CALL TO ORDER
Vice Chair Hampson called the meeting to order at 7:30 a.m.

PUBLIC COMMENT
There was no public comment.

APPROVAL OF MINUTES OF THE JULY 7, 2016 LA CROSSE COUNTY ECONOMIC DEVELOPMENT FUND
MOTION by Holtze/McKenney to approve the minutes of the July 7, 2016 La Crosse County Economic Development Fund; *Motion carried unanimously*; Johnson, Miller and Wettstein excused.

UPDATE ON CO.MILL CO-WORK SPACE
Todd Mandel, from Couleecap, was in attendance to provide an update on the operations of the Co.Mill co-work space that the County provided funding for. Co.Mill provides entrepreneurs a low-cost option for starting or running their businesses by reducing overhead and creating collaboration and connections between entrepreneurs. They are in the basement of 444 Main Street and have been in operation for 11 months. They've supported 22 businesses with the average membership being 5-6 businesses. There are three kinds of memberships: Drop-In; Desk Membership (traditional); and Semi-Private Offices.

Todd indicated that they are involved in negotiations with three different business locations that are above ground. They are on track to break even with or without grant support. They have received $7,000 in grant money from Wells Fargo and a couple of private donors, in addition to the County money. They expect to renew the Wells Fargo grant again this year.

LOAN APPLICATION FROM PERFORMANCE ELITE GYMNASTICS
The loan application from Performance Elite Gymnastics was included in the packets. The loan request is for $149,000. Our loan criteria states a minimum of 10% equity participation in the project. There was talk at the last meeting of negotiating this if there was an owned real estate component. This project does have this, as they are proposing to build a new building in Holmen which will have significant value. They are proposing $95,000 in equity which would come in the form of $20,000 in cash and $75,000 in the excess value of equipment. They are claiming additional equity that comes out of the appraisal that they received on the building. The land cost is $280,000 but it appraised at $300,000 for a difference of $20,000. The building will cost approximately $1.5 million but the appraisal indicated a value of approximately $1.8, so a difference of about $295,000.
They are projecting to create 3 full time jobs and about 18 part-time jobs in the next two years. This will need to be converted into full-time equivalents. The CDBG requirement is that we can only lend up to $20,000 for every full-time equivalent job that is created. The loan request would require 8 full time equivalent jobs. The maximum loan we could give them based on 6 estimated FTE jobs created per CDBG guidelines would be $120,000. Discussion ensued.

**MOTION** by McKenney/Giese to refer for 30 days pending more information on getting 10% equity and number of full time jobs created. **Motion carried**; Johnson, Miller & Wettstein excused; Nikolay abstained.

**UPDATE ON RIVER STEEL**
Greg Flogstad distributed an email that he received from Tim Brennan of River Steel. River Steel has fallen behind on loan payments over the past few months, but are attempting to catch up. Things are improving; they are starting to hire again; cash flow positive; they are current on industrial revenue bond payments, but are in arrears by 7 months to Associated Bank. Their last payment to the County was in February 2016, but they are hoping to catch up in 3-4 months. If a payment doesn’t come in on August 20th or 21st, as scheduled, staff will set up a meeting with them.

The West Salem building is for sale or lease, as the downturn in global mining, together with Caterpillar’s outsourcing those remaining orders to Mexico, has left them with some physical capacity not fully utilized.

River Steel has three loans totaling $350,000 with a balance of $246,000.

**LA CROSSE CENTER EXPANSION SUPPORT**
Included in the packets is a resolution that will be going to the Executive Committee and County Board in August encouraging the State to support the La Crosse Center Expansion Project. This will have no direct fiscal impact to the County, except the multiple financial benefits from enhanced economic activity with the increased events enabled by the expansion project. It will go on record that the La Crosse County Economic Development Fund supports this effort.

**BOARD COMPOSITION**
With a vacant seat on the EDF, Vice Chair Hampson asked members to be thinking of what specific skillset or representation we need as a replacement. Some members thought it would be beneficial to have an accountant or CPA who is familiar with financials. Others thought possibly a manufacturing type of a person. If you have specific names, please contact Tara.

**UPDATE ON COUNTY PROPERTIES**
- International Business Park II – An Intergovernmental Agreement has been drafted and is in final review stages. Utilities and street improvements are currently being designed for February bidding and start of construction in April 2017. Negotiations for a land sale from La Crosse County to the City of La Crosse should start in earnest in August 2016.
- Administrative Center/Downtown Campus – County projects continue to move forward on time and on budget. Belle Square held an open house for the apartments and plan to start welcoming the first tenants in August.
- Lakeview Business Park – No updates.
AGENCY UPDATES
None noted.

NEXT MEETING: September 1, 2016

FUTURE AGENDA ITEMS:
- Budget
- Performance Elite Gymnastics loan

ADJOURN
There being no further business, MOTION by Richards/Lange to adjourn the meeting at 8:47 a.m. Motion carried unanimously; Johnson, Miller and Wettstein excused.

APPROVED October 6, 2016 - Terri Pavlic, Recorder