





# JSDC ANNUAL REPORT 2009

Job Growth  Business Expansion/Retention  Entrepreneurship Catalyst



Jamestown/Stutsman County  
The Right Conditions for Growth



DEVELOPMENT

JAMESTOWN / STUTSMAN COUNTY

[growingjamestown.com](http://growingjamestown.com)

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## JSDC BOARD OF DIRECTORS

**Jim Boyd**  
**President**  
*Retired, Goodrich Cargo Systems*

**Dick Geigle**  
**Vice President**  
*Severson Real Estate*

**Alex Schweitzer**  
**Secretary/Treasurer**  
*North Dakota State Hospital*

**Dennis Ellefson**  
**Past President**  
*Otter Tail Power Company*

**Mark Klose**  
**At-Large Representative**  
*Stutsman County Commission*

**Ken Schulz**  
**At-Large Representative**  
*Jamestown City Council*

**Gary Riffe**  
*Hi-Acres Manor*

**Brion Bittner**  
*Wells Fargo*

**Dave Smette**  
*Retired*  
*Superintendent of Schools*

**Duane Enzminger**  
*Retired*  
*Enzminger Builders*

**Joan Morris**  
*AgriCover, Inc.*

**Eric Tuchscher**  
*Edward Jones Investments*

**Dale Marks**  
*Stutsman County Commission*

**Clarice Liechty**  
**Mayor**  
*City of Jamestown*

**Curt Sayler**  
*Chamber of Commerce Chair*

## JSDC EX-OFFICIO BOARD MEMBERS

**Noel Johnson**  
*Stutsman County Chief Operating Officer*

**Jeff Fuchs**  
*Jamestown City Administrator*

**Shirley Jackson**  
*Chamber of Commerce Vice Chair*

**JoDee Rasmussen**  
*Chamber of Commerce Executive Director*

**Nina Sneider**  
*Buffalo City Tourism Director*

## JSDC STAFF

**Connie Ova**  
*Chief Executive Officer*

**Lisa Hicks**  
*Administrative Program Coordinator*

**Lindsey Larson**  
*Marketing/Business Development Specialist*

**Sara Ohm**  
*College Intern*

**Luke Olson**  
*College Intern*

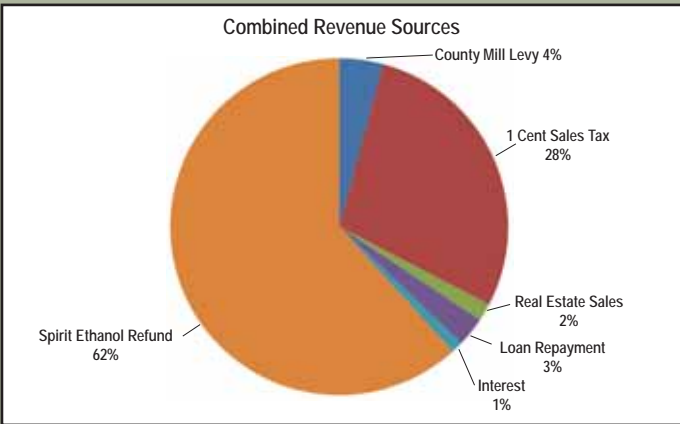
# One County Twelve Communities Endless Possibilities

Jamestown/Stutsman Development Corporation (JSDC) strengthens the region by providing a comprehensive menu of solutions and effective county-wide based economic development leadership with vision and coordination. JSDC offers an integrated approach of programs and services to support the creation of new business, the expansion of existing businesses within the county, and the attraction of companies that offer skilled jobs.

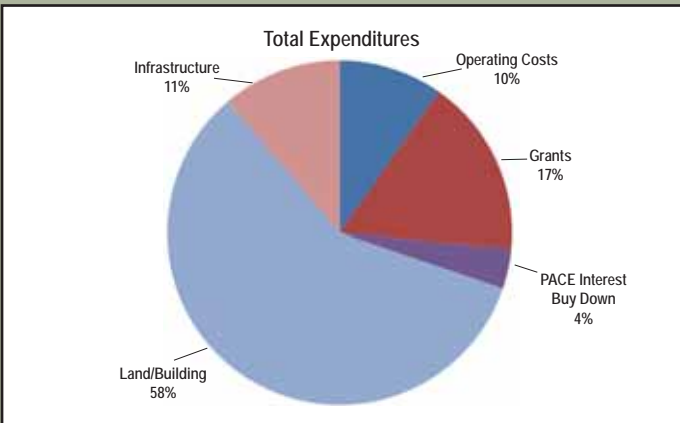


## 2009 Budget Overview

Revenue	Amount
County Mill Levy	\$298,686.00
1 Cent Sales Tax	\$2,017,291.00
Real Estate Sales	\$120,903.00
Loan Repayments	\$197,669.00
Interest	\$80,291.00
Spirit Ethanol Refund	\$4,382,719.00
<b>TOTAL</b>	<b>\$7,097,559.00</b>



Expenditures	Amount
Operating Costs	\$342,500.00
Grants	\$583,731.00
Loans	\$0.00
PACE Interest Buy Down	\$131,000.00
New Jobs Training Fund	\$0.00
Stocks	\$0.00
Land/Building	\$2,048,798.00
Infrastructure	\$393,571.00
<b>TOTAL</b>	<b>\$3,499,600.00</b>



To view complete financial revenue and expenditure report for 1988-2009, visit: [http://www.growingjamestown.com/reports/reports\\_view.asp?ID=108](http://www.growingjamestown.com/reports/reports_view.asp?ID=108)

# LETTER FROM THE CEO

Jamestown and Stutsman County,  
2009 was a year of continued growth.

## *Notable examples include:*

### Spiritwood Energy Park

- Spiritwood Station (GRE) \$350M combined heat and power plant
- Peak employment 500 FTE from 35 states

### I-94 Business Park

- Ag Country Farm Credit Services opens new facility
- Buffalo City Diesel opens doors in early 2010
- Mac's Inc – "Not Just Another Hardware Store"

### Downtown Jamestown

- Martinizing Cleaning relocates to newly renovated building

### Western Jamestown

- "Jamestown Regional Medical Center" shows remarkable progress

### Medina

- ICS/FARRMS at Medina continues to add employees and expand services

### Streeter

- Biomass Study at NDSU Central Grasslands Research Center continues

In 2010 JSDC will be engaging in more external marketing activities. JSDC has already been to Portland, Anaheim and Austin for trade shows, and have plans for Minneapolis, Houston and St. Louis to spread the word about the opportunities in Jamestown and Stutsman County. The work that has been done with the Medical Leaders Roundtable is adding a new dimension to our services, that of facilitating training to enhance business competitiveness and enriching employee skills.

In the year 2009 over \$800,000 worth of property taxes were paid to Jamestown and Stutsman County by companies assisted by JSDC through the years of operation. The taxable value of those companies exceeds \$36,000,000!!! These companies have paid in excess of \$4,000,000 in taxes over the past 5 years.

2009 was a year at times filled with trepidation at the realization that the Spirit Ethanol project was not going to become a reality because of the economic conditions which took a project with an 80% net profit projection to a negative figure. It was a time of relief in that the plant was not already invested in, built and ultimately bankrupt, leaving farmers holding useless corn contracts as was the situation in so many ethanol projects. But, it left a huge void in the Spiritwood Energy Park and the partnership originally formed with Newman Group, Great River Energy and Cargill Malt.

An agreement was reached which culminated in the Newman Group returning the investment made by the JSDC/City County; JSDC owning 550 acres of property adjacent to the project sold to them by Harold Newman and ultimately reselling 450 of those acres to Great River Energy. GRE is continuing with the construction of the 99mg combined heat and power plant which will provide steam to Cargill Malt and electricity to the grid. JSDC and GRE are partnering to pursue another steam host and are hopeful that next year will see solid plans for Dakota Spirit AgEnergy Biofuels.

2009 was a year that will likely be remembered as a difficult one due to the tough times at some of our community's major employers. The economic downturn caught up to Jamestown and Stutsman County and resulted in job losses and cutbacks.

Recent layoffs and downsizing should tell us that we can't sit idle, we must keep building. The cost of inaction is more expensive than the risk of failure because prevailing economic and demographic forces in our region do not favor growth. Criticism often comes our way for projects that have gone bad, but we must keep in mind that several of our most successful employers have had uncertain futures, and we helped many of them when it could have gone either way.

The JSDC continues to strive for growth and prosperity for the people of Jamestown and Stutsman County.

Connie J. Ova  
Chief Executive Officer

# LETTER FROM THE PRESIDENT

Oh, the Care and Feeding of a new board president. Thanks to all that tolerated me, guided me, encouraged me, educated me, and led me by the hand during my first year as president of the board of directors. There was so much to learn but we made it through 2009 together. As you recall, I was not in favor of changing the president's term from 1 year to 2 years; however, you have made a believer out of me. During 2009, I found myself drinking from a fire hose numerous times but I survived to serve another year with maybe a bit more knowledge of the JSDC operations.

I would have to say some adjectives to describe my first year are: fun, challenging, consuming, negotiating, coordinating, many new acquaintances, accomplishments, educational, more friendships, and very involved.

After I reviewed the 2009 accomplishments, I recalled the significant coordination and negotiation with Harold Newman and Kari Newman-Ness that was necessary to reach the successful conclusion of the Spirit Ethanol Project. I had the privilege of being part of the JSDC team tasked to negotiate and complete the project close-out.

This was accomplished through numerous meetings directly with Harold and Kari plus a series of special Executive Committee meetings. All were conducted with courtesy, respect, and professionally. Based on these negotiations and the diligence of making the decision to abort the full launch of the corn-based Spirit Ethanol plant construction in the midst of a flurry of similar ethanol plant bankruptcies, Harold Newman and Kari Newman-Ness deserve special recognition for "doing the right thing for the community". That decision coupled with honest negotiations led us to successfully recovering the incentive investment plus the equity investment fully. Also, as a result, JSDC acquired 100 acres of land to be developed at the Spirit Energy Park site.

President's Award Based on the above, I felt strongly that the JSDC should recognize Harold and Kari for their outstanding support for our community economic development. The President's Award specifically honors the recipients for their tough decision, keeping in mind the community's best interest. We are lucky to have them helping us grow economically.

Jim Boyd  
President, Board of Directors

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## ***JSDC Strategic Plan***

### VISION

To be the premier catalyst in economic development and growing our community.

### MISSION

Jamestown/Stutsman Development Corporation is dedicated to area economic development growth and diversification.

The Board of Directors has recently updated its Strategic Plan which includes four strategies. These strategies are listed below:

1. Spirit Energy Park Development
  - Infrastructure
  - BioMass Plants
  - Support structures necessary
  - Grant pursuit
  - Garrison Diversion
2. Create a local Venture Capitalist Group (Angel Investors)
3. Develop an incubator for entrepreneurship
  - Formal curriculum
  - Facility
4. Training Center

## 2009 PROJECT REVIEW

### Martinizing Dry Cleaning, LLC

- \$31,000 Flex-PACE Interest Buy Down Loan, which facilitated Bank of North Dakota grant for \$60,000
- Purchase and remodel of business
- Loan to be paid back after initial loan is paid

### Allen Enterprises

- \$100,000 Flex-PACE Interest Buy Down Loan, which facilitated Bank of North Dakota grant for \$200,000
- Construction of new building
- Loan to be paid back after initial loan is paid

### South Central Dakota Regional Council Dues & Small Business Development Center Funding

- \$26,612 grant
- See page 8-9 for detailed report

### Buffalo City Tourism Foundation

- \$104,120 operating allocation grant
- \$75,000 funding for tourism projects
- See page 10 for detailed report

### Great River Energy

- \$300,000 Job Incentive Grant
- Creation of 24 full time jobs

### Purchase of Newman Land

- \$1,975,000 Land
- Purchase of 551.8 acres near Spiritwood, ND
- Acquired \$75,000 credit for billboard advertising with Newman Signs
- Great River Energy purchased 400 of the 551.8 for \$1,700,000
- JSDC received cash rent for 2009 for \$31,320
- JSDC invested \$169,000 for 100 acres of prime economic development land

### Goodrich Building II

- \$25,000 infrastructure grant
- JSDC voted to pay up to 70% of cost of fixing drain tiles causing flooding in Building II
- JSDC owns Goodrich Building II

### Marketing Incentive

- \$50,000 grant
- Used to update JSDC marketing materials, trade show booth, digital/print ads, area video and brochures

### North Dakota Trade Office

- \$25,000 grant
- See page 11 for detailed report

### Labor Availability Study

- \$6,000 grant
- Reports on people looking for other opportunities or to improve their position in their current job
- Collaboration with ND. Dept of Commerce, University of North Dakota and ND Job Service

### JSDC Building Issues

- \$50,000 infrastructure grant
- Issues with JSDC office building such as leaking pipes, boiler problems, water leaking into walls, heating/cooling problems, etc.

## 2009 PROJECT REVIEW

### Wastewater Treatment Plant Repairs

- \$113,571 infrastructure grant
- JSDC voted to pay 50% of repair cost due to owning 55 acres in the Food Processing Park

### Jamestown College Intern

- \$9,600 grant
- Assist JSDC in all areas and aspects of work in the office
- Allows for 20 hours per week at \$10.00 an hour

### De-obligation of Spirit Ethanol Funds

- \$6,380,417.10
- Ethanol plant was never built, all money returned to economic development funds at city/county

### De-obligation of Business Retention & Expansion Funds

- \$2,000
- JSDC has partnered with Dakota Maximizing Enterprise Performance (MEP)
- Dakota MEP pays for the use of the e-Synchronist software that JSDC uses to conduct BRE visits

### Kensal Community Grocery

- \$7,558.82 write off
- Due to business being insolvent and having no assets, JSDC voted to write off outstanding loan amount

### Projects Denied

- \$42,000 City of Jamestown - 3rd St. SE Road, engineering fees
- \$15,000 Rough Rider Renewable

## 2009 I-94 BUSINESS PARK ACTIVITY

### Lot 2, Block 3 (replatted)

- Purchased by Brad Gebeke for \$68,239

### Lots 7 & 8, Block 4

- Purchased by Dean Hafner for \$124,090

### AgCountry Farm Credit Services opens new facility

### Buffalo City Diesel opens doors in early 2010

### Mac's Inc - "Not Just Another Hardware Store"



Martinizing Dry Cleaners



AgCountry Farm Credit Services



Buffalo City Diesel

## JSDC PARTNERS

### ***South Central Dakota Regional Council***

The South Central Dakota Regional Council (SCDRC) provides numerous services to encourage economic and community development in the nine-county region of south central North Dakota including the counties of Stutsman, Barnes, Dickey, Foster, Griggs, LaMoure, Logan, McIntosh and Wells.

The Regional Council provides planning services, technical assistance, information coordination, gap financing, and program administration. It helps local government, businesses and individuals access federal, state and other funding sources to grow the region.

SCDRC activities in the 2009 include:

*SCDRC assisted in gap financing 11 loans, including in Stutsman County:*

- Martinizing Dry Cleaning, Jamestown
- Tia Tanning and Well Being, Jamestown
- Redplum Media, LLP, Jamestown
- Firehouse Ribs, Ltd., Medina
- Precision Excavating, LLC, Medina

*Strategic planning services provided:*

- Facilitated SWOT analysis process for Jamestown Public Schools Board Retreat
- Facilitated SWOT analysis process for Two Rivers Activity Center committee

*Federal Emergency Management Agency Projects:*

- Assisted five jurisdictions with FEMA grant applications for 33 projects.
- FEMA multi-hazard mitigation planning services:  
Emmons County Multi-Jurisdiction Multi-Hazard Mitigation Plan

*Community Development Loan Fund Projects:*

- Wishek Manufacturing
- 12 Community Development Block Grant Public Facility Projects, including one in Stutsman County:  
Buchanan Urgent Need Lift Station Improvement

*Other:*

- Member of Jamestown College Community Alliance for Management Consulting
- Economic Development Association of North Dakota (EDND)
- N.D. Regional Council Association
- Hosted quarterly meetings for economic developers and tourism developers from a 10-county region
- Assisted townships with review, writing and use of township zoning ordinances

### ***Chamber of Commerce***

The Jamestown Area Chamber of Commerce is a voluntary organization of business and professional people dedicated to promoting the civic and economic vitality of Jamestown.

It embodies the vast expertise of many businesses and professionals in its membership; it has the knowledge and resources to identify issues of importance to the business community and the combined means to devise and implement strategies to address them. The Chamber accomplishes collectively what no one business or professional can do alone.

The Chamber of Commerce office is co-located with JSDC at 120 2nd St. SE, Jamestown.

- 364 members
- Chamber Committees: Agriculture , Ambassadors , City Beautification, After 5, Local/Regional Issues and Strive for 5
- Chamber Events: Ag Week Luncheon, Annual Banquet, Farmers' Appreciation Banquet, Home & Garden Show, Leadership Jamestown, Legislative Public Forums, Lunch and Learn and White Cloud Parade

## ***Small Business Development Center***

South Central Dakota Regional Council also hosts the Small Business Development Center-Jamestown Center (SBDC) that serves the nine counties of the region, including Stutsman County. The SBDC is located in the Regional Council offices that are co-located with JSDC at 120 2nd St. SE, Jamestown.

The SBDC helps individuals start, manage and grow their businesses. Business consultants at the Jamestown office provide confidential consultant services at no charge to business owners who want to expand and grow their businesses and to entrepreneurs who want to start or purchase a business. SBDC services include construction and revision of business plans, financial projections and budgeting, evaluation and research for the purchase or sale of a business, and loan packaging and identification of loan options to fund a venture.

The SBDC – Jamestown Center is funded in through contributions from counties and cities including JSDC, in the nine-county region, North Dakota Department of Commerce and a cooperative agreement with the U.S. Small Business Administration.

### ***In 2009, SBDC – Jamestown Center***

- Served 116 clients, 71 of those were in Stutsman County
- Provided 1,058 hours of counseling
- Assisted in 17 business starts
- Assisted in the creation of 57 jobs
- Assisted in the retention of 44 jobs
- Assisted in business starts and expansions that injected \$3.1 million dollars into businesses in our region
- Assisted in training opportunities offered to bankers and economic developers with Small Business Administration
- Assisted in training opportunities offered to entrepreneurs with Jamestown SCORE Chapter
- Provided information to SBA flood recovery centers in Jamestown and Valley City

## ***TrainND***

The “Workforce Training Initiative” was established by the state legislature in 1999 to ensure the vitality of ND businesses. Businesses needed access to training programs that could equip them to go to the next level and attain optimal performance from employees. This training program needed to span every industry and be able to facilitate any type of training for any type of skills.

The TrainND office is co-located with JSDC at 120 2nd St. SE, Jamestown.

- 669 Businesses served
- 2,204 Participants
- 53,950 Training hours
- 98.9% Overall satisfaction of participants
- 100% Overall satisfaction of businesses (survey 6-8 weeks after class)
- 100% Responsiveness of clients (survey 6-8 weeks after class)

## ***SCORE***

Counseling and real-world advice by professionals are now available for people in the area thinking about starting or expanding a business or simply stumped on what the next step in their business should be.

The program is called Service Corps of Retired Executives or SCORE. The idea behind it is to encourage entrepreneurship in the area with guidance and support by experts.

The SCORE office is co-located with JSDC at 120 2nd St. SE, Jamestown.

- Counseled 15 clients, 2 of those are running successful businesses
- 16 SCORE members
- Hosted “How To Start Your Own Business” Seminars
- Current focus is to increase volunteer members

## **Buffalo City Tourism Foundation**

In addition to providing visitor information to travelers, the Buffalo City Tourism Foundation and its volunteer board promote tourism to Jamestown and Stutsman County through radio and print advertising in the US and Canada, and through the financial support of local tourism attractions and events.

### **2009 Master Tourist Counts**

#### **Total brochures distributed**

- 60,575

#### **Bus Tours**

- Buses: 69
- Visitors: 2,473

#### **Car Counts**

- Ft. Seward: 3,430
- Frontier Village: 40,347

#### **Visitor Totals**

- Ft. Seward Visitor: 10,770
- Frontier Village/World's Largest Buffalo: 129,162
- Info Center Visits: 2,765
- National Buffalo Museum: 23,951
- Stutsman County Museum: 1,700

#### **Hotel & Restaurant Tax Revenues**

- \$256,207.80

TOTAL ECONOMIC IMPACT: \$8,277.00



The Buffalo City Tourism Foundation board provides grants to qualified applicants for the upkeep, advertising, and administration of tourism attractions and events in Stutsman County.

### **2009 Tourism Grants**

- Cabin Fever Days, \$250
- Ft. Seward staffing, \$7,300
- Stutsman County Museum staffing, \$7,300
- National Buffalo Museum staffing, \$10,500
- White Cloud lease at National Buffalo Museum, \$5,000
- James River Rodeo Association, \$1,500
- Girls Scouts Convention, \$500
- Frontier Village staffing, \$30,000
- Frontier Village entertainment, \$9,500
- Frontier Village horse care, \$3,000
- Drag Race, \$8,000
- Kite Festival, \$3,000
- Jam the Dam, \$5,000
- National Buffalo Museum Emergency fencing for pasture, \$19,540
- Fireworks Show/Ft. Seward, \$9,500
- White Cloud Festival, National Buffalo Museum, \$4,000
- James River YMCA Triathlon, \$3,000
- RSVP Enterprises, \$1,500
- Frontier Village Amphitheater updates, \$4,000
- Bull-A-Rama, \$3,000



## **North Dakota Trade Office**

The North Dakota Trade Office is actively working with local business leaders and the Jamestown/Stutsman Development Corp., to expand our opportunities in key markets throughout the world. With 95 percent of the world's consumers living outside the United States, it is important that we continue to build on North Dakota's global presence. Below, you will find a summary of our progress through the biennium ending June 30, 2011.

1. North Dakota State University, the University of North Dakota and the Trade Office offered a 12-week accredited Export Management Training course in the fall 2009 and winter 2010. The program, which included participants from the Jamestown and Carrington areas, incorporated training in international business contracts, internet visibility, global brand identity, international business financing and other courses.
2. Export Tech, an international business training program, will be held April 20th, May 25th and June 29th in Jamestown. This program is directed at all North Dakota companies wanting to improve their export skills by developing their own international growth plan and building a rolodex of resources to assist them along the way. We are contacting Jamestown area candidates that we believe will be a good fit for this educational opportunity.
3. During the Big Iron Farm Show last September, the Trade Office hosted about 150 key equipment buyers from about foreign countries. These events brought together pre-qualified equipment buyers and North Dakota manufacturers and dealers. Local dealers of John Deere and CNH participated as well as representatives from Duratech and AgriCover. A group of equipment buyers from six countries also toured the Duratech manufacturing plant near Jamestown and met with company officials regarding their need for livestock production equipment.
4. Agricultural equipment dealers and end-users from Kazakhstan twice toured Duratech since the fall of 2009.
5. The Trade Office hosts quarterly Trade Talk educational seminars throughout the state. Trade Talks events attended by Jamestown / Carrington member included:
  - 'Market Opportunities in Mexico' – Nov. 5, 2009
  - 'Market Entry Strategies' – Nov. 19, 2009
  - 'North Dakota's Export Initiatives' – Feb. 3, 2010
  - 'Taking Advantage of Duty Drawback' – Mar. 31, 2010
6. The Trade Office coordinated trade missions to South Africa, Ukraine and Kazakhstan, Mexico, and China, YTD 2010. Most of these trade missions had a strong focus on opportunities for agriculture equipment and included having delegates exhibit at major equipment trade shows. They also attended one-on-one meetings with customers and potential customers. The Trade Office and U.S. Commercial Service worked with the participating companies to identify and qualify potential business partners and to develop meeting schedules. Local John Deere and Case-New Holland dealers participated to generate new business contacts for the sale of used equipment. Duratech has been very active in developing business in Mexico and Kazakhstan and have taken advantage of Trade Office missions. Duratech officials also will exhibit at the May, 2010 NAMPO show in South Africa, along with 12 other companies.
7. Legume Matrix and Fessenden Cooperative attended the February 2010 Bean Congress in Mexico. The company representatives reported landing strong contacts from qualified commodity buyers including some of the world's largest bean and pea importers and food processors.
8. Cherrington Enterprises participated in a trade mission to Turkey in 2009, Cherrington's participation led to company officials signing with a Turkish sales representative.
9. Dakota Growers Pasta Co. attended Japan Foodex 2010, in Tokyo March 2-5. This is Asia's largest food show with more than 77,000 professional buyers looking at products from 60 countries. This event serves Japan's \$600 billion food market. Business contacts were made with buyers from Japan, Korea, Taiwan, Hong Kong and the Philippines. In the future, we expect other North Dakota food producers to attend the FOODEX Japan show.
10. The Trade Office also assists emerging and experienced export companies by connecting them with our network of export service professionals. The partnership has enabled us to assist exporters in the Jamestown and Carrington areas on international business issues including freight logistics, business financing and contract legalities.



Foreign buyers tour DuraTech.

## ***College.Community.Connection***

The College.Community.Connections committee was initiated by JSDC board members as an effort to work with Jamestown College to develop programs that would bring the college and the community closer with the goal of finding ways to keep more graduates in Jamestown, thereby adding to our work force.

- Representatives from JSDC, Jamestown College, the Chamber of Commerce

### ***Community Block Party***

- 60 Vendors
- 3,000 attendees (college students and community members)

### ***Retail Discount Program***

- 40 plus businesses
- Various discounts determined by business to offer college students



## ***Community Works - Dream Fund***

The DREAM Fund provides a secondary mortgage to cover the difference between a home's value and the construction cost. The DREAM Fund will never charge more than the bank charges on its first mortgage.

JSDC project was originally approved by the City/County in 2003 for \$55,419 paid over a three year period, however the fund continues to grow and help families.

Loans made are used for down payments, closing costs, rehabilitation, and both first and second mortgage assistance.

### ***Stutsman County Figures***

- No loans were made in Stutsman County for the 2009 year
- There are several in the works for 2010
- Previous years figures are 37 loans, \$1,083,637 loaned , \$1,619,896 leveraged and a total impact of \$2,703,631

## **ROUNDTABLES**

### ***Manufacturer's Roundtable***

These are "free-ranging" meetings meaning they are not driven from the outside. These members are very cognizant of issues in their industries and very eager to discuss synergies amongst the group to find new possibilities for accomplishing tasks.

#### ***Group Mission***

- Provide an opportunity for area manufacturers to meet each other and benefit from a network of local expertise.
- Provide a forum for sharing best practices.
- Provide a means for sharing training costs for programs that would otherwise be cost prohibitive to small companies to participate in locally.

### ***Medical Leader's Roundtable***

The Medical Leader's Roundtable was founded by JSDC Board of Director members and staff as part of the JSDC Strategic Plan. Through the distribution of a Workforce Needs Survey, the committee realized that there was a huge need in the area for Certified Nurses Assistants. They were able to bring together medical leaders from around the community to form a round table group.

#### ***Basic Skills Training for CNA***

- 5 Classes have been completed
- 98% pass rate for participants
- Local foundations have donated funds for supplies and scholarships



Stu Higginbotham served 2 years on the Jamestown/Stutsman Development Corporation Board of Directors. Stu lost his battle to cancer early this year. He will be dearly missed by JSDC members, staff and partners.



Van Halfacre, Goodrich Corp., was recognized for 2 years of service to the Jamestown/Stutsman Development Corporation Board of Directors.



Kim Lunde, Cherrington Enterprises, Inc, was recognized for 6 years of service to the Jamestown/Stutsman Development Corporation Board of Directors.



Construction work continues on the Jamestown Regional Medical Center west of town.



Construction continues on Great River Energy's Spiritwood Station at Spiritwood, ND.

FROM THE DESK OF  
**ADMINISTRATIVE  
PROGRAM COORDINATOR**

I had a GREAT year with the JSDC! It all started with the Rural Leadership Short Course where participants were able to take an idea and a group of people and effectively and creatively solve a problem. The skills I gained in that class carried over to the committees that I co-chaired in 2009. The CCC Community Block Party was a phenomenal success and continues to bring the college and community together.

The CNA Training Skills class was another success enjoyed in 2009. Dave Smette, the Medical Leaders Roundtable group and I achieved our goal of providing a successful option for workforce needs in the area. We also have plans to add a Certified Medication Assistant class in 2010.

The grant writing class was also a success with 25 participants. I coordinated that effort, took registrations and fees and have done follow up on the class by e-mailing all participants and thanking them for their support and letting them know of future plans for the group.

Through my work with the Chamber of Commerce Ambassadors I feel that the community has gotten to know me/JSDC better and I can help to put a "positive " face on JSDC by promoting all of the great things we are doing.

I always try to go above and beyond in my job by giving 100% in everything I do! I am thankful and grateful for the support given me by my CEO and the Board of Directors. Because of that support, I feel anything is possible as far as my future with JSDC. I am excited to work on the new strategic plan and cannot wait to see what opportunities await me in 2010!

Lisa Hicks

Administrative Program Coordinator

FROM THE DESK OF  
**MARKETING/BUSINESS  
DEVELOPMENT SPECIALIST**

Through hard work by our board of directors, staff and partners, the Jamestown/Stutsman Development Corporation was able to organize, maximize and leverage community resources to achieve some significant economic development wins.

The I-94 Business Park has new tenants, prime land was acquired near Spiritwood for economic development and existing businesses in the community continue to grow through the various programs offered by the JSDC.

Growth in Stutsman County is inevitable. The economy is healthy compared to most. While other states are cutting back on spending, North Dakota is increasing programs to help businesses expand and grow. With this potential, the JSDC recognizes that this is the prime time to be promoting our community.

Visibility was increased by updating our web sites, joining social media web sites, and increasing print and digital advertising.

The staff has been researching and seeking out the most beneficial conferences and trade shows that will put Jamestown and Stutsman County in front of potential manufacturers and other businesses.

Due to the fact that our region is agriculture based, our main focus is on renewable and alternative energy based events. There is great potential to expand out at our Spiritwood Energy Park. With the news of the proposed biorefinery facility we are sure to garner attention, not only nationwide, but globally.

These marketing and recruiting efforts have provided great awareness of our community. As the economy slowly starts to rebound the JSDC will begin seeing more interest and inquires. Times are still tough for most industries, but as conditions improve and profits increase, Jamestown and Stutsman County will be ready to offer many great opportunities to new businesses – now and in the future.

Lindsey Larson

Marketing/Business Development Specialist

## TOOLS FOR ECONOMIC DEVELOPMENT

### PACE (Partnership in Assisting Community Expansion)

The PACE Fund assists North Dakota communities to expand their economic base by providing for new job development. This is an interest buy down program funded by local government and the Bank of North Dakota. PACE provides an interest buy down that can reduce the borrower's rate of interest by as much as 5%.

- Loan Limit - There are no maximum loan parameters for borrowing under this program.
- 65% percent of PACE buy-down is a grant (max of \$300,000) through Bank of North Dakota
- 35% percent of PACE buy-down is a loan from the local economic development fund (\$135,000)
- Use of Proceeds - The proceeds of a loan may be used to purchase real property, equipment and certain working capital requirements. The program cannot be used to refinance any existing debt or for relocation within North Dakota.
- Job Creation - The borrower shall demonstrate that within one year there will be a minimum of one job created and retained for every \$100,000 of total loan proceeds. Otherwise, the interest buydown will be prorated to reflect any partial fulfillment.

### Flex-PACE

The Flex PACE feature of the PACE program provides interest buy down to borrowers that do not fit into the traditional definition of a PACE qualifying business. Under Flex PACE, the community determines eligibility and accountability standards. Flex PACE allows communities the ability to provide assistance to borrowers with a business focus or need outside of the current requirements of PACE, such as jobs retention, technology creation with no new jobs, retail, smaller tourist businesses and essential community services.

- Job creation is not a requirement of Flex PACE

### Community Development Revolving Loan Fund

The South Central Dakota Regional Council currently has up to \$500,000 available in this low-cost financing option. Like other funding sources, the number of jobs created would have a bearing on the amount of accessible funds.

### North Dakota Development Fund

Funded and administered by the state, this fund provides "gap financing" through loans and equity investments not available from most conventional lenders and is available to any primary-sector business with the exception of production agriculture. The Development Fund also administers the Regional Rural Revolving Loan Fund, which provides funding for primary-sector projects located in a community of less than 8,000 in population or located more than five miles outside the city limits. The fund is a secondary source of financing, subordinate to private sources. If a business can't handle added debt, the Development Fund can take an equity financing position.

### North Dakota New Jobs Training Program

This program provides incentives to businesses that are creating new employment opportunities through business expansion and relocation to the state. The program provides primary sector business with no-cost funding to help offset the cost of training new employees. The North Dakota New Jobs Training Program provides for the capture of the state income tax withholding generated from the new job positions that are created.

### Workforce 20/20

A program designed to assist North Dakota businesses and industries in retraining and upgrading worker's skills to meet demands of new technologies and work methods. Workforce 20/20 provides funding assistance to businesses to offset training costs for current workers and new employees when the business is new to the state, expanding employment in the state, introducing new technologies or introducing new production methods.

### City/County Property Tax Exemption

New or expanded businesses or enterprises may negotiate for up to five years full of partial exemption from local property taxes. A second five-year exemption may apply if the business uses agricultural products grown in North Dakota.



**DEVELOPMENT**  
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*Growing Jamestown  
and Stutsman County!*

## What JSDC has to offer

### Job Creation Programs:

- Primary Sector businesses that bring in outside dollars
  - Business retention and expansion
- Entrepreneur business planning and assistance

### Workforce Training & Relocation Grants

- Workforce 20/20 - New Jobs Training Funds
  - Assist with relocation & mobilization

### Community Enhancement Programs

- To enhance "Quality of Life" in the region

*Information regarding City/County Property  
Tax Exemptions, Sales and Use Tax Exemptions,  
and many other state and local assistance programs is  
available at the office or at [growingjamestown.com](http://growingjamestown.com)*

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## We Welcome Your Questions And Comments

The Jamestown/Stutsman Development Corporation Board of Directors and Staff are doing their very best to communicate with the people of Jamestown and Stutsman County.

With a regularly updated, state-of-the-art web site, published and e-mailed quarterly newsletters, open monthly meetings, quarterly updates, annual reports and annual independent CPA audits available to the public, as well as very generous coverage in the local media, we are doing everything possible to be open

and honest about JSDC projects—past, present, and future.

If you would like to receive the newsletter via e-mail, please go to [growingjamestown.com](http://growingjamestown.com) and click on the Subscribe to Newsletter button. You will be asked for your contact information, but rest-assured, JSDC will not sell or share your information with anybody for any reason.

Online/e-mail distribution of our newsletter will not eliminate the print version; it is designed to improve and build upon traditional

methods and bring more people to our web site.

We are doing our very best, but if you have suggestions, questions or ideas, please contact us directly. We are always looking for ways to improve and grow—that is what we are about: Growing Jamestown and Stutsman County.

With your help, we can further improve the communication between what is happening with JSDC and the people we serve.

Sincerely,

The JSDC Board and Staff