



Economic Development Advisory Committee  
West Fargo City Hall, West Fargo Room  
Thursday, November 6<sup>th</sup>, 2025  
8:00 -9:30 am

**Voting Members**

Eddie Sheeley Chair  
Banking  
Choice Financial  
Marshall McCullough  
Service V.Chair  
Ohnstad Twichell  
Jaysen Schock  
Past Chair  
Manufacturing  
Cargill  
Chad Brousseau  
Utilities  
Cass County Electric  
Tom McDougall  
Technology  
High Point Networks  
Melissa Sampson  
Retail  
Melissa Sampson  
Photography  
Jeffrey Volk  
Const./ Engineering  
Moore Engineering

**Ex-Officio Members**

Shannon Full  
FMWF Chamber of  
Joe Raso  
GFMEDC  
Levi Bachmeier  
WFPS  
Robert Wilson  
Cass County

**City Commissioners**

Brad Olson  
Amy Zundel

**City Staff**

Dan Hanson  
Senior Director of Com. Srv.  
Casey Sanders- Berglund  
Economic Development  
Aaron Nelson  
Planning Director  
Paul Fracassi  
City Assessor  
Evan Frisk  
Economic Development

The Economic Development Advisory Committee (EDAC) meets regularly on the first Thursday of every month to review incentive applications and other items pertaining to the Economic Development within the City of West Fargo. The committee provides recommendations to the City Commission for final review. All Committee meetings are open to the public and any Executive Sessions abide by North Dakota Century Code. The Committee reserves the right to hold special meetings at its discretion to facilitate efficient development within the City of West Fargo.

**AGENDA:**

1. Call to order
2. Attendance roll call
3. Approval of last meetings minutes
4. Approve order of Agenda
5. EDAC Application Review and Selection (Casey Sanders-Berglund)
6. Department YTD 2025 Review (Casey Sanders-Berglund)
7. Non-Agenda Items
8. Adjournment

**Future Meeting Dates (1<sup>st</sup> Thursdays of each month)**

Thursday, December 4, 2025

Thursday, January 8, 2026

Thursday, February 5, 2026



**West Fargo Economic Development  
Advisory Committee  
Thursday, October 2<sup>nd</sup>, 2025  
8:00 am**

The City of West Fargo Economic Development Advisory Committee met on Thursday, October 2<sup>nd</sup>, 2025, at 8:00 am.

Voting Members Present: Eddie Sheeley (Chair), Marshall McCullough (Vice Chair), Jaysen Schock, Chad Brousseau, Melissa Sampson, & Jeffery Volk.

City Staff: Casey Sanders-Berglund (Economic Development Manager), Paul Fracassi (City Assessor), Dan Hanson (Senior Director of Community Development), & Evan Frisk (Economic Development Coordinator).

Ex-Officio Members: Ryan Aasheim (GFMEDC)

Commissioners: Brad Olson

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Melissa called the meeting to order.

Marshall moved and Melissa seconded to approve the minutes for September 4<sup>th</sup>, 2025, as presented. No opposition. Motion carried. Marshall moved and Jeff seconded to approve the Order of Agenda. No opposition. Motion carried.

Casey Sanders-Berglund Introduced Dylan Engel and Kasey Chesley, they are the owners of ParGo LLC which is two themed 9-hole indoor mini golf gaming experience. The location of ParGo LLC will be at the Northern Lights. The space will include a full restaurant and bar as well as an event space. They are requesting public support with a gap funding support grant of \$75,000 which will come from economic development sales tax to help be a part of the financial stack needed to complete the risk mitigation efforts for this business. The projected sales tax for the first three years will be just about \$100,000. ParGo LLC will be creating 4-5 full-time jobs and 10-12 part-time jobs with operating hours of 11:00am-11:00pm. It was also mentioned that the closest indoor mini golf gaming experience is in Minnesota near Minneapolis. Marshall Moved to approve, Chad Seconded. No opposition. Motion carried.

Casey Sanders-Berglund brought forward an opportunity to the EDAC for one of the members to speak about the EDAC at the Civic West Fire Hall Chats in November 2025. There was no decision or motion to be carried. Casey Sanders-Berglund also requested to reschedule the EDAC meeting date of January 1<sup>st</sup>, 2026, to January 8<sup>th</sup>, 2026.

Casey Sanders-Berglund brought forward the Growth in Action draft for the EDAC to review and make any recommendations to the format, design, and information. There was no decision or motion to be carried.

There are two items for the non-agenda items. First, Casey Sanders-Berglund announced that Cairn Reisch has stepped down from the EDAC. And second, there has been a county update on incentive policy for TIF and Renaissance Zones. Eddie motioned and Jeff seconded to adjourn the meeting. No opposition. Meeting was adjourned.

Chair, Eddie Sheeley

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# Application for Boards and Commissions

10/14/2025 1:15 PM (CDT)



## Application for Board and Commission

**Board or Commission for which you are applying:** Economic Development Advisory Committee

**First Name** scott

**Last Name** johnson

**Email Address** [REDACTED]

## Residential Address

**Street Address** [REDACTED]

**City** west fargo

**State** North Dakota

**Postal/Zip Code** 58078

**Country** United States

**Phone Number** [REDACTED]

**Current Employer** Northwest autobody inc

**Job Title** owner

**Employer Address** 1534 main ave fargo nd 58103

**Highest Level of Education Completed** Bachelor's

**School Attended** MSUM

**Field of Study** Generals

**Memberships in Organizations and Offices Held (Indicate dates held):** Captain West Fargo rural fire department , Poc fire fighter City of West Fargo 12 years, Board for NDSCS Collison repair, Fire science Board member West Fargo rural fire department

**Volunteer Activities (Indicate if past or present):** Shriner , volunteer fire fighter , NDSCS Board for collision repair



**Your Special Skills and** My skills I believe are I'm willing to try new things that will improve me and my

**Qualifications:** business and also help out my community to improve it.

**Why are you interested in joining this board/committee? What skills/qualifications will you bring to the role?** I bring new ideas and love seeing people help fulfill there dreams owning and running a business.

**Professional References**

**List up to three professional references (Name and Phone Number):**  
Rory Jorgensen 701-371-5536 City commissioner  
Russ Drake [redacted] MPD Performance  
Tim Czichotzki [redacted] Dakota Bumper and body supply  
Jess McLaughlin [redacted] Mclaughlins RV and Marine

**Upload Cover Letter and Resume**  
 Scott\_Johnson\_Cover\_Letter\_West\_Fargo\_Economic\_Advisory\_Committee.pdf  
 Scott\_Johnson\_Resume.pdf

**Date** 10/14/2025

Scott Johnson  
Owner, Northwest Autobody Inc.  
West Fargo, ND

[10/14/25]

West Fargo Economic Advisory Committee  
City of West Fargo  
800 4th Avenue East  
West Fargo, ND 58078

Dear Members of the Selection Committee,

I am writing to express my interest in serving on the West Fargo Economic Advisory Committee. As the owner of Northwest Autobody Inc., a long-standing business in our community, I have developed a deep understanding of the local economy and a strong commitment to supporting West Fargo's continued growth and prosperity.

Over the years, I have worked closely with residents, other business owners, and city representatives to strengthen community connections and promote a thriving local business environment. My experience in small business management has provided me with firsthand insight into the challenges and opportunities that face local enterprises. I believe these perspectives, combined with my passion for community engagement, would allow me to contribute meaningfully to the committee's mission of fostering economic development and strategic planning for the future of West Fargo.

I would be honored to collaborate with fellow committee members and city leaders to support initiatives that enhance our economic vitality and maintain West Fargo's reputation as a strong, forward-thinking community.


Thank you for considering my application. I look forward to the opportunity to contribute my experience and dedication to the Economic Advisory Committee.

Sincerely,

Scott Johnson  
Owner, Northwest Autobody Inc.

# Scott Johnson

West Fargo, North Dakota



## Professional Summary

Community-focused business owner and public safety leader with extensive experience in operations management, workforce development, and community engagement. Dedicated to fostering collaboration between local businesses, educational institutions, and city organizations. Approachable, adaptable, and passionate about supporting sustainable economic growth and the well-being of the West Fargo area.

## Professional Experience

### Owner | Northwest Auto Body Inc.

*West Fargo, ND | 2006 – Present*

- Oversee all aspects of operations, budgeting, and customer relations for a successful local business.
- Build strong partnerships with customers, suppliers, and city officials to promote trust and service excellence.
- Support workforce development by mentoring young professionals and collaborating with local training programs.

### Captain & Board Member | West Fargo Rural Fire Department

*West Fargo, ND | 2013 – Present*

- Provide leadership in emergency response, personnel training, and departmental strategy.
- Strengthen collaboration between rural and city fire services for enhanced emergency coordination.
- Promote public safety awareness and volunteer engagement through community outreach.

### Firefighter | West Fargo Fire Department

*West Fargo, ND | 2013 – Present*

- Respond to emergency incidents with professionalism and teamwork.
- Participate in community events and safety education programs to strengthen local engagement.

### Board Member | NDSCS Collision Repair Advisory Board

*Wahpeton, ND | Ongoing*

- Advise on curriculum alignment with current industry standards and workforce needs.
- Support initiatives connecting students to career opportunities in technical trades.

### Team Member | McLaughlin's RV & Marine

*Fargo, ND | 2001 – 2006*

- Assisted in daily operations, sales, and customer support.
- Developed skills in business operations and customer relationship management.

## **Education**

**Bachelor of Science | Minnesota State University Moorhead (MSUM)**

Major: General Studies

**Associate of Applied Science Degrees (2) | North Dakota State College of Science (NDSCS)**

Majors: Liberal Arts and Fire Science

**NREMT Certification | National Registry of Emergency Medical Technicians**

## **Key Strengths**

- Approachable and team-oriented leadership style
- Strong community engagement and relationship building
- Commitment to learning, mentoring, and professional growth
- Passionate about local business and public service collaboration

the 1990s, the number of people in the world who are undernourished has increased from 600 million to 800 million (FAO 2001).

There are a number of reasons for this increase. One of the main reasons is the increase in the world population. The world population is expected to increase from 6 billion in 1999 to 9 billion by 2050 (UN 2000). This increase in population is expected to be concentrated in the developing countries, where the population is expected to increase from 4 billion in 1999 to 7 billion by 2050 (UN 2000).

Another reason for the increase in undernourishment is the increase in the number of people who are living in poverty. The number of people living on less than \$1 per day is expected to increase from 1 billion in 1999 to 2 billion by 2050 (UN 2000). This increase in poverty is expected to be concentrated in the developing countries, where the number of people living on less than \$1 per day is expected to increase from 1 billion in 1999 to 2 billion by 2050 (UN 2000).

A third reason for the increase in undernourishment is the increase in the number of people who are living in rural areas. The number of people living in rural areas is expected to increase from 3 billion in 1999 to 4 billion by 2050 (UN 2000). This increase in rural population is expected to be concentrated in the developing countries, where the number of people living in rural areas is expected to increase from 3 billion in 1999 to 4 billion by 2050 (UN 2000).

A fourth reason for the increase in undernourishment is the increase in the number of people who are living in urban areas. The number of people living in urban areas is expected to increase from 3 billion in 1999 to 5 billion by 2050 (UN 2000). This increase in urban population is expected to be concentrated in the developing countries, where the number of people living in urban areas is expected to increase from 3 billion in 1999 to 5 billion by 2050 (UN 2000).

A fifth reason for the increase in undernourishment is the increase in the number of people who are living in coastal areas. The number of people living in coastal areas is expected to increase from 1 billion in 1999 to 2 billion by 2050 (UN 2000). This increase in coastal population is expected to be concentrated in the developing countries, where the number of people living in coastal areas is expected to increase from 1 billion in 1999 to 2 billion by 2050 (UN 2000).

A sixth reason for the increase in undernourishment is the increase in the number of people who are living in mountainous areas. The number of people living in mountainous areas is expected to increase from 1 billion in 1999 to 2 billion by 2050 (UN 2000). This increase in mountainous population is expected to be concentrated in the developing countries, where the number of people living in mountainous areas is expected to increase from 1 billion in 1999 to 2 billion by 2050 (UN 2000).

A seventh reason for the increase in undernourishment is the increase in the number of people who are living in highland areas. The number of people living in highland areas is expected to increase from 1 billion in 1999 to 2 billion by 2050 (UN 2000). This increase in highland population is expected to be concentrated in the developing countries, where the number of people living in highland areas is expected to increase from 1 billion in 1999 to 2 billion by 2050 (UN 2000).

A eighth reason for the increase in undernourishment is the increase in the number of people who are living in lowland areas. The number of people living in lowland areas is expected to increase from 1 billion in 1999 to 2 billion by 2050 (UN 2000). This increase in lowland population is expected to be concentrated in the developing countries, where the number of people living in lowland areas is expected to increase from 1 billion in 1999 to 2 billion by 2050 (UN 2000).

A ninth reason for the increase in undernourishment is the increase in the number of people who are living in island areas. The number of people living in island areas is expected to increase from 1 billion in 1999 to 2 billion by 2050 (UN 2000). This increase in island population is expected to be concentrated in the developing countries, where the number of people living in island areas is expected to increase from 1 billion in 1999 to 2 billion by 2050 (UN 2000).

A tenth reason for the increase in undernourishment is the increase in the number of people who are living in mountainous areas. The number of people living in mountainous areas is expected to increase from 1 billion in 1999 to 2 billion by 2050 (UN 2000). This increase in mountainous population is expected to be concentrated in the developing countries, where the number of people living in mountainous areas is expected to increase from 1 billion in 1999 to 2 billion by 2050 (UN 2000).

# Application for Boards and Commissions

09/23/2025 7:55 AM (CDT)



## Application for Board and Commission

**Board or Commission for which you are applying:** Economic Development Advisory Committee

**First Name** Chris

**Last Name** Erwin

**Middle Name** Michael

**Email Address** [REDACTED]

## Residential Address

**Street Address** [REDACTED]

**City** Fargo

**State** ND

**Postal/Zip Code** 58102

**Country** United States

**Phone Number** [REDACTED]

**Current Employer** ND SBDC

**Job Title** Business Advisor

**Employer Address** 1854 NDSU RESEARCH CIR N # 34

**Highest Level of Education Completed** Master's

**School Attended** WGU

**Field of Study** MBA

**Memberships in Organizations and Offices Held (Indicate dates held):** North Dakota Small Business Development Centers (NDSBDC) – Business Advisor (01/2022 – Present) Active member, engaging in statewide and regional economic development initiatives, advising over 250 entrepreneurs annually. ASBDC (America's SBDC) Technology Commercialization & Innovation Interest Group – Member (2022 – Present) Participating in national discussions on technology transfer, commercialization, and innovation within the SBDC network.

Pahrump Valley Chamber of Commerce – CEO/Executive Director (12/2015 – 12/2018) Led the Chamber, managed the Board of Directors, cultivated partnerships with local and regional businesses, collaborated with NCREDA, and oversaw record-breaking revenue growth.  
NCREDA (Nye County Regional Economic Development Authority) – Partner/Collaborator (2015 – 2018) Worked alongside NCREDA leadership to design and implement programs, training, and grant opportunities for businesses and entrepreneurs.  
American Business Broker Association (ABBA) – Accredited Business Intermediary (ABI) (2018 – Present) Certified designation and membership, contributing to professional networks supporting business brokerage and economic development.  
Grow America (formerly NDC) – Economic Development Finance Professional (EDFP) (2023 – Present) Certification and engagement with national economic development finance training and networks.

**Volunteer Activities (Indicate if past or present):**

Rumble on the Red Wrestling Tournament – Volunteer support for one of the largest youth wrestling tournaments in the nation, assisting with event operations and athlete coordination.  
USA Wrestling (Nevada) – Active volunteer in youth wrestling programs, contributing to the development of student-athletes through event support and mentorship.  
Youth Wrestling Coach (Nevada) – Provide coaching, mentorship, and personal development guidance to young athletes, instilling teamwork, discipline, and perseverance.  
Community Event Leadership (Nevada) – Past involvement in coordinating and supporting large-scale community festivals and events (e.g., Pahrump Balloon Festival, Fall Festival, Chamber-led community activities), promoting youth and family engagement.

**Your Special Skills and Qualifications:**

Cross-Disciplinary Knowledge – Formal training and certifications across finance, marketing, IT, intellectual property, project management, and cybersecurity, providing a versatile foundation for advising on complex economic development initiatives.  
Strategic Collaboration – Experienced in working with local governments, chambers of commerce, economic development authorities, and higher education institutions to build ecosystems that support entrepreneurship and job creation.

**Why are you interested in joining this board/committee? What skills/qualifications will you bring to the role?**

I want to help in the communities I live in.

**Professional References**

**List up to three professional references (Name and Phone Number):**

Al Haut, ND SBA District Director [REDACTED]  
Alex Lacy, AVP Business Banker, Gate City Bank [REDACTED]  
Jason Campbell, West Fargo Hockey, [REDACTED]

**Upload Cover Letter and Resume**

 ChrisErwin\_Resume.pdf

**Sign Name**



**Date**

09/23/2025

# Christopher Erwin

Fargo, ND | <https://www.linkedin.com/in/christophererwin/>

## PROFESSIONAL SUMMARY:

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Dedicated educator and lifelong learner with a dynamic blend of academic insight, entrepreneurial experience, and cross-disciplinary expertise. My background spans AI, marketing, finance, human resources, IT, and economic development, providing a broad foundation for teaching and research. I am committed to creating engaging learning environments that bridge theory and practice, encourage critical thinking, and empower students to develop both professionally and personally.

- ASBDC AI University Certification
- Certified Business Advisor (CBA)
  - Kent State
- Economic Development Finance Professional (EDFP)
  - Grow America, formerly NDC
- Accredited Business Intermediary (ABI)
  - American Business Broker Association
- Digital Marketing Strategy & Planning Specialization
  - Digital Marketing Institute
- Fintech: Foundations & Applications of Financial Technology Specialization
  - The Wharton School of the University of Pennsylvania
- Intellectual Property Law Specialization
  - University of Pennsylvania
- North Star Small Business Cybersecurity Certification
- Google Project Management: Professional Certificate
- Google Analytics IQ Certificate

## RELEVANT PROFESSIONAL EXPERIENCE:

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### Business Advisor

01/2022 – CURRENT

*North Dakota Small Business Development Centers (NDSBDC) | Fargo, ND*

- Serve as an educator and mentor to entrepreneurs and small business owners, providing instruction on business planning, financial modeling, and strategic decision-making.
- Design and deliver individualized learning experiences to more than 250 clients annually, focusing on applied knowledge in marketing, finance, human resources, and technology adoption.
- Facilitate workshops, one-on-one advising sessions, and experiential learning opportunities that bridge academic theory with real-world business practice.
- Guide students, founders, and professionals in developing financial projections, accessing capital, and leveraging state and federal programs to foster both academic and professional growth.
- Collaborate with faculty, economic development organizations, and government agencies to create applied learning environments that strengthen regional entrepreneurship, with a measurable impact of over \$100 million in capital acquisition since 2022.
- Active member of the national ASBDC Technology Commercialization & Innovation Interest Group, engaging in scholarly dialogue around innovation, commercialization, and economic development.

### CEO/Executive Director

12/2015 – 12/2018

*Pahrump Valley Chamber of Commerce | Pahrump, NV*

- Directed senior-level operations and initiatives along with the Board of Directors for a regional Chamber of Commerce in Southern Nevada
- Cultivated strategic partnerships with small to large businesses and government agencies.
- Collaborated with NCREDA (Nye County Regional Economic Development Authority) on programs, training, finance, opportunity zones, and grant opportunities for local business owners and startup entrepreneurs.
- Managed all fundraising activities and events; maintained effective relationships with media and government officials
- Responsible for achieving the organization's highest revenue since its inception in 1984.
- Envisioned and coordinated the first valley-wide yard sale in conjunction with real estate broker open houses
- Tripled revenue for Pahrump Balloon Festival; doubled income from Pahrump Fall Festival

**Part Owner/Managing Director**

11/2003 – 12/2015

*Mastertech IT & Computer Services | Pahrump, NV*

- Managed executive-level business operations; trained/supervised ten key employees.
- Oversaw the launch of 6 new products and service offerings, including integrated client web portals, enterprise fraud detection, support services, call center integrations, and training.
- Responsible for implementing a complete company transformation and a continuous coalition between company image, brand, and reputation.
- Successfully developed gross annual sales from \$147,000 to \$5.1 million; negotiated/secured million-dollar contracts with Fry Electronics and renowned companies.
- We utilized an expert blend of affiliate programs from companies such as Microsoft and Norton Antivirus to increase our profit margin by 25%.
- Played an active role in enhancing business, government, and community accounts and affairs.

**ADDITIONAL EXPERIENCE****OPERATIONS MANAGER, Sportsman's Lodge, Baudette, Minnesota**

09/2020 – 09/2021

*Sportsman's Lodge | Baudette, MN*

- One-year on-site contract for the 53-unit lodge at Lake of the Woods
- Overseeing cross-functional operations and teams in areas including purchasing, warehousing, and logistics
- Full responsibility for 70 employees; entrusted with hiring, disciplining/business departures, supervision, and training.
- Monitor guest experience KPIs to ensure the lodge consistently delivers high-quality service across all offerings, including accommodations, dining, and sports activities.
- Progressively add value and insight to the lodge through infrastructure projects and capital improvements.

**EDUCATION:****Doctor of Business Administration**

Expected Graduation 03/2026

*South College | Knoxville, TN***Master of Business Administration**

09/2020

*Western Governors University | Salt Lake City, UT***Master of Science, Management & Leadership**

05/2020

*Western Governors University | Salt Lake City, UT***Bachelor of Marketing**

06/2003

*University of Phoenix | Phoenix, AZ*



# Application for Boards and Commissions

09/22/2025 8:16 PM (CDT)



## Application for Board and Commission

**Board or Commission for which you are applying:** Economic Development Advisory Committee

**First Name** Jonathan

**Last Name** Youness

**Email Address** jyouness@eagleridgecompanies.com

## Residential Address

**Street Address** [REDACTED]

**City** West Fargo

**State** ND

**Postal/Zip Code** 58078

**Country** United States

**Phone Number** [REDACTED]

**Current Employer** EagleRidge Development

**Job Title** Partner

**Employer Address** 3280 Veterans Blvd Ste 300 Fargo, ND 58104

**Highest Level of Education Completed** Bachelor's

**School Attended** NDSU

**Field of Study** Civil Engineering

**Memberships in Organizations and Offices Held (Indicate dates held):** Cass Clay Community Land Trust Board Member

**Volunteer Activities (Indicate if past or present):** West Fargo Park District - Coaching  
West Fargo Baseball - Coaching

**Your Special Skills and Qualifications:**

Licensed Professional Engineer  
Small Business Owner  
Real Estate Developer

**Why are you interested in joining this board/committee? What skills/qualifications will you bring to the role?**

I want to join the West Fargo Economic Advisory Committee to help guide thoughtful growth in the City. My background in real estate development will help me provide practical insight into land use, business, and housing needs. I believe in supporting strategies that help attract new investments and growth within our community.

**Professional References**

**List up to three professional references (Name and Phone Number):**

Trenton Gerards - Cass Clay Community Land Trust - [REDACTED]  
Drew Likness - Better Homes and Gardens Broker - [REDACTED]  
Ryan Aasheim - GFMEDC - [REDACTED]

**Date**

09/22/2025

the 1990s, the number of people in the UK who are aged 65 and over has increased from 10.5 million to 13.5 million, and the number of people aged 75 and over has increased from 4.5 million to 6.5 million (Office for National Statistics 2000). The number of people aged 65 and over is projected to increase to 16.5 million by 2020, and the number of people aged 75 and over to 8.5 million (Office for National Statistics 2000).

There is a growing awareness of the need to address the needs of older people, and the need to ensure that they are able to live independently and actively in their own homes. This has led to a number of initiatives, including the development of the concept of 'age-friendly' environments (World Health Organization 2002). The concept of age-friendly environments is based on the idea that the environment should be designed to meet the needs of older people, and to enable them to live independently and actively in their own homes.

The concept of age-friendly environments is based on the idea that the environment should be designed to meet the needs of older people, and to enable them to live independently and actively in their own homes. This includes the need to ensure that the environment is accessible, safe, and comfortable, and that it provides opportunities for social participation and community involvement.

The concept of age-friendly environments is based on the idea that the environment should be designed to meet the needs of older people, and to enable them to live independently and actively in their own homes. This includes the need to ensure that the environment is accessible, safe, and comfortable, and that it provides opportunities for social participation and community involvement.

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# Application for Boards and Commissions

09/24/2025 10:36 AM (CDT)



## Application for Board and Commission

**Board or Commission for which you are applying:** Economic Development Advisory Committee

**First Name** Joseph

**Last Name** Rizzo

**Middle Name** C

**Email Address** [REDACTED]

## Residential Address

**Street Address** [REDACTED]

**City** West Fargo

**State** ND

**Postal/Zip Code** 58078

**Country** United States

**Phone Number** [REDACTED]

**Current Employer** Lake Agassiz Development Group

**Job Title** Director of Housing Programs

**Employer Address** 417 Main Ave Suite 201, Fargo, ND 58103

**Highest Level of Education Completed** Master's

**School Attended** North Dakota State University

**Field of Study** Sociology/Community Development

**Memberships in Organizations and Offices Held (Indicate dates held):** North Dakota Association of Nonprofit Organization - Member from 2014 to 2025  
National Association of Development Associations - Member 2025.  
National Development Council - certified Housing Development Finance Professional - since 2015

**Volunteer Activities (Indicate if past or present):**

Board Treasurer with GiGi's Playhouse Fargo from January 2016 to December 2018

**Why are you interested in joining this board/committee? What skills/qualifications will you bring to the role?**

As a fifteen-year resident of West Fargo with a long-standing interest in community and economic development, I feel a strong desire to give back to my community by leveraging my current experience.

**Professional References**

**List up to three professional references (Name and Phone Number):**

Lisa Rotvold  
Affordable Housing Advocate  
[Redacted]

Erin Prochnow  
Chief Executive Officer – YWCA Cass Clay  
[Redacted]

Katie Jo Armbrust  
Director of Program Development and Advocacy – Grand Forks Housing Authority  
[Redacted]

Derek Johnson  
Executive Director – Housing Authority of Cass County  
[Redacted]

**Upload Cover Letter and Resume**

 Resume - Joe - 2025.docx

**Date**

09/24/2025

# JOSEPH RIZZO

**COMMUNITY DEVELOPER – “ALONE, WE CAN DO SO LITTLE;  
TOGETHER, WE CAN DO SO MUCH” -HELEN KELLER**

## CAREER OBJECTIVE

Mission-driven community development professional with a passion for social equity and impact. Proven success in leading affordable housing initiatives, fostering public-private partnerships, and empowering underserved populations through strategic collaboration. Committed to advancing nonprofit missions through inclusive and sustainable development.

## CONTACT

PHONE:  
[REDACTED]

EMAIL:  
[REDACTED]

## HOBBIES

Special Needs Advocate  
Running  
Family Activities

## CERTIFICATIONS

Housing Development Finance  
Professional  
Housing Credit Certified Professional

## OTHER

GiGi's Playhouse Fargo  
Board Treasurer  
January 2016 – December 2018

## EDUCATION

### North Dakota State University

December 2017  
Master of Science Sociology/Community Development

### University of Missouri

August 1994  
Bachelor of Business Administration

## WORK EXPERIENCE

### Lake Agassiz Development Group – Director of Housing Programs

August 2025 – Present

- Spearheaded housing strategies across six North Dakota counties to promote regional resilience.
- Built coalitions with employers, civic leaders, and nonprofit organizations
- Implemented strategic, innovative solutions that reflect evolving community priorities.

### Beyond Shelter, Inc. – Affordable Housing Developer

April 2014 – July 2025

- Developed 15 affordable housing projects totaling 499 units and \$136M in funding.
- Assessed and monitored regional housing needs.
- Collaborated with nonprofit partners, local governments, and community stakeholders Create development and initial operational budgets.
- Prepared cash-flow analysis from pre-development to project operations.
- Evaluated low-income housing tax credits and reviewed proposals and partnership agreements with investors.
- Secured grants, compliance, and regulations of HUD financing including HOME, Housing Trust Fund, CDBG, Section 3, and Davis Bacon.

### Wells Fargo Home Mortgage - Sales Manager/Mortgage Consultant

August 2008 – March 2014

- Consulted homeowners and buyers on mortgage financing.
- Consulted realtors on mortgage programs for prospective home buyers, including first-time home buyer programs.
- Managed a team of mortgage consultants and team sales goals.

**STL Financial Services, LLC - Operating Manager/Owner**

January 2001–July 2008

- Directed operations and managed 20 to 30 employees.
- Provided skill training to mortgage consultants.
- Managed payroll and benefits.
- Oversaw marketing.
- Developed operational budgeting and goals.

**SKILLS**

Affordable Housing Development  
Grant Writing and Fundraising  
Community Engagement  
Strategic Partnerships  
Organization and Time Management  
Budgeting and Financial Oversight  
Communication – Internal, Local, State, and Federal  
Leadership

**REFERENCES**

Lisa Rotvold  
Affordable Housing Advocate  
[REDACTED]

Erin Prochnow  
Chief Executive Officer – YWCA Cass Clay  
[REDACTED]

Katie Jo Armbrust  
Director of Program Development and Advocacy – Grand Forks  
Housing Authority  
[REDACTED]

Derek Johnson  
Executive Director – Housing Authority of Cass County  
[REDACTED]

JOSEPH RILCO  
AFFORDABLE HOUSING ADVOCATE

the 1990s, the number of people in the UK who are aged 65 and over has increased from 10.5 million to 13.5 million (19.5% of the population).

There is a growing awareness of the need to address the needs of older people, and the Government has set out a strategy for the 21st century in the White Paper on *Ageing Better: The Government's Strategy for Older People* (Department of Health 1999). This strategy is based on the following principles:

- Older people should be able to live independently and actively in their own homes.
- Older people should be able to live in their own communities.
- Older people should be able to live in their own homes and communities for as long as possible.
- Older people should be able to live in their own homes and communities with dignity and respect.

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# Application for Boards and Commissions

10/13/2025 7:50 PM (CDT)



## Application for Board and Commission

**Board or Commission for which you are applying:** Economic Development Advisory Committee

**First Name** Kristi

**Last Name** Huber

**Email Address** [REDACTED]

## Residential Address

**Street Address** [REDACTED]

**City** West Fargo

**State** North Dakota

**Postal/Zip Code** 58078

**Country** US

**Phone Number** [REDACTED]

**Current Employer** Perspective Shift Consulting

**Job Title** Founder

**Employer Address** 2609 2nd St E, West Fargo ND 58078

**Highest Level of Education Completed** Master's

**School Attended** Concordia College

**Field of Study** Majors: Business, English Minor: Communications

**Memberships in Organizations and Offices Held (Indicate dates held):** FMWF Chamber, Board Member, Executive Committee Member 2023- present  
Women Business Leaders of the U.S. Health Care Industry (WBL) 2025 - present

**Volunteer Activities (Indicate if past or present):** FM AM Rotary, Member, Club President 2009-2015

**Your Special Skills and Qualifications:**

My unique skills and qualifications include strategic planning, organizational development, stakeholder alignment, workforce retention strategy, and public-private partnership building. I'm also experienced in facilitating executive collaboration, evaluating business performance metrics, and guiding organizations through complex transitions.

**Why are you interested in joining this board/committee? What skills/qualifications will you bring to the role?**

As West Fargo resident of almost 20 years and business leader, I'm deeply invested in the city's continued growth and vitality. My work centers on helping organizations and executives accelerate leadership, performance, and culture transformation, work that aligns closely with EDAC's mission to strengthen community and economic development. I believe West Fargo's future depends not only on business growth but also on fostering a culture that attracts, retains, and develops both talent and opportunity. Joining this committee would allow me to apply my strategic, people-centered perspective to initiatives that support sustainable local development, workforce innovation, and long-term community prosperity.

I bring a combination of executive-level experience, strategic insight, and community-minded leadership. As the founder of Perspective Shift Consulting, I partner with organizations to design leadership systems that drive engagement, performance, and growth. My background in executive coaching, economic strategy, and organizational development allows me to bridge the gap between business outcomes and human capital priorities, a key factor in job creation and retention.

Key strengths I would contribute include:

Strategic Vision: Skilled at aligning goals with long-term community and economic priorities.

Collaborative Leadership: Experienced in building partnerships between public, private, and nonprofit sectors.

Workforce Development Insight: Deep understanding of talent attraction, retention, and generational workforce dynamics.

Economic & Organizational Perspective: Proven success in helping companies optimize performance through culture and leadership alignment.

Ultimately, I'm looking to contribute to shaping a thriving, future-ready West Fargo, where business growth and community wellbeing go hand in hand.

Professional References

List up to three professional references (Name and Phone Number):

Shane Waslaski - CEO, Vistal [redacted]  
Tina Amerman - Director of People Programs Doosan Bobcat [redacted]

Upload Cover Letter and Resume

 Kristi Huber WFEDAC.pdf

 Kristi Huber Executive Resume 2025.pdf

Sign Name



Date

10/13/2025

October 13, 2025

**City of West Fargo**

Attn: Casey Sanders-Berglund

Director of Economic Development, West Fargo

800 4th Ave E

West Fargo, ND 58078

Dear Ms. Sanders-Berglund,

This letter is to express my interest in contributing my leadership and strategic experience to the Economic Development Advisory Committee and helping advance West Fargo's vision for sustainable growth.

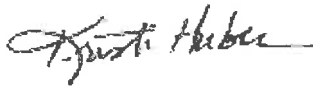
As a West Fargo resident of nearly 20 years and experienced business leader, I'm deeply committed to helping our city grow with purpose, building an economy that fuels business success and enhances quality of life for our residents and region.

My experience in strategic planning, organizational development, and workforce engagement has helped leaders across industries strengthen performance, attract talent, and navigate growth with clarity. I believe the same principles that drive successful organizations, vision, collaboration, and values-based leadership, are essential for shaping West Fargo's future.

I'm looking to contribute a forward-thinking perspective that connects economic strategy with community wellbeing, ensuring our growth remains innovative and sustainable.

Thank you for your consideration.

Regards,



**Kristi Huber**



# Kristi Huber

West Fargo, ND |

[linkedin.com/in/kristihuber/](https://www.linkedin.com/in/kristihuber/)

STRATEGIC GROWTH LEADER | CULTURE & PERFORMANCE TRANSFORMATION | CUSTOMER & BRAND EXCELLENCE

*Strategic leader who energizes organizations through clarity, accountability, and purpose transforming vision into measurable growth and lasting impact.*

Visionary executive recognized for transforming organizations through strategic growth, cultural alignment, and customer-centered leadership. Known for driving enterprise performance across complex, high-visibility environments, Kristi delivers measurable results by connecting strategy, people, and purpose. She brings deep expertise in board governance, enterprise transformation, and brand strategy, empowering teams to accelerate clarity, strengthen culture, and achieve sustainable growth. As a trusted advisor and change catalyst, she combines analytical precision with human insight to build resilient organizations and brands that excel in both impact and influence.

## SELECT LEADERSHIP CONTRIBUTIONS

- Spearheaded transformation of Blue Cross Blue Shield of North Dakota's brand, customer experience, and sales performance, achieving year-over-year growth across all business lines, reaching record NPS scores and market share gains by 2024.
- Architected and launched the organization's first digital strategy and customer-facing app, enhancing engagement, accessibility, and member satisfaction through data-driven innovation.
- Led multi-million-dollar technology and marketing investments aligned to organizational goals, strengthening enterprise growth and cultural alignment across a \$2B organization.
- As President & CEO of United Way of Cass-Clay, guided the organization through record-setting fundraising and community impact, including a \$2.2M capital campaign completed under budget and ahead of schedule.
- Created and launched the regionally recognized "35 Under 35 Women's Leadership Program," cultivating future leaders and enhancing visibility of women in business and community leadership.
- Elevated corporate partnerships and community collaborations, engaging over 600 business and civic leaders annually to drive alignment, innovation, and sustained community outcomes.
- As Founder of Perspective Shift Consulting, designed and implemented the Executive Growth Accelerator framework, helping organizations and executives accelerate clarity, culture, and capacity to achieve measurable performance and leadership growth.

## CORE COMPETENCIES

- Collaborative / Innovative Leadership
- Strategic Vision / Planning / Implementation
- Operations / Finance Management
- Profit & Loss Management
- Marketing / Sales / Revenue Growth
- Brand Development / Management
- Customer Experience
- Business Growth Catalyst
- Transforming Organizations
- Organizational Startups / Expansions
- Cost Reduction Strategies
- Team Building and Employee Engagement
- Program Development / Management
- Change Management
- Technology Implementation / Integration
- Process Improvement / Efficiencies

## PROFESSIONAL EXPERIENCE

Perspective Shift Consulting | Fargo, ND

2025 – Present

**Founder, Executive Coach + Leadership Strategist**

As Founder of Perspective Shift Consulting, Kristi leads a leadership development and executive coaching firm dedicated to helping organizations and high-level leaders accelerate clarity, strengthen culture, and elevate performance. She partners with executive teams to design and implement customized strategies that drive alignment, engagement, and measurable business results. Through her proprietary Executive Growth Accelerator framework, Kristi equips leaders to navigate transition, enhance executive presence, and build high-performing cultures rooted in purpose and resilience.

**Blue Cross Blue Shield of North Dakota | Fargo, ND****2021 – 2025**

Blue Cross Blue Shield of North Dakota is the state's largest not-for-profit health insurer, serving more than 200,000 members with innovative health and wellness solutions. Headquartered in Fargo, BCBSND is part of the national Blue Cross Blue Shield Association and is recognized for its commitment to improving the health and well-being of North Dakotans through access to quality care, affordability, and community engagement. The organization partners with employers, healthcare providers, and policymakers to deliver sustainable health solutions while fostering a culture of integrity, service, and innovation.

**EVP & Chief Marketing Officer | 2023 - 2025****SVP & Chief Marketing Officer | 2021 - 2023**

Reported to the CEO. Spearheaded strategic vision and execution of Sales, Marketing and Communications, Customer Experience and Caring Foundation, driving alignment with organizational goals and fostering sustainable growth of a \$2B sales organization to realize year over year membership growth. Championed data-driven strategies that supported multi-million dollar technology investments to enhance customer experience leading to membership growth and retention across the state and beyond, contributing to long-term organizational success. Managed 6 direct, 200 indirect reports and a budget of \$34M.

- Led initiatives to deepen customer engagement by understanding member needs and delivering tailored solutions that create meaningful connections and exceptional value.
- Transformed a sales organization that was experiencing declining sales and membership numbers. Established a new go-to-market strategy that increased sales 3% the first year, 5% second year. Aligned strategies and collaborated with brokers to establish a new channel, providing access to previously unreachable customers.
- Accelerated enterprise-wide customer experience growth by implementing targeted engagement and service improvements, driving record Net Promoter Score (NPS) increases across both segments, Employer: +6 points (28→34) and Consumer: +7 points (28→35) with all-time highs achieved in Q3 2024 (Employer: 39, Consumer: 40).
- Elevated brand preference through a feedback-informed approach that aligned brand messaging and customer experience, resulting in a #1 ranking across all Blues Plans and sustained growth in preference scores (2021–2024: +8 pts).
- Defined a newly created digital strategy and road map selecting the right digital tools to implement and launch the organization's first customer facing app which significantly increased customer experience.
- Substantially increased partnerships across the state with key non-profits and customers to improve customer experience and engagement scores. Near \$1M in grant and community sponsorship oversight.
- Reimagined, restructured and mentored high-performing sales leadership and customer experience teams, instilling a culture of excellence, collaboration, and continuous improvement which reversed the trend of membership loss and resulted in year over year membership growth across all lines of business.
- Strategically positioned the organization as a trusted leader in the healthcare insurance industry by fostering innovation, operational excellence, and a member-first approach highlighted through reimagined marketing initiatives and key partner collaborations across the state.
- Took Next Blue through a broker development and go -to-market strategies. Product sales from market entrance in 2020 went from zero members to #1 in market share in 2025 with 20K members.

**United Way of Cass-Clay | Fargo, ND****2016 – 2021**

United Way of Cass-Clay is a leading nonprofit organization serving the Fargo-Moorhead region, dedicated to creating lasting community impact through education, income stability, and health initiatives. The organization unites businesses, nonprofits, and individuals to address the region's most pressing challenges, mobilizing resources and partnerships that improve lives and strengthen the community.

**President & CEO**

Served as the CEO and spokesperson to provide strategic leadership to maximize and achieve the United Way mission, develop strategies to foster and increase financial resources, create awareness in the community, and ensure involvement of diverse constituencies. Oversaw and coached leadership team to the results for marketing, resource development, community engagement, community impact, and finance departments. Lead the interdepartmental collaboration to ensure the success of the annual organizational fundraising budget of \$6M. Managed a team of 12 people and engaged over 500 volunteers.

- Served as the principal resource to the Board of Trustees, working to formulate organizational goals, strategies, and policies.
- Collaborated in over 600 meetings with community leaders in one year relating to business community issues, funding raising, to cultivate great board members.
- Spearheaded a \$2.2M capital campaign to build a new headquarters for the organization and community. Managed the construction of a building and completed the project under budget and on time. Received enough pledges to pay for the building in full.
- Met regularly with community decision-makers to build significant relationships with individuals from public, private and nonprofit sectors, including corporate chief executives, and elected officials. Served on the selection committee for both the Greater Fargo Moorhead Economic Development Corporation President 2018 & FMWF Chamber of Commerce President 2020.
- Recognized by Prairie Business Magazine Top 25 Women in Business in 2018.

**Sanford Health Foundation | Fargo, ND****2015 – 2016**

The Sanford Health Foundation is a nonprofit philanthropic arm committed to advancing health, healing, and comfort across the Upper Midwest. In the Fargo/Moorhead region, the foundation supports local Sanford Health facilities (including Sanford Medical Center, Sanford Children's Hospital, and the Roger Maris Cancer Center) by funding vital programs, upgrading technology and equipment, and initiating patient-centered projects tailored to community needs.

***Vice President, Fargo Region***

Reported to the Chief Funding Raising Executive. Served as the chief development officer and primary community ambassador for the Sanford Health Foundation, Fargo region by providing team leadership, employee coaching, campaign vision and strategic direction for accomplishing philanthropic success. Provided comprehensive development, implementation, administration and evaluation of the Fargo region's goals, budget, fundraising and stewardship strategy. Managed 7 employees.

- Connected donors through some innovative strategies. That gave them the ability to bring in doctors and community members and potential donors to hear successes from their patients and how philanthropy made it possible.
- Built a pool of dollars to be used for art, another go-to-market strategy and engage prospects and current donors.
- Spearheaded year-round development and cultivation of community relationships with key contributors and organizations to present a professional image and promote the United Way of Cass-Clay's brand, vision and mission. Annually developed strategic plans for over 600 corporate campaigns in the Cass-Clay community. Led the Resource Development team to recruit, train and guide 300+ campaign volunteers annually.

**Alerus Financial | Fargo, ND****2014 – 2015**

Alerus Financial Corporation is a diversified financial services firm headquartered in Grand Forks, North Dakota, with regional presence in Fargo, the Twin Cities, and Arizona.

***Philanthropic Services Segment Manager***

Initiated a non-profit product segment for the Alerus Financial enterprise to provide services tailored to the needs of clients.

**United Way of Cass-Clay | Fargo, ND****2011 – 2014*****Resource Development Director***

Developed an overall strategy and growth of annual fundraising campaign and annual corporate sponsorships. Successful track record of exceeding fundraising goals: 2011 \$5M, 2012 \$5.1M, 2013 \$5.3M.

- In partnership with the Marketing and Brand Management Director, developed marketing and communication materials for the campaign, including social media, video and brochures.
- Spearheaded year-round development and cultivation of community relationships with key contributors and organizations to present a professional image and promote the brand, vision and mission. Annually developed strategic plans for over 600 corporate campaigns in the Cass-Clay community. Led the Resource Development team to recruit, train and guide 300+ campaign volunteers annually.
- Built a program "35 under 35" offering ongoing development for future leaders in the community. Participants gained tremendous insight into networking and how to grow in their careers.

**Benefit Specialists | Fargo, ND****2009 – 2011**

Benefit Specialists is an independent insurance agency dedicated to helping businesses design and secure cost-effective, high-quality employee benefit plans. The firm's experienced professionals specialize in group health, dental, and vision insurance, along with disability, long-term care, voluntary benefits, and employee assistance programs.

***Self-Employed - Employee Benefits Broker***

Utilized consultative selling in business development to identify company's employee benefit needs and challenges as well as provide solution-oriented options for companies' benefit plans. Sold insurance products/ Sold her book of business.

- Conducted all new client prospecting, business development and post-sale customer service.
- Developed innovative marketing ideas and strategies to reach new clients including webinar training, tradeshow involvement and utilization of value-based online resources.

**Lighthouse1, LLC. A Bell Bank Company | Fargo, ND****2008 – 2009**

Lighthouse1 is a leading web-based healthcare technology provider specializing in administration of consumer-directed accounts, such as HSAs, HRAs, FSAs, and transit plans.

***Partner Growth Manager***

Strategized with partners to identify ideas that will grow their business and have an in-depth understanding of each client's business opportunities and weaknesses.

- Assisted clients with the development and implementation of training for the sales team, strategic channel development, pipeline analysis, refined proposal responses, relationship building ideas.

## EDUCATION

- **Master of Business Administration (MBA), University of Mary, Bismarck, ND**
- **B.A., Business, English; Magna Cum Laude, Concordia College, Moorhead, MN**

## EXECUTIVE DEVELOPMENT

- **Executive Leadership Change Management Certificate, Cornell University, Ithaca, NY**
- **Hogan Assessment Certification**

## PROFESSIONAL AFFILIATIONS

- **FMWF Chamber of Commerce Executive Committee Member/ Vice-Chair - Fargo, ND, 2025-2026**
- **FMWF Chamber of Commerce Board Member - Fargo, ND, 2022- present**
- **WBL, Women Leading Healthcare, member, 2025 – Present**
- **Board Member, Concordia College Alumni, 2013 – 2017**
- **Fargo Moorhead AM Rotary Club President 2013 – 2014**

the 1990s, the number of people with a mental health problem has increased in the UK (Mental Health Act 1983, 1990).

There is a growing awareness of the need to improve the lives of people with mental health problems. The Department of Health (1999) has set out a vision of a new mental health system, which will be based on the following principles:

- (i) People with mental health problems should be treated as individuals, with their own needs and wishes.
- (ii) People with mental health problems should be given the opportunity to participate in decisions about their care and treatment.
- (iii) People with mental health problems should be given the opportunity to live in their own homes and communities.

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# Application for Boards and Commissions

10/13/2025 11:52 AM (CDT)



## Application for Board and Commission

**Board or Commission for which you are applying:** Economic Development Advisory Committee

**First Name** Mark

**Last Name** Sahli

**Email Address**

## Residential Address

**Street Address**

**Address line 2**

**City** West Fargo

**State** ND

**Postal/Zip Code** 58078

**Country** US

**Phone Number**

**Current Employer** UAI

**Job Title** Sales manager

**Employer Address** Fargo Nd

**Highest Level of Education Completed** Bachelor's

**School Attended** Ndsu

**Field of Study** Public relations mass comm/ univ studies

**Memberships in Organizations and Offices Held (Indicate dates held):** See resume

**Volunteer Activities (Indicate if** See resume

past or present):

**Your Special Skills and Qualifications:**

Start up and development

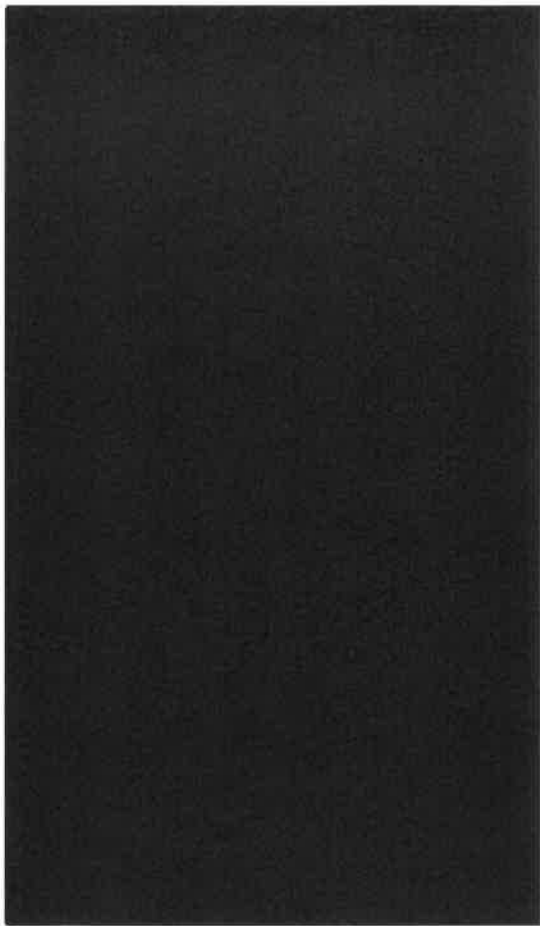
**Why are you interested in joining this board/committee? What skills/qualifications will you bring to the role?**

See resume

Professional References

**Upload Cover Letter and Resume**





**Sign Name**

**Date**

10/13/2025



Edit

MARK M. SAHLI

page 2

**PROFESSIONAL QUALIFICATIONS**

- Public Speaking: Public Address speaker- Performed seminars and presentations to groups up to 1000.
- Excellent oral and written communications, customer service, teamwork, and public relations skills with a professional, confidential and personable demeanor.
- Excellent and thorough knowledge of business administration, financial principles, management, supervision, fundraising, grass root organization, sales and marketing and computer skills.
- Strong leadership, time management, decision-making and problem-solving skills.
- Strong ability to learn new challenges without difficulty.
- Accustomed to setting goals and accomplishing them.
- Self-motivated, well-organized dependable, trustworthy, energetic and dedicated to all with whom I serve.

**SEMINARS/TRAINING**

- Equal Employment and Opportunity Training
- Sexual Harassment Training
- Recruiting Training-Military
- Retention Schooling-Military
- Professional Selling Skills 1,2 and 3

**ORGANIZATIONS/Volunteer**

- ND Game and Fish Landowner/Sportsmen Council
- President- Dakota East Central Pheasants Forever-1995-2003  
Founded Chapter, developed and grew each year with continued growth
- Parish Council Member, Lector and other volunteer activities
- VFW Life- member-VETERAN
- Nominated to Governor for Game and Fish Advisory Board
- Columnist-Bison Illustrated, West Fargo Pioneer, Dakota Country
- Faith Formation Teacher
- Youth coach-baseball, football, basketball.
- Trap Shooting Coach and Developer Scholastic Team-Started 3 area teams.  
Instrumental in starting youth club and High School sport in North Dakota.
- Sports official and Public Address announcer- Swimming, Basketball Volleyball.





June 15, 2023  
09:17

Edit

MARK M. SAHLI

West Fargo, ND 58078

**PROFESSIONAL OBJECTIVE**

To Obtain Success for those I represent and work with and for including myself

**EMPLOYMENT HISTORY/Experience**

United Accounts Inc.-3481 S. University Drive, Fargo ND 58106 1995-current  
Telephone: [redacted] Contact-Terry Callies  
Credit Consultant/Sales Manager

Self-Employed/Owner - Multi-Magnum- Ind. Contractor/Trainer/Writer- Current  
Shotgun Shooting Instructor

Sanford Health- PT Corporate Courier - Current

United Parcel Service- PT Package Handler 2014-2019

Fargo & West Fargo Parks & Recreation  
Telephone-[redacted] Contact- Dave Klundt- 1992-2003  
Officiator

CBC Companies-Credit Bureau of Fargo-Moorhead  
Telephone-[redacted] Contact Dave Knudsen  
Sales Representative/Credit Consultant

**Education**

North Dakota State University-  
Bachelor Degree- University Studies/Mass Communications-1989

Bismarck State College-  
Associate Degree- Marketing and Management-1985

United States Army School  
Basic Training/Advanced Training/PLDC/BNCOC 1 and 2/ANCOC/R3

**MILITARY HISTORY**

US Army Reserve/ND National Guard- 1986-2008 -Ret. 22 year Svc.  
Area Director/Instructor/Writer/Water Treatment Specialist/Desert Storm Vet





# Application for Boards and Commissions

09/29/2025 9:08 AM (CDT)



## Application for Board and Commission

**Board or Commission for which you are applying:** Economic Development Advisory Committee

**First Name** Matthew

**Last Name** Sharp

**Email Address** [REDACTED]

## Residential Address

**Street Address** [REDACTED]

**City** Kindred

**State** ND

**Postal/Zip Code** 58051

**Country** United States

**Phone Number** [REDACTED]

**Current Employer** Precision Plumbing, Heating, Cooling and Dirtworks

**Job Title** Business Development

**Employer Address** 1935 4th Ave NW West Fargo

**Highest Level of Education Completed** Bachelor's

**School Attended** North Dakota State University

**Field of Study** Business Administration

**Memberships in Organizations and Offices Held (Indicate dates held):** City Council-Kindred 07/24-Present  
Building Industry Association-Ambassador 05/25-Present  
Building Industry Association-Parade of Homes Committee 05/25-Present  
FMWF Chamber-Ambassador 2009-2012 - 02/25-Present  
FMWF Chamber-Military Affairs Committee 04/25-Present  
Moorhead Business Association 07/25-Present

**Volunteer Activities (Indicate if** Rebuilding Together-As needed.

**past or present):**

Salvation Army-Present serve and assist as additional activities throughout the year.  
Atonement Lutheran Church-Worship Team

**Your Special Skills and Qualifications:**

Served in a wide array of professional positions in the FMWF area for over 20 years. Unique business insight and perspective to see how a business can benefit a community.

**Why are you interested in joining this board/committee? What skills/qualifications will you bring to the role?**

I love getting involved and see the community grow in a wise and sustainable way. I believe we live in one of the best communities in the country and have a strong drive and desire to continue us on the path of common sense growth with community focus.

#### Professional References

**List up to three professional references (Name and Phone Number):**

Shane Johnson- [REDACTED]  
Shawn Kessel- [REDACTED]  
Mark Wallace [REDACTED]

**Upload Cover Letter and Resume**

 Matthew Sharp Resume .docx

**Sign Name**



**Date**

09/29/2025

## **Matthew Sharp**

Kindred, ND 58051 | [REDACTED] | [REDACTED]

---

### **Objective**

Results-driven Sales Manager with extensive experience in strategic sales growth, team leadership, and customer relations. Passionate about delivering superior service and building lasting relationships with clients. Proven track record of driving sales, fostering a high-performance culture, and exceeding expectations.

---

### **Management and Sales Experience**

#### **Business Development/ Client Relations**

Precision Plumbing, Heating, Cooling and Dirtworks | 2025-Present

- Cultivate strategic partnerships with industry professionals, generating new bid opportunities and expanding the project pipeline.
- Manage ongoing client relationships, leading outreach and appreciation efforts to ensure satisfaction and foster repeat business.
- Lead community engagement initiatives to enhance brand visibility and promote Precision's service offerings across target markets.
- Coordinate company participation in charitable events, aligning volunteer efforts and financial contributions with community impact goals.

#### **Territory Manager / House Account Sales Manager**

Johnstone Supply | 2024-2025 (Same company different role)

- Build and maintain over 120 customer relationships through strategic cold calling, bi-monthly meetings, and targeted outreach.
- Consult with businesses to develop tailored marketing, sales, and growth plans to maximize success.
- Demonstrate comprehensive HVAC knowledge and product understanding through ongoing virtual and in-person training sessions.
- Achieved 30% sales growth within 12 months by implementing a new customer engagement strategy.

#### **Branch Manager / House Account Sales Manager**

Johnstone Supply, West Fargo, ND | 2017-2024

- Led annual store and company strategic planning, forecasting, and financial reviews to ensure consistent business growth.

- Grew sales to four times the original revenue over six years by implementing innovative sales strategies and improving operational efficiency.
- Built and refined the Ultimate Customer Experience, resulting in a 50% improvement in customer satisfaction scores.
- Fostered a culture of teaching and growth, empowering team members to make decisions, and expanded the team from 12 to 32 members.
- Streamlined operational processes resulting in a 15% reduction in overhead costs while maintaining high service standards.

### **Finance Manager, Sales and Operations**

All City Auto, Fargo, ND | 2012-2017

- Collected customer financial information and processed loan procedures, ensuring a seamless purchasing experience.
- Sold vehicles, extended service contracts, additional coverage options, increased revenue per sale.
- Managed all business operations, including vehicle importation, marketing, inventory management, parts management, and pricing.
- Increased profitability in the Finance Department by over 50% through process improvements and enhanced customer relations.

### **Owner / Operations Manager**

Sabin General Store LLC, Sabin, MN | 2015-2018

- Continuously evaluated store performance to drive productivity, efficiency, and profitability, leading to a significant increase in overall sales.
- Managed all aspects of Human Resources, Payroll, Budgeting, Facilities Management, Accounting, and Vendor Relations.
- Implemented operational changes that resulted in a 25% improvement in customer satisfaction and store profitability.

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## **Military Experience**

### **Captain, 231 Brigade Support Battalion - Human Resources Officer**

North Dakota Army National Guard | 2011-2018

- Led and managed human resources functions for a team of 8 soldiers, overseeing all personnel-related activities.
- Developed and executed training programs, ensuring 100% mission readiness.
- Coordinated logistics for convoy movement, leading to 100% mission completion.
- Fostered a disciplined and cohesive team, contributing to the overall success of the unit in high-pressure environments.

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## Education

### **Bachelor of Science, Business Administration**

North Dakota State University, Fargo, ND

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## Community Leadership

### **Kindred City Council: Council Member | Current**

- Actively participate in decision-making to support local initiatives and enhance community engagement.

### **Atonement Lutheran Church: Worship Team | Current**

- Leading congregation in worship sessions, contributing to the growth of the congregation.

### **Kindred Community Club: Volunteer, Website, Car Show | 2020-2022**

- Developed and maintained the club's website, enhancing local engagement and attendance at community events.
  - Played a key role in organizing and marketing the annual Car Show, increasing event participation by 30%.
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## Skills

- **Sales Strategy & Business Development**
  - **Team Leadership & Staff Development**
  - **Customer Relationship Management (CRM)**
  - **Strategic Planning & Forecasting**
  - **HVAC Industry Knowledge**
  - **Budget Management & Financial Analysis**
  - **Project Management & Operations**
-



# Application for Boards and Commissions

10/15/2025 1:19 PM (CDT)



## Application for Board and Commission

**Board or Commission for which you are applying:** Economic Development Advisory Committee

**First Name** Tyler

**Last Name** Leverington

**Email Address** [REDACTED]

## Residential Address

**Street Address** [REDACTED]

**City** Horace

**State** North Dakota

**Postal/Zip Code** 58047-4006

**Country** United States

**Phone Number** [REDACTED]

**Current Employer** Ohnstad Twichell

**Job Title** Business Attorney

**Employer Address** 444 Sheyenne Street, Suite 102, West Fargo ND 58102

**Highest Level of Education Completed** Doctorate

**School Attended** Marquette University Law School

**Field of Study** Law

**Volunteer Activities (Indicate if past or present):**

While I support several local charitable organizations financially, my primary volunteer activity in West Fargo has been my former involvement with the Big Brothers, Big Sisters program. I mentored a handful of at-risk youth over the course of a decade through the Big Brothers Big Sisters Program in West Fargo and elsewhere.

**Your Special Skills and Qualifications:**

In my role as a business opportunity and through my own businesses, which span sectors ranging from the legal industry to the retail sale of countertops, stone and tile products, flooring, and professional painting, I gain daily insights into the regulatory climate, the workforce development needs, and the immediate challenges and opportunities facing local employers. This direct, first-hand knowledge of West Fargo's operational economy allows me to contribute not just with theory, but with practical experience. As a business attorney, I spend my days helping business owners examine scenarios from various angles to evaluate opportunities, mitigate risks, and make strategic decisions. That experience has provided both technical expertise (the ability to read and evaluate financial statements, as well as to negotiate and create incentive structures to help guide parties towards or protect parties from specific outcomes) as well as a practical understanding of how business owners think about and make decisions. I believe these skill sets will be valuable as the Committee sets a vision for and evaluates opportunities for the City to contribute to the growth and well-being of West Fargo.

**Why are you interested in joining this board/committee? What skills/qualifications will you bring to the role?**

I firmly believe it is critically important to engage with other leaders and the city government to work towards the common goal of building the best West Fargo possible. Serving on this Committee would allow me to channel my entrepreneurial drive and operational expertise toward strategic initiatives that foster sustainable growth, attract new investment, and enhance the quality of life for all residents and business owners. I am eager to collaborate with fellow committee members and city officials to analyze data, evaluate proposals, and make decisions that contribute to West Fargo remaining a dynamic and appealing place to live and conduct business.

Professional References

List up to three professional references (Name and Phone Number):

Marshall McCullough [REDACTED]

Upload Cover Letter and Resume

 Leverington CL (EDAC).pdf

Sign Name




Date

10/15/2025

October 15, 2025

Tyler Leverington



Selection Committee  
Economic Development Advisory Committee  
City of West Fargo

Re: EADC Application Cover Letter

Dear Ms. Sanders-Berglund,

I am writing to express my interest in serving on the Economic Development Advisory Committee for the City of West Fargo. As both an owner of four operating businesses located in West Fargo and a business law attorney, I believe I have crucial, on-the-ground perspective that is likely to be valuable to the Committee's efforts.

My professional life is deeply invested in the economic vitality of the City of West Fargo. Through my businesses, which spans sectors ranging from the legal industry to the retail sale of countertops, stone and tile products, flooring, and professional painting, I gain daily insights into the regulatory climate, the workforce development needs, and the immediate challenges and opportunities facing local employers. This direct, first-hand knowledge of West Fargo's operational economy allows me to contribute not just with theory, but with practical experience.

As a business attorney, I spend my days helping business owners examine scenarios from various angles to evaluate opportunities, mitigate risks, and make strategic decisions. That experience has provided both technical expertise (the ability to read and evaluate financial statements, as well as to negotiate and create incentive structures to help guide parties towards or protect parties from specific outcomes) as well as a practical understanding of how business owners think about and make decisions. I believe that both of those skill sets will be valuable as the Committee sets a vision for and evaluates opportunities to contribute to the growth and well-being of West Fargo.

I firmly believe it is critically important to engage with other leaders and city government to work towards the common goal of the best West Fargo possible. Serving on this Committee would allow me to channel my entrepreneurial drive and operational expertise toward strategic initiatives that foster sustainable growth, attract new investment, and enhance the quality of life for all residents and business owners. I am eager to collaborate with fellow committee members and city officials to analyze data, evaluate proposals, and make decisions that ensure West Fargo remains a dynamic and appealing place to live and conduct business.

Thank you for considering my application.

/s/ Tyler Leverington



# West Fargo Economic Development Advisory Committee 2025 Review

## January 2025-October 2025

### Incentives:

Enterprise Grants	No applications moved forward in 2025
Grant	One grant to EMU zone approved at \$75,000 -ParGo LLC <ul style="list-style-type: none"><li>- Approved at City Commission on October 6, 2025</li><li>- Finalizing financing</li></ul>
Forgivable Loan	Two \$275,000 loans approved totaling \$550,000 Long Creek Steel <ul style="list-style-type: none"><li>- Approved at City Commission March 3, 2025</li><li>- Footings and foundation completed</li></ul> Sign Badgers <ul style="list-style-type: none"><li>- Approved at City Commission September 22, 2025</li><li>- Not confirmed</li></ul>
Renaissance Zone	1 of 1 Applications were approved in 2025 Restad Properties <ul style="list-style-type: none"><li>- Approved at City Commission June 16, 2025</li><li>- Total approved tax abatement over 5 years \$72,480</li><li>- Property to be finished by end of 2025</li></ul> <b>4 Active Renaissance Zone Applications</b> 1 Closed in 2025 (9 <sup>th</sup> & Main LLC Phases 1 and 2)
Pilot & TIF	No applications moved forward in 2025 Charleswood TIF Closed August 2025 <b>10 Active PILOTS</b> <b>8 Active LIHTC PILOTS</b> 1 Closed in 2025 (Enclave)

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### Business Retention & Prospects:

#### Business Retention and Expansion Visits

58 business visits were completed out of a goal of 90

13 businesses indicated they were new or planning an expansion in the next 1-2 years

Prospective Businesses

30 prospects identified out of a goal of 36

6 are confirmed

Building Permit Activity

New Permits 6 YTD Valued at \$7,707,000

Remodel Permits 31 YTD Valued at \$11,626,982

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**Other:**

- Ten-year renewal of the City of West Fargo's Renaissance Zone Program
- Added to the Economic Development Department Team
- Community Impact presentations by Grand Farm and FM Science Museum
- Active in EDND – attended Developer Day in Bismarck & Minot, Southeast Regional Events, and Legislative updates.
- Letters to 616 properties in RZ 45 of which in the below normal to very poor range and will be the first priority and 140 of which are currently vacant, parking, or used for storage.
- Continued work on the Growth in Action Plan
- Integration of Lois and Lasso programs provided by the State

