

**City of Isanti**  
**Economic Development Authority**  
**Regular Meeting Minutes of**  
**September 22, 2009**  
**Isanti City Hall**

**1. Call To Order**

**a. Pledge of Allegiance**

Pledge taken.

**b. Roll Call**

Members Present: Chair Larry Kuechle, Keith Dragisich, Jim Kennedy, Zachary Knudson (youth representative) and George Wimmer

Members Absent: Branden Apitz

Staff Present: Community Development Director Vita

**c. Agenda Modifications**

Motion by Kennedy, second by Dragisich to approve the agenda as presented. Motion carried unanimously.

**2. Approve Minutes of August 2009 Regular Economic Development Authority Meeting**

Motion by Wimmer, second by Kennedy to approve without modifications. Motion carried unanimously.

**3. Presentation by the Small Business Development Commission**

Greg Bergman, SBDC, stated that the commission is sponsored by the Small Business Administration. The contract for SBDC is with MN DEED. SBDC has 9 regional centers. The area that Isanti is covered by is the North Central region. The region has 11 counties. Our region has had an SBDC office since the mid 1980's. Counseling consists of organizations and independent counselors. The counselors provide information, training and consulting to businesses. SBDC also has training at reasonable costs. Consulting does not cost the business.

Bergman stated that in the past year, they have assisted 54 clients with 407 counseling hours, 162 counseling sessions out of the Anoka Ramsey Cambridge office.

Kuechle questioned how clients find out about the SBDC. Bergman stated that most find information from their lenders, EDA organizations, business classes, word of mouth and the workforce center. Bergman stated that the SBDC does not advertise.

Kuechle questioned if the consultants are technically or financially oriented. Bergman stated both. Bergman further stated that the typical client needs help with a business plan.

Kuechle questioned if the function is different than MN Technology. Bergman stated that MN Technology was similar, but was primarily for businesses in rural MN. Bergman stated that now MN Technology has changed due to funding source change – it is more of a consulting group now.

Wimmer questioned the type of questions, shifts in questions, and a greater need in crisis management for the business owners. Bergman stated that short-term they have seen more issues with businesses with their bankers and employee payment issues. Bergman stated that the shift has been more people wanting to start businesses, employee retention needs, employers learning how to delegate, employers succession planning in order to sell their business, and long-term business relationships.

Wimmer questioned on what they consider a success. Bergman stated when they obtain financing for a business, long-term survival and employment growth. Wimmer stated that the State wants to grow employment. Wimmer stated that the State needs to have economic tools to grow jobs within the state versus cannibalizing jobs within the State. Bergman stated that the State has focused on manufacturing programs. Bergman does not foresee changes in the State's economic development programs.

Wimmer questioned if Bergman sees the organization changing. Bergman stated that it will stay primarily the same. Bergman stated that they are working towards long-term relationships with the clients. Bergman stated that they work on a consistent level of core competencies.

Knudsen asked for a scenario when a business asks for help. Bergman stated that they receive requests for help when a business needs a bank loan. Bergman stated that they work to get the business plan narrative on paper. They need to discuss equipment, inventory, sale terms and so forth. Bergman stated that they need to complete financials – historical, trends, cash flow projections both monthly and yearly. Bergman stated that their goal is informed, knowledgeable business owners.

Shari Butcher, Anoka Ramsey Community College, thanked the EDA for their financial support of the SBDC. Butcher stated that Bakken is no longer with the SBDC office, that they are restructuring the department and are in process of hiring a new SBDC director. Butcher stated that they want to strengthen businesses.

Kuechle state that the biggest issue is to get services to the business / people that need them.

#### **4. Downtown Mural update**

Vita gave an update.

#### **5. Assignment & Assumption Agreement – Industrial Project update**

Vita gave an update.

#### **6. Northland Securities transition**

Vita gave an update. Kuechle stated that they would like a report from Northland Securities when completed. Wimmer stated that a status report will be given to the EDA and City Council. Vita stated that Staff is working on the project with Northland Securities.

#### **7. Other Business / Updates**

a. GPS 45:93

Vita gave an update.

b. Development Agreement suspension letters (inform on RWL & RWL 2)

Vita gave an update.

c. County EDA Update

Vita gave an update. Kuechle questioned the comments made at the meeting concerning Isanti Retail Meats. Wimmer stated it is nothing to worry about.

d. Downtown Chamber Committee

Vita gave an update.

e. Business Retention visits

Wimmer gave an update.

f. Foreclosure Memo

Vita gave an informational update.

g. Other

**9. Adjournment**

Kennedy motioned, seconded by Dragisich to adjourn at 7:37 pm. Motion passed unanimously.

Dated at Isanti Minnesota, this \_\_\_\_ day of October 2009.

Respectively Submitted,

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Carla MK Vita, Community Development Director