to the EDA in March for final consideration.

Ms. Schumann and Mr. Thares discussed the land use review components of the proposed development site and the complexity of the various easements related to shared access points. This site is challenging in this aspect, and it has been a painstaking task to research and get information to the City attorney to draft the Development Contract with the Embedded Purchase Agreement as well as the Easement amendment document.

4. Peter Stalland Proposal - Industrial Development in Otter Creek Business Park (OCBP)

Mr. Thares introduced the applicant, Peter Stalland, to the EDA. He further explained a potential option to collaborate with Mr. Stalland who may be interested in building a new industrial building in Otter Creek Business Park (OCBP). He summarized that a new industrial building of 75,000 square feet would likely be a total investment of approximately

\$8,850,000 +/- and would add property onto the tax rolls and of course would generate new jobs as well. He reflected that in the last 10 years only two existing OCBP firms have completed expansions and further stated that there have been no new development projects at the available sites. He noted that several industrial projects have been completed at other sites in the community, noting UMC and Wiha Tools as examples. He then said there have several site searches though no final deals put together for new buildings on the remaining 52.50 acres in OCBP.

Peter Stalland offered information about his long career as a Twin Cities metro developer and former manufacturing firm owner. He also said he is familiar with Monticello as he was the original developer of the Savannah Vista multi-family housing development in Points At Cedar. He explained that he would be asking for Economic Development TIF assistance as part of the development and would work hard to find a suitable manufacturing tenant for the building, possibly offering a purchase option as well. He has numerous contacts in the Twin Cities real estate circles so he would utilize those connections as well. As for underwriting, the entire financial structure would need to be acceptable to his bank. He stated that he likes to minimize risk and views this as a low-risk position for the EDA if he can obtain an option for a parcel at low cost to get his plans completed and connect with the brokerage community to generate interest in the concept development.

Mr. Morphew suggested the financial incentives and successes of the applicant may help spur development. Mr. Johnson spoke to recognize the calculated risks by Mr. Stalland and for the value of the risks to be taken from the EDA's standpoint for land investment. Mr. Stalland said he feels his connections may ultimately lead to a successful development project.

Mr. Thares noted that if the EDA is in favor of this approach, a closed meeting would be required to discuss specific parcel, option pricing and terms at a future date. The EDA members concurred that this was a process worth further consideration. Mr. Stalland ended by stating that a good deal arises out of solid financing with the right group or company and being involved with honest and hardworking people who have a proven track record and history for successful operations.

Mayor Hilgart said essentially every manufacturing proposal is likely a potential TIF project, regardless of who the building owner may be, and suggested that it will be more justifiable to finance if a good solid tenant-building occupant is brought into the proposal. Mr. Stalland noted difficulties forecasting what may come of the efforts though he pledged his dedication to working with the Monticello EDA to produce a positive project with a good manufacturing end user.

5. Adjournment

The workshop was adjourned at 6:03 p.m.

EDA Workshop Minutes – January 14, 2026

Recorded by: Anne Mueller__

Approved: February 11, 2026

ATTEST:

Jim Thares, Executive Director of the Monticello EDA

DRAFT

MINUTES
REGULAR MEETING - ECONOMIC DEVELOPMENT AUTHORITY (EDA)
Wednesday, January 14, 2026 – 6:00 p.m.
Monticello Community Center

Commissioners: President Steve Johnson, Vice President Jon Morphey, Treasurer Hali Sittig, Rick Barger, Clint Berglof, Mayor Lloyd Hilgart, Councilmember Tracy Hinz
Staff: Executive Director Jim Thares, Angela Schumann, Tyler Bevier
Consultant: Andrew Dresdner – Bolton & Menk

1. **General Business**

A. Call to Order

President Steve Johnson called the regular meeting of the Monticello Economic Development Authority to order at 6:07 p.m.

B. Roll Call (6:07 p.m.)

Mr. Johnson called the roll.

C. Consideration of Additional Agenda Items

None

2. **Approval of Agenda**

None

3. **Consent Agenda**

A. Consideration of Payment of Bills

B. Consideration of Approving December 10, 2025 Regular Meeting Minutes

C. Consideration of Approving December 10, 2025 Workshop Meeting Minutes

D. Consideration of Approving October 8, 2025 Workshop Meeting Minutes

HALI SITTIG MOVED TO APPROVE THE CONSENT AGENDA. CLINT BERGLOF SECONDED THE MOTION. MOTION CARRIED UNANIMOUSLY, 7-0.

4. **Public Hearing**

N/A

5. **Regular Agenda**

A. Consideration of Authorizing Miscellaneous Professional Services Contract with Bolton & Menk related to a Downtown Small Area Plan proposal in the amount of \$80,000

Mr. Thares referenced the November 12, 2025, EDA Workshop, which was attended by consultants Andrew Dresdner and Mike Thompson, Bolton & Menk, to discuss an update to the 2017 Downtown Small Area Study. He reminded the EDA that the goal is to now put more focus on the east side of MN Highway 25, specifically Block 34 and the Cedar Fair site, both owned by the Monticello EDA. As per EDA direction at that

Workshop, the consultants were asked to prepare additional core downtown information, recent changes, and anticipated new trends to update the 2017 Downtown Vision and Small Area Plan (SAP) in support of the EDA goals and potential redevelopment opportunities.

Mr. Thares presented the proposed project scope to the EDA with a goal of beginning the work tasks in March 2026. As noted in the proposal it is expected to take six to eight months and will include public engagement efforts. He noted the past relationship between City and Mr. Dresdner and quality professional services offered. He pointed out the \$80,000 quote for the proposal and noted that the EDA does have funding in its 2026 General Fund budget line for Miscellaneous Professional Services totaling \$54,500, though the additional \$25,500 would need to be sourced from a different line item like the Redevelopment Activities line item which has \$153,378. He also noted that the 2026 General Fund Budget was approved prior to discussions began with the EDA and Bolton and Menk about a potential downtown Small Area Plan update and thus did not contemplate this expenditure.

Mr. Dresdner introduced himself to the EDA and provided a comprehensive overview of the updates to the SAP to address the following questions:

- Why Downtown? Why Plan?
- What has (and has not) changed since 2017?
- What is swirling out there that Downtown must address?
- What will the Update focus on?
- Who will be engaged?
- What will be accomplished?

Mr. Dresdner noted the front end of the proposal is the input period to collect Block 34 vision information and the public input and by intent the feedback sessions seeking input are components of the back half of the study process.

Mayor Hilgart expressed the importance of communicating with and seeking input from the downtown business community as well as the residents living in the new Block 52 multi-family building. Mr. Dresdner agreed to that concept of focus group activities by those in and surrounding the downtown corridor.

Mr. Johnson pointed out there may be homes on the easterly side of MN Highway 25 requiring upgrades to meet building code. He further asked how to implement the projects to coincide with such concerns as to not neglect the residences that may be adjacent to redevelopment projects on the east side of MN-TH#25.

Mayor Hilgart stated that it would be best to focus on the easterly portion and said that hopefully a result of the vision and plans will yield something that entices pedestrians to cross over MN-TH#25.

Mr. Dresdner spoke to creating a cohesive downtown, rather than an indication of separation despite a state highway. Ms. Hinz reminisced and gave kudos to Mr. Dresdner for the approachability represented and stewardship of the 2017 proposal.

Ms. Sittig asked if methods for river access was considered in planning. Mr. Dresdner explained the access from Broadway to Cedar to the park is as important as the East Bridge Park plans for access to get down to the river level.

Mr. Johnson inquired about the island in the river, which could also be utilized for pedestrian accessibility, linking it to the walkway beneath the bridge near water level. Mr. Dresdner suggested discussions concerning East Bridge Park should also loop in the MN-DNR as it relates to the Mississippi River.

Mr. Morphey spoke about the duration of time taken to develop West Bridge Park and suggested starting the planning process now for East Bridge. Mr. Johnson said much of the duration for the development of West Bridge Park was spent to obtain site control, as the City did with Block 34 and suggested the process may be quicker and smoother than it had been in 2017.

TRACY HINZ MOVED TO AUTHORIZE A PROFESSIONAL SERVICES CONTRACT WITH BOLTON & MENK RELATED TO A PROPOSED DOWNTOWN SMALL AREA PLAN (SAP) WITH A FOCUS ON BLOCK 34 AND CEDAR STREET IN AN AMOUNT NOT TO EXCEED \$80,000. HALI SITTIG SECONDED THE MOTION. MOTION CARRIED UNANIMOUSLY, 7-0.

B. Consideration of Approving a Statewide Affordable Housing Aid (SAHA) Policy relating to the Proposed Senior Homeowner Rehabilitation Program

Community and Economic Development Coordinator Tyler Bevier provided background from the October 8, 2025, workshop regarding the recently authorized Affordable Housing Trust Fund and sought clarification regarding the EDA's preference to develop a senior/55+ homeowner rehabilitation program or a broader age target group for the SAHA funds. He reminded the EDA that the discussion was leaning to a blend of age groups though it was not a final determination. A new twist in the funding discussion is that Wright County is offering to collaborate and pool the SAHA funding countywide and utilize it for a variety of housing needs. They are seeking feedback on potential interest from the City of Monticello EDA-HRA on this concept.

Mr. Bevier explained the six housing priorities noted in the County-wide pooling, proposal. It consists of single-family housing rehab, traditional housing programs, contracts with hotels for temporary emergency housing, emergency housing assistance throughout the County, development assistance, and permanent emergency housing assistance. Staff offered the option to have more discussions about this in the context of Monticello's overall housing goals and are seeking direction from the EDA about it preferred option. Mr. Bevier explained the three considerations, noted the timeline of deadlines for commitments and expenditure, and called out Neighborhood Preservation

as it related to Chapter 7 “Community Character, Design, and the Arts” of the Monticello 2040 Vision + Plan.

Mr. Barger asked if by implementing and entering into an agreement for pooled or shared funding with Wright County, how would Monticello’s citizens’ housing needs be accounted for in the pooled funding. Ms. Schumann responded that the idea is still conceptual and would require more discussion by the parties involved regarding funding objectives and establishing a distribution framework.

Mr. Thares shared that the City of St. Michael was potential willing to collaborate with Wright County on pooling of resources and the program objectives though they stipulated that the total amount of SAHA funds that the state allocates to St. Michael would need to ultimately be used to support housing projects in St. Michael. He added that the County is also receiving SAHA dollars and some of those could be provided to each City in addition to their own municipal allocation.

Mr. Johnson asked if the program might be administered with current City staffing resources. Ms. Schumann explained the details within the approved housing ordinance for EDA allocation. She reminded the EDA that the program should be structured as a pilot effort and said staff will maintain EDA goals based on resources and demand. Regarding staffing, Ms. Schumann said she believes the program can be administered internally.

Mr. Mophew said administering and disbursing funds is less of a concern now that he understands available city staff and resources for this effort. His current view is to not pool funds with the County.

Mayor Hilgart noted that the \$171,000 +/- in SAHA funding is not a lot of money. It may result in only four to six applications. He said that he believes that the program is fully doable within the capacity of the Community Economic Development Coordinator.

Ms. Schumann agreed to the mayor’s sentiments. She feels that Mr. Bevier has proven his capabilities by harnessing the façade improvement loan program and resurrecting Downtown Rounds. Ms. Hinz also stated that she would like to see the program be administered as a distinct EDA funding effort.

Mr. Thares noted a couple of key elements that are still needing clarification. They are specifically the target age group and the geographic area. He noted many areas north of I-94 have older and possibly somewhat lower valued homes. He requested that if the EDA chooses to move forward, it specify that information.

Mr. Mophew asked if it would be possible to set a priority specific to the north side of I-94 for applicants aged 55+, without exclusivity. Ms. Schumann said that other community development goals may be met by targeting an area north of I-94 since it is closer to the core downtown area and could focus reinvestment toward the existing

naturally occurring affordable housing in that area.

Mayor Hilgart next asked how the information will be shared with the public. Ms. Schumann responded that she has already had some discussions with the Communications Specialist regarding all forums of media and networking. Some of it will rely on personal relationships.

Mayor Hilgart suggested information be added to a utility billing mailing. Mr. Johnson suggested the director of the senior center and other leaders in the community could also be an information conduit.

Mr. Johnson said the south side of I-94 consists of newer developments and is likely not in need of potential repairs like an older home north of the freeway. Mayor Hilgart stated that the homes south of I-94 are all 1990-built or newer. Mr. Johnson said maybe the policy include a proviso “at the EDA’s discretion” if some instances arise where there might worthy exceptions.

Mr. Barger suggested the funding could be a supplement development focus to the core downtown area. Mayor Hilgart suggested that considering the limited amount of funding, it should not be able to be used to benefit the overall appearance of a residence but rather focus on critical systems such as HVAC or plumbing or windows-doors, etc.

Mr. Barger said he believes that when funding and information becomes available, staff may want to be ready for a significant amount of interest.

Mr. Thares again asked the EDA members if they felt comfortable keeping the 55+ age restriction in place or want to open it up to all ages. Members agreed that a program targeted for seniors is a good starting point.

JON MORPHEW MOVED TO APPROVE A STATEWIDE AFFORDABLE HOUSING AID (SAHA) POLICY RELATING TO THE PROPOSED HOMEOWNER REHABILITATION PROGRAM, SUBJECT TO EDA DIRECTION ON ELIGIBILITY REQUIREMENTS RELATING TO AGE RANGE AND GEOGRAPHIC TARGET AREA NORTH OF INTERSTATE 94. RICK BARGER SECONDED THE MOTION. MOTION CARRIED UNANIMOUSLY, 7-0.

6. Other Business

A. Consideration of Economic Development Manager’s Report

Mr. Thares provided reports on the following items:

- 2026 City of Monticello Fee Schedule – adopted by City Council on December 8, 2025 – included fees relating to Economic Development funding assistance applications
- 2026 EDAM Winter Conference – January 22-23, 2026
 - Mr. Thares and Mr. Bevier are registered to attend
- Local Option Sales Tax Revenue Collections

EDA Regular Meeting Minutes – January 14, 2026

- January Planning Commission updates
 - Mr. Schumann provided information and status for consideration regarding the land use ordinance for data centers.
- Projects and Prospects (to date) including Building Permits
- WCEDP Annual Meeting – January 16, 2026

Mr. Johnson asked if enough industrial land in Otter Creek is available to meet the demands for anticipated future development. Mr. Thares said that even though now there are still 52.50 acres available in OCBP, the number of recent inquiries seems to indicate that industrial development activities are fairly strong and several of the EDA sites in OCBP could be developed in the coming 18 to 36 months. With that as a global contextual backdrop, he stated that it is not too early to start discussions in a regular meeting or a workshop about a new future industrial location for the community. He said typically developing a new industrial park takes about 4 to 6 years to get the ultimate point of site grading and public infrastructure installation. He said perhaps the EDA would want to have initial discussions sometime this year and then maybe suggest a follow-up joint meeting with the Planning Commission at some point after that to further explore the concepts and conduct discovery of all the pertinent steps in such an effort.

No action was taken on the item.

7. **Adjournment**

TRACY HINZ MOVED TO ADJOURN THE REGULAR MEETING OF THE MONTICELLO EDA. HALI SITTIG SECONDED THE MOTION. MOTION CARRIED UNANIMOUSLY, 7-0. MEETING ADJOURNED AT 7:15 P.M.

Recorder by: Anne Mueller ___

Approved: February 11, 2026

ATTEST:

Jim Thares, Executive Director of the Monticello EDA

6A. Consideration of adopting Resolution 2026-03 authorizing a Greater Monticello Enterprise Fund (GMEF) Loan to Renewed Pilates, LLC in the amount of \$28,500 and Business Subsidy Agreement for equipment purchases and startup costs

Prepared by: Economic Development Manager	Meeting Date: 2/11/2026	<input checked="" type="checkbox"/> Regular Agenda Item <input type="checkbox"/> Consent Agenda Item
Reviewed by: Community Development Director, Finance Director, Community & Economic Development Coordinator	Approved by: City Administrator	

ACTION REQUESTED

Motion to approve Resolution 2026-03 authorizing a GMEF Loan to Renewed Pilates, LLC in the amount of \$28,500 and a Business Subsidy Agreement for equipment purchases and startup costs.

REFERENCE AND BACKGROUND

The EDA is asked to approve a GMEF Loan Agreement and a Business Subsidy Agreement to help finance equipment purchases and startup costs for Renewed Pilates, LLC. The proposed space for Renewed Pilates is inside the new Block 52 building at 101 West Broadway, which is currently vacant. Renewed Pilates, LLC is requesting a \$28,500 GMEF Loan as gap funding assistance to purchase equipment and to fund a portion of the startup costs.

The total project investment including tenant space buildout, new equipment and general startup costs is estimated to be \$227,500. Renewed Pilates has indicated that it will create 2 additional jobs and fill a prominent vacant space (approximately 1,710 square feet) downtown.

Financing information for the proposal is included in the loan application. Sherburne State Bank is providing a loan in the amount of \$45,000, or 19.78 percent of the total cost. The landlord contribution of \$150,000 for space build out is essentially partner equity and equates to 65.93 percent of the required project funding. The applicant owner is providing \$4,000 of funding or 1.76 percent of the total funding structure. The \$28,500 GMEF loan, about 12.53 percent of the project, will fill the remaining gap. The proposed funding sources and uses are shown below.

Funding Sources

<u>Entity</u>	<u>Amount</u>	<u>Percent</u>
Bank	\$ 45,000	19.78
Llrd Cash (Equity)	\$150,000	65.93
Owner Cash Equity	\$ 4,000	1.76
GMEF Loan	\$ 25,000	12.53
Total	\$227,500	100.00

Funding Uses

<u>Item</u>	<u>Amount</u>	<u>Percent</u>
Tenant Space Buildout	\$150,000	65.93
Start Up Costs-Contingency, Mkting	\$ 37,500	16.49
Equipment Purchases	\$ 40,000	17.58
Total	\$227,500	100.00

The proposed project is an eligible use of GMEF funds. The current available GMEF Loan Program cash balance is approximately \$846,000 +/- . The loan request equates to about 3.4 percent of the Fund balance. Per the GMEF Loan Policies, no more than 50 percent of the Fund's available dollars can be loaned out to a single borrower. Only 30 percent of a project can be funded through GMEF dollars. Currently, there is no stated minimum fund balance requirement in the GMEF Loan Policies and no established ratio for commercial to industrial loan amounts.

If the EDA authorizes the loan, the security will consist of a 2nd UCC Lien against the equipment as well as a personal guaranty from the borrower. In addition, it should be noted that the Business Subsidy section of the Loan Agreement spells out the wages that are required to be paid to the 2 new FTE employees. Renewed Pilates, LLC will be required to submit annual reports documenting the creation of the new jobs along with information about the wages for the new employees. There is no public hearing required for this Business Subsidy because the proposed financial assistance is less than \$150,000.

- I. Budget Impact:** The budget impact from the proposed GMEF Loan request is a direct reduction in the cash balance of the loan fund. If approved, the funding would draw the Fund's cash balance down by a total of \$28,500. The estimated \$1,850 in legal fees related to loan documents (EDA attorney) preparation plus the 1.5 percent loan origination fee will be collected from the borrower out of the loan proceeds at the time of loan closing. If Agenda item 5A (GMEF Loan Request – Sperr Properties) is also approved, the GMEF Loan fund balance would then drop to approximately \$752,500.

II. Staff Workload Impact: The Community Development Director, Finance Director and Economic Development Manager have committed time to completing tasks related to the review of the proposed loan request. Additional time toward this effort involves report preparation and meeting presentation time. No other staff are required to complete the work in this effort.

III. Comprehensive Plan Impact: The Economic Development section of the Comprehensive Plan encourages formation of an effective economic development effort which creates a supportive business environment and builds a vibrant, thriving local economy.

STAFF RECOMMENDATION

Staff recommend that the EDA approve the \$28,500 GMEF Loan and the Business Subsidy Agreement in support of the Renewed Pilates equipment and startup costs proposal. The loan request meets the general intent of the current GMEF Loan Policies. An initial review of the Development Assistance Worksheet scoring form for the request f indicates the proposal carries a score of 30 based on available application information. The EDA scoring metric is attached as Exhibit J. As a comparison, the recent Fairfield By Marriott Hotel proposal had a score of 35 while the Wiha Tools' project had a score of 34.5.

SUPPORTING DATA

- A. EDA Resolution 2026-03
- B. Loan Agreement with incorporated Business Subsidy Agreement
- C. Promissory Note
- D. Personal Guaranty
- E. UCC Lien Document
- F. Renewed Pilates, LLC GMEF Loan Application
- G. Renewed Pilates, LL Proposed Lease Agreement – Space at 101 West Broadway
- H. Bank Funding Commitment Letter – Sherburne State Bank
- I. Storefront Photo – 101 West Broadway
- J. Economic Development Assistance Worksheet Scoring Metrics
- K. GMEF Loan Policies

EDA RESOLUTION NO. 2026-03

**RESOLUTION APPROVING A GREATER MONTICELLO
ENTERPRISE FUND LOAN TO RENEWED PILATES LLC AND
APPROVING CERTAIN LOAN DOCUMENTS IN CONNECTION
THEREWITH**

BE IT RESOLVED BY the Board of Commissioners ("Board") of the City of Monticello Economic Development Authority (the "Authority") as follows:

Section 1. Recitals.

1.01. The Authority administers its Greater Monticello Enterprise Fund revolving loan program (the "Program") pursuant to its authority under Minnesota Statutes, Sections 469.090 to 469.1081, as amended (the "EDA Act"), in order to assist businesses in the City of Monticello, Minnesota (the "City") with financing certain economic development activities to meet the goals set forth in the guidelines approved by the Authority for the Program (the "Guidelines").

1.02. Renewed Pilates, a Minnesota limited liability company (the "Borrower"), has requested financial assistance from the Authority in connection with the costs related to the purchase of Pilates equipment (the "Project") located at 101 Walnut Street, Suite #3 in the City (the "Property").

1.03. The Authority and the Borrower desire to enter into a loan agreement (the "Loan Agreement") wherein the Authority agrees to make a loan pursuant to the Program and the Guidelines to the Borrower in the maximum amount of \$28,500 (the "Loan") to pay a portion of the costs of the Project. The Loan will be evidenced by a promissory note from the Borrower to the Authority (the "Note") and secured by a second position Security Agreement (the "Security Agreement") to be executed and delivered by the Authority by the Borrower, and the Personal Guaranty of Cassie Mallinger (the "Personal Guaranty").

Section 2. Loan Documents Approved.

2.01. The Authority hereby approves the Loan Agreement, the Note, the Security Agreement, and the Personal Guaranty in substantially the forms presented to the Board, including the business subsidy agreement in the Loan Agreement, together with any related documents necessary in connection therewith, including all documents, exhibits, certifications, or consents referenced in or attached to the Loan Agreement, the Security Agreement, the Note and the Personal Guaranty (the "Loan Documents").

2.02. The Board hereby authorizes the President and Executive Director, in their discretion and at such time, if any, as they may deem appropriate, to execute the Loan Documents on behalf of the Authority, and to carry out, on behalf of the Authority, the Authority's obligations thereunder when all conditions precedent thereto have been satisfied. The Loan Documents shall be in substantially the form on file with the Authority and the approval hereby given to the Loan Documents includes approval of such additional details therein as may be necessary and appropriate and such modifications thereof, deletions therefrom and additions thereto as may be necessary and appropriate and approved by legal counsel to the Authority and by the officers authorized herein to execute said documents prior to their execution; and said officers are hereby authorized to approve said changes on behalf of the Authority. The execution of any instrument by the appropriate officers of the Authority herein authorized shall be conclusive evidence of the approval of such document in accordance with the terms hereof. This resolution shall not constitute an offer and the Loan Documents shall not be effective until the date of execution thereof as provided herein.

2.03. In the event of absence or disability of the officers, any of the documents authorized by this resolution to be executed may be executed without further act or authorization of the Board by any duly designated acting official, or by such other officer or officers of the Board as, in the opinion of the City Attorney, may act in their behalf. Upon execution and delivery of the Loan Documents, the officers and employees of the Board are hereby authorized and directed to take or cause to be taken such actions as may be necessary on behalf of the Board to implement the Loan Documents.

Approved this 11th day of February, 2026, by the Board of Commissioners of the City of Monticello Economic Development Authority.

President

ATTEST:

Executive Director

LOAN AGREEMENT

This Loan Agreement (“Agreement”) is made this 11th day of February, 2026, between RENEWED PILATES LLC, a Minnesota limited liability company (the “Borrower”), and the CITY OF MONTICELLO ECONOMIC DEVELOPMENT AUTHORITY (the “Lender”), a public body corporate and politic and political subdivision of the State of Minnesota.

RECITALS

A. The Lender has created the Greater Monticello Enterprise Fund (the “Program”), a revolving loan fund program to assist businesses in the City of Monticello, Minnesota (the “City”) with financing certain economic development activities to meet the goals set forth in the guidelines approved by the Lender for the Program (the “Guidelines”).

B. The Borrower has submitted a loan application (the “Application”) and the Lender has approved a loan to the Borrower in the maximum principal amount of \$28,500 (the “Loan”) to pay a portion of the costs related to the purchase of Pilates equipment and working capital for operations (the “Project”) located at 101 Walnut Street, Suite #3 in the City (the “Property”) legally described in Exhibit A attached hereto. The Loan will be evidenced by a Promissory Note, dated as of the date hereof (the “Note”), issued by Borrower in favor of the Lender, and secured by (i) a Personal Guaranty of Cassie Mallinger (the “Personal Guaranty”) and (ii) a Security Agreement from Borrower (the “Security Agreement” and, together with this Agreement and the Note, the “Loan Documents”).

C. The Loan constitutes a business subsidy within the meaning of Minnesota Statutes, Sections 116J.993 to 116J.995, as amended (the “Business Subsidy Act”), and the Lender has adopted criteria for awarding business subsidies that comply with the Business Subsidy Act after a public hearing for which notice was published in accordance with the Business Subsidy Act.

D. The Lender now makes the Loan to the Borrower subject to all of the terms and conditions of this Agreement.

ACCORDINGLY, to induce the Lender to make the Loan to the Borrower and for good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties hereto agree as follows:

1. The Loan Amount. Subject to and upon the terms and conditions of this Agreement, the Guidelines, the Application and the other Loan Documents, the Lender agrees to loan to the Borrower the sum of Twenty-Eight Thousand Five Hundred and No/100 Dollars (\$28,500.00), or so much thereof as is disbursed to the Borrower in accordance with this Agreement. Proceeds of the Loan (the “Proceeds”) shall be disbursed in accordance with Section 3 hereof.

2. Repayment of Loan. The Loan shall be evidenced by the Note payable by the Borrower to the Lender. The interest rate on the principal amount outstanding on the Note shall be fixed at 5.75% per annum. The Note shall be repaid in accordance with the terms thereof. The Borrower may prepay the principal of the Note plus accrued interest thereon, in whole or in part, on any date, as set forth in the Note.

3. Disbursement of Loan Proceeds.

(a) The Proceeds shall be disbursed in a single lump sum on a reimbursement basis. Prior to disbursement, the Borrower shall have delivered the following to the Lender:

(i) Loan Documents. The Borrower having delivered to the Lender, without expense to the Lender, executed copies of the Loan Documents;

(ii) Cost Certificate. A sworn certificate detailing costs and sources of funds to be utilized for the Project (“Cost Certificate”) in a form acceptable to the Lender, showing an itemized breakdown of: (i) the source and amount of all Project funds; and (ii) of the total cost of the Project. At least 70% of the Project funds must come from a source other than the Loan;

(iii) Evidence of Payment and Lien Waivers. Evidence in the form of paid invoices, statements, or similar and accompanying lien waivers, if applicable, that are acceptable to the Lender, that the Borrower has paid costs of the Project in an amount at least equal to the amount of the Loan;

(iv) Financing. The Borrower having provided to the Lender copies of the Borrower’s primary lender documents;

(v) Borrower Documents. The Borrower having provided copies of the Borrower’s organizational documents, including, if applicable, articles of incorporation or articles of organization, a certificate of good standing issued by the Minnesota Secretary of State, an Employer Identification Number (EIN) certificate and evidence that the Borrower has a city, state, or federal license to do business or relevant professional license;

(vi) Insurance. The Borrower having delivered to the Lender a certificate or policy for all insurance required, under the terms hereof, to be maintained by the Borrower;

(vii) Fees. The Borrower having paid to the Lender a Loan origination fee of 1.50% of the Loan and all charges associated with the Loan, including, but not limited to: (i) Lender’s attorneys’ fees; and (ii) filing fees of any instruments required under this Agreement within 30 days of the Lender providing written notice to the Borrower of Lender’s costs;

(viii) Compliance with Laws, Etc. The Borrower shall have delivered to the Lender such evidence as the Lender may require as to the compliance of the Property with: (i) all applicable laws, codes, rules, regulations and ordinances, including, without limitation, those relative to environmental protection, protection of wetlands, building and zoning matters and the Americans with Disabilities Act; and (ii) the requirements of any restrictive covenants, conditions and restrictions; conditional use permit or planned unit development applicable to the Property; and

(ix) Resolutions. The Borrower shall have delivered to the Lender a copy of the resolutions of its board, duly certified by its company secretary, authorizing the execution, delivery, and performance of, and the transactions contemplated by this Agreement and the Loan Documents;

and

(x) Title Insurance. The Borrower, at its sole expense, will cause a title insurance company qualified to do business in the State of Minnesota and acceptable to the Lender to deliver to the Lender the title insurer's commitment to issue a title insurance policy, ALTA Loan Policy, in the amount of \$28,500 effective as of the date of closing, ensuring to the Lender that:

1. The Borrower is the owner of the Property;
2. The Property is free and clear of all other liens, charges, and encumbrances except those disclosed in the Title Commitment and Attachments;
3. A Comprehensive Endorsement, a usury endorsement, a zoning endorsement, and an access endorsement are provided; and
4. The policy will be issued free and clear of the standard printed title exceptions and exceptions to coverage as shown in the Title Commitment, including (i) encroachments, boundary line disputes, and other matters which would be disclosed by an accurate survey; (ii) any state of facts that exists after the date of the Title Commitment; (iii) easements or claims of easements not disclosed by public records; (iv) rights or claims of parties in possession not shown by the public records; (v) any lien or right to a lien for services, labor, or material furnished prior to or after this Agreement, whether shown by the public records or otherwise; (vi) taxes and special assessments not shown as existing liens by public records; and (vii) free and clear of any other objections, encumbrances, or exceptions to title. The Lender will have ten (10) business days from the receipt of the Title Commitment to notify the Borrower of any defect in title or any other title related matter deemed unacceptable to the Lender. The Borrower will have twenty (20) business days from receipt of said notice from the Lender to cure the defect(s). If the Borrower is not able to cure said defects in that period, the Lender may, in its sole discretion, cancel this Agreement, and have no further obligation to the Borrower under this Agreement.

(b) Upon receipt by the Lender of the items required pursuant to this section hereof in the form and condition required therein, the Lender agrees to disburse the Proceeds to the Borrower in an amount not to exceed the lesser of (a) 30% of the total Project cost as evidenced by the Cost Certificate, or (b) the Loan amount.

4. Representations and Warranties. The Borrower warrants and represents to the Lender that:

(a) The Borrower is a limited liability company under the laws of Minnesota and is duly authorized and empowered to execute, deliver, and perform this Agreement and to borrow money from the Lender.

(b) The execution and delivery of this Agreement, and the performance by the Borrower of its obligations hereunder, do not and will not violate or conflict with any provision of law and do not and will not violate or conflict with, or cause any default or event of default to occur under, any agreement binding upon the Borrower.

(c) The execution and delivery of this Agreement has been duly executed and delivered by the Borrower and constitutes its lawful and binding obligation, legally enforceable against it.

(d) The Borrower warrants that it shall keep and maintain books, records, and other documents relating directly to the receipt and disbursements of the Proceeds and that any duly authorized representative of the Lender shall, at all reasonable times, have access to and the right to inspect, copy, audit, and examine all such books, records, and other documents of the Borrower pertaining to the Loan for 6 years after the date hereof. Upon request, the Borrower shall provide the Lender with their current balance sheets, statements of income and annual audited financial statements.

(e) The Borrower warrants that it has fully complied with all applicable local, state and federal laws and ordinances pertaining to its business, the Project and the Property, and will continue to comply throughout the terms of this Agreement. If at any time the Borrower receives notice of noncompliance from any governmental entity, the Borrower agrees to notify the Lender of such noncompliance and take any necessary action to comply with the local, state or federal requirement in question.

(f) The Borrower warrants that it will use the Proceeds solely for the costs of the Project.

(g) The Borrower warrants that it will not create, permit to be created, or allow to exist any liens, charges, or encumbrances prior to the obligation created by this Agreement, except as otherwise authorized in writing by the Lender. Anything above to the contrary notwithstanding, Borrower at its expense may contest, by appropriate legal proceedings conducted in good faith and with due diligence, the amount or validity or application, in whole or in part, of any such lien or encumbrance provided that (a) the collection thereof from the Borrower, the Lender and the Property shall be suspended during the period of such contest, (b) neither the Property nor any part thereof or interest therein would be in any danger, deemed substantial by the Lender, of being sold, forfeited or lost, and (c) the Lender shall be furnished such security, if any, as may be required in the contest or reasonably requested by the Lender. The Borrower shall give prompt written notice to the Lender of the commencement of any contest referred to in the preceding sentence.

(h) The Borrower will comply with all state and local laws pertaining to licensing, building codes, zoning, and environmental requirements. The Borrower represents that it does not have delinquent taxes, bills, fines or other charges due to the City. The Borrower represents and certifies that the Project is a conforming or legally nonconforming use under the current zoning regulations of the City.

(i) The Borrower shall promptly keep, perform and comply with all of the terms, covenants and conditions to be kept and performed by the Borrower, as required by the City and any other governmental body having jurisdiction over the Property; keep unimpaired the rights of the Borrower under any permit or agreement issued or made by the City or other governmental body having jurisdiction over the Property; and to enforce the prompt performance of all of the terms, covenants and conditions to be kept and performed by the City or other governmental body having jurisdiction over the Property, respectively, under any permits or agreements issued or made by the City or such other governmental bodies, and any contractors under all contracts obtained or held by the Borrower in connection with the operation of the Borrower's business.

(j) During the term of this Agreement, the Borrower shall procure and maintain or cause to be procured and maintained at its sole expense, casualty insurance, public liability insurance and such other types of insurance as are reasonably required by the Lender from time to time, with coverages and in amounts normally held by owners of property similar to the Property and with companies satisfactory to the Lender. The policy or policies or duly executed certificate or certificates for such insurance and renewals or replacements thereof shall be deposited with the Lender.

(k) No litigation, tax claims or governmental proceedings are pending or threatened against the Borrower or the Property, and no judgment or order of any court or administrative agency is outstanding

against the Borrower or the Property which would have a material adverse effect on the Borrower or the Property.

(l) The Borrower understands and agrees that the Lender is relying upon the above representations and warranties in extending the Loan to the Borrower. The Borrower further agrees that the foregoing representations and warranties shall be continuing in nature and shall remain in full force and effect until such time as the Loan and Note shall be paid in full, or until this Agreement shall be terminated in the manner provided above, whichever is the last to occur.

(m) The Borrower shall at all times comply with the Guidelines.

(n) The Borrower shall not (a) engage in any business activities substantially different than those in which the Borrower is presently engaged; (b) cease operations, liquidate, merge or consolidate with any other entity; (c) sell, assign or transfer any of the assets of the Borrower which are related to the Borrower's business, except in the ordinary course of business; or (d) purchase or retire any of Borrower's outstanding shares or alter or amend Borrower's capital structure.

(p) The Borrower shall cause to be filed a UCC financing statement for the Security Agreement.

5. Business Subsidy.

(a) Public Purpose. In order to satisfy the provisions of the Business Subsidy Act, the Borrower acknowledges and agrees that the amount of the "Business Subsidy" granted to the Borrower under this Agreement is the Loan, and that the Business Subsidy is needed because the Project is not sufficiently feasible for the Borrower to undertake without the Business Subsidy due to the extraordinary costs of acquiring new equipment. The public purpose of the Business Subsidy is to increase the tax base of the City and the State, and increase jobs in the City and State (including construction jobs).

(b) Operation of Site. The Borrower shall operate the Project as a restaurant (the "Qualified Facility") for at least 5 years after the Benefit Date (defined hereinafter). The improvements will be a Qualified Facility as long as the Project is operated by the Borrower for the aforementioned qualified uses. During any period when the Project is vacant and not operated for the aforementioned qualified uses, the Project will not constitute a Qualified Facility.

(c) Job and Wage Goals. The "Benefit Date" of the assistance provided in this Agreement is the earlier of the date of issuance of the Certificate of Completion or the date the Project is occupied by Borrower. By or before the "Compliance Date", defined as the date two years after the Benefit Date, the Borrower shall (i) create at least 1 full-time job, new to Minnesota, permanent to the Property, and (ii) cause the hourly wage of all the jobs to be at least \$[.00] per hour, [exclusive of benefits]. Notwithstanding anything to the contrary herein, if the wage and job goals described in this paragraph are met by the Compliance Date, those goals are deemed satisfied despite the Borrower's continuing obligations under Section 5(b). The Lender may, after a public hearing, extend the Compliance Date by up to one year, provided that nothing in this section will be construed to limit the Authority's legislative discretion regarding this matter.

(d) Remedies. If the Borrower fails to meet the goals described in Section 5(b) and 5(c), the Borrower shall repay to the Lender upon written demand from the Lender a "pro rata share" of the outstanding principal amount of the Loan together with interest on that amount at the implicit price deflator as provided in Section 116J.994, subd. 6 of the Business Subsidy Act, accrued from the date of substantial completion of the Project to the date of payment. The term "pro rata share" means percentages calculated as follows:

(i) if the failure relates to the number of jobs, the jobs required less the jobs created, divided by the jobs required;

(ii) if the failure relates to wages, the number of jobs required less the number of jobs that meet the required wages, divided by the number of jobs required;

(iii) if the failure relates to maintenance of the facility as a Qualified Facility in accordance with Section 5(b), 60 less the number of months of operation as a Qualified Facility (where any month in which the Qualified Facility is in operation for at least 15 days constitutes a month of operation), commencing on the Benefit Date and ending with the date the Qualified Facility ceases operation as determined by the Lender, divided by 60; and

(iv) if more than one of clauses (i) through (iii) apply, the sum of the applicable percentages, not to exceed 100%.

Nothing in this Section shall be construed to limit the Lender's remedies under Section 7 hereof. In addition to the remedy described in this Section and any other remedy available to the Lender for failure to meet the goals stated in Section 5, the Borrower agrees and understands that it may not receive a business subsidy from the Lender or any grantor (as defined in the Business Subsidy Act) for a period of 5 years from the date of the failure or until the Borrower satisfies its repayment obligation under this Section, whichever occurs first.

(e) Reports. The Borrower must submit to the Lender a written report regarding business subsidy goals and results by no later than February 1 of each year, commencing February 1, 2026 and continuing until the later of (i) the date the goals stated in Section 5(b) and (c) are met; (ii) 30 days after expiration of the period described in Section 5(b); or (iii) if the goals are not met, the date the subsidy is repaid in accordance with Section 5(d). The report must comply with Section 116J.994, subdivision 7 of the Business Subsidy Act. The Lender will provide information to the Borrower regarding the required forms. If the Borrower fails to timely file any report required under this Section, the Lender will mail the Borrower a warning within one week after the required filing date. If, after 14 days of the postmarked date of the warning, the Borrower fails to provide a report, the Borrower must pay to the Lender a penalty of \$100 for each subsequent day until the report is filed. The maximum aggregate penalty payable under this Section is \$1,000.

(f) Other assistance. Other than the loan provided pursuant to this Agreement, there are no other state or local government agencies providing financial assistance for the Project.

(g) Parent Corporation. [The Borrower does not have a parent corporation].

6. Event of Default by Borrower. The following shall be Events of Default under this Agreement:

(a) failure to pay any principal or interest on the Loan when due;

(b) any representation or warranty made by the Borrower herein or in any document, instrument, or certificate given in connection with the Loan Documents that is false when made;

(c) Failure by the Borrower to pay its debts as they become due, or if the Borrower makes an assignment for the benefit of its creditors, admits in writing its inability to pay its debts as they become due, files a petition under any chapter of the Federal Bankruptcy Code or any similar law, state or federal, now or hereafter existing, becomes "insolvent" as that term is generally defined under the Federal Bankruptcy Code,

files an answer admitting insolvency or inability to pay its debts as they become due in any involuntary bankruptcy case commenced against it, or fails to obtain a dismissal of such case within thirty (30) days after its commencement or convert the case from one chapter of the Federal Bankruptcy Code to another chapter, or be the subject of an order for relief in such bankruptcy case, or be adjudged a bankrupt or insolvent, or has a custodian, trustee, or receiver appointed for, or has any court take jurisdiction of its property, or any part thereof, in any proceeding for the purpose of reorganization, arrangement, dissolution, or liquidation, and such custodian, trustee, or receiver is not discharged, or such jurisdiction is not relinquished, vacated, or stayed within thirty (30) days of the appointment;

(d) a garnishment summons or writ of attachment is issued against or served upon the Lender for the attachment of any property of the Borrower in the Lender's possession or any indebtedness owing to the Borrower, unless appropriate papers are filed by the Borrower contesting the same within thirty (30) days after the date of such service or such shorter period of time as may be reasonable in the circumstances;

(e) any breach or failure of the Borrower to perform any other term or condition of this Agreement or the Loan Documents not specifically described as an Event of Default in this Agreement or the Loan Documents, and such breach or failure continues for a period of fifteen (15) days after the Lender has given written notice to the Borrower specifying such default or breach, unless the Lender agrees in writing to an extension of such time prior to its expiration; provided, however, if the failure stated in the notice cannot be corrected within the applicable period, the Lender will not unreasonably withhold its consent to an extension of such time if corrective action is instituted by the Borrower within the applicable period and is being diligently pursued until the Default is corrected, but no such extension shall be given for an Event of Default that can be cured by the payment of money (i.e., payment of taxes, insurance premiums, or other amounts required to be paid hereunder);

(f) the Borrower takes any of the actions set forth in Section 9 hereof; and

(g) any breach by Borrower of any other agreement between Borrower and Lender, or Borrower and the City.

7. Lender's Remedies upon Borrower's Default. Upon an Event of Default by the Borrower and after provision by the Lender of written notice, if the Borrower has failed to remedy such default within the period specified above, the Lender shall have the right to exercise any or all of the following remedies (and any other rights and remedies available to it):

(a) declare the principal amount of the Loan and any accrued interest thereon to be immediately due and payable upon providing written notice to the Borrower;

(b) suspend its performance under this Agreement;

(c) take any action provided for at law to enforce compliance by the Borrower with the terms of this Agreement and the Note; and

(d) exercise its remedies under the Personal Guaranty.

In addition to any other amounts due on the Loan, and without waiving any other right of the Lender under any this Agreement or any other instrument securing the Loan applicable documents, the Borrower shall pay to the Lender a late fee of \$250 for any payment not received in full by the Lender within 30 calendar days of the date on which it is due. Furthermore, interest will continue to accrue on any amount due until the date on which it is paid to the Lender, and all such interest will be due and payable at the same time as the amount on which it has accrued.

8. Lender's Costs of Enforcement of Agreement. If an Event of Default has occurred as provided herein, then upon demand by the Lender, the Borrower shall pay or reimburse the Lender for all expenses, including all attorneys' fees and expenses incurred by the Lender in connection with the enforcement of this Agreement, the Loan Documents and the Note, or in connection with the protection or enforcement of the interests and collateral security of the Lender in any litigation or bankruptcy or insolvency proceeding or in any action or proceeding relating in any way to the transactions contemplated by this Agreement.

9. Early Repayment. The Loan will be immediately due and payable if:

- (a) the Borrower or its owners sells or otherwise transfers any or part or his/her interest in the Property;
- (b) the Borrower fails to comply with the Guidelines; or
- (c) the Borrower ceases operations, reduces services or significantly alters the Project.

10. Indemnification.

(a) The Borrower shall and does hereby agree to protect, defend, indemnify, and hold the Lender and the City, and their respective officers, agents, and employees, harmless of and from any and all liability, loss, or damage that it may incur under or by reason of this Agreement, and of and from any and all claims and demands whatsoever that may be asserted against the Lender by reason of any alleged obligations or undertakings on its part to perform or discharge any of the terms, covenants, or agreements contained herein.

(b) Should the Lender or the City, or their respective officers, agents, or employees, incur any such liability or be required to defend against any claims or demands pursuant to Section 10, or should a judgment be entered against the Lender, the amount thereof, including costs, expenses, and reasonable attorneys' fees, shall bear interest thereon at the rate then in effect on the Note, shall be secured hereby, shall be added to the Loan, and the Borrower shall reimburse the Lender for the same immediately upon demand, and upon the failure of the Borrower to do so, the Lender may declare the Loan immediately due and payable.

(c) This indemnification and hold harmless provision shall survive the execution, delivery, and performance of this Agreement and the creation and payment of any indebtedness to the Lender. The Borrower waives notice of the acceptance of this Agreement by the Lender.

(d) Nothing in this Agreement shall constitute a waiver of or limitation on any immunity from or limitation on liability to which the Lender is entitled under law.

11. Miscellaneous.

(a) Waiver. The performance or observance of any promise or condition set forth in this Agreement may be waived, amended, or modified only by a writing signed by the Borrower and the Lender. No delay in the exercise of any power, right, or remedy operates as a waiver thereof, nor shall any single or partial exercise of any other power, right, or remedy.

(b) Assignment. This Agreement shall be binding upon the Borrower and its successors and assigns and shall inure to the benefit of the Lender and its successors and assigns. All rights and powers

specifically conferred upon the Lender may be transferred or delegated by the Lender to any of its successors and assigns. The Borrower's rights and obligations under this Agreement may be assigned only when such assignment is approved in writing by the Lender.

(c) Governing Law. This Agreement is made and shall be governed in all respects by the laws of the State of Minnesota. Any disputes, controversies, or claims arising out of this Agreement shall be heard in the state or federal courts of Minnesota, and all parties to this Agreement waive any objection to the jurisdiction of these courts, whether based on convenience or otherwise.

(d) Severability. If any provision or application of this Agreement is held unlawful or unenforceable in any respect, such illegality or unenforceability shall not affect other provisions or applications that can be given effect, and this Agreement shall be construed as if the unlawful or unenforceable provision or application had never been contained herein or prescribed hereby.

(e) Notice. All notices required hereunder shall be given by depositing in the U.S. mail, postage prepaid, first-class mail, return receipt requested, to the following addresses (or such other addresses as either party may notify the other):

To Lender: City of Monticello Economic Development Authority
505 Walnut Street, Suite 1
Monticello, MN 55362
Attn: Executive Director

To Borrower: Renewed Pilates LLC
26140 109th Ave N
Rogers, MN 55374

(f) Termination. If the Loan is not disbursed pursuant to this Agreement within 180 days of approval of the Loan by the Board of the Commissioners of the Lender (the "Board"), this Agreement shall terminate and neither party shall have any further obligation to the other, except that if the Loan is not disbursed because the Borrower has failed to use its best efforts to comply with the conditions set forth in Section 3 of this Agreement then the Borrower shall pay to the Lender all reasonable attorneys' fees, costs, and expenses incurred by the Lender in connection with this Agreement, the Loan Documents and the Note. The 180 days may be extended up to an additional 120 days if an extension request is (i) received at least 30 days prior to the expiration of the 180 days and (ii) approved by the Board.

Provided the Loan is disbursed within the required timeframe, this Agreement shall terminate on the later of the Maturity Date (as defined in the Note) or the date that the Loan has been paid in full (the "Termination Date"). Notwithstanding anything herein to the contrary, the indemnification provisions provided in Section 10 hereof shall not terminate on the Termination Date.

(g) Entire Agreement. This Agreement, together with any exhibits attached hereto, which are incorporated by reference, constitutes the complete and exclusive statement of all mutual understandings between the parties with respect to this Agreement, superseding all prior or contemporaneous proposals, communications, and understandings, whether oral or written, concerning the Loan.

(h) Headings. The headings appearing at the beginning of the several sections contained in this Agreement have been inserted for identification and reference purposes only and shall not be used in the construction and interpretation of this Agreement.

(i) Electronic Signatures; Execution in Counterparts. The electronic signature of the parties to this Agreement shall be as valid as an original signature of such party and shall be effective to bind the parties hereto. For purposes hereof, (i) “electronic signature” means a manually signed original signature that is then transmitted by electronic means; and (ii) “transmitted by electronic means” means sent in the form of a facsimile or sent via the internet as a portable document format (“pdf”) or other replicating image attached to an electronic mail or internet message. This Agreement may be simultaneously executed in several counterparts, each of which shall be an original and all of which shall constitute but one and the same instrument.

(j) Data Practices. All data collected, created, received, maintained or disseminated for any purpose in the course of the Borrower’s performance of this Agreement is governed by the Minnesota Government Data Practices Act, Minn. Stat. Ch. 13, and any other applicable state statutes, any state rules adopted to implement the Act and statutes, as well as federal statutes and regulations on data privacy.

(k) Accounting and Records. The Borrower agrees to establish and maintain complete, accurate and detailed accounts and records relating to the receipt and expenditure of all funds received under this Agreement. Such accounts and records shall be kept and maintained by the Borrower for a period of six (6) years following the Termination Date. Accounting methods shall be in accordance with generally accepted accounting principles.

(l) Audits. The accounts and records of the Borrower described in paragraph (l) above shall be audited in the same manner as all other accounts and records of the Borrower and may, for a period of six (6) years following the Termination Date, be inspected on the Borrower’s premises by the Authority or individuals or organizations designated by the Authority, upon reasonable notice thereof to the Borrower. The books, records, documents and accounting procedures relevant to this Agreement are subject to examination by the State Auditor in accordance with Minnesota law.

IN WITNESS WHEREOF, this Agreement has been duly executed and delivered by the proper officers thereunto duly authorized on the day and year first written above.

LENDER:

**CITY OF MONTICELLO ECONOMIC
DEVELOPMENT AUTHORITY**

By: _____

President

By: _____

Executive Director

**[SIGNATURE PAGE TO LOAN AGREEMENT – CITY OF MONTICELLO ECONOMIC
DEVELOPMENT AUTHORITY]**

BORROWER:

RENEWED PILATES LLC, a Minnesota limited liability company

By _____
Its _____

EXHIBIT A

Legal Description of Property

That property located in the City of Monticello, Wright County, Minnesota and legally described as follows:

[INSERT]

PROMISSORY NOTE

\$28,500

February 11, 2026

FOR VALUE RECEIVED, the undersigned, RENEWED PILATES LLC, a Minnesota limited liability company (the "Borrower"), for value received, hereby promises to pay to the CITY OF MONTICELLO ECONOMIC DEVELOPMENT AUTHORITY, a public body corporate and politic under the laws of Minnesota (the "Lender") (Lender and any holder of this Note from time to time are each hereinafter sometimes referred to as "Holder"), at 505 Walnut Street, Suite 1, Monticello, Minnesota 55362, or such other place as may be designated from time to time in writing by the Holder hereof, the principal sum of TWENTY-EIGHT THOUSAND FIVE HUNDRED and no/100ths Dollars (\$28,500) or so much thereof as may be advanced under this Note (the "Loan"), pursuant to the terms of a Loan Agreement between the Borrower and the Lender of even date herewith (the "Loan Agreement"), together with interest thereon at the rate of 5.75% per annum from the date of this Promissory Note (the "Note"), in any coin or currency which at the time or times of payment is legal tender for the payment of private debts in the United States of America. All capitalized terms not otherwise defined herein shall have the meanings set forth in the Loan Agreement. The principal and interest of this Note is payable as follows:

1. Interest at the rate of 5.75% per annum shall accrue on the principal amount outstanding on the Note. The Borrower shall make level payments of principal and interest beginning on August 1, 2026 (the "Initial Payment Date"), and continue on the first day of each and every month thereafter until paid in full. Such payments shall fully amortize the principal and interest over ten (10) years; provided that the final payment of unpaid principal and interest shall be due and payable on March 1, 2036 (the "Maturity Date").

2. The Borrower may prepay the principal of the Note plus accrued interest thereon, in whole or in part, on any date without premium or penalty.

3. In addition to any other amounts due on the Loan Amount, and without waiving any other right of Lender under the Loan Documents, Borrower shall pay to Lender a late fee of \$250.00 for any payment not received in full by Lender within 16 calendar days of the date on which it is due. Furthermore, interest will continue to accrue on any amount due until the date on which it is paid to Lender, and all such interest will be due and payable at the same time as the amount on which it has accrued.

4. This Note evidences the Loan and is given pursuant to the Loan Agreement. The repayment of this Note is secured by the Security Agreement and the Personal Guaranty.

All of the agreements, conditions, covenants, provisions, and stipulations contained in the Loan Agreement, the Security Agreement, the Personal Guaranty or any other instrument securing this Note are hereby made a part of this Note to the same extent and with the same force and effect as if they were fully set forth herein. It is agreed that time is of the essence of this Note. If an Event of Default occurs hereunder, under the Loan Agreement or any other instrument securing this Note, then Lender may at its right and option, pursuant to a notice of default, declare immediately due and payable the principal balance of this Note and interest accrued thereon, together with any costs of collection including attorney fees incurred by Lender in collecting or enforcing payment hereof, whether suit be brought or not, and all other sums due hereunder or under the Loan Agreement.

5. The remedies of the Lender as provided herein, and in the Loan Agreement, the Security Agreement, the Personal Guaranty, or any other instrument securing this Note shall be cumulative and concurrent and may be pursued singly, successively, or together, and, at the sole discretion of the Lender, may

be exercised as often as occasion therefor shall occur; and the failure to exercise any such right or remedy shall in no event be construed as a waiver or release thereof.

The Lender shall not be deemed, by any act of omission or commission, to have waived any of its rights or remedies hereunder unless such waiver is in writing and signed by the Lender and then only to the extent specifically set forth in the writing. A waiver with reference to one event shall not be construed as continuing or as a bar to or waiver of any right or remedy as to a subsequent event. This Note may not be amended, modified, or changed except only by an instrument in writing signed by the party against whom enforcement of any such amendment, modifications, or change is sought.

6. The obligations of the Borrower hereunder are unconditional irrespective of any defense or any rights of setoff, recoupment or counterclaim it might otherwise have against the Lender, the City, or any government body or other person.

7. If any of the terms of this Note, or the application thereof to any person or circumstances shall, to any extent, be invalid or unenforceable, the remainder of this Note, or the application of such terms to persons or circumstances other than those to which it is invalid or unenforceable, shall not be affected thereby, and each of the terms of this Note shall be valid and enforceable to the fullest extent permitted by law.

8. It is intended that this Note is made with reference to and shall be construed as a Minnesota contract and governed by the laws of the State of Minnesota.

9. IT IS HEREBY CERTIFIED AND RECITED that all conditions, acts, and things required to exist, happen, and be performed precedent to or in the issuance of this Note do exist, have happened, and have been performed in regular and due form as required by law.

[The remainder of this page is intentionally blank.]

IN WITNESS WHEREOF, the Borrower has caused this Note to be duly executed as of the _____
day of _____, 2026.

RENEWED PILATES LLC, a Minnesota limited
liability company

By _____
Its _____

[SIGNATURE PAGE FOR PROMISSORY NOTE]

PERSONAL GUARANTY

CASSIE MALLINGER

Monticello, Minnesota

February 11, 2026

FOR VALUABLE CONSIDERATION, the receipt and sufficiency of which is hereby acknowledged, and in consideration of and to induce financial accommodations of any kind, with or without security, given or to be given or continued at any time and from time to time by the CITY OF MONTICELLO ECONOMIC DEVELOPMENT AUTHORITY, a public body corporate and politic (the "Lender"), to or for the account of RENEWED PILATES LLC, a limited liability company (the "Borrower"), the undersigned (the "Guarantor") absolutely and unconditionally guaranty to the Lender the full and prompt payment when due, whether at maturity or earlier by reason of acceleration or otherwise, of any and all indebtedness, obligations and liabilities of the Borrower (and any and all successors of the Borrower) to the Lender, now or hereafter existing including the that certain Promissory Note of even date herewith, in the original aggregate principal amount of \$28,500.00, executed and delivered by the Borrower to the Lender, in accordance with the terms of the Loan Agreement, of even date herewith, between the Borrower and the Lender, absolute or contingent, independent, joint, several or joint and several, secured or unsecured, due or to become due, contractual or tortious, liquidated or unliquidated, arising by assignment or otherwise, including without limitation all indebtedness, obligations and liabilities owed by the Borrower (and any and all successors of the Borrower) as a member of any partnership, syndicate, association or other group, and whether incurred by the Borrower (or any successor of the Borrower) as principal, surety, endorser, guarantor, accommodation party or otherwise (collectively, the "Indebtedness"); and the Guarantor agrees to pay on demand all of the Lender's fees, costs, expenses and reasonable attorneys' fees in connection with the Indebtedness, any security therefor, and this guaranty, plus interest on such amounts at the highest rate then applicable to any of the Indebtedness.

The Lender may at any time and from time to time, without consent of or notice to the Guarantor, without incurring responsibility to the Guarantor, without releasing, impairing or affecting the liability of the Guarantor hereunder, upon or without any terms or conditions, and in whole or in part: (1) sell, pledge, surrender, compromise, settle, release, renew, subordinate, extend, alter, substitute, exchange, change, modify or otherwise dispose of or deal with in any manner and in any order any Indebtedness, any evidence thereof, or any security or other guaranty therefor; (2) accept any security for, or other guarantors of, any Indebtedness; (3) fail, neglect or omit to obtain, realize upon or protect any Indebtedness or any security therefor, to exercise any lien upon or right to any money, credit or property toward the liquidation of the Indebtedness, or to exercise any other right against the Borrower, the Guarantor, any other guarantor or any other person; and (4) apply any payments and credits to the Indebtedness in any manner and in any order. No act, omission or thing, except full payment and discharge of the Indebtedness, which but for this provision could act as a release or impairment of the liability of the Guarantor hereunder, shall in any way release, impair or otherwise affect the liability of the Guarantor hereunder, and the Guarantor waives any and all defenses of the Borrower pertaining to the Indebtedness, any evidence thereof, and any security therefor, except the defense of discharge by payment. The failure of any person or persons to sign this or any other guaranty shall not release, impair or affect the liability of the Guarantor hereunder. This guaranty is a primary obligation of the Guarantor and the Lender shall not be required to first resort for payment of the Indebtedness to the Borrower or any other person, its properties or estates, or any security or other rights or remedies whatsoever. The

Guarantor shall be and remain liable for any deficiency remaining after foreclosure of any mortgage or security interest securing the Indebtedness, whether or not the liability of the Borrower or any other person for such deficiency is discharged pursuant to statute, judicial decision or otherwise.

The liability of the Guarantor under this guaranty is in addition to and shall be cumulative with all other liabilities of the Guarantor to the Lender, as guarantor or otherwise, without any limitation as to amount, unless the writing evidencing or creating such other liability specifically provides to the contrary. If any payment applied by the Lender to the Indebtedness is thereafter set aside, recovered, rescinded or required to be returned for any reason (including without limitation the bankruptcy, insolvency or reorganization of the Borrower or any other person), the Indebtedness to which such payment was applied shall for the purposes of this guaranty be deemed to have continued in existence, notwithstanding such application, and this guaranty shall be enforceable as to such Indebtedness as fully as if such application had never been made.

The Guarantor waives: (1) notice of acceptance of this guaranty and of the creation and existence of the Indebtedness; (2) presentment, demand for payment, notice of dishonor, notice of nonpayment, and protest of any instrument evidencing the Indebtedness; and (3) all other demands and notices to the Guarantor or any other person and all other actions to establish the liability of the Guarantor hereunder. The Guarantor consents to the personal jurisdiction of the state and federal courts located in the State of Minnesota in connection with any controversy related to this guaranty, waives any argument that venue in such forums is not convenient, and agrees that any litigation initiated by the Guarantor against the Lender in connection with this guaranty shall be venued in either the District Court of Benton County, Minnesota, or the United States District Court, District of Minnesota.

All property of the Guarantor, now or hereafter in the possession, control or custody of or in transit to the Lender for any purpose, including without limitation the balance of every account of the Guarantor with and each claim of the Guarantor against the Lender, shall be subject to a lien and security interest in favor of the Lender, as security for all liabilities of the Guarantor to the Lender, and shall be subject to be set off against any and all such liabilities, and the Lender may at any time and from time to time at its option and without notice appropriate and apply any such property toward the payment of any and all such liabilities. The Guarantor agrees to promptly provide the Lender from time to time with financial statements of the Guarantor, in form and substance acceptable to the Lender, at least once every 12 months and as otherwise requested by the Lender. The Guarantor agrees to promptly provide the Lender from time to time with such other information respecting the condition (financial and otherwise), business and property of the Guarantor as the Lender may request, in form and substance acceptable to the Lender.

The Guarantor waives all claims, rights and remedies which the Guarantor may now have or hereafter acquire against any person at any time now or hereafter liable to payment of any of the Indebtedness and as to any collateral security, including but not limited to all claims, rights and remedies of contribution, indemnification, exoneration, reimbursement, recourse and subrogation, whether or not such claim, right or remedy arises in equity, under contract, by statute, under common law or otherwise, whether or not the Indebtedness has been fully paid, and all payments and recoveries under this guaranty shall be considered equity investments by the Guarantor in the Borrower; provided, nothing contained in this guaranty shall deprive the Guarantor of any claim, right or remedy, after the Indebtedness has been fully paid, against any person other than the Borrower. No delay or failure by the Lender in exercising any right, and no partial or single exercise thereof shall constitute a waiver thereof. No waiver of any rights hereunder, and no modification or amendment of this guaranty shall be effective unless the same is in writing duly executed by the Lender, and each such waiver, if any, shall apply only with respect to the specific instance involved and shall not impair or affect the rights of the Lender or the provisions of this guaranty in any other respect at any other time. This guaranty shall continue until written notice of

revocation of this guaranty, executed by the Guarantor, has been received by the Lender; provided, no revocation of this guaranty shall affect in any manner any liability of the Guarantor under this guaranty with respect to Indebtedness arising before the Lender receives such written notice of revocation, and the sole effect of revocation of this guaranty shall be to exclude from this guaranty Indebtedness thereafter arising which is unconnected with Indebtedness theretofore arising or transactions theretofore entered into.

Any invalidity or unenforceability of any provision or application of this guaranty shall not affect other lawful provisions and applications hereof and to this end the provisions of this guaranty are declared to be severable. This guaranty shall bind the Guarantor and the heirs, representatives, successors and assigns of the Guarantor, and of each of them respectively, and shall benefit the Lender, its successors and assigns. This guaranty shall be governed by and construed in accordance with the laws of the State of Minnesota.

Agrees that the Lender shall not be required to first resort for payment to the Borrower or any other person, corporation or entity, or their properties or estate, or any other right or remedy whatsoever, prior to enforcing this Guaranty.

Agrees that this Guaranty shall be construed as a continuing, absolute, and unconditional guaranty without regard to (I) the validity, regularity or enforceability or the Obligations or the disaffirmance thereof in any insolvency or bankruptcy proceeding relating to the Borrower; or (2) any event or any conduct or action of the Borrower or the Lender or any other party which might otherwise constitute a legal or equitable discharge of a surety or guarantor but for this provision.

The Guarantor is an owner of the Borrower and the Guarantor acknowledges and agrees that the Indebtedness is being utilized by the Borrower to finance a portion of the costs related to the interior building renovations and the purchase of restaurant equipment located at 154 Walnut Street in the City (the "Property"), and such business improvements will materially financially benefit the Guarantor and, therefore, the Guarantor's obligations under this Guaranty are proper, valid and enforceable.

The Guarantor agrees to deliver to the Lender: (i) on or before the earlier of thirty (30) days after its completion or one hundred twenty (120) days following each calendar year, the signed personal financial statement of the Guarantor, in a form acceptable to Lender and dated as of December 31st of the immediately preceding year, which financial statement presents the financial condition (including all guaranty and other contingent obligations) of the Guarantor as of such date; and (ii) as soon as available, but in no event later than their required filing, the federal income tax return, including all schedules and forms, for the applicable year for the Guarantor. In addition, Guarantor agrees with reasonable promptness, to provide to Lender such further information regarding the business, operations, affairs and financial and other condition of the Guarantor as the Lender may reasonably request.

The Guarantor warrants and represents to the Lender as follows:

a. Enforceability. This Guaranty constitutes the legal, valid and binding obligation of the Guarantor, enforceable in accordance with its terms (subject, as to enforceability, to limitations resulting from bankruptcy, insolvency or other similar laws affecting creditors' rights generally).

b. Litigation. There is no action, suit or proceeding pending or, to the knowledge of the Guarantor, threatened against or affecting the Guarantor which, if adversely determined, would have a material adverse effect on the condition (financial or otherwise), property or

assets of the Guarantor, or which would question total validity of this Guaranty or any instrument, document or other agreement related hereto or required hereby, or impair the ability of the Guarantor to perform his or her obligations hereunder or thereunder.

c. Default. Guarantor is not in default of a material provision under any material agreement, instrument, decree or order to which he or she is a party or by which he or she or his or her property is bound or affected.

d. Consents. No consent, approval, order or authorization of, or registration, declaration or filing with, or notice to, any governmental authority or any third party is required in connection with the execution and delivery of this Guaranty or any of the agreements or instruments herein mentioned to which Guarantor is a party or the carrying out or performance of any of the transactions required or contemplated hereby or thereby or, if required, such consent, approval, order or authorization has been obtained or such registration, declaration or filing has been accomplished or such notice has been given prior to the date hereof.

e. Taxes. Guarantor has filed all tax returns required to be filed and has paid all taxes shown thereon to be due, including interest and penalties, which are not being contested in good faith and by appropriate proceedings and none of them has any information or knowledge of any objections to or claims for additional taxes in respect of federal income or excess profits tax returns for prior years.

THE GUARANTOR REPRESENTS, CERTIFIES, WARRANTS AND AGREES THAT THE GUARANTOR HAS READ ALL OF THIS GUARANTY AND UNDERSTAND ALL OF THE PROVISIONS OF THIS GUARANTY. THE GUARANTOR ALSO AGREES THAT COMPLIANCE BY THE LENDER WITH THE EXPRESS PROVISIONS OF THIS GUARANTY SHALL CONSTITUTE GOOD FAITH AND SHALL BE CONSIDERED REASONABLE FOR ALL PURPOSES.

Cassie Mallinger

UCC FINANCING STATEMENT

FOLLOW INSTRUCTIONS

A. NAME & PHONE OF CONTACT AT SUBMITTER (optional)
B. E-MAIL CONTACT AT SUBMITTER (optional)
C. SEND ACKNOWLEDGMENT TO: (Name and Address)
SEE BELOW FOR SECURED PARTY CONTACT INFORMATION

Print

Reset

THE ABOVE SPACE IS FOR FILING OFFICE USE ONLY

1. DEBTOR'S NAME: Provide only one Debtor name (1a or 1b) (use exact, full name; do not omit, modify, or abbreviate any part of the Debtor's name); if any part of the Individual Debtor's name will not fit in line 1b, leave all of item 1 blank, check here and provide the Individual Debtor information in item 10 of the Financing Statement Addendum (Form UCC1Ad)

1a. ORGANIZATION'S NAME					
OR	1b. INDIVIDUAL'S SURNAME		FIRST PERSONAL NAME	ADDITIONAL NAME(S)/INITIAL(S)	SUFFIX
1c. MAILING ADDRESS		CITY	STATE	POSTAL CODE	COUNTRY

2. DEBTOR'S NAME: Provide only one Debtor name (2a or 2b) (use exact, full name; do not omit, modify, or abbreviate any part of the Debtor's name); if any part of the Individual Debtor's name will not fit in line 2b, leave all of item 2 blank, check here and provide the Individual Debtor information in item 10 of the Financing Statement Addendum (Form UCC1Ad)

2a. ORGANIZATION'S NAME					
OR	2b. INDIVIDUAL'S SURNAME		FIRST PERSONAL NAME	ADDITIONAL NAME(S)/INITIAL(S)	SUFFIX
2c. MAILING ADDRESS		CITY	STATE	POSTAL CODE	COUNTRY

3. SECURED PARTY'S NAME (or NAME of ASSIGNEE of ASSIGNOR SECURED PARTY): Provide only one Secured Party name (3a or 3b)

3a. ORGANIZATION'S NAME					
OR	3b. INDIVIDUAL'S SURNAME		FIRST PERSONAL NAME	ADDITIONAL NAME(S)/INITIAL(S)	SUFFIX
3c. MAILING ADDRESS		CITY	STATE	POSTAL CODE	COUNTRY

4. COLLATERAL: This financing statement covers the following collateral:

5. Check only if applicable and check only one box: Collateral is held in a Trust (see UCC1Ad, item 17 and Instructions) being administered by a Decedent's Personal Representative

6a. Check only if applicable and check only one box:

Public-Finance Transaction Manufactured-Home Transaction A Debtor is a Transmitting Utility

6b. Check only if applicable and check only one box:

Agricultural Lien Non-UCC Filing

7. ALTERNATIVE DESIGNATION (if applicable): Lessee/Lessor Consignee/Consignor Seller/Buyer Bailee/Bailor Licensee/Licensor

8. OPTIONAL FILER REFERENCE DATA:

Life is good.
BUSINESS IS GREAT.

Development Services
Jim Thares | Economic Development Manager

Email: Jim.Thares@MonticelloMN.gov
Phone: (763) 271-3254

Monticello Economic Development Authority
505 Walnut Street, Suite 1, Monticello, Minnesota 55368

**Business Subsidy
Preliminary Qualifying
Application**

Please Note: All information provided on this application is made public

Contact Information

Applicant: Cassie Mallinger
Firm Or Trade Name: Renewed Pilates LLC
City/State: Monticello, MN
Telephone: (Bus.) [REDACTED]
E-Mail: [REDACTED]@gmail.com

Business Information

Type Of Business: Sole Proprietorship Corporation Partnership Start Up
Type Of Project: Manufacturing Commercial Residential
Type Of Project: New Business Relocation Expansion
Financial Assistance Seeking: GMEF TIF Tax Abatement SCDP

History of Your Business New Pilates business founded by experienced instructor Cassie Mallinger

Development Plans

Total Sq. Ft. of Building 1,500 Own Lease
Estimated Sq Ft Cost of Construction \$85-100 / sq ft (est.)
Estimated Land Acreage N/A (tenant space)

Describe Your Project (Products, Processes, Employment Types, Location(s), Customers, Markets & Any other information to help us understand the nature of your business)
Build-out of a 1,500 sq ft Reformer Pilates studio with classroom space, reception area, storage, and non-slip flooring. Offers group classes and private training for adults seeking low-impact strength, mobility, and wellness.

Attach Any Images or Plans That May Help Explain Your Project

Financial Information

Anticipated Lender North Star Bank (Monticello)
Anticipated Contractor Block 52 Developer / Approved Contractor
Anticipated Amount of Financial Request from EDA \$25,000
Anticipated Schedule Build-out Dec 2025-Feb 2026; open March 2026.

Job And Wage Level Creation

For Monticello Location Only: Created & Filled FTE within Two Years
of Jobs 3 FTE
Average Wages Per Employee \$30-35 hr

Date 11/13/2025 Signature Cassie Mallinger

Government Data Practices Act — Tennessen Warning:

The data you supply on this form will be used to process the application for which you are applying. You are not legally required to provide this data, but the City of Monticello may not be able to process your application without it. The data will constitute a public record if posted to a board or commission agenda packet and as such will be available to the general public upon written request. Minnesota Statute §13.41

Legal name of applicant: Cassie Mallinger

Address: 101 West Broadway St, Monticello, MN 55362

Telephone number: [REDACTED]

Name of contact person: Cassie Mallinger

REQUESTED INFORMATION

Addendum shall be attached hereto addressing in detail the following:

1. A map showing the exact boundaries of proposed development.
2. Give a general description of the project including size and location of building(s); business type or use; traffic information including parking, projected vehicle counts and traffic flow; timing of the project; estimated market value following completion.
3. The existing Comprehensive Guide Plan Land Use designation and zoning of the property. Include a statement as to how the proposed development will conform to the land use designation and how the property will be zoned.
4. A statement identifying how the increment assistance will be used and why it is necessary to undertake the project.
5. A statement identifying the public benefits of the proposal including estimated increase in property valuation, new jobs to be created, hourly wages and other community assets.
6. A written description of the developer's business, principals, history and past projects

I understand that the application fee will be used for EDA staff and consultant costs and may be partially refundable if the request for assistance is withdrawn. Refunds will be made at the discretion of the EDA Board and be based on the costs incurred by the EDA prior to withdraw of the request for assistance. If the initial application fee is insufficient, I will be responsible for additional deposits.

SIGNATURE

Applicant's signature: *Cassie Mallinger*

Date: 11/13/2025

CITY OF MONTICELLO ECONOMIC DEVELOPMENT AUTHORITY

Application for Business Assistance Financing

GENERAL INFORMATION:

Business Name: Renewed Pilates Date: 11/13/2025

Address: 101 West Broadway St, Monticello, MN 55362

Type (Partnership, etc.): Limited Liability Company (single-member)

Authorized Representative: Cassie Mallinger Phone: [REDACTED]

Description of Business: Reformer Pilates studio offering classes and private training.

Legal Counsel: To be determined

Address: _____ Phone: _____

Financial Assistance Seeking GMEF TIF SCDP Downtown Facade Tax Abatement

FINANCIAL BACKGROUND:

- 1. Have you ever filed for bankruptcy? **No**
- 2. Have you ever defaulted on any loan commitment? **No**
- 3. Have you applied for conventional financing for the project? **No**

4. List financial references:

- a. Falcon National Bank – Maple Grove, MN (personal banking)
- b. Local Monticello bank (business account to be opened prior to launch)
- c. WomenVenture – microloan application in progress

5. Have you ever used Business Assistance Financing before? No
If yes, what, where and when? _____

PROJECT INFORMATION:

1. Location of Proposed Project: 101 West Broadway St, Monticello, MN 55362 (Block 52)

2. Amount of Business Assistance requested? 25,000

3. Need for Business Assistance: EDA funds support equipment & early startup capital

4. Present ownership of site: Leased / Block 52 Developer

5. Number of permanent jobs created as a result of project? 1 full-time, 1 part-time

6. Estimated annual sales: Present: 0 Future: 150,000-200,000

7. Market value of project following completion: Approximately \$200,000

8. Anticipated start date: December 2025 Completion Date: February 2026

FINANCIAL INFORMATION:

1. Estimated project related costs:	
a. Land acquisition	<u>\$ 0</u>
b. Site development	<u>0</u>
c. Building cost	<u>153,450</u>
d. Equipment	<u>62,000</u>
e. Architectural/engineering fee	<u>8,000</u>
f. Legal fees	<u>2,000</u>
g. Off-site development costs	<u>1,000</u>

2. Source of financing:

a. Private financing institution	\$ 50,000 (Bank loan)
b. Tax increment funds	0
c. Other public funds	25,000 (EDA loan)
d. Developer equity	159,450 (TI + owner eq.)

PLEASE INCLUDE:

1. Preliminary financial commitment from bank.
2. Plans and drawing of project.
3. Background material of company.
4. Pro Forma analysis.
5. Financial statements.
6. Statement of property ownership or control.
7. Payment of application fee of \$250.00

RENEWED PILATES EDA ADDENDUM

Submitted by: Cassie Arlene Mallinger, Owner & Lead Instructor

Location: Block 52 Development, Monticello, Minnesota

1. Business Overview

Renewed Pilates is a boutique reformer-based Pilates studio opening within the Block 52 development in downtown Monticello. The studio will offer small-group reformer classes, private sessions, and beginner- to post-rehab–friendly movement instruction. The environment emphasizes safety, clarity, proper form, and community connection.

Mission Pillars

- **Honest Movement** — evidence-informed, low-impact exercise
- **Transparent Wellness** — clear pricing with no contracts or hidden fees
- **Community-Centered Support** — accessible, instructor-led movement for all abilities

Monticello currently has no equipment-based Pilates studio offering reformers, towers, or classical apparatus. Renewed Pilates will fill this service gap and meet rising demand for guided, low-impact strength training.

2. Owner Background & Qualifications

My name is **Cassie Arlene Mallinger**, and I am the owner and lead instructor of Renewed Pilates. I bring a strong track record of delivering high-quality instruction, maintaining long-term client relationships, and generating consistent revenue.

Proven Revenue & Retention

For the past two years, I have taught Pilates and small-group training at Life Time Fitness and have consistently maintained ~50 active clients. My instruction produces **\$7,000–\$10,000 in monthly revenue**, demonstrating:

- Strong member retention
- Recurring session purchases

- Established trust in my programming
- Clear demand for my teaching style

Teaching Expertise

I teach:

- Reformer Pilates
- Mat Pilates
- Alignment-based functional movement
- Posture, mobility & core progression
- Older-adult & beginner-friendly programming
- Private and small-group sessions

My clientele already aligns with the target demographic for Renewed Pilates.

3. Target Market & Membership Goals

Monticello and surrounding cities include over 30,000 adults who fit the ideal demographic: women 25–55, adults 55+, post-rehab clients, beginners, and individuals seeking structured low-impact exercise.

There is currently **no classical Pilates studio** providing equipment-based instruction in Monticello.

Primary Client Segments

Segment	Core Needs	Why They Choose Renewed Pilates
Women 25–55	Structure, confidence, consistency	Trusted instructor + clear guidance
Adults 55+	Balance, mobility, posture	Small class sizes + safe instruction
Post-rehab	Continuation after PT/Chiro	Injury-aware programming + partnerships

New/returning exercisers	Accountability + gentle progression	Highly supportive environment
--------------------------	-------------------------------------	-------------------------------

Membership Growth Projections

Timeline	Member Goal	Notes
Pre-Opening	15–20	Early revenue stabilization
Month 3	35–45	Standard ramp-up
Month 6	55–60	Break-even point
End of Year 1	80–100	Consistent with MN boutique benchmarks

These goals are supported by local market demand, population density, industry retention averages (70–85%), and my personal 85% retention rate.

4. Marketing & Community Growth Strategy

A. Digital Presence

- Google Business Profile
- SEO-optimized website with transparent pricing
- Testimonial and educational social media content
- Email/SMS onboarding + retention

B. Healthcare & Community Partnerships

Planned collaborations include:

- Physical therapy clinics
- Chiropractors
- Pelvic floor specialists
- Local churches and wellness providers

Projected to contribute 10–20% of new members annually.

C. Referral & Loyalty Programs

- 2 monthly guest passes per member
- \$20 referral credit for both parties
- Member milestone recognition

Referral programs typically generate 25–35% of boutique studio growth.

D. Additional Revenue Streams

- Workshops (Back Pain, Desk Worker Mobility, Posture Basics)
- 6–8 week challenges
- Retail (grip socks, apparel)
- Private small-group sessions

5. Financial Structure & Purpose of the EDA Loan

Funding Sources

- **Bank Loan:** \$50,000
- **EDA Loan Request:** \$25,000
- **WomenVenture Microloan:** ~\$10,000
- **Owner Contribution:** ~\$7,000
- **Additional Grants/Aid:** \$2,000–\$3,000

6. How the EDA Loan Will Be Used

The EDA loan will be used **specifically to purchase Pilates equipment for the Renewed Pilates Fitness Center**, ensuring the studio opens fully outfitted for small-group classes and private instruction.

Equipment to Be Purchased (Vendor: Balanced Body Inc.)

Balanced Body – Bravo Reformer™ with Tower and Mat

- **Unit Cost:** \$5,250 each
- **Model:** Bravo Reformer™ with Tower and Mat
- **Product Number:** 18997
- **Vendor:** Balanced Body (Pilates equipment manufacturer – US-based)
- **Quantity Needed:** 6
- **Estimated Total:** \$31,500 + applicable shipping/taxes



Equipment Description (requested for clarity):

- Eco-friendly recycled polywood frame

- Integrated Tower for expanded exercise options
- Mat Conversion system for comfort & versatility
- Smaller footprint with Cadillac-level functionality
- Suitable for studios with diverse age and ability levels

Estimated Funding Allocation:

- **\$25,000** of the EDA loan will be applied toward equipment acquisition.
- Remaining equipment balance will be covered by the bank loan and owner contribution.

7. Business Plan Submission Note

Per advisor recommendation, I will **not** attach the full business plan to the initial application packet.

Instead:

- I will bring printed copies to the EDA review meeting for reference.
- Copies will be handed out during the discussion and collected afterward to prevent distribution to the general public or potential competitors.
- I will state in the application that a “recently completed business plan is available upon request.”

8. Closing Statement

Renewed Pilates is a strong, low-risk investment supported by proven instruction experience, consistent client demand, and realistic financial planning. The EDA loan plays a vital role in equipping the studio appropriately, ensuring it launches with the capacity, quality, and stability needed for long-term success.

Thank you for your consideration and support of small-business development in Monticello.

Sincerely,

Cassie Arlene Mallinger

Owner & Lead Instructor, Renewed Pilates

6A.

SUPPORTING DATA:

G. Renewed Pilates, LL Proposed Lease Agreement – Space at 101 West Broadway

A printed copy will be available for review at the meeting.



January 30, 2026

Borrower:

Renewed Pilates, LLC
Cassie Mallinger
101 W. Broadway St Ste TBD
Monticello, MN 55362

Dear Cassie –

Sherburne State Bank is pleased to notify you that your loan application on behalf of Renewed Pilates, LLC, has been granted, subject to the terms and conditions outlined in this letter.

Loan Terms:

Loan Amount: \$43,000.00
Loan Purpose: Purchase Equipment
Loan Term: 84 Months
Loan Type: SBA 7a Express
Product: Closed-End Term
Rate: 8.59% fixed

This commitment letter will remain valid until March 30, 2026. The loan must be closed and funded by this date for this commitment letter to remain valid.

Please let me know if you have any questions. Thank you,

A handwritten signature in blue ink, appearing to read "William Moritz", is written over a light blue horizontal line.

William Moritz
Commercial Lender
763.271.7195

12500 Sherburne Avenue
P. O. Box 428
Becker, MN 55308
763-261-4200

1200 State Highway 25 S.
P. O. Box 970
Monticello, MN 55362
763-271-7177

136 N. Rum River Drive
Princeton, MN 55371
763-389-4099



2025 Google

City of Monticello Economic Development Authority

Industrial Development Project Ranking

October 10, 2017

The scoring worksheet is to be used as a Guideline for weighing the merits of the use of EDA development tools such as incentive financing such as TIF or Tax Abatement. It is intended to be Guideline and should be applied to prospects in this manner. There may be instances where factors of a proposed development may warrant deviation from the Guidelines. It is the EDA's discretion to adhere to the Guidelines or deviate from them in the interest of furthering Economic Development Goals and Objectives in the City of Monticello as identified in by the Monticello Comprehensive Plan.

There are several factors that are pertinent to proposed scoring. They are shown below with a Worksheet Summary at the conclusion.

Name of Project: Renewed Pilates

1. Number of New Employees

<u>Point Value</u>	<u>Number</u>
+1	1 – 5
+2	6 - 15
+3	16 - 30
+4	31 - 50
+5	51 +

2. Number of Jobs Per Acre (1.5 jobs / .039 acres)

<u>Point Value</u>	<u>Number Per Acre</u>
+1	1 – 2 per acre
+2	3 – 4 per acre
+3	5 – 6 per acre
+4	6 – 7 per acre
+5	8 + per acre

3. Average Wages for New Jobs

<u>Point Value</u>	<u>Pay Range</u>	<u>Dollar Weighting</u>	<u>Total Empl.</u>	<u>Weighted \$ Amt.</u>
+1	\$15,000-24,999	\$20,000	_____	\$ _____
+2	\$25,000-29,999	\$27,500	_____	\$ _____
+3	\$30,000-44,999	\$37,500	<u>1.5</u>	\$ 43,680
+4	\$45,000-59,999	\$52,500	_____	\$ _____
+5	\$60,000 +	\$60,000	_____	\$ _____

4. Public Assistance per New Jobs

\$25,000 Public Assistance

1.5 Number of new jobs created

\$16,666 **Public Assistance per new job**

<u>Point Value</u>	<u>Public Dollars Invested Per New Job</u>
+1	Over \$50,000
+2	\$40,000 to \$49,999
+3	\$30,000 to \$39,999
+4	\$20,000 to \$29,999
+5	\$0 to \$19,999

5. Number of Years of TIF Assistance Needed **N/A**

+0	9 years
+1	8 years
+2	7 years or less

6. Developed Assessed Value Per Acre \$100,000 / .039 acres (1,715sqft)

<u>Point Value</u>	<u>Value Per Acre</u>
+1	\$150,000-199,999
+2	\$200,000-349,999
+3	\$350,000-499,999
+4	\$500,000-599,999
+5	\$600,000 +

7. Business Retention

<u>Point Value</u>	<u>Number of Retained Jobs</u>
+0.5	1-5 jobs
+1	6-10 jobs
+1.5	11-30 jobs
+2	31-50 jobs
+2.5	50-100 jobs
+3	101+ jobs

8. Ratio of Private versus Public Investment in Project

\$195,000 Private Investment (\$45,000 Applicant+\$150,000 landlord build-out)

\$25,000 EDA/Public Investment

\$220,00 Total Investment

8: 1 Ratio of Private versus Public financing

<u>Point Value</u>	<u>Ratio</u>
+1	over 2:1
+2	over 3:1
+3	over 4:1
+4	over 5:1
+5	6:1 or greater

9. Significant Community Impact

<u>Point Value</u>	<u>Unsubsidized Spin-Off development potential</u>
+1	Low potential for spin-off of unsubsidized development
+2	Moderate potential for spin-off unsubsidized development
+3	High potential for spin-off unsubsidized development

10. General Community Benefit

+2	Utilizes or fills vacant building(s) in the community
+3	Utilizes or fills vacant buildings in priority development areas in the community

11. Tenure in Business Operation

<u>Point Value</u>	<u>Number of Years in Business</u>
+1	Five years or less
+2	6 to 10 years
+3	11 years or more

12. Environmental Impacts

<u>Point Value</u>	<u>Types of Environmental Issues</u>
+1	Enhances the environmental aspects of a site via clean-up of contaminants or improved aesthetics via unique site or architectural features
-0-	No impacts
-1	Noise Issues
-2	Noise and negative visual aesthetics
-3	Noise, odors, dust, traffic and negative visual aesthetics

WORKSHEET SUMMARY

<u>Factors</u>	<u>Total Points</u>
#1. Number of New Employees	___ 1 ___ (1-5)
#2. Number of Jobs Per Acre	___ 5 ___ (1-5)
#3. Average Wages for New Jobs	___ 3 ___ (1-5)
#4. Public Assistance Per New Job	___ 5 ___ (1-5)
#5. Number of Years of TIF Assistance	___ n/a ___ (1-2)
#6. Developed Assessed Value Per Acre	___ 5 ___ (1-5)
#7. Business Retention (# of Jobs)	___ n/a ___ (.5-3)
#8. Ratio of Private to Public Invest.	___ 5 ___ (1-5)
#9. Significant Impact/Comp Plan Goals	___ 1 ___ (1-3)
#10. General Community Benefit	___ 3 ___ (2-3)
#11. Number of Years of Business Oper.	___ 1 ___ (1-3)
#12. Environmental Impacts	___ 1 ___ (-3 to +1)
Total Points	___ 30 ___

Total Possible Points = 45

Total Worksheet Points Equated to Land Price

<u>Total Overall Points</u>	<u>Price for Otter Creek Land</u>
1-5	\$3.16 per sq. ft. (No TIF)
5-10	\$3.16 per sq. ft. with TIF as a land reimbursement to developer
11-15	20 percent discount from market price = \$2.53 per sq. ft.
16-20	40 percent discount from market price = \$1.90 per sq. ft.
21-25	60 percent discount from market price = \$1.26 per sq. ft.

26-30
31-42

80 percent discount from market price = \$.63 per sq. ft.
100 percent discount from market price = \$1.00 for the entire lot

DRAFT



City Policy and Procedure

SECTION: FINANCE

NO: FIN-

REFERENCE:

Date:

Next Review Date:

TITLE: BUSINESS SUBSIDY POLICY

1.0 Purpose

This policy includes the criteria to be considered by the City of Monticello (the “City”) and the City of Monticello Economic Development Authority (the “EDA”) to evaluate the granting of business subsidies (this “Policy”). It is the City and the EDA’s intent in adopting this Policy is to comply with Minnesota Statutes, Sections 116J.993-116J.995, as amended (the “Act”). The term “business subsidy” or “business subsidies” shall be as defined in the Act.

2.0 Policy

Goals and Objectives/Public Purpose

It is the City’s and EDA’s intent to support and comply with the goals and objectives stated in the City of Monticello’s Comprehensive Plan and with the public purpose requirements of the Act when granting business subsidies. At a minimum, to be granted a business subsidy by the City or the EDA, a project must meet one (or two, depending) of the following goals and objectives. The City or the EDA may grant a business subsidy for the purpose of:

- 1. Attracting New Businesses & Expanding the Tax Base**
 - a. Project increases the tax base (Cannot be the only goal).
 - b. Project promotes and enhances industrial and commercial diversity in the City.
- 2. Attracting and Retaining Jobs**
 - a. Project creates the maximum number of livable wage jobs possible. To meet this goal, on average, the jobs created by the Project (both part-time and full-time) shall have a minimum hourly wage equal to twice the current State of Minnesota minimum wage.
 - b. Job retention may be an allowable goal for the Project if job loss is imminent and demonstrable.
- 3. Enhancing Downtown:** Project promotes revitalization and redevelopment in the City’s downtown.
- 4. Facilitating Redevelopment:** Project promotes redevelopment objectives and removal of blight, including pollution cleanup.
- 5. Housing:** Project diversifies the housing stock available within the City.

Subsidy Agreement, Compliance and Reporting Requirements

Prior to granting a business subsidy, the City or the EDA and the grantee (the “Grantee”) will be

required to enter into a formal agreement (the “Agreement”) which shall, among other things:

- Identify the amount and nature of the business subsidy and articulate the goals and objectives thereof.
- Identify the number of full-time or part-time jobs and the wages for those jobs which are to be established (or retained) within two years of the Benefit Date (as defined in the Act).
- Require that the Grantee continue project operations at the site for at least five years.

The Grantee shall file a report annually for two years after the Benefit Date or until all goals as set forth in the Agreement have been met, whichever is later. Reports shall be completed using the format drafted by the State of Minnesota and shall be filed with the City or the EDA no later than March 1 of each year for the previous calendar year.

Grantees failing to comply with the above provisions will be subject to fines, repayment requirements, and be deemed ineligible by the State of Minnesota to receive any loans or grants from public entities for a period of five years.

3.0 Scope

The City has the authority to administer the City’s Tax Abatement Program and grant business subsidies thereunder.

The EDA has the authority to administer the following programs and grant business subsidies thereunder:

1. Tax Increment Financing (TIF)
2. Greater Monticello Enterprise Fund (GMEF)
3. Small Cities Economic Development Set Aside Fund (ED)
4. Façade Improvement Forgivable Loan Program

The City and the EDA have adopted separate policies for each of these programs (the “Policies”). To the extent that the Policies contain more specific guidelines for each type of business subsidy, those Policies control.

Notwithstanding anything to the contrary herein, the City (and EDA, subject to City approval) reserve the right to create and administer additional programs and grant any type of business subsidy authorized by law, without limitation.

4.0

HISTORY			
Public Hearing and Approval Date:	03/11/2009 03/23/2009	Approved by:	EDA City Council
Public Hearing and Amendment Date:	11/09/2023 10/23/2023	Approved by:	EDA Council
Amendment Date:		Approved by:	

7A. Economic Development Manager’s Report

Prepared by: Economic Development Manager	Meeting Date: 02/11/2026	<input checked="" type="checkbox"/> Other Business
Reviewed by: N/A	Approved by: N/A	

REFERENCE AND BACKGROUND

1. 2026 EDAM Winter Conference Agenda – January 22-23, 2026 (St. Louis Park, MN) – Conference Summary See attached Exhibit A.

2. Sales Tax Revenue Collections: See attached Exhibit B.

3. Planning Commission Agendas – February 3, 2026: Please see attached Exhibit C.

4. Wright County Economic Development Partnership Annual Meeting – Jan. 16, 2026: Please see attached Exhibit D-1 and D-2.

5. Initiative Foundation Thank You Letter- 2026 Funding Contribution – Please see attached Exhibit E.

6. Project Updates: Please see attached Exhibit F.

7. Prospect List – February 06, 2026: Please see attached Exhibit G.

WINTER 2026

EDAM CONFERENCE



TALE OF TWO CITIES

The City of Preston and the City of Lanesboro shared their merged economic development efforts through a single, jointly funded staff position. The joint effort launched a Bluff County Business Academy, provided revolving loan fund programs, and paid leave outreach. Both cities have a long partnership of shared resources and collaboration.

HUTCHINSON INCUBATION CENTER

The City of Hutchinson built an enterprise center in 2016, with support of a \$700,000 grant from DEED for the \$2.4 million dollar project. The enterprise center includes five 4,000 square foot bays for incubation projects of local entrepreneurs. Funding is a subsidized rent that gradually increases each year to a more market-rate expectation. Business survival rates increased from 50% to 87% for those in the program for five years compared to entrepreneur businesses not in the program.

DATA CENTER: NEXT GENERATION

Presentation by Cushing Terrell on the evolution of data centers, including new chip technology that can withstand a higher temperature of water, which leads to a reduced need for water for cooling needs.

DOWNTOWN'S TO DRIVE TO, NOT THRU

The City of Chanhassen presented on their robust downtown redevelopment projects for the previous downtown cinema for mixed-use residential and commercial use and accommodations for parking and mobility to increase walkability and shifting away from drive-thru oriented business in their downtown core

SUSTAINABLE AVIATION FUEL (SAF)

Greater MSP led a panel of industry experts from the aviation industry about Minnesota's role in SAF, with a goal of 1 billion gallons produced in the state. Sites for the production of SAF range from very small to more than 500 acres, making a great deal of sites attractive for this use.

DEED UPDATES

the state is seeking to maintain levels, yet is expecting cuts from the governor's office for programs with the future funding forecasts.

LOCATION:

St. Louis Park
DoubleTree

DATE OF CONFERENCE

January 22-23, 2026

SALES TAX RECEIPTS

City of Monticello									
Payment Date	Spend Month	Revenue Month	Gross Revenue Amount	Start-up Costs (One-time only)	Miscellaneous Deduction or Addition (See notes below)	Administrative Cost	Net Amount Paid		
7/10/2025	April	May	175,249.36	(16,116.45)		(1,577.24)	157,555.67		
8/10/2025	May	June	204,919.19			(1,844.27)	203,074.92		
9/10/2025	June	July	203,551.14			(1,831.96)	201,719.18		
10/10/2025	July	August	217,249.10			(1,955.24)	215,293.86		
11/10/2025	August	September	200,916.80			(1,808.25)	199,108.55		
12/10/2025	September	October	199,196.68			(1,792.77)	197,403.91		
1/10/2026	October	November	217,381.43			(1,974.20)	215,407.23		
2/10/2026	November	December					-		
3/10/2026	December	January					-		
4/10/2026	January	February					-		
5/10/2026	February	March					-		
6/10/2026	March	April					-		
7/10/2026	April	May					-		
8/10/2026	May	June					-		
9/10/2026	June	July					-		
10/10/2026	July	August					-		
11/10/2026	August	September					-		
12/10/2026	September	October					-		
1/10/2027	October	November					-		
2/10/2027	November	December					-		
3/10/2027	December	January					-		
4/10/2027	January	February					-		
5/10/2027	February	March					-		
6/10/2027	March	April					-		
7/10/2027	April	May					-		
8/10/2027	May	June					-		
9/10/2027	June	July					-		
10/10/2027	July	August					-		
11/10/2027	August	September					-		
12/10/2027	September	October					-		
1/10/2028	October	November					-		
2/10/2028	November	December					-		
3/10/2028	December	January					-		
4/10/2028	January	February					-		
5/10/2028	February	March					-		
6/10/2028	March	April					-		
7/10/2028	April	May					-		
8/10/2028	May	June					-		
9/10/2028	June	July					-		
10/10/2028	July	August					-		
11/10/2028	August	September					-		
12/10/2028	September	October					-		
1/10/2029	October	November					-		
2/10/2029	November	December					-		
3/10/2029	December	January					-		
4/10/2029	January	February					-		
5/10/2029	February	March					-		
6/10/2029	March	April					-		
7/10/2029	April	May					-		
8/10/2029	May	June					-		
9/10/2029	June	July					-		
10/10/2029	July	August					-		
11/10/2029	August	September					-		
12/10/2029	September	October					-		
1/10/2030	October	November					-		
2/10/2030	November	December					-		
3/10/2030	December	January					-		
4/10/2030	January	February					-		
5/10/2030	February	March					-		
6/10/2030	March	April					-		
7/10/2030	April	May					-		
8/10/2030	May	June					-		
9/10/2030	June	July					-		
10/10/2030	July	August					-		
11/10/2030	August	September					-		
12/10/2030	September	October					-		
1/10/2031	October	November					-		
2/10/2031	November	December					-		
3/10/2031	December	January					-		
4/10/2031	January	February					-		
5/10/2031	February	March					-		
6/10/2031	March	April					-		
7/10/2031	April	May					-		
8/10/2031	May	June					-		
9/10/2031	June	July					-		
TOTAL			1,418,463.70	(16,116.45)	-	(12,783.93)	1,389,563.32		
							(13,610,436.68)		

AGENDA
REGULAR MEETING – PLANNING COMMISSION
Tuesday, February 3, 2026– 6:00 p.m.
Mississippi Room, Monticello Community Center

Commissioners: Chair Andrew Tapper, Vice-Chair Melissa Robeck, Rick Kothenbeutel,
Teri Lehner, Rob Stark
Council Liaison: Councilmember Kip Christianson
Staff: Angela Schumann, Steve Grittman, Bob Ferguson, Tyler Bevier

1. General Business

- A. Call to Order
- B. Roll Call
- C. Appointment of Officers
- D. Consideration of Additional Agenda Items
- E. Approval of Agenda
- F. Approval of Meeting Minutes
 - Regular Meeting – December 2, 2025
 - Regular Meeting – January 6, 2026
 - *Joint City Council & Planning Commission Workshop – December 2, 2025*
To be approved by the City Council
 - *Joint City Council & Planning Commission Workshop – December 15, 2025*
Approved by the City Council on January 26, 2026
 - *Joint City Council & Planning Commission Workshop – January 15, 2026*
To be approved by the City Council
- G. Citizen Comment

2. Public Hearings

- A. Consideration of Preliminary Plat and Development Stage Planned Unit Development of Twin Pines Apartments, a 96-unit multi-family residential project in a Planned Unit Development district, and amendment to a Conditional Use Permit for Planned Unit Development.
Applicant: Brick by Brick Development, LLC

3. Regular Agenda

Planning Commission Regular Meeting Agenda – 02/03/2026

- A. Consideration of an Amendment to the Monticello City Code, Title XV, Land Usage, Chapter 153: Zoning Ordinance, Sections 153.012 Definitions, 153.045 Industrial Base Zoning Districts, 153.046 Overlay Zoning Districts, 153.090 Use Table, 153.091 Use-Specific Standards, 153.092 Accessory Use Standards and any other related sections of text necessary to define and regulate data center and technology campus land uses within the City
Applicant: City of Monticello

4. Other Business

- A. Community Development Director's Report

5. Adjournment

WCEDP Annual Awards – CY 2025

High Economic Vitality Business of the Year

Functional Industries, Inc. has been a powerful force for inclusion and opportunity in Wright County for more than 50 years. What began in the early 1970s as one family's vision to create meaningful work for adults with disabilities has grown into a respected nonprofit serving individuals with disabilities and mental health challenges throughout the region.

From its earliest days in a one-room schoolhouse to the comprehensive services it provides today, Functional Industries has continually evolved to meet the needs of the people it serves. Through day support, work training, and long-term employment support, the organization empowers individuals to build skills, confidence, and independence—creating lasting impact for individuals, families, and the community.

Despite operating in a complex funding environment, Functional Industries continues to thrive through strong leadership, dedicated staff, and a deep commitment to its mission. By investing in its workforce and building meaningful partnerships, FII strengthens both the local economy and the fabric of our community.

For its long-standing impact, innovation, and unwavering commitment to opportunity and inclusion, we are proud to recognize Functional Industries, Inc. as the recipient of the 2026 High Vitality Business Award. Congratulations!

Citizen of the Year

Bo Nelson was born in Buffalo in 1982 and graduated from Monticello High School in 2000. After a career in telecommunications and restoration—helping families rebuild after hardship—he continues serving others today in his role with Buffalo Collision.

Service defines Bo's life. He has proudly served on the Monticello Fire Department for 10 years—an honor he considers one of his greatest. Chiefs and captains describe Bo as a valuable member of the team and say it has truly been an honor to serve by his side. He serves as a Monticello Lions Club member for 12 years, Board member on the I-94 Chamber & WTCEO Class Board of Directors, and was a youth coach for football, baseball, basketball, and soccer for over 20 years.

For 19 years, Bo has led Celebrate Recovery, helping individuals find freedom from life's hurts, habits, and hang-ups. He also serves as a youth group leader and mentor at Resurrection Lutheran Church. As his pastor shares, *"Bo has made a career out of serving people and shining light in others' darkest days."*

Bo's greatest pride is his family. He and his wife Jodi have been married for 20 years and are raising three amazing children. Jodi says she is incredibly proud of Bo for his tireless dedication to their family and community, calling him an inspiration to their boys and to everyone around him. They feel blessed to walk side by side through his many years of service.

For a life defined by service, faith, and an unwavering commitment to others, please join us in congratulating Bo as the 2026 Wright County Citizen of the Year Award winner.

Start-Up Entrepreneur of the Year

Advanced Volumetric Alliance—AVA—was founded in 2021 with a bold vision: to redefine construction through modular innovation and set a new standard for speed, quality, and sustainability. By blending construction and manufacturing, AVA was created as a better way to build—cutting through the red tape of traditional construction while delivering cost-efficient, scalable, and sustainable buildings.

Operating began in 2022 in a 180,000-square-foot, state-of-the-art facility in Albertville, AVA designs, engineers, and manufactures full volumetric modular units for multi-family housing, senior living, and hospitality projects.

Their purpose is clear—to be the best executing group in commercial modular construction and to lead by example. With an impressive pipeline of their own projects, AVA is showing the industry what modular construction can truly achieve.

AVA's success is rooted in strong guiding principles: safety first, people as the key to success, flawless execution, continuous improvement, forward-thinking innovation, and the urgency to act—even when that means not being afraid to fail. Their culture attracts driven self-starters who thrive in a fast-paced, high-tech manufacturing environment, supported by a four-day work week and opportunities to grow with the company.

Equally important is AVA's commitment to education and community. Recognizing the lack of understanding around modular construction, AVA built a large training space to bring together architects, general contractors, and MEP partners to learn how to effectively utilize volumetric building. They actively engage with local schools to showcase career opportunities in construction, support the local food shelf, volunteer in the community, and proudly stand behind veterans—helping them transition into meaningful employment. AVA also offers volunteer time off, reinforcing that community involvement is not just encouraged, but embedded in their culture.

For redefining how buildings are designed, built, and delivered—and for leading with innovation, execution, and community impact—please join us in congratulating Advanced Volumetric Alliance as the 2025 WCEDP Start-Up Entrepreneur Award winner.

WCEDP Partner of the Year

Since the very beginning of the Wright County Economic Development Partnership in 1993, the **City of Monticello and its dedicated staff** have been steadfast champions of economic vitality—not only for Monticello, but for the entire region. From active participation on the WCEDP board to

continued collaboration in business retention and expansion efforts, their commitment to fostering a thriving local economy has never wavered.

The City's Development Services team works to coordinate and implement sustainable growth in a respectful and approachable way, strengthening community through service, education, and engagement. Monticello strives to make the development process seamless—from site selection to financial support—so that businesses, residents, and developers can invest with confidence and success.

Monticello's economic vision is forward-thinking: attracting quality jobs, expanding the tax base, nurturing downtown vitality, supporting workforce development, and promoting collaborative partnerships that benefit businesses and families alike.

In 2025, as the WCEDP welcomed a new executive director, the City of Monticello and its staff continued to strengthen the partnership at every turn. They ensured open communication and inclusion in business retention and expansion visits, connected our organization with regional partners, and kept community growth at the forefront of every conversation. Their generosity extended beyond advocacy: they opened space for the Enterprise Academy cohort, provided workspace during key transition periods, and consistently offered mentorship and support whenever it was needed. Their willingness to collaborate exemplifies what partnership truly means.

We also want to acknowledge individuals like **Jim Thares**, whose mentorship, readiness to assist, and openness set the tone for cooperation and success throughout the year.

For their long-standing commitment, visionary leadership, and unwavering support of workforce and economic growth in Wright County, please join us in congratulating the City of Monticello as the 2025 WCEDP Partner of the Year.





Initiative
FOUNDATION

40 years of
investing in
your good ideas

February 2, 2026

Jim Thares, Economic Development Manager
City of Monticello
505 Walnut St Ste 1
Monticello, MN 55362-8822

Dear Jim,

We have received the City of Monticello's 2026 funding in support of the Initiative Foundation's work across Central Minnesota. Please extend our sincere appreciation to the EDA board for their continued leadership and commitment to the region.

Together, we are strengthening local economies and building vibrant, resilient communities. Your investment directly supports economic development initiatives, including business financing efforts that help create living-wage jobs, diversify local economies, and leverage private-sector investment.

In addition, this partnership enhances community vitality through leadership development and capacity-building programs, grants to local units of government and nonprofit organizations, early childhood initiatives, and scholarship opportunities. These efforts generate lasting economic and social returns, contributing to the long-term health of the region and the future of rural Minnesota.

We truly value your partnership and appreciate your ongoing support of this important work.

Sincerely,

Brian Voerding
President

Carl Newbanks
Vice President for Philanthropy

CC: Rachel Leonard, City Administrator

Give online at ifound.org/give or call us at (320) 631-2007

The Initiative Foundation is a 501(c)(3) organization. As a 501(c)(3) nonprofit organization, your Initiative Foundation contribution is tax-deductible to the extent allowed by law. The Foundation owns and manages financial contributions for the benefit of Central Minnesota communities, and no goods or services are exchanged for your gift.

Initiative Foundation | 405 First St. SE | Little Falls, MN 56345 | ifound.org | info@ifound.org

7A. Project Update

Big River Commercial Development - Chelsea Road:

Final inspections for both Les Schwab and Valvoline were completed the week of February 2nd, with Temporary Certificates of Occupancy issued for both properties.

Fairfield By Marriott Hotel:

Construction of the 98-room hotel development project is has slowed greatly due to labor shortages. City staff will continue to monitor and provide updates.

Minnesota Sports Cards - Retail:

Construction of the Minnesota Sports Cards retail center (4,409 sq. ft. building) on a 1.09-acre site located just east of the former McDonald's fast-food restaurant (located along the freeway in front of Home Depot) is progressing with opening slated for Spring.

Big Bore Restaurant (formerly the McDonald's Restaurant on East 7th Street):

The extensive remodeling of the former McDonald's restaurant is also continuing. The Big Bore Restaurant, featuring convenient pick-up and drive-through options, is slated to open in Spring 2026.

Discount Tire:

Construction of Discount Tire (2.04-acre parcel located at 1300 7th Street East) at sales and service store is underway on the north side of I-94 adjacent to the Sunny Days Therapy facility on 7th Street East. Construction was paused for some time due to supply chain issues, though construction activities resumed this past week.

