

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

**MINUTES**

September 19, 2019

Christianson PLLP, Willmar

Present: Rollie Boll, Ian Graue, Kevin Halvorson, Dustin Kotrba and Keith Poier

Excused: Dan Tepfer

Absent: Kim Larson, Larry Konsterlie, Dan Lippert and Bruce Reuss

Guests: Michelle Marotzke, Willmar Municipal Utilities and Christy Kallevig, University of Minnesota Extension

Staff: Connie Schmoll, Business Development Manager

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

Vice Chairperson Kevin Halvorson called the meeting to order at approximately 7:35 a.m. and declared a quorum was not present.

Schmoll welcomed Christy Kallevig of the University of Minnesota Extension. Ms. Kallevig provided a brief bio

**AGENDA**—The agenda was approved as emailed.

**MINUTES**—A quorum was not present to approve.

**REPORTS**

**Industrial Hemp Exploratory Subcommittee.** Schmoll, Halvorson and Keith Poier shared information from the September 9<sup>th</sup> meeting. Schmoll reported a company from Canada is interested in coming to this area and a Texas company is also interested in an area somewhere in Minnesota. AURI, Harold Stanislawski, is working to promote these areas that are ready for such a company. Research is being done on textiles and what kind of plant would be needed. Schmoll reported the Pioneer Research building is for sale which could be used for industrial hemp research. A discussion was held on test plots.

**Ag Marketing and Event Planning Subcommittee.** Dustin Kotrba reviewed the Ag Innovation Conference budget (see attached) and announced there is a surplus which will be saved for the next conference. Kotrba reported good sponsorship participation. Schmoll stated thank-you letters were sent to sponsors offering ads that can be placed in company newsletters for the 2020 conference. Kotrba reported approximately 122 registered with 95 attending. More producers will be

encouraged to attend the next conference. Discussion was held on how to attract more producers to attend. i.e., ads in newsletters, Kandiyohi Power Company and other cooperatives, etc. Kotrba reviewed the conference evaluations and reported feedback was positive (see attached). The high quality speakers presented a wide variety of information and were favorably rated. The subcommittee will meet in the future to begin planning for the 2020 conference which may be held the end of July. Kotrba reported the event planner will be retained and mentioned she did an excellent job of planning and coordinating the conference.

**2020 Visionary Subcommittee.** Schmoll reported she has contacted a few companies for interest in involvement in the 2020 Visionary event. Ian Graue reviewed the 2017 Ag Producers Survey and will report on his findings at a future meeting. Schmoll stated a visionary event may be held later this year or in January.

**UNFINISHED BUSINESS**—There was no unfinished business.

## **NEW BUSINESS**

**Review Partners in Ag Innovation Conference Registration List.** Schmoll encouraged members to review the conference attendance list (see attached). Kotrba felt there was a good cross section of business sectors and reiterated the need to have more producers in attendance. Suggestions made to increase producers' attendance: reach out to agencies that work with producers, financial speakers, Ridgewater College ag program students, Department of Agriculture. Include topics on finances, business strategy and transition and cross-generational planning.

**Renewable Energy Topics/November Speaker.** Schmoll has visited with Jim Haler of South Central Electric Association to give a presentation on electric vehicles at the November meeting. Suggestion was made to have electric vehicles as a conference topic next year. Discussion was held on the impact of electric vehicles on the ethanol industry.

**Community Video.** Schmoll reported a draft three to-four-minute community video has been prepared by Tory Norling that will be used to attract new residents and businesses to the area.

**Ag/Renewable Energy Community Events/Projects.** Schmoll shared a hemp harvest is taking place today north of Willmar and invited committee members to attend. Michelle Marotzke shared the Paris to Pittsburg video will be shown on October 22<sup>nd</sup> at Vinji Lutheran Church in Willmar. Graue shared the Voices environmental group will have an event at Robbins Island. Marotzke and Graue will send information to Schmoll and she will post on the EDC Facebook. Schmoll suggested the committee make a recommendation to have Michelle Marotzke and Christy Kallevig as new members of the Ag Committee if they are interested. Marotzke and Kallevig agreed to serve on the Ag Committee. The Ag Committee concurred with having Marotzke and Kallevig as new committee members. Schmoll asked them to send her bios which will be presented for formal approval at the EDC Board of Joint Operations meeting on October 10<sup>th</sup>.

**Miscellaneous.** Schmoll mentioned the Ag Committee will not meet in October. At the November meeting, a discussion will be held regarding Ag Committee meeting location.

**ADJOURNMENT**—There being no other business, the meeting was adjourned at approximately 8:40 a.m.

**NEXT MEETING**—**There will not be a meeting in October.** The next committee meeting is **7:30 a.m., November 21, 2019** at Christianson PLLP, Willmar.

Estimated Expenses 2019	Estimate 2019	Notes	Actual 2019	Notes
Reg System & App	\$ 2,000.00	Back to VH	\$ 2,000.00	\$1,000 deposit in early 2019; final 50% 8/19/19
Reg charges for Stripe	\$ 100.00	2.9% + .30 per	\$ 20.58	maybe be more stripe charges coming from August
Meeting Space rental and	\$ 250.00		\$ 344.09	\$135 – South Central Tent Rental - Round table
Catering estimates	\$ 2,000.00	Use McHales	\$ 1,984.15	Model Citizen final invoice: 1708.74; breaks
Audio Visual Equipment	\$ 1,000.00	will we have	\$ 855.00	final cost- Tracy AV
Misc. expenses- copies,	\$ 250.00			
Hotel Rooms for Ad board	\$ 750.00		\$ 857.30	speaker chocolates: 139.90; hotel rooms: 717.40 -
Misc. Supplies/Reg	\$ 500.00			
Printed Conference	\$ 150.00			
Marketing Agency- graphic	\$ 2,000.00		\$ 2,277.50	Inv #1: \$1,451.25; Inv 2: 67.50; Inv 3: 708.75; \$50
Video Taping of event	\$ 1,000.00		\$ -	no video in 2019
Photographer	\$ -		\$ -	no photographer in 2019
Onsite Signage	\$ 200.00			waiting on cost
Speaker Flights and car	\$ 1,500.00		\$ 754.73	\$400- Darin Newsom mileage; Bethleen McCall:
Speaker Fees	\$ 8,000.00		\$ 5,500.00	Darin Newsom- \$5000; Bethleen McCall - \$500
Project management	\$ 9,975.00	same fee as	\$ 9,975.00	
<b>TOTAL ESTIMATED</b>	<b>\$ 29,675.00</b>		<b>\$ 24,568.35</b>	

Estimated Revenue 2019	Estimate 2019	Notes	Actual 2019	Notes
Event				
Paid registrations	\$ 2,250.00	75 X \$30	\$ 510.00	17 paid, waiting for August report
Platinum- \$6000	\$ 12,000.00	2	\$ 6,000.00	U of MN
Gold- \$4,000	\$ 4,000.00	1	\$ 4,000.00	SWIF
Silver \$2500	\$ 10,000.00	4	\$ 7,500.00	CLA, Ag Country FCS, Ridgewater
Supporting Sponsors - \$1,500	\$ 6,000.00	4	\$ 7,500.00	EDC, Prinsco, Bremer, Soybean & Corn; Central Counties
Misc 2019	\$ -	TBD this year	\$ 5,250.00	NovaTech-2000; LSI: 2,000; Christianson- 500, Kandi Power-500; Concorde Bank 250
<b>TOTAL ESTIMATED</b>	<b>\$ 34,250.00</b>		<b>\$ 30,760.00</b>	
<b>ESTIMATED NET REVENUE</b>	<b>\$ 4,575.00</b>		<b>\$ -</b>	
			<b>\$ 6,191.65</b>	

Using a scale of 1 to 5, with 5 indicating well above your expectations and 1 below your expectations, please rate each of the following:

Registration Experience	Overall Speakers	Venue Experience	Networking Breaks & Opportunity	Don Carlson	Andrea Vaubel & Keith Jones	Ag Tech Panel	Model Citizen	Industrial Hemp- Bethleen McCall	Keynote: Darin Newsom	Session Speaker Comments	Make Connections	General Comments
5	5	5	5	5	5	4	5	5	3	I was particularly inspired by Mateo and Bethleen's presentations.	Yes, I met several fellow social entrepreneurs. I'm working with Vision 2040 to launch a social entrepreneur incubator here in Willmar.	Great event- thanks much!
5	5	5	5	5	4	4	4	5	3			
5	5	5	5	5	4	4	5	5	5			Timing is nice, like early morning and early finish. Less material and more networking time would be nice.
5	5	5	5	5						All exceeded expectations. I thought it was all going to be about pot (can't spell marijuana) but all were good.	I was impressed by the audience questions quality.	I hope you folks do something like this again.
4	5	5	5	5	4	5	4	4	4			
5	4	4	4	4	4	4	5	5				Some speakers difficult to hear due to microphones?
5	5	5	5	5	5	5	5	5	4	The hemp presentation was good but I think it was a little long. To honest though I don't have any real interest in this crop. It was interesting to learn about it and the presentation further confirmed my decision.		I will definitely plan to attend next year if I can. Thanks for putting on a good conference.
5	4	4	4	4	4	4	5	5	4			
5	2	2	2	2	4	5	5	3	3			
5	5	5	5	5	4	4	5	5	5	Andrea Vaubel was great! But Keith was just not at all helpful! Sorry, but did anyone there learn anything from him? Just talked the talk to get around any thoughtful questions. Maybe he knew Collin Peterson was coming, so just was passing time? And the guy from Centrasota I would not bring next year. Try someone from	Yes.	Please bring back all of the speakers you had today besides the ones I listed above, for next year! This was a very well planned meeting, and you brought a fantastic crew of speakers. The venue is great. Some how though, you need to get more people to



Promote	Attendance	Status	FirstName	LastName	Job	Company
SPONSOR	Attended	GUEST	Diana	Anderson	President & CEO	Southwest Initiative Foundation
EARLYBIRD	Attended		Kami	Anez		Anez Consulting Inc.
GENCOMP	Attended		Laura	Arne	Administrative Coordinator	West Central Angel Fund I, LLC
SPONSORGUEST	Attended		Aaron	Backman	Executive Director	Kandiyohi County & City of
EARLYBIRD	Attended		Judy	Barka	Assistant Director	Willmar Economic Development Commission
SPEAKER	Attended		Chris	Barlau		AgCentric - MN State
EARLYBIRD	Attended		Jeff	Bauman		Centra Sota
Earlybird	Attended		David	Beyerl	Agronomist/Farm Operations	Anez Consulting, Inc
EARLYBIRD	Attended		Justin	Boike		Yost Farm, Inc
	Attended		ROLLIE	BOLL		Boike farms
	Attended		Shane	Bowyer	Professor	MSU College of Business
Sponsorguest	Attended		LOREN	BREY	Owner	Brey Farms
SPONSORGUEST	Attended		Jack	Buendorf	Co-Founder	Poultry Patrol
SPEAKER	Attended		Don	Carlson	Commodities Manager	Bushmills Ethanol
earlybird	Attended		John	Christianson	Partner	Christianson PLLP
EARLYBIRD	Attended		Keith	Cooreman	Tax Manager	Christianson, PLLP
SPONSOR	Attended		Pam	Debele	Ag Program Specialist	Minnesota Turkey Growers Association
earlybird	Attended		Sara	DeRoo	Partner	Christianson PLLP
EARLYBIRD	Attended		Jen	Doering	Technical Writer	Christianson PLLP
earlybird	Attended		Nicole	Frank	District Field Manager	MN Corn Growers Association
earlybird	Attended		Landon	Fries	Chairman	Nova Tech
	Attended		Gary	Geiger	Director of Marketing	Heritage Bancshares Group, Inc.
EARLYBIRD	Attended		Jean	Geselius		Conway, Deuth & Schmiesing, PLLP
EARLYBIRD	Attended		JoAnn	Gratz		Gratz Farms
earlybird	Attended		Joel	Gratz	Partner	Christianson PLLP
EarlyBird	Attended		Ian	Graue		EDC Ag Committee
	Attended		Frank	Gustafson		
	Attended		Ann	Gustafson		
EARLYBIRD	Attended		Kevin	Halvorson	Na	AgCountry
SPONSORGUEST	Attended		Ross	Hebrink	Population Health and Wellness Di	Carris Health
	Attended		Stacey	Heiling	Buffer Technician	Kandiyohi County
earlybird	Attended		Angelica	Hopp	VP/ SR. ;ENDING OFFICER	CONCORDE BANK
SPONSORGUEST	Attended		EARL	HUBER	Regional Business Development M	DEED
EARLYBIRD	Attended		Lisa	Hughes		

EARLYBIRD	Attended	Rick	Huisinga	Life-Science Innovations
EARLYBIRD	Attended	Ted	Huisinga	Life-Science Innovations
SPONSORGUEST	Attended	Nathan	Hulinsky	Chairman of the Board
SPEAKER	Attended	Keith	Jones	Agricultural Business Management
	Attended	John	Kellen	Senior Professional Staff
EARLYBIRD	Attended	Dustin	Kotrba	Managing Director- International C
EARLYBIRD	Attended	Kurk	Kramer	Partner
EARLYBIRD	Attended	Carolyn	Lange	EDSA Coordinator
EARLYBIRD	Attended	LYLE	LANGE	Reporter
EARLYBIRD	Attended	Greg	Langmo	OWNER
GENCOMP	Attended	Kim	Larson	Owner/Operator
	Attended	Leigh	Lenzmeier	Commissioner
EARLYBIRD	Attended	Leigh	Lenzmeier	Stearns County
EARLYBIRD	Attended	Kristi	Lilleberg	Stearns County
earlybird	Attended	Shelby	Loberg	Lilleberg Farms
Earlybird	Attended	Thomas	Lorang	Ridgewater College
SPEAKER	Attended	Mateo	Mackbee	Model Citizen
SPONSORGUEST	Attended	John	Madsen	AgCountry
SPONSORGUEST	Attended	Scott	Marquardt	Southwest Initiative Foundation
SPEAKER	Attended	Bethleen	McCall	The Bon Vivant Group
	Attended	Kelly	McMillan	AgriSync, Inc
sponsorguest	Attended	Terry	McNamara	Central Counties Cooperative
EARLYBIRD	Attended	Bob	Meyerson	Harvest Bank
EARLYBIRD	Attended	Jeremiah	Nelson	Harvest Bank
EARLYBIRD	Attended	Mike	Nelson	Anez Consulting Inc.
earlybird	Attended	Abby	Neu	University of Minnesota Extension
SPEAKER	Attended	Darin	Newsom	Darin Newsom Analysis Inc.
EARLYBIRD	Attended	Rollie	Nissen	Kandiyohi County
EARLYBIRD	Attended	Scott	Norling	Willmar Poultry Farms/Farm Service Elevator
	Attended	Ray	Norling	Life-Science Innovations
EARLYBIRD	Attended	Kristi	Oberdieck	Anez Consulting Inc.
SPONSORGUEST	Attended	Dustin	Olmschenk	
	Attended	Laura	Orsten	Communications & Marketing Spe
SPONSORGUEST	Attended	Jenna	Peterson	Manager
	Attended	Jason	Reed	General Manager
EARLYBIRD	Attended	Tim	Renner	Director of Business Solutions & Er



EARLYBIRD	Attended	Craig	Rhode	Director	Client Relations & Strat	Romain Berg
SPONSORGUEST	Attended	Sam	Romain	Chief Operating Officer		Romain Berg
EARLYBIRD	Attended	Pam	Rosenau			MVTV Wireless
EARLYBIRD	Attended	Dylan	Rossell	Warehouse Supervisor		Central Counties Cooperative
SPEAKER	Attended	Shawn	Schloesser	Community and Business Developr		Region Nine Development Commission
SPONSORGUEST	Attended	Johnnie	Schmidt	Owner		Crow River Organic Works
EARLYBIRD	Attended	Connie	Schmoll	Business Development Specialist		Kandiyohi County & City of Willmar EDC
SPONSORGUEST	Attended	Justin	Schroeder	Agronomy Manager		Central Counties Cooperative
EARLYBIRD	Attended	Justin	Schroeder	Agronomy Manager		Central Counties Coop
EARLYBIRD	Attended	Joanna	Schrupp	General Manager		MinnWest Technology Campus
EARLYBIRD	Attended	Kathy	Schwantes	Regional Director		University of Minnesota Extension
SPONSORGUEST	Attended	Nick	Simon	Senior		CLA
SPONSORGUEST	Attended	Dan	Solomon	Pipeline Program Consultant		MN Dept. of Labor & Industry
EARLYBIRD	Attended	Kyle	Sonsteli			Christianson PLLP
EARLYBIRD	Attended	Dan	Tepfer			Kandiyohi Power Cooperative
EARLYBIRD	Attended	ANDREW	VanDerBill			VanDerBill Farms LLC
EARLYBIRD	Attended	Andy	VanDerBill			VanDerBill Farms LLC
EARLYBIRD	Attended	Rick	VanderSpek	President		Turkey Valley Farms
EARLYBIRD	Attended	Andrea	Vaubel	Deputy Commissioner		State of MN- Department of Agriculture
EARLYBIRD	Attended	Robin	Weis	Economic Development Director		SRDC
EARLYBIRD	Attended	Curt	Yoose	Ag Instructor		Ridgewater College
EARLYBIRD	Attended	Randy	Young			PALS
EARLYBIRD	Attended	Andy	Zuidema	Ag Banker		Bremer Bank
EARLYBIRD	Attended, Walk-ir	Dick	Hagen	Writer		The Land
EARLYBIRD	Attended, Walk-ir	Justin	Jorgenson	National Sales Manager- Ag		Prinsco
EARLYBIRD	Couldn't attend, t	Nathan	Collins			Collins Family Partnership
EARLYBIRD	Couldn't attend, t	Erik	Lilleberg			Lilleberg Farms
EARLYBIRD	Couldn't attend, t	Tony	Schmoll			Producer
EARLYBIRD	NO SHOW	Abraham	Algadi	Executive Director		WREDC
EARLYBIRD	NO SHOW	Phil	Cleary			Christianson PLLP
EARLYBIRD	NO SHOW	Dave	Dykshoorn	Product Owner		Nova-Tech Engineering
EARLYBIRD	NO SHOW	Greg	Engelke	Managing Director		CORNERSTONE RESOURCES LLC
EARLYBIRD	NO SHOW	Heidi	Gandsey			
SPONSORGUEST	NO SHOW	Jay	Halliday	Territory manager		Epitopix
EARLYBIRD	NO SHOW	Michelle	Hansen			
EARLYBIRD	NO SHOW	Kimberly	Johnson			KAJ Consulting Inc.
EARLYBIRD	NO SHOW	Larry	Konsterlie	President		Konsterlie Farms LLC

SPONSOR/GUEST	NO SHOW	Nan	Larson	Director of Innovative Networks	AURI
gencomp	NO SHOW	Charles	Levine		Hemp Acres
EARLYBIRD	NO SHOW	Shari	Mohabir		
EARLYBIRD	NO SHOW	Paula	Mohr	Editor	The Farmer magazine
Earlybird	NO SHOW	Paul	Pierson	Business Consultant	Small Business Development
EARLYBIRD	NO SHOW	David	Plagge	Engineering Consultant	Anez Consulting Inc.
EARLYBIRD	NO SHOW	Keith	Poier		
EARLYBIRD	NO SHOW	Lori	Roering	Supervisor, LP Scheduling	JOTS
earlybird	NO SHOW	Aaron	Sandvig		Rinke Noonan Law Firm
EARLYBIRD	NO SHOW	Steph	Sholing		Anez Consulting Inc.
EARLYBIRD	NO SHOW	Dan	Skogen	Director of Government Relations	Agricultural Utilization Research Institute (AURI)
	NO SHOW	Harold	Stanislowski	Project Development Director	AURI
earlybird	NO SHOW	Bradley	Starbuck	UMN Extension Development	University of Minnesota Extension
EARLYBIRD	NO SHOW	Greg	Swenson	Senior researcher	Nova-tech
EARLYBIRD	NO SHOW	Scott	Wallner		