

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

MINUTES

August 17, 2017

Christensen PLLP, Willmar

- Present:** Rollie Boll, Ian Graue, Dustin Kotrba, Larry Konsterlie, Kim Larson, Dan Lippert, Bruce Reuss and Dan Tepfer
- Excused:** Arvind Auluck-Wilson, Jon Folkedahl, Kevin Halvorson and Keith Poier
- Absent:** John Duevel
- Guest:** Carolyn Lange, West Central Tribune
- Staff:** Connie Schmoll, Business Development Specialist
- Secretarial:** Diane Beck, Legal & Administrative Assistants, Inc.

Chairperson Dan Tepfer called the meeting to order at approximately 7:40 a.m.

AGENDA—The agenda was approved as emailed.

MINUTES— Dan Lippert noted a change in the July 12, 2017 Ag Committee minutes under Ag Marketing Subcommittee regarding the location of the Soil Social planned at Ridgewater College on August 17th. *The Soil Social will be held at Ridgewater College not at the Lippert farm.* The July 12, 2017 minutes were approved with the change.

IT WAS MOVED BY Kevin Halvorson, SECONDED BY Rollie Boll to approve the July 20, 2017 minutes with the change noted. MOTION CARRIED.

REPORTS

West Central Angel Fund I. Connie Schmoll passed around the new West Central Angel Fund I information from the website. Tepfer asked if they are doing marketing. Schmoll reported they have asked for photos of the area to use for a brochure and that the EDC offered to assist with design of a marketing brochure.

Ag Marketing Subcommittee. Dustin Kotrba provided an overview of the August 16th meeting and shared the results of a survey to Ag Committee members regarding topics for the 2018 Ag Workshop. Committee members discussed at length possible content and format for a 2018 Ag Workshop and a possible partnership with the West Central Ag Sales Association. According to committee member survey, the top topics are:

- Water Quality
- Workforce/Talent
- Public Perception of Agriculture
- Emerging Crop Opportunities/Niche Farming/Renewable Energy

Kotrba mentioned the topics selected are aligned with the 2016 Ag BRE Survey results. He asked the Ag Committee members for suggestions on how the Ag Marketing Subcommittee should move forward with the planning of the 2018 Ag Workshop. Larson shared agendas from two past agriculture conferences and commented the conferences were largely panel discussions that included sponsors and attendance fees. Larry Konsterlie suggested incorporating an event for both consumers and ag producers with the ag producers' event in the afternoon and overlap with consumers later afternoon/evening. Schmoll mentioned marketing the event as a tribute to producers in the county. Briefly discussed a location for the event. Konsterlie shared information on the 2016 corn grower's family event at Robbins Island and he agreed to provide contact name(s) to Schmoll. Lippert stated a high-powered speaker would be a large draw for the event and be more attractive for sponsors. Discussion held to also invite CUB Foods, Culver's and Jennie-O- Turkey Store. Committee members were in favor of partnering with West Central Ag Sales Association. Schmoll will contact someone from the USDA and the Minnesota Department of Agriculture regarding the message they suggest sharing with the public. Chair Kotrba stated the 2018 Ag Workshop suggestions will be discussed at the next Ag Marketing Subcommittee and the outcomes shared at the Ag Committee meeting on September 21st.

Chair Tepfer reported the Ag Marketing Subcommittee will be formalized as to meeting date, time, agendas and minutes. At yesterday's meeting, the subcommittee concurred with having a booth at the 2017 Ag and Animal Science Conference on September 26, 2017 at the MinnWest Technology Campus. The EDC will staff a booth and be a networking break sponsor. Schmoll discussed the content of the tri-fold display for the booth. The subcommittee concurred with using the ad placed in the *Business In Focus* magazine and approved the following items for the booth: business cards, condensed version of the Ag Survey, copies of the Diverse Agriculture & Renewable Energy Opportunities flyer (see attached) and provide a sign-up opportunity for Constant Contact mailing list. A drawing will be held for the agriculture-themed basket that has not been claimed from the 2017 Willmar Ag Show. Discussion held on attending trade shows to market the community for ag development; Schmoll is planning to attend the PROCESS EXPO in Chicago, Illinois, on September 19-22, 2017, as an observer and stated if the conference proves to be an avenue to promote development for Kandiyohi County, the EDC may staff a booth at next year's Process Expo. Konsterlie inquired about the budget and Schmoll stated the 2017 Ag/RE budget has been finalized; however, the Ag/RE Committee should discuss the 2019

budget prior to submission to the EDC Joint Operations Board. The 2018 A/REg Committee budget will be placed on next month's agenda.

CTC Broadband update. Schmoll reported Consolidated Telecommunications Company (CTC) declined the \$4.9 million state Border-to-Border grant awarded for the project in Kandiyohi County as it was determined its costs to do the project had increased by \$1.2 million. Schmoll reported there was a lot of interest in the project and felt it would have been a success. Following the announcement, the EDC received several calls from wireless providers interested in projects in the county; however, the cost for services for slower internet would be more than the proposed CTC fiber project. She reiterated the goal of the EDC is to secure a company to install fiber to provide high-speed internet service to rural Kandiyohi County residents.

[Chair Tepfer was excused from the meeting]

[Vice Chair Konsterlie began conducting the meeting]

UNFINISHED BUSINESS

Review of Membership/Membership Process. Vice Chair Konsterlie reviewed the 2017 Ag Committee attendance list and quorum requirement. Schmoll shared the EDC's Policies and Procedures Manual states that committee members who are absent three meetings in a row without notice to the EDC office, may be eliminated from the committee by EDC Joint Operations Board action. Discussion was held on how to approach the issue. Keith Poier suggested sending letters to two committee members asking if they plan to continue as member of the Ag Committee. Lippert discussed the possibility of having an advisory status for inactive members.

IT WAS MOVED BY Dan Lippert, SECONDED BY Keith Poier, to establish an Agriculture and Renewable Energy Development Committee Advisory status membership. Committee members concurred that Schmoll send letters to current members asking if they want to remain members or prefer to be an advisory status. MOTION CARRIED.

NEW BUSINESS

Ag/Renewable Energy Community Events/Projects. Konsterlie mentioned the Soil Social event at Ridgewater College will be held this afternoon and he plans to attend. Schmoll asked Konsterlie to provide an update at the next Ag Committee meeting on September 21, 2017. Konsterlie reminded committee members of the Jam the Stands/Fan Appreciation Night at the Kandiyohi Raceway with free admission sponsored by the Kandiyohi County Corn and Soybean Growers along with the Renville County Corn and Soybean Growers, Meeker County Corn Growers, and Bushmills Ethanol Plant have teamed up with NAPA Auto Parts. Schmoll mentioned a recent shrimp farm article in the *West Central Tribune*. Simply Shrimp, LLC is

located in Blomkest and owned by Paul Damhof. Shrimp farming is a new growing farming niche in the area. Boll announced that Bushmills Ethanol is expanding and will increase ethanol production by 20-25%.

Other. Larson mentioned the absence of renewable energy topics on recent Ag Committee agendas, which may be a reason some committee members are not attending. Schmoll stated she continues to research renewable energy efforts and that the upcoming *Impact* magazine published by the West Central Tribune will contain renewable energy articles. Keith Poier indicated there are groups working on renewable energy from agriculture products. Schmoll will invite an AURI representative to a future Ag Committee meeting to discuss this project on biomass energy in a chicken barn.

ADJOURNMENT—There being no further business,

IT WAS MOVED BY Kim Larson, SECONDED BY Dan Lippert to adjourn the meeting. MOTION CARRIED.

The meeting was adjourned at approximately 9:04 a.m.

NEXT MEETING—The next regular Ag Committee meeting is **7:30 a.m., Thursday, September 21, 2017**, at Christianson PLLP, 302 Fifth Street SW, Willmar.

2018 Agriculture Workshop/Panel Discussion Survey Results

Survey Rating	Topics	Number of Members Voting	Interest by Ag Producers
7	Water Quality	3	
5	Workforce/Talent	3	13
5	Public Perception of Agriculture	2	5
5	Emerging Crop Opportunities/ Niche Farming/Renewable Energy	3	4
4	GMO	2	
3	Soil Health	1	
3	Sustainable Farming	1	
3	Markets and Marketing	2	14
3	Transportation Funding for County and City Township, Roads & Bridges	1	5
3	Technology Trends for Farm Management	1	10
2	2018 Farm Bill Concerns	1	
1	Food Labeling	1	
1	Affordable Healthcare Insurance	1	
1	Succession Planning	1	12
1	Herbicide Resistant Weeds	1	
0	Buffers--State Level	0	9
0	Organic Farming	0	2
0	Availability of Financing	0	
0	Zoning of Agriculture Land	0	
0	Mental Health/Depression	0	

- 34 Ag Producers said they already use best practices to protect water and soil and would like general population to know this
- Target an audience of consumers/regional focus
- Make it an evening presentation to get the working public
- Invite corporate sponsors such as CUB foods
- Partner with West Central Ag Sales Association (revenue source event)

Title	Focus	Location	Date(s)	Registration	Booth	Other
Process Expo	Global Food Equipment and Technology - Food Processors	Chicago, IL	Sept. 19-22, 2017	\$25	\$380	10x10 booth
World Ag Expo	International Farming Expo - products technology and equipment for the farm.	Tulare, CA	Feb. 13-15, 2018	\$15 per day		
Northwest Food Processors Expo & Conference	showcases packing and cleaning equipment for fruits/vegetables, water management solutions for food processors, energy, mining and timber industries, municipal water districts, wastewater treatment plants, power companies, soil conservation and irrigation districts, and farms	Portland, OR	Jan. 8-10, 2018			
EXPO Food Processors	Geared specifically to California's food processing industry	Sacramento, CA	Feb. 21-22, 2018	\$45-\$75		
IFT18	Science of Food and Technology	Chicago, IL	July 15-18			



Kandiyohi County & City of Willmar
ECONOMIC DEVELOPMENT COMMISSION

DIVERSE AGRICULTURE & RENEWABLE ENERGY OPPORTUNITIES

— AGRICULTURE & RENEWABLE ENERGY DEVELOPMENT COMMITTEE —

Kandiyohi County has deep roots in agriculture and a bright future as well. Our strong agriculture sector makes us a prime location for agribusiness, bioscience and technology businesses. Many industry leaders such as Nova-Tech Engineering, Select Genetics, RELCO, LLC and Jennie-O Turkey Store are headquartered here in West Central Minnesota's business hub. Recently, we've made some great strides towards creating a more eco-friendly business community by investing our time in renewable energy efforts.

Diverse ag economy with over 1,300 farms



Produced enough wind & solar to power 1,280 homes



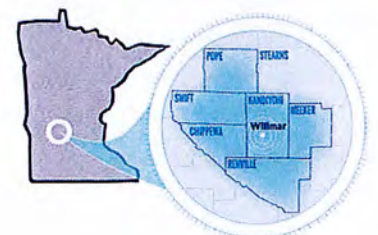
The EDC is committed to working collaboratively with local farmers and ag-related industries through our Agriculture & Renewable Energy Development Committee. The committee's mission is "To sustain, identify and develop agriculture, agribusiness and renewable energy opportunities." It supports this mission by targeting activities that leverage Kandiyohi County's assets in agriculture, with a special emphasis on ag business, manufacturing, bioscience, technology, energy and research.



Contact us:
kandiyohi.com
toll-free 866.665.4556



OPEN for BUSINESS



IMPACT BY THE NUMBERS

A PROFILE OF AG AND RENEWABLE ENERGY IN KANDIYOHI COUNTY

Agriculture in Kandiyohi County



Farmland:

415,090 acres

Land Area:

75%

of Farms:

1,310

Average Size:

317 acres



Agricultural Marketing:

\$414 million

(2016)

{ Crops: **\$183 million**
Livestock: **\$231 million**

Renewable Energy in Kandiyohi County



Wind:

7.7 million kwh

Enough to Power:

800 homes



Solar:

5.3 million kwh

Enough to Power:

480 homes



Ethanol:

65 million gallons

Enough E-85 to Power:

190,000 cars

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