KANDIYOHI COUNTY AND CITY OF WILLMAR ECONOMIC DEVELOPMENT COMMISSION (EDC) JOINT POWERS BOARD OF COMMISSIONERS ANNUAL MEETING

MINUTES

January 28, 2016 EDC Office, Willmar, MN

Present: Denis Anderson, Steve Ahmann on behalf of Ron Christianson, Roger Imdieke,

Harlan Madsen and Doug Reese

Excused: Mary Calvin and Ron Christianson

Staff: Connie Schmoll, Business Development Specialist

Media: Carolyn Lange, West Central Tribune

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

Chairperson Harlan Madsen called the meeting to order at approximately 11:32 a.m. and informed the board that Marv Calvin was unable to attend today and Steve Ahmann is attending on behalf of Ron Christianson.

MINUTES

IT WAS MOVED BY Denis Anderson, SECONDED BY Doug Reese, to approve the minutes of the October 22, 2015 meeting, December 3, 2015 special meeting, January 7 and January 20, 2016 special meetings of the Kandiyohi County and City of Willmar Economic Development Commission Joint Powers Board of Commissioners as e-mailed. All present voted unanimously in favor by roll call.

TREASURER'S REPORT—Connie Schmoll presented the financial reports for periods ending October 31, November 30 and December 31, 2015 and reviewed with the board the most recent Profit and Loss Budget Performance and Balance Sheet.

IT WAS MOVED BY Doug Reese, SECONDED BY Denis Anderson, to accept the Kandiyohi County and City of Willmar Economic Development Commission financial reports for periods ending July 31, August 31 and September 30, 2015, subject to audit. All present voted unanimously in favor by roll call.

REPORTS

Economic development activities. Schmoll reported she worked with Bruce Peterson to submit responses to a blind request for proposal for a company for locations in the cities of Willman and Raymond. The EDC was one of 45 submissions for that proposal. Schmoll has been working with several small businesses in the outlying communities; two former students of the CEO program; the owner of the former Mord's Hardware in New London and a tenant; following up on the BRE study in Atwater; Hack₂0 application developers; she submitted the EDC's semi-annual grant reports to the Blandin Foundation; the Ag Investment Subcommittee continues to meet and will be sending a letter to potential investors on creating an ag investment group; the EDC's new website is live and the Marketing and Public Relations Committee will be marketing the new site; the EDC's next newsletter will feature broadband issues; she is assisting with the KDJS Job Fair; closed the Happy Family Asian Grocery Store loan; is working with Lake Lillian and a potential buyer of the convenience store; received the \$25,000 broadband feasibility study grant from the Blandin Foundation, which will be administered by Kandiyohi County; working on a draft request for proposal for the feasibility study; received approval by the Kandiyohi County Board for the PACE program and one business has inquired about using the program; secured a TED grant for St. Johns Township to reconstruct the road near Meadowstar Dairy; attended the Willmar School Board and County Board meetings as to the MinnWest Technology Campus tax abatements. Steve Ahmann asked about the status of Donnerite and asked Schmoll to contact the company. Madsen noted it is difficult to know when businesses are leaving the area or closing.

Unfinished Business—There was no unfinished business.

NEW BUSINESS

City of Lake Lillian funding request. Schmoll presented a funding request (<u>see</u> attached) recommended by the EDC's Business Retention and Expansion/Recruitment Committee by Lake Lillian Civic & Commerce to assist with the costs of soil testing the underground fuel tanks at the local convenience store.

IT WAS MOVED BY Roger Imdieke, SECONDED BY Doug Reese, to approve the recommendation of the Kandiyohi County and City of Willmar Economic Development Commission's Business Retention and Expansion/Recruitment Committee to pay \$1,000 to Lake Lillian Civic & Commerce from the Countywide business development line on the budget. All present voted unanimously in favor by roll call.

Waters & Company. Chairperson Madsen presented the final invoice from Waters & Company for the Executive Director search.

IT WAS MOVED BY Denis Anderson, seconded by Doug Reese, to approve payment of the final invoice in the amount of \$8,726.73 to Waters & Company. All present voted unanimously in favor by roll call.

Bank accounts. Nancy Birkeland informed the board that banks in which the EDC has accounts are requesting minutes showing formal action to remove Steve Renquist and Jean Spaulding from the EDC's accounts. Birkeland noted that Aaron Backman should also be added.

IT WAS MOVED BY Roger Imdieke, SECONDED BY Denis Anderson, to remove Steve Renquist and Jean Spaulding from all financial accounts held by the Kandiyohi County and City of Willmar Economic Development Commission and to add Aaron Backman and Connie Schmoll to said accounts. All present voted unanimously in favor by roll call.

Compensation to Schmoll. Chairperson Madsen informed the board he had conversations with Schmoll about extra work she has done on behalf of the EDC since Jean Spaulding left and Steve Renquist retired. Chairperson Madsen suggested that for August-December 2015 Schmoll receive additional compensation of \$600 per month and for January, February and March 2016 she receive additional compensation of \$1,000 per month for a total of \$6,000. Chairperson Madsen complimented Schmoll on her work. Madsen also suggested that any adjustment to Schmoll's salary be considered by the board upon the recommendation of Aaron Backman after he has conversations with Schmoll about her tasks and jobs completed and after Backman reviews Schmoll's job description and duties and other wage scales for a similar position. Madsen spoke with Backman about this and he is willing to complete such a review for the board's consideration at the April 28, 2016 board meeting.

IT WAS MOVED BY Doug Reese, SECONDED BY Roger Imdieke, to approve payment of \$6,000 to Connie Schmoll for the extra work she has done on behalf of the Kandiyohi County and City of Willmar Economic Development Commission and to review her salary in the future. All present voted in favor by roll call with Steve Ahmann abstaining.

Flex plan and 2016 budget amendments. Consideration of a flex plan and 2016 budget amendments were tabled until information is received from the EDC's auditor, Jim Ruff.

Minnesota Deferred Compensation Plan. Chairperson Madsen presented the Authorization Form (<u>see</u> attached) to enroll the EDC in the Minnesota Deferred Compensation Plan at the request of Backman. Madsen noted that at the request of an employee, a Minnesota public employer must allow participation in this plan. There is no cost to the EDC and no additional work other than setting up an automatic payroll deduction for any employee who participates.

IT WAS MOVED BY Denis Anderson, SECONDED BY Harlan Madsen, to approve the Kandiyohi County and City of Willmar Economic Development Commission's

enrollment in the Minnesota Deferred Compensation Plan and approve signing of the Authorization Form. All present voted unanimously in favor by roll call.

Minnesota Marketing Partnership. Schmoll presented a request to participate in the Minnesota Marketing Partnership, which is also requested by Backman.

IT WAS MOVED BY Roger Imdieke, SECONDED BY Denis Anderson, to approve the Kandiyohi County and City of Willmar Economic Development Commission's membership in the Minnesota Marketing Partnership at an annual fee of \$625. All present voted unanimously in favor by roll call.

Joint Operations Board reappointments. Chairperson Madsen indicated three members of the Joint Operations Board whose terms expired December 31, 2015 are willing to be reappointed. Joint Operations Board members can serve three full three-year terms. Art Benson just completed the unexpired term of Bob Enos, Rollie Boll completed his first three-year term and Bob Carlson will not be eligible for reappointment after this term.

IT WAS MOVED BY Doug Reese, SECONDED BY Denis Anderson, to approve reappointment of Art Benson, Roland Boll and Robert P. Carlson to a three-year term on the Kandiyohi County and City of Willmar Economic Development Commission's Joint Operations Board. All present voted unanimously in favor by roll call.

ANNUAL MEETING

Ratification of 2016 standing committees.

IT WAS MOVED BY Denis Anderson, SECONDED BY Roger Imdieke, to ratify the following standing committees for 2016 for the Kandiyohi County and City of Willmar Economic Development Commission:

Agriculture and Renewable Energy Development
Broadband and Advanced Technology
Business Retention and Expansion/Recruitment
Finance
Marketing and Public Relations
All present voted unanimously in favor by roll call.

Ratification of 2016 committee members.

IT WAS MOVED BY Doug Reese, SECONDED BY Denis Anderson, to ratify reappointment of the members who presently serve on the Kandiyohi County and City of Willmar Economic Development Commission's committees and subcommittees

as named on the attached list. All present voted unanimously in favor by roll call.

Regular meeting time, date and location.

IT WAS MOVED BY Denis Anderson, SECONDED BY Harlan Madsen, that the Kandiyohi County and City of Willmar Economic Development Commission (EDC) Joint Powers Board meet quarterly at 11:30 a.m. on the fourth Thursdays of January, April, July and October at the EDC office. All present voted unanimously in favor by roll call.

Official legal counsel.

IT WAS MOVED BY Steve Ahmann, SECONDED BY Denis Anderson, to appoint D. Michael (Mike) Burgett, Willmar, Minnesota, as the official legal counsel for the Kandiyohi County and City of Willmar Economic Development Commission. All present voted unanimously in favor by roll call.

Official legal newspaper.

IT WAS MOVED BY Harlan Madsen, SECONDED BY Doug Reese, to select the *West Central Tribune* as the official legal newspaper for the Kandiyohi County and City of Willmar Economic Development Commission. All present voted unanimously in favor by roll call.

Approval of contracts. Chairperson Madsen presented a proposed contract with LAA for 2016.

IT WAS MOVED BY Doug Reese, SECONDED BY Denis Anderson, to approve the 2016 Contract between the Kandiyohi County and City of Willmar Economic Development Commission and Legal & Administrative Assistants, Inc. All present voted unanimously in favor by roll call.

Appointment of EDC Joint Operations Board liaison. Doug Reese volunteered to continue serving as the liaison to the Kandiyohi County and City of Willmar Economic Development Commission Joint Operations Board with Roger Imdieke or Madsen replacing him as needed.

IT WAS MOVED BY Roger Imdieke, SECONDED BY Denis Anderson, to appoint Doug Reese as the liaison to the Kandiyohi County and City of Willmar Economic Development Commission Joint Operations Board. All present voted unanimously in favor by roll call.

Election of 2016 officers. Madsen suggested the officers continue on the two-year rotation of serving in office and suggested the current officers be reelected.

IT WAS MOVED BY Steve Ahmann, SECONDED BY Roger Imdieke, to reelect Harlan Madsen as chairperson, Ron Christianson as vice chairperson, Doug Reese as secretary and Denis Anderson as treasurer. All present voted unanimously in favor by roll call.

Other. Imdieke asked if there is a process or if a process should be developed for hiring an Executive Director and possibly an Assistant Director in the future since the search process took longer to get started after Spaulding left and Renquist retired. Madsen indicated the process has been to look at internal possibilities and then hiring a search firm to look at external possibilities. Madsen noted Sharon Klumpp challenged the EDC's boards to look at policy changes and Madsen feels it would be realistic to incorporate a transition process into those discussions. Madsen informed the board an exit interview of Renquist was done. Ahmann asked if the EDC could incorporate job shadow possibilities or use interns as needed to expose the younger population to economic development? Board members felt it could be valuable to have a younger perspective, but there are confidentiality concerns with some work done by the EDC. It was suggested to meet with Backman and set targets and look at visioning. Madsen noted Backman wants to learn about the community, review existing documents, goals and objectives and do in-depth strategic planning and have a discussion on the EDC's structure.

ADJOURNMENT—There being no further business, the meeting was adjourned at approximately 1:32 p.m.

NEXT MEETING—The next regular board meeting is 11:30 a.m., Thursday, April 28, 2016, at the EDC office.

Doug Reese, Secretary

APPROVED: 4/28/2016:

Harlan Madsen, Chairperson



Kandiyohi County & City of Willmar ECONOMIC DEVELOPMENT COMMISSION

Name of applicant Lake Lillian	Civic & Commerce	Name of contact person	Kris Kaiser
Association		· -	
Telephone 320-220-1414	Cell <u>320-220-1414</u>	Email <u>kaiserkris@y</u>	mail.com

Describe your organization, its mission and goals:

We are a community-based organization comprised of local residents. Our mission reads: To encourage community development by promoting local business, sponsoring community events, and offering volunteer opportunities. Our objective is to instill the spirit of community caring for its members and citizens.

Is your organization aXXnonprofit corporation or □ governmental entity?

Amount requested \$\frac{1,000.00}{\text{.00}}\$. Will the funds be matched? YesXX No \(\text{D}\). If yes, how will they be matched? Funds to be donated by our charitable gambling fund as a lawful purpose expenditure.

For what purpose will the requested funds be used? Provide a copy of your budget. There is a potential buyer for our local grocery store/gas station. The buyer needs to have testing completed on the underground fuel tanks in order to decide if the transaction will happen. The Lake Lillian Civic & Commerce Association would like to show our support by assisting with the cost of the tank testing and the grant funds, if approved, would be used to help offset those costs. We feel this is crucial for the vitality of our city.

If your request is for an event and is "seed money," can the event be profitable and self-supporting in future years?

Please explain: Having a grocery store/gas station in our community is vital to the sustainability of our city. We are currently without these services and this has definitely had an impact on our other businesses. Our businesses count on the traffic that flows through our city and having these services would benefit all of our businesses as a whole.

Does the request fit within the EDC's mission (To be a catalyst for economic growth of the greater Kandiyohi County area.) and goals?

Please explain: The Lake Lillian Civic & Commerce Association feels that this request most definitely fits within the EDC's mission and goals. A grocery store/gas station is very important to any community but espcially in a rural/elderly community such as Lake Lillian. This business will benefit summer/lake traffic in addition to encouraging stability for existing residents and future possibilities.

If funded, your federal tax ID number must be provided.

EIN #41-1484962

Return this application to:

Kandiyohi County and City of Willmar Economic Development Commission 222 20th Street SE | P.O. Box 1783 | Willmar, MN 56201 | edc@kandiyohi.com



Plan Service Center Authorization Form

This form is used to request usernames and passwords to establish Plan Service Center ("PSC") access. The PSC is the primary tool used by the Employer, as identified in Part 1, and any authorized third parties for on-line contribution processing, and requesting/downloading reports. The Employer and the Plan Sponsor agree to notify Empower Retirement in the event that the Employer or Plan Sponsor desire to terminate PSC access for any user. The identified users listed below will receive an e-mail notification when their PSC authorization request has been completed.

1.	Employer	contact
	Limployer	Comaci

Employer nam Kandiyohi County and City of Willmar Economic Development Commission	6863004
This is a: X New enrollment Change of contact information only	For MSRS use only
If new enrollment, indicate the Plan(s) you are enrolling	
98945-01 MNDCP (pre-tax)	
98945-01 MNDCP (pre-tax AND Roth)	
98946-01 HCSP	

2. Plan Service Center (PSC) Login Request

Complete the contact information below to obtain access to the Empower Plan Service Center (PSC). The following access will be provided:

The ability to view employer ACH banking information, order reports, and the ability to remit payroll contributions and update participant demographic information. *Please note*: Contribution processing provides the authority to debit applicable bank accounts to fund participant contributions.

Payroll Contact #1

Name:	Nancy Birkeland		
Email Ad	dress: edc@kandiyohi.com	Phone:	320-235-7370
Address: 222 20th Street SE, P.O. Box 1783			
City: \	Willmar	State: MN	Zip code: 56201-1783
Remove a	access to MNDCP HCSP or	All Plans	Remove User ID

Payroll Contact #2 Name: Email Address: Phone: Address: State: City: Zip code: MNDCP HCSP or All Plans Remove User ID Remove access to **HR** Contact

Name: Nancy Birkeland			
Email Address: edc@kandiyohi.com	Phone: 320-235-737	70	
Address: 222 20th Street SE, P.O. Box 1783			
City: Willmar	State: MN	Zip code: 56201-1783	
Remove access to MNDCP HCSP or	All Plans	Remove User ID	

Part 3 - Plan Service Center (PSC) Employer Agreement

By signing this form, the Employer agrees that the User Names listed are authorized to use the PSC. Further, the Employer hereby agrees to notify each of the User Names listed to maintain the confidentiality of logon and password information provided and to not share such information with any third parties.

The authorized employer signature must be from someone other than the contacts listed on this form (e.g. Payroll Supervisor, Human Resource Director, Benefit Coordinator).

Authorized Employer name _	Harlan Madsen	Title_	Chairperson, Joint Powers Board
Authorized Employer Signatu	re		

Employer: Please complete and fax or email to MSRS. Fax number (651) 297-5238 Email: msrspayrollsupport@msrs.us

Authorized Plan Representative:			
Signature:	Print name:		
Title:	Email:		
Phone #:	Date:		

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DEPARTMENT OF EMPLOYMENT AND ECONOMIC DEVELOPMENT

Minnesota Marketing Partnership

Overview Partners Join Us

Overview

This public-private partnership works together to develop a broad-based marketing initiative to promote Minnesota and its business economy at local, regional, and national venues.

Partnership members are eager to help your business with its growth, expansion, and retention needs.

As a Minnesota Marketing Partnership partner, you can leverage your marketing dollars and help increase Minnesota's visibility to site selectors and corporate real estate managers statewide, regionally and nationally.

You also increase your community's, organization's, or region's visibility by participating as a sponsor in the various events and activities offered throughout the year.

By attending the quarterly meetings and voicing your opinion, you can help shape Minnesota marketing efforts to promote Minnesota's economic development.

If you are unable to actively participate in events or the quarterly meetings, your support is an extremely important part of ensuring Minnesota's marketing efforts continue.

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DEPARTMENT OF EMPLOYMENT AND ECONOMIC DEVELOPMENT

Minnesota Marketing Partnership

Overview Partners Join Us

Join Us

Here are just a few of the many benefits of joining the Minnesota Marketing Partnership.

Influence Minnesota's economic development marketing strategy

- Attend Minnesota Marketing Partnership meetings
- Participate in special projects and task forces
- Access Minnesota Marketing Partnership Executive Committee members who determine strategy

Increase your organization's visibility

- Attend, exhibit, and network at highly selective trade shows and conferences
- Meet decision-makers at small, private dinners and receptions
- Build long-term relationships attending a wide variety of Minnesota Marketing Partnership events
- Claim one of four free monthly passes to CoreNet Global Midwest Chapter meeting

Incorporate Minnesota Marketing into your local and regional marketing

- Customize your marketing efforts based on local and regional marketing goals and budget
- Co-brand local and regional marketing with the Minnesota Marketing Partnership brand
- Access collateral, research materials, and giveaways (free or reduced rate to Minnesota Marketing Partnership partners)

Join the Minnesota Marketing Partnership

To get started, complete the online <u>Minnesota Marketing Partnership application (https://www.regonline.com/builder/site/?eventid=1791153)</u>.

The Minnesota Marketing Partnership is an annual membership effective January 1 - December 31 of each calendar year. You may pay the \$625 membership feel online with a credit card or by check.

For More Information

Email <u>Christine Pribbernow (mailto:Christine.Pribbernow@state.mn.us)</u> or <u>MN Marketing Partnership (mailto:MN.Marketing.Partnership@state.mn.us)</u>.

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DEPARTMENT OF EMPLOYMENT AND ECONOMIC DEVELOPMENT

Minnesota Marketing Partnership

Overview Partners Join Us

Partners



Whether you're considering a business expansion or relocation or are just looking for more ways to market your Minnesota-based company, the Minnesota Marketing Partnership is available to answer your questions.

Staff can help provide detailed information about Minnesota's business climate and put you in contact with appropriate partners. They can also arrange for you to meet our partners at industry and economic development conferences nationwide.

Contact the Minnesota Marketing Partnership at 651-259-7442 or <u>email us</u> (mailto:Christine.Pribbernow@state.mn.us) today.

Get to Know Our Partners

The Minnesota Marketing Partnership members bring a wide variety of professional expertise to the table. From business and industry to state and local government, they cover all the bases. Select the links below to learn more about our partners.

Community Economic Development Organizations

- Albert Lea Economic Development Agency/Albert Lea Port Authority
- Brainerd Lakes Area Development Corporation
- Carlton County Economic Development Authority
- Carver County Community Development Agency
- Development Corporation of Austin
- Economic Development Authority of Windom
- Greater Fargo Moorhead Economic Development Corporation
- Hutchinson Economic Development Authority
- International Falls Economic Development Authority
- Owatonna Partners for Economic Development
- Rochester Area Economic Development, Inc.
- Southwest Initiative Foundation

Regional Economic Development Organizations

- APEX
- GPS 45:93
- Greater Mankato Growth

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- Greater MSP
- Iron Range Economic Alliance
- Iron Range Resources and Rehabilitation Board
- <u>Itasca Economic Development Corporation</u>
- Kandiyohi County & Willmar Economic Development Commission
- Owatonna Business Incubator
- The Northspan Group Inc.

City, County, and State Governments

- Anoka County
- Becker, City of
- Blaine, City of
- Brooklyn Park, City of
- Burnsville, City of
- Carver, City of
- Chaska, City of
- Coon Rapids, City of
- Fairmont, City of
- Faribault EDA
- Faribault, City of
- Farmington, City of
- Kandiyohi County and City of Willmar
- Lakeville, City of
- Minneapolis, City of
- Moorhead, City of
- North St. Paul, City of
- Princeton, City of
- Rosemount, City of
- Shakopee, City of
- Swift County EDA
- Winona, City of
- Worthington Regional Economic Development Corporation

Port Authorities

- Duluth Seaway Port Authority
- Red Wing Port Authority
- St. Paul Port Authority
- Port Authority of Winona

Private Businesses

- DC Group
- Emprimus
- <u>GraybaR</u>
- HGA Architechts and Engineers
- IronGate Data Centers
- Leo A Daly
- Michaud Cooley Erickson
- Parallel Technologies
- Paramount Real Estate Corporation
- Short Elliott Hendrickson
- WSB & Associates, Inc.

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- Economic Development Association of Minnesota (EDAM)
- Economic Development Services

Utilities

- Connexus Energy
- Great River Energy
- ITC Midwest
- Minnesota Power
- Ottertail Power
- Xcel Energy

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2016 COMMITTEES AND MEMBERS

Agriculture and Renewable Energy Development (Ag)

Arvind Auluck-Wilson Rollie Boll* John Duevel Jon Folkedahl lan Graue (Chair) Kevin Halvorson Larry Konsterlie Dustin Kotrba Dan Lippert Keith Poier Bruce Reuss Connie Schmoll Dan Tepfer Donnel Williamson

Agriculture Investment Planning Subcommittee

Arvind Auluck-Wilson Ken Behm John Christianson Jamil Farhat Bob Haines Kevin Halvorson Larry Konsterlie Marc Knisely Bruce Reuss Dan Tepfer (Chair)

Ag Producers Survey Planning Subcommittee

Rollie Boll Ian Graue Kim Larson Dan Lippert Kim Lippert Keith Poier

Broadband and Advanced Technology

Mark Boeschen Travis Bonnema Donna Boonstra* Dean Bouta (Chair) Bruce DeBlieck Kathy Dillon Scott Froemming Larry Handlin Wes Hompe Linda Kacher* Larry Kleindl Mike Malone Jean Marthaler Justin Mattern Brian Mort

Les Nelson David Sisser Paul Smith Donn Winckler

Business Retention and Expansion/Recruitment (BRE/R)

Sam Bowen Robert Carlson* Jim Ellingson Roger Imdieke Jean Marthaler Les Nelson (Chair) Ranae Rahn

Finance

Matt Behm (Chair) Nick Dalton Gary Gilman* Les Nelson Bruce Peterson* Justin Schnichels Russ Weeks Randy Zinda

Marketing and Public Relations

Donna Boonstra* Caroline Chan Shari Courtney Lindsey Donner Jean Geselius Sarah Isdal Ann Winge Johnson

Heather Koffler (Chair) Mike Negen Julie Redepenning

^{*}indicates EDC Joint Operations Board member