

# QLife Network

## QualityLife Intergovernmental Agency

### MINUTES

#### QLife Regular Board Meeting

**Thursday, July 23, 2015, Noon**  
**The Dalles City Hall, 313 Court Street**  
**2<sup>nd</sup> Floor Conference Room**

#### Call to Order

The meeting was called to order by President Larson at 12:04 p.m.

#### Roll Call

In attendance: Erick Larson, Scott Hege, Taner Elliott, Dan Spatz

Absent: Brian Ahier

Staff in attendance: Nolan Young, Izetta Grossman, Keith Mobley, John Amery

Guest: Business Development Director for the City of The Dalles, Gary Rains

#### Approval of Agenda

It was moved by Spatz and seconded by Hege to approve the Agenda as submitted. The motion carried unanimously, 1 absent.

#### Approval of June 25, 2015 QLife Regular Board Meeting Minutes

It was moved by Hege and seconded by Elliott to approve the Minutes of the June 25, 2015 regular meeting. The motion carried unanimously, 1 absent.

#### Financial Reports

Young reviewed the financial reports, there were no questions.

#### Action Item

Business Incubator Partnership: Rains reviewed location, history, ways to help with business retention. He said the process had started in October with discussions with the CORE group (Port, Mayor, City Manager and himself). In January the opportunity came up to work with MCMC – finding them other space, the Craig Building; and MCMC giving a large discount on the lease of the old NoCor building for the incubator. The building is unique in layout, size and has parking.

Rains had many conversations with people, most liking the idea, but wanting someone else to step out first. OEN could be larger, a more regional program. The State is waiting for funding. In August Rains will speak with Heather from the State.

Rains said he was asking for \$38,000 for lease payments of \$1,000 per month and utilities for the first year. He said he had five businesses inquiring about the space and others who are willing to be mentors. He said the interest and opportunity was there.

Young said that a month ago he had given a talk at Governmental Affairs and someone there said 90% of incubators fail. He said that in this case Rains had success with three other incubators. He said the City hired Rains to fill vacancies and create jobs in the whole community. Young said that the purpose of QLife had been to be an economic development engine. This was an opportunity for QLife to grow as a result of this investment as well as help the community. He said experience and common sense say this will be a success.

**Dan Bubb arrived 12:12 p.m.**

Larson said previously QLife had agreed in concept to provide connectivity.

Elliott asked if Innoventure on the Port of Hood River was initially rent free, provided by the Port. Rains said yes.

Larson asked who else had been asked for \$1000 per month. Rains said everyone indicates approval, but no one wants to be the first to put forth funds. They want to wait and see what happens. OIB would be grant/loan; MCEDD has no resources until after it is established.

Spatz felt it was driven by space not a program. He spoke with Port/Main Street/MCEED they aren't ready to commit, they want to see the specifics of the program. He felt details needed to be fleshed out. He wanted a meeting with Port, MCEDD, Main Street, Small Business Development Center, to decide what program was needed. He said he would not support the program until that happened.

Rains said it wasn't space driven, it was need driven. However, the space was very diverse, had parking and MCMC was willing to give a deep discount in lease payments. He said this was a unique convergence of the stars creating an opportunity to grow the economic opportunities for the community.

Hege said he thought everyone supported the idea, but is this proposal the "best way/place" to serve the needs.

Klebes from Main Street said he felt it did fill a need, space is good, Main Street needs a space for their office. Main Street has no money; strategic partners are needed to move the project farther.

Rains said the building has 9000 square feet; on three floors; office space and maker space; parking; roll up doors. He said the space is unique, and MCMC has stepped up with the greatly reduced lease.

Spatz said partners need to sit down around a table and come up with a specific program to justify the investment.

Larson asked if QLife declined to fund the lease, would the project be dead?

Rains said it could change.

Young said the project wasn't new, it had been discussed at Community Outreach Team meetings for two or three years, and was a topic at an Oregon Connections Conference a couple of years ago – the City of Eugene assisted in the incubator there. The space had been analyzed, the savings provided by MCMC (lease with \$48,000 savings) would not be found at another location. He said there was not another building with the space already created into maker space and office space.

Larson asked if the ask needed to go before City and County before QLife could commit. Mobley said no, that it was a decision the Board could make.

Young proposed that QLife agree to providing broadband for 6 months or 12 months with a clause that program development plan would come back to board in four months. The lease had a 120 day clause, putting \$6,000 at risk to tie up the property.

Elliott said the building would probably still be there, no hurry to decide.

Larson said MCMC will use the building if wasn't developed for the Business Incubator Center.

Hege said he wanted to know if it was sustainable, would it work.

Young said in four months there would be history to answer those questions. He felt \$6,000 to \$12,000 was worth the risk.

Hege and Spatz said the meeting with Port, MCEDD, Small Business Development Center, Rains, Hege and Spatz was needed. Hege offered to organize the meeting.

Mobley said he was involved in starting a business enterprise center in Corvallis – 76% of the businesses started there have moved on to success. He asked why do we sell ourselves short in The Dalles? Why can't it work in The Dalles? He said the people at this table are the leaders of the community, and need to be forward thinking.

Spatz said he wanted to see it succeed, wanted to see more partners at the table.

It was moved by Spatz and seconded by Hege to request that Gary Rains in conjunction with Wasco County Commissioner Hege research the incubator concept with Port, SBDC, MS, MCEDD and other appropriate parties and return with mutually agreed upon program design for consideration of the full request by the QLife Board. Motion carried unanimously, one absent.

#### Reports

Aristo Operational Management Report – Hege asked if there had been headway made on the CPU. Amery said not yet. Hege asked if the tree trimming had been completed. Amery said no, but he had identified a couple places and would be arranging work soon.

Broadband agreement with LSN using State Grant funds – Mobley reported that Kate Skinner believed \$400,000 would be allotted to the Maupin broadband expansion. CenturyLink had shown interest. Gorge.net would be the last mile provider. He said QLife had the option to create POP with some investment. Lottery bonds would be sold in 2017. LSN would take the fiber to cell towers, creating revenues for QLife. Mobley asked Bubb if it would provide opportunity for Gorge.net. Bubb said yes, it could, might be able to use a s backhaul.

Amery asked if a plan was defined. Mobley said not yet.

Bubb asked if QLife would be the owner of the fiber and would QLife provide broadband to government/schools? He said that it would be information for him to have for his business plan. He said South County wasn't thriving economically; therefore there were not enough business for many providers.

**Spatz retired from meeting at 1:15 p.m.**

**Elliott retired from meeting at 1:22 p.m.**

Next Meeting Dates: Regular Board Meeting September 24, 2015 Noon

#### Adjourn

The Meeting was adjourned at 1:24 p.m.

Respectfully submitted:  
Izetta Grossman Secretary

Signed:



~~Brian Ahier Secretary/Treas~~

Dan Spatz - V.P