



Advisory Board Meeting May 3rd, 2022

Members Present

- Kenley Nebeker – TrainND
- Paula Langford – Job Service North Dakota
- Jared Iverson – Oasis Petroleum
- Steve Braden – Braden Consulting
- Cary Longie – Crestwood
- Daniel Stenberg – McKenzie County JDA
- Ian Anderson- Pronghorn Well Services
- Pat Bertagnolli – Job Service North Dakota
- Shawn Wenko – Williston Economic Development
- Anthony Dudas – XWA
- Riley Yadon – Make Sense Inc
- Dubi Cummings – CHI St Alexis

Members Not Present

- Bernell Hirning – Williston State College
- Brandon Delvo – Williston State College
- Keith Olson – Small Business Development Center

Meeting Notes

- Welcome/lunch (provided by TrainND Northwest)
- TrainND Northwest Update (Kenley)
 - Personnel update
 - CNA Lab Expansion / CPR Mannequins
 - Updated board room, with a multi-use as a podcasting room
 - Podcasting set up would be portable with camera capabilities
 - Would be used initially by TrainND for two platforms
 - Safety Podcast for companies to utilize for free, 5-10 minutes in length
 - Could we seek sponsorship to cover fees of weekly/monthly podcasts?
 - Drones in North Dakota Podcast
 - Would also make the podcasting equipment available to people/companies in the community to produce their own podcasts and train them on how to
 - Currently working with a consultant, would eventually do the training internally
 - Determine what the training/use of equipment would look like from a time perspective
 - Initial investment \$42,000 (\$3k-\$5k equipment, \$37k-\$39k consultant)

- Crane/CDL Grant Update
 - 2.3 million dollar grant approved regionally, awaiting federal approval
 - Brand new CDL trucks
 - Conversion of old CDL truck to electric/hybrid approach
 - Newer crane equipment
- Drone Light Show
 - Babe Ruth World Series- Night Two
 - TrainND is partnering with other community businesses to pay for this show
 - Location TBD
- Vantis / Thales Project
 - Requested TrainND provide the training for those that will fly on the Vantis network and those trouble-shooting the technology for the network
 - TrainND will receive a yearly renewal/licensing fee following initial production payment
- Safety Leadership Course
 - Linda Pitman will be working to complete this project
 - Was well received at ND Safety Conference and from local industry
 - Aiming for July for launch of program
- Touch-A-Truck
 - May 21st 10am-2pm
 - TrainND's event to reach out to young people in the community and participate in a bike give away
 - Will allow equipment to be seen from a variety of industries
 - Partnership with Job Service will allow for hiring at the event for parents as well
- Microsoft / Gener8tor / TrainND
 - Discussed concept, benefits and implementation
 - Explained TrainND acts as a middle party and does not facilitate any courses
- TrainND Northwest Financials (Lindsee)
 - To date, TrainND is underspent when analyzing the FY22 budget. 77.55% of funds have been spent and 22.45% is still remaining in the budget for FY22, with 17% of the fiscal year remaining.
 - We took a look at the expense breakdown thus far for FY22. Payroll is by far the largest portion of the budget accounting for 62.41% and our BND building loan payment coming in second highest accounting for 9.02%. Both categories are very comparable percentage-wise to FY21.
 - Repair expenses were up roughly \$40,000 compared to FY21 largely due to emission regulations on our CDL equipment. Instructional supplies is up a bit this year but so is our revenue and number of students we are seeing, so we would expect to see an increase in this category. IT Equipment was up a couple thousand dollars this year which we had anticipated due to update some of our IT equipment.
 - Outstanding principal balance on our building loan with Bank of North Dakota sits right at \$1,840,899.38 (*as of 04/05/2022). A portion of our monthly payment is an advanced payment of principal. Original maturity date for the loan is May 2035, but with the advanced payment of principal we do expect to have the loan paid off roughly two years sooner if you payments stay at \$15,500 monthly.

- TrainND FY22 Revenue broken out by quarters was Q1 \$547,160.85, Q2 \$583,017.10, Q3 \$729,966.25. Q1 and Q2 were both very consistent. Q3 proved to be the strongest thus far, which is pretty in line with prior years (the second half of the year is usually stronger from a financial viewpoint).
- We compared TrainND's FY22 revenue to the last five fiscal years. Although not the highest year, certainly not the lowest. FY22 came in right at a good middle, average point in comparison.
- To show TrainND's operational outlook for FY22 as of 04/29/2022, revenue sits at \$2,096,051, expenses at \$1,717,516, netting to current earnings sitting at a positive \$378,535
- Industry Feedback (whole group)
 - What are we getting right?
 - Impressive to see not only what we're currently doing but what our vision for the future is
 - Expansion of CDL
 - Working to make sure we are sustainable while finding unique ways to expand like the CDL/Crane grant and the UAS program partnering with the state
 - Partnering with other entities
 - What are we missing the mark on?
 - Get the word out better
 - What should we be looking at moving forward?
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