

**Martin County Economic Development Authority (MCEDA)**  
**April 7, 2014**  
**Board Room-Martin County Courthouse**

The meeting was called to order by Pierce at 5:19 p.m. Board members present were: Belgard, Grupe, Clark, Baarts, S. Pierce, and Brent Schultze. Absent: None. Others present: Bryan Stading, Business Facilitator for Martin County EDA, and Scott Higgins, County Coordinator, Mike Murphy, KSUM/KFMC Radio.

Pierce introduced the Board's newest member-Brent Schultze (filling term for the late Dale Schumann). Schultze stated that he looked forward to serving.

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

Motion by Belgard, seconded by Clark to approve the minutes of the regular EDA meeting held on March 3, 2014, with one correction-that Chris Pierce was absent. Carried unanimously.

Stading reviewed the monthly client report for the month of March 2014 with total client sessions of 15 for 35 hours.

Stading gave an update of the upcoming Southern Minnesota Economic Summit to be held in Mankato, MN, stating that it is coming together and will take place. There have been some challenges, but it is coming together. Stading continued that it is an event for entrepreneurs and businesses, as well as open to the public. Stading invited board members to be a part of the event by participating on a panel to provide feedback to potential business proposals. This would help entrepreneurs better their business plans. The event is scheduled for April 29-30 2014.

Murphy presented a proposal for continuation of the EDA Business Talk radio program. The radio program promotes the Martin County EDA-IGNITE and reaches out to listeners who may be interested in the economic development of the county and to reach out to those who may have a business idea and can gain knowledge from those interviewed on the program. Murphy stated that the typical program includes a two minute interview, a 14 minute program, and includes KSUM home page on demand. The proposed changes include two minute interviews, seventy two weather program, and KSUM home page "streaming." for a total cost of \$3,608 for the year (an increase of \$48 from previous agreement).

Clark stated that the purpose of the program is raise awareness of EDA and its services. Clark stated his support to continue with the radio program.

Grupe stated the need to spot light and promote more businesses within the county.

After further discussion,

Motion by Grupe, seconded by Clark to approve six month run with the new proposed changes to the radio program to include, Two Minute interviews at \$35 each, Seventy two weather program, KSUM home page "streaming" in the amount of \$1,804, effective April 15, 2014. Carried unanimously.

Stading reviewed the draft of the 2013 Annual EDA report. Stading highlighted the 2013 activity and client results stating that there were 32 entrepreneurs consulted, for a total of 552 hours, 4

businesses created, 39 jobs retained or created. It is expected that the report will include and highlight success stories to include Cup N Saucer, Serenades Restaurant, and the White Orchid Boutique. Additional highlights of the year included, Sponsorship of the Area Career Exploration (ACE) Event, Sponsorship of the Martin County Leadership Program, Monthly Business Talk radio program, continued client consultation services free of charge. It was asked that the board review the draft and provide any additional items or comments to be included in the annual report. The final report will be presented at the next regular EDA meeting for approval.

Stading provided a handout to the Board of the Mid-Year Report Competitive Grant Special Appropriations, stating that the reporting period is July 1, 2013-January 31, 2014, stating that the annual goal has been exceeded for clients served and nearly reached our total hour goal. The reports highlight the Serenades Restaurant and Many Hands (garbage collection).

Motion by Pierce, seconded by Belgard, to approve payment of bills as presented for March 4, 2014-April 7, 2014, less payment of \$1,000 to the Fairmont Chamber of Commerce for sponsorship of the ACE program (due to B. Wallace stating in earlier meeting that the Chamber did not need the sponsorship this year), in the amount of \$3,454.74. Carried unanimously.

The Board reviewed the monthly CY2014 YTD Financial Statements.

The next board meeting is scheduled for Monday, May 5, 2014 at 5:15pm in the Board room (Martin County Courthouse). The Board reviewed the information and reports included in the board packets. With no further business to wit,

Motion by Belgard, seconded by Pierce to adjourn the meeting. Carried unanimously. The meeting adjourned at 6:05 pm.

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Chris Pierce, Vice-President, MCEDA

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Jerry Clark, Secretary/Treasurer