

MartinCounty Economic Development Authority (MCEDA)
February 4, 2013
Board Meeting Room

The meeting was called to order by Grupe at 5:21 p.m. Board members present were: Baarts, Clark, and Schmidtke. Absent: Pierce and Belgard. Others present: Bryan Stading, Business Facilitator for Martin County EDA, Scott Higgins, County Coordinator, John Consodine Region 9 Regional Economic Development Planner and Danielle Walchuk, Region 9, and Nikki Meyer, Truman Tribune Reporter.

Motion by Clark, seconded Baarts to approve the agenda as presented. Carried unanimously.

Motion by Schmidtke, seconded by Clark to approve the minutes of the February 4, 2013 EDA meeting. Carried unanimously.

Consodine presented business solutions software that included a GIS module to the Board, stating that the software provides information related to retail markets. The software analyzes and provides data on several geographies of trade areas, competition, and supply and demand, evaluates sites, provides demographics of the areas chosen for study, including market profiles, and provides details on dollars spent on goods and services.

Schuman arrived at meeting at 5:31pm.

Walchuk demonstrated the various functions and data live via internet to the Board.

Clark inquired if the software took into consideration sales data. It was indicated that that it did not.

Stading stated that the software would be an excellent tool for helping clients get the information when prospecting setting up a retail business in the area. The approximate cost for license to use the program is around \$1,000 per license. It is possible that Region 9, the SBDC, RCEF, and MCEDA could partner to contribute toward the purchase of this software.

Clark stated that we need to know the total cost of the project and stated that it could be useful tool and should look into it further.

Stading stated that there is not a rush to purchase this software program. The purpose was to have it presented to the board for further discussion on the potential need for the program.

Stading stated that we currently use Profit Sense software program and it seem to take a great deal of time to enter the data in order to extract the information we need. The proposed software appears to be easier and includes ready to use data. With the purchase

of this proposed software it could take out some of the guess work that we incur from time to time now.

Grupe thanked the Consodine and Walchuk for their presentation.

Stading reviewed the monthly client report for the month of January 2013 with total client sessions of 15 for a total of 33.5 hours.

Sherburn restaurant philanthropy MCEDA to show support for this project as it is needed.

Stading gave brief update on the EDA's radio program encouraging the board to be a part of the upcoming recording session.

Motion by Clark, seconded by Schmidtke, to approve payment of bills as presented for January 8, 2013-February 4, 2013 in the amount of \$3,380.45. Carried unanimously.

The year to date financial reports were also presented and reviewed by the Board.

The Board reviewed the Fairmont Chamber of Commerce membership letter; 2012 SBDC Client Served Report by State House Legislative District (with the Mankato SBDC having the highest numbers of clients served, which includes MCEDA client services); MCIT Summary of benefit and Employee Assistance Program letter; and upcoming Entrepreneurial Bridge Training, hosted by SMIF to be held on February 12, 2103 at the Verizon Center in Mankato, MN.

With no further business to wit,

Motion by Clark, seconded by Schmidtke to adjourn the meeting. Carried unanimously.

The meeting adjourned at 6:21pm.

The next board meeting is scheduled for Monday, March 4, 2013 at 5:15pm in the Board room (Martin County Courthouse).

Chris Pierce, President, MCEDA

Jerry Clark, Secretary/Treasurer