

Valley City-Barnes County Development Corporation Board Meeting

Monday, January 11, 2021

6:45 a.m., Zoom Meeting

PRESENT: Josh Kasowski, Mary Lee Nielson, George Gaukler, Bill Carlblom, Bobby Koeppin, Luke Trapp, Paige Bjornson, Mary Simonson, Matt Pedersen, Dick Gulmon, Paul Diegel, Wade Bruns, Jennifer Feist and Trinity Potts

ABSENT: Dean Kinney, Mike Bishop and Pete Paulson

EX-OFFICIO: Chad Petersen, KLJ

Guest: Vicki Lovell, Barnes County Commissioner

President Josh Kasowski called the meeting to order at 6:45 a.m.

AGENDA: No changes.

MINUTES: Luke Trapp moved to approve the December 14th minutes as presented. Paige Bjornson seconded. Motion carried unanimously.

FINANCIAL STATEMENTS: Reviewed Summary Report and financial statements for the quarter ending 12/31/2020. Class 150 – R&R Coordinator, received \$19,400 from Otto Bremer Trust for operations and Workforce Center. Class 200 – Flex PACE cash balance of \$51,100; Class 210 – City Projects, received and paid out \$50,000 for the Wellness Center; Class 220 – County Projects, no activity; Class 300 – RTC balance of \$31,400; Class 400 – RDS position, paid out PTO; Class 500 – Roundtable, no activity; Class 600 – Marketing, \$5,000 in unobligated funds; Class 700 – Small projects, received \$20,000; Class 800 – Tech II, \$92,500 cash balance; Class 500 – NW Industrial Park, paid \$4,570 related to damage from motorcycle accident. Bobby Koeppin moved to approve the financial statements as presented. Mary Lee Nielson seconded. Motion carried unanimously.

EXECUTIVE SESSION: 6:55 a.m. Dick Gulmon moved to go into Executive Session. Mary Simonson seconded. Motion carried unanimously.

CLOSE EXECUTIVE SESSION: 7:00 a.m. Bobby Koeppin moved to close the Executive Session. Bill Carlblom seconded. Motion carried unanimously.

K&H INVESTMENTS, LLC: Mary Simonson moved to recognize a conflict of interest for Josh Kasowski, George Gaukler and Matt Pederson. Bill Carlblom seconded. Motion carried unanimously. Bobby Koeppin moved to approve a Flex PACE loan up to \$33,333. Mary Simonson seconded. Motion carried. Josh Kasowski, George Gaukler and Matt Pederson abstained.

D&B PORTABLES: Paige Bjornson moved to adjust the Flex PACE amount approved from \$11,000 to \$11,144.54 and allow the Director of Development to use judgement if a loan amount should change after initial approval. Mary Simonson seconded. Motion carried unanimously.

CITY OF VALLEY CITY/CHAMBER OF COMMERCE – SHOP LOCAL: Valley City Chamber of Commerce is requesting \$15,000 to assist with the shop local campaign. The City Commission approved the use of \$200,000 in CARES Act funding to support local businesses. Individuals can purchase a maximum of \$500 in Chamber bucks and receive 25% back to be used at any business in Valley City until April 30, 2021. Businesses have been negatively impacted by the pandemic; especially the food and beverage industry. Lisbon has a similar promotion and generated about \$800,000 in sales within 3 months. Chamber Bucks must be purchased in advance, capped at \$200,000 dollars. Exclusions are medical, chiropractor, dental, clinical, vision, prescription or any normal monthly bills; needs to be retail. An individual can purchase Chamber Bucks and use products in the business. Purchase by cash or check, not credit cards. The Chamber office will be open Saturday, February 6th from 9:00 a.m. to 1:00 p.m. and until 7:00 p.m. in some evenings. Currently, the office is open from 8:00 am to 3:30 pm. Can the Rosebud Visitor Center marquee be fixed to advertise this promotion? Also requested the Chamber track the hours put into this project? Bobby

Koeplin moved to approve a request from the City of Valley City for \$15,000 for this promotion. Bill Carlblom seconded. How did the previous #vcstrong campaign go? There are no specific statistics; however, the gift card campaign (71 gift cards provided to 71 businesses) and drawings went well; the online piece of the promotion was not as positive as they had hoped. Motion carried unanimously.

MOVIE THEATER: Spoke with Cory Keim, Bison 6, Jamestown; 4th quarter 2018 attendance was 23,400; 4th quarter 2019 attendance of 20,500, and 4th quarter 2020 attendance was 6,000. Received a HERG grant of \$9,100 for Jamestown. Still planning on opening in March/April. Looking into used movie theater seats for availability and prices. Need to keep in mind that the bowling alley is looking to close; there is a group of individuals who are trying to keep it open; subsidizing the private sector gets slippery. George Gaukler is considering establishing a nonprofit to help manage the movie theater.

DIRECTOR'S REPORT: PPP Loan: The PPP loan guidelines have changed to allow applications from 501(c)6 entities, which we are. Considering submitting a payroll request between \$20,000 to \$25,000. RDS Position: Interviewing 6 individuals for the RDS position this week. Had around 28 applicants; hoping to have someone hired in February. Career Academy: Looking to schedule a meeting next week. Brave Marketing: Looking at another marketing company; initial fixed cost for Brave Marketing is \$10,000 plus an additional \$5,000 to \$8,000 for the print materials themselves. Misc: Jennifer has been in contact with Pete Paulson; he was having internet issues. Thank you to Dick Gulmon and the City Commission for being proactive with the CARES Act funding.

There being no further business, President Josh Kasowski adjourned the meeting.

Respectfully Submitted

Jennifer Feist
Director of Development