

**Board Minutes of the
Martin County EDA
June 7, 2021**

The regular meeting of the Martin County Economic Development Authority was called to order by Steve Fosness, Vice President of EDA at 5:15 pm. The meeting was also set up for videoconferencing via WebEx due to the covid19 pandemic. Those present were: Tim Terfehr, Elizabeth Miller, Elliot Belgard, Wes Anderson, and Richard Koons. Absent: Brent Schultze. Also present were Bryan Stading, RCEF (consultant) and Scott Higgins, County Coordinator. Also present: Linsey Pruess, Fairmont Economic Development Coordinator, Ned Koppen, President Fairmont Area Chamber of Commerce and Jamie Johnson, Direct Auto Parts (Fairmont).

Motion by Belgard, seconded by Terfehr, to approve the agenda with the deletion of Approval of May 3, 2021 Board Minutes and Add- Request by Jamie Johnson, owner Direct Auto Parts (Fairmont, MN). Carried unanimously.

Motion by Koons, seconded by Anderson to approve the minutes for the April 5, 2021 Carried unanimously.

Pruess presented information on “Fairmont Area Life”- Resident Recruitment Campaign, stating that the University of Minnesota Extension studied Brain drain and found it to be a Brain Gain, where 30-49 year olds are looking for a simpler life, safety and security, affordable housing, quality schools and outdoor recreation. Therefore, the idea is to target this age group and bring back home. This is done by using digital advertising to specific groups. Such digital targeting is placed on premier websites (i.e. Fox News, HGTV, Weather.com and others. Pruess reviewed the ad that would be posted. Digital targeting allows us to monitor its effectiveness by the number of impressions, clicks, engagements and visits to our ad. Pruess reviewed the list of Funding partners.

Pruess stated that this round cost is projected at \$15,000. The Fairmont Chamber oversees the project.

Belgard stated that we were presented the Brain Gain project a few years ago. It was discussed the need for funding and staffing for this project.

Koons stated he had a conversation recently of an individual who is returning and looking for a house in Fairmont.

Koppen stated we are looking for two month contribution at \$2,000 per month from EDA.

Anderson inquired to we have a way to find out who comes here through this program.

Pruess indicated that we receive testimonials.

After further discussion,

Motion by Terfehr, seconded by Belgard Be It Resolved that the Martin County Economic Development Authority hereby approves the expenditure of \$5,000 to the Fairmont Area Life – Resident Recruitment Campaign. Carried unanimously.

Johnson was present and stated that he is looking to expand his mechanic shop and has a salvage yard next to his business and has a salvage yard that he sells parts from, which is about a third of the business. We are looking at putting up a new shop to the west of the current location. Currently his conditional use permit is being reviewed and is at risk of not being renewed and asking for any assistance from the EDA. The City is working on a comprehensive plan and may not be a fit for the area. We have been in operation for thirteen years now. We feel the City does not want us here.

It was asked if Johnson would be willing to relocate in order to expand his business.

Terfehr inquired if he has worked with Fairmont Growth, they may have land available. You could work with Linsey.

Terfehr suggested the old City shop.

Pruess suggested that there may be a few sites to locate the business.

Miller inquired of when his permit expires.

Johnson stated that in February, they gave me 90 days to come in compliance.

After further discussion, it was stated that Linsey would continue to work with Johnson.

Terfehr gave a brief update on Midco desire to speak with the EDA on plans for a future broadband project in the county and possibly looking for a partnership with the county.

Belgard stated that we need to get the County Broadband Committee (Citizen) together to discuss these proposed projects.

Koons stated that Federated Electric plans for a broadband project to cover both Jackson and Martin counties.

Higgins reviewed the final draft of the 2020 Annual EDA Report with the Board.

After discussion,

Motion by Koons, seconded by Miller to approve the 2020 Annual Martin County EDA report. Carried unanimously.

Stading presented and reviewed monthly client report for May 2021. There were a total of six (6) facilitation sessions.

Stading gave the Board a legislative update that provides for a direct legislative funding to RCEF and at this point have not heard on the status of RCEF Bill.

Higgins reviewed the bills to be paid for May 4, 2021-June 7, 2021 with the Board.

Motion by Belgard, seconded by Koons to approve and ratify the bills for May 4, 2021-June 7, 2021 in the amount of \$10, 220.67. Carried unanimously.

The Board reviewed the April 2021 year to date financial activity statement.

Higgins presented and reviewed the information pertaining to n the CY2022 Preliminary Budget request.

By consensus, it was determined to have the EDA Officers formulate a budget recommendation for CY2022.

Higgins presented and reviewed letter of request for sponsorship of Our Story Productions using EDA logo.

After discussion,

Motion by Anderson, seconded by Koons to approve and expend \$150 for an EDA ad in sponsorship of Our Story Productions, Carried unanimously.

Anderson stated that he did attend the Memorial Day celebration at the new Martin County Veterans Memorial and stated it was a fabulous program.

With no further business to wit,

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

The meeting was adjourned at 6:38pm.

Steve Fosness, Board Vice President

Tim Terfehr, Board Secretary/Treasurer