

DEVELOPMENT
JAMESTOWN / STUTSMAN CO.
growingjamestown.com



JAMESTOWN/STUTSMAN DEVELOPMENT CORPORATION
2018 ANNUAL REPORT

JSDC BOARD MEMBERS

Chris Rathjen

President
JSDC Executive Committee

Kelly Rachel

Vice President
JSDC Executive Committee

Bill Lytle

Secretary/Treasurer
JSDC Executive Committee

Bob Toso

Past President
JSDC Executive Committee

Tom Hausmann

At-Large Member
Titan Machinery

Commissioner Mark Klose

At-Large Member
JSDC Executive Committee
Stutsman County Commission

Mayor Dwaine Heinrich

At-Large Member
JSDC Executive Committee
Jamestown City Council

Gerald Horner

At-Large Member
Northland Financial

Lorrie Pavlicek

At-Large Member
Upper Midwest Investments, Inc.

Marlee Siewert

Cavendish Farms

Curt "CJ" Janke

At-Large Member
Hofmann Trucking LLC

Ritchie Wolf

At-Large Member
Otter Tail Power Company

Pam Phillips

At-Large Member
Jamestown City Council

Dale Marks

At-Large Member
Stutsman County Commission

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 Helleksen

Jamestown City Administrator

JSDC STAFF

Connie Ova

CEO

Beth Blumhardt

Administrative Assistant

Haley Gallagher

Intern

Corry Shevlin

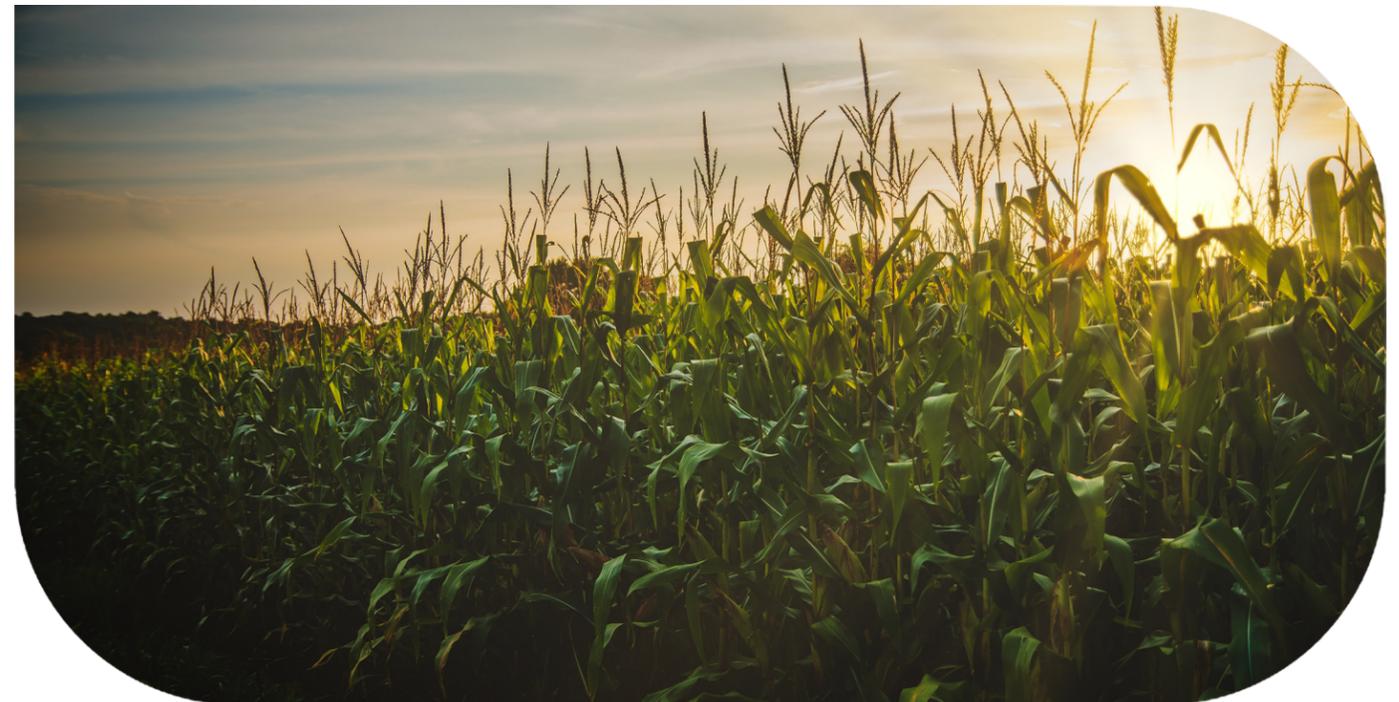
Business Development Manager

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



FROM THE CEO

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.



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

Business Attraction

Goal 1

Secure one additional tenant for SEPA

Goal 2

Assist in identifying tenants for SEPA neighboring properties

Goal 3

Finalize development of the Airport Business Park into a shovel ready industrial park

Goal 4

Opportunity Zone Education

PRIORITY 2

Business Outreach

Goal 1

Be an active partner of addressing the Workforce needs for our Community

Goal 2

Assist in the development of a unified community branding and messaging campaign.

PRIORITY 3

Goal 1

Capitalize on opportunities presented by the Governor's Mainstreet Initiative

Goal 2

Streamline and refine JSDC processes to increase efficiency

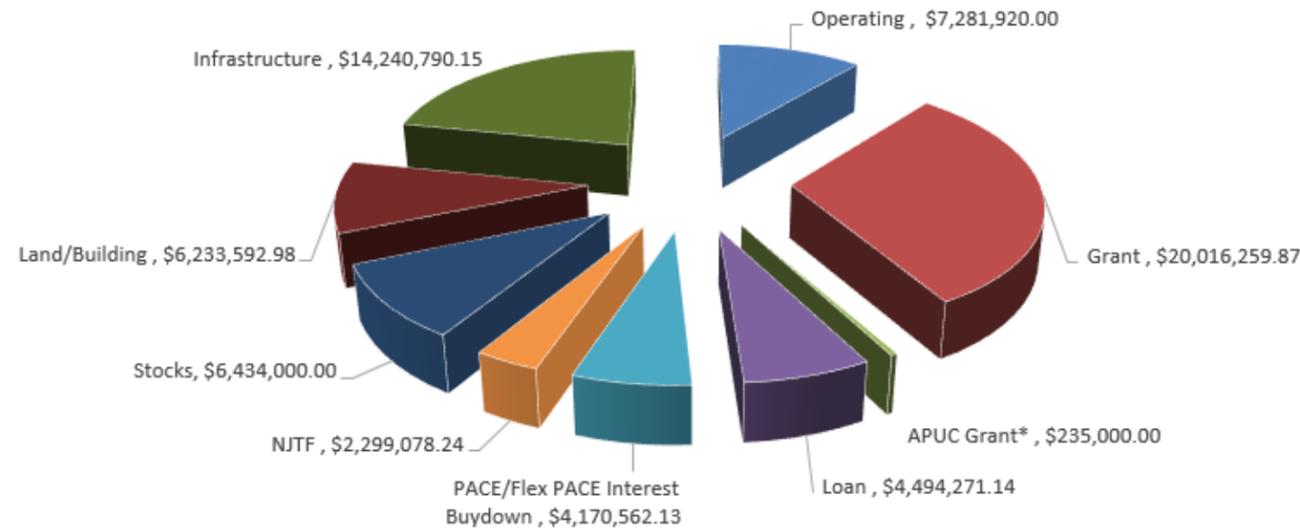
The JSDC Board of Directors and JSDC Staff continue to strive for growth and prosperity for the people and businesses of Jamestown and Stutsman County. We thank the community for ongoing support.

FINANCIAL OVERVIEW

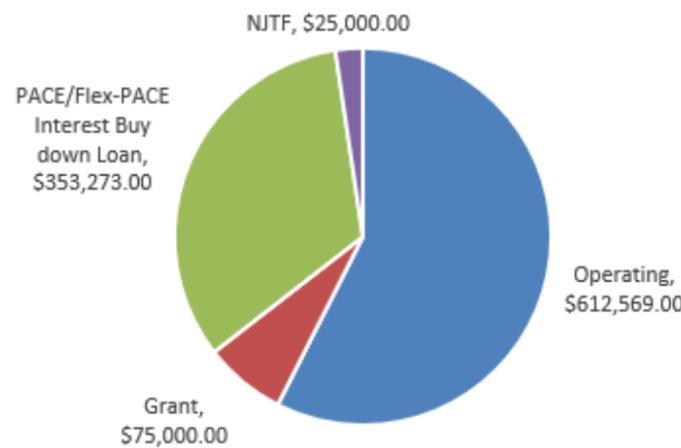
PROJECT FUNDING OVERVIEW

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

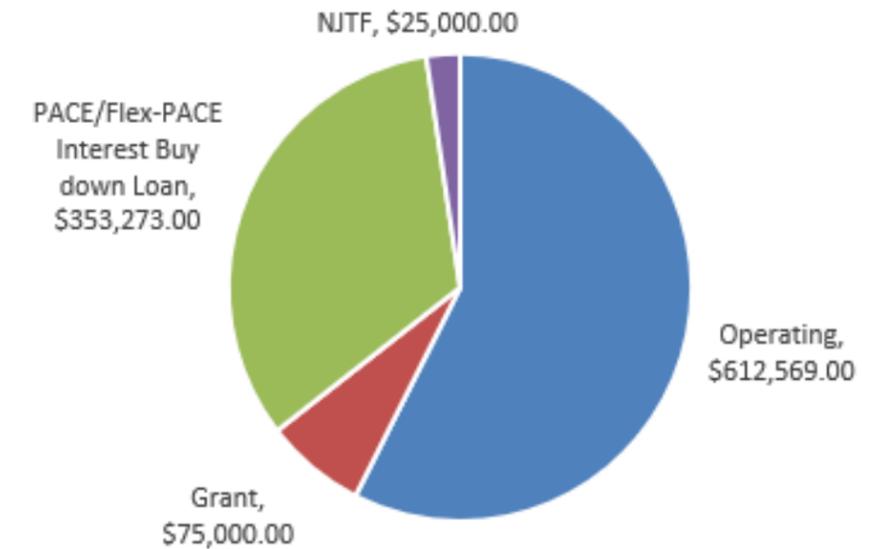


2018 Expenditures



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
Looyen 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 Realty	\$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											
Jamestown Regional Entrepreneurship Center	\$10,000.00	\$40,000.00	\$ 50,000.00											
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 and 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 Reality
- 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

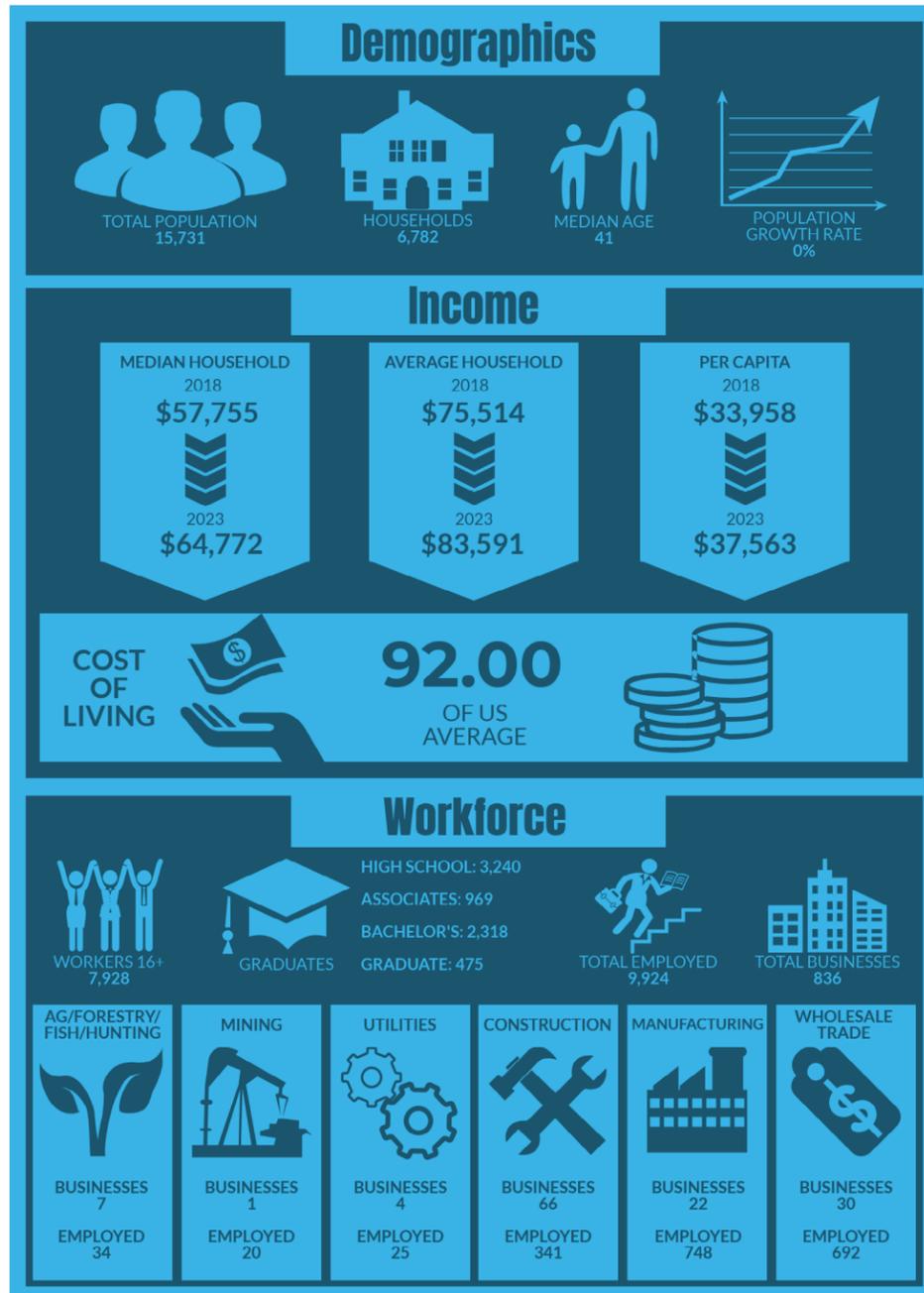
- Apple Basket Café:** January, 2018
- Quality Inn and Suites:** February, 2018
- Orriginals:** March, 2018

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



Projects and Grants

2018 WAS AN EVENTFUL YEAR!

- 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

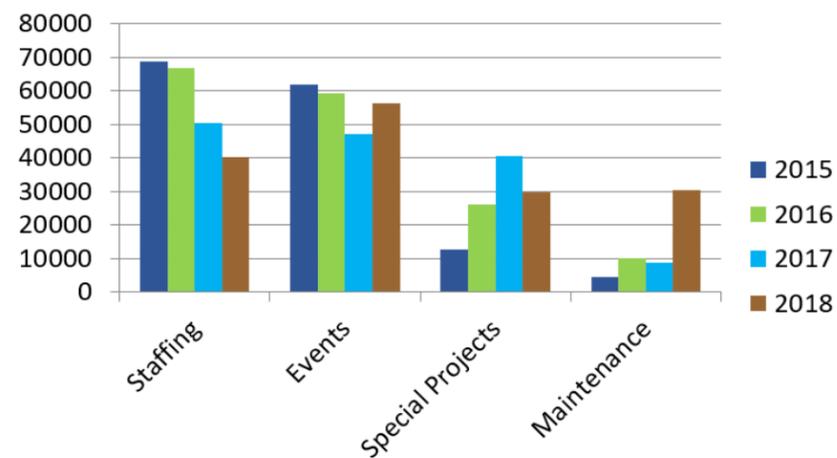
Keeping old facilities safe and viable has an expense. Often the non-profits aren't positioned to cover costs of larger projects. The two big projects in 2018 included refurbishment of the Trader building in the Frontier Village and the replacement of the small flag pole at Fort Seward.

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 FlexPACE 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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