

**KANDIYOHI COUNTY AND CITY OF WILLMAR ECONOMIC DEVELOPMENT COMMISSION (EDC)  
JOINT OPERATIONS BOARD OF DIRECTORS (OB)  
BUSINESS RETENTION & EXPANSION/RECRUITMENT (BRE/R) COMMITTEE  
MINUTES  
January 3, 2007  
Board Room, Heritage Bank, N.A., Willmar**

Present: Bev Dougherty, Ron Erpelding, Gary Geiger, Les Nelson and Diane Schulte

Excused: Bruce Peterson and Jean Spaulding

Staff: Steven Renquist, Executive Director

Secretarial: Jodie Heuring, Legal & Administrative Assistants, Inc. (LAA)

Co-Chairperson Ron Erpelding called the meeting to order at approximately 10:32 a.m.

**MINUTES—**

IT WAS MOVED BY Les Nelson, SECONDED BY Diane Schulte to approve the minutes of the December 6, 2006 meeting as mailed or e-mailed. MOTION CARRIED.

**UNFINISHED BUSINESS**

**Letters to Airport Business and Health Industry Task Forces.** Steve Renquist distributed a proposed memorandum to members of the Airport Business Task Force (see copy attached to the original minutes). It was recommended to remove the word “the” prior to the word “meeting” in the last sentence. Renquist anticipates the Health Industry Task Force will receive a similar memorandum with minor changes. **Renquist** will send these memorandums today.

There was no other unfinished business.

**NEW BUSINESS**

**Brainstorming Session to Identify Potential Additional BRE/R Committee Members and Assignments of Who is to Recruit Each Potential New Member Prior to the Next Meeting.** Erpelding asked the committee to review the 2007 goals on the agenda.

[Bev Dougherty joined the meeting.]

A brief discussion was held about expectations of committee members. Each will be expected to attend regular monthly committee meetings plus assist with business visits (approximately 25 hours per year for one year). The number of visits will depend upon the size of the committee. It was recommended to remove 3c from the 2007 goals.

The following people will be contacted about possible membership:

Person to Contact	Member Responsible for Contact
Ollie Hagen	Ron Erpelding
Tracy Mullin	Bev Dougherty
Luther Dykema	Les Nelson
Jim Ellingson	Gary Geiger

**Process and Plan to Select and Train Volunteers Within Three Kandiyohi County Communities for a Local Business Visits Plan.** Renquist plans to ask Kathy Schwantes to assist in this training and will ask this committee for additional help, if needed.

**Identify Steps to Implement 30 Willmar Visits Plan for 2007 to include Business Technology Recruitment Plan.**

- A. Plan to use the Grow Minnesota format with the addition of the following items:
  - 1. What are you doing to expand wireless capacity in Kandiyohi County?
  - 2. Would you like assistance with wireless capacity or utilizing technology more in your business?
  - 3. How could the EDC help your business expand beyond Kandiyohi County via technology? (*Note: Use Heritage Bank online banking as an example; see recent article in the West Central Tribune.*)
- B. Invite a Grow Minnesota representative to go with on the visit.
- C. Suggest business list to Grow Minnesota. Renquist shared a copy of the businesses visited through Grow Minnesota in 2004, 2005 and 2006 (see copy attached to the original minutes).
- D. The following businesses were identified as possible contacts for 2007:
  - 1. Charter Communications (contact Jeff Tengwall)
  - 2. En-Tel Communications (contact Jeff Roiland)
  - 3. Kandiyohi Power Cooperative
  - 4. Willmar Municipal Utilities
  - 5. TDS Telecom (contact Beth Gjerde)
  - 6. Onvoy (contact through Bennett Office Technologies, local representative)
  - 7. Feedlogic Corporation (Larry Erickson and Drew Ryder)
  - 8. Independent Technologies, New London
  - 9. Dietz Brothers, Spicer
  - 10. Harris Duinick and Jason Duinick about new business park
  - 11. Torgerson Properties (contact Tom Torgerson)
  - 12. Bolton & Menk, engineers and architects
  - 13. American Industrial Refrigeration (AIR) in Atwater (start by contacting Bob Meyerson)
  - 14. Apol's
  - 15. JC Penney (Roger Thorson)
  - 16. Kandi Mall Management
  - 17. Herbergers (Gordy Lindblad)

18. Menards
19. Home Depot
20. Midwest Wireless (store manager)
21. Cellular One (store manager)
22. Cell phone dealership in Kandi Mall; believe T-Mobile
23. Verizon
24. West Central Communications
25. Kandiyohi County Commissioners to discuss retention of Kandiyohi County Courthouse in downtown Willmar
26. Pete's Communications (Pete Hogle)
27. MinnWest Technology Campus (meet with owners and make determination on whether they are receiving the support they expect/need)
28. Family Eye Center
29. West Central Tribune
30. Willmar Fabrication (Steve Claussen)

Erpelding asked **committee members** to review the list of identified businesses prior to the next meeting. Les Nelson stated there may be a different contact person relating to the Kandiyohi County Courthouse, perhaps someone with the Eighth Judicial District; however, the County Commissioners are probably a good starting place.

Erpelding also asked **committee members** to think about businesses outside the area to contact as a target per previous minutes. Renquist stated the EDC Marketing & Public Relations Committee would like to know what categories of businesses this committee would like to target and they will prepare the marketing materials. Gary Geiger stated the Airport Business Task Force provided us with ideas of businesses to contact that would compliment the new airport.

There was no other new business.

**TASK FORCE REPORTS**—There were no reports at the time of this meeting. The Technology Task Force will meet January 19.

**ADJOURNMENT**—There being no further business, the meeting was adjourned at approximately 11:35 a.m.

**NEXT MEETING**—The next regular committee meeting is **10:30-11:30 a.m., Wednesday, February 7, 2007**, at the board room of Heritage Bank, N.A.