

Valley City-Barnes County Development Corporation Board Meeting
Thursday, October 29, 2020
7:00 a.m., Regional Technology Center, 415 Winter Show Road (Training Lab)

PRESENT: Josh Kasowski, George Gaukler, Bill Carlblom, Bobby Koeplin, Dean Kinney, John Froelich, Paige Bjornson, Matt Pedersen, Mike Bishop, Dick Gulmon, Paul Diegel, Jennifer Feist and Alicia Hoffarth

ABSENT: Luke Trapp, Mary Simonson, Mary Lee Nielson and Wade Bruns

EX-OFFICIO: David Beierle, John Deere Seeding Group and Dr. Alan LaFave, VCSU
President Josh Kasowski called the meeting to order at 6:45 a.m.

EXECUTIVE SESSION: 6:45 a.m. Bill Carlblom moved to go into Executive Session. Mary Simonson seconded. Motion carried unanimously.

CLOSE EXECUTIVE SESSION: 7:30 a.m. Mike Bishop moved to close the Executive Session. Bill Carlblom seconded. Motion carried unanimously.

EAGLE CREEK SOFTWARE SERVICES:

1. Extend Deadline of Proposal: Deadline for \$1 Million proposal is 10/31/2020. George Gaukler moved to extend deadline to 06/30/2021. Funds can be used for any new hires in 2020 (7 in September 29th class) and going forward. Paige Bjornson seconded. Motion carried unanimously.
2. Request Extension of NDDF Loan: Extension of NDDF loan of \$500,000 expires 12/31/2020. Dick Gulmon moved to request it be extended until 12/31/2021. Mike Bishop seconded. Motion carried unanimously.
3. Lease Extension: Dick Gulmon moved to offer a 3 and/or 5-year lease at \$16/square foot with the Corporation paying CAM. Mike Bishop seconded. Motion carried unanimously.
4. Space and Future Development: Current building will hold 135 employees. Consider construction of a second building on land that we own. Need to look at timing of hires and when a building will be needed. Space for as many as 5 buildings on the land owned by the Development Corporation. Bobby Koeplin-should we amend the motion to clarify that we have land available today? Our offer states that we have willingness to construct new building on land we own directly east of Tech II.
5. Other Planning Items Needed: For workforce projects to move forward, more discussion with educational partners needs to take place.
6. Marketing: Need to sell our community to Atos. Would like to utilize outside marketing firm to create a piece that reflects successes in Valley City and pushes us forward. George Gaukler moved to approve up to \$10,000 from City sales tax funds to secure a marketing firm. Matt Pedersen seconded. Motion carried unanimously.

SALES TAX EXTENSION: Current sales tax expires 12/31/2029. Need to decide soon when we plan to extend the existing sales tax; this is not an increase. Need the long-term financing mechanism to sell the community and have the ability to finance a new building, etc. The next City election is in 2022, so requesting sooner would require a special election. Now may not be the ideal time to ask for an extension. Consider spring or summer. Growth within the community includes Valley Plains Equipment, Loves Travel Center, VCSU Communications and Fine Arts Building, etc. Does the community need something positive to focus on? Matt Pedersen has experience in mergers and acquisitions; similar to what happened with Great Plains and Microsoft. Local person within the acquired company can help grow the Valley City location and Eagle Creek operations. Our competition is other North American Atos operations and their centers of influence.

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

Respectfully Submitted

Jennifer Feist
Director of Development