

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

**MINUTES**

**September 21, 2017**

**Christianson PLLP, Willmar**

Present: Rollie Boll, Ian Graue, Kevin Halvorson, Larry Konsterlie and Dan Tepfer

Excused: Dustin Kotrba, Bruce Reuss and Connie Schmoll

Absent: Jon Folkedahl, Kim Larson and Dan Lippert

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

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

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

**MINUTES**—As a quorum was not in attendance, the August 17, 2017 minutes were received, but not approved. Kevin Halvorson noted he was in attendance at the August 17<sup>th</sup> meeting. The minutes will be corrected to reflect his attendance.

**REPORTS**

**West Central Angel Fund I.** Chair Tepfer reported the West Central Angel Fund I is continuing to move forward and working on marketing to get information out to the public. It has received applications and proposals.

**2018 Ag Workshop for Producers/Public.** Chair Tepfer reported discussions continued regarding a 2018 ag education event for the public and ag producers. Connie Schmoll has visited with a representative from the West Central Ag Sales Association regarding a partnership. The West Central Ag Sales Association is interested in niche farming and specialty crops; however, its main focus is raising funds for scholarships. The Ag Marketing Subcommittee's goal is also educating the public in farm operations and production/products and hopes to secure sponsors that directly work with consumers and how products play into agriculture production. Ian Graue suggested Ridgewater College and/or the Mid-Central Research and Outreach Center as possible sponsors. Larry Konsterlie suggested conducting a morning/afternoon event for presentations to ag producers and a later afternoon/evening event involving interactions/presentations for public/families to convey information regarding ag production. Graue stressed the importance of setting goal(s) for the event and choosing the appropriate partners/sponsors to achieve those goals. Chair Tepfer reiterated the top concerns from the 2017 Ag BRE Ag Producers Survey were: workforce/talent, markets and marketing, succession planning and technology trends. The topics selected from a survey of Ag Committee members were: water quality, workforce/talent, public

perception of agriculture and emerging crop opportunities/niche farming (sustainable/shrimp and renewable energy). Additional suggestions included holding the event at a local farm and including a meal/refreshments, piggy back on the Ridgewater College Soil Social or Dairy Days events.

**2017 Ag and Animal Science Conference.** Chair Tepfer mentioned the 2018 Ag and Animal Science Conference will be held on September 26, 2017 at MinnWest Technology Campus. The EDC will staff a booth and sponsor a networking break. Schmoll will provide a report at the November 16<sup>th</sup> Ag Committee meeting.

**2018 Ag Committee budget.** Rollie Boll reviewed the 2018 Ag Committee budget (see attached) and mentioned additional funds can be requested from the EDC Joint Operations Board, if a specific project is expected to exceed the budget. At the Ag Committee meeting on August 17<sup>th</sup>, committee members concurred to discuss the 2019 Ag budget prior to submission to the EDC Joint Operations Board. Expenses through August 22, 2017 and income from the Ag Producers BRE Survey were provided to the committee (see attached).

#### **UNFINISHED BUSINESS**

**Review of Membership/Membership Process.** Chair Tepfer reported the suggestion to form an Ag advisory group for inactive members is not allowed according to the EDC Bylaws. Chair Tepfer shared two Ag Committee members recently resigned and encouraged remaining members to submit name(s) of potential new members to Schmoll.

#### **NEW BUSINESS**

**Ag/Renewable Energy Community Events/Projects.** Konsterlie inquired of the ownership of the solar farm east of Atwater and other solar farms in the area. Chair Tepfer stated the solar farms are owned by a private company and sell most of the energy to Xcel Energy. Boll suggested inviting a representative from a solar farm to give a presentation at a future Ag Committee meeting. Graue mentioned a presentation he attended at the 2017 State Fair and will research the possibility of a presentation at a future Ag Committee meeting. Graue will visit with Schmoll. Chair Tepfer attended a seminar regarding energy storage and mentioned when energy storage becomes affordable, it will have a tremendous effect on the utility industry. Boll inquired if Schmoll has information on whether the Ag Chamber Committee is planning a visit to the Damhof shrimp farm. Schmoll will be asked to research and will send an email to Ag Committee members.

**ADJOURNMENT**—There being no further business, the meeting was adjourned at approximately 8:58 a.m.

**NEXT MEETING**—The next regular Ag Committee meeting is **7:30 a.m., Thursday, November 16, 2017**, at Christianson PLLP, 302 Fifth Street SW, Willmar.

**Agriculture and Renewable Energy Development  
2018 Budget**

Ag Events Sponsorships/Fundraising	<u>\$ 1,000</u>
<b>Total Ag Committee Income</b>	<b><u>\$ 1,000</u></b>
Conferences/Seminars/Trainings	\$ 1,100
Marketing	\$ 1,500
Meals/Meeting Refreshments	\$ 600
Mileage/Travel	\$ 1,200
Professional Services	
General Administrative Services	\$ 2,000
Professional Services - Other	\$ 1,000
Supplies (office or program)	<u>\$ 250</u>
<b>Total Ag Committee Expenses</b>	<b><u>\$ 7,650</u></b>

Joint Operations Board approved 7/13/2017

Joint Powers Board approved 7/27/2017

**Kandiyohi County and City of Willmar EDC**  
**Ag & Renewable Energy Development Committee Expenses**  
 January 1 through August 22, 2017

Type	Date	Num	Name	Memo	Amount
<b>Committee Expenses</b>					
<b>Ag/Renewable Energy Development</b>					
<b>Ag Producers' Survey</b>					
<b>Advertising</b>					
Check	04/13/2017	31576	Forum Communications	Ad No. 5031132 and 5031133	340.05
Total Advertising					340.05
<b>Meals/Meeting refreshments</b>					
Check	01/31/2017	31510	West Central Industries	Invoice No. 739 Volunteer training ...	24.70
Check	01/31/2017	31510	West Central Industries	Invoice No. 740 Volunteer training o...	197.91
Check	04/13/2017	31587	West Central Industries	4/5 workshop	520.48
Total Meals/Meeting refreshments					743.09
<b>Postage</b>					
Credit Card ...	02/24/2017		Post Office	mail workshop invite to producers, s...	43.61
Credit Card ...	02/24/2017		Post Office	mail surveys to producers	66.64
Check	03/14/2017	31557	Legal & Administrative Assi...	Invoice No. 12543	98.00
Check	03/30/2017	31569	Legal & Administrative Assi...	Invoice No. 12544	49.00
Check	04/13/2017	31588	Legal & Administrative Assi...	Invoice No. 12555	92.82
Total Postage					350.07
<b>Printing</b>					
Check	04/13/2017	31584	Northern Business Products...	Invoice No. 153044-1 Ag survey wo...	42.66
Check	04/13/2017	31584	Northern Business Products...	Invoice No. 158058-0 Ag survey wo...	21.33
Check	04/13/2017	31575	Loffler Companies	print workshop invites	14.19
Check	05/11/2017	31601	Loffler Companies	Account No. CB-108067-001/Invoic...	418.57
Total Printing					496.75
<b>Prof. Survey Analysis Report</b>					
Check	05/11/2017	31615	James H. Molenaar	Ag BRE consulting services	3,600.00
Total Prof. Survey Analysis Report					3,600.00
Total Ag Producers' Survey					5,529.96
<b>Conferences/Seminars/Trainings</b>					
Check	01/31/2017	31511	West Central Ag Sales Asso...	Ag Show booth	260.00
Credit Card ...	03/01/2017		Ridgewater College	Ag & Economics 2017 & Beyond Fi...	40.00
Check	03/14/2017	31548	Kandiyohi Power Cooperative	2/24 community room rent	40.00
Check	03/14/2017	31558	Jean Geselius	Willmar Ag Show basket	29.82
Check	04/13/2017	31578	Whole Energy & Hardware	Willmar Ag Show giveaway 100 9 w...	179.00
Credit Card ...	04/13/2017		Madison Concourse Hotel	Dairy Conference hotel room	341.22
Credit Card ...	06/06/2017		U of M Tickets/Events	6/13-14/2017 Midwest Farm Energy...	50.00
Check	07/13/2017	31640	Kandiyohi Power Cooperative	Community Room rental for Speak f...	40.00
Total Conferences/Seminars/Trainings					980.04
<b>Marketing</b>					
Check	03/30/2017	31565	Pat's Signs & Graphics	2 panels for Ag trifold display	147.49
Check	04/13/2017	31589	REDstar Creative, Inc.	2017 Ag flyer	247.50
Check	05/11/2017	31602	REDstar Creative, Inc.	Ag flyer	186.25
Check	05/25/2017	31617	Jessie Collins	photos	50.00
Check	06/08/2017	31627	REDstar Creative, Inc.	Ag flyer design	135.00
Check	07/13/2017	31641	Willmar Speedy Print	Print 100 copies of Ag flyer	104.45
Check	07/13/2017	31653	REDstar Creative, Inc.	Ag flyer	77.85
Total Marketing					948.54
<b>Meals/Meeting Refreshments</b>					
Credit Card ...	01/26/2017		Willmar Lakes Area Chamb...	Agri-Business meeting	9.75
Check	01/31/2017	31507	Beck, Diane	1/19 committee meeting	13.92
Credit Card ...	01/31/2017		McMillan's Restaurant	Ag Sales Association meeting	7.74
Credit Card ...	02/06/2017		Walmart	Angel Investment meeting	6.00
Credit Card ...	03/01/2017		Cash Wise Foods	Angel Investment meeting	5.77
Credit Card ...	03/01/2017		The Goodness		36.87
Credit Card ...	04/11/2017		Madison Concourse Hotel	Dairy conference dinner	20.05
Check	04/13/2017	31580	Beck, Diane	West Central Angel Fund meeting	13.97

**Kandiyohi County and City of Willmar EDC**  
**Ag & Renewable Energy Development Committee Expenses**  
 January 1 through August 22, 2017

Type	Date	Num	Name	Memo	Amount
Check	04/13/2017	31580	Beck, Diane	3/16 meeting	12.73
Credit Card ...	04/18/2017		McMillan's Restaurant	West Central Ag Sales meeting	9.00
Credit Card ...	04/19/2017		Deidra's Espresso Cafe	West Central Angel Fund meeting	8.50
Credit Card ...	04/26/2017		Willmar Lakes Area Chamb...	Chamber Ag Committee meeting	8.25
Check	04/27/2017	31596	Beck, Diane		13.80
Credit Card ...	05/02/2017		The Goodness	Ag Marketing Subcommittee meeting	10.42
Credit Card ...	05/24/2017		Willmar Lakes Area Chamb...	Chamber Agri-Business meeting	6.00
Credit Card ...	06/06/2017		McMillan's Restaurant	West Central Ag Sales meeting	8.74
Check	06/08/2017	31620	Connie Schmoll	Ag Marketing Subcommittee meetin...	8.28
Credit Card ...	06/19/2017		Barney's	water for Ag presentation	4.99
Check	08/01/2017	31664	McKale's Catering	6/19 Speak for Agriculture workshop	211.72
Check	08/07/2017	31672	Beck, Diane	July 21 meeting	15.25
Check	08/07/2017	31672	Beck, Diane	June 15 meeting	9.33
Total Meals/Meeting Refreshments					441.08
<b>Mileage/Travel</b>					
Check	01/31/2017	31517	Connie Schmoll	January expenses and mileage	75.97
Check	02/28/2017	31543	Aaron A. Backman	February mileage	17.12
Check	02/28/2017	31541	Connie Schmoll	mileage 1/30-2/28/2017	76.51
Credit Card ...	03/22/2017		Crowne Plaza Minneapolis ...	AURI New Uses Forum	143.75
Check	03/30/2017	31561	Connie Schmoll	Mileage and Expenses 2/28-3/30/20...	66.37
Check	03/30/2017	31568	Aaron A. Backman	Mileage 2/22-3/7/2017	3.75
Check	04/13/2017	31573	Aaron A. Backman	Mileage 3/7-4/5/2017	4.82
Check	04/27/2017	31594	Connie Schmoll	Mileage 4/3-4/21/2017	432.30
Check	04/27/2017	31595	Aaron A. Backman	Mileage 4/6-4/25/2017	2.14
Check	06/08/2017	31620	Connie Schmoll	May mileage and expenses	43.87
Check	07/13/2017	31654	Connie Schmoll	Mileage and expenses 6/3-7/12/2017	93.63
Total Mileage/Travel					960.23
<b>Professional Services</b>					
<b>General Administrative Services</b>					
Bill	01/12/2017		Legal & Administrative Assi...	Invoice No. 12523	157.25
Check	01/31/2017	31504	Legal & Administrative Assi...	Invoice No. 12524	229.00
Check	02/09/2017	31522	Legal & Administrative Assi...	Invoice No. 12534	64.75
Check	02/28/2017	31538	Legal & Administrative Assi...	Invoice No. 12536	111.00
Check	03/14/2017	31557	Legal & Administrative Assi...	Invoice No. 12543	240.50
Check	03/30/2017	31569	Legal & Administrative Assi...	Invoice No. 12544	571.25
Check	04/13/2017	31588	Legal & Administrative Assi...	Invoice No. 12555	666.00
Check	04/27/2017	31593	Legal & Administrative Assi...	Invoice No. 12556	358.50
Check	05/11/2017	31611	Legal & Administrative Assi...	Invoice No. 12557	74.00
Check	06/08/2017	31631	Legal & Administrative Assi...	Invoice No. 12572	404.25
Check	07/13/2017	31652	Legal & Administrative Assi...	Invoice No. 12582	207.25
Check	08/07/2017	31669	Legal & Administrative Assi...	Invoice No. 12588	96.25
Total General Administrative Services					3,180.00
<b>Professional Services - Other</b>					
Check	03/14/2017	31556	REDstar Creative, Inc.	Ag marketing flyer	380.00
Total Professional Services - Other					380.00
Total Professional Services					3,560.00
<b>Supplies (office or program)</b>					
Credit Card ...	03/01/2017		Office Max	folders for Angel Investment group	25.93
Total Supplies (office or program)					25.93
Total Ag/Renewable Energy Development					12,445.78
Total Committee Expenses					12,445.78
<b>TOTAL</b>					<b>12,445.78</b>

4:09 PM  
08/22/17  
Accrual Basis

## Kandiyohi County and City of Willmar EDC Ag Producers BRE Survey Sponsors 2016-2017

Date	Name	Amount
10/20/2016	Harvest Bank	250.00
10/24/2016	Lake Region Bank	250.00
11/01/2016	Christianson & Associates, PLLP	250.00
11/03/2016	United FCS	500.00
11/08/2016	Life-Science Innovations	250.00
11/08/2016	Jennie-O Turkey Store, Inc.	250.00
11/08/2016	Home State Bank	250.00
11/21/2016	Concorde Bank	100.00
12/12/2016	Willmar Farm Center	250.00
12/28/2016	Arnold's of Willmar, Inc.	250.00
12/28/2016	Kandiyohi Power Cooperative	250.00
01/18/2017	Haug Implement Company	250.00
01/23/2017	North American State Bank	250.00
01/23/2017	Heritage Bank	250.00
<b>TOTAL Ag Producers' Survey Sponsors</b>		<b><u>3,600.00</u></b>