

Rapid City Area Economic Development Partnership Board of Directors
Meeting Minutes
March 15, 2006
Dacotah Bank, Board Room
10:00 a.m.

PRESENT:

Jeff Carsrud	Bob DeMersseman	Bill Gikling	Dr. Rich Gross
Terri Haverly	Debra Jensen	Kip Larson	Jim McKeon
Karen Olson	Don Patnoe	Tom Rau	Loni Reichert
Rick Rylance	Mike Schumacher	Fred Thurston	Pat Tlustos

Guests: Patsy Schmidt

I. CALL MEETING TO ORDER

Vice Chairman Gikling called the meeting to order.

II. APPROVAL OF MINUTES

Minutes from the February meeting were previously emailed. Rylance motioned for approval of the minutes. Tlustos seconded the motion. All approved. Motion carried.

III. FINANCIAL REPORT

Tlustos provided the February financial report. Copies of the Balance Sheet and Profit and Loss had previously been emailed to the board. He provided the board with a copy of the membership report showing members who paid dues in February. Income is down due to timing issues and memberships written off in 2005, expenses on track at this time. Rau motioned for approval of the financials as presented. Rylance seconded. All approved. Motion carried.

IV. WESTERN DAKOTA TECH PRESENTATION

Dr. Gross provided the board with an update on the GIFTS Campaign they have been working on over the past year. He then introduced Patsy Schmidt who provided the board with a PowerPoint presentation and an overview of a concept that will result in the restructuring of their services with the key focus on the Business and Industry Training department. Changes will include a change in the program name, change in its mission statement, and the development of new initiatives. Board discussion and questions followed the presentation.

V. BYLAW REVISION

Haverly reported at the February meeting Dave Schmidt mentioned reviewing the bylaws. Haverly will work with volunteers on that review and Gikling suggested including the new board members in this process.

VI. N2TEC/CEO PROGRAM

DeMersseman reported the second round of projects will be introduced by mid April. An additional program known as Students in the Science and Technology Entrepreneurship Program (STEP) will involve students attending a 10 week N2TEC Summer Institute at South Dakota School of Mines & Technology this summer. Black Hills Vision has announced its support of the establishment of the N2TEC Institute (National Network for Technology Entrepreneurship and Commercialization) to be located in the Black Hills and made up of a partnership of universities, industry, and government organizations committed to raising the level of innovation and technology commercialization. This program will set the groundwork for rural communities and regions to effectively network with large research institutions and laboratories locally and nationally.

VII. BUSINESS INCUBATOR

Haverly reported completion of the facility is expected in about 6 weeks. May 15 is the scheduled date for delivery of all office equipment and furniture. Work is being done on the completion of the client manuals and admission agreements. Meetings have been held with the first prospect interested in space in the incubator. This company would be working with research activity and would make use of the high bay area of the building.

VIII. MARKETING

DeMersseman reported Dana Medlin, SDSM&T, whom we contacted to represent Rapid City along with the State at the Shot Show in Las Vegas, received several prospect leads. The shooter industry is very interested in technology. Medlin is interested in shooting industry and was also able to provide information on technology being conducted at SDSM&T. DeMersseman is working on the ad campaign to market the Gillette and Casper Wyoming areas. Haverly reported she is working on developing a prospect template book which will make requests for information more streamlined and professional looking. Work is also being done on updating the website. Haverly asked for help developing a map to be included on the land and buildings page. Dr. Gross offered WDTI to help with this project.

IX. PROSPECT REPORT

DeMersseman reported we are working with two call centers which are both very interested in the Green Tree facility. Work also continues with a small manufacturing company interested in moving its company to the Black Hills area. Several meetings have been held regarding the Air Force financial services center. A decision is expected sometime in April.

X. EX OFFICIO REPORTS

A. CITY OF RAPID CITY

Olson reported discussion continues on the 0.16 Fund as a tool for development in the city. Schumacher added the Capitol Improvement Programs (CIP) is being considered as funding for existing development and the 0.16 for new and expanding. Also, due to the high rate of growth the city is working on updating its utility master plan. The utility master plan will provide the City with a planning document as well as a set of tools and processes for future growth. The City is utilizing a two phase process to complete the utility master plan. Phase I of the master plan is a detailed look at what the City's needs and goals are for the master plan. Phase II of the master plan is the implementation of scope developed during Phase I of the project. Utility master plan presentation will be located on the city website.

B. PENNINGTON COUNTY COMMISSION

No report provided.

C. SOUTH DAKOTA SCHOOL OF MINES & TECHNOLOGY

No report provided.

D. WESTERN DAKOTA TECHNICAL INSTITUTE

Dr. Gross reported due to this years legislative funding decisions, some funding will be provided as a one time funding source resulting in a shortage for program and salary funding. Due to budget shortages the planned Field Engineering Technology program has been put on hold for another year. Although the institute will be able to expand the Gaming Technicians program for gaming operations with the goal is to make it a national training center.

E. CAREER LEARNING CENTER

No report provided.

F. CHAMBER OF COMMERCE

McKeon reported the Chamber is very involved in the City Center project. The State of Local Governments is scheduled for April 19. The diplomat fundraiser "Putting on the Ritz" will be held April 29. The Chamber Board retreat will be in Sioux Falls on April 27 and 28 with the focus on international trade and technology. McKeon suggested the board contact their legislators with their opinions on Governor Rounds vetoing a measure that sought to compensate South Dakota retailers for their expense in collecting the state and city sales taxes. McKeon also announced the Rapid City Chamber of Commerce has been awarded a five star accreditation rating.

XI. COMMITTEE REPORTS

A. EXECUTIVE COMMITTEE

DeMersseman reported Randy Brown, Walmart representative, has conducted a marketing study of the Rapid City area and is willing to share that study with us after the Highway 16 Walmart project is completed.

B. WEST RIVER BUSINESS SERVICE CENTER/GENESIS

No report provided.

C. SCORE

No report provided.

D. ITEMS FROM THE FLOOR

DeMersseman provided the board with copies of the J.A.I.L. Initiative that was discussed at last months board meeting. The copies provide the board with bullet points for discussion on the initiative. See attached for more information. Haverly handed out Give us a tip cards to board members to pass on to interested companies considering relocating a business to Rapid City. Olson questioned if anyone gathers data on where the people purchases houses are coming from. Rau stated he will check with the Home Builders Association to see if they have this information.

There being no further business, the meeting was adjourned.

Respectfully submitted,

Loni Reichert, Office Manager