

**KANDIYOHI COUNTY AND CITY OF WILLMAR ECONOMIC DEVELOPMENT COMMISSION (EDC)
AGRICULTURE AND RENEWABLE ENERGY DEVELOPMENT (AG) COMMITTEE**

MINUTES

December 15, 2016

McMillans Family Restaurant, Willmar

Present: Rollie Boll, John Folkedahl, Kevin Halvorson, Larry Konsterlie, Dustin Kotrba, Kim Larson, Dan Lippert, Keith Poier, Bruce Reuss and Dan Tepfer

Excused: Arvind Auluck-Wilson and Ian Graue

Absent: John Duevel

Guest: Jean Geselius, Conway, Deuth and Schmiesing; and Carolyn Lange, West Central Tribune

Staff: Connie Schmoll, Business Development Specialist

Secretarial: Diane Beck, Legal & Administrative Assistants, Inc.

Vice Chair Kevin Halvorson called the meeting to order at 7:35 a.m.

CHANGES TO AND APPROVAL OF AGENDA

IT WAS MOVED BY Rollie Boll SECONDED BY Dustin Kotrba, to approve the agenda as emailed.
MOTION CARRIED.

MINUTES

IT WAS MOVED BY Bruce Reuss, SECONDED BY Jon Folkedahl, to approve the minutes of the November 17, 2016 meeting. MOTION CARRIED.

REPORTS

West Central Angel Fund I. Connie Schmoll reported the West Central Angel Fund I is not operational. The Fund is under the leadership of four individuals who are currently reviewing legal documents. Once the documents are in order, the entire membership will be invited to a meeting. Schmoll stated start-up businesses are interested in the fund and she had hoped it would be organized before the end of December.

Ag Producers Survey Subcommittee. Schmoll shared the Ag survey is moving forward and shared the lists of sponsors and volunteers (see attached). The subcommittee recently met and began calling Ag producers. Schmoll reported \$2,350 has been received from sponsors and \$500 will be paid in 2017. The fundraising is \$4200. Survey volunteers have been secured. At least two agriculture producers (one in livestock production and one crop producer) per township will be interviewed. Approximately 60 interviews will be conducted in 24 townships. Teams consisting of two volunteers will conduct the interviews. Training for volunteers will be held on January 11 and January 13, 2017 at Christianson, PLLP. Packets will be mailed to ag producers on January 17 and volunteers will begin calling producers on January 18. Volunteers need to attend only one training session. If volunteers prefer a certain volunteer partner, contact Schmoll. Rollie Boll commented there have been issues with contacting farmers due to their busy schedules and disconnected land lines. Kim Larson shared he has heard from a few farmers that they are surveyed out and a bit hesitant. The interview will take approximately one hour. Volunteers are grateful that pre-calling has been conducted. Interview forms will be mailed to interviewees prior to the interview which should aide in the process.

UNFINISHED BUSINESS

Ag Education and Public Relations Goal Discussion. Schmoll mentioned the 2016/2017 goals were reviewed at last month's meeting (see attached). Schmoll introduced guest Jean Geselius, Marketing Director at Conway Deuth & Schmiesing. Geselius serves on the EDC Marketing and Public Relations Committee and provided the following overview of the committee's projects and goals and how the Marketing Committee can assist the Ag Committee in promoting agriculture education and public relations and fit into the overall goals of the EDC:

- Worked with the Johnson Group and REDstar Creative to update the EDC website
- Educate community regarding services/resources of the EDC in the form of a new digital newsletter which will be posted online two times per year (see attached).
 - Agriculture news/articles can be shared in the newsletters including GMO and water issues.
- Marketing kits
- Willmar Industrial Park flyer (see attached)
- MinnWest Technology flyer (see attached)
- Smaller brochure pertaining to the overall functions of the EDC
 - An Ag flyer would be an opportunity to promote agriculture education/news.
- Working on updating the tradeshow booth displays
 - The Ag Committee would have an opportunity to add Agriculture stats and opportunities in farming
- Aaron Backman attends Open Mic programs
 - This could be an opportunity to share Agriculture news
- Updating the Finance brochures and Willmar Area Lakes Chamber ADvantage inserts

- Currently looking at ordering a promotional high-end beverage container that will contain specific messages
 - Agriculture highlights could be included on the container

The committee discussed trained workforce versus available workforce training resources, i.e., Ridgewater College. Rollie Boll mentioned a recent presentation sponsored by Farm Bureau and felt it would be beneficial to make the public aware of these opportunities. Marketing may help with informing the public to attract younger people to the industry. Larry Konsterlie, who serves on the State Farm Board, also commented the importance of educating the public. Geselius commented the Marketing Committee is willing to work with the Ag Committee and suggested to begin with the creation of an agriculture flyer promoting the upcoming Ag Producers' Survey, West Central Angel Fund I updates and progress, etc. The Marketing Committee will begin work on the flyer and social media presence at its January meeting. Geselius will bring back a draft to the Ag Committee meeting on January 19, 2017. Schmoll encouraged committee members to also bring suggestions/ideas to the next meeting.

2017 Ag Committee Chair/Vice Chair. Nominating committee members consisting of Schmoll, Dan Tepfer, Jon Folkedahl contacted all Ag Committee members if they were willing to serve as 2017 Ag Committee Chair and/or Vice Chair. Candidates for Chair are: Ian Graue, Dan Tepfer and Dustin Kotrba. Schmoll shared that Graue would run only if no other candidates were on the ballot; therefore, Graue's name was removed from the Chairman ballot. A paper ballot vote was conducted; results of the vote were: Dan Tepfer 7 and Dustin Kotrba 3. Candidates for Vice Chair were: Kevin Halvorson, Kim Larson and Larry Konsterlie; Dustin Kotrba also added his name to the slate of candidates. Kim Larson removed his name from the list. A paper ballot vote was conducted; results of the vote were: Larry Konsterlie 4; Kevin Halvorson 3; and Dustin Kotrba 3. Poier thanked candidates for their willingness to be on the slate of 2017 candidates. Schmoll thanked the current Chair, Ian Graue and Vice Chair, Kevin Halvorson for their leadership and to the committee members for the good work on the committee and looking forward to 2017.

NEW BUSINESS

Community Happenings in Agriculture/Renewable Energy. Schmoll shared information from a recent rural Minnesota meeting at the Willmar Lakes Area Chamber of Commerce. In January, a presentation on cyber security will be given by Deb Geister and encouraged Ag Committee members to attend. Schmoll will send out the date/time. Tepfer stated planning is underway for the Farm Midwest Conference (June 13 and 14, 2017) at the University of Minnesota Morris, which will focus on dairy production and swine farm energy. Schmoll suggested committee members share transportation if possible. Konsterlie shared the Corn Growers Association Conference will be held on January 25 and 26, 2017 in Mankato and encouraged committee members' attendance. Additional information is available at www.Mnagexpo.com.

ADJOURNMENT—There being no further business, the meeting was adjourned at approximately 8:50 a.m.

NEXT MEETING— The next regular meeting is **7:30 a.m., Thursday, January 19, 2017**, at Christianson, PLLP, Willmar.



RESEARCH & TECHNOLOGY

MINNWEST TECHNOLOGY CAMPUS

The serene grounds of the 100-acre MinnWest Technology Campus are more than just lush green space and lakeside views. Inside the picturesque buildings of this historic campus are companies on the cutting edge of research and technology innovation - many of them pioneers in their respective industries. The campus boasts an array of R&D-focused technology, bioscience, and animal science companies, including national and global leaders in agriculture and advanced manufacturing such as Nova-Tech Engineering, Epitopix, Life Science Innovations (LSI), Prinsco, Inc. and ProCore.

home to national & global leaders in ag & advanced manufacturing



4 R&D labs - Level II clean room - teaching lab soon with DNA sequencing



When the MinnWest Technology Campus opened in 2006, it had 5 businesses with 107 employees on campus. Today, there are 33 businesses with 556 employees on campus. There are also 4 state-of-the-art R&D labs including a Level II clean room and a teaching lab with a DNA sequencing machine - the only one of its kind in Minnesota outside of the Twin Cities and Mayo.

regional business hub with available workforce of 65k+



Info or tours:
kandiyohi.com
mnwesttechnology.com
toll-free 866.665.4556.



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A CLOSER LOOK

MINNWEST TECHNOLOGY CAMPUS



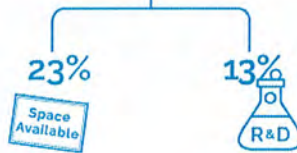
KEY INDUSTRIES



SPACE



total of **416,768** ft²



WORKFORCE

employees on campus

2006 **107**

2011 **275**

2016 **556**

65
Professional
Engineers

200+
Patents Filed
international & US

CULTURE

2016 survey results

the campus is...

- ✓ Inclusive
- ✓ Community-Focused
- ✓ Vibrant
- ✓ Progressive
- ✓ Driven

over **90%**
of campus employees reported...

"Working on campus has benefited my career/company"

AMENITIES



Info or tours:
kandiyohi.com
mnwesttechnology.com
toll-free 866.665.4556.





Kandiyohi County & City of Willmar
ECONOMIC DEVELOPMENT COMMISSION

FALL 2016

866.665.4556 | 320.235.7370
222 20th St SE Willmar, MN 56201



EDC ENCOURAGES EXPANSION

ADVOCACY
RETENTION
EXPANSION
MARKETING

A Message from the Executive Director



Aaron Backman

With the changing seasons, I am reminded of the changing cycles for business. Businesses have growth spurts and times of dormancy. 2016 has definitely seen both. Our agricultural sector has been challenged with low commodity prices, but projects continue to move forward. MeadowStar Dairy, the largest dairy operation in Minnesota with a \$60 million investment near Pennock, began processing milk last October. A 2017 Agriculture Producers Survey is moving ahead, and Jennie-O Turkey Store, Willmar's largest employer, and Willmar Poultry Company have bounced back this year from the effects of the avian influenza outbreak in 2015. In September of this year, the state opened an \$8.5 million MN Poultry Testing Laboratory, a state-of-the-art diagnostic testing lab, in Willmar.

During 2016, the EDC has been working to assist several expansions, including the Kandi Mall Rehabilitation Project, Glacial Ridge Hospitality, and the ERC expansion. Each of these projects not only offers significant capital investment, but also involves a lot of planning and interaction with businesses. Through these projects and more, around 350 new jobs will be generated in Kandiyohi County during the next two years. The EDC is committed to working with the business community to create opportunities for new and existing companies to thrive in Kandiyohi County.

SOMETHING TO CROW ABOUT

Plans for a 51-room GrandStay Hotel, 300-seat event center, 75-seat restaurant, and a new clubhouse are in the works on the property of the Little Crow Country Club (LCCC) south of New London, thanks to a lot of hard work by LCCC's Redevelopment Committee and some help from Kandiyohi County and City of Willmar EDC.

The EDC facilitated and contributed financially to a hotel feasibility study with LCCC, which found a need in the New London-Spicer area for lodging to replace the many small resorts that have closed over the years.



An example of a GrandStay Property.

LCCC has teamed up with David Harchanko, an experienced hotel developer and President of Apollo Development in Minnetonka, MN. Harchanko has worked on more than 40 hotel projects and says he's very excited about the LCCC project. "A new hotel and event center, in partnership with the golf club, will help turn New London into a destination," Harchanko said. "It will bring jobs and activity to the area."

An investment entity, Glacial Ridge Hospitality LLC, was created to own and operate the hotel and event center. Together, LCCC and Glacial Ridge Hospitality have secured financing for the \$7.8 million project, which is the largest private capital investment in the New London area.

Assisted by the EDC, the project partners have obtained approvals for a nearly \$1 million tax abatement over 10 years from Kandiyohi County and the New London-Spicer School District. Aaron Backman, Executive Director of the EDC says the project is a key development in the area. "We think this can have a significant impact on northern Kandiyohi County and on the region."

EDC HELPS BRING JOBS TO WILLMAR

Willmar will be seeing more than 230 new jobs and a \$1.5 million investment in the former Kandiyohi Power Cooperative headquarters over the next three years, thanks to ERC Holdings, a Jacksonville, FL-based company. ERC is an international company with 2,000 employees and offices worldwide, including Chicago and New Delhi, India. The Willmar facility will be an accounts receivable management operation.

The EDC prepared and submitted a Job Creation Fund (JCF) application to the Minnesota Department of Employment and Economic Development (DEED) on behalf of ERC in late September. ERC was awarded more than \$560,000 from the State of Minnesota for the Willmar project. The money will be used to offset costs associated with building improvements and hiring new employees.



A new sign marks the entrance to the ERC Holdings building.

BUSINESS UPDATES | PROJECT HIGHLIGHTS

KANDI MALL - A NEW LOOK



There's a major facelift in the works for Kandi Mall, the largest shopping center in the region. RockStep Capital, a Houston, Texas-based company bought the mall in October of 2015 in partnership with RockStep Willmar, and a \$6.5 million rehab of the 44-acre property is being planned. The mall was built in 1973 and it's been decades since any major improvements have happened. "This is the largest capital investment the mall has seen in 32 years," says Aaron Backman, Executive Director of the EDC. "The mall needs upgrades to attract tenants and customers, especially national retailers."

Tommy Stewart, who handles property management and leasing for RockStep agrees. "Deals are very tough with these national buyers. Major mall projects like the one planned for Kandi Mall can take three-plus years to be completed, when you include the time needed to enter into lease agreements."

The EDC assisted RockStep with a \$1.23 million in property tax abatement over 10 years from the City of Willmar, Kandiyohi County and the Willmar School District. Construction on the project is set to begin this coming spring. In addition to the tax abatement, \$3.5 million has been secured in bank financing and \$1.76 million in owner equity. RockStep looks for strong communities with underdeveloped commercial properties and operates ten shopping centers and eight shopping malls in nine states.

KANDI MALL PROJECT - A BREAKDOWN

\$3.5 million	Upgrade of the former Kmart, which closed in 2012
\$1.15 million	Construction of a new retail building on the southwest corner of the property
\$1.0 million	Improvements to parking lots and signage
\$850,000	Other expenses

INVESTMENT OPPORTUNITIES EXPAND FOR LOCAL BUSINESSES

A new financing resource for entrepreneurs and early-stage businesses will soon be available, thanks to local investors. With more than 30 founding members, the group is currently completing organizational documents for the West Central Angel Fund I, and they hope to invite business pitches by the end of the year.



"Working collaboratively with local business leaders and the EDC to increase the level of funding available for innovative technology development projects represents a forward-looking initiative," says United FCS CEO, Marc Knisely. "United FCS believes the Fund has the potential to positively impact its members along with their local communities."

The group was formed after the idea was promoted by members of the EDC's Agriculture and Renewable Energy Development Committee, and local investors had expressed their desire to financially contribute to start-up and early-stage projects in West Central Minnesota.

MANUFACTURING AS A CAREER

Eight area manufacturing businesses teamed up with local educators to promote careers in manufacturing to local high school students. One in eight jobs in Minnesota is in manufacturing. These jobs tend to be high quality and pay well.

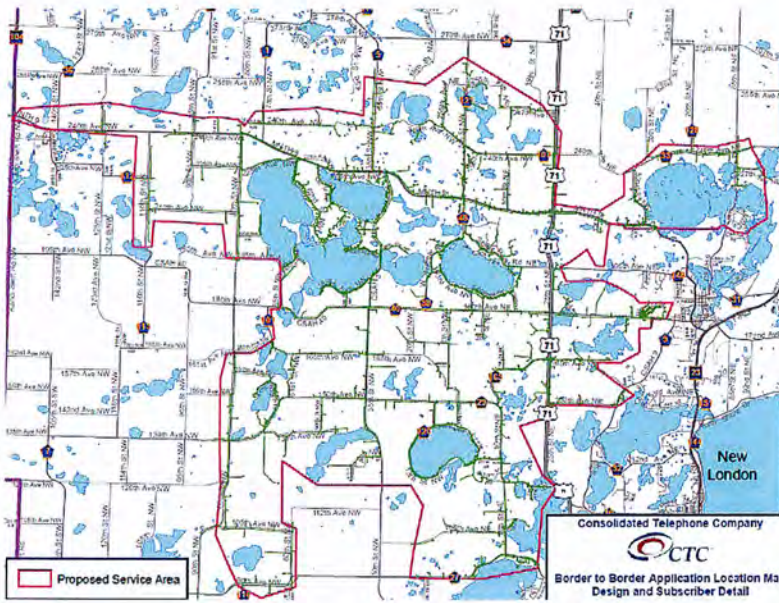
Before school started in August, Willmar High School teachers took a break from their in-service sessions to tour local manufacturing facilities. Many teachers said they were surprised by the breadth of distribution of locally-manufactured product, which in totality reaches more than 40 countries. They were also surprised by the variety of jobs that were represented, including electrical, industrial and mechanical engineering, scientists, machinists, lab technicians, CNC operators, graphic artists and more.

Willmar tenth grade students took similar tours in October, which is Minnesota's Manufacturing Appreciation Month. Teachers and students will continue discussions about local jobs along with other career opportunities in their Ramp-up sessions throughout the year.



Students tour the Chappell Central facility in Willmar.

Businesses that participated were RELCO, Nova-Tech Engineering, Inc., Lange Ag Systems, Inc., Epitepox, Jennie-O Turkey Store, Central Minnesota Fabricating, West Central Steel, and Chappell Central. The business leaders contributed to the event by paying for busing, providing tour guides and submitting material for a video that was created to further showcase local manufacturing. The tours were in preparation for career education and exploration training provided to all high school students and was planned and supported by the EDC's Business Retention and Expansion/Recruitment Committee and the Willmar Lakes Area Vision 2040 Goal Two, which is Economic Diversity. Willmar High School hopes to continue the tours in upcoming years.



HIGHLIGHTS OF THE BROADBAND FEASIBILITY STUDY

A recent broadband study in Kandiyohi County supports what many people have been saying for years—there is significant demand for more reliable and faster broadband/internet than what is currently offered by existing providers.

The study also concluded that speeds of more than 5MBPS are rare outside of Willmar, New London and Spicer, and that deploying broadband throughout the county would take several projects with a total price tag of \$60 million or more.

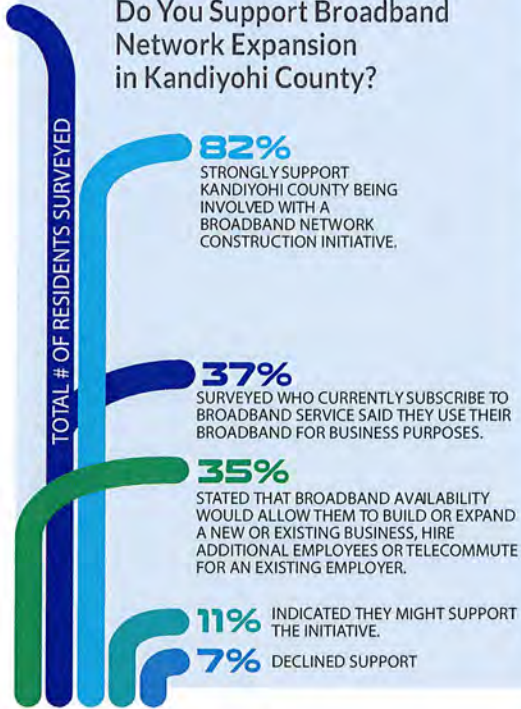
The EDC and Kandiyohi County secured the services of Communication Network Engineering Inc. (CNE) of Fargo, ND, to conduct the study in the underserved and unserved areas of Kandiyohi County. The study components included engineering to provide understanding of the physical aspects of deployment and the related costs, a marketing study to provide information about existing infrastructure and services and the satisfaction

level of those who subscribe, and a financial study to seek information about resources that may be available to support broadband deployment.

The study results made it possible to submit an application to the State of Minnesota for Border-to-Border grant funds. If funded, the grant would provide a portion of the funding needed to begin to deploy fiber broadband networks in the unserved areas of the county.

RESIDENT SURVEY RESULTS:

Do You Support Broadband Network Expansion in Kandiyohi County?



82% STRONGLY SUPPORT KANDIYOHI COUNTY BEING INVOLVED WITH A BROADBAND NETWORK CONSTRUCTION INITIATIVE.

37% SURVEYED WHO CURRENTLY SUBSCRIBE TO BROADBAND SERVICE SAID THEY USE THEIR BROADBAND FOR BUSINESS PURPOSES.

35% STATED THAT BROADBAND AVAILABILITY WOULD ALLOW THEM TO BUILD OR EXPAND A NEW OR EXISTING BUSINESS, HIRE ADDITIONAL EMPLOYEES OR TELECOMMUTE FOR AN EXISTING EMPLOYER.

11% INDICATED THEY MIGHT SUPPORT THE INITIATIVE.

7% DECLINED SUPPORT

BROADBAND GRANT APPLICATION AWAITING DECISION

Kandiyohi County will likely know by the end of the year if a \$5 million state grant is approved to help bring high-speed internet service to over 1,600 homes, farms and businesses in Northwestern Kandiyohi County.

The county partnered with Consolidated Telephone Company (CTC) of Brainerd to develop a project and submitted the grant application in early October. Kandiyohi County's proposal is one of 62 applications from across the state vying for grants. The state of Minnesota only has \$35 million in Border-to-Border Broadband funds allocated, so the grant process is extremely competitive.

Applications for projects in Kandiyohi County were also submitted by TDS and Frontier, with TDS applying for a project in nearly the same area as the county and Frontier applying for a project in the southern part of the county. The applications differ from the county's project in the internet speeds that are proposed. The county project proposes a fiber-to-the-premise deployment which will provide speeds that are sure to meet customer demand well into the future.

If the \$5 million grant is approved, Kandiyohi County will provide financing for CTC in order for it to invest \$5 million in matching funds that are required to complete the project.

NEW FARM SURVEY IN THE WORKS

The EDC's Agriculture and Renewable Energy Development Committee is in the process of creating a survey that will be conducted in 2017. Farm families representing small to large-sized crop and livestock operations will be included in the upcoming surveys.

A similar survey was conducted in 2005 and was extremely helpful to the EDC for planning purposes. The goals of the new survey include identifying issues and trends pertinent for agricultural producers today, determining possible strategies to assist them, and demonstrating support for area ag producers and related businesses.

A leadership team will coordinate the survey program, decide on agriculture businesses that will be surveyed, prepare survey documents, and provide training to the volunteers who will conduct the interviews. With a goal of visiting 60 agriculture producers during the month of February, many community volunteers will be needed. The volunteers will participate in two-person teams drawn from the entire community. After training, volunteers visit the two to four ag producers that have been assigned to them and administer the survey. Interview volunteers will be invited to join the community meeting to review the data and will be given a copy of the final report.

If you're interested in volunteering, call Connie Schmol at the EDC, 320-235-7370.



A CLOSER LOOK

WILLMAR INDUSTRIAL PARK



Available:

241 acres

150 acres Shovel Ready

36 lots

1.4 - 29.0 acre lots

Contact us:
kandiyohi.com
toll-free 866.665.4556



OPEN *for* BUSINESS





SHOVEL-READY WITH ROOM TO GROW

WILLMAR INDUSTRIAL PARK

Businesses ready to expand and build should consider the expanding industrial park in Willmar, Minnesota. It recently gained shovel-ready status, a certification by the Department of Employment and Economic Development (DEED), that means the planning, zoning, surveys, title work, environmental studies, soils analysis and infrastructure engineering are complete to start construction.

The park is just two miles from the Willmar airport, which has available hangar space and a modern terminal building. It is also a transportation hub with north/south connections via US Highway 71 and MN Highway 23 and east/west connections via US Highway 12. Plans to add direct rail car access to the Willmar Industrial Park were also recently announced. The site is close to the Burlington Northern Santa Fe switching yard connecting Chicago to the Pacific coastal states. Over 30 companies already call Willmar Industrial Park home, including Jennie-O Turkey Store, Willmar Poultry Company, Mills Parts Center, Willmar Electric Service, RELCO and Chappell Central.

One of only 34 shovel-ready industrial parks in Minnesota



Zoned I-1 Light Industry



Easy access to US Highways 12, 71 and MN Highway 23



36 platted lots available



Contact us:
kandiyohi.com
toll-free 866.665.4556



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2017 Ag Producer's Survey Program

SPOI RS

Name	Email	Phone	Business/Address	Check Received	Send Invoice in 2016	Send Invoice in 2017	Volunteer During Survey Process
Kotrba	dkotrba@christiansoncpa.com	320-235-5937	Christianson, PLLP 302 5th Street SW Willmar, MN 56201 Concorde Bank P.O. Box 1630	\$250.00			X
Knutson	lknutson@concordebanks.com	320-222-6111	Willmar, MN 56201 Harvest Bank PO Box 338	\$100.00			
Nelson	jeremiah@harvestbankmn.com	320-382-6100	Kandyohi, MN 56251 Heritage Bank NA PO Box 1124	\$250.00			X
Winge Johnson	awingeljohnson@heritagebankna.com	320-214-5554	Willmar, MN 56201 Home State Bank 1610 Highway 12 S Willmar, MN 56201	\$250.00		\$ 250.00	X
Warne	lwarne@hsbofmn.com	320-222-0043	Jennie-O Turkey Store 2505 Willmar Avenue SW Willmar, MN 56201	\$250.00			X
Solheid	pasolheid@jots.com	320-231-7139	Lake Region Bank PO Box 450	\$250.00			
Vollan	cvollan@lakeregion.com	320-354-2011	New London, MN 56273 Lake Region Bank PO Box 450	\$250.00			
Malone	mmalone@lakeregion.com	320-262-5202	New London, MN 56273 Life-Science Innovations 1800 Technology Drive Willmar, MN 56201	\$250.00			X
Norling	Scott.Norling@lsius.net	320-222-9761	North American State Bank 2800 First Street South Willmar, MN	\$250.00		\$250.00	X
Peterson	chris.petersen@nasbank.com	320-235-7000 ext. 2040	United FCS PO Box 1330				
Madsen	john.madsen@unitedfcs.com	320-214-5030	Willmar, MN 56201 Willmar Farm Center 3867 Highway 12 East Willmar, MN 56201	\$500.00			X
Johnson	Rod	320-235-8123	Willmar, MN 56201	\$250.00			
TOTAL:				\$2,350.00			

2017 Kandiyohi County Agriculture Producers' Survey Program

Survey Instrument Volunteers

Volunteer Name	Agricultural Interest/Affiliation	Phone Number	Email Address
Angelica Hopp	Anez Consulting	320-444-9067	angelica@anezconsulting.com
Andy Zuidema	Bremer Bank	235-1111	adzuidema@bremer.com
Earl Huber	Concorde Bank	320-995-6111	ehuber@concordebanks.com
Dustin Kotrba	EDC Ag Committee	320-235-5937	dkotrba@christiansoncpa.com
Jon Folkedahl	EDC Ag Committee	320-894-5471	jon@folkedahlconsulting.com
Keith Poier	EDC Ag Committee	320-31-2400	kpoier@mvtwireless.com
Kevin Halvorson	EDC Ag Committee	320-2222-5631	kevin.halvorson@ridgewater.edu
Jim Ellingson	EDC BRE/R Committee	320-212-8030	willmarallergy@gmail.com
Connie Schmoll	EDC Business Development Specialist	320-235-7370	connie@kandiyohi.com
Linda Kacher	EDC Joint Operations Board	320-222-5447	lrkacher@charter.net
Krista Willis	Farmer/Farm Bureau	320-905-2946	kristachad_willis@msn.com
Loren Molenaar	Farmer/Farm Bureau	320-220-1481	lorenmolenaar@hotmail.com
Dan Lippert	Farmer/Lippert Lamb	320-523-5544	dlippert@refred.com
Kim Larson	Farmer/Meadow Star Dairy, LLP	320-235-3575	klarsonfarms@gmail.com
Jeremiah Nelson	Harvest Bank	320-382-6100	jeremiahN@harvestbankmn.com
		320-214-3958 or	
Brad Erickson	Heritage Bank, N.A.	cell 320-905-1517	berickson@heritagebankna.com
		320-214-3962 or	
Kevin Crowley	Heritage Bank, N.A.	cell 320-212-7984	kcrowley@heritagebankna.com
Pat Solheid	Jennie-O Turkey Store	320-231-7139	pasolheid@jots.com
Mike Malone	Lake Region Bank	320-262-5202	mmalone@lakeregion.com
		320-235-7000, ext.	
		2040	
Chris Petersen	North American State Bank		Chris.Petersen@nasbank.com
Doug Hanson	Retired Ag Teacher	320-231-1600	djhans@en-tel.net
Rollie Boll	Retired Banker	320-231-1029	riboll@en-tel.net
Phil Hoffer	Retired Farmer & Farm Bureau Leader	320-264-5228	judyonfarm@tds.net
Judy Barka	Ridgewater & Central Lakes College	320-221-0219	jbarka@clcmn.edu
Erik Hoff	Ridgewater College	320-222-5266	Erik.hoff@ridgewater.edu
Greg Ervin	Ridgewater College	320-222-5271	Gregory.ervin@ridgewater.edu
Sam Bowen	Ridgewater College	320-222-5206	sam.bowen@ridgewater.edu
Tom Lorang	Ridgewater College	320-222-5276	Thomas.lorang@ridgewater.edu
Doug Lind	Ridgewater College - FBM	320-979-4609	douglas.lind@ridgewater.edu
Kim Lippert	Ridgewater College/Agri-Business Instr.	320-222-5272	kim.lippert@ridgewater.edu

Kami Schoenfeld	Ridgewater FBM	320-212-5255	kami.schoenfeld@ridgewater.edu
Kathy Schwantes	U of MN Extension	320-235-0726, ext. 2002	kschwant@umn.edu
Pauline Van Nurden	U of MN Extension	320-235-0726, ext. 2008	pvannurd@umn.edu
Sarah Schieck	U of MN Extension	320-235-0726, ext.	schi0466@umn.edu
Karissa Fettig	United FCS	320-214-5068	Karissa.fettig@unitedfcs.com
Kent Gjerde	United FCS	320-214-5031	kent.gjerde@unitedfcs.com
Matt Dahlke	United FCS	320-214-5016	matt.dahlke@unitedfcs.com
Ross Hebrink	United FCS	320-214-5042	ross.hebrink@unitedfcs.com

Agriculture and Renewable Energy Development Committee

Mission

To sustain, identify and develop agriculture, agribusiness and renewable energy opportunities

Overall Goal of the Agriculture and Renewable Energy Committee

Target activities that leverage Kandiyohi County's assets in agriculture, with a special emphasis on Ag business, manufacturing, bioscience, technology, energy and research.

GROUP A:

1. Establish an ag investment group
 - a. Secure a minimum of 8 investors to lead the charge for a larger group by June 1, 2016.
 - i. Currently 31 founding members
 - b. Establish a fund by December 31, 2016 with a minimum of \$1MM for projects.
 - i. Committed capital exceeds \$1MM
 - c. Attend at least two Community Venture Network meetings to seek economic development projects for Kandiyohi County.
 - i. Attended CVN in August; scheduled to attend in December
 - ii. Currently writing proposal for a CVN introduced project
 - iii. Sent site information for a CVN introduced project
 - iv. Netzro, a CVN business, made a presentation to angel investors in October
 - d. Bring at least one agriculture or renewable energy related project to the investment group for consideration by December 31, 2016.
 - i. Projects ready to present when application process is ready.
2. Plan for a 2017 Ag Producers Survey
 - a. Develop a timeline and select interview tools by October 31, 2016.
 - i. Survey tool is finalized; timeline finalized; survey to be conducted in February 2017.
 - b. By December 2016, secure the funding needed to complete the project.
 - i. \$2750 secured from contributions and EDC budgeted for \$3500, another \$1450 needs to be secured.
 - c. Secure at least 20 volunteers by December 31, 2016, to assist with interviews.
 - i. Currently 8 volunteers secured

3. Support and conduct ag education including developing a public relations strategy
 - a. Participate in the 2016 Animal Science Conference with a booth and exhibit to showcase agriculture and renewable energy in Kandiyohi County.
 - i. Sponsored and provided booth with materials on September 20, 2016.
 - b. Attend Farm Fest 2016 in August to determine if there is opportunity to share and plan for a booth at the 2017 Farm Fest Show.
 - i. Attended FarmFest 2016 – did not find partner to share booth
 - c. Network with and assist ag interest groups, such as the Minnesota Dairy Association, Corn Growers, Clean Energy Resource Teams, the PACE program.
 - i. Ongoing networking with CERTS, PACE, Corn Growers. Broadband issues discussed with Corn Growers; they provided letter of support for grant application.
4. Assist with deployment of broadband into rural unserved areas of Kandiyohi County
 - a. Complete the Kandiyohi County Broadband Feasibility Study by August 15, 2016.
 - i. Communications Network Engineers (CNE) completed study on August 12, 2016. The study report was utilized in state grant application.
 - b. Identify specific needs for broadband access and speed including current and future communication needs for list to include in grant application by September 30, 2016.
 - i. Information secured in study and over 70 community contacts.
 - c. Identify and apply for at least one source of funding in 2016 to proceed with implementation of broadband in Kandiyohi County in 2017.
 - i. State Border-to-Border grant application submitted October 3, 2016. Awards may be announced in December, 2016.
 - d. Secure partnership with one or more broadband provider(s) to move forward with broadband network deployment in Kandiyohi County.
 - i. Consolidated Telecommunications Company (CTC) has partnered with Kandiyohi County to create a shovel-ready project and apply for state broadband funds.

GROUP B:

1. Support development of additional sources and uses for area food products
 - a. Submit at least one reference letter to support funding requests for Historic 313's Food Hub by December 31, 2016.
 - i. Letter of support submitted on behalf of Historic 313 in February 2016.
 - b. Follow-up with grant application made to USDA to assess if further reference support is needed by October 2016.

2. Continue to monitor and promote Kandiyohi County's involvement in the Minnesota Turkey Research and Development Facility and Minnesota Dairy Training, Research and Consumer Education Facility
 - a. Support MCROC and its work on turkey research.
 - i. Created MWTC marketing materials featuring the new sequencing machine at MCROC Research facility.
 - ii. Assisted with U of M Showcase
 - iii. Facilitated tours of MWTC/MCROC
 - b. Make at least one connection with University of Minnesota Turkey Research representative by September 30, 2016.
 - i. Inquiry made and discovered there are no further plans at this time.
 - c. Continue to monitor progress of the Dairy Facility.
 - i. No updates received.