

Martin County Economic Development Authority (MCEDA)
May 4, 2015
Board Room-Martin County Courthouse

The meeting was called to order by Brent Schultze at 5:18 p.m. Board members present were: Elliot Belgard, Larry Baarts, Randy Grupe, and Chris Pierce Absent: Dan Schmdtke, Jerry Clark Others present: Bryan Stading, Business Facilitator for Martin County EDA, Scott Higgins, County Coordinator, Rod Halverson, KFMC/KSUM.

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

Motion by Grupe, seconded by Baarts to approve the minutes of the April 6, 2015 regular board minutes. Carried unanimously,

Stading stated that the Brain Gain Program meeting was postponed until more information was known pertaining to the grant the project had applied for to assist financially in running the program. Nothing further to report.

Higgins presented and reviewed information included in the board packets pertaining to Minnesota Grow project. The EDA has been contacted to continue to partner with the Fairmont Economic Development Authority (FEDA), and the Minnesota Chamber in program called "Grow Minnesota" The goal is to identify key trends, make recommendations on state and local policy and identify issues that affect businesses. Board members are being asked if they would be willing to formulate two person interview teams, who would be willing to make two to three visits in a year to all types of businesses, basically a business to business visitation program. There will be an informational/orientation meeting on Monday, May 11 at 8am at City Hall to learn more about the process from Kathi Schaff with the Minnesota Chamber.

Various Board members indicated that they would be willing to assist this project, which included Larry Baarts, Brent Shultze, Jerry Clark, Chris Pierce, and Randy Grupe.

Chris Pierce arrived at the meeting at 5:28pm.

Stading presented request to increase hourly rate on the Consultant Services Agreement with the EDA as follows due to increased overhead cost,

RCEF is proposing two options to increase the current hourly consulting rate at \$50/hr.

1. Increase from \$50/hour to \$75/hr. for all business client services and non-client services.
2. Increase from \$75/hr. for business client services only and non-client hourly rate would remain at \$50/hr.

Currently the reimbursement rate through the SBDC grant is \$50/hour. Therefore, the EDA would essentially pay \$25/hour for business client services.

After further discussion,

Motion by Belgard, seconded by Schultze, Be It Resolved that the Martin County EDA approved the renewal of the consultant agreement with the Regional Center for Entrepreneurial Facilitation (RCEF), effective May 1, 2015- August 31, 2015 (or new rate may expire earlier depending on whether or not the legislative funding requested is approved by the Legislature); to increase the hourly rate of \$50 to \$75/hr. for business client services, and non-client service hours remain at \$50/hr.; and to authorize the Board President to sign the revised Agreement. Carried unanimously.

Stading gave monthly business consultation report for April for a total of 14 sessions for a total of 27.5 hours, in addition gave an update with regard to non-client work, which included work on the Blandin Community Broadband program, Brain Gain Project, and the monthly EDA meeting and KSUM radio programming.

The board engaged in a brief update on the Trimont Towne Center project, that it is moving ahead and that a ground breaking ceremony will be taking place this month. It was stated that this is a good project for those residents to buy groceries, gas, etc.

Higgins gave a brief update on the Martin County Blandin Broadband Communities Steering Committee has received grant awards as follows as part of the Broadband program:

- Technology Learning Workshop On Mobile App Creation/ “App Camp”- **\$9,950**
- Technology Training for Martin County Residents-**\$15,000**
- Developing and Marketing a Shared Community Calendar-**\$9,000**

Higgins stated that you may recall that The Martin County/Blandin Broadband Steering Committee has prioritized four “broadband” projects for Martin County that include the following:

- 1) Installation of Public Wi-Fi hotspots throughout the county
- 2) Community Calendar (countywide)
- 3) Citizen and Business Training Sessions and ”App Camp”
- 4) Broadband Gap Study

It is anticipated that the Wi-Fi hotspots project will be submitted for the second round by June 19, 2015 for approximate grant request of \$6,000, which will be our Blandin grant allotment until the second round for next year. Higgins stated that we are looking to apply for grant through the Blandin Robust Community Grant for the Gap Study (\$25,000), which is also due in June 2015

The grants require a minimum of 25% match (which may include in-kind match). The required cash match (some or all) for at least the Training and App Camp grants is expected to come from Martin County Recorder Technology Funds.

Included in the packets were the grant agreements with the Blandin Foundation for the board to review.

Higgins stated that the board may recall one of the EDA's priorities was to promote the EDA and get information out to the public.

Stading presented and reviewed a draft copy of the proposed monthly EDA newsletter to the Board for review. The board is being asked for input on the format and if there are additional informational items that should be included in the newsletter that provides pertinent information to public, promotes the EDA and provides resources to entrepreneurs and businesses. No further suggestions were made.

Stading stated that we'll proceed with the newsletter's format and encouraged board to provide content and articles for the newsletter. Stading further stated that the newsletter will be sent to all the area businesses, local units of government, Business Chambers, and others that request the EDA newsletter. It will also be posted on the EDA website.

Higgins stated that the Trimont Town Center is moving forward. The County Board approved revised Business Subsidy Agreement, which provides for property tax abatement of approx. \$82,300 over a 20 year period starting in the year 2016. The City of Trimont abatement will be \$403,080 over the 20 year period. Based on the Assessor estimates it is a \$793,000 project. There is a Development Agreement that will be considered for approval by the County Board during their next regular meeting.

Grupe further reviewed the project and stated that it is important for the county to see development throughout the county, including financial support for such projects. Grupe went on to note, that there are other potential projects being looked at including Tele pharmacy and Assisted Living Facility in Trimont.

Belgard stated that for such projects the county needs to have a policy in place in order to address such projects. Higgins informed the Board that the county does have a Business Subsidy Policy in place that addresses such issues.

Higgins presented the bills to be paid on May 4, 2015 (April 7, 2015-May 4, 2015), including additional bills for the period of March 3, 2015- April 6, 2015 in the total amount of \$11, 656.13.

Motion by Belgard, seconded by Grupe, to approve payment of bills as presented to be paid on May 4, 2015 May 4, 2015 (April 7, 2015-May 4, 2015), including additional bills for the period of March 3, 2015- April 6, 2015 in the total amount of \$11, 656.13. Carried unanimously.

The Board reviewed the monthly CY2015 YTD Financial Statements.

Higgins reviewed the information included in the agenda packets including the thank you notes from various students who attended the Area Career Exploration (ACE) event held on April 8th at the Fairmont High School.

The next board meeting is scheduled for Monday, June 1, 2015 at 5:15pm in the Board room (Martin County Courthouse).

With no further business to wit,

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

The meeting adjourned at 6.21 pm.

Chris Pierce, President, MCEDA

Brent Schultze, Secretary/Treasurer