

**KANDIYOHI COUNTY AND CITY OF WILLMAR ECONOMIC DEVELOPMENT COMMISSION (EDC)
JOINT OPERATIONS BOARD OF DIRECTORS (OB) MEETING
MINUTES
February 10, 2022
Community Room, Heritage Bank, Willmar and Via Zoom Video Conference**

Present: Art Benson, Donna Boonstra, Les Heitke, Kelly TerWisscha and Mary Warszynski

Ex Officio: Vicki Davis

Excused: Jesse Gislason

Absent: Abdullahi Awale and Justice Walker

Staff: Aaron Backman, Executive Director; Sarah Swedburg, Business Development Manager (via Zoom) and Kelsey Olson, Marketing & Communication Specialist

Media: Shelby Lindrud, West Central Tribune

Secretarial: Nancy Birkeland, Legal & Administrative Assistants, Inc.

President Art Benson called the meeting to order at approximately 11:07 a.m. and declared a quorum was present. New board member Mary Warszynski was welcomed; she has been appointed by the Joint Powers Board to replace Rollie Boll. Warszynski provided her information including that she owns Employment Plus, but is semi-retired. Also welcomed was the new liaison from the Joint Powers Board, Vicki Davis, followed by self introductions.

AGENDA

IT WAS MOVED BY Kelly TerWisscha, SECONDED BY Les Heitke, to approve the Agenda and following Consent Agenda. MOTION CARRIED.

CONSENT AGENDA

Approve: 1. Minutes of January 13, 2022
 2. Financial reports as of January 31, 2022

Accept: Committee/Subcommittee Minutes

 1. Agriculture and Renewable Energy Development 12/16/2021
 2. Industrial Hemp Exploratory Subcommittee 11/8 and 12/20/2021
 3. Broadband and Advanced Technology 1/3/2022
 4. Marketing and Public Relations 12/27/2021

UNFINISHED BUSINESS—

2022 Planning Session. Aaron Backman announced the annual planning session will be held April 7, 2022 from approximately 9:00 a.m. to 3:00 p.m. at the Willmar Conference Center. Cheryl Glaeser of Achieve TFC will again facilitate the planning session and provide information to the board members prior to the planning session.

2021-2023 Audit Approval. President Benson announced the Joint Powers Board approved engaging Westberg Eischens to perform the EDC's audit for 2021-2023. Backman noted the audit not only includes a financial review, but the reporting needed to comply with government standards.

NEW BUSINESS—

[Shelby Lindrud was excused for a closed session of the board.]

Project Discussion. Backman provided information on potential business prospects interested in locating in the Willmar Industrial Park. Les Heitke suggested contacting state and federal legislators, as well as board members of Missouri River Energy Services (MRES) about the issue that caused the first prospect to take its project to another state. Board members recommended Backman also contact Kandiyohi Power Cooperative. Backman stated John Harren of Willmar Municipal Utilities (WMU) is meeting with MRES today in Sioux Falls about the issue.

IT WAS MOVED BY Les Heitke, SECONDED BY Donna Boonstra, to approve the Kandiyohi County and City of Willmar Economic Development Commission contribute up to \$10,000 toward a transmission capacity study. MOTION CARRIED.

[Lindrud returned to the meeting.]

The motion was read for Lindrud. Backman noted the decision involves WMU and a transmission capacity study.

REPORTS

Economic Development Activity. Backman distributed and reviewed with the board a spreadsheet of FedEx ground distribution centers in the United States opened in the past year (see attached). Sarah Swedburg reported Block 25 continues to move forward toward closing. The developer would like to start removing contaminated soil in March. Preserve on 24th is pouring concrete today. Backman received a housing report showing available inventory of single-family homes is going down; this year there are 364 homes for sale in the region compared to 533 homes last year. There are 17 homes for sale in Willmar and 38 homes in the county. There is .6 months of inventory available; healthy is 5 months. Backman and Swedburg continue to speak with housing developers. Kelly TerWisscha noted the cost of

building materials continues to be high. Single-family houses cannot be built and sold because of the high cost of building. Tariffs were doubled on lumber coming from Canada and there are major trucking issues. This week Swedburg is attending the Economic Development Academy sponsored by the International Economic Development Council where she is making connections to other economic developers and getting ideas to use with the Elevate Community Business Academy and other areas.

Elevate Community Business Academy. Swedburg reported translation of the documents into Somalian is moving forward. Informational sessions for the third semester will be held February 23-25. There are approximately 20-25 interested in attending the next semester. Classes will be held March 17 through June 9 at 5:30 p.m. at The Goodness. Abdusalaam Hirsi is taking a break from instructing, but Danny Carranza, a recent graduate will be an instructor-in-training under Swedburg for this upcoming semester. Carranza will attend formal training with Rising Tide Capital.

COMMITTEE REPORTS

Agriculture and Renewable Energy Development Committee. Swedburg reported the committee will hear a presentation on the MNYou youth gardens at its meeting next week.

Industrial Hemp Exploratory Subcommittee. Swedburg reported the subcommittee will meet Monday where they will decide how many members to send to the NoCo Hemp Expo in Denver. The 2022 Industrial Hemp Production Forum was held February 9, 2022.

Broadband and Advanced Technology. Swedburg reported the committee continues to move forward. The NTIA grant has not yet been awarded, but hopefully by the end of this month. The state legislature heard from the Office of Broadband Development, which is looking at supplementing state dollars with federal funds for the Border-to-Border Broadband Development Grant Program. The committee is working on a Rural Development ReConnect Grant Program application for the east side of Kandiyohi County to be done by Vibrant Broadband. Vibrant has asked residents to take a speed test, which the EDC is marketing. The committee is also working on projects with Charter for New London Township.

Business Retention and Expansion/Recruitment. Backman reported the Workforce Solutions Summit was held January 20 with 74 people attending from throughout the region. There were 13 breakout sessions with each having a facilitator. Mike Henke from Nebraska spoke on employee retention. Also speaking were Della Ludwig and Luke Greiner of the Minnesota Department of Employment and Economic Development. Kelsey Olson emailed a survey to the attendees that had a 50% response rate, which is very good. Backman provided information from the survey results (see attached). The Business Support Subcommittee is surveying the businesses that received grants from the EDC, included was how the EDC can support their business in the future. About 57 businesses have responded thus far; the deadline is Friday. Additional followup will be done with the businesses that do not have email. Once the data is compiled, it will be shared with the relevant committees and the EDC boards. The EDC will be co-sponsoring a free virtual job fair with CareerForce on February 23, 2022 from 11 a.m. to

2 p.m. Approximately 10-12 businesses have registered so far. A link to register a business is on the EDC's home page. Beth Fischer of the Willmar Lakes Area Convention & Visitors Bureau will have a virtual booth to promote the area.

Finance. Swedburg reported at the Finance Committee meeting this week the committee approved an additional three-month deferral of loan payments by Amin Grocery, subject to him paying interest for the deferred payments. Swedburg reported construction is taking longer than anticipated. Abdiwelli Yusuf made one payment in October, then payments were deferred for November-January. She is assisting Yusuf in finding additional funds for the cost overruns.

IT WAS MOVED BY Kelly TerWisscha, SECONDED BY Donna Boonstra, to approve the Finance Committee's recommendation to approve a second three-month deferral of loan payments by Amin Grocery, LLC for February, March and April 2022 and that interest payments be made on the deferred payments. MOTION CARRIED.

Swedburg reported transfer of ownership has been completed for Cheers of Raymond and it reopened on January 13th.

Marketing and Public Relations. Olson provided additional information on the Workforce Solutions Summit. She is getting to know the township clerks as she markets the virtual job fair and the broadband projects. She has also identified needs for updating the EDC's website and is consulting with Redwood Valley Technical Solutions for what improvements can be made. Olson is also starting to revise some of the EDC's marketing flyers.

Leisure Travel. Backman attended the recent Leisure Travel Committee meeting at Prairie Woods Environmental Learning Center. Meetings and conventions being held in the area are starting to increase or come back after COVID.

WHAT'S UP?

- Heitke announced yesterday CashWise held an open house following the completion of its remodeling; a large crowd attended. The Willmar City Council approved all permits to allow Bruce Hanson to build a large hangar at the Willmar Airport valued at approximately \$2 million. The City of Willmar will pay for the apron to the new building. TerWisscha noted he had guests who recently flew into St. Cloud because Willmar did not have a large enough hangar or deicing equipment.
- Boonstra reported her business' project is ahead of schedule and going well. All trees have been cleared along Highway 23 for the north gap project. The Coalition's annual meeting will be held March 25 at the Park Center Event Center. U.S. Senator Amy Klobuchar is committed to be the keynote speaker, either in person or via Zoom. She met with Stacy Morris of Congressman Tom Emmer's office regarding the Coalition. A groundbreaking ceremony for the north and south gaps is being planned by the Minnesota Department of Transportation.

- Mary Warszynski noted Employment Plus has a lot of job openings, but not enough job seekers.
- TerWisscha recently had a group of seven from a North Carolina banking partner in Spicer; he and six of his guests participated in the Polar Plunge. TerWisscha Construction has a lot of projects in process.
- Vicki Davis stated she is excited that Justice Walker and his team are finding new locations for the Willmar City Hall and Community Center and the architect is working on plans for these new locations. The city also has ideas to spruce up downtown.
- Benson stated he continues to work on a local curling center and trying to find funding. This morning 60 youth from BOLD Public Schools came for curling. Prairie Lakes Detention Center is also interested in coming.

ADJOURNMENT—There being no other business, the meeting was adjourned at approximately 1:24 p.m.

NEXT MEETING—The next regular board meeting is 11:00 a.m., Thursday, March 10, 2022 at the Community Center of Heritage Bank, 210 First Street SW, Willmar, and via Zoom video conference.

The meeting was adjourned at approximately 12:52 p.m.



Donna Boonstra, Secretary

APPROVED: 2/10/2022



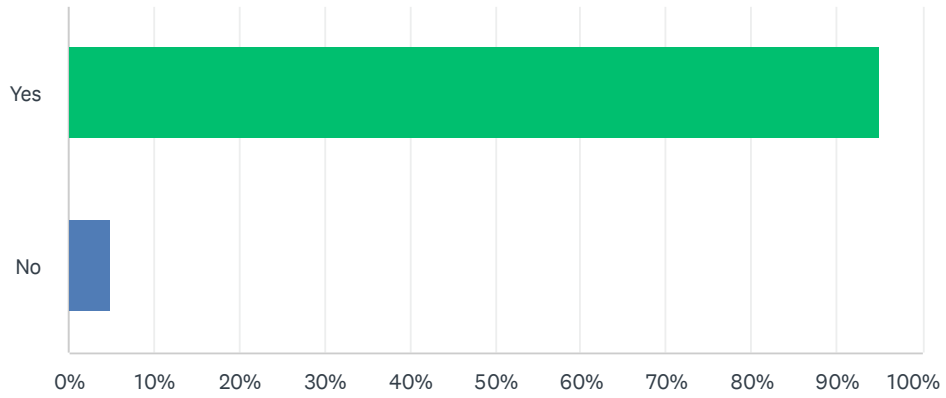
Art Benson, President

ANNOUNCED FEDEX GROUND DISTRIBUTION CENTERS IN U.S. (2021-2022)

RANK	DATE	CITY	POPULATION	BUILDING SIZE/SQ. FT.	ACREAGE	# OF EMPLOYEES	BUILDING VALUE	INDUSTRIAL PARK NAME	INTERSTATE ACCESS & PROXIMITY	ECONOMIC DEVELOPMENT/WEBSITE	Miles From AIRPORT
1	10/29/2021	Rosemount, MN	26,000*	548,000	86	400-600	(Land)> \$10,000,000	Rosemount Business Park	No - Highways 42/52/3	ci.rosemount.mn.us	16
2	6/18/2021	Cedar Rapids, IA	138,000	479,000	42.5?	434	\$109,000,000	Midwest Commerce Park	I-380, Highway E70	Cedar Rapids Metro Economic Alliance	2
3	11/4/2021	Kirkwood, NY	5,000*	458,000	?	200-300	(Land) \$5,600,000	Kirkwood Industrial Park	I-81, I-86, Highway 11	theagency-ny.com	20
4	11/16/2021	Orlando, FL	308,000	433,000	?	320	?	Southpark Industrial Park	I-4, Highways 528, Turnpike	Orlando.org	20
5	6/29/2021	Sioux Falls, SD	193,000	330,000	36	100+?	\$27,100,000	Foundation Park	I-29, I-90	siouxfallsdevelopment.com	6
6	9/21/2021	Humboldt, TN	8,000*	330,000	60	400	?	Gibson County Industrial Park	No - Highways 45W/79	gibsoncountyttn.com	15
7	6/22/2021	Portage, MI	50,000	318,000	37	200+	\$27,000,000	N/A-Brownfield Site	I-94, Highway 131	southwestmichiganfirst.com	2
8	11/16/2021	Dothan, AL	71,000	317,000	70	200+	\$57,000,000	Sam Houston Industrial Park	No - Highways 52/84	dothan.com	10
9	1/4/2022	Panama City, FL	33,000	251,000	33	208	\$55,000,000	Intermodal Distribution Center	No - Hwy 231	bayeda.com	24
10	8/18/2021	Punta Gorda, FL	19,000	250,950	56	?	\$28,187,000	Punta Gorda Interstate Airport Ind. Park	I-75, Highways 41/17	cleared4takeoff.com	1
11	1/13/2022	Temple, TX	78,000	250,000	52	180-200	\$40,000,000	Temple Industrial Park	I-35, Highway 306	templecdc.com	6
12	12/27/2021	Parkersburg, WV	29,000	250,000	55	?	\$41,300,000	Bosley Industrial Park	I-77, Highway 14	developwoodcountywv.com	15
13	4/22/2021	Port St. Lucie, FL	205,000	245,000	22	475	\$30,000,000	Southern Grove Jobs Corridor	I-95, Turnpike	youredc.com	12
14	9/20/2021	Logan, UT	53,000	217,323*	23	?	\$25,000,000	Blue Springs Business Park	No - Highways 91/252	loganutah.org	2
15	1/6/2022	Willmar, MN	21,000	217,291*	27	200	\$30,000,000	Willmar Industrial Park - 4th Addition	No - Highways 12/23/71	kandiyohi.com	2
16	1/13/2022	Hattiesburg, MS	49,000	217,000	?	200	\$20,000,000	I-59 Supply Chain Park	I-59	theadp.com	1
17	12/17/2021	Danville, IL	29,000	217,000	?	150-180	?	Southgate Industrial Park	I-74, Highways 136/150	vermillionadvantage.com	10
18	10/28/2021	Columbus, MS	24,000	217,000	41	100	> \$25,000,000	Golden Triangle Aerospace Industrial Park	No - Highways 82/45	gtrlink.org	2
19	9/6/2021	Grand Island, NE	53,000	215,000	33	?	\$23,500,000	Platte Valley Industrial Park	I-80, Highways 281/30	grandisland.org	12
20	12/23/2021	Kingman, AZ	33,000	200,000	30	?	(Land) \$2,000,000	Kingman Industrial Park	I-40, Highways 66/93	choosekingman.com	1
21	11/19/2021	Cumberland, MD	19,000	193,000	40	3X Existing	?	North Branch Industrial Pak	I-68, Highways 51/220	chooselumbarland.org; alleganyworks.org	6
22	1/3/2022	Independence, KS	9,000	192,500	40	?	\$24,000,000	West Laurel Industrial Park	No - Highways 160/75	independence.gov	8
23	9/27/2021	San Jose, CA	1,013,000	179,600	11	?	> \$36,000,000?	N/A	I-880, I-680, Highway 101	sjeconomy.com	2
24	10/15/2021	Cheektowaga, NY	90,000	125,583	16	150	Retrofit	N/A	I-90, Highways 33/78	cheektowagadevelopment.com	2
		AVERAGE CITY POPULATION EXCLUDING SAN JOSE, CA 67,000	AVERAGE CITY POPULATION 106,500	AVERAGE BUILDING SIZE 277,000 SQ. FT.	AVERAGE SITE ACREAGE 40.5				16/24 OR 67% ARE CLOSE TO INTERSTATE HIGHWAYS		AVERAGE DISTANCE 8.2 MILES 10 (42%) 2 MILES OR LESS

Q1 Was the Summit what you expected it to be?

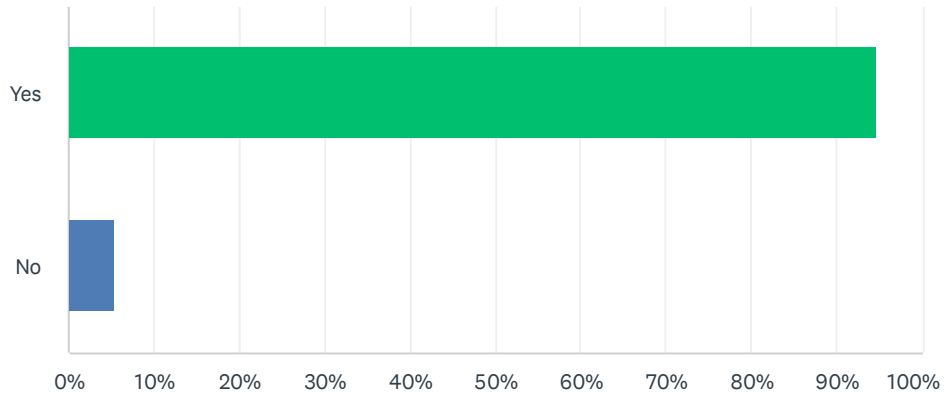
Answered: 40 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	95.00%	38
No	5.00%	2
TOTAL		40

Q2 Did you have a "take away" from the Summit?

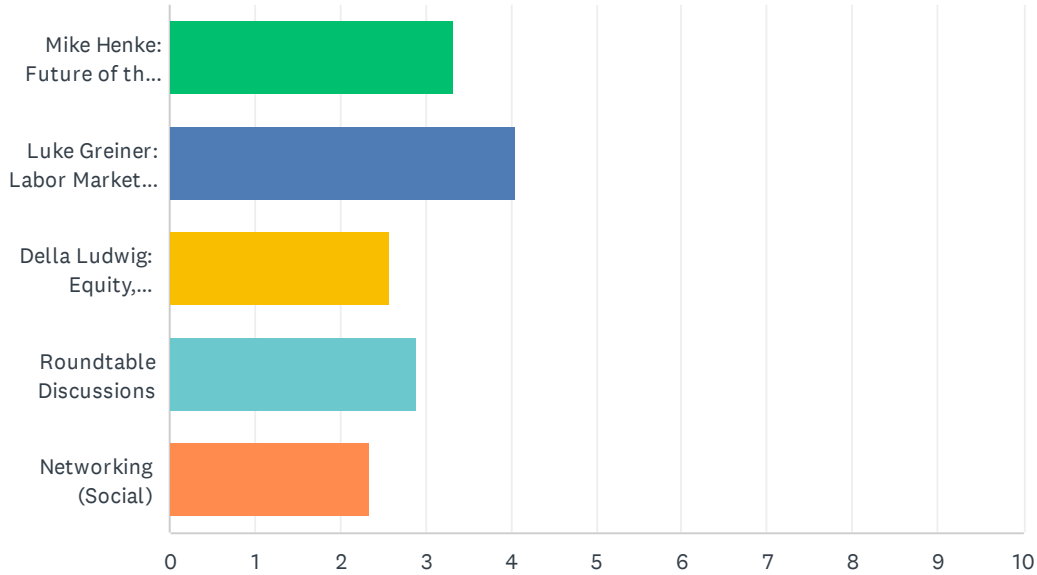
Answered: 38 Skipped: 2



ANSWER CHOICES	RESPONSES	
Yes	94.74%	36
No	5.26%	2
TOTAL		38

Q3 Please rank the below in how valuable it was to your current situation with 1 being the most valuable and 5 being the least valuable.

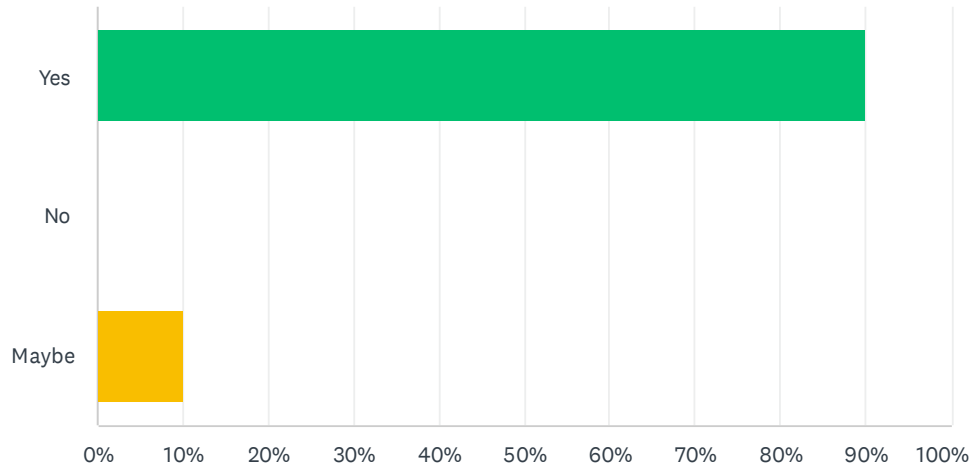
Answered: 40 Skipped: 0



	1	2	3	4	5	TOTAL	SCORE
Mike Henke: Future of the Workforce	27.78% 10	19.44% 7	25.00% 9	13.89% 5	13.89% 5	36	3.33
Luke Greiner: Labor Market Trends	51.35% 19	29.73% 11	0.00% 0	10.81% 4	8.11% 3	37	4.05
Della Ludwig: Equity, Inclusion and Diversity: The Future Workforce	2.86% 1	20.00% 7	28.57% 10	28.57% 10	20.00% 7	35	2.57
Roundtable Discussions	8.57% 3	22.86% 8	28.57% 10	31.43% 11	8.57% 3	35	2.91
Networking (Social)	11.76% 4	8.82% 3	23.53% 8	14.71% 5	41.18% 14	34	2.35

Q4 Would you recommend or attend another workforce event opportunity in the future?

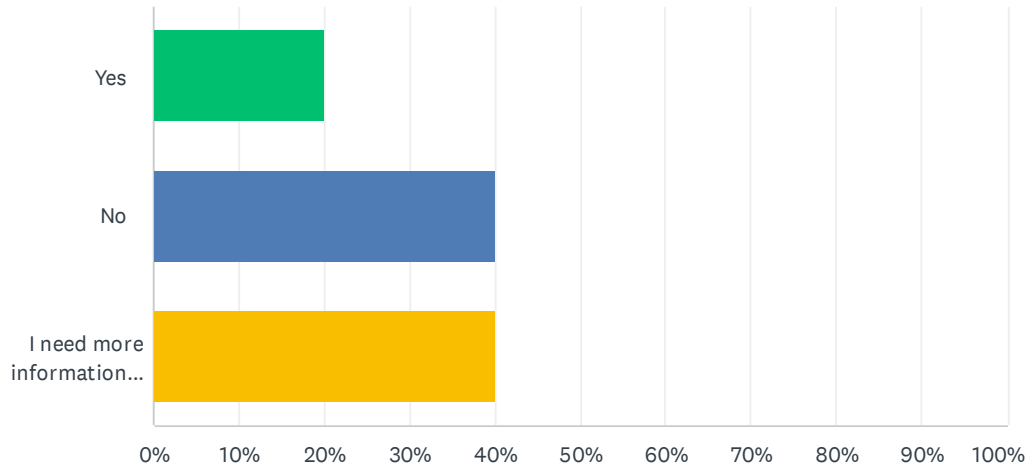
Answered: 40 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	90.00%	36
No	0.00%	0
Maybe	10.00%	4
TOTAL		40

Q5 Would you like to participate in the West Central Minnesota Virtual Job Fair scheduled for Wednesday, February 23rd?

Answered: 40 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	20.00%	8
No	40.00%	16
I need more information first	40.00%	16
TOTAL		40