CALL TO ORDER
President Johnson called the meeting to order at 7:30 a.m.

PUBLIC COMMENT – there was no public comment.

APPROVAL OF MINUTES OF THE OCTOBER 3, 2019 LA CROSSE COUNTY ECONOMIC DEVELOPMENT FUND, INC. MEETING
MOTION by Giese/Kruse to approve the minutes of the October 3, 2019 La Crosse County Economic Development Fund, Inc. meeting. Motion carried unanimously; DeVore and Weidenbach excused.

LAKEVIEW BUSINESS PARK UPDATE
The Village of West Salem has contracted with Gerke Excavating to do their stormwater work, which is now complete. La Crosse County has one small project, which is raising a berm, behind the new Gundersen Facility (formerly River Steel), which should be completed by the end of the year. All of these projects should minimize the potential for any flooding in the future. We are negotiating with the Village of West Salem for an option to purchase so they would be the only governmental agency negotiating with potential developers for that site. A draft of this Option to Purchase will come before the EDF committee for consideration likely in December.

XCEL ENERGY CERTIFIED SITES PROGRAM
The Lakeview Business Park has been certified by Xcel Energy as one of their very first Certified Sites, similar to the Golden Shovel sites program. Charlie Handy passed around two plaques that were awarded to the La Crosse County Economic Development Fund for the Lakeview Business Park becoming the first certified site in the Xcel Energy Certified Sites Program.

REVOLVING LOAN FUND UPDATE
Included in the packets were the financial reports for the following revolving loan funds:

Federal EDA Fund: Fund balance of $73,925.14. There are two active loans: River Steel, which is current with their bankruptcy settlement payments, and Pearl Street Brewery, who is 17 days late in their payment, but they have been late before and have always caught up. Also, Pearl Street Brewery has met their employment requirements that are required in the Loan Agreement.

Community Development Block Grant Fund: We can no longer make loans out of this fund and at some point need to close. These funds will then be available for other CDBG eligible purposes in La Crosse County. In this fund, Skipperliner continues to make payments on their loan, and it is fairly well secured with the real estate; there is a balloon payment due in a couple of years, so hopefully will be paid off. River Steel (similar to the previous fund), per a Bankruptcy Agreement, makes quarterly payments. S&S Cycle and Love Child are both current in their loan payments. Staff is working with the Village of Bangor on the
project that will hopefully use those Close grant dollars. Staff will also be preparing to close the CDBG-funded RLF in early 2020 in accordance with the direction from the Wisconsin DOA.

Micro Loan Fund: All loans are current. The terms of the Craft and Vendor Marketplace loan were renegotiated, and they are working on their financial reporting. They will be closing their downtown location at the end of the year but will continue to operate the northside location. Holistic Home Care is paid up into January, however, they are out of business. The owner has assured us that she will continue to make the payments on the loan. Le Chateau has not opened the bakery yet but hopefully will open in the spring of 2020.

CONSIDERATION OF VENDOR TO ADMINISTER CDBG SMALL CITIES PROGRAM
La Crosse County is the lead county of an 11 county consortium for the Small Cities Housing Program. La Crosse County placed the administration of the CDBG housing for the next grant round out for RFP in October. We received one proposal from Couleecap, who is also our current administrator (since 2011). Staff has gone over the proposals and the HUD rules and are recommending Couleecap to administer this program for the next grant period. **MOTION** by Kruse/McKenney to approve continuing with Couleecap as administrator of CDBG Small Cities Program. **Motion carried unanimously;** Weidenbach excused.

AGENCY UPDATES:
- Greg Flogstad introduced Abby Nicewater, the new Senior Planner at Mississippi River Regional Planning Commission.
- Chris Hardie updated on the following:
  - Annual State of the Region Event November 13th at UWL
  - December 4th Housing Summit at AmericInn re: housing in the region
  - 7 Rivers Alliance Board has approved a new strategic plan
  - Early in 2020 stakeholders in the Workforce Development Plan will regroup to discuss how they are doing.
- Sam Bachmeier updated on the following LADCO events:
  - Gathered community leaders to travel to the HoChunk Nation to discuss the diversification of their revenue portfolio aside from their traditional gaming.
  - Working with WEDC to get together a group of potential manufacturers to travel to Mexico for a foreign direct investment manufacturing export trade mission in February.
  - 2 week membership drive planned in December to meet with current members and make sure they are doing the BRE (Business Retention Expansion) visits and adding additional members
  - Finalizing speakers for their annual meeting
  - Continue to work on real estate solutions for various projects in the area

NEXT MEETING: December 5, 2019 at 7:30 a.m.

FUTURE AGENDA ITEMS – none noted.

ADJOURN
There being no further business, **MOTION** by Augustine/Moua to adjourn the meeting at 8:07 a.m. **Motion carried unanimously;** Weidenbach excused.

APPROVED December 5, 2019 - Terri Pavlic, Recorder