

KANDIYOHI COUNTY AND CITY OF WILLMAR ECONOMIC DEVELOPMENT COMMISSION (EDC)
JOINT OPERATIONS BOARD OF DIRECTORS (OB) MEETING

MINUTES

November 8, 2012
EDC Office, Willmar

Present: Robert Carlson, Ronald Erpelding, Rick Nordin and Milan Schmiesing
Excused: Beverly Dougherty, Duane Hultgren and Bruce Peterson
Absent: Jon Anderson
Ex Officio: Jim Butterfield
Staff: Steven Renquist, Executive Director and Jean Spaulding, Assistant Director
Media: Anne Polta, West Central Tribune
Secretarial: Diane Beck, Legal & Administrative Assistants, Inc. (LAA)

President Ronald Erpelding called the meeting to order at approximately 11:00 a.m.

AGENDA—The agenda was amended to add the following items under New Business: EDC extra vacuum and 2013 health insurance options.

IT WAS MOVED BY Milan Schmiesing, SECONDED BY Robert Carlson, to approve the agenda as amended and the following Consent Agenda:

CONSENT AGENDA—

- Approve: 1. Minutes of October 11, 2012 board meeting
2. Financial reports as of October 31, 2012, subject to audit

MOTION CARRIED

PROGRESS REPORTS

Willmar Design Center. Steve Renquist reported there is considerable interest for projects in the downtown area. The Community-Owned Grocery is in the midst of early stage negotiations for a downtown parcel of land which possibly opens up another project proposed by a contractor some time ago; the EDC's Agriculture and Renewable Energy Development Committee is working with a year round project using waste heat from the power production plant; Bev Dougherty is working on the Holidaze Parade. If things begin to happen in downtown Willmar, it would be a domino effect.

EDC/MinnWest Technology Campus (MWTC). Renquist announced the Mid-Central Research and Outreach Center is open and will be an asset to the community and the MWTC; the University of Minnesota's new extension director will be announced soon; the Fergus Falls and Hutchinson extension offices have relocated to MWTC; he reported briefly on Kohl's and he has heard positive comments on the private natural gas line going through the county.

Spaulding announced the EDC will have a booth at the 2012 LifeScience Alley Conference. Spaulding provided an update on the Minnesota Angel Network; she has been assigned a company that has completed the first step and will work with the company to retool and be successful at the

next level; the company is a healthcare software development company that deals with diagnosis tools in a clinician setting. Spaulding is also working with another startup company through the Angel Network. Erpelding discussed the excellent Angel Network seminar he attended prior to the SWIF banquet in Redwood Falls. Spaulding inquired if the speakers would be something to try and bring to the Willmar area. Erpelding responded it would be excellent to bring the four of them into our area for a presentation.

Willmar Area Multicultural Business Center (WAM-BC). Spaulding reported there are some ongoing grants to provide technical assistance to multicultural businesses. Through a federal grant, WAM-BC has loaned \$40,000 to area businesses and helped create jobs. One grant recipient moved and paid back the entire loan; Spaulding is currently working with a couple of other businesses.

UNFINISHED BUSINESS

Steve Renquist shared the following information provided by Cameron Macht of the Minnesota Department of Employment and Economic Development (DEED):

- Workforce statistics showing the current labor force and unemployment estimates in Kandiyohi County and the ranking of industry employment statistics by county (see attached); and
- The average weekly wages on DEED's website shows Kandiyohi County ranks approximately 46% in the state (see attached).

2013 goals. Renquist commented the 2013 EDC Projects and Potential Projects (see attached) is a compilation of responses from five EDCOB members; Renquist also noted his ranking preferences. President Erpelding suggested delaying discussion and final ranking of projects until the December meeting when all board members have completed their project ranking. Discussion was held on combining the last two columns on the project list. At the December board meeting, members will be asked if rankings in the last two columns should be placed in one of the other two columns. Those present concurred to actively seek the input of the board members unable to attend today's meeting. LAA will resend the project form to absent board members.

2013 health insurance coverage. Renquist introduced the possibility of amending the family health insurance coverage for EDC employees for 2013 and distributed a list of Insurance Options (see attached). Currently, the EDC Employment Agreements provide for single coverage under Kandiyohi County's health insurance coverage, which is currently an employer cost of \$613.25 and an employee cost of \$109.25. Renquist noted Kandiyohi County's labor agreement pays the full single premium of \$722.50. In 2013, Kandiyohi County employees will have a choice of three health insurance options: 1) family coverage—employee pays \$764.25; county pays \$1,015.75; 2) VEBA 860 (a high deductible plan with the county paying a one-time contribution of \$2,400 per employee)—employee pays \$512.75; county pays \$744.75; and 3) Gold single coverage at a full premium rate of \$722.50. Renquist inquired if the EDC should emulate the county's plan. President Erpelding directed Renquist to contact Kandiyohi County during the board's lunch break to verify when the EDC stopped paying 100% of single coverage. Rick Nordin suggested the EDC needs to honor the single coverage rate included in past and present Employment Agreements. Continuation of the insurance issue will resume after lunch under New Business.

NEW BUSINESS—

EDC extra vacuum. Renquist stated the EDC office acquired an additional vacuum due to the consolidation of the Ag Bioenergy Office into the EDC downtown office and inquired how the

EDCOB would like to him to proceed with the possible sale of the vacuum. President Erpelding directed Renquist to handle it within the legal process.

New EDCOB members. Election of new EDCOB officers will be held in January 2013. Duane Hultgren's and Erpelding's terms expire at the end of December 2012. President Erpelding suggested having election of officers at the December meeting in order to have officers in place at the January 2013 EDCOB meeting. Renquist commented Kandiyohi County has discussed a replacement for Hultgren and is waiting to hear from the city of Willmar as to replacing Erpelding.

Continuation of 2013 health insurance coverage. Renquist reported Kandiyohi County's benefits person is not available today. The EDC needs to notify Kandiyohi County by November 20, if the EDC will be making any changes in its insurance coverage for staff.

IT WAS MOVED BY Milan Schmiesing, SECONDED BY Rick Nordin, to recommend to the Kandiyohi County and City of Willmar Economic Development Commission (EDC) Joint Powers Board that the EDC pay up to \$744.75 for employee health insurance coverage plus a one-time amount of \$2,400 for both EDC employees, if the employees select the VEBA 860 health insurance plan. MOTION CARRIED.

IT WAS MOVED BY Milan Schmiesing, SECONDED BY Bob Carlson to calculate the amount owed to Kandiyohi County and City of Willmar Economic Development Commission employees for the amount not paid for full single coverage from past Employment Agreements. MOTION CARRIED.

Renquist will call a special meeting of the Joint Powers Board and recommend the EDC pay \$744.75 and a one-time payment of \$2,400 for EDC staff who select the VEBA 860 health insurance plan.

COMMITTEE REPORTS—

Agriculture and Renewable Energy Deveopment. Renquist reported on the anhydrous ammonia project and discussed a match and other avenues for funding. A group of local investors met with Renquist and the Ag Committee is moving forward with finding \$28 million in private capital.

Business Retention and Expansion/Recruitment. Renquist reported the BRE/R Committee is using a similar process as the EDCOB to develop its 2013 goals. The committee plans to select approximately three goals on which to focus. The committee's goals will be shared at a future EDCOB meeting. Renquist further commented the committee would like to use up to \$2,000 to conduct a countywide business survey measuring the health and attitude of county businesses.

Technology Advisory Subcommittee. Spaulding reported she will be attending a Blandin Broadband Conference in Duluth next week. The cost of broadband providers is a concern and needs additional focus.

Finance. Spaulding reported the Finance Committee did not meet in October and the November 13 meeting will be rescheduled due to Spaulding's attendance at the Blandin Broadband Conference. Nordin commented the information provided at the Finance Seminar was great; however, there was low attendance by small business owners, who were the target audience.

Marketing and Public Relations. Spaulding reported the Marketing and Public Relations Committee did not meet in October; however, the committee is fine tuning the newspaper tab before publication.

Leisure Travel. Jim Butterfield attended the Leisure Travel meeting in Lake Lillian and reported discussion included goals, projects and bike paths and a catfish tournament formerly hosted by County Park 2 may be an event to bring back to southern Kandiyohi County. Erpelding directed Jim Butterfield be added to future agendas to report on this committee.

Other. Carlson commented discussions for a grocery store in New London are still underway. Schmiesing shared that LAA is working on the EDC's Balance Sheet. Renquist reported several people have looked at the Tiger Marine property in New London; he recently talked with a building inspector regarding the cost of a building study that was estimated at approximately \$400 and asked the EDCOB's permission to budget for this study.

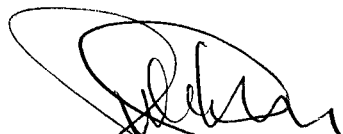
Spaulding commented she and Renquist are working with a focus group to work on community planning and redevelopment of properties in Spicer.

IT WAS MOVED BY Milan Schmiesing, SECONDED BY Bob Carlson, to authorize the Kandiyohi County and City of Willmar Economic Development Commission Executive Director to pay up to \$400 for a building study on the Tiger Marine property in New London. MOTION CARRIED.

Erpelding thanked the EDC for the successful Discover Manufacturing event and the *West Central Tribune* for promoting the event.

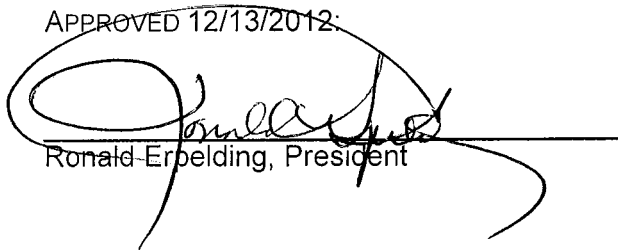
NEXT MEETING—The next regular board meeting is **11:00 a.m., Thursday, December 13, 2012**, at the EDC office.

ADJOURNMENT—There being no further business, the meeting was adjourned at approximately 12:50 p.m.



Rick Nordin, Secretary

APPROVED 12/13/2012:



Ronald Erpelding, President

Steve Renquist

From: Macht, Cameron (DEED) <cameron.macht@state.mn.us>
Sent: Wednesday, November 07, 2012 9:48 AM
To: Steve Renquist
Subject: RE: Workforce Statistics

Hi Steve,

Here you go:

Industry Employment Statistics by County				2011 Annual Data			
Rank	Geography	Industry Title	Ownership	Number of Firms	Number of Jobs	Total Quarterly Payroll	Avg. Weekly Wage
1	Hennepin County	Total, All Industries	Total, All Ownerships	38,919	822,128	\$49,220,055,154	\$1,151
2	Ramsey County	Total, All Industries	Total, All Ownerships	13,943	316,444	\$16,982,560,890	\$1,032
3	Olmsted County	Total, All Industries	Total, All Ownerships	3,393	88,187	\$4,539,295,655	\$990
4	Dakota County	Total, All Industries	Total, All Ownerships	9,763	170,351	\$7,901,463,921	\$892
5	Carver County	Total, All Industries	Total, All Ownerships	2,228	32,749	\$1,509,192,338	\$885
6	Anoka County	Total, All Industries	Total, All Ownerships	7,137	107,403	\$4,774,392,792	\$854
7	Scott County	Total, All Industries	Total, All Ownerships	3,017	41,513	\$1,738,101,260	\$804
8	Roseau County	Total, All Industries	Total, All Ownerships	451	8,248	\$330,196,311	\$770
9	Koochiching County	Total, All Industries	Total, All Ownerships	482	5,087	\$202,270,977	\$765
10	Mower County	Total, All Industries	Total, All Ownerships	893	16,131	\$640,935,923	\$763
11	Saint Louis County	Total, All Industries	Total, All Ownerships	5,622	93,634	\$3,686,347,144	\$756
12	Washington County	Total, All Industries	Total, All Ownerships	5,289	72,959	\$2,856,341,985	\$752
13	Faribault County	Total, All Industries	Total, All Ownerships	476	5,033	\$194,075,616	\$740
14	Goodhue County	Total, All Industries	Total, All Ownerships	1,376	21,595	\$818,242,074	\$728
15	Lake County	Total, All Industries	Total, All Ownerships	331	4,305	\$162,756,095	\$727
16	Sherburne County	Total, All Industries	Total, All Ownerships	1,849	22,785	\$860,873,253	\$726
17	Stearns County	Total, All Industries	Total, All Ownerships	4,336	79,189	\$2,988,400,363	\$725
18	Steele County	Total, All Industries	Total, All Ownerships	986	20,830	\$783,776,846	\$724
19	Rice County	Total, All Industries	Total, All Ownerships	1,494	22,535	\$842,108,082	\$718
20	McLeod County	Total, All Industries	Total, All Ownerships	991	16,620	\$613,797,743	\$709
21	Stevens County	Total, All Industries	Total, All Ownerships	390	4,982	\$181,594,224	\$700

22	Pennington County	Total, All Industries	Total, All Ownerships	455	9,442	\$339,548,631	\$690
23	Marshall County	Total, All Industries	Total, All Ownerships	322	2,286	\$81,826,009	\$688
24	Wright County	Total, All Industries	Total, All Ownerships	2,991	35,846	\$1,276,402,193	\$684
25	Lyon County	Total, All Industries	Total, All Ownerships	848	14,438	\$512,561,460	\$682
26	Dodge County	Total, All Industries	Total, All Ownerships	457	5,159	\$182,686,898	\$680
27	Winona County	Total, All Industries	Total, All Ownerships	1,205	24,059	\$849,867,103	\$679
28	Blue Earth County	Total, All Industries	Total, All Ownerships	1,980	36,961	\$1,306,079,938	\$679
29	Itasca County	Total, All Industries	Total, All Ownerships	1,269	15,903	\$562,043,447	\$679
30	Nicollet County	Total, All Industries	Total, All Ownerships	692	13,308	\$469,788,862	\$678
31	Carlton County	Total, All Industries	Total, All Ownerships	769	12,709	\$447,864,647	\$677
32	Isanti County	Total, All Industries	Total, All Ownerships	766	10,223	\$358,129,768	\$673
33	Benton County	Total, All Industries	Total, All Ownerships	968	15,902	\$555,331,371	\$671
34	Renville County	Total, All Industries	Total, All Ownerships	617	5,429	\$189,257,159	\$668
35	Chisago County	Total, All Industries	Total, All Ownerships	1,164	13,568	\$472,053,827	\$668
36	Pope County	Total, All Industries	Total, All Ownerships	353	3,691	\$127,060,746	\$660
37	Waseca County	Total, All Industries	Total, All Ownerships	519	7,711	\$264,390,629	\$659
38	Douglas County	Total, All Industries	Total, All Ownerships	1,381	17,152	\$584,259,223	\$655
39	Martin County	Total, All Industries	Total, All Ownerships	692	8,998	\$305,591,575	\$653
40	Swift County	Total, All Industries	Total, All Ownerships	344	3,765	\$127,602,232	\$652
41	Nobles County	Total, All Industries	Total, All Ownerships	653	10,226	\$342,634,829	\$644
42	Freeborn County	Total, All Industries	Total, All Ownerships	839	12,288	\$411,142,845	\$643
43	Le Sueur County	Total, All Industries	Total, All Ownerships	701	7,383	\$245,469,007	\$638
44	Beltrami County	Total, All Industries	Total, All Ownerships	1,236	17,323	\$574,047,632	\$637
45	Clay County	Total, All Industries	Total, All Ownerships	1,349	17,679	\$582,606,682	\$633
46	Kandiyohi County	Total, All Industries	Total, All Ownerships	1,369	22,329	\$734,230,929	\$632
47	Brown County	Total, All Industries	Total, All Ownerships	801	13,410	\$440,522,092	\$631
48	Polk County	Total, All Industries	Total, All Ownerships	969	11,855	\$387,863,935	\$628
49	Yellow Medicine County	Total, All Industries	Total, All Ownerships	357	4,260	\$139,307,806	\$628
50	Crow Wing County	Total, All Industries	Total, All Ownerships	2,135	27,127	\$883,735,337	\$626
51	Chippewa County	Total, All Industries	Total, All Ownerships	459	5,700	\$184,252,868	\$621
52	Red Lake County	Total, All Industries	Total, All	134	1,176	\$37,979,399	\$620

			Ownerships				
53	Otter Tail County	Total, All Industries	Total, All Ownerships	1,851	21,688	\$697,024,879	\$617
54	Meeker County	Total, All Industries	Total, All Ownerships	601	6,605	\$212,204,769	\$617
55	Kittson County	Total, All Industries	Total, All Ownerships	202	1,436	\$46,062,099	\$616
56	Clearwater County	Total, All Industries	Total, All Ownerships	235	2,529	\$80,829,985	\$613
57	Jackson County	Total, All Industries	Total, All Ownerships	351	5,246	\$166,902,195	\$611
58	Wadena County	Total, All Industries	Total, All Ownerships	429	5,579	\$176,748,885	\$609
59	Becker County	Total, All Industries	Total, All Ownerships	1,092	13,157	\$416,806,289	\$608
60	Sibley County	Total, All Industries	Total, All Ownerships	399	4,314	\$136,074,323	\$606
61	Wilkin County	Total, All Industries	Total, All Ownerships	213	2,075	\$65,178,643	\$603
62	Lac qui Parle County	Total, All Industries	Total, All Ownerships	230	2,421	\$75,834,425	\$602
63	Wabasha County	Total, All Industries	Total, All Ownerships	631	6,760	\$211,232,456	\$600
64	Norman County	Total, All Industries	Total, All Ownerships	254	1,784	\$55,571,805	\$598
65	Rock County	Total, All Industries	Total, All Ownerships	288	3,177	\$98,274,865	\$594
66	Todd County	Total, All Industries	Total, All Ownerships	577	5,967	\$184,005,911	\$593
67	Grant County	Total, All Industries	Total, All Ownerships	251	1,812	\$56,021,453	\$593
68	Big Stone County	Total, All Industries	Total, All Ownerships	209	1,903	\$58,402,451	\$589
69	Cottonwood County	Total, All Industries	Total, All Ownerships	395	5,135	\$157,160,828	\$589
70	Morrison County	Total, All Industries	Total, All Ownerships	962	11,419	\$349,561,782	\$588
71	Hubbard County	Total, All Industries	Total, All Ownerships	627	5,570	\$168,930,865	\$583
72	Murray County	Total, All Industries	Total, All Ownerships	328	2,909	\$88,180,266	\$583
73	Redwood County	Total, All Industries	Total, All Ownerships	563	6,424	\$194,393,494	\$581
74	Kanabec County	Total, All Industries	Total, All Ownerships	311	3,598	\$108,834,799	\$581
75	Watonwan County	Total, All Industries	Total, All Ownerships	320	3,931	\$116,942,581	\$571
76	Aitkin County	Total, All Industries	Total, All Ownerships	471	3,715	\$108,438,483	\$561
77	Mille Lacs County	Total, All Industries	Total, All Ownerships	698	9,066	\$264,238,339	\$560
78	Traverse County	Total, All Industries	Total, All Ownerships	150	1,091	\$31,344,873	\$552
79	Fillmore County	Total, All Industries	Total, All Ownerships	646	5,924	\$169,671,101	\$550
80	Lincoln County	Total, All Industries	Total, All Ownerships	233	1,719	\$48,840,921	\$546
81	Cook County	Total, All Industries	Total, All Ownerships	313	2,692	\$76,064,676	\$544
82	Pipestone County	Total, All Industries	Total, All Ownerships	367	4,199	\$118,277,799	\$541

83	Mahnomen County	Total, All Industries	Total, All Ownerships	132	1,938	\$53,175,681	\$527
84	Houston County	Total, All Industries	Total, All Ownerships	456	4,853	\$132,809,414	\$525
85	Pine County	Total, All Industries	Total, All Ownerships	627	8,171	\$222,617,863	\$523
86	Lake of the Woods County	Total, All Industries	Total, All Ownerships	175	1,481	\$40,027,934	\$520
87	Cass County	Total, All Industries	Total, All Ownerships	877	9,652	\$247,366,201	\$493

Source: DEED Quarterly Census of Employment & Wages (QCEW) program

Cameron Macht | Regional Analyst, Central & Southwest Minnesota

Department of Employment and Economic Development

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E-mail: cameron.macht@state.mn.us

Web: www.PositivelyMinnesota.com



Follow DEED on

From: Steve Renquist [<mailto:steve@Kandiyohi.com>]

Sent: Wednesday, November 07, 2012 9:34 AM

To: Macht, Cameron (DEED)

Subject: RE: Workforce Statistics

Cameron,

Where do I find average weekly wage ranking, by county? Thanks

Steve

Steven C. Renquist
 Executive Director
 Kandiyohi County and City of Willmar Economic Development Commission
 333 Litchfield Avenue SW, Suite 100
 P.O. Box 1783
 Willmar, MN 56201
 320-235-7370 or toll free 866-665-4556
 Fax 320-231-2320
steve@kandiyohi.com
www.kandiyohi.com

Kandiyohi County
 & City of Willmar

Economic Development Commission

From: Macht, Cameron (DEED) [<mailto:cameron.macht@state.mn.us>]

Sent: Tuesday, November 06, 2012 3:16 PM

To: Steve Renquist

Subject: Workforce Statistics

Hi Steve,

Thanks for the call today – I hope that I am able to help.

Steve Renquist

From: Macht, Cameron (DEED) <cameron.macht@state.mn.us>
Sent: Tuesday, November 06, 2012 3:16 PM
To: Steve Renquist
Subject: Workforce Statistics

Hi Steve,

Thanks for the call today – I hope that I am able to help.

Included below is a table showing the current labor force and unemployment estimates for Kandiyohi County and its surrounding labor shed area, updated through September of 2012. Kandiyohi County had 24,382 available workers, and 1,121 unemployed workers in September of 2012, for an unemployment rate of 4.6%. That was lower than the state of Minnesota's rate (5.3%) and the U.S. rate (7.6%).

Local Unemployment Statistics for September 2012				
Geography	Labor Force	Employment	Unemployment	Unemployment Rate
<u>Chippewa County</u>	7,334	7,014	320	4.4%
<u>Kandiyohi County</u>	24,382	23,261	1,121	4.6%
<u>McLeod County</u>	20,387	19,170	1,217	6.0%
<u>Meeker County</u>	12,670	11,969	701	5.5%
<u>Renville County</u>	8,402	7,938	464	5.5%
<u>Stearns County</u>	86,768	82,423	4,345	5.0%
EDR 6E- Southwest Central	65,841	62,338	3,503	5.3%
<i>Source: DEED Local Area Unemployment Statistics (LAUS) program</i>				
<i>http://www.positivelyminnesota.com/apps/lmi/laus/Default.aspx</i>				

To grab additional detail from DEED's LAUS program, go to:

<http://www.positivelyminnesota.com/apps/lmi/laus/Default.aspx>

1. Click on the geography you're looking for, click "Submit"
2. Click on the County or Region you want, click "View Current Statistics"
3. To see additional data from past years, click "See Historical Data for these areas"

While there are more than 1,100 unemployed workers in Kandiyohi County right now, a new business will also likely draw from the existing pool of workers. I should have asked what type of business you were working with, but I'll just assume that it is a manufacturing company. Based on that, included below is a table with wage and employment estimates for some selected production occupations in the Willmar region (Region 6E, which includes Kandiyohi, McLeod, Meeker, and Renville Counties). The data is updated through the 2nd quarter of 2012, showing that there are 410 welders in the region, earning an average hourly wage of \$16.03 per hour.

EDR 6E- Southwest Central						
2012, Second Quarter						
SOC Title	Median Wage			Employment		
	EDR	MN	US	EDR	MN	US
Total, All Occupations	\$15.08/hr	\$17.86/hr	\$16.88/hr	47,520	2,595,450	128,278,550
First-Line Supervisors of Production Workers	\$26.61/hr	\$26.02/hr	\$26.26/hr	370	12,840	559,350
Team Assemblers	\$13.70/hr	\$15.10/hr	\$13.46/hr	220	14,440	952,300
Assemblers and Fabricators, All Other	\$15.98/hr	\$13.40/hr	\$12.79/hr	190	17,930	265,260

Computer-Controlled Machine Tool Operators	\$17.10/hr	\$17.98/hr	\$17.23/hr	60	3,400	128,870
Machinists	\$15.57/hr	\$20.82/hr	\$19.20/hr	170	9,660	368,510
Welders, Cutters, Solderers, and Brazers	\$16.03/hr	\$18.50/hr	\$17.58/hr	410	7,370	316,290
<i>Source: DEED Occupational Employment & Wage Statistics (OES) program</i>						
http://www.positivelyminnesota.com/apps/lmi/oes/Default.aspx						

If you wanted data for different occupations, you can go to:

<http://www.positivelyminnesota.com/apps/lmi/oes/Default.aspx>

1. Click on "Minnesota Economic Development Regions", click "Select"
2. Click on "EDR 6E- Southwest Central", click "Select"
3. Type an occupational title in the dialog box, click on "Find" or click on "* View All"

Finally, DEED's Quarterly Census of Employment & Wages (QCEW) program is available here:

<http://www.positivelyminnesota.com/apps/lmi/qcew/AreaSel.aspx> Included below is a table that shows the most recent industry employment statistics for Kandiyohi County. The data shows that Kandiyohi County has 1,392 business establishments providing 21,807 covered jobs, with a quarterly payroll of \$178.1 million.

Kandiyohi County Industry Employment Statistics	1st Qtr. 2012 Data			
	Number of Firms	Number of Jobs	Total Quarterly Payroll	Avg. Weekly Wage
Total, All Industries	1,392	21,807	\$178,122,215	\$628
Construction	180	924	\$9,971,237	\$830
Manufacturing	75	3,143	\$30,490,670	\$746
Utilities	5	123	\$2,097,534	\$1,311
Wholesale Trade	64	724	\$10,990,638	\$1,167
Retail Trade	234	2,911	\$16,794,369	\$443
Transportation & Warehousing	85	502	\$4,311,880	\$660
Finance & Insurance	66	581	\$8,235,449	\$1,090
Real Estate & Rental & Leasing	41	170	\$1,179,381	\$533
Professional, Sci. & Technical Svcs.	85	605	\$5,478,765	\$696
Management of Companies	3	91	\$1,130,357	\$955
Admin. Support & Waste Mgmt. Svcs.	60	543	\$3,102,376	\$439
Arts, Entertainment, & Recreation	18	203	\$646,399	\$244
Accommodation & Food Services	82	1,299	\$4,554,938	\$269
Other Services	112	644	\$3,246,339	\$387
Public Administration	55	893	\$9,840,123	\$847
<i>Source: DEED Quarterly Census of Employment & Wages (QCEW) program</i>				

If you want more data from QCEW, go to: <http://www.positivelyminnesota.com/apps/lmi/qcew/AreaSel.aspx>

1. Click on "Minnesota Counties", click "Next >"
2. Click on "Kandiyohi County", click "Next >"
3. Click on the time period you want (i.e. 2012, 2011, 2010), click "Next >"
4. Select the ownership levels you want, click "Next >"
5. Click on "Select all 20 sectors"

I hope this helps,



QCEW Results

Employment	Establishments	Wages	Average Weekly Wages	Gross Employment Gains*	Gross Employment Loss*	More BED*>		
<u>Geography</u>	<u>Industry</u>	<u>Ownership</u>	<u>Year</u>	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Annual</u>
Willmar, Kandiyohi	Total, All Industries (000000)	Total, All Ownerships	2011	\$616	\$628	\$655	\$682	\$645
Willmar, Kandiyohi	Total, All Industries (000000)	Total Government	2011	\$784	\$871	\$901	\$818	\$844
Willmar, Kandiyohi	Total, All Industries (000000)	Private	2011	\$571	\$566	\$597	\$646	\$595
Willmar, Kandiyohi	Agriculture, Forestry, Fishing and Hunting (11)	Total, All Ownerships	2011	NA	NA	NA	\$693	NA
Willmar, Kandiyohi	Agriculture, Forestry, Fishing and Hunting (11)	Private	2011	NA	NA	NA	\$693	NA
Willmar, Kandiyohi	Construction (23)	Total, All Ownerships	2011	NA	NA	NA	\$1,003	NA
Willmar, Kandiyohi	Construction (23)	Total Government	2011	\$1,079	\$1,135	\$1,492	\$1,220	\$1,232
Willmar, Kandiyohi	Construction (23)	Private	2011	NA	NA	NA	\$889	NA
Willmar, Kandiyohi	Manufacturing (31)	Total, All Ownerships	2011	\$791	\$824	\$907	\$1,028	\$888
Willmar, Kandiyohi	Manufacturing (31)	Private	2011	\$791	\$824	\$907	\$1,028	\$888
Willmar, Kandiyohi	Utilities (22)	Total Government	2011	\$1,114	\$1,299	\$1,099	\$1,369	\$1,220
Willmar, Kandiyohi	Wholesale Trade (42)	Total, All Ownerships	2011	\$1,308	\$911	\$1,001	\$1,192	\$1,103
Willmar, Kandiyohi	Wholesale Trade (42)	Private	2011	\$1,308	\$911	\$1,001	\$1,192	\$1,103
Willmar, Kandiyohi	Retail Trade (44)	Total, All Ownerships	2011	\$434	\$416	\$452	\$416	\$430
Willmar, Kandiyohi	Retail Trade (44)	Private	2011	\$434	\$416	\$452	\$416	\$430
Willmar, Kandiyohi	Transportation and Warehousing (48)	Total Government	2011	\$805	\$877	\$915	\$787	\$846
Willmar, Kandiyohi	Information (51)	Total Government	2011	\$297	\$334	\$320	\$274	\$306
Willmar, Kandiyohi	Finance and Insurance (52)	Total, All Ownerships	2011	\$1,102	\$918	\$964	\$1,066	\$1,013
Willmar, Kandiyohi	Finance and Insurance (52)	Total Government	2011	\$1,009	\$1,211	\$1,040	\$1,204	\$1,116
Willmar, Kandiyohi	Finance and Insurance (52)	Private	2011	\$1,104	\$913	\$963	\$1,063	\$1,011

Willmar, Kandiyohi	Real Estate and Rental and Leasing (53)	Total, All Ownerships	2011	\$499	\$495	\$508	\$560	\$516
Willmar, Kandiyohi	Real Estate and Rental and Leasing (53)	Total Government	2011	\$550	\$612	\$547	\$680	\$597
Willmar, Kandiyohi	Real Estate and Rental and Leasing (53)	Private	2011	\$493	\$483	\$504	\$548	\$507
Willmar, Kandiyohi	Professional, Scientific, and Technical Services (54)	Total, All Ownerships	2011	\$808	\$828	\$793	\$1,011	\$860
Willmar, Kandiyohi	Professional, Scientific, and Technical Services (54)	Private	2011	\$808	\$828	\$793	\$1,011	\$860
Willmar, Kandiyohi	Administrative and Support and Waste Management and Remediation Services (56)	Total, All Ownerships	2011	\$467	\$541	\$570	\$527	\$526
Willmar, Kandiyohi	Administrative and Support and Waste Management and Remediation Services (56)	Total Government	2011	\$871	\$903	\$969	\$916	\$915
Willmar, Kandiyohi	Administrative and Support and Waste Management and Remediation Services (56)	Private	2011	\$440	\$520	\$551	\$506	\$504
Willmar, Kandiyohi	Educational Services (61)	Total Government	2011	\$688	\$761	\$853	\$708	\$753
Willmar, Kandiyohi	Health Care and Social Assistance (62)	Total Government	2011	\$839	\$947	\$971	\$856	\$903
Willmar, Kandiyohi	Arts, Entertainment, and Recreation (71)	Total, All Ownerships	2011	\$186	\$185	\$198	\$200	\$192
Willmar, Kandiyohi	Arts, Entertainment, and Recreation (71)	Private	2011	\$186	\$185	\$198	\$200	\$192
Willmar, Kandiyohi	Accommodation and Food Services (72)	Total, All Ownerships	2011	\$250	\$254	\$272	\$270	\$262
Willmar, Kandiyohi	Accommodation and Food Services (72)	Private	2011	\$250	\$254	\$272	\$270	\$262
Willmar, Kandiyohi	Other Services (except Public Administration) (81)	Total, All Ownerships	2011	\$401	\$411	\$397	\$433	\$411
Willmar, Kandiyohi	Other Services (except Public Administration) (81)	Total Government	2011	\$1,248	\$1,308	\$1,578	\$1,511	\$1,411
Willmar, Kandiyohi	Other Services (except Public Administration) (81)	Private	2011	\$399	\$408	\$394	\$430	\$408
Willmar, Kandiyohi	Public Administration (92)	Total, All Ownerships	2011	\$828	\$911	\$863	\$878	\$870
Willmar, Kandiyohi	Public Administration (92)	Total Government	2011	\$828	\$911	\$863	\$878	\$870

* Business Employment Dynamics

2013 EDC Projects and Potential Projects

Projects/Potential Projects	Do Now	Concentrate on in the Future	On Hold Eliminate	Routine Ongoing
1. Business Retention Programs				
a) Align effort with two Kandiyohi County communities— Goal 1 SCR: It is highly important to see and be seen working in Kandiyohi County communities	SCR			
b) Consistent zoning/regulatory review— Goals 1 & 4 SCR: Future of this activity is controlled by entities other than EDC			SCR	
c) Discover Manufacturing. . Innovation Showcase— Goals 1 & 4 SCR: A let’s help local industry get the employees they need and to keep the young people home	SCR			
d) Community-Owned Grocery— Goals 1 & 5 SCR: This project has the opportunity to assist factions of the economy that are now underserved	SCR			
e) Continue work with Chamber’s GROW MN program SCR: Business leaders calling on business leaders is a laudable program		SCR		
2. Business Expansion—Build Capacity				
a) Social media and internet programs— Goal 1 SCR: Knowledge of ‘how to’ is a vital function to business utilization of internet highway	SCR			
b) 100% broadband coverage— Goal 1 SCR: A necessary physical tool that we can affect	SCR			
c) Financing workshops— Goal 1 SCR: Making sure our lending community is aware of governmental programs they can use in conjunction with private programs		SCR		
d) Pre-zoning of rural agribusiness intensive sites— Goal 1 SCR: Question of utilization and understanding of need		SCR		
e) Animal Science Conference and Venture Forum— Goals 1, 3 & 4 SCR: Brings attention to different elements of high-tech expansion into Kandiyohi County and the MinnWest Technology Campus	SCR			
f) Promote development of local Angel investment group— Goals 1, 3, 5 SCR: A vital tool to local business expansion – particularly business attraction	SCR			
g) Market Kandiyohi County— Goals 1, 4 & 5 SCR: Sounds elementary, but we need to assist in the development of ‘all’ of Kandiyohi County	SCR			
h) Facilitate success of new Willmar Industrial Park— Goals 1 & 4 SCR: We need to promote this facility—it will fill much faster with active marketing	SCR			
3. Business Attraction				
a) Railroad—passenger, west-end yard, Willmar Industrial Park— Goal 1 SCR: Both valuable endeavors but reliant on decisions made by other entities		SCR		
b) Downtown business attraction—all cities— Goal 1 SCR: It’s not going to happen without specific initiative	SCR			
c) Individual city as they identify opportunities and needs— Goal 1 SCR: We need to respond to cities when they request assistance, we need to determine areas in which we may assist our cities	SCR			

2013 EDC Projects and Potential Projects				
Projects/Potential Projects	Do Now	Concentrate on in the Future	On Hold Eliminate	Routine Ongoing
d) Inventory available commercial buildings and land— Goal 1 SCR: Could be put on hold—it is valuable to know what is available in buildings and land		SCR		
4. Regional Medical Center				
a) Downtown Willmar parking study— Goals 1 & 2 SCR: The EDC and Rice may be the principal entities interested in the study—I'm convinced it will be revealing regarding uses and needs		SCR		
b) Extended-stay lodging— Goals 1 & 2 SCR: This could be an asset for the downtown and for Rice			SCR	
c) Assist in medical staff attraction and retention— Goal 2 SCR: The determinants are forces beyond our control			SCR	
d) Recruit unmet medical needs— Goals 1 & 2 SCR: Are there medical businesses that ought to be available as a portion of our regional profile		SCR		
5. Airport				
a) Increased direct utilization—FBO, marketing plan— Goal 6 SCR: We have a underutilized investment and asset. The airport ought to assist in area economic expansion	SCR			
b) Increased indirect utilization—aviation-related businesses— Goal 6 SCR: Can we be reaching out to attract aviation supporting businesses?	SCR			
c) Satisfaction of present users of facility— Goal 6 SCR: This area is largely beyond EDC area of control, but 'trust but verify' is a good policy			SCR	
d) Air taxi and charter— Goal 6 SCR: Worthy goal, we must keep connected with possible providers		SCR		
e) Metro overflow, cargo— Goal 6 SCR: Metro utilization will be their decision		SCR		
6. MinnWest Technology Campus				
a) Attraction of new businesses to facility, marketing & sales— Goal 3 SCR: This facility is having an important effect in the direction and expansion of the Willmar/Kandiyohi County economy	SCR			
b) Attraction of personnel to businesses— Goal 3 SCR: The EDC may be used as a guide to senior management prospects for MWTC companies. Often – we find the regional medical facilities have a spouse/significant other that is a professional and is seeking employment			SCR	
7. Mid-Central Research and Outreach Center				
a) Assist University of Minnesota in identifying purpose— Goals 1, 3, 4 & 5 SCR: This facility has significant potential and is outside of U of M's typical area of expertise	SCR			
b) Commercialization of intellectual property— Goals 1, 3, 4 & 5 SCR: This must be an outreach activity and will attract high-tech business to the MWTC and the area, again is outside of U of M expertise	SCR			

c) Assist University of Minnesota in marketing the facility— Goals 1,3 & 5 SCR: EDC staff is well-connected in the region and state organizations that potentially may assist in illuminating the state's outstate business-community of potential asset	SCR			
8. Cooperation with similar agencies				
a) Regional renewable resources corridor— Goals 1, 4 & 5 SCR: We may join forces with regional assets to market renewable resource opportunities	SCR			
b) Regional biosciences corridor— Goals 1, 3 & 4 SCR: Opportunity to use collective assets to market local/regional opportunities	SCR			
c) Highway 12 improvement and regional marketing coalition— Goals 1 & 4 SCR: Opportunity to enhance Highway 12 potential		SCR		
d) Finish Highway 23— Goals 1 & 4 SCR: Trust but verify that it gets done		SCR		
9. Commercialization of Renewable Energy Projects				
a) Ag biomass to anhydrous ammonia— Goals 1, 3, & 5 SCR: Remains a potential project—implementation has significant local impact	SCR			
b) Fuel cell, algae— Goals 1, 4 & 5 SCR: Good project waiting for technology advancement		SCR		
c) Compressed natural gas— Goals 1, 4 & 5 SCR: I predict we'll see expansion in this area—we need to ensure our area is a beneficiary		SCR		
10. Value-added agribusiness-related projects				
a) Large dairy, Pennock— Goals 1 & 5 SCR: The dairy remains a viable project—decisions are not in our hands, but we need to ensure the environment is receptive when the opportunity is available		SCR		
b) Large beef finishing operation— Goals 1 & 5 SCR: This project may not happen, timing is not something we control, but we must be ready		SCR		
c) Dairy Research, Training and Consumer Education Facility— Goals 1, 3, 4 & 5 SCR: This has significant promise, Ridgewater is a definite asset, but there are obstacles	SCR			
d) Turkey Research and Development facility— Goals 1, 3, 4 & 5 SCR: This is going to happen—the U of M will control timing, but we may be able to affect pace of development and nature of facility			SCR	
11. Other				
12. Other				

Insurance Options

The EDC has a recently created option to amend employee family coverage. This is the county's plan for 2013

1. Family coverage - monthly premium	1,780.00
Employer cost	1,015.75
Employee cost	764.25
2. VEBA monthly	1,257.50
Employer	744.75
Employee	512.75
One time	2,400.00
Deductible	6,250.00
Recommended monthly	100.00
3. Option three	As is, pay single coverage 722.50/mo