

**MEETING MINUTES LANGLADE COUNTY ECONOMIC DEVELOPMENT BOARD**  
**Monday, August 14, 2023**

**Members Present:** Thomas Bauknecht, Andrew Hessedal, Joel Zalewski, Tammy Walrath, Fred Westphal

**Members Present by Conferenced:** Sarah Koszarek

**Members Excused:** Lynn D'Amato, Sally Mulhollon, Dillon Gretzinger, Terry Brand, Warren Wagner

**Others Present:** Angie Close, Keri Beck, Congressman Tom Tiffany Intern Abby

Meeting was called to order at 4:00 p.m. by President Thomas Bauknecht.

**Public Comment:** Abby from Congressman Tom Tiffany's office gave a brief overview of what Congressman Tiffany has been working on - money returned to Wisconsinites, Responsible Borrowers Act, and Fentanyl Tracker Elimination Act.

**Minutes of Previous Economic Development Board Meeting:** Motion by Walrath, second by Koszarek to approve the minutes from May 15, 2023. All Ayes. Motion Carried.

**Consent Agenda:** Motion by Zalewski, second by Walrath to approve the Consent Agenda. All Ayes. Motion Carried.

**Closed Session:** At 4:02 PM, motion by Walrath, second by Westphal, to move into closed session pursuant to Wis. Stats. Section 19.85 (1) (e), to review two (2) Langlade County Economic Development Loan requests, review current Revolving Loan Fund status and current loan recipients, and to update on the Central Wisconsin Economic Development Loan Fund. Roll call vote. 6 Ayes. Motion Carried.

**Open Session:** At 4:30 PM, motion by Bauknecht, second by Westphal to return to open session. All Ayes. Motion Carried.

**Action 1:** Motion by Zalewski, second by Walrath, to approve Wes Klemann, LLC's dba Randy's Septic Pumping a LCEDC Revolving Loan Fund request not to exceed \$50,000 for a working capital loan. The working capital Loan will be amortized for 7-years with a balloon due in 5-years at an interest rate of 8.25%. All ayes. Motion carried.

**TERMS:**

- \$50,000 Langlade County Economic Development Corporation Revolving Loan Fund working capital loan will be issued to Wes Klemann LLC dba Randy's Septic Pumping with an amortization schedule of seven (7) years with a balloon due in five (5) years and at eight-point two five percent (8.25%) interest rate.

**Security**

- 2<sup>nd</sup> REM to CoVantage Credit Union on the residence located at N9344 County Road DD, Pickerel, WI 54465
- Personal guarantees from Wesley and Kimberly Klemann

**Matching Funds:**

- Purchase of Business June 2022; Total Asset Purchase Investment of \$150,000.00

**Payment Amount:** Monthly approx. \$787.17 amortized at 7-years with a balloon due in 5-years.

Information only on the current Revolving Loan Fund status, current loan recipients, and CWED loan fund update. No action taken.

**Economic Development Corporation:**

- a) **Approve LCEDC Budget vs Actual and Financial Report:** Close reviewed the LCEDC July 31, 2023 budget vs actual report and financial statements with LCEDC Board. Close noted additional grant administration income and tourism expense will be over budget and will be updated with additional City of Antigo Room Tax dollars received.

**Motion by Walrath, second by Westphal to approve the LCEDC budget vs actual and financial statements as presented. All Ayes. Motion Carried.**

- b) **Accept 2023-2024 Dream Up grant of \$75,000:** Close informed the LCEDC Board that an eleven (11) member Dream Up Task Force has been created with partnerships with NTC and LCEDC. LCEDC is the lead entity of the task force. The task force met three times in July with Wisconsin Department of Children & Family to develop a plan to increase childcare slots in Langlade County by educating new staff and opening new startup daycares. The Dream Up Grant requires the SMART Goals to be submitted by September 1 with all the grant money spent by February 15. Westphal mentioned that in the two years of the grant existence, LCEDC is the only economic development entity that has been awarded the Dream Up Grant.

**Motion by Westphal, second by Zalewski to approve excepting the \$75,000 Dream Up Grant to increase daycare slots in Langlade County. All Ayes. Motion Carried.**

- c) **LCEDC 2024 Budget and Timeline Update:** Close informed the LCEDC Board that LCEDC staff met with the City of Antigo to discuss LCEDC 2024 funding. Close presented LCEDC's pillars and activities at the July Langlade County Board meeting. The 2024 LCEDC draft budget will be reviewed at the September and October LCEDC Executive meetings and the October LCEDC Board meeting. The final 2024 LCEDC budget will be presented at the November LCEDC Board meeting.

- d) **Funding Policy Discussion:** Close informed the LCEDC Board that a funding policy is being looked at to set a minimum amount available in the reserve/emergency fund account. The reserve account was suggested by Kerber Rose as a fund to operate LCEDC for six months to a year if there were no funding sources.

**LCEDC Pillars Update:** Close updated the LCEDC Board on the following LCEDC Pillars:

**Business Development Efforts**

- **Entrepreneurial Program:** The Entrepreneurial Training Program (ETP) Orientation Day will be at 5:30 pm on Tuesday, August 28. The fall 9-week ETP Class will start on September 19. Classes will be on Tuesdays at 5:30 pm in LCEDC's conference room. No ETP Business Start Up Grant were awarded to the Spring 2023 ETP graduate(s) as none were ready to open their business. Since May, there are now three businesses that are ready. Spring 2023 ETP Business Plans will be presentations at the September LCEDC Executive Committee to award the startup grants. LCEDC will be applying for the WEDC Entrepreneurial Grant
- **Marketing Efforts on Commercial Listings:** LCEDC does maintain a list of available commercial properties online for sale or lease through Locate In Wisconsin. A link is available under "Available Site and Buildings" page on the LCEDC website ([www.langladecountywedc.org](http://www.langladecountywedc.org))
- **WEDC RFP Efforts:** WEDC emails out requests for proposals to bring new businesses to the State. Antigo and Langlade County rarely fits the criteria for these proposals, but in June an RFP was submitted for a wood plant. No information has been announced on what site was selected. When the proposals are sent out, they are generally due back in 1-2 days.

**Workforce Development Efforts**

- **Inspire Grow North:** Inspire connects students in Xellow (Career Cruising) with businesses/industry. CESA 8 and 9 has hired a new person as the business connector to be in Antigo.
- **Langlade County HR Taskforce:** The Langlade County Human Resource (HR) Taskforce has been meeting every other month on the 3<sup>rd</sup> Friday. The taskforce is sharing best practices to attract and retain employees in Langlade County with speakers and discussion. LCEDC is implementing some of the strategies into the LCEDC Strategic Planning. Childcare is the main discussion, but recent discussion was in regards to supporting Spanish speaking applicants.

**Community Development Efforts**

- **Broadband Commission:** The BEAD Funding planning grant that was received is helping to pay for mapping Langlade County for broadband planning. Langlade County was awarded a broadband grant to put in fiber in the Town of Peck, Vilas, and Summit. Additional funding was provided by Cirrinity, Langlade County, and the three towns for this project. Phase 2 of the project will be to erect an emergency service tower on the Town of Summit property. Another PSC grant is due November 7. The Broadband Commission is proposing submitting for the Neva Lake area.
- **Dream Up Team Childcare Taskforce:** Update was given in item b).

**Tourism Marketing**

- **Hotel/Motel Destination Marketing Dollars and Update of Efforts:** Beck updated the LCEDC Board on the following items:
  - The Antigo · Langlade County Welcome Center started summer hours will continue through September 30<sup>th</sup>. The building is open Monday through Saturday 10 am to 4 pm during this time. The last couple of weeks, there has been over 100 people coming through each week.
  - Langlade County has been putting up the Go To Spot signs. There are a couple left to be put up.
  - Langlade County saw record breaking tourism numbers in 2022. The total economic impact that benefitted our communities, businesses, and workers was \$77 million resulting from visitors spending \$52.9 million in Langlade County in 2022. Visitors supported 425 full- and part-time tourism jobs and generating \$4.2 million in tax revenue, an increase of 2.2%.
  - The Antigo Historic Audio Tour is in the StriveOn App. Marketing of the audio tour was available at the Langlade County Fair and inside the Antigo School District new teacher packets. Beck was also on the Breakfast Club and information is available at the Welcome Center.
  - LCEDC had tourism information available at the Langlade County Fair. There were 178 items taken. Information was also available at the Wisconsin State Fair on August 4. There were 740 guides with additional 206 items taken. Four hundred of the new Langlade County Tourism bags were given away.
  - A Langlade County Tourism welcome letter was submitted for the Wisconsin Trappers Conference on September 8-9. The letter will be part of conference booklet.
  - Langlade County Information was provided to the Jack Lake Silent Sports Association for the Ironbull Midwest Bikepacking Summit at Jack Lake on September 7-9.
  - Recent print advertisements in the July/Aug issue of On Wisconsin Outdoors and the Up North Action Magazine were available to view. The July issue of the Up North Action Magazine feature biking in Langlade County.
  - Langlade County Tourism commercials are being promoted on WAOW Channel 9.
  - The two social media posts announcing Perch Lake Campground opening on June 9th reached 44,023 people with 6,482 engagements, 1,151 link clicks, and 179 shares.

- LCEDC held a Historic Tax Credit presentation at the Antigo · Langlade County Welcome Center for all three Langlade County historical society organizations and area financial institutions to learn more about the tax credit.

e) **Update on Other Economic Development Corporation Activities:** Zalewski updated the Board that YMCA discussions will be on hold until the school district addresses their facility's needs.

**Old Business:** No old business was discussed.

**Future Agenda Items and set date for next meeting (action item):** No future agenda items was brought forward. The next LCEDC Board meeting will be at 4:00 pm on October 16, 2023.

**Adjourn:** Motion by Westphal, second by Walrath to adjourn at 5:28 p.m. All Ayes. Motion Carried.

Respectfully submitted, Thomas Bauknecht, President

A handwritten signature in cursive script that reads "Thomas Bauknecht". The signature is written in black ink and is positioned below the typed name of the president.