



JSDC Joint Business Attraction & Existing Business Committee Meeting
Wednesday, October 4, 2023
Official Minutes
JSDC Lower-Level Conference Room

Members Present: Tory Hart, Nick Schauer, Mark Klose, David Steele, Rod Johnson, Jen Dockter, Tonya Perkins, Mike Delfs.

Members Absent: Jeremy Rham, Dwaine Heinrich, Casey Henderson.

Staff Present: Corry Shevlin, Alyssa Looyen, Connie Ova, Jamie Czapiewski.

Guests Present: Jeremy Forester, FCCU; Courtney Stangeland, FCCU; Carlen Hone (via Phone), Dacotah Bank; Emily Bivens, Jamestown Tourism; Warren Abrahamson, Jamestown Tourism; Pam Szarkowski, RTS Shearing; Jerry Szarkowski, RTS Shearing; Shannon Wiest, Shannon Wiest Construction; David Haukaas, Bison World.

Call to order: 12:01 p.m. by Jen.

Conflict of Interest Declaration: Nick Schauer for Shannon Wiest Construction Flex PACE.

Approval of Minutes: The minutes from the September 5, 2023, meeting were in the One Drive for review.

Mark made a motion to approve the minutes as shown, Tonya seconded the motion and the motion passed unanimously by voice vote.

RTS Shearing PACE Request: Alyssa's memo regarding the RTS Shearing PACE request was in the One Drive. RTS Shearing has outgrown its current facilities and is expanding at their current location. This expansion includes construction of shop space and will allow an increase in space for maintenance and repairs to large equipment for RTS Shearing, Scherbenske, and other outside businesses. The expansion will allow growth for new jobs in the community as well as allow RTS Shearing to take on contracts to maintain and repair large equipment for out-of-town businesses. This will help to bring outside money into the community.

The owners, Pam and Jerry Szarkowski, were in attendance to answer any questions about the project. They stated that the expansion to their current space will be approximately fifteen thousand square feet. They need more room for larger equipment. Through this PACE request they will be able to add an additional eleven mechanic and parts employees. The Bank of North Dakota will check on those numbers on a yearly basis, if approved.

Alyssa recommended funding this PACE request up to the amount of \$128,571.44 with an 80/20 city and county split. The city's portion would be \$102,857.16 and the county's portion would be \$25,714.28.

Mike made a motion to send the RTS Shearing PACE request to the Board of Directors for approval as presented, Tonya seconded the motion and the motion passed unanimously by roll call vote. Tory – Aye, Nick – Aye, Mark – Aye, David – Aye, Rod – Aye, Jen – Aye, Tonya – Aye, Mike – Aye. Jeremy, Dwaine, and Casey were not in attendance to vote.

Wiest Construction Flex PACE Request: Alyssa’s memo regarding the Shannon Wiest Construction Flex PACE request was in the One Drive for review. Shannon Wiest Construction is purchasing a building, that includes storage unit rentals, at 10th Street SE. The shop space provides an opportunity for business growth for Shannon Wiest Construction, as well as shop space available for another business to utilize as well down the road. The business is working to grow employees and services within the coming year following this purchase.

Shannon Wiest was in attendance to answer any questions about the project. He recently began working on his own in the construction business and now has the opportunity to purchase the shop space he has been renting.

The storage unit portion of this project raised questions. The storage units are technically part of the business, but do not qualify for Flex PACE. This purchase qualifies for the Flex PACE program because the construction business will be occupying 50% or more of the shop space.

Alyssa recommend the funding of this project up to the amount of \$23,970.32, with an 80/20 split between the city and county. The city’s portion would be \$19,176.26 and the county’s portion would be \$4,794.06.

David made a motion to send the Shannon Wiest Construction Flex PACE Request to the Board of Directors, Rod seconded the motion.

Discussion arose that the project should be presented more clearly at the Board of Directors meeting to indicate why this project qualifies with the storage unit space.

The motion passed unanimously by roll call vote. Tory – Aye, Mark – Aye, David – Aye, Rod – Aye, Jen – Aye, Tonya – Aye, Mike – Aye. Nick refrained from voting due to a conflict of interest. Jeremy, Dwaine, and Casey were not in attendance to vote.

Jamestown Tourism Request: Alyssa’s memo regarding the Tourism request was in the One Drive. Jamestown Tourism is requesting \$125,000 in continued support to assist tourism sites, events, and other recreational entities that generate economic impact by bringing visitors to Jamestown and the surrounding community. This amount is the same as was requested last year.

Emily Bivens and Warren Abrahamson of Jamestown Tourism were in attendance and gave a brief presentation of what the \$125,000 from last year was spent on, and how it affected tourism numbers in the past year. Their work this past year was largely in growing their digital presence. They noted that people often are first visitors to a place before relocating, and the economic impact of tourism can be quite broad and long lasting. Jamestown Tourism tracks visitor numbers through car count, store sales, and hospitality taxes.

Alyssa recommended the funding request of \$125,000, with an 80/20 split between the city and county. The city's portion would be \$100,000 and the county's portion would be \$25,000.

Tonya made a motion to send Tourism Request to the Board of Directors as presented, Tory seconded the motion and the motion passed unanimously by roll call vote. Tory – Aye, Nick – Aye, Mark – Aye, David – Aye, Rod – Aye, Jen – Aye, Tonya – Aye, Mike – Aye. Jeremy, Dwaine, and Casey were not in attendance to vote.

Bison World Request: Corry's memo regarding the Bison World request was in the One Drive. Bison World Inc. is currently seeking funding through an initial investment round to further the progress of the project. The Bison World, Inc. Team and the JSDC have discussed an investment amount of \$1,000,000. The term sheet for this investment was also in the One Drive for review.

David Haukaas, CIO of Bison World was in attendance to answer any questions. He noted that this investment would be in the form of an unsecured convertible note, which does pose a risk. However, he does believe in this project and believes this would be a terrific investment and that the risk is worth taking. As was noted earlier in the meeting, having strong tourism in an area is excellent for economic development. It gets people into the community to spend money and can also lead to new residents down the line. He noted that asking the JSDC to invest in the Bison World project at this time was not in any way a public solicitation for other potential investors.

Corry recommended the disbursement of funding Bison World, Inc. in the amount of \$1,000,000 under the following parameters:

- The first \$250,000 to be disbursed upon receiving an appropriation from the North Dakota Department of Tourism through the Destination Development fund (a matching grant from the state).
- The second \$250,000 to be disbursed to provide the final matching dollars or the Destination Development Fund.
- The final \$500,000 is to be dispersed when the funding round is closing. The JSDC would provide the money to be the final \$500,000 at the end of the round to close it out.

While the \$1,000,000 would be broken down into the three disbursements, the overall amount would be split would be 80/20 for the city and county. The city's portion would be \$800,000 and the county's portion would be \$200,000.

Tory made a motion to send the request approve the JSDC investment to Bison World, Inc. in the amount of \$1,000,000, following the disbursement parameters outlined, and under the terms outlined in the Term Sheet provided by Bison World, Inc. to the Board of Directors. Nick seconded the motion and the motion passed unanimously by roll call vote. Tory – Aye, Nick – Aye, Mark – Aye, David – Aye, Jen – Aye, Tonya – Aye. Mike and Rod left the meeting early and were not present to vote. Jeremy, Dwaine, and Casey were not in attendance to vote.

Adjourned: Jen adjourned the meeting at 1:14 p.m.

Respectfully submitted by Jamie Czapiewski, Operations Coordinator