



JSDC Board of Directors Meeting
Monday, October 9, 2023
Official Minutes
JSDC Lower-Level Conference Room

Members Present: Tory Hart, Jeremy Rham, Rod Johnson, Tonya Perkins, Jen Dockter, Mike Delfs, Casey Henderson, David Steele, Dwaine Heinrich.

Members Absent: Nick Schauer, Marlee Siewert, Mark Klose, Levi Taylor.

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

Guests Present: Masaki Ova, Jamestown Sun; Emily Bivens, Jamestown Area Chamber of Commerce/Jamestown Tourism; Warren Abrahamson, Jamestown Area Chamber of Commerce/Jamestown Tourism; Danica Chaput, ND Job Service; Glenn Hauck, Great River Energy; Chris Erwin, SBDC; Pam Szarkowski, RTS Shearing; Jerry Szarkowski, RTS Shearing; Carlen Hone, Dacotah Bank; David Haukaas (via Zoom), Bison World.

Call to order: 11:50 a.m. by Tory.

Conflict of Interest: Casey Henderson for RTS Shearing PACE Request.

B) Approval of Agenda: The approval of the agenda was skipped over.

C) President's Report: Tory gave a brief president's report and commented that it was good to see the Green Bison Soy Processing plant up and running.

D) Strategic Committee Reports

Organizational Excellence Committee –

(Committee members: David, Mark, Tonya, Marlee, Jen, Connie, Corry, Alyssa, and Jamie) *2023 Members*

- The Organizational Excellence Committee did not meet in October.
- The Organizational Excellence Committee meets the first Monday of the month at 9 a.m.

Finance Committee-

(Committee members: Jeremy, Tory, Nick, Rod, Marlee, Casey, Connie, Corry, Alyssa, Jamie, and LeAnn) *2023 Members*

- The Finance Committee met on Wednesday, October 4, 2023.
- The Finance Committee reviewed the current and projected finances.
- The Finance Committee meets on an as needed basis.

Existing Business Outreach Committee-

(Committee members: David, Mark, Tory, Rod, Dwaine, Mike, Connie, Corry, Alyssa, and Jamie) *2023 Members*

- The Existing Business Outreach Committee met with the New Business Attraction Committee on Wednesday, October 4, 2023.
- The RTS Shearing PACE request, Wiest Construction Flex PACE request, Jamestown Tourism Request, and Bison World request were all discussed at the October meeting.
- The Existing Business Outreach Committee meets on the first Tuesday of the month at noon.

New Business Attraction Committee-

(Committee members: Jeremy, Nick, Dwaine, Tonya, Jen, Mike, Connie, Corry, Alyssa, and Jamie) *2023 Members*

- The Business Attraction Committee met with the Existing Business Outreach Committee on Wednesday, October 4, 2023.
- The RTS Shearing PACE request, Wiest Construction Flex PACE request, Jamestown Tourism Request, and Bison World request were all discussed at the October meeting.
- The Business Attraction Committee meets on the first Wednesday of each month at Noon.

E) Approval of Meeting Minutes: The minutes from the September meeting were in the One Drive for review.

Jeremy Rham made a motion to approve the minutes, with the addition of Jeremy listed as present. Mike Delfs seconded, and the motion passed unanimously by voice vote.

F) Account Status Report: The financial reports were in the One Drive for review.

Jeremy Rham made a motion to approve the financials as presented. Rod Johnson seconded, and the motion passed unanimously by voice vote.

G) 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.

Jen Dockter made a motion to approve the RTS Shearing PACE request. Rod Johnson seconded, and the motion passed unanimously by roll call vote. Tory – Aye, Jeremy – Aye, Dwaine – Aye, David – Aye, Rod – Aye, Jen – Aye, Tonya – Aye, Mike – Aye. Casey refrained from voting due to a conflict of interest. Nick, Marlee, Mark, and Levi were not in attendance to vote.

H) Wiest Construction Flex PACE Request: Corry suggested tabling the Wiest Construction Flex PACE request until there is a clear way to differentiate between the construction shop portion of the purchase and the storage unit side of the purchase. The Flex PACE request needs to be just for the building and not the storage units, as the incentive cannot be passed down to that side of the business/property.

David Steel made a motion to table Wiest Construction Flex PACE request until there is a clearer, more defined, split between the construction business and the storage units. Jeremy seconded, and the motion passed unanimously by voice vote.

I) 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.

David Steele made a motion to approve the Jamestown Tourism funding request. Jeremy Rham seconded, and the motion passed by a majority by roll call vote. Tory – Aye, Jeremy – Aye, Dwaine – Aye, Casey – Aye, David – Aye, Rod – Aye, Jen – Aye, Tonya – Aye, Mike – Aye. Nick, Marlee, Mark, and Levi were not in attendance to vote.

J) Bison World: 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 via Zoom 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.

Dwaine Heinrich made a motion to send the Bison World request to the City and County for approval. Mike Delfs seconded.

Discussion took place during the motion. It was generally agreed that the formatting of this request was done in such a way that mitigated the risk of the investment as much as possible. It was also discussed that it is important to take risks.

In the event that the state does not give Bison World the requested max amount of \$250,000, the first and third trigger amounts would be adjusted so that the overall one million would still be allocated.

The motion passed unanimously by roll call vote. Tory – Aye, Jeremy – Aye, Dwaine – Aye, Casey – Aye, David – Aye, Rod – Aye, Jen – Aye, Tonya – Aye, Mike – Aye. Nick, Marlee, Mark, and Levi were not present to vote.

K) Staff Reports:

Corry: Corry reported that the rail project has been completed on time. He also reported that Levi Taylor has been appointed to the JSDC Board of Directors by the county to fill the vacancy left by Steve Cichos.

Connie: Connie congratulated Corry for the work put in on the rail project.

Alyssa: Alyssa reported that she has been busy working on PACE and Flex PACE and will be attending training at the beginning of November.

L) Ex-Officio Reports:

City of Jamestown: Dwaine reported on the City of Jamestown.

Stutsman County: No one from the County was present to give a report.

Jamestown Chamber of Commerce: Emily reported on the Chamber.

Jamestown Tourism: Emily reported on tourism.

ND Job Service: Danica reported on Job Service.

Adjourn: Tory adjourned the meeting at 1:17 p.m.

Respectfully submitted – Jamie L. Czapiewski, Operations Coordinator