

**KANDIYOHI COUNTY AND CITY OF WILLMAR ECONOMIC DEVELOPMENT COMMISSION (EDC)
BUSINESS RETENTION AND EXPANSION/RECRUITMENT (BRE/R) COMMITTEE**

MINUTES

**August 3, 2018
EDC Board Room**

Present: Sam Bowen, Jim Ellingson, Les Heitke, Roger Imdieke, and Ranae Rahn

Excused: Les Nelson and Kelly TerWisscha

Absent: Dean Steinwand

Guests: Jennifer Mendoza, CLUES Navigator and Sam Romain, Romain Berg

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

Secretarial: Diane Beck, Legal & Administrative Assistants (LAA)

Aaron Backman introduced Abdirizak (Zack) Mahboub, owner of the Midtown Plaza and Abdilahi Omar, owner of Ain-U-Shams Grocery Store, which is the largest East African grocery store in the area. Mahboub gave committee members a tour of the Midtown Plaza. Currently there are eight Somali businesses and approximately 40 employees. Mahboub thanked the EDC for its help with their business plan and project funding.

Chair Sam Bowen called the meeting to order at approximately 9:25 a.m., followed by self-introductions. Sam Romain of Romain Berg, provided an overview of his marketing business he started approximately two years ago. He and his business partner own two digital marketing companies, headquartered in Minneapolis, and employ approximately 30 writers for web contact and blog content. They also own a carpeting and roofing company. Romain attended Ridgewater College and previously worked for Haug Implement as its marketing director. He is hoping to get back to the Willmar community in the future. Backman welcomed Romain to become a BRE/R Committee member if he is interested.

AGENDA—Chair Bowen presented the Agenda.

IT WAS MOVED BY Ranae Rahn, SECONDED BY Jim Ellingson, to approve the Agenda as emailed.
MOTION CARRIED.

MINUTES—

IT WAS MOVED BY Jim Ellingson, SECONDED BY Ranae Rahn, to approve the July 6, 2018 Minutes as emailed. MOTION CARRIED.

REPORTS/PROJECT UPDATES

Highway 23 Coalition. Backman reported the Coalition will be looking at additional funding options for further Highway 23 expansion projects other than the Corridors of Commerce and reviewed the June financials. He has begun contacting counties and cities for 2019 Highway 23 Coalition memberships. Both Backman and Connie Schmoll will be attending county and city council meetings to present membership information to current members and new entities and units of government. Backman has presented membership information to the Benton County Board of Commissioners and will present to the Chippewa County Board of Commissioners and the City of Foley next week. Roger Imdieke inquired on membership renewal dates. Backman shared current memberships are through December 31, 2018 and memberships renewals or new memberships will run through December 31, 2019. Backman has not encountered any resistance from governmental entities on renewals. Romain inquired how the Coalition recognizes its members; Backman reported membership meetings including a meal is held and logos are printed on flyers. Romain suggested to offer links on the Highway 23 Coalition website to respective businesses as a perk; Backman will visit with the Coalition's website developer. The Coalition has applied for 501(c)(4) status with the Internal Revenue Service.

Business Visits/Tours. Backman reported on recent business visits and tours:

- The Joint Powers Board approved the EDC 2018 revised budget to include the salary for Thor Figenskau, EDC summer intern. Backman and Schmoll shared Figenskau has been doing an outstanding job of working on social media for the upcoming Ag Talent & Technology workshop on August 13th and conducting interviews for a marketing brochure.
- The Joint Powers Board also adopted the EDC 2019 budget and thanked the BRE/R Committee for its input. Backman noted budget line items were added for childcare and under the Highway 23 Coalition line item. Full funding for WORKUP was approved and the transfer of loans and assets from WAM-BC and a reserve fund for the Micro Enterprise Loan Fund at \$100,000. Dollars will be tracked separately from EDC loan funds. The transfer of WAM-BC loans and assets will take place this fall.
- The Fire Marshall has approved the kitchen at Spurs and the restaurant may open next week. Backman reported there is room in the building for another food-related business.
- The GrandStay Hotel at Little Crow Golf Resort is open. He shared pictures of the hotel.

Connie Schmoll:

- Schmoll reported on the successful Critical Business Transitions Seminar held on July 7th. Additional transitions seminars will be scheduled. When seminars are scheduled, Schmoll will notify the BRE/R Committee members. Les Heitke mentioned an article on Orlo Almlie in the West Central Tribune; a brief discussion was held.
- Toured the new West Central Steel building and viewed the new equipment with the latest technology. They now have a training center and a meeting room that is available.
- A new logistics business may be coming into Willmar that would need a 100,000 sq. ft. building. Business representatives have looked at various sites.
- A current food company is looking for a facility to freeze and ship a food product.
- Distributed a map of the 4th addition in Willmar Industrial Park (see attached) promoting it.

UNFINISHED BUSINESS

CLUES UPDATE—Diverse CNA. Jennifer Mendoza, CLUES Navigator, shared that 10 students graduated from the first 2017 CNA class and reported 8 are employed, 5 through the CLUES cohorts of Carris Health/Rice Memorial Hospital and Bethesda. In 2018, there were 10 participants with 6 employed. Participants unable to pass the exam have been offered tutoring. Mendoza will also be assisting graduates with the employment process. The next CNA class will begin in September 2018.

CLUES UPDATE— Diverse Welding. Mendoza reported there were 13 (one female) participants for the first diverse welding class held in 2018. Six graduated and two are working as welders. The 2018 class will begin in October and will be 130 hours instead of 120 hours in order to allow for additional shop and practice time. Mendoza shared transportation will be offered for parents to travel from Willmar to the Twin Cities to attend a youth conference to help parents understand the importance of applying early for scholarships and financial aid for their children.

Backman asked Mendoza to provide the income information from the CNA and welding classes.

West Central Job Fair. Chair Bowen reported a meeting will be scheduled with partners to plan for the spring 2019 Job Fair, which will be held at Ridgewater College. Schmoll mentioned a Job Fair will be held in September at the Willmar Conference Center. Chair Bowen mentioned Ridgewater College may invite businesses to welcome day/week at as they have received questions regarding having a job fair for students and graduates.

NEW BUSINESS

Childcare Initiative. Schmoll provided information on the childcare initiative and reported she has been working with First Children's Finance as to an increase in the childcare field. She provided highlights of a recent United Community Action Partnership (UCAP) meeting attended by 20 people including Southwest Initiative Foundation (SWIF), social services, businesses and others. A leadership team was formed. They will identify other stakeholders, conduct interviews and hold events relating to childcare. Schmoll distributed a document entitled: Child Care in state Economics: Key Findings and a news article regarding statewide child care shortage listening sessions (see attached). Senator Bill Weber of Luverne, will conduct a listening session on August 13, 6:00-8:00 p.m., at the Willmar Fire Station Training Room. Schmoll will secure stakeholders for a listening session prior to the 6:00 p.m. session.

Other. Imdieke mentioned the GrandStay Hotel and Little Crow Golf Resort will hold a grand opening on August 22, 4:30-7:30 p.m. Invitations will be mailed. He also mentioned Three Sisters will have a 9th anniversary celebration the week July 30th.

Ellingson inquired about ERC formerly located in the Kandiyohi Power Cooperative building. Backman shared the business had issues regarding workforce, etc. and are no longer in the Willmar area.

ADJOURNMENT—There being no further business, the meeting was adjourned at approximately 10:35 a.m.

NEXT MEETING—The next regular committee meeting is **9:00 a.m., September 7, 2018**, in the EDC Board Room.

A CLOSER LOOK

WILLMAR INDUSTRIAL PARK



Available:

241 acres

150 acres Shovel Ready

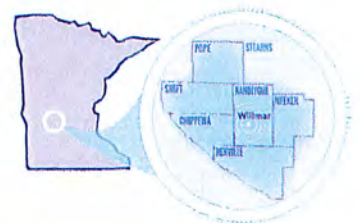
36 lots

1.4 - 29.0 acre lots

Contact us:
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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



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OPEN *for* BUSINESS





MINNESOTA

Child Care Usage in Minnesota:

- There are 1,066,261 children under age 15 (347,567 under age 5 and 718,694 between the ages of 5 and 14) in Minnesota who may require paid child care services.
- About 381,357 children under age 15 are in paid care— 163,198 (47%) under age 5 and 217,894 (30.3%) between the ages of 5 and 14.
- The average annual cost of care for an infant is \$13,993 in a child care center and \$7,835 in a family child care home.
- The average annual cost of care for a 4 year old is \$10,812 in a child care center and \$7,108 in a family child care home.
- The average annual cost of infant center-based care is 133.7% of the cost of tuition and fees at a 4-year college.

Child Care Industry Impact in Minnesota:

- There are 18,986 child care establishments with revenue of \$883.2 million. This includes 17,558 sole proprietors (family child care home operators) and 1,428 child care centers employing 14,734 individuals.
- \$883.2 million in direct output generated within the organized child care industry is estimated to support about \$900 million in additional indirect and induced output in other industry sectors, for an estimated combined total of

approximately \$1.8 billion in output in Minnesota's economy.

- In terms of employment, 32,292 proprietors and wage and salary employees working in the child care sector are estimated to support about 14,100 jobs in other industry sectors through indirect and induced effects.
- The \$523.2 million in employee compensation and proprietors' earnings generated directly within the child care industry is estimated to support approximately \$460 million in additional indirect and induced earnings across the state.
- Total federal and state child care assistance (both direct subsidies and tax credits) represents 28.5% of child care industry revenue.

The Link Between the Paid Child Care Sector and the State Economy

- The cost of organized care is a significant challenge for many parents with children.
- Access to the organized child care market can increase labor force participation and support state and regional economic growth.
- Increased subsidy payments trigger state level responses in wage rates, the mix of low- and high-skilled labor used in the state, prices of goods and services, and trade flows.



<https://www.mnsenaterepublicans.com/senate-republicans-to-hold-statewide-child-care-shortage-listening-sessions/>

Senate Republicans to hold statewide child care shortage listening sessions

July 25, 2018

Senate Republicans will continue to address the statewide problem of inadequate, expensive child care with a series of listening sessions held across Minnesota starting in August. The sessions will be sponsored by the Senate's new Child Care Access Working Group chaired by [Sen. Bill Weber](#) (R-Luverne), and will feature both Republicans and Democrats.

"These listening sessions are designed to respond to an increasingly difficult situation, especially in rural Minnesota, for families who can't find child care. Parents are either leaving the workforce or leaving the community altogether so they can continue to work," said Sen. Weber. "This is becoming a systemic problem; it's hurting our rural communities and Minnesota families."

In addition to hearing public testimony during the listening sessions, the Child Care Access Working Group will also visit local child care facilities to hear about the challenges they face as providers. Additionally, the group plans to meet with local economic development authorities to discuss workforce shortages attributable to a lack of childcare options.

The first two listening sessions will be held in Willmar and Lake City. Full schedule to follow at a later date.

Willmar Listening Session

August 13, 6:00-8:00 PM

Fire Station Training Room, 515 2nd Street SW

Lake City Listening Session

September 10, 6-8:00 PM

Lake City Public Library, 201 South High Street



Kandiyohi County Potential Child Care Need Analysis

Zip Code Analysis

6/1/18
Kandiyohi

| Zip Code | City | County | CCC # | CCC Capacity | FCC # | FCC Capacity | Total Capacity | Exptd Capacity* | Under '6' Working | Expected Under '5' | Plus/Minus/Total |
|----------|--------------|------------------|-------|--------------|-------|--------------|----------------|-----------------|-------------------|--------------------|------------------|
| 56201 | Willmar | Kandiyohi County | 4 | 311 | 58 | 624 | 935 | 844 | 1189 | 999 | -154 |
| 56209 | Atwater | Kandiyohi County | 0 | 0 | 4 | 42 | 42 | 40 | 120 | 101 | -61 |
| 56216 | Blomkest | Kandiyohi County | 0 | 0 | 1 | 10 | 10 | 10 | 56 | 47 | -37 |
| 56251 | Kandiyohi | Kandiyohi County | 0 | 0 | 0 | 0 | 0 | 0 | 81 | 68 | -68 |
| 56253 | Lake Lillian | Kandiyohi County | 0 | 0 | 1 | 10 | 10 | 10 | 60 | 50 | -40 |
| 56273 | New London | Kandiyohi County | 0 | 0 | 13 | 144 | 144 | 130 | 288 | 242 | -112 |
| 56279 | Pennock | Kandiyohi County | 0 | 0 | 0 | 0 | 0 | 0 | 74 | 62 | -62 |
| 56281 | Prinsburg | Kandiyohi County | 0 | 0 | 2 | 20 | 20 | 20 | 54 | 45 | -25 |
| 56282 | Raymond | Kandiyohi County | 0 | 0 | 5 | 54 | 54 | 50 | 111 | 93 | -43 |
| 56288 | Spicer | Kandiyohi County | 0 | 0 | 7 | 74 | 74 | 70 | 254 | 213 | -143 |
| 56289 | Sunburg | Kandiyohi County | 0 | 0 | 0 | 0 | 0 | 0 | 35 | 29 | -29 |
| Total | | | 4 | 311 | 91 | 978 | 1289 | 1174 | 2322 | 1950 | -776 |

*Expected capacity is an internal calculation of First Children's Finance based upon historical data collection.

**Expected Under '5' is the adjusted calculation from the US Census totals of children with all

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1. Each Preschool and Preschool/School Age listing was manually checked to confirm full- day care. All programs offering less than full year, full day care were excluded.
2. Provider data was updated on June 1, 2018 from the MN DHS Licensing Records Website.
3. Census data was updated on June 12, 2018 from the American Community Survey 2016 5 yr Estimates
4. 7 programs with a max capacity of 238 slots were excluded due to not offering full day or full year care.

The Zip Code Analysis provides insight into zip codes that are experiencing a negative gap in care availability for expected number of children seeking care. These totals will be slightly different than the area view due to zip codes extending beyond area boundaries.

also: Max. field
analysis / data