

**Board Minutes of the
Martin County EDA
April 3, 2017**

The regular meeting of the Martin County Economic Development Authority was called to order by Randy Grupe at 5:15pm. Those present were Elliot Belgard, Steve Fosness, Brent Schultze and Larry Baarts. Absent: Dan Schmidtke and Chris Pierce. Also present were Scott Higgins, County Coordinator, Bryan Stading, RCEF and Jason Sorenson, Fairmont Sentinel Reporter.

Motion by Fosness, seconded by Belgard to approve the agenda as presented. Carried unanimously.

Motion by Belgard, seconded by Fosness to approve the minutes of the March 6, 2017 Board minutes as presented. Carried unanimously.

Grupe began follow up discussion regarding ways to promote the EDA and new businesses. It is being proposed to develop promotional materials and incentives to present to businesses assisted by the EDA. This could be in the form of businesses resources or small incentives provided by the EDA that could help a business with getting started , which could be in the form of gift certificates (i.e. radio advertising).

Stading presented a spreadsheet of start-ups and businesses that the EDA has provided assistance year to date from 2015-2017. Discussion ensued on establishing a budget of expending of approximately \$300-\$500 dollars per business package, which equates to approximate \$3,000-\$5,000 budget. By consensus the board determined to continue to consider the proposal.

Stading reviewed the March 2017 business consultation report with the Board. There were a total of 16 facilitation sessions for a total of 20 hours.

Stading gave a brief update on legislation that is still being considered for continued funding for business facilitation and would involve the SBDC (Mankato). Stading further stated that he had met with Minnesota Secretary of State, Steve Simon and provided information from the Minnesota Secretary of State pertaining to Southwest Minnesota Economic and Business Conditions Report for fourth quarter 2016, along with information on a new initiative called Minnesota Business Snapshot, which is a program designed to better serve Minnesotans by providing the public, from consumers to small business owners to educational institutes, with data and information on the economic and demographic make-up of Minnesota businesses.

The draft 2016 Annual EDA Report was presented and reviewed by the Board. The final report will be presented at the May Board meeting and presented to the County Board of Commissioners in May.

Higgins stated that the board had discussed continuing its outreach to the local cities in the county and inquired if the Board wishes to continue to this outreach. After discussion, it was

decided to meet in Truman and to coincide the meeting with the City Council and local business chamber.

Higgins gave a brief update on the Border to Border Grant awarded to the county for countywide broadband project with Frontier Communications, Inc., stating that we continue to work with DEED in finalizing the grant award contract. Higgins further stated that it is anticipated we will be receiving the final contract for signature soon.

Higgins presented and reviewed the bills for approval for March 7, 2017-April 3, 2017 in the amount of \$5,185.32.

Motion by Belgard, seconded by Schultze to approve the bills as presented for March 7, 2017-April 3, 2017 in the amount of \$5,185.32. Carried unanimously.

The Board reviewed the February 2017 Year to date financial reports, with a cash balance of \$236,474.46.

Higgins reviewed the itinerary for upcoming Area Career Exploration (ACE) event coming up on April 12, 2017 at the Fairmont High School; and the report letter from Granada Huntley East Chain School District regarding their Blandin School Technology project, in which the District purchased Chromebooks for students and because of the positive response the District purchased and additional forty five (45) Chromebooks.

The next board meeting is scheduled for May 1, 2017 at 5:15pm at the Courthouse.

With no further business to wit,

Motion by Belgard, seconded by Schultze to adjourn the meeting. Carried unanimously.

Meeting adjourned at 5:48 pm

Randy Grupe, Board Vice President

Brent Schultze, Board Secretary/Treasurer