



Greater Mankato Growth, Inc. (GMG)

**City of North Mankato
Council Work Session Presentation**

March 28, 2022





Business Growth & Development

Talent Growth, Retention & Attraction

Regional Livability

Advocacy of the Marketplace

About Our Organization

Greater Mankato Growth, Inc. exists to support and promote the economic growth and vitality of our members and the regional marketplace.



REDA Partnership



“It is broadly accepted, embraced and understood that economic prosperity and activities do not stop at jurisdictional boundaries. Rather our economic and community prosperity lies in the success of our collective marketplace.”

- Business Retention & Expansion
- New Enterprise and Emerging Business Development
- New Business Development
- Marketplace Enhancements

Alliance Partners

- Eagle Lake
- Lake Crystal
- Mankato
- North Mankato
- St. Peter
- Blue Earth County
- Nicollet County





BUSINESS GROWTH & DEVELOPMENT

- Business Walks
- Business After Hours
- Tour of Manufacturing
- Regional Economic Development Alliance
- Shop Local/Holiday Initiative
- Greater Mankato on the Green
- Business Awards & Hall of Fame
- Greater Mankato Ambassadors
- Greater Mankato Cavaliers
- The Rural Forum
- Celebration of Ag
- Business Focus Series
- Business Intelligence:
 - Industry supply chain reports
 - Economic impact analysis
 - Occupational wage data
 - Site selection services
 - Demographic reports
 - Financial and workforce tools



TALENT GROWTH, RETENTION, & ATTRACTION

- Greater Mankato Young Professionals
- Greater Mankato Leadership Institute
- Greater Mankato Executive Sounding Board
- Greater Mankato Community Navigators
- Professional Development Series



ADVOCACY OF THE MARKETPLACE

- Visibility: we work to ensure that our public leaders have the best understanding of Greater Mankato.
- Greater Mankato Public Affairs:
 - Notification of critical issues that may impact your business.
 - Consultation and advocacy on behalf of our members with government entities.
- Greater Mankato Forum Series
- Greater Mankato Capitol Caravan



REGIONAL LIVABILITY

- Greater Mankato Songs on the Lawn
- Alive After 5
- CityArt Mankato (Walking Sculpture Tour, Silo Art)
- Mankato Marathon
- SnowKato Days
- Let it Glow! Kato
- Greater Mankato Leadership Delegation
- InterCity Leadership Visit



REDA Strategic Activity Highlights

- **Business Retention, Expansion & Development**
 - Serve as a key resource for businesses facing challenges across industries
 - Provide employers with individual consultation and connections related to short-term and long-term workforce strategies
 - Conduct business intelligence research and reporting
 - Increase partnerships with organizations like the SBDC and programs like 1 Million Cups to further entrepreneurship support
- **New Business Development**
 - More than 60 meetings with potential new businesses resulted in 15 new businesses secured
 - Community Venture Network participation
 - External Marketing Campaigns
 - RFP responses
 - Direct Outreach to businesses, DEED, site selectors and through avenues like SelectUSA participation
- **Advocacy of the Marketplace**
 - Coordination of successful advocacy efforts/strategies to preserve the Mankato/North Mankato MSA status
 - Opportunity Zone Advocacy resulting in a bill introduced in Congress expanding the Opportunity Zone Program*
 - Facilitation of Federal Delegation members visiting Greater Mankato and regional reporting related to Federal relief impacts
 - Convening of regional stakeholders including the City of Mankato for a discussion on workforce challenges with Commissioner Steve Grove including area business tours

*The bill has been referred to the House Committee on Ways and Means



REDA Contribution



2022 Partnership Contribution: \$34,933

Funding contributes to regional economic development services for the overall regional marketplace, including cities and counties as specifically outlined in the Joint Services Agreement.



Leveraging Resources



1:1

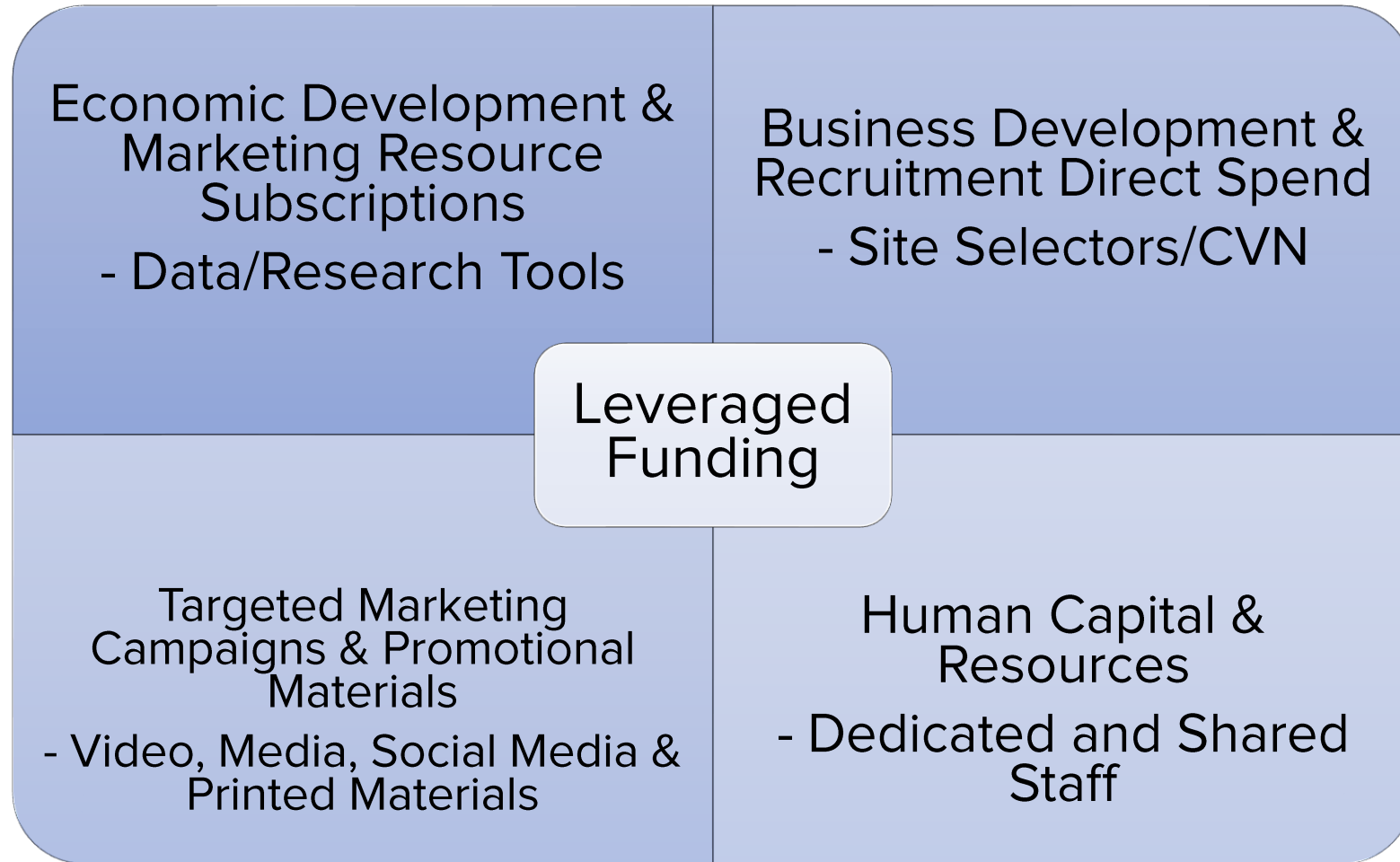
Greater Mankato Growth, Inc. **matches** every dollar invested by all **Alliance partners** 1 to 1.

\$1 → \$18.72

Each dollar invested by the city of North Mankato **leverages** \$18.72 in **matching** public and private contributions.



Breakdown of Leveraged Work Plan Funding Areas





GREATER MANKATO GROWTH, Inc.

STAFF

EXECUTIVE TEAM



Jessica Beyer
President & CEO
GMG, Inc.



Anna Thill
President
Visit Mankato, LLC



Sam Ziegler
Director
GreenSeam, LLC

ADMINISTRATION



Darcy Enter
Finance & Benefits
Manager



Skyler Carlson
Business & Community
Relations Coordinator



Danielle Stevenson
Administrative & Visitor
Experience Coordinator

BUSINESS DEVELOPMENT SERVICES



Andy Wilke
Business Development &
Public Affairs Director



Ryan Vesey
Economic Development
& Research Manager





GREATER MANKATO GROWTH, Inc.

STAFF

PROGRAMS & SERVICES



Shannon Gullickson
*Leadership
Programs Director*



Joy Leafblad
*Sports & Special
Events Director*



Liz Sharp
*Director of Business
Events & Sales / Director
of Office Operations*



Jaci Sprague
*Director of Business &
Community Relations*



Joelle Baumann
*Special Events
Manager*

MARKETING & COMMUNICATIONS



Garrett Lieffring
*GreenSeam
Program Manager*



Crystal Olson
*Program & Events
Manager*



Brittany Junck
*Marketing &
Communications
Manager*



Courtney Malone
*Special Projects
Marketing Manager*

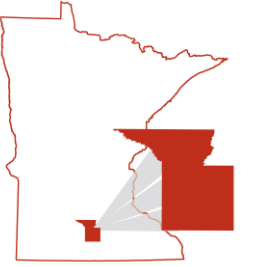


Ines Wingert
*Marketing &
Communications
Manager*



Funding Well Spent

REGIONAL
ECONOMIC
DEVELOPMENT
ALLIANCE



\$1 → \$100

Every \$1 committed to REDA by public partners in 2020 resulted in \$100 of **private capital investment** in the region.

The **U.S. Economic Development Administration** typically sees a return of just \$15 for every \$1 invested.



City Center Partnership Mission & Vision

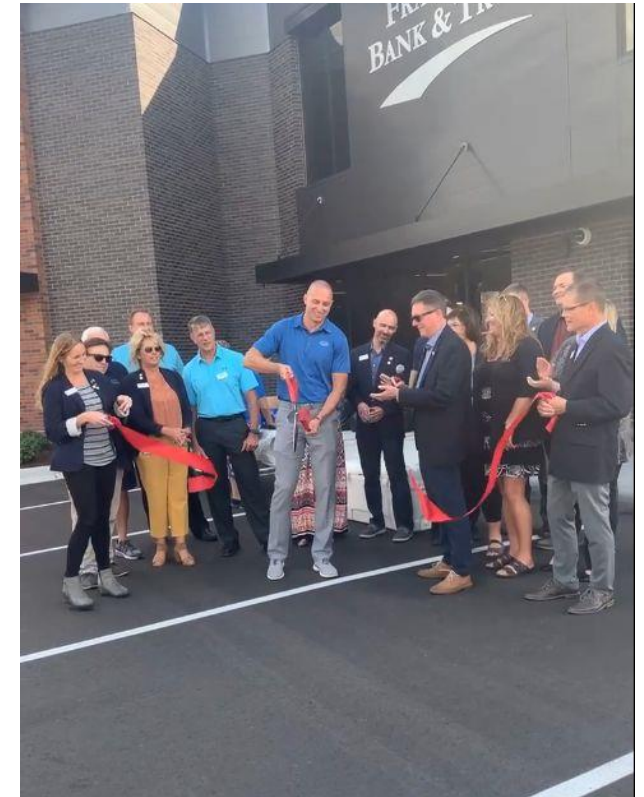


Our **mission**, as a private/public partnership, is to promote collaboration and foster investment in the City Center to attract and support the growth of a diverse array of business, customers, visitors and residents to the region.

Our **vision** is a vibrant City Center that anchors and exemplifies the creativity, diversity, and vitality of the region.

Areas of work:

- Development and Livability
- Aesthetics and Vitality
- CityArt



Strategic Work Plan Areas



- Livability and Development

- Provide & Collect Business Information
- Business Walks
- Support Public Partner Planning Efforts (Ex. Belgrade Plans & Old Town Plans)
- Development/Investor Information/Advocacy within the City Center

- Aesthetics & Vitality

- Promote events, initiatives and experiences that attract people to the City Center
- Produce and host events/experiences that drive City Center traffic
- Placemaking: partner, produce and/or promote aesthetic projects

- CityArt

- CityArt Walking Sculpture Tour, SiloArt, Utility Boxes, Murals



Chamber Activities



 GREENSEAM™

Organization

growth, Inc. exists to support economic growth and vitality of the regional marketplace.

 GAG™



THANK YOU





Annual Street, Shop and Street Light Report

3.21.22



North Mankato Public Works Dept. Objectives

- Safety
- Quality
- Productivity



Safety

- Performing our Work in a Safe Manner
 - Education
 - Training Sessions
 - Quarterly Safety Meetings
 - Culture
- 5 Claims in 2021 (all city employees)
- 58 Claims in the last Five Years
- Stretching Program



Quality

- Plan our Work, Work our Plan
 - Consistent Documents
 - Consistent Expectations
 - Training Programs
 - New Equipment



Productivity

- Plan your work, work the plan
 - Consistent Documents
 - Consistent Expectations
- New Equipment
- 48% of Street Dept hours
 - Asphalt Patching
 - Milling
 - Curb Repair
 - Snow Removal



Hours of Regular Service and Maintenance						
Rain/Wind Storm Clean Up	200	8	0	225	38	19%
MS 4 & Ravaine Maintenance	1000	35	33	588	111	11%
Storm Sewer Maintenance (Catch Basins, Inlets, Etc.)	450	0	2	242	150	33%
Sanitary Sewer Breaks/Repairs	450	0	0	10	27	6%
Sewer Jetting and Televising	1000	24	14	1,340	788	79%
Storm Sewer Main Breaks/ Repairs	450	9	3	24	45	10%
Water Main Breaks/Repairs	600	0	0	139	112	19%
Crack Sealing	280	0	0	486	665	238%
Seal Coating	650	1	0	569	1,034	159%
Mill & Overlay Support (Underdrain, Elevation Adj., Etc)	1000	0	0	1,267	823	82%
Patching/ Asphalt	4000	0	6	3,535	2,981	75%
Street Sweeping	960	29	98	884	853	89%
Concrete curb repair	500	0	21	418	761	152%
Snow Removal	3500	553	2	2,184	1,281	37%
Sanding & Pre-Treatment of Roads	350	28	8	105	66	19%
Manhole/Structure Inspections (Sanitary and Storm Sewer)	150	0	1	90	23	15%
Manhole/Structure Maintenance (Sanitary and Storm Sewer)	200	0	13	102	42	21%
Sign Repair & Installation	500	9	44	451	269	54%
Crosswalks/ Curbs Painted	500	0	0	473	365	73%
Flags & Banners	250	0	31	162	272	109%
Festivals (Fun Days, Blues, Bier, Bells, Misc.)	500	53	33	7	364	73%
Christmas Decoration	250	11	140	245	206	82%
Employee Trainings	400	0	54	99	207	52%
Clean and Maintain City Buildings	500	84	16	299	407	81%
Shop (Street Crew Helping in Equipment Shop)	1000	212	151	1,293	1,410	141%
Help Other Departments	400	86	39	942	973	243%
Special Projects	500	4	115	253	455	91%
Resident Call Outs	150	0	1	3	11	7%
Trees Trimmed	300	30	0	0	0	0%
Leaf Collection	640	52	312	669	595	93%
Grass/Brush Hauled	40	0	30	48	70	175%
Spring Clean Up and Fall Drop Off	960	0	0	336	368	38%



STREET DEPARTMENT SUMMARY

	YEARLY GOAL	THIS MONTH	LAST MONTH	LAST YEAR	YEARLY TOTAL	% YEARLY GOAL
Units						
Rain/Wind Storm Cleanup (Events)	12	0	0	4	1	8%
Storm Sewer Main Breaks/ Repairs (Events)	10	0	0	5	2	20%
Sanitary Sewer Main Breaks/Repairs (Events)	10	0	0	0	2	20%
Water Main Breaks/ Repairs (Events)	5	0	0	5	2	40%
Sewer Jetting (Linear Feet)	50,000	3,000	5,100	53,076	45,291	91%
Sewer Televising (Linear Feet)	100,000	300	4,300	100,314	60,885	61%
Structure Inspections (EA)	500	0	0	246	0	0%
Concrete curb repair (Linear Feet)	750	0	0	285	714	95%
Snow Removal (Events)	16	4	1	16	13	81%
Sanding and Pre-Treatment (Events)	24	3	1	14	7	29%
Crack Sealing (lbs)	12,000	0	0	14,875	13,000	108%
Seal Coating and Fog Sealing (Lane Miles)	12	0	0	11	9	75%
Patching/ Asphalt (Tons)	750	0	1	756	374	50%
Mill and Overlay (Lane Miles)	12	0	0	14	9	75%
Street Sweepings Hauled (Tons)	450	31	0	535	300	67%
Trees Trimmed (EA)	100	60	0	0	197	197%
Grass/Leaves/Brush Hauled (Tons)	4,000	0	0	0	0	0%
Recycling (Tons)	1,750	107	129	1,236	1,342	77%
Organics Recycling (Tons)	96	8	8	88	96	100%
Solid Waste (Tons)	3,400	272	300	3,116	3,315	97%
Spring Clean Up and Fall Drop Off (Tons)	450	0	0	569	448	100%
Street Signs Fixed (Straightened, Painted, Replaced)	500	18	23	254	243	49%

cont.



North Mankato Street System

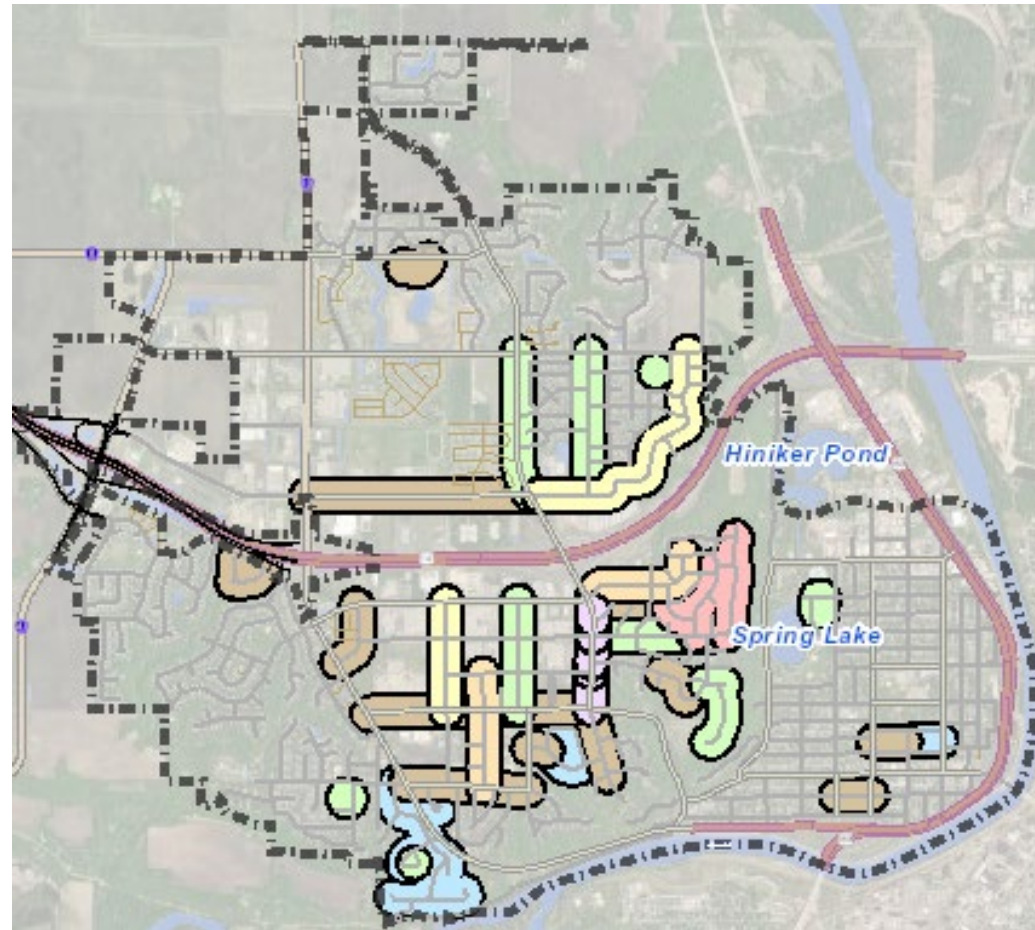
- Approximately 210 Lane Miles in System
 - 10 lane miles of Private Streets
- Approximately 200 Lane Miles are City Maintained
 - 14.2 miles are MSA
 - 4 miles of Alleys
 - 105 Cul-De-Sacs



Snow Removal

Year	Events	Precipitation	Materials	Labor	Total
2021-2022 (To Date)	12	36.5"	\$34,350	\$103,262	\$137,612
2020-2021	12	44"	\$32,480	\$70,776	\$103,256
2019-2020	22	54.75"	\$30,202	\$108,413	\$138,615

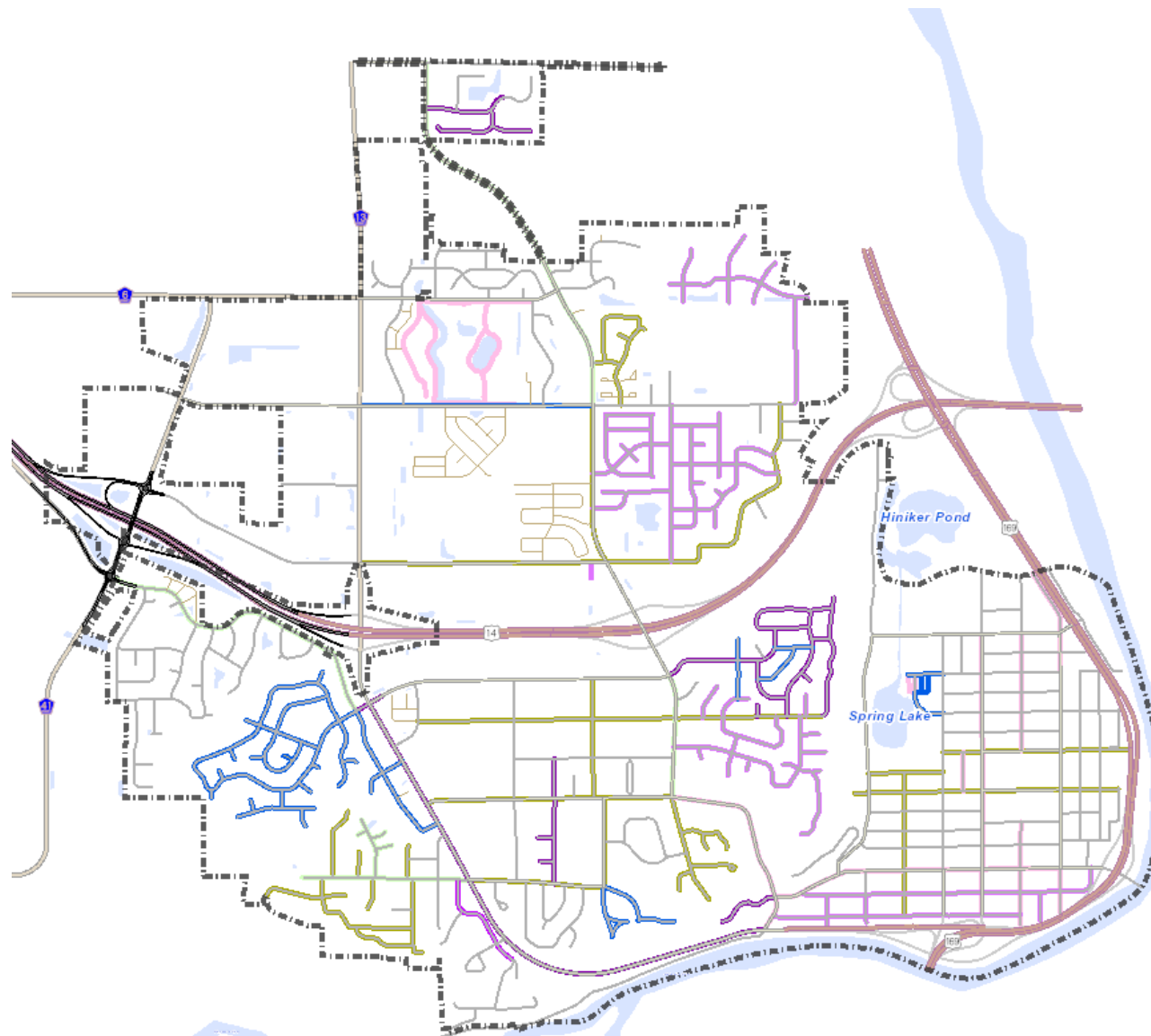
Mill and Overlay





Sealcoat Program

- Pavement Management Plan Implementation in 2019
 - Increased Funding based on Growth and Condition
 - Introduced Fog Seal for Better Quality
- Program Highlights
 - Goal to Sealcoat all miles every 7 years
 - Averaging 13.25 Lane Miles per year
 - 7% of the system per year
 - Falling 3-5% short of goal





Street Dept

- 10 Full Time Employees
 - 70 Pieces of Equipment in Dept
 - 16,000+ Hours worked in a Year
-
- | | |
|--|--|
| <ul style="list-style-type: none">▪ Challenges<ul style="list-style-type: none">▪ Public Works Facility▪ Equipment▪ Improvement Funding▪ Inflation on Materials▪ Hiring Seasonal Staff | <ul style="list-style-type: none">▪ Opportunities<ul style="list-style-type: none">▪ Funding▪ Perform Milling |
|--|--|



Mechanic Shop

- 2 Full Time Employees
- 154 Units in City Fleet
- Challenges
 - Inflation of Material Cost
 - Inflation and Availability of New Equipment
 - Requirements of New Equipment
 - Emissions
 - Technology
 - Condition of Current Fleet



Equipment Evaluations

- Rating Process
 - Done Yearly
 - Rated on:
 - Cost and Quantity of Repairs
 - Age
 - Type of Use
 - Miles/Hours
 - Reliability
 - Condition of Unit
- 18 and Under is Rated as Good
- 19-28 is Rated as Evaluate for Replacement
- 29 and Above is rated as Qualifies for Immediate Replacement



Equipment Evaluations

Dept	Units	Good	Evaluate	Replace	Avg Score
Street	70	11	5	54	36
Park/Caswell	38	8	4	26	25
Water/Sewer	18	11	2	5	26
Police	8	6	1	1	20
Fire	9	6	1	2	25
City Hall	8	4	1	3	31
FLEET TOTAL	151	46	14	91	27



Street Lights

- 1 Full Time Employee
- 8 Signal Lights
- 1428 total lights in the system (Xcel, Benco and City Owned Lights)
 - 392 Xcel
 - 837 Benco
 - 199 North Mankato
- Opportunities
 - Conversion to LED
 - City Owning lights
- Challenges
 - City Lights are held to Different Code
 - City Owning lights
 - Old Infrastructure
 - Cost of light leases
 - HPS virtually no longer made
 - Signal System Age



Public Works Department 2022 - 2026 Strategic Planning Goals

STREETS

Goal 1: Provide safe and clean streets with good driving surfaces for North Mankato residents

- *Objective 1.1: Implement standard street maintenance & reconstruction plan each year.*
 - Tactic 1.1.1: Remove approximately 550 tons of debris by sweeping streets each year.
 - Tactic 1.1.2: Apply approximately 15,000 lbs. of crack seal to city streets each year.
 - Tactic 1.1.3: Seal coat 15 miles of city streets each year.
 - Tactic 1.1.4: Overlay 8 miles of city streets each year.
 - Tactic 1.1.5: 500 Hours' worth of Painting of all crosswalks and no parking areas.
 - Tactic 1.1.6: Straighten, paint, replace, or repair 250 street signs per year.
 - Tactic 1.1.7: Apply 500 Tons of asphalt patching to streets each year.
 - Tactic 1.1.8: Conduct snow/ice removal program for each event that safely opens roads for motorists in a timely manner.
 - Tactic 1.1.10: Repair 750 linear feet of concrete each year.
 - Tactic 1.1.11: Implement recommendations of Pavement Management Plan, update plan by 2024, request increase budget of \$60,000 for street sealing program.
 - Tactic 1.1.12: Annually recommend projects for street reconstruction totaling \$1.5-\$3.0 million dollars in accordance with Capital Improvement Budget.
 - Tactic 1.1.13: Remove rain/wind storm damage from roads within 48 hours of event, oversee brush dump & organic recycling program.
 - Tactic 1.1.14: Conduct annual spring and fall junk pickup/drop-off events.

Goal 2: Identify replacement plan for public works facility by end of 2021.

- *Objective 2.1: The public works facility on Webster Avenue must be updated*
 - Tactic 2.1.1: Complete landfill delineation reporting requirements for MPCA
 - Tactic 2.1.2: Develop construction and funding phase plan.
 - Tactic 2.1.3: Research grants available for replacement of Public Works Facility by end of 2021.

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Public Works Department 2022 - 2026 Strategic Planning Goals

STREETS (cont.)

Goal 3: Implement energy conservation measures across all public works departments.

- *Objective 3.1: Reduce energy consumption.*
 - Tactic 3.1.1: Cover all City of North Mankato owned streetlights to LED by 2025.
 - Tactic 3.1.2: Install VFD at all pump stations by 2025.
 - Tactic 3.1.3: Purchase electric vehicles for public works and other departments as appropriate by 2025.
 - Tactic 3.1.4: Convert 75% of trimming equipment to electric motors by 2025.

Goal 4: Purchase and Maintain a fleet of vehicles to meet the city's infrastructure demands.

- *Objective 4.1: Deploy best practices in the maintenance and replacement of the city's fleet of vehicles and equipment.*
 - Tactic 4.1.1: Implement fleet evaluation for all fleet vehicles and equipment worth more than \$5,000.
 - Tactic 4.1.2: Develop 5 year replacement schedule based upon equipment evaluation.
 - Tactic 4.1.3: Sell assets within the fleet that are no longer being used.

WASTEWATER

Goal 1: Install and maintain appropriate infrastructure to collect and convey waste to the Mankato Wastewater and Water Recovery Treatment plant (approximately 525 million gallons per year).

- *Objective 1.1: Deploy best practices in the installation and maintenance of the North Mankato wastewater collection system.*
 - Tactic 1.1.1: Ensure lift stations are function properly and respond to notifications of malfunction
 - Tactic 1.1.2: Perform 50,000 linear feet of jetting each year for the sewer system
 - Tactic 1.1.3: Perform inspection of 500 wastewater manholes each year.
 - Tactic 1.1.4: Respond to 8 main breaks per year and resolve.
 - Tactic 1.1.5: Televiser all city sewer lines and have uploaded to GIS by 2022.

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Questions?

