ECONOMIC DEVELOPMENT FOUNDATION  
TEAMS CALL/VIDEO MEETING  
Wednesday, November 18, 2020  
1:00 p.m. – 4:00 p.m.

Economic Development Foundation members present: Kyle Blanchfield, Linda Butts, Tom Campbell, Bruce Gjovig, Lyn James, Tommy Kenville, Megan Laudenschlager, Vicki Monson, Kari Ness, Pamela Schmidt, Mike Seminary, Paul Steffes  
Commerce staff present: Shawn Kessel, James Leiman, Joshua Teigen, Bonnie Malo, Sara Otte Coleman, Katie Ralston, Sherri Frieze  
Guest present: Ellen Huber

WELCOME AND INTRODUCTIONS  
Lyn James, called the meeting to order at 1:00 p.m. welcoming the Economic Development Foundation members and guests.

APPROVAL OF MINUTES and FINANCIALS REPORT  
Motion: It was moved by Mike Seminary, seconded by Tommy Kenville to approve the minutes of July 15th and September 15th. Motion carried.

Motion: It was moved by Mike Seminary, seconded by Tom Campbell to approve the financial report for $92,196.93 as of November 9, 2020. Motion carried.

DEPARTMENT OF COMMERCE DIVISION UPDATED  
Shawn Kessel - Interim Commissioner  
Commerce  
• Organizational Chart  
  o Staff changes and newly hired staff - Administration, Economic Development & Finance, and Community Services.  
• Commerce Budget for 2021 Legislative Session  
  o Commerce budget has a 15% reduction in general funds and a 5% reduction in state funds.  
  o Partner funding has been reduced by more than half from last session.  
• Commerce Momentum Fund  
  o Momentum Fund – Eight programs planned to operate from this funding, previously known as the “Discretionary Fund.”  
• Rural Development Council  
  o Three committees:  
    ▪ Future Direction  
    ▪ Grants  
    ▪ Best Practices  
• Main Street Initiative  
  o Smart, Efficient Infrastructure theme for 2021  
  o One day summit in 2021  
  o ND2C Tool  
  o Community/Economic Development Ecosystem Map  
• Hospitality Emergency Grant (HERG) – Commerce was granted over $60 million for businesses and industries to create marketplace safety. Almost $40 million has been distributed, with the remainder moving to HERG.

James Leiman – Manager of Strategic and Innovation Operations  
Economic Development & Finance  
• Current projects have a high probability of success for ND.  
  o Intermodal Transportation  
  o UAS  
  o Energy – new approach is needed for ND.  
• Innovation Loan Technology Fund (LIFT)  
  o Energy Innovation Development Center:  
    ▪ Business development will help to move current efforts  
    ▪ Regulatory review for state preparation to operate more effectively  
    ▪ R&D  
• Economic Resiliency Grant (ERG)  
  o The granting period is closed. North Dakota businesses were able to apply for grant funding up to $50,000 (up to $100,000 for businesses with more than one location) for investments with the purpose of reducing the spread of COVID-19.
• Hospitality Resiliency Grant (HERG)
  o Funds used to reimburse eligible entities for costs in operations, such as payroll, rent, utilities, personal protective equipment (PPE), technology; and other expenses that comply with federal guidelines.

**Bonnie Malo – Director**  
**Division of Community Services**

• Community Services Block Grant (CSBG) through the CARES ACT
  o Federal funds received; $1.3 million

• Community Development Block Grant (CDBG) through the CARES ACT
  o Federal funds received; three allocations totaling $6.3 million

• Emergency Solutions Grant (ESG) through the CARES ACT
  o Federal funds received; two allocations totaling $5.1 million

**Katie Ralston – Director**  
**Workforce Division**

• Approved thirteen recommendations with four themes that address current needs and future assessments.
• Workforce Development Council is currently developing a communications plan
• Operation Intern
• Apprenticeship
• Technical Skills Grant
  o Federal funds received; $1 million – with a 1:1 company match
    • 9 programs supported; - CDL, CNA, wind turbine technician, data analytics, Information Technology.

**Sara Otte Coleman – Director**  
**Tourism and Marketing**

• Current statistics of lost revenue, taxes, trips from Canadians, hotel occupancy rate.
• Quarter 3 Report
  o 2019 to 2020 changes:
    ▪ State Park visitors
    ▪ National Park visitors
    ▪ Website visits
    ▪ Major attractions
    ▪ Local visitor centers
    ▪ Cumulative Lodging Tax
    ▪ ND Airport deplanements
    ▪ Canadian Border Crossing
    ▪ Statewide Hotel Occupancy Rate
  o Traditional Inquiries
  o Marketing Efforts
    • Reallocated unspent advertising dollars to the “Let’s Go There” effort
    • 2020 influencer campaign; a success that resulted in many blog and media posts, community visits throughout ND, with stories reaching 11.7 million people across the country.

**ADJOURNMENT**

**MOTION:** Meeting was unanimously adjourned at 3:45 p.m. Motion carried.

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Lyn James  
Date: 12.16.2020

Sherri Frieze  
Date: 12.16.2020

Lyn James
Chair

Sherri Frieze
Boards and Commissions E.A.