

Manufacturer's Round Table

July 11, 2018

Location: Ramada hosted by Shirley Dukart

Meeting Record

Present: Mary Urlacher, Job Service ND; Sue Roller, Baker Boy; Dennis Johnson, TMI Systems Corp; Thomas Mitzel, DSU; Mark Resner, Roosevelt-Custer Regional Council; Aimee Kittilson, Senator Heitkamp's Office; Sarah Trustem, Dickinson Area Chamber of Commerce; Irene Schafer, Pennysavor; Shirley Dukart, Home and Land Company; Steph Reger, American Trust Center; Ryan Jilek, Stark Development Corporation and Danita Tysver, Stark Development Corporation.

Business – Go – Round:

Mark Resner, Roosevelt-Custer Regional Council - As the contract consultant for Roosevelt-Custer Regional Council he has been working to cut operational costs by about 50% and create a three-year plan of sustainability. Board members have changed, have a new president and vice president. Now compliant with century code. It has been difficult, but it is for the better. Running in the black and should be debt free by 2020. Approved Community Block grant applications in May. Continue to work with partners.

Aimee Kittilson, Senator Heitkamp's Office – Provided a handout regarding a bill to reauthorize the Interagency Committee on Women's Business Enterprise to better coordinate federal resources to help grow women-owned businesses. See attached handout.

Discussion took place regarding entrepreneurship in the area and the resources available.

Sarah Trustem, Dickinson Area Chamber of Commerce – Recently held the inaugural Banquet in a Field at Kessel Farms near Belfield. The event was organized by the agriculture committee and showcased North Dakota commodities. Working on revamping old events and membership retention. Changing membership billing to one annual billing. Developed a new professional development event. Eggs and Issues will start in September. DSU will be hosting the first event on September 26th from 7-8:00 am. The event will be free to members. Annual golf scramble will be July 26th. Next business after hours will be Tuesday, July 17th hosted by Farmers Insurance.

Irene Schafer, Pennysavor – The Pennysavor was started 35 years ago by Irene Schafer and since has been sold two times. Lee Enterprises currently owns the Pennysavor, they are celebrating their 32nd year.

Shirley Dukart, Home and Land Company –The average sale price for June was \$265,323. Appraisals and inspections are about 90 days behind. It is a buyer's market. Currently have 7 1/2 months supply of homes.

Discussion took place on apartment vacancies and rental rates.

Steph Reger, American Trust Center – The Trust Center can be a helpful resource to protect your assets and ensure financial security and asset management. Can act in the capacity of trustee, co-trustee, investment manager, custodian or agent. They can manage many kinds of trusts including life insurance, charitable, mineral, land management, and education trusts and etc.

Discussion took place regarding virtual currency.

Ryan Jilek, Stark Development Corporation – Have completed a brochure summarizing incentive programs offered by SDC. In partnership the SBDC and SDC have created Start Up Your Day and Night events which will be starting July 25th at DePorres House of Barbering & Lounge. The events are to help foster the entrepreneurship spirit in the community. The 3 Day Startup weekend will be October 26-28th. Have committed about \$113,000 in Community Development Program funds over 8 businesses. Recently approved a Flex PACE loan for a custom car restoration shop in Dickinson. Bank of North Dakota will be attending next board meeting to present on the PACE and Flex PACE programs. Recently had a joint meeting between the City Commission and SDC, discussed the direction of the City and SDC. SDC still has training grant funds available, offering up to a \$2,500.00 match for employee training, applications can be found at <http://www.starkdev.com/business-development/vocational-training/>.

Mary Urlacher, Job Service ND – Thanked all those who filled out the workforce survey. Had a good response rate from our community. Feedback is needed to show the needs in the area and assist in programs available to the area. Job openings are increasing in the area. May unemployment rate in Stark County is 2.2%, North Dakota is 2.2% and the US is 3.6%. See attached handout.

Discussion took place regarding the number of graduates in Stark County compared to current job openings.

Sue Roller, Baker Boy – The new donut equipment is currently being installed and tested. Planning to add additional donut equipment next year. Refreshed the Donut Hole brand. Donut Hole products will now be found in convenience stores in Montana. Sales were a little slower last month than projected but costs are also down. Openings are currently harder to fill. Turnover is a little higher than it was for a while. Truck driver positions are the hardest position to fill.

Dennis Johnson, TMI Systems Corp – February 2019 will be celebrating 50 years. Creating a new logo celebrating 50 years. Refreshing the look of the building. Longevity has taken on a new significance with competitors failing due to the economy. Truck driver shortages are going to start affecting the economy. Have implemented larger wage increases for their truck drivers. Started replacing equipment in 2015, will continue to replace equipment for the next 4-5 years. Backlog is up 3% over last year. National market place seems to be robust, still plenty of competition. Working on selling TMI to

employees. Started the process in 2008 and put on the back burner with the recession. Should know by the end of August if the process will be completed.

Thomas Mitzel, DSU – Just completed their summer centennial celebration. Had attendees from 7 different decades. Had events for all age groups. The BBQ was rained out but the Family Fun Day had an incredible crowd. The parade had 91 entries and 5 of them were DSU entries. Expect many alumni to come back for homecoming in October. Still working on HVAC improvements in May Hall, hope to move back in by August. Woods Hall renovations are on track for opening this fall. Will be the only building on campus completely ADA compliant. Student Center food service contract has been signed and will be operating 24/7. Food program will offer different levels for students to choose from. The university store has been moved to the front. Many students are interested in egames, looking into developing space in the student center. Working to move DSU to a Polytechnic Institution. Currently still in the planning stages. Speaking to many groups for ideas and guidance of what is needed in the area. Need community support and financial support.

Next meeting will be Wednesday, September 12, 2018 at 2:30 PM, at Job Service North Dakota.