

DEVELOPMENT
JAMESTOWN/STUTSMAN COUNTY

growingjamestown.com



JAMESTOWN/STUTSMAN DEVELOPMENT CORPORATION

2017 ANNUAL REPORT



JSDC BOARD MEMBERS

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JSDC Executive Committee

Kelly Rachel

Vice President

JSDC Executive Committee

Bill Lytle

Secretary/Treasurer

JSDC Executive Committee

Bob Toso

Past President

JSDC Executive Committee

Commissioner Mark Klose

At-Large Member

JSDC Executive Committee
Stutsman County Commission

Mayor Katie Andersen

At-Large Member

JSDC Executive Committee
Jamestown City Council

Gerald Horner

Choice Financial

Lorrie Pavlicek

Upper Midwest Investments,
Inc.

Marlee Siewert

Cavendish Farms

Tom Hausmann

Titan Machinery

Curt "CJ" Janke

Hofmann Trucking LLC

Ritchie Wolf

Otter Tail Power Company

Ramone Gumke

At-Large Member

Jamestown City Council

Dale Marks

At-Large Member

Stutsman County Commission

Jason Rohr

Chamber of Commerce

Chair

JSDC EX-OFFICIO BOARD MEMBERS

Nicole Meland

Chief Operations Officer/Auditor

Becky Thatcher-Keller

Chamber of Commerce

Executive Director

Searle Swedlund

Jamestown Tourism

Executive Director

Jeff Fuchs

Jamestown City Administrator

Danica Chaput

Job Service

Director

JSDC STAFF

Connie Ova

CEO

Beth Blumhardt

Administrative Assistant

Corry Shevlin

Business Development Manager

Tracey Pringle

Office Manager

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DAKOTA SPIRIT AGENERGY

FROM THE PRESIDENT



The year started out with the exciting announcement in February of the plans for the Soybean Processing plant to be built in Spiritwood, ND in the SEPA park. This was great news as the JSDC staff has been working very hard to find a business to locate in this park. Project plans are progressing as owners work through their financing. We hope to see a ground breaking in 2018.

Jamestown was a busy place in 2017. At the JSDC we processed nine PACE/Flex PACE loans for various new and existing businesses in Jamestown. That is a single year high for the JSDC.

A partnership was formed between the University of Jamestown and the JSDC to help create and open the Jamestown Regional Entrepreneurship Center. The Center has resources to assist those looking to start and build a business in our area.

The JSDC board's various committees met countless times over the year to discuss and make sure we are in line with the goals and objectives of our strategic plan.

JSDC began work on the Airport Industrial Park and is looking forward to attracting businesses related to Aviation and Technology.

Jamestown's Chamber of Commerce reported they did 36 ribbon cuttings. These were a combination of new businesses, businesses that changed ownership and several who moved to new locations or remodeled their current locations.

Many local businesses celebrated milestone anniversaries which proves that Jamestown is a good place to do business.

What does all the above mean? It means Jamestown is going strong! JSDC is happy to be a part of that and will continue to work toward attracting businesses and jobs to Jamestown.

We will continue to partner with other organizations to tackle any obstacles Jamestown may be facing. We look ahead to working with our Governor's office to strengthen and expand our downtown.

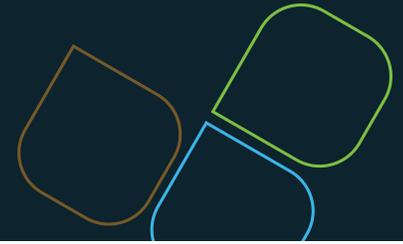
I want to thank the JSDC staff and board for their commitment to the organization. I very much enjoyed my first year as President and am grateful for the opportunity. As we all do, I look forward to a successful 2018.



Chris Rathjen

President, Board of Directors

FROM THE CEO



On behalf of Jamestown/Stutsman Development Corporation (JSDC) I am very pleased to present to you our 2017 Annual Report. This past year has been a productive 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 2017 we have helped our members to leverage almost ten million (\$10M) 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 the first 3 Day Startup weekend this 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 nine projects that have been approved in 2017 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 2018.

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 and numerous others to move forward the community's MainStreet Initiative. 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.

2017 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 2018.



Connie Ova
CEO, Board of Directors

JSDC MISSION & VISION



JSDC MISSION

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

JSDC VISION

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

JSDC 2017 STRATEGIES



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" JSDC Board of Directors and Staff will focus on in 2016-2018:

PRIORITY 1 BUSINESS ATTRACTION

GOAL 1

JSDC Board of Directors and Staff will fill the 500 acre Spiritwood Energy Park (SEPA) with one or more large commercial client(s) needing heavy infrastructure

GOAL 2

JSDC Board of Directors and Staff will fill the 320 acre site south of the Spiritwood Energy Park

GOAL 3

JSDC will Support entrepreneurship in the business community.

GOAL 4

JSDC will foster a business environment supportive of the location and relocation of businesses to Stutsman County.

PRIORITY 2 EXISTING BUSINESS OUTREACH

GOAL 1

Enhance communication between JSDC and the business community.

GOAL 2

Collaborate with existing businesses to help with expansion needs.

PRIORITY 3 ORGANIZATIONAL EXCELLENCE

GOAL 1

Enhance the existing JSDC application process to minimize inefficiencies and improve the user experience.

GOAL 2

Redesign the structure of JSDC to improve efficiency and effectiveness of the governance of JSDC.

GOAL 3

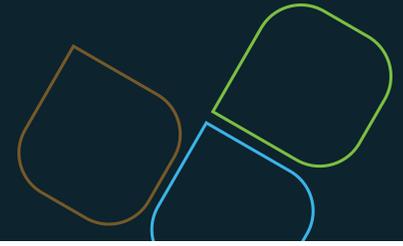
Strive to enhance JSDC public image in Jamestown, Stutsman County and the state of North Dakota.

GOAL 4

Support partnerships that allow JSDC to complete its mission.

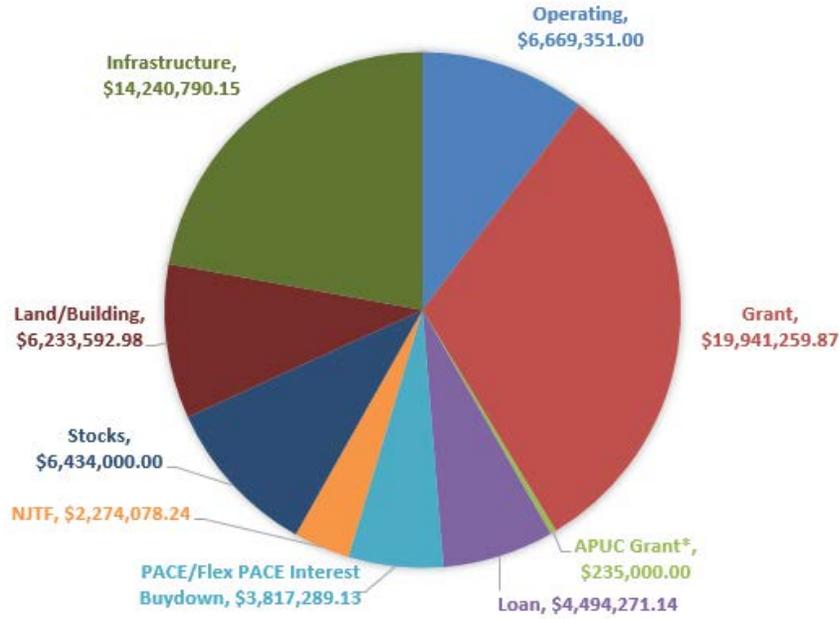
The JSDC Board of Directors and JSDC Staff continue to strive for growth and prosperity for the people and businesses of Jamestown and Stutsman County. We thank the community for ongoing support.

FINANCIAL OVERVIEW

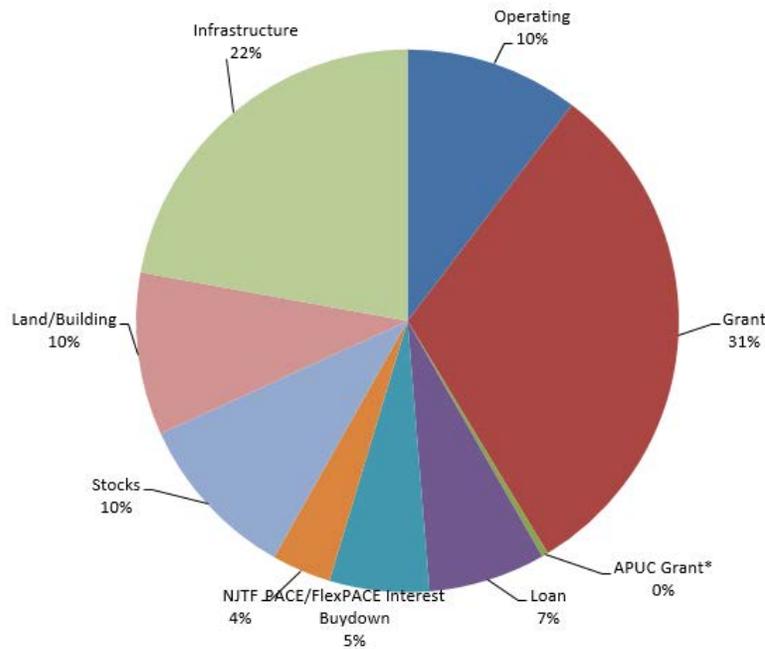


Funding Allocation			Funding Distribution									
	County	City	Operating	Grant	APUC Grant*	Loan	PACE/Flex PACE Interest Buydown	NJTF	Stocks	Land/Building	Infrastructure	Jobs
Totals	\$6,510,578.89	\$46,378,755.03	\$ 6,669,351.00	\$19,941,259.87	\$235,000.00	\$4,494,271.14	\$3,817,289.13	\$2,274,078.24	\$6,434,000.00	\$6,233,592.98	\$14,240,790.15	2831
Total Funds Used		\$52,889,333.92										

CUMULATIVE PROJECTS DISTRIBUTION



Cumulative Project Expenditures

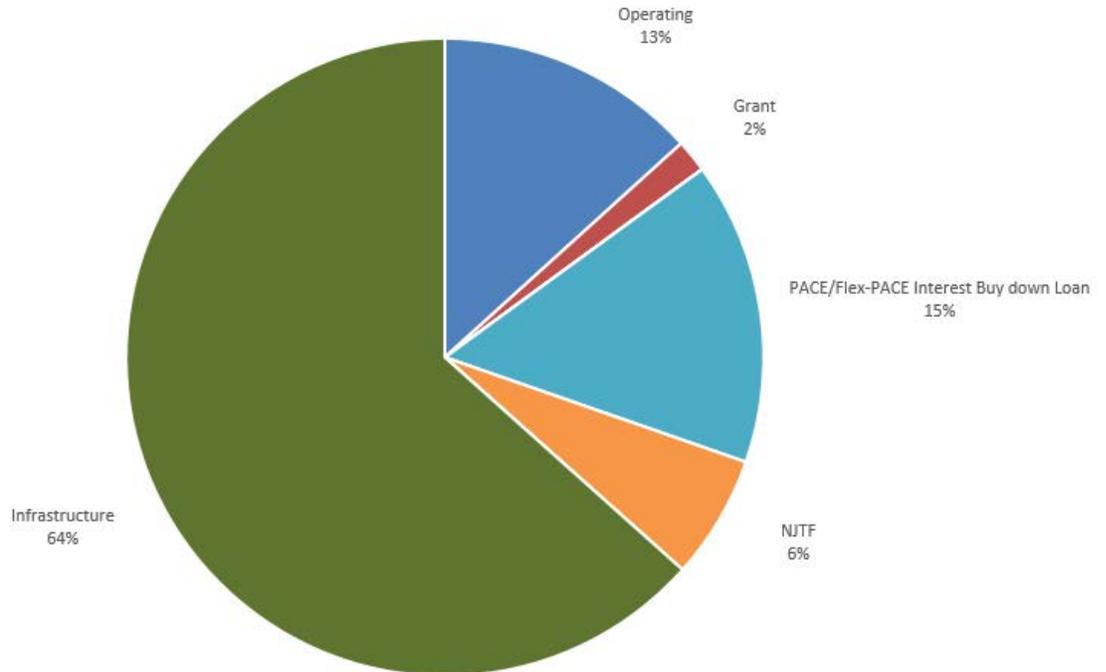


PROJECT FUNDING OVERVIEW



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	\$82,000.00	\$320,000.00	\$466,257.00										\$217,485.00	
SCDRC Dues	\$ 13,272.00	\$22,597.00	\$ 35,869.00											
Witthauer Inc.	\$ 11,000.00	\$44,000.00					\$ 55,000.00					4	\$ 220,000.00	\$ 440,408.00
Midmach	\$15,400.00	\$61,600.00					\$ 77,000.00						\$ 630,000.00	\$ 923,000.00
Central Business Systems	\$8,400.00	\$33,600.00					\$ 42,000.00					1	\$ 436,924.00	\$ 2,072,800.00
Legume Matrix	\$17,200.00	\$68,800.00					\$ 86,000.00					2	\$ 432,000.00	\$ 1,914,000.00
Layered Salon	\$17,200.00	\$68,800.00					\$ 86,000.00					1	\$ 60,000.00	\$ 107,000.00
Recycling Center of ND	\$17,200.00	\$68,800.00					\$ 86,000.00					7	\$ 446,160.00	\$ 2,064,000.00
Ringdahl Inc.	\$17,200.00	\$68,800.00					\$ 86,000.00					4	\$ 528,000.00	\$ 181,000.00
JK Holdings	\$17,200.00	\$68,800.00					\$ 86,000.00					10	\$ 412,880.00	\$ 1,309,000.00
Stoudt Inc.	\$17,200.00	\$68,800.00					\$ 86,000.00					2	\$ 108,504.00	\$ 331,000.00
Airport Industrial Park	\$284,750.44	\$2,562,752.28									\$ 2,847,502.72			
Jamestown Tourism	\$ 15,000.00	\$ 60,000.00		\$ 75,000.00										
AgriCover								Pass Through				44	\$ 1,164,800.00	
ND Soy Processors	\$ 28,214.00	\$253,923.00						\$282,137.00				55	\$ 1,272,000.00	\$ 249,717,863.00
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	\$580,236.44	\$3,847,272.28	\$597,126.00	\$75,000.00	\$0.00	\$0.00	\$690,000.00	\$282,137.00	\$0.00	\$0.00	\$2,847,502.72	132.5	\$5,928,753.00	\$259,060,071.00
Project Totals	\$4,491,765.72													

JSDC Funding Distribution 2017



BUSINESS SPOTLIGHT



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 Agri-cover, Inc.



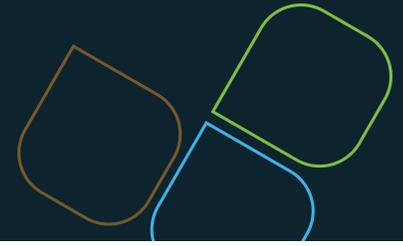
Established in 1981, Agri-Cover, Inc. is located in Jamestown, North Dakota. We are dedicated to our customers, our employees and manufacturing quality products. Our American made products lead the industry in innovation, function and design: ACCESS® Roll-Up Covers, LOMAX™ Hard Tri-Fold Covers, ADARAC™ Truck Bed Racks, AGRI-COVER® Roll Tarp Systems, SNOWSPORT® Utility Plows and ROCKSTAR™ Mud Flaps.

Agri-cover, Inc. expanded their facility increasing employment by 44 FTE over the next 5 years. They utilized the JSDC to facilitate access to 100% of reimbursement of the New Jobs Training Fund. These funds will be paid by the ND State Department on a quarterly basis to the JSDC and we in turn issue a check to Agri-cover, Inc. for that amount.

We would like to congratulate Agri-cover, Inc. on receiving the Growing Jamestown Award and all the success they have had to facilitate their ongoing growth. We are excited to see what the future has in store for them.



NEW BUSINESSES



NEW BUSINESSES

Dunhams

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

Layered Hair Salon

Quality Title

TRAC

Vivacious Salon

ND Soy Processors

Recycling Center of ND

RIBBON CUTTING EVENTS

FOR NEW OWNERSHIP/GRAND RE-OPENING OR REMODEL

1883 Stutsman County Courthouse

First Community Credit Union

The Arts Park

Professional Eye Care

TRAC

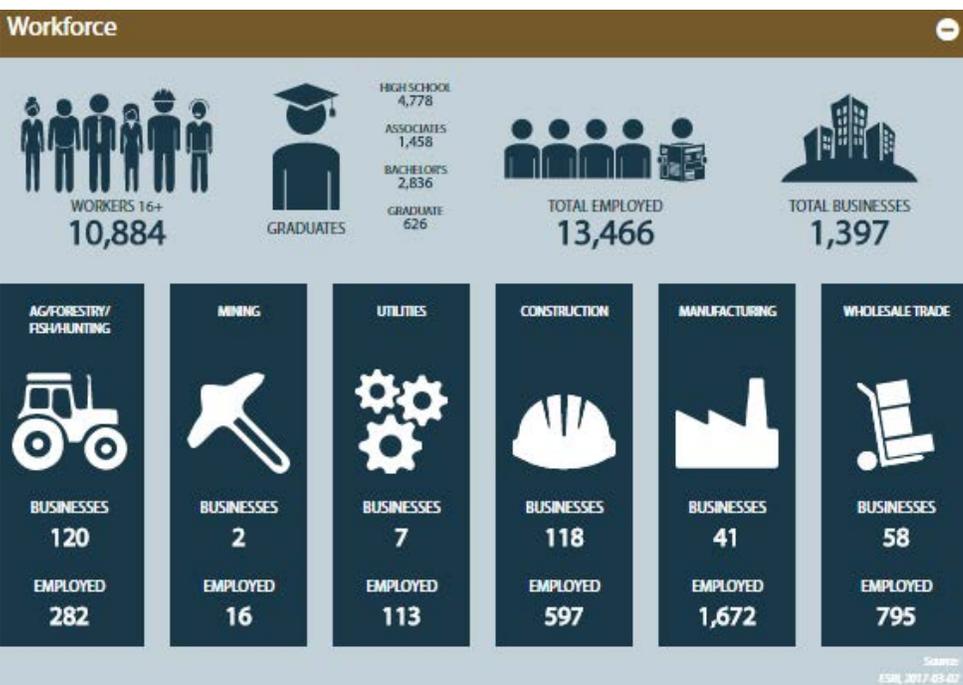
Edward Jones- Quincy Backen

Tractor Supply Co

Witthauer Investments



ECONOMY AT A GLANCE



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)

Bank of North Dakota

Community Development Block Grant

Dakota CDC

EB-5

Economic Development Fund

Flex PACE Affordable Housing Program

Flex PACE Loan

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

Jamestown Regional Entrepreneur Center



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

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

HH Holdings Inc.

ICS FARRMS

Infinity Building Services

Jamestown Ambulance

Jamestown Avionics

Jamestown Area Chamber of Commerce

Jamestown Livestock Auction

Jamestown Marble

Jamestown Regional Airport

Jamestown Regional Medical Center

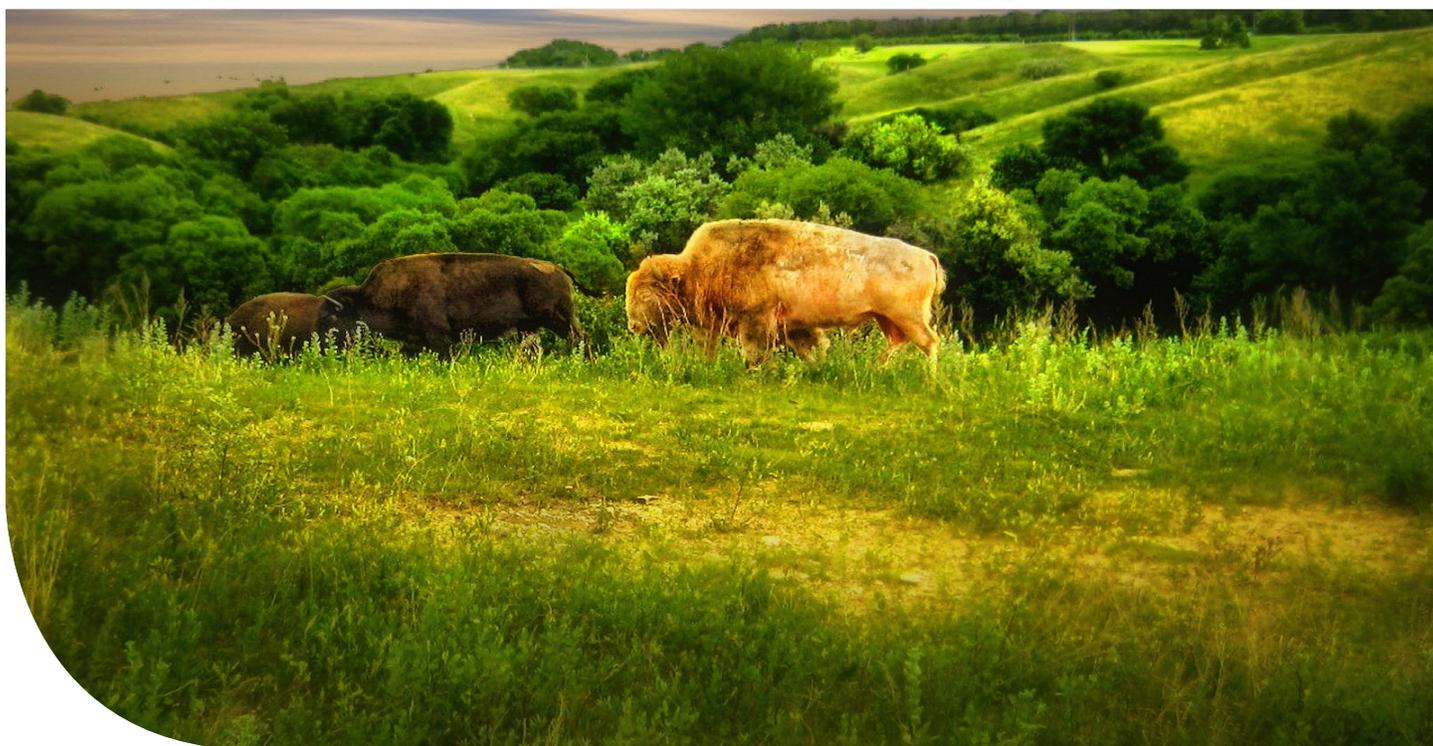
Jamestown Row Homes

Jamestown Tourism

Lakeview Meadow Resort/Dunwoodie Properties

Lehr EDC

Lunde Properties II



Jamestown Downtown Association

Blue Star Dry Cleaners

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

ToMarket/Orriginals

UTC Aerospace Systems

University of Jamestown

Wal-Mart

Weist Truckline

Westward Products

JAMESTOWN REGIONAL AIRPORT

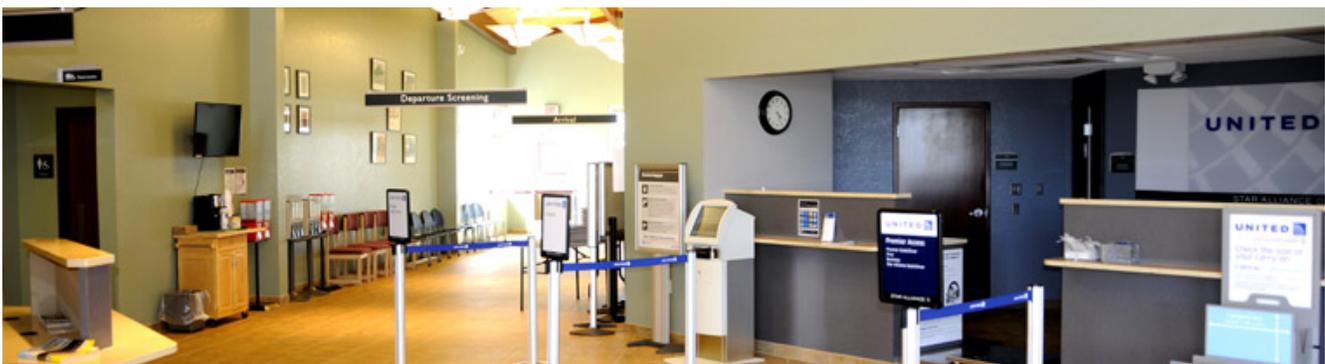


“The Jamestown Airport is a success story!” This comment was consistently shared with us by Executives of SkyWest Airlines, the first airline to win a 2-year Essential Air Service contract bid that would provide CRJ 200, 50 passenger non-stop United Express Service to Denver. At first, members of the airport Commercial Air Committee would conduct SkyWest telecons monthly, then bi-monthly; then after nearly 4 years of service, quarterly conference calls to review performance, strictly focused on items that required attention to be “fixed”. We are a “Success Story” which was music to our ears!

How did this happen? Back in 2007, we conducted our very first strategic plan for our airport. We had numerous weaknesses to work off but one of the longest range strategic projects was to build a new passenger terminal. Back then, it was Johnny Klingenberg as our Chair who was adamant in replacing the “sheep shed” that we were using as our passenger terminal. That dream produced a survey of the area businesses who had employees that had to use air travel in their business. (At that time, the majority of those employees would use jet service from Fargo or Bismarck. Our questionnaire was “If we could get reliable jet service at our airport, how many passengers would your business provide annually.” The survey results were quite promising that we may even reach between 8 and 10 thousand passengers for the jet service!

The annual passenger boardings in 2007, when I joined the board, were around 2200. In 2017, we boarded 13,408 total passengers (12,865 total revenue passengers) 6 times the 2007 boardings. During 2018, the estimated economic benefit to the community will be analyzed and projected. Our airport brings in passengers from as far away as Aberdeen SD, as well as Fargo and Bismarck. Some out-of-town folks drive here, stay overnight, and leave on the early morning flight leaving their vehicles parked free. My personal belief is that that community economic impact due to the commercial United Express Jet Service to Denver will be very significant!

The JSDC would like to congratulate the Jamestown Regional Airport on another record breaking year and ongoing success.



JAMESTOWN TOURISM



Together we can build a better experience for the visitor. A couple of examples of successes for 2017.

The National Buffalo Museum set out to create a 15 minute museum orientation video. The scope of the project grew, and included a \$150,000 remodel to the aged facility. The projects outcome is impressive, but its impact is really impressive. In 2017, the number of visitors through the door was down 6%, but paid admissions were up 75%. Increasing the visitor experience grew the agencies bottom line and ability to take on future growth and expansion.

Jamestown Area Mountain Bikers & Jamestown Parks and Rec Volunteers built a series of trails for hiking, biking and running, but many in our own community were not aware of them. In collaboration, Jamestown Tourism worked with key stakeholders to create a unique designed kiosk that will identify these signature trails. The kiosks feature brochures and information to invite visitors learn more about the community and businesses.

Jamestown Tourism will continue to support its tried and true partners. As we look to the future, the focus will be on creating better experiences and more ways for visitors to interact with businesses in the community.

Together we can build a better experience for the visitor. A couple of examples of successes for 2017. Thank you to JSDC for the continued support and partnership.

By the numbers:
\$146,565 allocated in 2017
4570 hours of greeter visiting w guests
13 events from Ice Fishing to Classic Cars
9 projects helping visitors learn about Jamestown

2017 Jamestown Tourism Board of Directors :

Matt Woods, President
Taylor Barnes, Vice President
Mitzi Hager, Treasurer
Frank Balak
Lisa Barnick
Janna Bergstedt
Tim Burchill
Jamie Desai
Rory Hoffmann
Tena Lawrence
Pam Phillips
Paulette Ritter
Corry Shevlin, Ex-Officio
Becky Thatcher-Keller, Ex-Officio
Pam Fosse, Ex Officio
Searle Swedlund, Executive Director
Emily Bivens, Office Manager



STAFF REPORTS



Corry Shevlin

Business Development Manager

2017 was a positive year for the JSDC that presented opportunities moving forward for our community and many successes throughout the year.

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.

It has been a pleasure for me working with all sized businesses in our community with the Flex PACE program, in which we have leveraged a record number of dollars in 2017. Another addition in our community is the Airport Business Park that will be bid and constructed in 2018. This facility will create a number of opportunities in for our target industries as well as help growth in the aviation and unmanned sector and I am excited to pursue these opportunities.

It has been a pleasure to work with the JSDC Board of Directors and Staff. I look forward to 2018 and the opportunities it will present.





Tracey Pringle

Office Manager

We have had a busy 2017 which provided a variety of new experiences as well as opportunities to learn more about economic development and the positive impact it has in our communities.

Bookkeeping, administrative duties, managing/maintaining the Center of Economic Development building, and project tracking fills most of my time. It was a pleasure to coordinate the significant improvements to our lower level conference rooms this past year.

JSDC is fortunate to have an active Board of Directors who serve on various committees. I continue to work with the Organizational Excellence and Finance Committees in achieving JSDC's goals and fulfilling our mission. Thanks to all who committed your time and expertise to JSDC this past year. Thanks also to my coworkers who offer a positive team environment of which I am happy to be a part

I look forward to contributing to JSDC's efforts to continue growing the City of Jamestown and Stutsman County in 2018.





BETH BLUMHARDT

ADMINISTRATIVE ASSISTANT

2017 was once again a time of growth and development for the City of Jamestown and Stutsman County. The Jamestown Community continues to prosper and flourish year to year as well does the anticipation for new opportunities on the horizon.

As the Administrative Assistant, I have the opportunity of handling administrative detail for JSDC projects, coordinating and facilitating various 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 committees with the JSDC team and JSDC Board of Directors working to achieve the goals outlined in JSDC's Strategic Plan.

My years employed with JSDC have allowed me to gain knowledge and insight into the economic development world and the beneficial impact it has within a community. I am thankful to have such committed 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, is hardworking, dedicated, efficient, knowledgeable, and know what the true meaning of teamwork is.

2017 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 2018 filled with economic development, community growth and all the 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. That 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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<http://www.growingjamestown.com>