



progress report



MESSAGE FROM SDC

On behalf of Stark Development Corporation (SDC) we are 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 SDC in Dickinson and Stark County. We have created a new strategic plan targeting innovation and expansion within our businesses and entrepreneurs, recruiting and retaining a skilled workforce and strengthening our relationship with our members and the business community.

In 2017 we have helped our members in over \$6.5 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 Dickinson State University and the Small Business Development Center (SBDC) we held the first 3 Day Startup weekend this year. Through the SBDC's efforts, we saw an additional six business starts and over \$500,000 in capital formed.

We successfully launched our Community Development Program, offering a one-to-one match up to \$25,000 targeting façade improvement, historical preservation and retail expansion. Two projects have been approved and substantial interest has been expressed as that program gains momentum in our area.

In alignment with the vision of Governor Burgum, the City and the Downtown Dickinson Association are actively participating in the city's downtown task-force. 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 equally productive 2018.

SDC STAFF



RYAN JILEK
EXECUTIVE VICE-PRESIDENT



DANITA TYSVER
ASSOCIATE VICE-PRESIDENT



EDEN JACKSON
SDC INTERN



SDC & WRBC 2017 BOARD OF DIRECTORS

Our board of directors is dedicated to helping Dickinson and Stark County thrive. Our board is a voice for the area businesses, addressing those issues and areas for development that are important to the area. By continuing to focus on the success and expansion of our business community and fostering a vibrant entrepreneurial community, SDC looks forward to growing its relationships with public and private partners and working together to see the communities of Stark County prosper.

President Vice President Treasurer Secretary

T.J. Herauf, *Coca-Cola Bottling Co.*
 Peggy Thomas O'Brien, *Prairie Hills Mall/GPCME LLC*
 Bruce Dolezal, *American Bank Center*
 Paul Schuetzler, *Consolidated*
 Bruce Baer, *City of Belfield*
 Nate Bouray, *Ebeltoft . Sickler . Lawyers PLLC*
 Dean Franchuk, *Stark County Representative*
 Joe Frenzel, *Everett Real Estate*
 Ambrose Hoff, *Stone Mill, Inc.*
 Floyd Hurt, *Small Communities Representative*
 John Lehman, *MBI Energy Services*
 Dan Kovash, *Kovash & Dasovick PC*
 Ron Lisko, *Stark County JDA*
 Thomas Mitzel, *Dickinson State University*
 Reed Reyman, *CHI St. Alexius Health Dickinson*
 Lisa Roers, *Dickinson Area Chamber of Commerce Representative*
 Carson Steiner, *City of Dickinson Representative*

Ex Officio
 Shawn Kessel, *City of Dickinson*

LOGO COMPETITION - MEET THE CREATOR

SDC held a design competition to invoke the creativity of all the talented artists out there and build a new logo for the development corporation. Twenty submissions were received. Our marketing committee worked through the submissions and are pleased to announce the winning submission from YM Cho who won the \$1000 award. Please learn a little about the winning artist Ms. Cho below.

"I have always enjoyed doing art and design since I was a child, and at an early age, it became my goal to become a professional artist and designer. I especially enjoy creating art and graphic design in various media for clients and competitions. Logo designs is one of my design specialties. When I learned of this logo competition, I seized the opportunity because I have wanted to take on the new challenge of designing a logo for economic development, innovation, and entrepreneurship.

YM Cho earned a BFA degree from the School of the Art Institute of Chicago, with a focus in visual communications and fashion illustration. Her interest in art began as a toddler, when she spent hours drawing on a dry erase board that her father brought home one day. That board planted the seeds for her artistic ambitions, eventually fueling her passion for art and design.

Throughout her career, YM has received various national and statewide honors. She was named the winner of the 2017 Leavenworth Oktoberfest logo design contest, the 2017 Navy Air Force Half Marathon t-shirt design contest, the 2017 National Indian Child Care Association conference logo contest, and the 2012 Illinois Chapter of the International Association of Workforce Professionals Commemorative Pin Design contest. She has also been a nominee for Creative Allies' Ally of the Year 2016, a semi-finalist for the 32nd Chicago Latino Film Festival Poster contest, a finalist for the 2013 Discover Orange Bowl Poster contest, and a finalist for the 2014 U.S. Mint Batter Up Baseball Coin design contest."



STARK
DEVELOPMENT CORPORATION

SDC STRATEGIC PLAN

In the spring of 2017 the board of directors met with Mayor Decker to hold a strategic planning session outlining the future direction for SDC. We developed a new mission and vision for SDC as well as developed a set of three primary goals for the organization.

Mission: To promote economic development, innovation and entrepreneurship making Southwest North Dakota a great place to live, work, and grow.

Vision: To lead economic development while enhancing quality of life.

Strategic Plan Goals

- *Comprehensively market the vision and mission of Stark Development Corporation to our members, the region and its current and future residents.*
- *Cultivate an entrepreneurial and business environment that fosters innovation*
- *Attract and retain a skilled workforce*



EDND COMMUNITY DEVELOPMENT AWARD

ABLE Inc. and Stark Development Corporation received the Economic Development Association of North Dakota (EDND) Impact Award for Community Development during the EDND Fall Conference Oct. 19 in Williston.

The Community Development Award recognizes an economic development project that has increased the quality of life in a community. ABLE Inc. is a nonprofit organization serving Southwest North Dakota with locations in Dickinson, Bowman and Hettinger. For more than 30 years, they have been providing housing to men and women with intellectual disabilities by leasing homes for them and providing direct support professionals and nurses. Currently ABLE Inc. supports nearly 100 people and employs approximately 170 support staff. A few years ago, they learned the group homes they leased were expiring and would be nonrenewable in the long term. This gave ABLE Inc. the opportunity and the challenge of designing and overseeing the construction of four new homes to replace the leased homes. The new homes were built to last a century and to provide specialized care. One of their major goals was to create an inviting space for the people, their families and friends. ABLE Inc. recently completed the four group homes in Dickinson, housing 24 residents and crafted specifically to assist those with special needs. Stark Development Corporation helped support this project with an affordable housing grant.

"We are pleased to recognize ABLE Inc. and Stark Development Corporation for their dedication and support of a housing project that makes their community a better place for businesses and residents alike," says Ellen Huber, EDND president.

"On this project, we take pride in watching several members of Stark Development supporting other members! American Bank Center, Consolidated Telcom, Montana-Dakota Utilities Co., Roughrider Electric Cooperative, Inc., and TMI Systems Corporation."



COMMUNITY DEVELOPMENT PROGRAMS

SDC launches the Community Development Program geared towards improving and promoting the creation and expansion of our commercial and retail sectors throughout communities in Stark County, further emphasizing our mission of creating a better place to live, work, and grow.

DOWNTOWN FACADE IMPROVEMENT PROGRAM

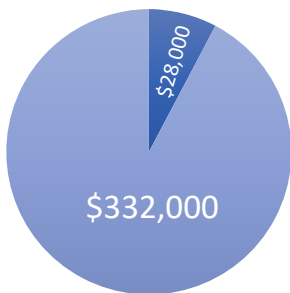
The program encourages the economic revitalization and rehabilitation of exterior improvements of commercial buildings to enhance the overall aesthetics and vitality of the downtown commercial districts throughout communities in Stark County.

COMMUNITY ENHANCEMENT PROGRAM

The program encourages the economic revitalization and redevelopment of commercial and retail sectors throughout communities in Stark County.

Community Development Fund

Facade Improvement and Community Enhancement



■ Committed Funds ■ Available Funds



Congratulations to **Suzy's Stash** in downtown Richardson and **CB Glasser** in downtown Dickinson on your successful community development applications. SDC is proud to partner with you on your commitment to our community



ENTREPRENEURIAL RESOURCES

2017 at the Dickinson SBDC office was highlighted by the following three significant elements:

LAUNCH

The re-launching of a Dickinson-based office on the campus of Dickinson State University was the first major step toward reinvigorating the SBDC presence in Dickinson. Establishing the physical presence both on-campus and a satellite kiosk at Stark Development Corporation was the first step in the process. Collaboration with Stark has been key to a smooth reintroduction of SBDC services in the area. A large tablet is available at the Stark Development kiosk, where potential clients can sign up for services without the SBDC counselor present. This has led to numerous referrals back and forth between SDC and the SBDC.

OUTREACH

Reaching out to the community and lenders in the region was the first outreach effort. Presenting at local meetings like the Manufacturer's Round Table and Kiwanis Club, allowed for the SBDC to be reintroduced to community leadership. One-on-Ones with local lenders and insurance providers opened another touch point for future clientele. Lastly, university publicity and public relations support found our center in the news a few times throughout the year, further boosting the awareness of our services.



SMALL BUSINESS SUPPORT

Although, initially slow, our numbers are comparable to previous years when factoring in the half-time status of the SBDC counselor. We had quite a few business starts and some promising large ventures on the horizon. Our special project was a unique 3 Day Startup Weekend available to Dickinson residents and the surrounding communities. Twelve aspiring entrepreneurs spent 3 intense days coming up with large, scalable ideas and refining them within their groups. The event culminated in a final pitch in front of a distinguished judging panel. This was a collaborative event hosted by the SBDC, Stark development Corporation, and Dickinson State University. Participants were students, community members, and a few from other parts of the state. The judging panel consisted of our Ryan Jilek, Scott Decker, and the Chair of DSU's School of Business and Entrepreneurship. The event was facilitated by Austin, Texas-based 3 Day Startup.

55 Client Visits

6 Business Starts

\$528,000
Total Capital Formed



SDC MEMBERSHIP

ABLE

AMBER WAVES, INC.
AMERICAN BANK CENTER
APEX ENGINEERING GROUP, INC.
AUTORAMA AUTO
B & B FONG LLC
BADLANDS BOARD OF REALTORS, INC.
BAKER BOY
BAUER PROPERTY MANAGEMENT LLC
BEYOND SHELTER, INC.
BORDER STATES ELECTRIC SUPPLY
BRADY MARTZ & ASSOCIATES P.C.
BREMER BANK
CB GLASSER LLC
CHI ST. ALEXIUS HEALTH
CHOICE FINANCIAL GROUP
CITY OF BELFIELD
CITY OF SOUTH HEART
COCA-COLA BOTTLING COMPANY
CONOCOPHILLIPS
CONSOLIDATED
CORNERSTONE BANK
DACOTAH BANK
DAKOTA COMMUNITY BANK & TRUST
DICKINSON AREA CHAMBER OF COMMERCE
DICKINSON MUNICIPAL AIRPORT AUTHORITY
DICKINSON READY MIX
DICKINSON STATE UNIVERSITY
EBELTOFT . SICKLER . LAWYERS . PLLC
EVERETT REAL ESTATE, INC.
FISHER SAND & GRAVEL COMPANY
FUNSHINE EXPRESS

GATE CITY BANK
GREAT NORTH FITNESS LLC
HOME AND LAND COMPANY
JOB SERVICE NORTH DAKOTA
KADRMAS, LEE & JACKSON
KILLDEER MOUNTAIN MANUFACTURING
KIRKWOOD BANK & TRUST
KOLLING & KOLLING, INC
KOVASH & DASOVICK PC
MARATHON OIL COMPANY
MBI ENERGY SERVICES
MEDORA CORPORATION
MEYER REAL ESTATE SERVICES, INC.
MIDCO
MONTANA DAKOTA UTILITIES
PENNSAVER
PRAIRIE HILLS MALL/GPCME LLC
PRECISION MACHINE & WELDING, INC.
ROERS' DEVELOPMENT INC.
ROUGH RIDER ELECTRIC COOPERATIVE
SAX MOTOR COMPANY
SERVICE PRINTERS
STEFFES CORPORATION
STONE MILL, LLC
SUZY'S STASH
TAMMIE BRAUN - REALTOR
THE DICKINSON PRESS & ADVERTISER
TMI SYSTEMS CORPORATION
WELLS FARGO BANK
WESTERN COOPERATIVE CREDIT UNION



NEW SDC MEMBERS
SINCE JANUARY 2017



Without continual growth and
improvement, achievement, a

SDC MEMBERSHIP BENEFITS

- ACCESS TO **BUSINESS REFERRALS & ASSISTANCE** FROM SDC PROFESSIONAL STAFF
- ANNUAL MEMBERSHIP MEETING INVITATION WITH COMPLIMENTARY LUNCHEON
- ELIGIBILITY TO **SERVE** ON OUR BOARD OF DIRECTORS
- MONTHLY EMAIL **ECONOMY AT A GLANCE** UPDATE
- ONLINE MEMBERSHIP DIRECTORY LISTING
- ONLINE LISTING OF **INDUSTRIAL SITES AND COMMERCIAL PROPERTIES** BY REQUEST
- **ENTREPRENEURIAL** ASSISTANCE & CONSULTING
- **BUSINESS DEVELOPMENT** GRANTS
- ACCESS TO **FINANCIAL INCENTIVES & PROGRAMS**

Stark Development Corporation serves you by leveraging your investment to ensure the sustainability of our local and regional economy. We strive to implement our economic development tools and resources to advance and maintain a truly diverse trade and industry landscape we all depend on.

Economic development is a dynamic challenge for every state, county and city in America. Stark Development Corporation works to keep the local economy strong and growing by actively pursuing new money to infuse into our economy to strengthen our future. We work in partnership with other economic development organizations locally, statewide and beyond.

As a crucial part of Stark Development, we ask our members to be diligent and mindful of economic development opportunities. Stark Development is the mechanism to work with these ideas and build success out of opportunity.

If you are a current member, your commitment to Dickinson, Stark County, and our future is sincerely appreciated. If you are not a member yet, we welcome the opportunity to work for and with you to build a stronger voice of economic development in Dickinson and Stark County. 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.

progress, such words as
and success have no meaning.

- Benjamin Franklin

STARK COUNTY ECONOMY AT A GLANCE

Workforce (Job Service North Dakota)			
	2015	2016	2017
Stark County Employment	19,769	17,753	18,055
Stark County Unemployment Rate	2.7%	4.0%	2.7%
ND Unemployment Rate	2.8%	3.2%	2.6%
US Unemployment Rate	5.3%	4.9%	4.4%

City Sales Tax Collections (Office of ND State Treasurer)			
	2015	2016	2017
Belfield	596,947.17	337,628.39	403,464.06
Dickinson	10,952,619.95	7,520,881.10	8,306,684.97
Richardton	253,887.10	169,129.19	129,007.27
South Heart	102,987.03	72,474.40	103,904.69
Stark County	11,906,441.25	8,100,113.08	8,942,760.99

Education			
K-12 Fall Enrollment (Department of Public Instruction)			
	2015-2016	2016-2017	2017-2018
Belfield	248	228	253
Dickinson - Trinity Catholic Schools	516	497	455
Dickinson Public Schools	3,440	3,386	3,603
Richardton-Taylor	298	305	316
South Heart	279	289	326
Dickinson State Fall Enrollment (Dickinson State University)			
	2015-2016	2016-2017	2017-2018
Dickinson State University	1,317	1,386	1,425

STARK COUNTY

33.5
Median Age

\$76,817
Median Household Income

U.S. Census Bureau

POPULATION

Dickinson
Stark County

22,993
31,199

28.6%
Population growth since 2010

U.S. Census Bureau

Transportation (Dickinson Theodore Roosevelt Airport)

	2015	2016	2017
Airport Passenger Enplanements	41,869	16,822	18,938
Airport Passenger Deplanements	41,519	17,226	19,070

Occupancy Rate (Dickinson Convention and Visitors Bureau)

	2015	2016	2017
Occupancy	48.4%	45.2%	42.3%
Average Daily Rate (ADR)	\$103.92	\$75.18	\$75.51

Birth Rates (CHI St. Alexius Health Dickinson)

	2015	2016	2017
Live Births	677	709	675

Real Estate (Badlands Board of Realtors, Inc.)

	2015	2016	2017
Dickinson # of MLS Units Sold	413	314	377
Dickinson MLS Average Sale Price - Single Family	\$265,284	\$233,809	\$242,859
Stark County # of MLS Units Sold	414	343	417
Stark County MLS Average Sale Price - Single Family	\$263,018	\$229,664	\$234,020

Building Permits (City of Dickinson)

	2015		2016		2017	
	Permits	Total Value	Permits	Total Value	Permits	Total Value
Commercial	20	\$59,060,595.80	3	\$517,400.00	8	\$17,787,000.00
Public	2	\$16,790,804.36	4	\$9,298,862.00	1	\$800,000.00
Single Family	87	\$24,286,616.23	21	\$7,440,244.44	57	\$16,050,790.80
Multi-Family	2 (42 units)	\$7,297,616.61	2 (14 units)	\$1,885,693.48	0	0
Alteration/Additions	123	\$37,927,516.48	83	\$11,509,698.41	72	\$9,037,938.89
Misc. Permits/Fees	1,027	\$1,210,362.00	464	\$333,743.50	577	\$519,972.00

648

Job Openings (2017 Monthly Average)

2.7%

Unemployment (2017 Monthly Avg)



OVER **\$9 MILLION**
IN CAPITAL PROJECTS
APPROVED BY SDC

OVER **\$400,000**
SDC PARTICIPATION COST

OVER **\$29,000**
SDC SPONSORSHIPS

SDC PARTNERED WITH DSU TO DEVELOP A COMMUNITY GATHERING SPACE WHICH WILL BE KNOWN AS
THE CENTENNIAL COURTYARD AT THE ENTRANCE OF MAY HALL

DSU Proposed Courtyard Rendering





TWO NEW SCHOOL DEDICATIONS IN 2017

TRINITY HIGH SCHOOL STEFFES CAMPUS

450
STUDENT CAPACITY

DICKINSON MIDDLE SCHOOL

1050
STUDENT CAPACITY



SPONSORSHIPS & MEMBERSHIPS

Stark Development Corporation joined **USDA** in welcoming **REAP** Zone partners from **New York, New Hampshire** and **Virginia** to review strategies implemented throughout the zones to **decrease out-migration** and **enhance economic development**. Economic development professionals from Southwest North Dakota partnered to provide tours throughout the region showcasing projects that benefited from our USDA REAP designation.



SDC KEY PARTNERS



FUSION BUSINESS CONFERENCE SPONSOR



HALLOWEEN DRIVE-THRU

SDC partnered with the Chamber of Commerce on our first ever Trick or Treat Drive-thru. The event was an overwhelming success and we saw over 1000 little ghosts, superheroes and other fun characters come through our lot!

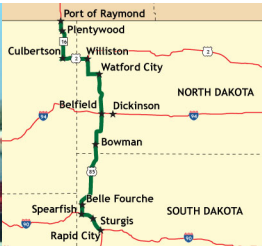
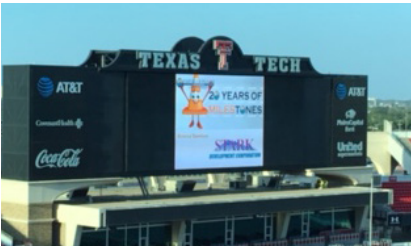


ROTARY MEMBERSHIP



Congratulations to Ryan Jilek on his membership to Rotary! Special thanks to Gaylon Baker for recruiting and sponsoring Ryan on his membership!

THEODORE ROOSEVELT EXPRESSWAY



Oversize/Overweight Permit Comparison (ND Highway Patrol)			
	2015	2016	2017
U.S. 83	15,438	13,378	11,452
I-29	25,460	25,068	25,332
U.S. 52	0	0	15,644
U.S. 85	57,637	44,484	45,540

Coming together
is a beginning;
keeping together
is progress;
working together
is success.

-Henry Ford



STARK DEVELOPMENT CORPORATION

YOUR ECONOMIC DEVELOPMENT OFFICE FOR DICKINSON
STARK COUNTY AND THE SURROUNDING AREA

DREAM BIG!

- BUSINESS START-UP ASSISTANCE AND INCENTIVES
- ENTREPRENEURIAL ASSISTANCE
- MONTHLY AREA ECONOMY AT A GLANCE
- LOCAL INFRASTRUCTURE INFORMATION

www.starkdev.com

(701) 225-5997 • PO Box 765 • 314 3rd Ave West • Dickinson, ND 58601

