

**Board Minutes of the  
Martin County EDA  
September 4, 2018**

The Martin County Economic Development Authority presented to the Welcome City Council during their regular council meeting at the Welcome City Hall at 6:00pm. Brent Schultze, President of Board had each of the Board members introduce themselves. Schultze thanked the City Council for allowing the Board to present to the council a on the EDA's entrepreneurial and business services, as well as facilitation services for nonprofit and municipal services. The "Red Folders" were provided to the Council and reviewed, stating that the purpose of this information is to provide a prospective start up or existing business owners with contact information for any type of business assistance. Additionally, Scott Higgins, Martin County Coordinator, provided copies of the 2017 Annual EDA Annual report and highlighted various sections of the report including the EDA's business activities, sponsorships and promotions. After presentations and questions, the board members thanked the Welcome City Council for giving them the opportunity to speak to the Council.

The business portion of the Martin County Economic Development Authority was convened by Brent Schultze at 6:16 pm. Those present were Elliot Belgard, Steve Fosness, Tim Terfehr, Wes Andersen, and Dan Schmidtke. Absent: Larry Baarts. Also present were Scott Higgins, County Coordinator.

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

Motion by Fosness, seconded by Schmidtke to approve the minutes of the August 6, 2018 Board minutes with one correction that Tim Terfehr was absent from the meeting. Carried unanimously.

Steve Hawkins and Amy Long, members of the Community Center Action Committee were present and provided a handout to the Board of the proposed Community Center site plan and building footprint. The projected construction cost for Phase 1 of the proposed project is estimated at \$24.7 million. Phase 1 of the proposed project does not contain hockey arena(s). It was stated that the some of the benefits of the proposed Community Center is that it will increase the quality of life for the residents of the county, a place for kids to go, provide basic services for fixed income residents, healthy living and some of the economic benefits would include job creation, increased property values, attraction of new residents, and other community development efforts, as well as bring in tourism, tradeshow, revenue to area business from visitors, and looking at the potential to provide child day care etc. It was stated the need to hire a professional to operate the facility and there are talks with the YMCA. It was stated that the operational feasibility study was near completion and that the Committee would be presenting to the City of Fairmont for financial support.

Terfehr stated that this is a needed project for the county and the Board should provide its support for the proposed Community Center.

Discussion ensued that there is still more information needed, such as the operational feasibility study that has yet to be completed and what the City of Fairmont was going to contribute to the project.

After further discussion,

Motion by Terfehr, seconded by Fosness, whereas, members of the Community Center Action Committee presented and reviewed the need for the proposed Community Center to be constructed in Fairmont, MN; and whereas, it was stated that the proposed Community Center would increase the quality of life in Martin County; and provide not only benefits to the citizens, but economic benefits including job creation, increased property values, attraction of new residents and community development opportunities; and Now Therefore Be It Resolved, that the Martin County Economic Development Authority, supports the local citizens Community Center Action Committee efforts to continue to develop and promote the need for a Community Center project that is affordable to the taxpayers and users of the facility and operates in a fiscally responsible manner. Carried unanimously.

Higgins gave an update on the EDA's sponsorship of the Martin County Bacon Capital travel trailer stating that the in talking with Steve Hawkins, 1590 Committee, and the plan is to place sponsor logos on the back end of the travel trailer and one logo per sponsor and whether or not that was a deal breaker for the EDA. The EDA inquired if it was possible two have logo on each side of the trailer.

After discussion, by consensus it was not a deal breaker and would support sponsorship of the travel trailer at \$2,500.

Higgins reviewed a proposal from RCEF for renewal of service fees for consulting services to the EDA, stating that the proposed fees are \$100 per hour or client, non-client, marketing assistance, travel and time spent for administrative functions for Martin County EDA. Also included in the proposal were marketing proposals for the EDA.

Discussion ensued on the proposed \$100/hour fees and concerns for the large increase from the current rate. Additionally, the board discussed increasing the client hours by \$25/hour to a total of \$50/hour, since there is a reimbursement received from the SBDC in the amount of \$50/hour and to increase the non-client hours from \$50/hour to \$75/hour.

There was discussion on the need for clarification on the proposal.

By consensus, the board deferred to the Board's Executive Officer to review the proposal with Bryan Stading, RCEF.

Higgins stated that the EDA has an opportunity to promote itself through the Destination Small Town (DST-Our Story Productions) with information online about the Martin County EDA. Our Story Productions (Jeff Rouse) has built and continues to build an online library of small towns and counties throughout the Midwest on the DST website, there are a great number of towns and County pages featuring businesses and points of interest that visitors to our communities will be

able to read. They have over 4,000 businesses and over 1,000 towns in nine (9) states online. The yearly sponsorship is \$240.

Motion by Belgard, seconded by Andersen, Be It Resolved that the Martin County Economic Development Authority (MCEDA), as part of promoting the EDA and its services, approve sponsorship of the Destination Small town website, and to include information about MCEDA in the amount of \$240 annual sponsorship. Carried unanimously.

Motion by Fosness, seconded by Baarts, Be It Resolved that the Martin County EDA, hereby Higgins presented the bills for August 7, 2018-August 28, 2018 for payment.

Motion by Belgard, seconded by Andersen to approve and ratify the payment of bills as presented for August 7, 2018-August 28, 2018, with the exception of payment for travel pay to RCEF in the amount of \$1,700, for a total of 1,283 .33 . Carried unanimously.

The Board reviewed the August 2018 monthly financial statements.

The next board meeting is scheduled for October 1, 2018 at 5:15 pm at the Martin County Courthouse.

With no further business to wit,

Motion by Fosness, seconded by Anderson to adjourn the meeting. Carried unanimously.

Meeting adjourned at 8:59 pm.

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Brent Schultze, Board President

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Larry Baarts, Board Secretary/Treasurer