

**STARK**  
**DEVELOPMENT CORPORATION**

★ *Dickinson, ND*

**Progress Not  
Retreat**

*Your Economic  
Development  
Office for  
Stark County and  
the Surrounding Area*

# Message from Stark Development Corporation



An Oil Boom has come to Southwest North Dakota. We were enjoying a strong, diverse and growing local economy while most of the planet was suffering a bit during the “Great Recession”. Now Stark County and the surrounding area has one of the fastest growing economies anywhere.

Rapid growth is always a combination of opportunities and challenges. Locally, I believe we are managing both quite well. The enduring investments we are seeing will out-live the inconvenience of the Oil Boom.

Economic Development in Stark County has changed dramatically. Instead of focusing on finding ways to bring new wealth through manufacturing and exported services, the effort today focuses on matching investors with opportunities. Those opportunities are in many areas, a number of which will support economic activity well beyond the Oil Boom. A bigger and better road system, first class industrial properties, safe and modern housing that meets a wide spectrum of needs/aspirations, motel capacity for major events and tourism development, railroad access, strong institutions, expanded professional services and more are all performing assets for our local economy.

Day-to-day life in our area is certainly busier and all of our work back-loads are stacked a little higher. At our office we average about 3 groups per day of 2-4 individuals conducting research that foretells investment decisions. We work to stay current on the character and the geography of new developments and are able to share the procedures, processes and key contacts relevant to the specific projects these potential investors are considering. We keep a keen eye and ear out in an effort to capture investments that result in long-term job creation and job security.

The real benefits of Economic Development-financial security for ourselves and our loved ones, knowing that we are leaving our little corner of the world a bit better than it was-will last beyond the Oil Boom. Our continued vigilance and our adaptability will lead us to new opportunities in our business and community lives.

A handwritten signature in black ink, appearing to read "Gaylon Baker". The signature is fluid and cursive, with a large initial "G" and "B".

**Gaylon Baker**  
**Executive Vice President**  
**Stark Development Corporation**

# **Stark Development Corporation 2011 Board of Directors**

## **Officers**

**T.J. Herauf** - Coca Cola Bottling Company - President  
**Ryan Jilek** - Custom Data, Inc. - Vice President  
**Alvin Binstock** - Dickinson State University - Treasurer  
**Ron Lisko** - Stark County JDA - Secretary

## **Directors**

**Nate Bouray** - Ebeltoft . Sickler . Kolling . Grosz . Bouray . PLLC.  
**Joe Frenzel** - Everett Real Estate  
**Doug Hauck** - Amber Waves, Inc.  
**Floyd Hurt** - Mayor of South Heart  
**Gene Jackson** - City Commissioner  
**Dan Kovash** - Kovash & Dasovick  
**Mary Nordsven** - Maus & Nordsven  
**Peggy O'Brien** - City of Belfield  
**Paul Schuetzler** - Consolidated  
**Daryl Tabor** - Financial Services  
**Kirk Wald** - Red Clay Services, LLC  
**Ken Zander** - Stark County Representative

## **Ex-Officio**

**Shawn Kessel** - Dickinson City Administrator

## **Stark Development Corporation Staff**

**Gaylon Baker** - Executive Vice President  
**Danita Tysver** - Administrative Assistant

**Stark Development Corporation**  
**314 3rd Avenue West, PO Box 765, Dickinson, ND 58602-0765**  
**Phone: 701-225-5997      Toll Free: 1-888-880-7963**  
**Fax: 701-227-8647      [www.starkdev.com](http://www.starkdev.com)**

# Stark Development Corporation's Mission

To Assist Southwest North Dakota by Facilitating Quality Business Opportunities and Quality of Place.

## Stark Development Corporation's Vision

Stark Development Corporation is to be the Recognized Leader in Economic Development.

## Stark Development Corporation's Guiding Principals

- Long term, high quality
- Investment in fixed assets
- Quality of Life
- Emphasis on existing business
- Take educated risks
- Encourage youth involvement (Participant and Leadership)
- Promotion of Southwest Region
- Healthy community
  - Financial
  - Cultural
  - Built
  - Social
  - Natural
  - Human
  - Political
- Recruitment
- Entrepreneurship
- Support regional emerging energy and manufacturing industries

## Stark Development Corporation Membership

By becoming a member of Stark Development Corporation you will help multiply the effectiveness of growth for Stark County and for our neighbors in southwestern North Dakota. Stark Development Corporation is carefully using economic development tools to sustain and grow our economy.

Economic Development is an on-going process for every state, county and town in America. Given today's problems in the world economy both local success and a prosperous National economy are concerns for us. By keeping our local economy strong, we position ourselves well for future economic recovery on a broader scale.

Stark Development Corporation markets Stark County, Dickinson, and the surrounding area to private sector companies that have potential to generate new wealth for our residents. We work hand in hand with other economic development organizations locally, statewide and beyond. We leverage local economic development funding to generate investment of private sector and state and federal resources. These investments in our area generate quality jobs and secondary economic activity as new wealth dollars are re-spent time and again at area businesses.

Please consider becoming a member today. Membership Dues are \$100 for 24 or fewer employees and \$250 for 25 or more employees. To become a member of Stark Development Corporation please contact us at 225-5997.

# Stark Development Corporation 2011 Members

- Amber Waves, Inc.
- American Bank Center \*\*
- Baker Boy \*\*
- Brady Martz & Associates PC \*\*
- Bremer Bank \*\*
- Border States Electric Supply \*\*
- Budget Rent-A-Car \*\*
- City of Belfield
- Coca-Cola Bottling Company \*\*
- Consolidated \*\*
- Custom Data, Inc. \*\*
- Dacotah Bank \*
- Dakota Community Bank \*\*
- Dickinson Area Chamber of Commerce \*\*
- The Dickinson Press & Advertiser \*\*
- Dickinson Ready Mix \*\*
- Dickinson State University \*\*
- Ebeltoft . Sickler . Kolling . Grosz . Bouray . PLLC \*\*
- ESP Computers & Software, Inc. \*\*
- Everett Real Estate, Inc. \*\*
- Fisher Sand & Gravel Company \*\*
- Funshine Express \*\*
- Gate City Bank \*\*
- Great Plains Clinic, P.C. \*\*
- Great Plains National Bank \*\*
- Heiser Motors, Inc. \*
- Home and Land Company
- Job Service North Dakota \*\*
- Kadrmas, Lee & Jackson \*\*
- KDIX Radio \*
- Killdeer Mountain Manufacturing \*\*
- Kolling & Kolling, Inc. \*\*
- Kovash & Dasovick \*\*
- Marathon Oil
- Maus & Nordsven \*\*
- Montana-Dakota Utilities Company \*\*
- Muriel E. Hurt, Realtor \*\*
- Pennysaver \*\*
- Precision Machine & Welding \*\*
- Rehabilitation Consulting & Service \*\*
- Roers Development, Inc.
- Roughrider Electric Cooperative \*\*
- Sax Motor Company \*\*
- Service Printers \*\*
- SolarBee, Inc. \*\*
- Steffes Corporation \*\*
- St. Joseph's Hospital & Health Center \*\*
- Stone Mill, Inc.
- TMI Systems Design \*\*
- Varel International
- Wal-Mart Supercenter \*
- Wells Fargo Bank \*\*
- Western Cooperative Credit Union \*\*

"YOUR SUCCESS IS OUR GOAL"

\*\* Member for 10 Plus Years  
\* Member for 5-9 years



# Stark County Economy at a Glance

## Building Permits (City of Dickinson)

	2009	2010	2011
	Permits/Values	Permits/Values	Permits/Values
Commercial Structures	25/\$25,487,530	41/\$22,608,043	41/\$70,997,806
Public Structures	1/\$13,700,000	5/\$3,890,525	3/\$1,970,000
Single Family Structures	78/\$16,185,394	141/\$30,085,142	137/\$30,996,262
Multi-Family & Rowhousing	14/\$2,270,326	70/\$18,750,451	74/\$19,551,072
Total Multi-Family Units			194
Alteration/Additions	199/\$9,247,946	198/\$7,778,184	156/\$20,781,324
Miscellaneous Permits	-	1/\$80,000	-
<b>Total</b>	<b>317/\$66,891,196</b>	<b>456/\$83,192,345</b>	<b>411/\$144,296,464</b>

## City Sales Tax (Office of ND State Treasurer)

	2009	2010	2011
Belfield	\$308,487	\$285,419	\$494,297
Dickinson	\$4,388,671	\$5,307,329	\$7,501,214
Richardton	\$64,714	\$90,728	\$174,453
Stark County	\$4,761,871	\$5,683,479	\$8,169,964

## Taxable Sales & Purchases (Office of ND Tax Commissioner)

	2009	2010	2011
Dickinson	\$356,373,053	\$443,034,096	\$653,023,504
Stark County	\$384,858,401	\$484,359,510	\$719,526,502

## Real Estate (Badlands Board of Realtors)

	2009	2010	2011
Dickinson - Residential			
# of MLS Single Units Sold	260	321	329
MLS Average Sale Price - Single Family	\$148,045	\$167,150	\$189,008

## Transportation (Dickinson Theodore Roosevelt Airport)

	2009	2010	2011
Airport Passenger Boarding's	8,937	10,351	18,963

## Workforce (Job Service North Dakota)

	December 2009	December 2010	December 2011
Stark County Employment	13,714	15,781	17,139
Stark County Unemployment Rate	3.40%	2.40%	1.90%
North Dakota Unemployment Rate	4.30%	3.80%	3.20%
United States Unemployment Rate	9.70%	9.10%	8.30%

# Stark Development Corporation Meets Housing Needs

In 2010 Stark Development Corporation expanded its priority activities for use of FLEX PACE financing to meet the urgent housing needs of Stark County. Initially Parties interested in developing 5 or more housing units in a single development were encouraged to apply for a 5% interest rate buy-down with repayment of the Local Share of the Interest Buy Down Cost (35% of total buy-down cost) over a two-year period following the tenth year of the loan period, or upon sale of the property to any entity other than the original borrower, or upon retirement of the loan to which the buy-down is granted, whichever comes first.

As the program gained interest in 2011 Stark Development Corporation felt the program was still needed but the amount of funding for each project needed to be limited, allowing funding to be available for a number of other development projects. It was changed to a 2.5% interest rate buy-down with repayment of the Local Share of the Interest Buy Down cost (35% of total buy down cost) over a two year period following the fifth year of the loan period, or upon sale of the property to any entity other than the original borrower, or upon retirement of the loan to which the buy down is granted, whichever comes first.

Over the course of the program 274 units have been approved over the last 2 years involving approximately 45 investors from the area. Rents range from \$975 for a one bedroom to \$2,200 for a 3 bedroom apartment.



# Marketing & Public Relations

## Stark Development Placed Ads in the following Publications in 2011



- Dickinson Area Chamber of Commerce Membership Directory
- Dickinson City Map
- Dickinson Real Estate Preview
- The Dickinson Press/Website
- Pennysaver
- Prairie Business



## Publications from Stark Development Corporation

With the area's economy growing at such a fast pace Stark Development Corporation has started producing a quarterly report. The Dickinson & Stark County Economy at a Glance offers statistics related to Workforce, Sales Tax Collections, Taxable Sales & Purchases, Real Estate, Transportation and Building Permits. It is currently sent to Stark Development Corporation Members and Board Members, Stark County Jobs Development Authority, City and County Commissioners, the Southwest North Dakota Economic Developers and Legislators from District's 36 and 37. The report may also be viewed on our website by clicking on the Economy at a Glance tab.

# Dickinson, ND & Stark County Economy at a Glance

January 2012

## WORKFORCE (All Service North Dakota)

	November 2011	November 2010			
Stark County Employment	17,065	13,786			
Stark County Unemployment Rate	1.7%	2.2%			
ND Unemployment Rate	2.9%	3.3%			
US Unemployment Rate	8.2%	9.6%			

## SALES TAX COLLECTIONS (Cities or ND State Tax Commissions)

	December 2011	December 2010	YTD December 2011	YTD December 2010	
Dickinson	\$68,425.42	\$16,298.77	\$1,561,214.48	\$3,367,328.76	
Stark County	\$52,717.35	\$46,461.50	\$1,105,964.05	\$1,483,476.32	

## TAXABLE SALES & PURCHASES (Cities or ND State Tax Commissions)

	Qtr 4, 2011	Qtr 4, 2010			
Dickinson	\$102,231	\$165,599	\$103,108	\$107,150	
Stark County	\$102,231	\$165,599	\$103,108	\$107,150	

## REAL ESTATE (Dickinson Board of Realtors)

	December 2011	December 2010	YTD December 2011	YTD December 2010	
Dickinson - Residential	26	21	329	321	
# of MLS Single Units Sold	26	21	329	321	
MLS Average Sale Price - Single Family	\$102,231	\$165,599	\$103,108	\$107,150	

## TRANSPORTATION (Dickinson Transportation Boarding Authority)

	December 2011	December 2010	YTD December 2011	YTD December 2010	
Airport Passenger Boarding's	2,131	1,083	18,363	10,351	

## BUILDING PERMITS (City or Counties)

	December 2011 Permits Values	December 2010 Permits Values	YTD December 2011 Permits Values	YTD December 2010 Permits Values	
Commercial Structures	0	\$53,637,000	\$1,876,997,806	\$1,822,408,043	
Public Structures	0	0	\$51,976,000	\$53,899,329	
Single Family Structures	781,516,184	\$182,528,303	\$178,836,262,242	\$161,846,081,142	
Multi-Family & Rooming	0	\$503,907	\$6,935,551,072	\$6,935,778,451	
Alteration/Additions	\$178,200	\$10,568,822	\$16,826,781,324	\$16,837,778,184	
Miscellaneous Permits	0	0	0	\$380,000	

314 3rd Avenue West, PO Box 765, Dickinson, ND 58602-0765

www.starkdev.com \* Phone: 701-225-5997 \* Toll Free: 1-888-886-7943 \* Fax: 701-227-8647



## Destiny Dickinson Retail Committee

Members from the Destiny Dickinson Retail Committee attended the International Council of Shopping Centers Conference in May of 2011. Prior to the Conference there were a couple of key appointments made with major Retailers. Many contacts were made throughout the Conference to gain appointments. A variety of Retailers and Developers were very interested in North Dakota and the Dickinson Area due to the recent growth and thriving economy. Retailers considering the Dickinson area figured it would possibly take two to three years before they would enter our market.

For More on What's New at  
Stark Development Corporation Visit

[www.starkdev.com](http://www.starkdev.com)



# SDC Economic Development 2010 Approved Funding Support

## Economic Development Projects

Organization	Objective	SDC Cost Share	Total Project Leveraged
<b>Flex PACE Projects</b>			
Multi Systems Inc.	Purchase of Remco Software	\$79,317	\$1,700,000
Steffes Corporation	Equipment Purchase and Construction of a Cold Storage Facility	\$58,322	\$1,250,000
TMJ Properties	Construction of 8 Apartments	\$55,632	\$910,000
Jewel Blue, LLC	Construction of 12 Apartments	\$78,002	\$1,307,000
CBC, LLC	Construction of 6 Apartments	\$25,968	\$420,000
Baker Boy	Equipment Purchase and Plant Expansion	\$213,338	\$11,000,000
<b>Total Flex PACE Investment</b>		<b>\$510,579</b>	<b>\$16,587,000</b>
<b>Grants</b>			
Twisted Bakery	Marketing Grant	\$4,500	\$4,500
<b>Total Grants</b>		<b>\$4,500</b>	<b>\$4,500</b>
<b>Total Economic Development Projects</b>		<b>\$515,079</b>	<b>\$16,591,500</b>

# SDC Community Development 2010 Approved Funding Support

## Community Development

Organization	Objective	SDC Contribution
Theodore Roosevelt Expressway Association	Signage for Theodore Roosevelt Expressway	\$500
Theodore Roosevelt Expressway Association	Membership Dues for US Hwy 85 Corridor Improvements	\$15,000
DSU Strom Center	Annual Operating Support	\$62,000
Roers Development, Inc.	50/50 Partnership Retail and Hotel/Motel Study	\$21,075
DSU Business Challenge	Sponsor	\$2,500
Dickinson Area Chamber of Commerce	Sponsorship for 2 individuals to attend Community Leadership Dickinson	\$500
Dickinson Area Chamber of Commerce	API Luncheon Sponsor	\$100
Dickinson Area Chamber of Commerce	Ag BBQ Sponsor	\$75
ND Department of Commerce	Governor's Rural Community Summit Sponsor	\$500
City of Belfield	Travel Costs for Students attending Scrubs Camp	\$25
Dickinson Theodore Roosevelt Airport	Airport Hanger Grant	\$100,000
Dickinson Theodore Roosevelt Airport	Airport Hanger Loan	\$75,000
<b>Total Community Development</b>		<b>\$277,275</b>

# SDC Economic Development 2011 Approved Funding Support

## Economic Development Projects

Organization	Objective	SDC Cost Share	Total Project Leveraged
<b>Flex PACE Projects</b>			
DAB, LLC 2-24	Construction of 24 Apartments	\$107,692	\$2,350,000
DAB, LLC 3-36	Construction of 36 Apartments	\$107,692	\$3,511,900
RBC, LLC	Construction of 6 Apartments	\$47,864	\$840,000
Pheasant Run Properties, LLC	Construction of 8 Apartments	\$54,482	\$1,120,000
Blue Hawk Square, LLC	DSU Student Housing	\$107,108	\$5,000,000
Hauck Family Trust	Construction of 12 Apartments	\$54,339	\$1,508,853
DAB, LLC 3-30	Construction of 30 Apartments	\$107,692	\$3,125,000
Killdeer Mountain Manufacturing	Equipment Purchase	\$14,997	\$1,300,000
DAB, LLC 7-32	Construction of 30 Apartments	\$52,979	\$3,300,000
DAB, LLC 7-31	Construction of 30 Apartments	\$52,979	\$3,300,000
Beach Pulses, LLC	Installation of a Pulse Processing Plant to Process and Export	\$30,000	\$2,625,000
Steffes Corporation	Equipment Purchase	\$33,916	\$1,000,000
<b>Total Flex PACE Investment</b>		<b>\$771,740</b>	<b>\$28,980,753</b>
<b>PACE Projects</b>			
Steffes Corporation	Equipment Purchase	\$14,078	\$500,000
<b>Total PACE Investment</b>		<b>\$14,078</b>	<b>\$500,000</b>
<b>Primary Sector Recruitment</b>			
Lufkin	Sales Tax Relief	\$30,000	\$30,000
Lufkin	Personal Property Relief	\$75,000	\$75,000
Lufkin	\$1,500 per Employee up to 25 Employees for Training	\$37,500	\$37,500
<b>Total Primary Sector Recruitment</b>		<b>\$142,500</b>	<b>\$142,500</b>
<b>Infrastructure Grants</b>			
City of Dickinson	Sewer Main Improvements	\$438,488	\$438,488
<b>Total Grants</b>		<b>\$438,488</b>	<b>\$438,488</b>
<b>Total Economic Development Projects</b>		<b>\$1,366,806</b>	<b>\$30,061,741</b>

# SDC Community Development 2011 Approved Funding Support

## Community Development

Organization	Objective	SDC Contribution
Dickinson Area Chamber of Commerce	SW Night at the Legislature Sponsor	\$255
Theodore Roosevelt Expressway Association	Membership Dues for US Hwy 85 Corridor Improvements	\$15,000
SW REAP	USDA/SW REAP Great Regions Sponsor	\$200
DSU Business Challenge	Sponsor	\$2,500
Small Business Development Center	Operating Support	\$5,000
American Petroleum Institute	Social Sponsorship	\$295
City of Belfield Housing Authority	Assistance in Purchasing lots in Belfield for Low Income Housing	\$9,000
West River Business Center	Educational Endeavors	\$2,500
Dickinson Theodore Roosevelt Airport	Airport Hanger Grant	\$50,000
Dickinson Theodore Roosevelt Airport	Airport Hanger Loan	\$75,000
Dickinson Area Chamber of Commerce	Leadership Dickinson Sponsor	\$250
Dickinson Area Chamber of Commerce	Monthly Coffee Sponsor	\$50
<b>Total Community Development</b>		<b>\$160,050</b>

# Watch for our Sign

**Project in Partnership With**



**(701) 225-5997**  
**www.starkdev.com**

*Stark Development Corporation would like to thank its dues-paying Members, Dickinson City Commission, Stark County Commission, and the Stark County Jobs Development Authority for funding to help make our projects possible.*

## **Dickinson City Commission:**

**Dennis Johnson  
Joe Frenzel  
Gene Jackson  
Klayton Oltmanns  
Carson Steiner**



## **Stark County Jobs Development Authority:**

**Vaune Cripe  
Jay Elkin  
Joe Frenzel  
Jason Hanson  
Floyd Hurt  
Ron Lisko**

**Frank Kirschenheiter  
Bob Maeyaert  
Leo Schneider  
Linda Steve  
Ken Zander  
Bob Zent**

## **Stark County Commission:**

**Jay Elkin  
Russ Hoff  
Pete Kuntz  
Duane Wolf  
Ken Zander**

