

DEVELOPMENT
JAMESTOWN / STUTSMAN CO.
growingjamestown.com

JAMESTOWN/STUTSMAN DEVELOPMENT CORPORATION

2019 ANNUAL REPORT

JSDC BOARD MEMBERS

Kelly Rachel
President
JSDC Executive Committee

Bill Lytle
Vice President
JSDC Executive Committee

Marlee Siewert
Secretary/Treasurer
JSDC Executive Committee

Chris Rathjen
Past President
JSDC Executive Committee

Bob Toso
At-Large Member
Retired

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
Choice Bank

Lorrie Pavlicek
At-Large Member
Upper Midwest Investments, Inc.

Tory Hart
At-Large Member
Bank Forward

Curt "CJ" Janke
At-Large Member
Top Shelf Energy LLC

Ritchie Wolf
At-Large Member
Retired

Pam Phillips
At-Large Member
Jamestown City Council

Steve Cichos
At-Large Member
Stutsman County Commission

Jason Rohr
At-Large Member
Chamber of Commerce

JSDC EX-OFFICIOUS BOARD MEMBERS

Rich Garman
Spiritwood Energy Park Assn.
Project Manager

Emily Bivens
Jamestown Area Chamber
of Commerce
Executive Director

Danica Chaput
Job Service
Senior Consultant

Sara Hellekson
Jamestown City Administrator

Searle Swedlund
Jamestown Tourism
Executive Director

Nicole Meland
Stutsman County Auditor/COO

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JSDC STAFF

Connie Ova
CEO

Corry Shevlin
Business Development Manager

Beth Blumhardt
Administrative Assistant

Tracey Pringle
Administrative & Finance Coordinator

FROM THE PRESIDENT

2019 was another exciting year for JSDC including a few major highlights as follows:

- In conjunction with the Jamestown Regional Airport Authority, we completed the infrastructure for the new Airport Park with lots now being available
- Completed the full legal transition of the I-94 Business Park to the tenants
- Continued our success with the Flex PACE program working through the Bank of North Dakota and local financial institutions where we are able to leverage \$2.00 for every \$1.00 we invest for our community
- As a majority owner of the Spiritwood Energy Park Association, we continue to work diligently with partners towards the development of a Soybean Crushing facility at that site with significant progress being made to date

That being said, at the time of this writing Coronavirus is spreading across our country. Due to this COVID-19 pandemic and mandated social distancing, we have canceled our annual meeting as well as all other gathering events being canceled in our community, state, and nation. This is having, and will continue to have, a major impact on our business community across all industry sectors with some being closed, many with employees working remotely or quarantined, and others being open, but with significantly declining revenue.

With the uncertainty of the length, depth, and severity of this pandemic, 2020 will undoubtedly be the most important year in the history of JSDC. Presently the federal government has approved multiple stimulus bills, the State of North Dakota is looking at options, and JSDC will need to be nimble and creative in partnering with Federal and State agencies to provide assistance to our local business community in ways that might have been unimaginable in the past.

Finally I want to say "THANK YOU" to Connie, Corry, Tracey and Beth. Much of their work goes unnoticed, but they work diligently every day for JSDC to be the premier catalyst in the economic development and growth of our community.

It's been a pleasure to serve alongside the entire JSDC Board of Directors and Staff this past year and I look forward to working with all of you in 2020 to boldly face the challenges before us.



Kelly Rachel
President



I am pleased to present to you the 2019 Annual Report on behalf of Jamestown/Stutsman Development Corporation (JSDC). We are honored to accurately report the past year's business.

In 2019 we continued to build and re-imagine the role of JSDC in Jamestown and Stutsman County. JSDC followed the objectives in the strategic plan for 2019-2021 to keep on top of what's important to the community. Our strategic plan subcommittees: Existing Business, Business Attraction and Organizational Excellence provide 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.

2019 saw the emergence of the Regional Manufacturers Roundtable. This collection of manufacturers and value-added ag processors meets monthly and shares ideas and synergies. I'm very excited for the future of this enthusiastic group.

In 2019 JSDC helped local business leverage \$30.9M in capital investments. This supports 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, continues to strive for entrepreneurial leadership.

2019 also brought an unwanted lawsuit. In August, ND Soybean Processors (NDSP) filed suit against Spiritwood Energy Park Association (SEPA) suing for a temporary restraining order so SEPA would not be able to do business with another prospect for the possibility of a soybean processing facility. We were successful in lifting the restraining order and getting the lawsuit dropped but spent dollars not anticipated to defend against the filing. We are working diligently towards finding another tenant to join DSA at SEPA. These efforts include a soybean processing project; greenhouse; cellulosic project and BNSF site certification. I'm hopeful economic development activity will be robust in that area for years to come.

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

FROM THE CEO



Connie Ova
CEO

University of Jamestown, Jamestown Arts Center, City of Jamestown and numerous others to move forward the community's MainStreet Initiative. While current projects and programs continue to grow, we are excited to develop new projects, programs and relationships along the way. Thank you to the JSDC Board of Directors, JSDC Staff, Jamestown City Council and Stutsman County Commission. We look forward to a growing 2020.

Thank you!!



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 through 2021:

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 its ongoing support.

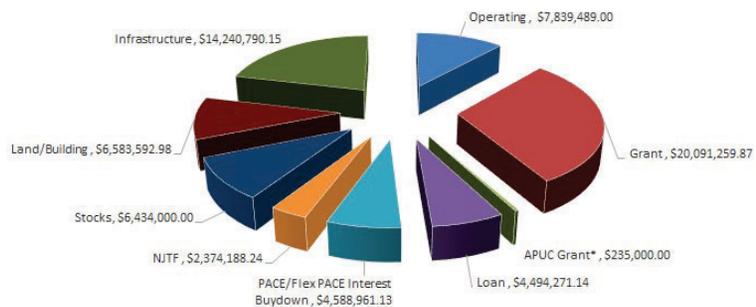
FINANCIAL OVERVIEW

PROJECT FUNDING OVERVIEW

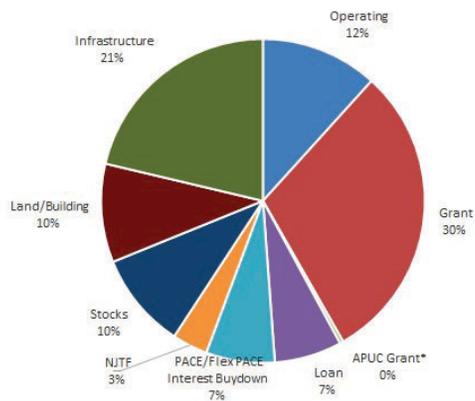
Funding Allocation			Funding Distribution									
	County	City	Operating	Grant	APUC Grant*	Loan	PACE/Flex PACE Interest Buydown	NJTF	Stocks	Land/Building	Infrastructure	Jobs
Totals	\$7,025,808.69	\$48,384,343.23	\$ 7,839,489.00	\$20,091,259.87	\$235,000.00	\$4,494,271.14	\$4,588,961.13	\$2,374,188.24	\$6,434,000.00	\$6,583,592.98	\$14,240,790.15	3009
Total Funds Used		\$55,410,151.92										

Funding Allocation			Funding Distribution										Impact	
	County	City	Operating	Grant	APUC Grant	Loan	PACE/Flex-PAVE Interest Buydown	NJTF	Stocks	Land/Building	Infrastructure	Jobs	Payroll	Leverage
2019 Projects														
JSDC Operation	\$94,700.00	\$387,000.00	\$481,700.00									4	\$244,000.00	
Tiffanies Aparies	\$7,351.20	\$29,404.80					\$36,756.00					1	\$80,400.00	\$182,244.00
Brins Dentistry	\$16,593.40	\$66,373.60					\$82,967.00					12	\$750,000.00	\$1,346,033.00
Central Business Systems	\$6,122.00	\$24,488.00					\$30,610.00					10	\$489,600.00	\$519,390.00
CAD Properties	\$8,600.00	\$34,400.00					\$43,000.00					15	\$600,000.00	
Jonny B's Brickhouse	\$7,484.60	\$29,938.40					\$37,423.00					16	\$503,248.00	\$263,233.00
Dale's Auto Mall	\$6,000.00	\$24,000.00					\$30,000.00					6	\$180,000.00	
James River Property Management	\$2,628.80	\$10,515.20					\$13,144.00					2	\$75,000.00	\$86,856.00
Monte & Beth Cole	\$11,699.80	\$46,799.20					\$58,499.00					19	\$600,000.00	\$466,501.00
The Dental Specialist's of Jamestown	\$12,200.00	\$68,800.00					\$86,000.00					8	\$750,000.00	
Mainsaver	\$15,022.00	\$60,088.00						\$75,110.00				20	\$1,090,000.00	\$424,890.00
National Guard	\$70,000.00	\$280,000.00								\$350,000.00				\$27,650,000.00
Jamestown Tourism	\$15,000.00	\$60,000.00		\$75,000.00										
SCDRIC Dues	\$13,272.00	\$19,447.00	\$30,869.00											
Train ND	\$9,000.00	\$36,000.00	\$45,000.00									1		
Totals	\$300,673.80	\$1,177,254.20	\$557,569.00	\$75,000.00	\$0.00	\$0.00	\$418,399.00	\$75,110.00	\$0.00	\$350,000.00	\$0.00	114	\$5,370,248.00	\$30,939,147.00
Project Totals	\$1,476,078.00													

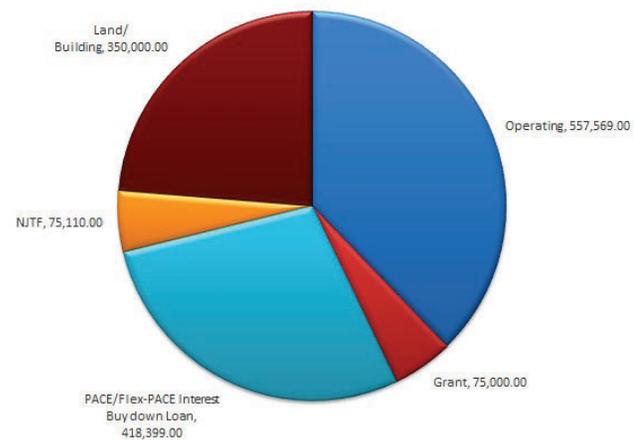
Cumulative Project Expenditures



Cumulative Project Expenditure



2019 Funds Distribution



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 Jonny B's Brickhouse.

Jonny B's Brickhouse

Jonny B's LLC is a local restaurant located in downtown Jamestown. They are in the process of purchasing the building in which they are currently located.

The first thing you might notice about us is our building. It was built in the 1800s, and we took some time to strip it down to its original brick when we renovated. The second thing you'll notice, though, is the amazing smell of our wood-fired pizzas baking in the oven. And the pies at the other end of that aroma are just as impressive. Our menu also boasts smoked wings, boneless wings -- made with never-frozen chicken tenderloin -- sandwiches, wood-fired nachos, and handmade appetizers you won't find anywhere else. It's all served alongside 24 craft beers on tap and a full selection of wines. We even do events throughout the week, like trivia, and deliveries throughout the weekend. We've got everything needed for a great time in this old building of ours. All you have to do is step inside -- we'll take care of everything else.



We would like to congratulate Jonny B's Brickhouse on receiving the Growing Jamestown Award and thank them for their ongoing investment in our community.

TOOLS FOR ECONOMIC DEVELOPMENT



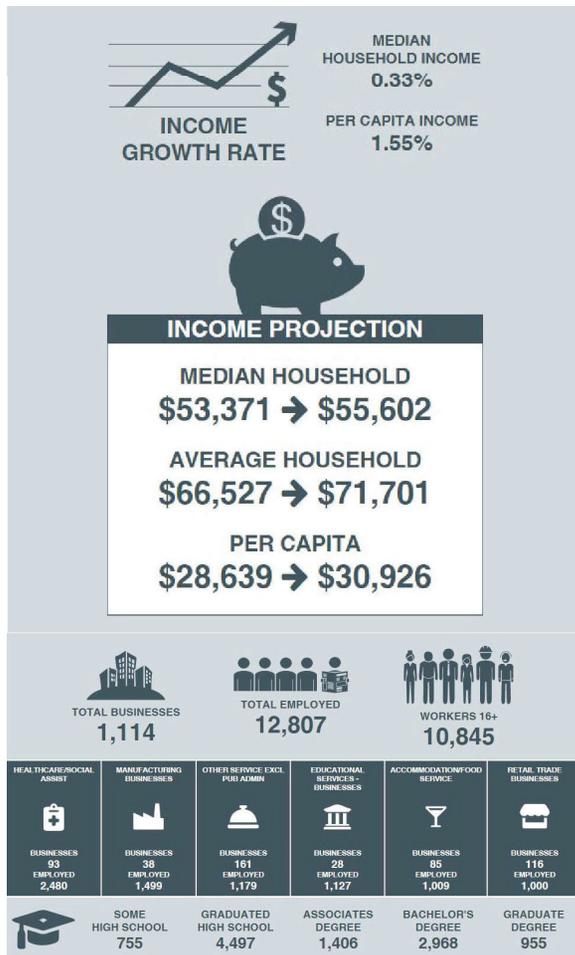
The City of Jamestown and Stutsman County have a combined Economic Development Fund, which is a multimillion dollar economic development program available to assist with expanding or relocating business. As part of financial packages, JSDC makes direct loans, equity investments and interest buy-downs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

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

- | | |
|---|--|
| Agricultural Products Utilization Commission (APUC) | North Dakota Development Fund |
| Bank of North Dakota | North Dakota Roots Program |
| Community Development Block Grant Dakota CDC | Northern Plains Electric Revolving Loan Fund |
| Dakota Business Lending | PACE Loan |
| EB-5 | Red River Corridor Fund |
| Economic Development Fund | SBA 504 |
| Flex PACE Affordable Housing Program | SCORE |
| Flex PACE Loan | Small Business Development Center (SBDC) |
| Jamestown Regional Entrepreneur Center | South Central Dakota Regional Council |
| Lewis & Clark Development Group | Step ND |
| ND Tax Incentives for Business | Work Opportunity Tax Credit (WOTC) |
| New Jobs Training Funds | Workforce 20/20 |



ECONOMY AT A GLANCE



JSDC BUSINESS PARTNERS

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

- 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
- Bruins Dentistry
- Buffalo City Diesel
- Buffalo City Wood Products
- Buffalo City Rotisserie Grill
- Carrington Area CDC
- Cavendish Farms
- Central Business Systems Inc.
- Champ Industries USA Inc.
- Cherrington
- 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
- Eventide
- Farm Rescue
- Fort Seward
- Frontier Village
- Gavilon
- Great River Energy
- Heartland Heating and Cooling
- HH Holdings Inc.
- Holte Construction
- Hwy 13 One StopShop
- Infinity Building Services
- Jamestown Ambulance
- Jamestown Avionics
- Jamestown Area Chamber of Commerce
- Jamestown Downtown Association
- Jamestown Livestock Auction
- Jamestown Regional Airport
- Jamestown Regional Entrepreneurship Center
- Jamestown Regional Medical Center
- Jamestown Row Homes
- Jamestown Tourism
- Jonny B's Brickhouse
- Lakeview Meadow Resort/Dunwoodie Properties
- Lawn Now
- Lehr EDC
- Looyesen I Care
- Magnum LTL, Inc.
- MainSaver North Central Inc.
- Marvel Homes
- Midwestern Machine
- Monte & Beth Cole
- 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
- Tiffanie's Apiaries & Logistics
- ToMarket/Orriginals
- Train ND
- UTC Aerospace Systems
- University of Jamestown
- Wal-Mart
- Witthauer Financial Group

CHAMBER OF COMMERCE



NEW CHAMBER MEMBERS

Dakota Screen Arts
 Pepp's Electronics
 Pizza Ranch
 H&R Block
 LaValle Flooring
 Shelby Skytland-State Farm
 Jason Rohr-individual member
 Midland Logistics & Transport
 Plantation Coffee Bar
 First Church of Nazarene
 Hand Pick'd
 Barbara Nuanes-Schempp
 Vetter Construction
 Magnum Electric
 Full Monte Salon & Spa
 Babb's Coffee House

Stutsman County Soil Conservation
 Buffalo City Escape
 Jamestown Regional Entrepreneur Center
 Jamestown Salvation Army
 Herbology
 Champ Industries
 Flooring Cabinets & More
 JBros N Me, Inc.
 State Farm Agency Recruiting
 Jamestown Motel
 Haut Funeral Home & Celebration of Life Center
 The Club Room
 Blue Sky Benefits
 D&R Property Ventures

BUSINESS AFTER HOURS

Anne Carlsen Center
 Country Gardens Floral & Greenhouse
 Dakota Central
 Essentia Health-Jamestown Clinic
 Eventide Jamestown
 First Community Credit Union-Home Office
 Jamestown Speedway
 Looyesen I Care

Marvel Homes
 Medallus Jamestown Urgent Care
 ReMax Now
 Shelby Skytland-State Farm
 Tapp's Lounge
 TCF Home Loans
 Ostlie Insurance Agency
 Walmart

CHAMBER OF COMMERCE



RIBBON CUTTING EVENTS

FOR NEW OWNERSHIP/GRAND RE-OPENING OR REMODEL

Alfred Dickey Public Library
 BluFrog Realty
 Buffalo City Escape
 Century 21 Morrison Realty
 Dakota Central
 Downtown Dental
 First Community Credit Union—Home Office
 Flower Power
 Haut Funeral Home & Celebration of Life Center

Herbology
 JRMC Cancer Center
 Looyesen I Care
 Midland Logistics & Transport
 Premium Property Management
 R&B Motorsports
 ReMax Now
 Shelby Skytland-State Farm
 T&K Speech
 Full Monte Salon & Spa
 Walmart Online Grocery Entrance



UJ PLACE GROUNDBREAKING

2019 Grant Distribution

Entity	Grant Amount	Purpose
1883 Stutsman County Courthouse	\$1,200.00	Summer Concerts
	\$6,350.00	Escape Room Development
The Arts Center	\$6,000.00	Arts Market Summer Series
Buffalo City Pool Association	\$1,000.00	Pool Tourney (May)
Fort Seward	\$9,219.00	Staffing
	\$1,100.00	Big Guns of the Old West Event (Sep)
Frontier Village	\$14,789.00	Staffing/Greeters
	\$10,000.00	Horse Care
Great Plain Housing Authority	\$2,000.00	Concert - PTFS at Arts Park (Sep)
Jamestown Chamber of Commerce	\$3,000.00	Buffalo Days (Jul)
Jamestown Choralaires	\$1,000.00	Advertising for ND Choral event (May)
Jamestown Classic Car Club	\$2,500.00	Winter Wheel Car Show (Jan)
Jamestown Downtown Assoc.	\$1,000.00	Rods, Hogs, and Things That Go Vroom! (Jun)
Jamestown Drag Racing Assoc.	\$6,000.00	Event Advertising (May)
	\$3,900.00	Starting Line Equipment
Jamestown Rural Fire Dept.	\$4,000.00	Ice Fishing Toumament (Feb)
Jamestown Tennis Association	\$800.00	Burst the Bubble (Nov)
National Buffalo Museum	\$6,562.00	Staffing
Pure Hockey Skills	\$10,000.00	Hockey Day North Dakota (Feb)
Stutsman County Fair Board	\$800.00	Wayfinding Sign to Fairgrounds
Stutsman County Memorial Museum	\$8,419.00	Staffing
	\$4,000.00	Replace Sidewalks, History Timeline
	\$2,200.00	Louis L'Amour video project
Stutsman County Trail Builders	\$13,862.00	Trail Development, Snow Groomer, New Trail (Island)
University of Jamestown	\$5,000.00	Basketball Shootout (Dec)
	\$10,000.00	NAA National Women's Wrestling Championship (Mar)
TOTALS	\$134,701.00	



Corry Shelvin

Business Development Manager

Throughout 2019 I have enjoyed my Business Development role and the unique nature of economic development.

My duties as the Business Development Manager include a variety of different tasks that include Business Attraction and 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, many of our state and local partners, and private businesses to help grow our 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 9 approvals which leveraged just under \$1 million in state grant dollars.

We completed construction of the Jamestown Airport Business Park and I am excited to market the facility to our community and companies looking to set up roots in Jamestown. We worked closely with the City of Jamestown, Jamestown Regional Airport Authority, and the US National Guard to begin the process of locating a new North Dakota National Guard facility on the south side of the Business Park.



It has been a pleasure to work with the JSDC Board of Directors, staff, and members of the community. I look forward to 2020 and the opportunities it will present.

STAFF REPORTS

Tracey Pringle

Administrative & Finance Coordinator

2019 was another busy year at JSDC which offered a variety of new experiences and opportunities to learn more about economic development. JSDC was awarded grant funds through the State Energy Program of the ND Department of Commerce, Division of Community Services, to upgrade our lighting and HVAC system in the Center for Economic Development building. Because of this grant, we were able to replace fluorescent bulbs with LED bulbs throughout the entire building as well as replace original HVAC equipment with new, energy efficient equipment. The expectation is to reduce our energy consumption significantly. The JSDC website has received some TLC in updated photos and video with more to come in 2020. Oversight of the I94 Business Park was transferred to property owners in the Park and the Airport Park was substantially completed in 2019!

JSDC continues to have a dedicated staff and Board of Directors offering their time and talents to grow Jamestown and Stutsman County. I'm happy to play a part in that and look forward to another successful year in 2020.



BETH BLUMHARDT

Administrative Assistant

The City of Jamestown and Stutsman County continued the wave of economic growth and development in 2019. The community continues to present new exciting opportunities for growth, expansion, and creation of businesses and industries with the anticipation for more opportunities on the horizon.

In my current role as the Administrative Assistant for the JSDC, I have the opportunity of handling administrative detail for JSDC projects, coordinating and facilitating JSDC meetings, developing and maintaining office and administrative systems, overseeing payroll submission, assisting with project loan documentation and helping in a variety of other areas where needed. I have also had the opportunity to participate 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 allowed me to gain insight into the diverse world of economic development and the beneficial impact it has within a community. I am grateful to have committed, talented, and knowledgeable individuals serve on the JSDC Board of Directors and am proud to be part of the JSDC team; a team that is dedicated, driven, knowledgeable, demonstrate commitment to the community, and are positive team players.



2019 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 2020 filled with exciting opportunities yet to come!

WE WELCOME YOUR QUESTIONS AND COMMENTS

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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