

KANDIYOHI COUNTY AND CITY OF WILLMAR ECONOMIC DEVELOPMENT COMMISSION (EDC)
JOINT OPERATIONS BOARD OF DIRECTORS (OB) MEETING
MINUTES
May 10, 2018
EDC Office, Willmar

Present: Art Benson, Rollie Boll, Donna Boonstra, Les Heitke (via telephone), Kerry Johnson and Kelly TerWisscha

Excused: Robert Carlson

Ex Officio: Roger Imdieke and Bruce Peterson

Staff: Aaron Backman, Executive Director and Connie Schmoll, Business Development Specialist

Secretarial: Nancy Birkeland, Legal & Administrative Assistants, Inc. (LAA)

President Donna Boonstra called the meeting to order at approximately 11:06 a.m. and declared a quorum was present.

AGENDA—Added to the Consent Agenda under Approve, was item 4, payment of bill from REDstar Creative in the amount of \$1,219.75 from the Marketing and Public Relations Committee's budget and a request by the Preservation Alliance of Minnesota will be presented under the Finance Committee's report.

IT WAS MOVED BY Rollie Boll, SECONDED BY Kerry Johnson, to approve the Agenda and revised Consent Agenda. MOTION CARRIED.

CONSENT AGENDA—

Approve: 1. Minutes of April 12, 2018 meeting
2. Financial reports as of April 30, 2018
3. Payment of \$1,500 to WORKUP for quarterly membership fee as budgeted
4. Payment of \$1,219.75 to REDstar Creative for April services from the Marketing and Public Relations Committee's budget

Accept: Committee/Subcommittee Minutes
1. Agriculture and Renewable Energy Development 3/15/2018
 a. Ag Marketing Subcommittee 3/14/2018
2. Broadband and Advanced Technology 4/2/2018
3. Business Retention and Expansion/Recruitment 4/5/2018
4. Finance 4/10/2018
5. Marketing and Public Relations 3/26/2018

MOTION CARRIED.

PROGRESS REPORTS

Willmar/Willmar Industrial Park. Bruce Peterson reported the city of Willmar promoted its building inspector to building official and hired a new building inspector, who will begin after Memorial Day. The Willmar City Council hired Oasis Aero to serve as its airport manager. Oasis Aero will have eight employees by this summer to include two new mechanics and an intern. Peterson continues to deal with housing projects, including Commonwealth Development as to 15th Street Flats. Aaron Backman stated Commonwealth Development is looking to close with Minnesota Housing Finance Agency in July. Bids came in below budget and Commonwealth Development obtained bids from local contractors. Peterson attended a meeting yesterday with Southwest Minnesota Housing Partnership on a 48-unit development with another 24 units to follow. He and Backman are also dealing with other developers. Backman reported on a meeting with the Willmar School District as to a Fargo housing developer interested in building market-rate, multi-family housing (96 units) on property owned by the District south of Lakeland Elementary. Proceeds from the sale of school land must be used to pay down its bond. The developer is very interested in being close to the school and the School District is interested in having housing nearby for its teachers. Discussions will continue. Another developer is looking at a location near Ridgewater College.

Connie Schmoll met with representatives of SEH (Short Elliott Hendrickson, Inc.), an engineering, architect and planning firm, that has contacts with dairy processing facilities. Schmoll gave them a tour of the Willmar Industrial Park and part of MinnWest Technology Campus.

Peterson reported the following: Kwik Trip projects are moving forward; a financial institution is looking at building a new facility; Legacy on First is ready to go and discussions continue on options for a new Willmar City Hall. He has been dealing with a person on a fueling operation and with the owner of the old Dairy Queen on First Street about putting in a small strip center. He continues to have discussions with a restaurant and retail prospects for the area next to the new Dairy Queen on First Street. Backman reported he and Schmoll have brought up the former Schwieters' site to developers.

Little Crow Resort. Backman distributed aerial photographs of the GrandStay Hotel and Event Center construction site (see attached). Kerry Johnson reported the club house is ready, but will not open until paving is completed. Golfers are being bused to the course from the Catholic church. The bar was installed in the restaurant yesterday. The hotel anticipates opening the third week of July.

Highway 23 Coalition. Backman reported the Highway 23 Coalition board met this morning at which it was decided to change the meeting date to the fourth Wednesday of each month. The Coalition board is disappointed with the Minnesota Department of Transportation's decision to fund four metro area projects through the Corridors of Commerce program. Backman distributed the Final Scoring for the 299 projects submitted (see attached). The two Highway 23 projects were in the top 40 and ranked second out of rural projects. Highway 14 was ranked 38th and Highway 212 was considered metro. All but one of the bottom 40 projects were rural. The Coalition will continue to lobby for funding. Backman reported he provided appropriation language for land acquisition and construction to Rep. Dave Baker to submit for the bonding bill. Schmoll has contacted Highway 14 representatives to try and collaborate for funding. The Coalition will

encourage the state to continue funding Corridors of Commerce and encourage changes to transportation funding and Corridors of Commerce language. Backman reviewed a draft Itinerary for the D.C. Fly-In (see attached). New bonding language included funds for Kandiyohi County to re-establish the road around the Wye network and \$2.6 million for the Glacial Lakes Trail. The Senate's bonding bill of \$825 million, includes \$175 million for Highway 14. The Coalition will have a table at the community picnic and shore lunch during the Governor's Fishing Opener. A new popup banner for the Highway 23 Corridor was on display. Backman and Jason Duininck will meet with Kelly Morrell today about discussing Highway 23 during his time with the Governor and other legislators as he guides them for the Governor's Fishing Opener.

Diverse Workforce Initiative. Backman reported there are signed contracts for the diverse CNA and welding programs. The new CNA program will begin June 4, 2018. Amelia Amor is leaving the CLUES program to take a full-time position at Ridgewater College.

Business Visits and Meetings. Backman and Schmoll highlighted visits from their written reports (see attached). Backman and Schmoll met with Dan McKinney of RockStep Capitol, who is optimistic about the Kandi Mall. The BRE/R Committee met at the Willmar Airport for its last meeting. Kelly TerWisscha is excited about the direction of Eric Rudningen's business. Peterson stated the sale of jet fuel far surpasses the sale of aviation gas at the airport. Backman also toured the new performing arts center at the New London-Spicer School High School.

UNFINISHED BUSINESS—

2018 Goals. Backman reported the Joint Powers Board adopted a new Vision Statement:

To provide economic development leadership creating growth, prosperity, innovation and international competitiveness to enhance our quality of life.

And adopted the 2018 Goals of Childcare, Diverse Business Initiative, Opportunity Zones and Transportation Infrastructure with slight changes (see attached). Schmoll reported the local group working on the childcare issue submitted a grant application through the Rural Child Care Innovation Program, which is an initiative of First Children's Finance. The local group consists of representatives from the county's major employers, including UCAP (United Community Action Partnership), Bethesda, Carris Health/Rice Memorial Hospital, Jennie-O Turkey Store, Kandiyohi County Health & Human Services and Blue Cross Blue Shield. Backman stated he is looking at doing a phase 2 of the BRE Program for diverse businesses and discussions are being held with WAM-BC as to its loan portfolio. Backman reported Midtown Plaza now has several tenants and is currently renovating its basement area. Schmoll reported the Governor has designated one census tract in Willmar for the Opportunity Zones program (see attached). As to the goal of Transportation Infrastructure, \$3.9 million was included in the bonding bill for reconnecting local road around the Willmar Wye project. The County Road 55/5 the bridge was not included, but would come from the county's local option sales tax.

Staff Vacation and Sick Leave Policies. Backman informed the board that the Joint Powers Board approved changes to vacation and sick leave policies for full-time staff. Sick leave was changed to

8 hours per month with a maximum accumulation of 160 hours and vacation was changed to a more consistent step increase.

NEW BUSINESS—

Certificate of Deposit. Backman reported a Certificate of Deposit (CD) at North American State Bank is maturing on May 12, 2018. Requests for proposals were sent and those that responded are shown on the comparison chart (see attached) with United Prairie Bank having the highest interest rates.

IT WAS MOVED BY Art Benson, SECONDED BY Rollie Boll, to approve cashing in the Certificate of Deposit at North American State Bank in the original amount of \$75,000 and depositing the funds with United Prairie Bank for 12 months at 1.75% interest. MOTION CARRIED with Kerry Johnson abstaining.

Laptop. Backman reported the laptop in the board room was purchased in 2010 and is in need of being replaced. Quotes were obtained from Bennett Office Technologies and DATASuccess.

IT WAS MOVED BY Kerry Johnson, SECONDED BY Art Benson, to approve purchasing a HP ProBook 450 G5 15.6" LCD Notebook and upgraded software from Bennett Office Technologies in the approximate amount of \$1,600. MOTION CARRIED.

COMMITTEE REPORTS

Agriculture and Renewable Energy Development. Schmoll showed a draft flyer for the Talent & Technology Workshop to be held August 13th at the Little Crow Resort. The Ag Marketing Subcommittee is seeking sponsors at \$500 or \$1,000 levels. MinnWest Technology Campus and Christian PLLP are sponsors at the \$1,000 level. Schmoll reported Ag Professionals (formerly West Central Ag Sales) is having Shannon Schlecht, AURI Executive Director, speak at its next meeting.

Broadband and Advanced Technology. Boonstra reported committee members attended Day at the Capitol last month and sat in on a hearing led by Rep. Pat Garafalo, who is in favor of funding for satellite, which is not proven technology nor is it scalable. Schmoll stated the committee continues to discuss a project with Hiawatha Broadband Communications, which is also being approached by communities.

Business Retention and Expansion/Recruitment (BRE/R). Backman reported the BRE/R Committee had a good meeting on area projects.

Finance. Backman reported the owner of Spurs continues to work on completing construction and submitted a loan request to complete construction. Backman continues to provide technical assistance to the owner of Spurs. Preservation Alliance of Minnesota (PAM) has made an offer to Willmar Downtown Development to pay a nominal amount of \$100 to take over full ownership of Historic 313 on Fourth Street LLC. Two outstanding funders remain, Mid-Minnesota Development Commission and the EDC. PAM requested approval from the EDC as a lender. Backman was

directed to contact the EDC's attorney and the Finance Committee as to an opinion on the requirement for any document approving of this change in ownership.

Marketing and Public Relations. Backman reported the committee has worked on marketing materials for the Highway 23 Coalition.

Leisure Travel. Art Benson reported the focus has been on the 2018 Governor's Fishing Opener, which events started today.

Railroad Wye. Roger Imdieke reported he and Mel Odens traveled to Washington, D.C. and met with U.S. Representatives Collin Peterson, Tim Walz, Tom Emmer and Rick Nolan, U.S. Senators Amy Klobuchar and Tina Smith, the Federal Railroad Administration (FRA) and the U.S. Department of Transportation. Everyone was supportive of the railroad Wye project, appreciative of their commitment to make the trip to Washington, D.C. and indicated they were all are ready to do what they can to get the Wye project completed. Peterson reported the Master Agreement continues to be negotiated with BNSF. The FRA gave BNSF a 30-day deadline to complete negotiations. Imdieke stated he and Odens tied in the rail freight with Highway 23 being designated a freight highway corridor. A meeting on the Wye project has been set for next week.

NEXT MEETING—The next board meeting is **11:00 a.m., Thursday, June 14, 2018.**

ADJOURNMENT—There being no further business, the meeting was adjourned at approximately 12:55 p.m.



Art Benson, Secretary

APPROVED: 6/14/2018:



Donna Boonstra, President





Final Scoring
2018 Corridors of Commerce Program

District	Highway	Description	Cost	Total Points
Metro	I-494	France Ave to TH 77 construct MnPASS lane	\$149,020,000	660
Metro	I-494	Bush Lake Rd to 35W construct a turbine interchange	\$92,170,000	655
Metro	252 / I-94	Convert to a freeway and add MnPASS lanes Dowling to TH 610.	\$163,220,000	645
Metro	I-494	France Ave to I-35W construct improvements	\$91,700,000	640
Metro	I-494	TH 100 to I-35W construct an EB auxiliary lane	\$12,470,000	625
Metro	169	CSAH 17 to I 494 construct MnPASS	\$152,490,000	620
Metro	I-494	Bush Lake Rd to TH 100 construct turbine interchange	\$79,360,000	615
Metro	65	TH 10 to 117th Ave freeway design	\$99,070,000	615
Metro	I-494	Bush Lake Rd to TH 100 interchange improvements	\$13,480,000	610
Metro	I-494	France Ave to I-35W construct auxiliary lane	\$12,010,000	605
Metro	I-94	Jct. with TH 280/Franklin Avenue interchange improvements	\$89,420,000	605
3	169	TH101 to 197th 01 Full freeway conversion	\$174,110,000	600
Metro	169	CR 21 to I 494 construct MnPASS	\$39,070,000	595
Metro	10 / 169	TH 169 to Thurston Ave freeway conversion	\$55,180,000	590
3	I-94	St. Michael to Albertville - construct auxiliary lane	\$62,420,000	580
Metro	77	Apple Valley to Bloomington add MnPASS	\$37,110,000	580
3	169	TH101 to 197th 01 partial freeway conversion	\$92,040,000	575
Metro	252	Convert to a freeway and extend 3rd lane	\$95,670,000	575
3	I-94	St. Michael to Albertville - construct 4 to 6 lane conversion	\$77,800,000	570
3	I-94	St. Michael to Albertville - construct 4 to 6 lane conversion & Int. A	\$77,800,000	570
Metro	13	Jct Dakota Ave construct interchange	\$25,650,000	570
Metro	I-35W	Construct NB flyover to WB I-494	\$79,890,000	570
Metro	65	105th Ave to 117th construct freeway design	\$57,120,000	565
Metro	65	Jct 109th Ave construct interchange	\$26,360,000	565
Metro	94/494/694	Construct a SB I-694 to EB I-94 flyover ramp	\$26,890,000	565
Metro	62	I-35W to TH77 construct EB auxiliary lane	\$22,560,000	560
Metro	I-35W	Construct a SB I-35W to EB I-694 flyover	\$22,470,000	555
Metro	36	I-35W to I-35E construct MnPASS	\$61,130,000	555
Metro	65	Jct TH 10 construct free flow improvements	\$42,880,000	550
Metro	I-94	Maple Grove to Rogers add lanes in both direction	\$8,250,000	550
Metro	36	Jct Century construct interchange	\$32,170,000	545
Metro	I-494	Bush Lake Rd to TH 100 construct auxiliary lane	\$1,500,000	545
Metro	61	Jct Warner Rd construct interchange	\$33,020,000	545
Metro	169	Jct TH 282 construct interchange	\$13,300,000	540
Metro	212	NYA to Chaska construct 2 to 4 lane conversion	\$97,980,000	535
Metro	62	I-35W to TH 77 construct auxiliary lane both directions.	\$15,230,000	530
Metro	62	Tracy to TH 35W expand roadway 2-lanes to 4-lanes	\$154,050,000	530
6	14	Owatonna to Dodge Center construct 2 to 4 lane conversion	\$160,410,000	525
Metro	I-94	Construct TH 610 gap	\$37,230,000	525
3 / 8	23	Willmar to St. Cloud - construct 2 to 4 lane conversion	\$105,070,000	520
Metro	212	Dahlgren to Carve construct 2 to 4 lane conversion	\$45,250,000	520
Metro	I-35W	Construct a NB I-35W to WB I-694 flyover	\$24,660,000	520
Metro	I-494	TH 100 to TH 77 construct 2 additional lanes	\$140,820,000	520
Metro	62	Penn Ave to TH 169 add additional lanes in each direction	\$51,670,000	520
1	I-35	21st Ave to Garfield Avenue - TPP #2	\$270,570,000	515
1	I-35	27th Ave to Garfield Avenue - TPP #1	\$270,570,000	515
3	23	Paynesville to Richmond construct 2 to 4 lane conversion	\$57,520,000	515
Metro	212	Cologne to Carver construct 2 to 4 lane conversion	\$45,250,000	515
Metro	I-494	TH 100 to TH 77 construct 2 additional lanes & I-35W interchange	\$220,810,000	515
Metro	I-94	Fish Lake to Maple Grove construct auxiliary lane both directions	\$12,680,000	515
3	I-94	Albertville to Clearwater construct 4 to 6 lane conversion	\$179,540,000	510
6	14	CR 16 to Dodge Center construct 2 to 4 lane conversion	\$138,610,000	510
Metro	13	Quentin Ave to Washburn Ave add a new interchange	\$33,720,000	510
Metro	62	TH 77 to Portland Ave H Ave add auxiliary lane in each direction	\$19,650,000	510
Metro	77	NB TH 77 to WB TH 62 construct flyover ramp	\$36,550,000	510

Final Scoring
2018 Corridors of Commerce Program

District	Highway	Description	Cost	Total Points
Metro	97	I-35 to TH61 expand 2-lanes to 4-lanes	\$16,130,000	510
Metro	65	Jct 117th Ave construct interchange	\$16,110,000	505
Metro	55	Expand the roadway from two lanes to four lanes.	\$38,920,000	500
Metro	8	Expand the roadway from two lanes to four lanes.	\$58,520,000	495
Metro	94/494/694	Construct two flyover ramps	\$101,870,000	495
3	10	Wadena construct 2 to 4 lane conversion	\$39,210,000	490
Metro	I-94	I-94/494/694 interchange reconstruction	\$96,790,000	490
3	371	Jenkins to Pine River construct 2 to 4 lane conversion	\$48,020,000	485
6	14	54th Ave to CR 3 construct 2 to 4 lane conversion	\$100,060,000	485
6	14	CR 3 to Dodge Center construct 2 to 4 lane conversion	\$85,850,000	485
7	14	New Ulm to Nicollet construct 2 to 4 lane conversion	\$79,200,000	485
Metro	36	Jct. Manning Ave construct interchange	\$21,170,000	485
Metro / 8	212	Granite Falls to Chaska construct 2 to 4 lane conversion	\$398,660,000	485
3	371	Jct of TH 210 construct interchange	\$43,040,000	480
Metro	212	NYA to Benton construct 2 to 4 lane conversion	\$53,730,000	480
Metro	212	NYA to Cologne construct 2 to 4 lane conversion	\$53,730,000	480
Metro	36	N. St. Paul to St. Croix River freeway conversion	\$140,170,000	480
Metro	I-94	TH 52 to Jackston St construct WB buffer lane	\$2,510,000	475
Metro	36	I-35W to I-35E construct EB auxiliary lane	\$26,830,000	470
Metro	494 / 694	Expand Tamarack Rd to Co Rd 10 to 6-lanes	\$10,300,000	470
Metro	I-94	Jct. with TH 252 interchange ramp improvement	\$1,960,000	470
6	14	Jct CR 104 construct an interchange	\$39,180,000	465
6	52	Jct TH 14 capacity improvements	\$34,140,000	465
7	14	New Ulm to Courtland construct 2 to 4 lane conversion	\$64,320,000	465
7	14	CR 37 to Nicollet Expansion	\$67,550,000	460
Metro	61	Jct Afton Rd construct interchange	\$12,610,000	460
2	11	Roseau to Warroad construct 2 to 4 lane conversion	\$56,970,000	455
3	I-94	Monticello to Hasty construct 4 to 6 lane conversion	\$86,120,000	455
1	169	Pengilly to Bovey construct 2 to 4 lane conversion.	\$75,530,000	450
Metro	36	I-35 W to I-35 E construct 4 to 6 lane conversion	\$93,560,000	450
Metro	I-94	I-35E to 5th St construct a WB lane addition	\$8,500,000	450
3	I-94	Monticello to Clearwater construct 4 to 6 lane conversion	\$54,720,000	445
1	169	CSAH 7 to TH 65 construct 2-to 4 lane conversion	\$75,530,000	445
6	14	56th Ave to CR 16 construct 2 to 4 lane conversion	\$28,900,000	445
6	14	Construct Byron Interchange Option 1	\$17,190,000	445
6	14	Construct Byron Interchange Opt2	\$16,500,000	445
6	14	Construct Byron Interchange Option 3	\$24,780,000	445
7	14	New Ulm to W. Courland Expansion	\$36,840,000	445
Metro	252	Extend 3rd lane	\$17,690,000	445
3	210	Pillager to Ironton construct 2 to 4 lane conversion	\$98,480,000	440
7	14	Nicollet to W. Courtland construct 2 to 4 lane conversion	\$54,090,000	440
Metro	I-35W	Construct an I-694 exit only lane	\$1,950,000	440
3	I-94	Construct improved interchange at TH 23	\$2,500,000	435
Metro	41	Chaska to CSAH 61 improvements	\$9,180,000	435
6	52	Jct TH 57 construct interchange	\$10,590,000	430
3	10	Royalton interchange construction	\$35,280,000	425
3	210	Motley to Baxter construct 2 to 4 lane conversion	\$86,250,000	425
8	23	New London to Paynesville construct 2 to 4 lane conversion	\$47,550,000	425
Metro	101	Construct interchange from Diamond Lake Rd to I-94	\$28,710,000	425
Metro	55	Lake St interchange reconstruction	\$3,650,000	425
Metro	110	Mendota to Inver Grove freeway conversion	\$121,780,000	420
Metro	62	Jct TH 77 construct ramps	\$1,300,000	415
7	14	Nicollet to E. Courtland Expansion	\$19,060,000	410
Metro	101	Construct SB flyover access to I-94	\$41,220,000	405
1	169	CSAH 7 to CSAH 80 construct 2 to 4 lane conversion.	\$28,150,000	400

HIGHWAY 23 COALITION WASHINGTON, D.C. FLY-IN

Highway 23 Coalition members will be traveling to Washington, D.C. on May 22-24, 2018 to urge Minnesota's Congressional delegation to support funding for the Highway 23 Corridor and adding Highway 23 between St. Cloud and Interstate 90 to the National Highway Freight Network. This route is used by many major companies as their primary route to move freight and yet many of the routes are without four lanes or adequate bypass lanes. ***In order to receive MNDOT grants made available under the new Fixing America's Surface Transportation (FAST) Act, Trunk Highway 23 must be "officially added" to the National Highway Freight Network.***

ITINERARY

Tuesday, May 22, 2018

- 10:30 a.m. Arrive in Washington, D.C.
- 12:00 p.m. Lunch
- 2:00 p.m. Check-in at [Hyatt Place](#)
- 3:00 p.m. Potential Meeting with Kodiak Hill-Davis, David Turch & Associates

Wednesday, May 23, 2018

- 8:30 a.m. Breakfast Briefing at Dirksen Cafeteria
- 9:00 a.m. Meeting with U.S. Senator Tina Smith (MN) and U.S. Senator John Thune (SD)
- 10:00 a.m. Meeting with U.S. Senator Amy Klobuchar (MN)
- 11:00–11:15 a.m. Meeting with U.S. Rep. Tom Emmer (D-Minn.), 315 Cannon HOB
- 12:30 p.m. Lunch with U.S. Rep. Collin Peterson (R-Minn.), U.S. Capitol, Members' Dining Room
- Tentative** Capitol Dome Tour
- 6:30 p.m. Dinner at Farmers Fishers Bakers Restaurant, Georgetown

Thursday, May 24, 2018

10:00–10:45 a.m.

[U.S. Department of Transportation](#) (DOT)

- 1200 New Jersey Avenue SE, West Building,
Conference Room Q-W82-302 (OST)
Office of Infrastructure Finance and Innovation
- John Augustine, Director
 - Robert Mariner, Deputy Director

11:00 a.m.–12:00 p.m.

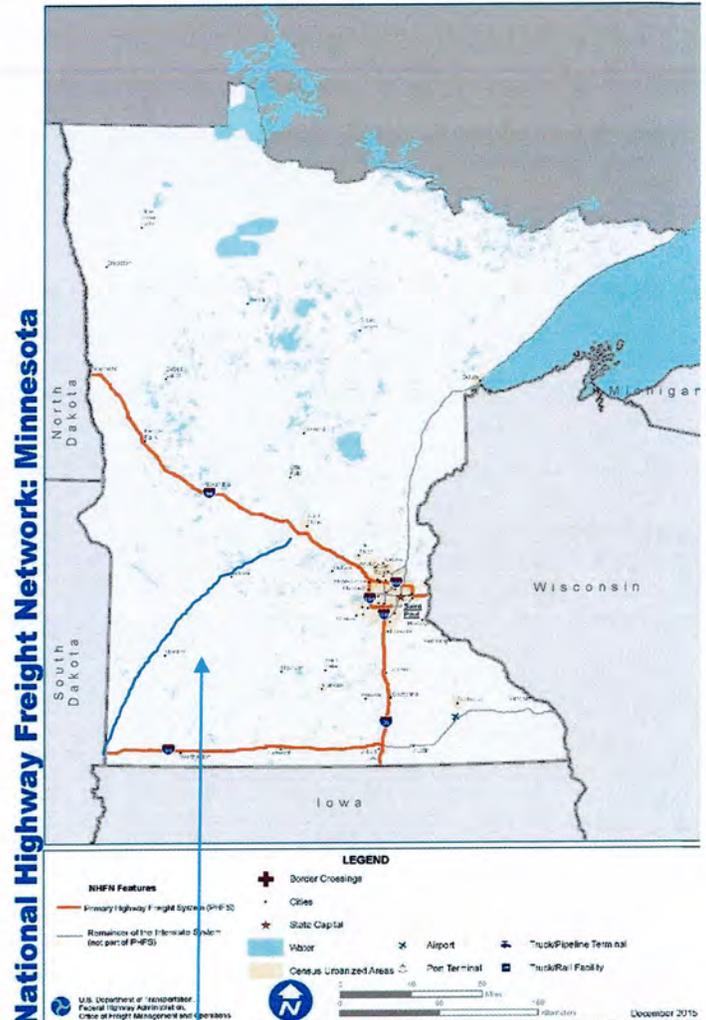
[Federal Highway Administration](#) (FHWA)

- 1200 New Jersey Avenue SE, East Building
Office of Freight Management and Operations
- Caitlin Hughes, Director
 - Crystal Jones, Team Leader

1:30 p.m. Depart Hotel

3:30 p.m. Flight Departs for Minneapolis

MORE INFORMATION: Contact Jason Duinck at jasond@duinck.com or 320.978.6011



HOTEL INFORMATION

[Hyatt Place](#)
National Mall
400 E Street SW
Washington, D.C.
Tel: 202.803.6110



Joint Operations Board Meeting
Aaron Backman Report
May 8, 2018

Highway 23 Coalition

On May 1st the Minnesota Dept. of Transportation announced project awards for Corridors of Commerce. Two projects were funded pertaining to Interstate 494 in Bloomington, one project was funded on Interstate 94 in Albertville, and one project was funded on Highway 169 in Elk River. MnDOT classified the last two projects as Greater Minnesota projects, though clearly all four are in the Twin Cities. Unfortunately, these four large projects are using up all the Corridors of Commerce money that is currently available.

The Coalition is disappointed that Highway 23 projects were not funded in this round. We viewed our projects as being strong contenders. In fact, they were ranked high for non-Twin Cities projects. If you consider projects outside of the Twin Cities, Highways 14 and 23 were the next highest projects. Also, the combining both gaps into one project ranked higher than if they were done individually. And it was more economical (\$105 million vs. \$140 million).

The Coalition will continue to fight for completion of the two gaps until this project is completed. We will seek state and federal funding for the project. Planning continues for Coalition representatives to travel to Washington DC to meet with our congressional delegation from May 22nd to May 24th.

EDC staff has been working on the Internal Revenue Service Form 1024 for the Highway 23 Coalition to enable the organization to obtain tax exempt status. The organization is pursuing 501(c)4 non-profit status. The revised application is currently being reviewed by the accountant Jim Ruff. Such a voluntary membership organization can engage in lobbying activities (and membership dues are not deductible). It is anticipated that the application will be submitted to the IRS in the next week or two.



Glacial Ridge Hospitality (Little Crow Golf Resort)

Construction on the GrandStay Hotel, Little Crow Event Center, Pro-shop, and Restaurant continues. The roof on the three-story hotel is done. Exterior walls being worked on. Interior work continues to proceed. The late winter weather did impact the outside work. Duinick could not work on paving the parking lot until temperatures were warmer and frost out. That, in turn, has delayed the project opening. The hotel, event center, and restaurant will not be open by the Governor's fishing opener. Now, the complex is expected to be open late June 2018. Reservations for events are picking up nicely. (The aerial photo above is from 5/8/18.)

Business Meetings (April 12th – May 10th)

1. Weekly Willmar Development Meeting w/Bruce Peterson
2. WAM-BC & EDC Staff Meeting re WAM loan portfolio on April 16th
3. Presentation to Kiwanis Club on April 17th
4. Attended Kandiyohi Co. Comm. – Approval of revised Ordinance for Hospitality & Home Extended Businesses in rural areas on April 17th
5. Met with Jim Ruff regarding Hwy 23 App to IRS for 501(c)4 status
6. Attended MN Marketing Partnership Meeting at Xcel HQS in Mpls
7. Discussion w/Scott Marquardt, SWIF, re Neighborhood Development Center collaboration



8. Participated in WAM-BC meeting re Loan Portfolio on April 23rd
9. SCORE Meeting with Bob Bonawitz and Warren Carlson, Excel Business Advisors
10. Attended 2018 Spicer Appreciation Banquet at Johnny O'Neil's
11. Meeting w/property reps re housing project near Lakeland Drive and conference call w/Fargo housing developer
12. Meetings w/Mel Odens planning for DC Trip for Hwy 23 Coalition & Wye
13. Attended Willmar Merchandising Mtg. w/U of MN reps at MCROC on April 27th
14. Met w/Dan McKinney, Leasing Director for Kandi Mall re available space and prospects
15. REDstar Creative re Hwy 23 Coalition marketing items
16. Attended Mayor's Prayer Breakfast at Willmar Conference Center on May 3rd
17. EDC's BRE Committee Meeting held at the Willmar Airport Terminal Conference Room
18. Attended Public Policy Committee Mtg. & Tour of NLS High School's new Performing Arts Center in New London on May 4th
19. Attended Willmar City Council Mtg. re rezoning of two lots for Legacy on First project
20. Ridgewater College meeting to reserve video conference room for NDC meeting

Business Visits

1. Mtg. & Tour of Willmar w/Housing Developer from Fergus Falls
2. Attended Marketing Concepts Open House in new Willmar location
3. Credem Johnson, Double J Concrete & Masonry, rural Willmar
4. Barb Gilberts, Christianson Systems, Inc., Blomkest
5. Tour of Urban Escape new location under renovation with Eryn Hannig, Spicer
6. Tour of Lone Tree Board & Paddle's new location with Ben Danielson, Spicer
7. Tour of new Carris Health Surgery Center (next to APMC) in Willmar
8. Attended Chamber Connection at North Rick Partners
9. Discussion with Aydee Lopez, Spurs, and Doug Gasek, Preservation Alliance
10. Tour basement renovation project at Midtown Plaza with Zack Mahboub
11. Meeting with Abdilahi Omar at Ain-U-Shams (Midtown Plaza)
12. Meeting with Sahra Hirsi at Zahrina's (Midtown Plaza)
13. Meeting with Ebla Abdi at Bismillah Kids Store (Midtown Plaza)
14. Tour of Alfurqaan space with Zack Mahboub (Midtown Plaza)



**Operations Board Meeting
Connie Schmoll Report
May 8, 2018**

Broadband

Connie attended the District 9 Broadband Summit in Mankato on April 5th. The networking and conversations there were extremely helpful for keeping up with what other communities are doing to expand broadband. Connections were made with representatives of USDA's Rural Utilities Service Telecommunications which is receiving \$600 million in federal funds to assist with broadband deployment in rural areas of the nation.

Five members of the EDC's Broadband and Advanced Technology Committee attended Broadband Day at the Capitol on April 12th. Legislators in favor of continuing the Office of Broadband Development and Border-to-Border grants spoke to those in attendance. The need to continue the grants remain crucial to build out of high speed broadband in the rural areas of Minnesota. To truly accomplish "Border-to-Border" in the next five years, \$71.48 million per biennium, in on-going funding is needed. The Rural Broadband Coalition promoted \$51.48 for the 2018 session in order to reach that amount in the current biennium. The message that was suggested was to focus on funding only for this year and policy changes that are still needed for 2019. Our team met with Representative Baker and Senator Lang to promote the funding. We also spoke of reasons that satellite and wireless options are good for temporary fixes but not as a permanent solution to the growing need for reliable, affordable and high speed broadband in the rural areas of the state. At this time, \$15 million is included in both the Senate and House versions of the Jobs Bills for broadband.

West Central Angel Fund I

The EDC has informed the leaders of the West Central Angel Fund about Opportunity Zones and will keep them updated as new information is released.

A new flyer has been created to promote new members and to inform businesses of the investment application opportunity and process. The EDC covered the costs of design for the new flyer as was the plan when the group was created.

Agriculture Renewable Energy Development Committee

Marketing materials are near complete for the August 13, 2018 Talent and Technology Workshop for Ag Producers. The morning workshop will begin at 7:30 a.m. and will include four speakers on the subjects of securing and retaining workforce for ag producers, regulations regarding employees, technology in crop farming today and use of data collected with precision agriculture equipment. The event will be held at the Little Crow Resort by New London. The Ag Marketing Subcommittee is currently working to secure sponsors to cover some of the costs of the event.

One of the 2018 goals of the Ag and Renewable Energy Development Committee has been to support growth of the hemp industry in the region. The Agricultural Utilization Research Institute (AURI), during



their annual New Uses Forum, highlighted industrial hemp production and processing. Two members of the Ag and Renewable Energy Development Committee attended the event.

Two members also attended the Clean Energy Resource Teams Annual Conference in St. Cloud on March 28th and 29th. The workshops topics include food, energy, bio-mass, solar and economic development.

Connie attended the Bio-Science Conference in Worthington on April 5th and 6th. Among many science and economic development issues presented, Robert Mitchell of the Hemp Consortium, spoke about industrial hemp and putting farmers, processors and manufacturers together for success in this building industry. Other presentations focused on workforce in bio-science industries and how important it is for education and private industry to work together.

Jamey Cline of Christianson PLLP spoke at the EDC's April 19th Ag and Renewable Energy Development Committee meeting about funding mechanisms for value-added ag and renewable energy projects.

Child Care

On April 9th, Connie met with United Community Action Partnership (UCAP) staff, Debi Brandt and Jonathon Marchand, who are both invested in child care issues. The team decided to pursue a Rural Child Care Innovation Program Grant. If awarded, the grant would provide a representative from First Children's Finance (FCF) to facilitate community conversations to address the child care crisis in the Kandiyohi County area. Communities that are awarded the grant would partner with FCF over a 24-month period with the goal of increasing the supply of high quality affordable child care in their local community. Core team members are being sought and will be the primary leaders and local champions of child care as an economic development strategy. UCAP will take the lead on the grant application process and partnership with FCF.

CVN

Connie attended the Spring session of Community Venture Network in St. Paul on April 13th. Start up and expanding businesses made business pitches to gain interest by rural community economic development leaders. Approximately 10 pitches are made at each of the quarterly meetings. Two of the businesses that may be appropriate for follow up this time include: 1) Round Table Hops - a hydroponic greenhouse to grow hops for the expanding industry of craft breweries; and 2) Camp 365 – a small, fold-out camper manufacturer that needs a larger facility for operations. Other presentations of interest included an employment agency that is working to find jobs for displaced Puerto Rican citizens, and Clark Technology, promoting the leach buster system that was implemented in Kandiyohi County.

International Cheese and Technology Expo

Connie attended the 2018 International Cheese and Technology Expo in Milwaukee, WI on April 18th and 19th. Highlights are as follows:

April 18: Welcome reception at the Wisconsin Center, downtown Milwaukee. Tons of cheese were consumed at this event. Networking time provided opportunity to talk to attendees that later helped me connect with cheese processors that would potentially be interested in our area for expansion.



April 19: RELCO sponsored breakfast featured keynote speaker, former Ag Secretary Tom Vilsack, currently the CEO of U.S. Dairy Export Council. He discussed opportunities around the globe for U.S. dairy exports. The council's goal is to increase exports of dairy so that one of every seven tankers of product is exported outside of the U.S. He is currently focusing on exports to Africa and the Middle East.

April 19: Trade Show on the exhibit floor. Nearly 600 exhibit booths featuring dairy related companies from around the world. Connie shared with vendors and attendees about our area and the influx of milk production. Several people took information to further share with processors from Wisconsin and other states. Two companies have made follow up connections.

Business Meetings

1. DEED Subsidy Reporting
2. Highway 23 Legislative Committee
3. One Million Cups
4. CLUES site tours
5. One Million Cups
6. Chamber Grow MN
7. UCAP Child Care – building a solutions core team to begin community conversations
8. CERTS Conference Call – Seed grants
9. Rural Broadband Summit, Mankato
10. Bio-Science Conference, Worthington
11. Broadband Day at the Capital
12. Community Venture Network
13. International Cheese and Technology Expo

Business Visits

1. Use of site at the Kandi Mall
2. Simply Shrimp possible expansion
3. Family Roots Chiropractic, Spicer
4. Willmar Child Care Center
5. Urban Escapes build-out, Spicer
6. The Village Children's Museum, Willmar
7. Marketing Concepts new facility, Willmar
8. Double J Concrete
9. Christianson Systems, Inc.

Kandiyohi County & City of Willmar EDC 2018 Plan

Benchmarks: Childcare

1) What do we want to accomplish? (New Goal)

- Increase the number of childcare options, including diverse childcare options, available for the workforce in Kandiyohi County and in the region.
- Secure sustainable solutions for existing and new childcare centers and family childcare providers, including diverse childcare.

2) What should be done to begin? (Data Needed or Action Steps)

- Participate as economic development representative, in community stakeholder meetings to define the current situation and potential solutions.
- Identify local leaders in the childcare industry.
- Bring family providers together to seek their ideas about what might be helpful for them locally.
- Research policy and proposed legislation that could support local childcare businesses.

3) What should we see happening within 90 days? (Benchmarks)

- Support legislation to provide relief for providers and address the overreach of regulations while still ensuring safety for children and families in childcare environments.
- Communicate with leaders in the childcare industry about our desire to participate in conversations and planning, as an economic development entity, regarding the childcare issue.
- Assist childcare industry leaders with gathering information from businesses about the current need for childcare for reports and grant applications.

Adopted by Joint Powers Board 4/26/2018

Kandiyohi County & City of Willmar EDC 2018 Plan

Benchmarks: Diverse Business Initiative

1) What do we want to accomplish? (New Goal)

- Examine the possibility of implementing a Diverse Business Retention Expansion (BRE) Phase II Program during 2018, including businesses located outside of Willmar.
- Consider receiving and administering the Willmar Area Multicultural Business Center (WAM-BC) loan portfolio. WAM-BC has seven active loans around Kandiyohi County. WAM-BC prefers to focus on technical assistance and less on financial assistance.
- Seek to establish a self-sustaining diverse workforce training program in partnership with Ridgewater College, CLUES, Central Minnesota Jobs & Training Services (CMJTS), Carris Health/Rice Memorial Hospital, Bethesda and others.

2) What should be done to begin? (Data Needed or Action Steps)

- Explore partnering with the Neighborhood Development Center (NDC), a nonprofit CDFI, to assist diverse entrepreneurs and businesses in the Willmar area.
- Continue discussions with the Bush Foundation staff regarding a Community Innovation Grant for capacity building for diverse entrepreneurs in the Willmar area.
- The WAM-BC loan portfolio transfer is predicated on WAM-BC updating its financial documents for all of its outstanding loans. So far, they have updated five out of the seven loan documents. WAM-BC expects to complete the loan document updating by June of 2018. The EDC will continue to discuss the loans with WAM-BC leadership.
- Comunidades Latinas Unidas en Servicio (CLUES), a Latino nonprofit organization based in the Twin Cities, with EDC assistance, is considering leasing office space near downtown Willmar for office and training space. It is currently interviewing a new Navigator lead and should be finalizing a new lease in the next 30 to 60 days.
- New contracts for Diverse CNA and Diverse welding programs are expected to be signed by Ridgewater College and CLUES in the next 30 days.

3) What should we see happening w/in 90 days? (Benchmarks)

- The EDC will stay in communication with NDC and the Bush Foundation regarding a follow-up Diverse BRE Program.
- Once the WAM-BC loan documents are updated, the EDC will present the loan portfolio transfer opportunity to the EDC's Finance Committee and EDC Board members for final approval. If approved, the EDC would create a new RLF for diverse businesses in Kandiyohi County.
- The EDC will remain in communication with CLUES and Ridgewater College regarding the diverse training programs and collaborate with CMJTS regarding workforce initiatives.

Adopted by Joint Powers Board 4/26/2018

Kandiyohi County & City of Willmar EDC 2018 Plan Benchmarks: Opportunity Zones

1) What do we want to accomplish? (New Goal)

- Designate Opportunity Zones, for one to three tracts in Kandiyohi County to encourage development of housing or commercial businesses in low to moderate income areas that are considered eligible.
- Encourage investment for new commercial and housing projects in designated Opportunity Zones in Kandiyohi County.
- Facilitate and secure new commercial and housing projects in Kandiyohi County Opportunity Zones.

2) What should be done to begin? (Data Needed or Action Steps)

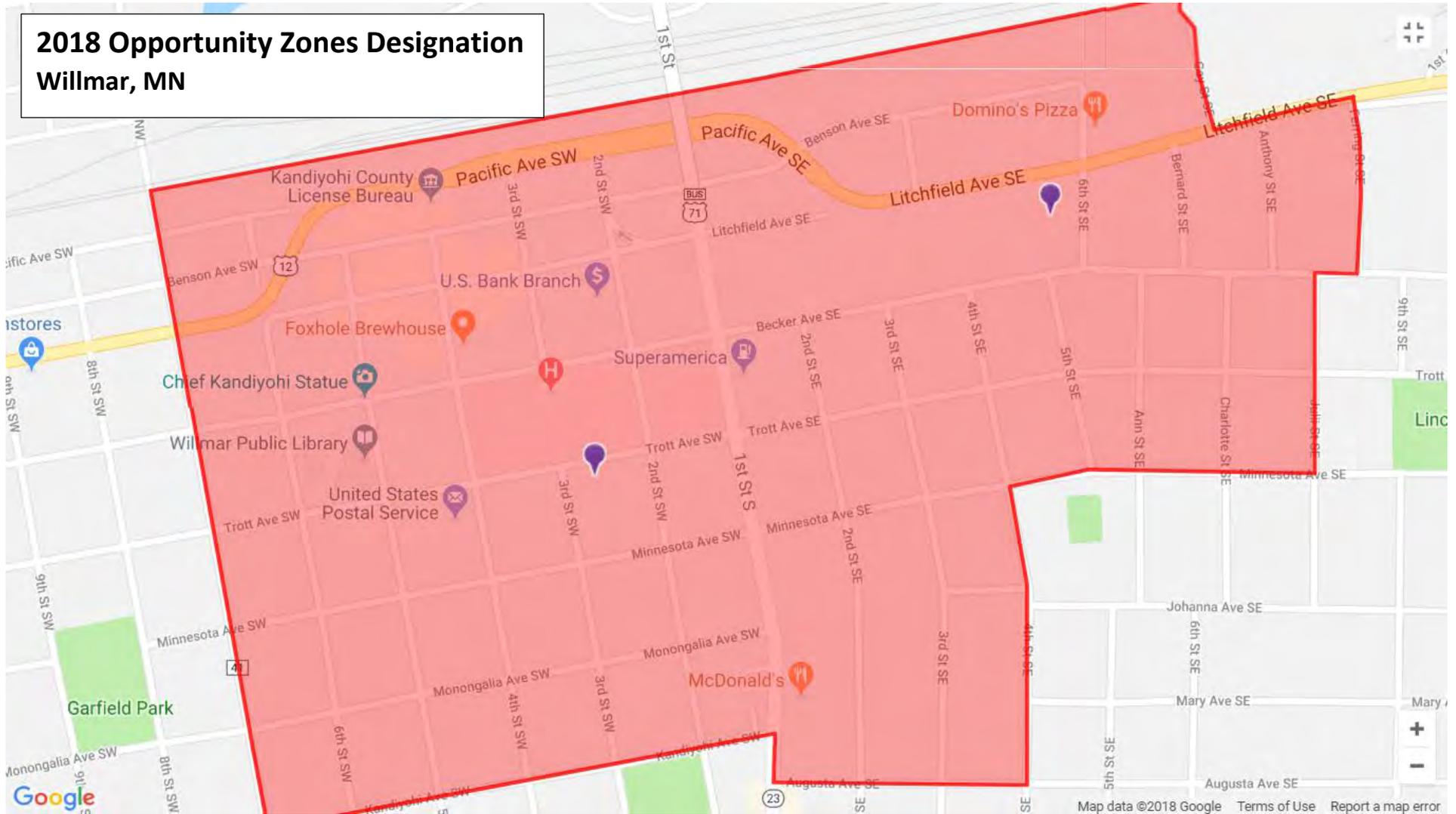
- Submit recommendations to DEED stating priority for each of three eligible tracts in Kandiyohi County to be considered for the designation of “Opportunity Zones.”
- Track the processes and determinations made by the Minnesota Governor’s Office and the final Opportunity Zones determinations made by the U.S. Department of the Treasury.
- Study the rules and processes of Opportunity Zones as more information is published.

3) What should we see happening within 90 days? (Benchmarks)

- Development of Opportunity Zone marketing materials.
- Present Opportunity Zone information to county, city and other potential partners. Invite potential investors and developers to community discussions about opportunities in the designated zones.

Adopted by Joint Powers Board 4/26/2018

2018 Opportunity Zones Designation Willmar, MN



Census Tract 780800i Kandiyohi County

Population	2,064 (2010)
House Units	904
Race	Whites:83.1%, Hispanics:33.1%, Blacks:5.9%, Asians:1%, Others:10%
Population Density:	4,797.05/sq mi
Median Household Income:	\$29,367
Median House Price:	\$90,800
Land Area:	0.43 sq mi

Kandiyohi County & City of Willmar EDC 2018 Plan Benchmarks: Transportation Infrastructure

1) What do we want to accomplish? (New Goal)

- Implementation of Willmar Railroad Wye project on the west side of Willmar bypassing the downtown and installation of rail spur to Willmar Rail Park by 2021.
- Completion of the Minnesota Highway 23 four-lane corridor between Willmar and I-94, including the two gaps north and south of Paynesville by 2024.
- Construction of the County Road 5/55 bridge over railroad tracks just north of new Highway 23 bridge on the southwest side of Willmar.
- Increase operations at Willmar Municipal Airport by 25% by 2020.

2) What should be done to begin? (Data Needed or Action Steps)

- The Master Cooperation Agreement between MnDOT, City of Willmar, Kandiyohi County and BNSF needs to be completed before the Design-Build bid letting process for final design and construction can proceed.
- Willmar Wye project partners have solid relationships and the partners remain optimistic for a summer or fall of 2018 construction start for the Wye project.
- Continue to make investments in support of long-term, collaborative regional approaches, such as the EDC being active in the Highway 23 Coalition.
- Support Corridors of Commerce funding to finish the four-lane gaps on Highway 23.
- Support federal and state funding for Highway 23-related projects, such as the County Road 5/55 bridge over the BNSF railroad tracks.
- Recruit business prospects interested in locating at the Willmar Industrial Park or Willmar Airport.

3) What should we see happening w/in 90 days? (Benchmarks)

- Interact with the Willmar Railroad Wye partners to understand the status of the Master Agreement and construction timeline.
- In April, MnDOT is expected to announce the Corridors of Commerce projects that will be funded. Based on that announcement, the Coalition may seek additional state bond funding. In late May, the EDC should send two representatives to participate in the Washington D.C. Fly-In to meet with Congressional representatives and federal Department of Transportation staff regarding the funding of transportation priorities in Willmar and West Central Minnesota.

Adopted by Joint Powers Board 4/26/2018

CD Interest Rate Comparison
\$75,000 CD with North American State Bank matures on 5/12/2018

	6 months	12 months	18 months	24 months	25 months
Bremer Bank (*special)	0.45%	0.60% 11 mos./1.65%*	0.60%	0.90%	2.10%*
Citizens Alliance Bank	0.60%	1.10%		1.30%	
Concorde Bank	No response received				
Heritage Bank	0.77%	1.07%		1.47%	
Lake Region Bank	No response received				
North American State Bank	Believe the CD would renew for 12 months at current interest rate of 1.06%				
United Minnesota Bank	No response received				
United Prairie Bank	1.50%	1.75%		2.00%	
US Bank	No response received				
Wells Fargo Bank	No response received				