



JAMESTOWN/STUTSMAN DEVELOPMENT CORPORATION
2018 ANNUAL REPORT

JSDC BOARD MEMBERS

Chris Rathjen President JSDC Executive Committee	Commissioner Mark Klose At-Large Member JSDC Executive Committee Stutsman County Commission	Curt “CJ” Janke At-Large Member Hofmann Trucking LLC
Kelly Rachel Vice President JSDC Executive Committee	Mayor Dwaine Heinrich At-Large Member JSDC Executive Committee Jamestown City Council	Ritchie Wolf At-Large Member Otter Tail Power Company
Bill Lytle Secretary/Treasurer JSDC Executive Committee	Gerald Horner At-Large Member Northland Financial	Pam Phillips At-Large Member Jamestown City Council
Bob Toso Past President JSDC Executive Committee	Lorrie Pavlicek At-Large Member Upper Midwest Investments, Inc.	Dale Marks At-Large Member Stutsman County Commission
Tom Hausmann At-Large Member Titan Machinery	Marlee Siewert Cavendish Farms	Jason Rohr At-Large Member Chamber of Commerce

JSDC EX-OFFICIO BOARD MEMBERS

Rich Garman Spiritwood Energy Park Assn. Project Manager	Danica Chaput Job Service Senior Consultant	Searle Swedlund Jamestown Tourism Executive Director
	Sara Hellecksen Jamestown City Administrator	

JSDC STAFF

Connie Ova CEO	Beth Blumhardt Administrative Assistant	Haley Gallagher Intern
Corry Shevlin Business Development Manager	Tracey Pringle Administrative Coordinator & Bookkeeper	

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FROM THE PRESIDENT

My second and final year as Chair of the Jamestown Stutsman County Development Corporation has come to end. Time sure does pass us by.

In 2018 we broke ground on the Airport Park located adjacent to the airport on Hwy 20. 90 acres are available for development and we are looking forward to attracting aviation and technology business as well as industrial.

JSDC approved seven Flex Pace loans in 2018, this tied our 2017 record year. Flex Pace allows us to leverage community dollars with state funds to help businesses grow and/or improve their facilities.

In December of 2018 the board along with local stakeholders convened and developed a new strategic plan for 2019-2021. The plan is a roadmap and guide for JSDC board and staff to use to continue to best serve as a catalyst for growth in Jamestown and Stutsman County. Board members choose sub committees to serve on based on their skills and interests. Committees include: Existing Business Outreach, Organizational Excellence, Finance, and Business Attraction. A special thanks to all that participated in the development of our new strategic plan.

I look forward to a successful 2019 for JSDC, its staff and board. We will continue to work hard for Stutsman county and the City of Jamestown to bring jobs and businesses to the area.

I am grateful for the opportunity to serve as Chair and on the JSDC board in general. I have learned a tremendous amount in the years I have been involved. Thank you to the staff and the board for their dedicated service, it makes the Chair's job an easy one! And a salute to my fellow board members who attend countless number of meetings in a year. We appreciate all the time they dedicate to the growth of our community.



Chris Rathjen
Past President

On behalf of Jamestown/Stutsman Development Corporation (JSDC) I am very happy to present to you the 2018 Annual Report. This past year has been a creative year for us as we continue to build and re-imagine the role of JSDC in Jamestown and Stutsman County. Our strategic plan subcommittees: Existing Business; Business Attraction and Organizational Excellence are providing remarkable guidance with targeting innovation and expansion within our businesses and entrepreneurs, recruiting and retaining a skilled workforce and strengthening our relationship with the business community.

In 2018 we have helped our members to leverage almost \$2.5 million in capital investments creating additional and better paying career opportunities within our community. We are actively trying to stimulate and grow our entrepreneurial community. Partnering with the University of Jamestown (UJ) and the Jamestown Regional Entrepreneur Center (JREC) the community held numerous training events this past year. The JREC, under the leadership of Katherine Roth and a dedicated board of directors continue to strive for entrepreneurial leadership.

The Flex PACE Interest Buy-down Program continues to pick up popularity with 7 projects that have been approved in 2018 and substantial interest has been expressed as that program becomes more well known in our area. We are working diligently towards expansion of Spiritwood Energy Park Association (SEPA) to include the ND Soybean Processors project. I'm certain that economic development activity will be robust in that area in 2019.

In alignment with the vision of Governor Burgum, we are partnering with Jamestown Area Chamber of Commerce, Jamestown Tourism, Jamestown Downtown Association, Jamestown High School, the University of Jamestown, Jamestown Arts Center, City of Jamestown and numerous others to move forward the community's MainStreet Initiative. This Community Leaders group has put together a community marketing survey and will provide results tonight on what was revealed. Vibrant communities, especially attractive and inviting downtowns, are often credited as key factors in successful workforce recruitment and retention efforts nationwide. We have a tremendous opportunity to work together and re-imagine the possibilities for our community and create an action plan for progress.

FROM THE CEO



Connie Ova
CEO

2018 was a year of relationship building and creating a strong network of partners. While current projects and programs continue to grow, we are excited to develop new projects, programs and relationships along the way. We thank you all for your efforts and look forward to an exciting 2019.

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

JSDC Mission
Jamestown/Stutsman
Development Corporation
(JSDC) is dedicated to area
economic development,
growth and
diversification.



Economic development of a community inevitably goes through ups and downs; the key is have a team that sees the challenges, opportunities, and future areas of growth and doesn't lose the determination to keep their community growing for decades to come.
Here's what your "team" of JSDC Board of Directors and Staff will focus on in 2016-2018:

PRIORITY 1	PRIORITY 2	PRIORITY 3
Business Attraction	Business Outreach	
Goal 1 Secure one additional tenant for SEPA	Goal 1 Be an active partner of addressing the Workforce needs for our Community	Goal 1 Capitalize on opportunities presented by the Governor's Mainstreet Initiative
Goal 2 Assist in identifying tenants for SEPA neighboring properties	Goal 2 Assist in the development of a unified community branding and messaging campaign.	Goal 2 Streamline and refine JSDC processes to increase efficiency
Goal 3 Finalize development of the Airport Business Park into a shovel ready industrial park		
Goal 4 Opportunity Zone Education		

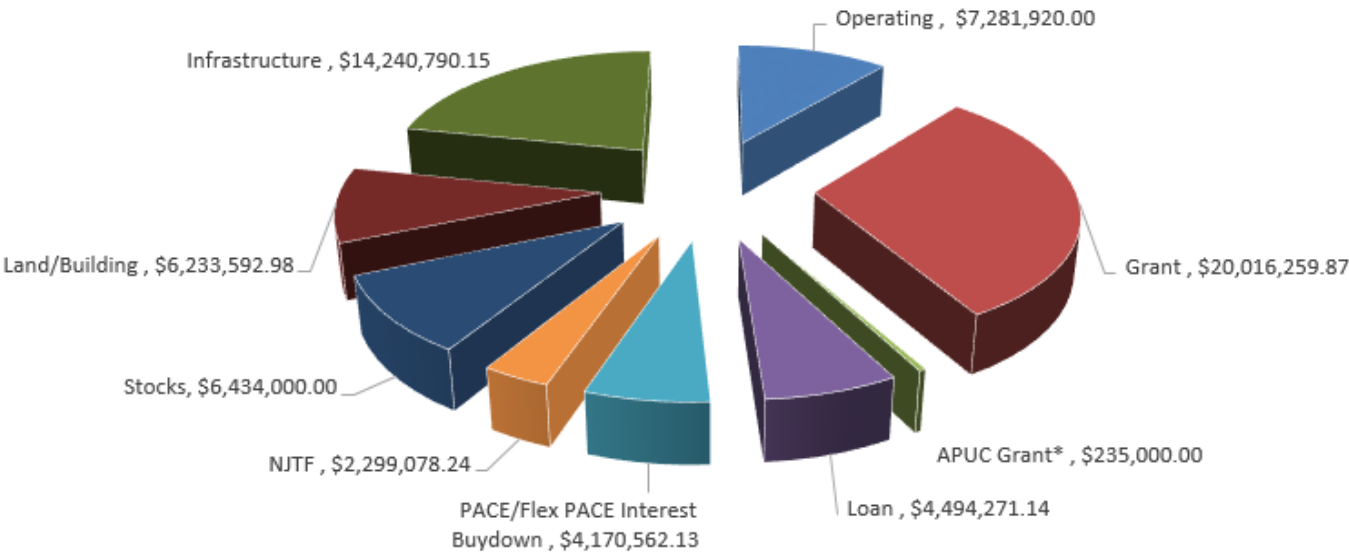
The JSDC Board of Directors and JSDC Staff continue to strive for growth and prosperity for the people and businesses of Jamestown and Stutsman County. We thank the community for ongoing support.

FINANCIAL OVERVIEW

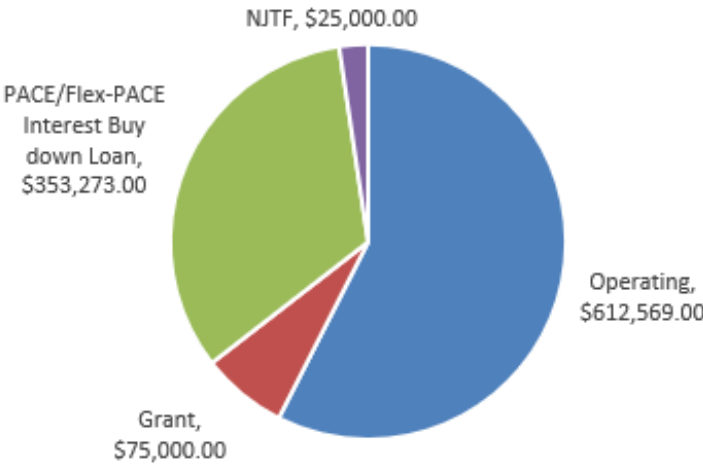
PROJECT FUNDING OVERVIEW

Funding Allocation			Funding Distribution									
	County	City	Operating	Grant	APUC Grant*	Loan	PACE/Flex PACE Interest Buydown	NJTF	Stocks	Land/Building	Infrastructure	Jobs
Totals	\$6,725,134.89	\$47,207,089.03	\$ 7,281,920.00	\$20,016,259.87	\$235,000.00	\$4,494,271.14	\$4,170,562.13	\$2,299,078.24	\$6,434,000.00	\$6,233,592.98	\$14,240,790.15	2895
Total Funds Used		\$53,932,223.92										

Cumulative Project Expenditures

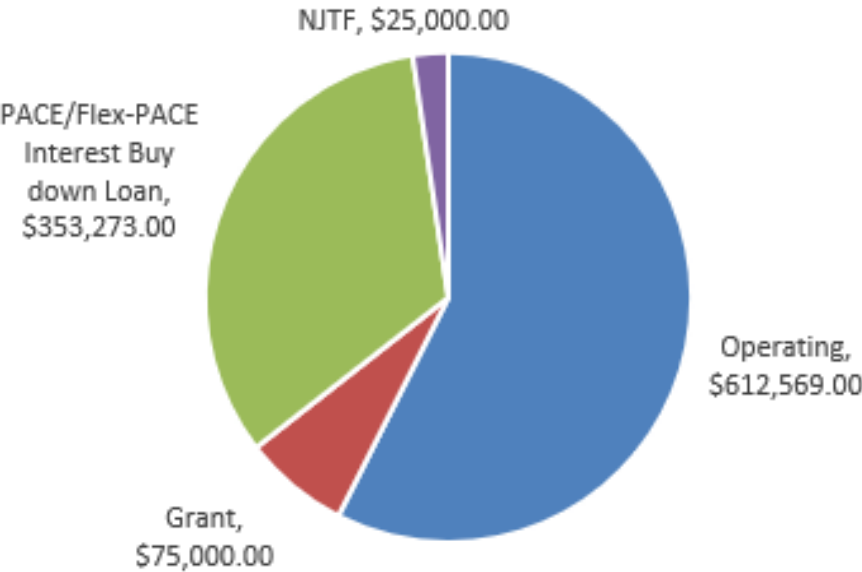


2018 Expenditures



Funding Allocation			Funding Distribution										Impact	
2015 Projects	County	City	Operating	Grant	APUC Grant	Loan	PACE/Flex-PACE Interest Buy down Loan	NJTF	Stocks	Land/ Building	Infrastructure	Jobs	Payroll	Leverage
JSDC Operation	\$94,700.00	\$387,000.00	\$481,700.00									4	\$244,000.00	
Hwy 13 One Stop Shop	\$5,160.00	\$20,641.00					\$25,802.00					8	\$ 125,000.00	\$ 349,698.00
Looyesen I Care	\$17,200.00	\$68,600.00					\$85,800.00					12	\$ 450,000.00	\$ 465,000.00
Heartland Heating and Cooling	\$6,415.00	\$25,657.00					\$32,072.00					6	\$ 196,000.00	\$ 157,928.00
Lawn Now	\$6,750.00	\$27,000.00					\$33,750.00					9	\$ 387,000.00	\$ 106,250.00
Advantage Poperties	\$14,301.00	\$57,206.00					\$71,508.00					5	\$ 400,000.00	\$ 378,492.00
Blu Frog Reality	\$17,200.00	\$68,800.00					\$85,800.00					5	\$ 275,250.00	\$ 415,000.00
Holte Construction	\$3,708.00	\$14,833.00					\$18,541.00					5	\$ 125,000.00	\$ 117,959.00
Thyssen Krupp								\$ 25,000.00				8	\$ 264,040.00	\$ 555,000.00
Jamestown Tourism	\$15,000.00	\$60,000.00		\$75,000.00										
SBDC	\$1,850.00	\$3,150.00	\$ 5,000.00											
SCDRC Dues	\$13,272.00	\$19,447.00	\$ 30,869.00											
Train ND	\$9,000.00	\$36,000.00	\$ 45,000.00									1		
Jamestown Regional Entrepreneurship Center	\$10,000.00	\$40,000.00	\$ 50,000.00									1.5		
Totals	\$214,556.00	\$828,334.00	\$612,569.00	\$75,000.00	\$0.00	\$0.00	\$353,273.00	\$25,000.00	\$0.00	\$0.00	\$0.00	64.5	\$2,466,290.00	\$2,545,327.00
Project Totals	\$1,065,842.00													

2018 Expenditures



GROWING JAMESTOWN AWARD

The Jamestown/Stutsman Development Corporation honors local businesses every year with our Growing Jamestown Award. When choosing a business to receive this award, JSDC looks at two specific criteria: the business must be currently working with the JSDC or have done so in the past, and the business must have a positive influence on our local economy. This year, the JSDC Board of Directors would like to honor Advantage Properties and Holte Construction.

Advantage Properties

Advantage Properties are experienced electrical contractors who specialize in residential, commercial, farm, and industrial work. Advantage Properties purchased an existing building in Jamestown for an expansion of their business and 5 additional jobs. They are using the facility to better suit the needs of the business and to improve services to the community. Advantage Properties used the Flex PACE program to assist in the purchase and renovation of the building. We are always excited to see our local businesses expanding in our community!



Holte Construction

Holte Construction has more than 20 years of experience with repairs, maintenance, new construction and remodels of homes, apartments and commercial property. Holte Construction purchased an existing building in Jamestown to facilitate an expansion of their business and 5 additional jobs. The expansion will allow the business to better serve our community! Holte Construction used the Flex PACE Program to assist in the purchase of the building and we are excited to see their success, growth and ongoing investment in our community.



We would like to congratulate Advantage Properties and Holte Construction on receiving the Growing Jamestown Award and thank them both for their ongoing investment and success in our community.



CHAMBER OF COMMERCE

NEW CHAMBER MEMBERS

Drenched in Ink
BNSF Logistics
Cricket Wireless
I Will Fitness
Keller-Williams Realty
Lacey's Health and Wellness
Paw's, Claws and Hooves Country Hideaway

Pita Palace
Quality Title
TRAC
ND Soy Processors
Recycling Center of ND
Vivacious Salon

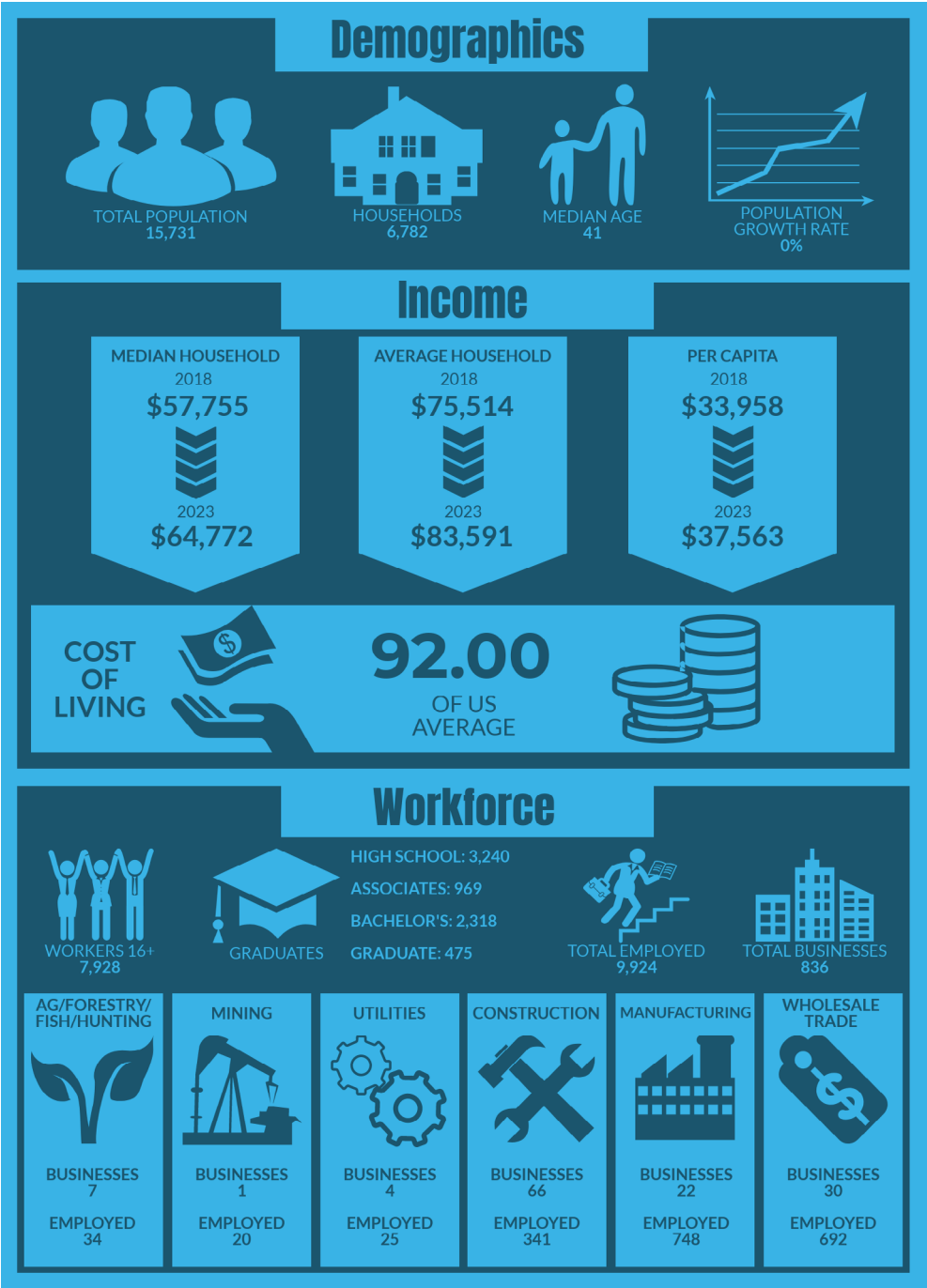
CHAMBER OF COMMERCE HIGHLIGHTED BUSINESSES

Apple Basket Café: January, 2018
Quality Inn and Suites: February, 2018
Ororiginals: March, 2018

RIBBON CUTTING EVENTS FOR NEW OWNERSHIP/GRAND RE-OPENING OR REMODEL

Northern Roots
BluFrog Realty
Premium Property Management
H&R Block
Triumph Incorporated
Medallus Medical





The City of Jamestown and Stutsman County have a combined Economic Development Fund, which is a multimillion dollar economic development program available to assist with expanding or relocating business. As part of financial packages, JSDC makes direct loans, equity investments and interest buy-downs to businesses.

For detailed information on the programs listed below, visit www.growingjamestown.com/business/financial-incentives/.

- Agricultural Products Utilization Commission (APUC)

Bank of North Dakota

Community Development Block Grant Dakota CDC

Dakota Business Lending

EB-5

Economic Development Fund

Flex PACE Affordable Housing Program

Flex PACE Loan

Jamestown Regional Entrepreneur Center

Lewis & Clark Development Group

ND Tax Incentives for Business

New Jobs Training Funds
- North Dakota Development Fund

North Dakota Roots Program

Northern Plains Electric Revolving Loan Fund

PACE Loan

Red River Corridor Fund

SBA 504

SCORE

Small Business Development Center (SBDC)

South Central Dakota Regional Council

Step ND

Work Opportunity Tax Credit (WOTC)

Workforce 20/20



JSDC BUSINESS PARTNERS

Jamestown/Stutsman Development Corporation is proud to have partnered with the following businesses:

- Advantage Properties

AgCountry Farm Credit Services

Agri-Cover, Inc.

Allied Agronomy

Alpha Opportunities, Inc.

Anne Carlsen Center

Birding Drives Dakota

Bison Inn/Econo Lodge

Blue Star Dry Cleaners

Blu Frog Realty

Browning Honey

Buchanan Ag

Buffalo City Diesel

Buffalo City Wood Products

Buffalo City Rotisserie Grill

Carrington Area CDC

Cavendish Farms

Central Grassland Research Center

Champ Industries USA Inc.

Cherrington

Cherry Berry/Fast Break CHS, Inc

City of Jamestown, ND

City of Napoleon, ND

Custom Contracting Solutions

Dakota Brands International, Inc.

Dakota Crop Services

Dakota Growers Pasta Company

Dakota Spirit AgEnergy

Dan Poland Machine, Inc.

D&B Portables

DuraTech Industries

Dynamics Marketing

Edgeley Development Corporation

Eldermark

Endless Harvest

E-Nugget/Carbontec Eventide

Farm Rescue

Fort Seward

Frontier Village

Gavilon

Great River Energy

Heartland Heating and Cooling

HH Holdings Inc.

Holte Construction

Hwy 13 One Stop Shop
- ICS FARRMS

Infinity Building Services

Jamestown Ambulance

Jamestown Avionics

Jamestown Area Chamber of Commerce

Jamestown Downtown Association

Jamestown Livestock Auction

Jamestown Marble

Jamestown Regional Airport

Jamestown Regional Entrepreneurship Center

Jamestown Regional Medical Center

Jamestown Row Homes

Jamestown Tourism

Lakeview Meadow Resort/Dunwoodie Properties

Lawn Now

Lehr EDC

Looyesen I Care

Lunde Properties II

Magnum LTL, Inc.

Marvel Homes

Midwestern Machine

NDSU Central Grasslands Research Extension Service

Newman Signs

Nordian

North Dakota Workforce Training

Precision Results

RealTruck.com

Reister's Meat

RTS Shearing

Small Business Development Center

South Central Dakota Regional Council

SRF Consulting, Inc.

Stoudt Ford Quick Lane

Stutsman County-ND

Stutsman Harley-Davidson

Super 8 Motel

Thomas Motors

Thyssen Krupp

ToMarket/Orriginals

Train ND

UTC Aerospace Systems

University of Jamestown

Wal-Mart

Weist Truckline

Westward Products

JAMESTOWN REGIONAL AIRPORT

AIRPORT INDUSTRIAL PARK GROUNDBREAKING



2018 WAS AN EVENTFUL YEAR!



Projects and Grants

- Cross-Wind Runway Rehabilitation (90% FAA, 5% NDAC)
- Completed Wetland Reduction and Wildlife Hazard Assessment to improve safety and reduce bird-strikes (90% FAA, 5% NDAC)
- FAA Project Grants: \$1,901,441
- NDAC Project Grants: \$110,560



Terminal lighting upgraded to LED.



COMMERCIAL PASSENGER BOARDINGS FOR 2018 WERE

11,808



Parking Lot Reconstruction

Over 75 additional parking spaces, more convenient/efficient layout, and all new paving for an improved passenger experience. Project costs were approximately \$675,000.

JAMESTOWN TOURISM

“\$156,304 were allocated in 2018. These dollars work to influence visitor experiences in Jamestown. When we think about these dollars, we think about the buckets that categorize their influence. They each accomplish a particular mission.

Staffing

The 2018 summer season included 129 days where visitors were greeted by one of the 15 part time summer positions funded by these dollars. These people provided hospitality and welcome to 151,244 visitors during the summer of 2018.

Events

From the first recognized Women’s Wrestling Tournament to a regional tennis tournament, Jamestown Tourism expanded how we use these dollars to bring visitors to Jamestown. With the growth of athletic facilities and hotel inventory, Jamestown has a new opportunity to bring new athletic events to Jamestown.

Special Projects

This is the bucket that helps develop better visitor experiences. The focus in 2018 was on the outdoor experiences at the Jamestown Reservoir and the Pipestem Creek. These dollars supported a campground expansion plan, refurbishment of the frisbee golf course, and the additional trail signage for the Northridge Trail.

Maintenance

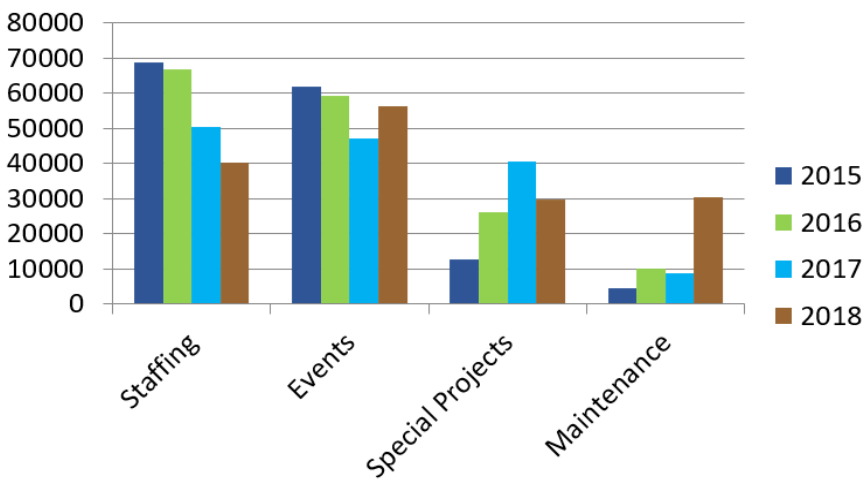
Keeping old facilities safe and viable has an expense. Often the non-profits aren’t positioned to cover costs of larger projects. The two big projects in 2018 included refurbishment of the Trader building in the Frontier Village and the replacement of the small flag pole at Fort Seward.

Thank you to JSDC for the continued support and partnership.”

2018 Jamestown Tourism Board of Directors

Matt Woods, President
Taylor Barnes, Vice President
Mitzi Hager, Treasurer
Frank Balak
Janna Bergstedt
Sean Johnson
Tena Lawrence
Pam Phillips
Paulette Ritter
Amanda Thrift
Corry Shevlin, Ex-Officio
Becky Thatcher-Keller, Ex-Officio
Pam Fosse, Ex Officio
Searle Swedlund, Executive Director
Emily Bivens, Office Manager

GRANT DOLLARS
\$75,000 JSDC & \$75,000 Hospitality Funds



Jamestown Tourism was able to serve 151,244 visitors during the summer of 2018.



(left)

Part of the 2018 tourism budget was used to support the campground expansion near the Jamestown Reservoir shown on the map.



(above)

Additional signage was constructed along the Northridge Trail to help improve visitor experiences. Shown in the image is one of the newly constructed signs with built in seating and shelter.

STAFF REPORTS

Corry Shelvin

Business Development Manager

Throughout 2018 I have enjoyed my Business Development role and the unique nature of the economic development industry.

My duties as the Business Development Manager include a variety of different tasks that include Business Attraction, Retention & Expansion. I have been fortunate enough to work closely with our JSDC staff (Connie, Tracey and Beth) as well as the City of Jamestown, Stutsman County and a number of our state and local partners as well as private businesses to help grow out community.

Working with the JSDC committees and our Board of Directors we were able to take on new projects and continue the success of our existing programs. The JSDC showed continued success with the Flex PACE program with 7 approvals which leveraged over \$1 million in state grant dollars. We also began the construction of the Jamestown Airport Business Park which will be complete in the summer of 2019. The JSDC also completed a new strategic plan to keep our goals focused and I am excited moving forward with that plan for the next 3 years. I would like to thank everyone who participated in that session!

It has been a pleasure to work with the JSDC Board of Directors, staff and members of the community. I look forward to 2019 and the opportunities it will present.



Tracey Pringle

Administrative Coordinator & Bookkeeper

When I first started with JSDC as a contract employee in 2011, the I94 Business Park was sparsely filled. In 2018, the last I94 Business Park lot was sold. In 2011, Spiritwood Energy Park (SEPA) was just getting started with the building of Great River Energy's Spiritwood Station. In 2018, DSA had been constructed and was operational for a few years at SEPA and North Dakota Soybean Processors' ground breaking was on the horizon. In 2018, the new Airport Business Park infrastructure was almost complete and potential tenants were already contacting Connie and Corry. These are the big successes JSDC has achieved, but there were many other projects JSDC made possible that didn't grab the headlines. The FlexPACE and New Jobs Training programs continue to assist in growing many small and large businesses.

In 2018 each JSDC Director served on at least 2 committees, which meant 2 meetings plus the Board of Directors meeting each month. Connie and Corry prepared for and participated in all 4 monthly committee meetings and carried out the committees' wishes with the assistance of Beth and myself. The great progress over the years required a significant amount of time, talent, and commitment from many directors, staff, and community members. As a resident of Jamestown, thank you to all of you. I enjoy living in Jamestown and look forward to playing my part in continuing to build on the past progress and grow Jamestown/Stutsman County in 2019!



WE WELCOME YOUR QUESTIONS AND COMMENTS

BETH BLUMHARDT

Administrative Assistant

The City of Jamestown and Stutsman County continued to prosper and flourish in 2018 in economic growth and development. The community continues to present new exciting opportunities for expansion and fosters anticipation for yet more diverse opportunities on the horizon.

As the Administrative Assistant for the JSDC, I have the opportunity of handling administrative detail for JSDC projects, coordinating and facilitating a variety of JSDC meetings, developing and maintaining of office and administrative systems, overseeing payroll submission, assisting with loan documentation and helping in a variety of other areas where needed. I have also been involved in various subcommittees with the JSDC team and JSDC Board of Directors working to achieve the goals defined in JSDC's Strategic Plan.

My years employed with JSDC have given me the opportunity to obtain knowledge and insight into the diverse world of economic development and the beneficial impact it has within a community. I am thankful to have such committed, talented, and knowledgeable individuals serve on the JSDC Board of Directors and proud to be part of the JSDC team; a team whom I greatly respect and appreciate, is hardworking, dedicated, efficient, knowledgeable, and value the true meaning of teamwork and commitment to their community.



2018 was an exciting year for the City of Jamestown and Stutsman County; I look forward to being a part of the growth and development ahead and to another great year in 2019 filled with exciting opportunities yet to come!

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

With a regularly updated website, monthly open meetings, annual reports, and annual independent CPA audits available to the public, as well as coverage in the local media, we are doing everything possible to provide the most informative updates on JSDC projects - past, present, and future.

We are always looking for ways to effectively improve and grow. This is what we are about: Growing Jamestown and Stutsman County.

If you have suggestions, questions, or ideas please do not hesitate to contact us directly.

Sincerely,
JSDC Board and Staff

Jamestown/Stutsman Development Corporation

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