

progress report





MESSAGE FROM SDC

On behalf of Stark Development Corporation (SDC) and our board of directors, we are pleased to present to you our 2018 Annual Report. In 2017, we created a new strategic plan with a new mission and vision for SDC moving forward. Our vision is to lead economic development while enhancing quality of life. 2018 was marked with many projects that exemplified this new vision.

Manufacturers in Stark County made significant investments in their workforce, facilities and future while creating projects that firmly position their brand in the national, and in some cases the world, marketplace. Innovative is oftentimes overused, but in the case of our local manufacturers, is a spot-on description for their commitment to their industry and community.

Baker Boy has installed technology that will allow them to produce 22,000 donuts an hour. In an 8 hour shift, they could produce over 11 linear miles of donuts placed one next to another. They are working to distribute to over half of the continental US.

Steffes is reinventing their electric thermal storage technology to store off-peak energy in residential water heaters for a current project in Hawaii. Energy that would have previously been allowed to dissipate is now captured and utilized, with all of this load juggling being done from Dickinson, North Dakota.

Killdeer Mountain Manufacturing, as a top tier partner with Boeing, is directly tied into their supply chain and creates wiring harnesses that can be found in every current production of their Boeing 737 aircraft.

These achievements are just a few examples of the achievements of local innovative companies. The innovations do not end there. Recognizing that all of these thriving businesses started and evolved from someone's entrepreneurial passion and boldness, we are working to build and foster a strong entrepreneurial ecosystem.

Partnering with the Small Business Development Center we launched two new programs to bring entrepreneurs together and network with like-minded innovators and resource partners. We also hosted the second 3 Day Startup weekend as a bootcamp in taking an idea from conception to realization.

Creating a great place to live, work and grow, we welcomed several new businesses to SDC and our community enhancement and facade improvement program. As an outward manifestation of one of our programs, we are excited to see our communities take new life with paint, signs, awnings, and storefronts.

Please take a moment to browse through this report and better understand the vision of SDC and the role we are actively pursuing to lead economic development while enhancing quality of life. It is with our deepest gratitude that we thank you for your continued support, and we look forward to the ideas, innovations and partners 2019 will bring.

SDC STAFF



Ryan Jilek
Executive Vice President



Danita Tysver
Associate Vice President

WHERE BUSINESS **GOES TO GROW**

SDC & WRBC 2018 BOARD OF DIRECTORS

President

T.J. Herauf, Coca Cola Bottling Company

Vice President

Peggy Thomas O'Brien, Prairie Hills Mall/GPCME LLC

Treasurer

Bruce Dolezal, American Bank Center

Secretary

Paul Schuetzler, Consolidated

Bruce Baer, City of Belfield

Peter Bazin, ConocoPhillips

Nate Bouray, Ebeltoft . Sickler . Lawyers . PLLC

Dean Franchuk, Stark County Commissioner

Joe Frenzel, Everett Real Estate

Jason Fridrich, City of Dickinson Commissioner

Ambrose Hoff, Stone Mill, LLC

Floyd Hurt, City of South Heart

Dan Kovash, Kovash & Dasovick PC

Ron Lisko, At Large

Thomas Mitzel, Dickinson State University

Reed Reyman, CHI St. Alexius Health Dickinson

Lisa Roers, Roers

Sarah Trustem, Dickinson Area Chamber of Commerce

Ex-Officio

Joe Gaa, City of Dickinson



Photo Courtesy of Joel Walters

RECOGNITION OF OUTGOING DIRECTORS



THANK YOU FOR DEDICATING 28 YEARS TO THE STARK
DEVELOPMENT CORPORATION AND WEST RIVER BUSINESS
CENTER BOARD OF DIRECTORS

T.J. Herauf, Coca Cola Bottling Company

T.J. Herauf has been on the Stark Development Corporation and West River Business Center Board of Directors since 1992. He became Vice President in 2010 and President in 2011.



CONGRATULATIONS ON A PERFECT ATTENDANCE OF
STARK DEVELOPMENT CORPORATION AND WEST RIVER BUSINESS CENTER
BOARD OF DIRECTOR 2018-2019 MEETINGS



Peggy Thomas O'Brien, Prairie Hills Mall/GPCME LLC



26 SDC NEW MEMBERS SINCE JANUARY 2018

A&F Fehr Properties, LLP
Affordable Housing Developers, Inc.
ABLE Inc.
Kristi Schwartz Agency/Allstate
Amber Waves, Inc.
American Bank Center
Apex Engineering Group, Inc.
ATEEN LLC
Autorama Auto
B & B Fong LLC
Badlands Board of Realtors, Inc.
Baker Boy
Bauer Property Management LLC
Beyond Shelter, Inc.
Brady Martz & Associates P.C.
Bremer Bank
CB Glasser LLC
CHI St. Alexius Health Dickinson
Choice Financial Group
City of Belfield
City of South Heart
Coca-Cola Bottling Company
ConocoPhillips
Consolidated
Cornerstone Bank
Dacotah Bank
Dakota Community Bank & Trust

DC Energy Services, LLC
Dean Kluver Painting
Dickinson Area Chamber of Commerce
Dickinson Municipal Airport Authority
Dickinson Ready Mix
Dickinson State University
Downtown Dickinson Association
Ebeltoft . Sickler . Lawyers . PLLC
Elite Lift Solutions LLC
Everett Real Estate, Inc.
Fisher Sand & Gravel Company
Funshine Express
Gate City Bank
Home and Land Company
JE Customs LLC
JK3S, LLC
JLG Architects
Job Service North Dakota
Killdeer Mountain Manufacturing
Kirkwood Bank & Trust
KLJ
Kolling & Kolling, Inc
Kovash & Dasovick PC
LA Liquors, LLC
Learning Ladder Preschool & Childcare LLC
Marathon Oil Company
MBI Energy Services
Medora Corporation

Mellmer Tools LLC
Meyer Real Estate Group
Midco
Montana Dakota Utilities
Pennysaver
Phat Fish Brewing LLC
Prairie Hills Mall/GPCME LLC
Precision Machine & Welding, Inc.
Roers' Development Inc.
Roughrider Electric Cooperative
Sax Motor Company
Scull Construction
Service Printers
Siewert Enterprise LLC
Signarama Dickinson
Southwest Business Machines
Stanza D' Amore
Steffes Corporation
Stone Mill, LLC
Suzy's Stash
Tammie Braun
Taylor Tots
The Dickinson Press
TMI Systems Corporation
Ukrainian Cultural Institute
Wells Fargo Bank
Western Cooperative Credit Union

SDC APPRECIATES YOUR SUPPORT AND GIVING US THE PRIVILEGE TO WORK FOR YOU TO GROW AND DIVERSIFY OUR ECONOMY. We are committed to our community's talented people and quality businesses. This commitment is demonstrated through our active participation in the growth of existing business and industry, our work in the development, attraction and retention of an educated and talented workforce, and our efforts to both attract and build new businesses.

SDC MEMBERSHIP BENEFITS:

- Complimentary Annual Membership Meeting Meal
- Membership directory listing on website
- Business Referrals & Assistance
- Eligibility to serve on SDC Board of Directors
- Monthly email Economy at a Glance update
- Opportunity to list available Industrial & Commercial properties on website
- Entrepreneurial assistance & consulting
- Access to Financial Incentive & Programs
 - PACE & Flex PACE Programs
 - Façade Improvement Program
 - Community Enhancement Program
 - Business Development Grant
 - Child Care Program
 - SBDC/SDC Boost Grant
- Access to Workforce Training Programs

To help us better understand our members, we welcome the opportunity for you to share your ideas, needs and successes with us. If you are not a member yet, we invite you to strengthen your voice for economic development by becoming a member of SDC 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.

A photograph of a tree-lined path in autumn. The path is paved and leads into the distance, flanked by large trees with thick trunks. The leaves on the trees and scattered on the ground are bright yellow, indicating fall. The lighting is soft, and the overall scene is peaceful and scenic.

Where Business **Goes To Grow**

Photo Courtesy of Joel Walters



COMMUNITY DEVELOPMENT PROGRAMS AND GRANTS

COMMUNITY ENHANCEMENT AND FACADE IMPROVEMENT 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.

\$400,000

in Community Improvements



APPROVED 2018 COMMUNITY DEVELOPMENT PROJECTS

WESTERN WELLNESS - A&F FEHR PROPERTIES, LLP

BADLANDS MUSIC - ATEEN LLC

CONSOLIDATED DICKINSON OFFICE

DICKINSON PUBLIC LIBRARY

SPUR BAR - JK3S, LLC

BELFIELD POCKET PARK

LIQUID ASSETS - LA LIQUORS, LLC

PHAT FISH BREWING, LLC

LINDA LITTLE - BRONZE SCULPTURE



Linda Little completed a \$38,000 bronze sculpture, named "Guardians" to be on permanent display at the Pentagon in the Mark Building in Washington D.C., where 6,900 employees and 100,000 visitors pass through every year. The donated sculpture is to honor those who serve and sacrifice for our brave and selfless military heroes who all too often pay the ultimate price for the freedom we're all so blessed with.

Linda presented at SDC's October board meeting and was granted \$1,200 to transport the sculpture to the Pentagon. We are proud of your achievement, Linda Little and it is a great honor to have your work on permanent display in Washington.



SDC RECEIVES AWARD

SDC received the Governor's Choice Project of the Year – Rural Community Division Award for its involvement in the Stone Mill LLC project. The award was presented by the North Dakota Governor's Office, the North Dakota Department of Commerce and the Economic Development Association of North Dakota (EDND) during the EDND Fall Conference Oct. 29 in Minot.

The award recognizes a project that has made a significant contribution to the economic health of a community or region in terms of job creation, partnerships and overall economic impact. To meet growing demands, the company built a 40,000-square-foot facility to house four additional processing lines, additional equipment and warehouse space for a total investment of \$6 million into the community and the creation of three jobs. The new facility will be one of the most technologically advanced seed processing plants in the world. Stark Development Corporation contributed to this massive undertaking by providing the community share of a Bank of North Dakota PACE interest buydown. Stone Mill LLC is the largest organic flax processor in United States and processes 30 million pounds of food product per year.



"Stone Mill LLC is an important value-added agriculture company which helps diversify North Dakota's economy and contribute to North Dakota's wealth," says Ellen Huber, EDND president. "We are pleased to recognize Stark Development Corporation for their dedication to the economic health of their community."

HEART RIVER VOICE

Contribute a monthly article highlighting Stark Development Corporation, our clients and the community projects we are involved in for the Heart River Voice.



CELEBRATING DSU CENTENNIAL

Creating a program to heighten awareness and reintroduce Dickinson to DSU alumni, we partnered with the Dickinson Press to create a 32 page booklet that was distributed as part of the Centennial celebration mailing to over 10,000 DSU alumni and friends.



PAGE AND FLEX PAGE

INTEREST BUYDOWN PROGRAMS THROUGH BANK OF NORTH DAKOTA

STANZA D'AMORE LLC



\$21,600,000

of Local Investment

OVER **\$800,000**

SDC Interest Buydown

746

Jobs Retained

70

Jobs Created

ELITE LIFT SOLUTIONS LLC/ BINDUNN LLC



STEFFES - DBHC, LLC



JE CUS





DC ENERGY SERVICES, LLC



MELLMER TOOLS LLC



BAKER BOY



KMM



CUSTOMS LLC



TMI SYSTEMS CORPORATION



STONE MILL LLC



ENTREPRENEURSHIP EVENTS & RESOURCES



START-UP YOUR DAY AND NIGHT ARE MONTHLY EVENTS DESIGNED TO ATTRACT EXISTING ENTREPRENEURS, ASPIRING ENTREPRENEURS, ENTREPRENEURIAL SUPPORT RESOURCES, EXPERIENCED MENTORS, COMMUNITY LEADERSHIP, AND THOSE WANTING TO NETWORK AND TAKE THE OPPORTUNITY TO COME TOGETHER AND DISCUSS IDEAS AND LESSONS LEARNED SURROUNDING BUSINESS GROWTH IN THE COMMUNITY.



OUR GOAL IS TO BUILD A SUSTAINABLE ENTREPRENEURIAL COMMUNITY IN DICKINSON THROUGH THE SPIRIT OF SHARED KNOWLEDGE AND NETWORKING.



SBDC STARK COUNTY 2018 IMPACTS



NORTH DAKOTA
SMALL BUSINESS
DEVELOPMENT CENTERS

Your Ideas - Our Expertise - Your Success

103 Clients Advised

475 Hours Advised

13 New Businesses Created

34 New Jobs Created/Retained

\$2,534,450
Capital Formation

Dickinson SBDC
@ Dickinson State University
701.483.2571
darrell@ndsbd.org



SDC AND VISION WEST SPONSORED THE INAUGURAL SMALL BUSINESS WORKSHOP WITH SUPPORT FROM DICKINSON STATE UNIVERSITY'S SCHOOL OF BUSINESS AND ENTREPRENEURSHIP AND THE SMALL BUSINESS DEVELOPMENT CENTER. THIS FREE EVENT WAS AIMED TO HELP NEW AND EXISTING SMALL BUSINESSES SUCCEED IN TODAY'S BUSINESS CLIMATE.



Photo Courtesy of Joel Walters



STARK COUNTY ECONOMY AT A GLANCE

Median Age: 34.1
Largest City: Dickinson

Median Household Income: \$77,328
Current Job Openings: 650

POPULATION

(Job Service North Dakota)	2017	2010
Stark County	30,209	24,199
Dickinson	22,186	17,787
North Dakota	755,176	672,591

WORKFORCE

(Job Service North Dakota)	Dec 2018	Dec 2017
Stark County Labor Force	17,432	17,874
Stark County Employment	17,041	17,374
Stark County Unemployment	2.2 %	2.8 %
ND Unemployment	2.4 %	2.6 %
US Unemployment	3.7 %	3.9 %

EDUCATION

K-12 Fall Enrollment (Dep. of Public Instruction)	2017-2018	2016-2017
Belfield	271	243
Dickinson Public Schools	3,680	3,465
Dickinson Trinity Catholic Schools	455	497
Richardton-Taylor	340	325
South Heart	350	306
Higher Education Fall Enrollment (DSU)	2017-2018	2016-2017
Dickinson State University	1,425	1,386

TOP 10 LARGEST EMPLOYERS

(Job Service North Dakota)	
1	Dickinson Public Schools District
2	Wal-Mart
3	CHI St. Alexius Health - Dickinson
4	Killdeer Mountain Manufacturing
5	Missouri Basin Well Service
6	Dickinson State University
7	St. Benedict's Health Center
8	Nondisclosable
9	TMI Corporation
10	Steffes Solutions

BIRTH RATES

(CHI St. Alexius Health Dickinson)	2018	2017
Live Births	689	675

TRANSPORTATION

Airport Boardings (Dickinson Theodore Roosevelt Airport)	2018	2017
Airport Passenger Enplanements	22,549	18,938
Airport Passenger Deplanements	22,492	19,057

TAXABLE SALES & PURCHASES

(Office of State Tax Commissioner)	3rd Qtr 2018	3rd Qtr 2017
Dickinson	\$268,719,703	\$228,570,730
Stark County	\$289,702,069	\$242,905,308

OIL PRICES

(NDIC Dept. of Mineral Resources)	Dec 2018	Dec 2017
West Texas Intermediate Oil (Price/Barrel)	\$52.58	\$54.57
North Dakota Light Sweet (Price/Barrel)	\$26.25	\$50.32

To receive the
monthly Economy at
a Glance subscribe
to our mailing list
@starkdev.com

TAX COLLECTIONS

City Sales Tax (Office of ND State Treasurer)	2018	2017
Belfield	\$617,547.63	\$403,464.06
Dickinson	\$9,153,033.51	\$8,306,384.97
Richardton	\$149,136.62	\$129,007.27
South Heart	\$61,931.38	\$103,904.69
Stark County Total	\$9,981,649.14	\$8,942,760.99
City Occupancy Tax (Office of ND State Treasurer)	2018	2017
Belfield	\$14,384.96	\$17,770.76
Dickinson	\$373,489.92	\$344,028.32
Stark County Total	\$387,874.88	\$361,799.08
City Restaurant/Lodging (Office of ND State Treasurer)	2018	2017
Dickinson	\$1,020,161.06	\$914,293.15

REAL ESTATE

(Badlands Board of Realtors, Inc.)	2018	2017
Dickinson # of MLS Units Sold (Does not include "for sale by owner" transactions)	457	378
Dickinson MLS Average Sale Price - Single Family	\$246,947	\$242,957
Stark County # of MLS Units Sold (Does not include "for sale by owner" transactions)	498	419
Stark County MLS Average Sale Price - Single Family	\$239,152	\$234,849

HOUSING RENTAL RATES

(ACS U.S. Census Bureau, American Community Survey)	
Stark County Rental Vacancy Rate (ACS 2013-17)	15.4 %
Stark County Median Rent (ACS 2013-17)	\$926

LODGING

(Dickinson Convention & Visitors Bureau)	2018	2017
Occupancy Rate	49.0 %	42.0 %
Average Daily Rate (ADR)	\$73.36	\$75.51

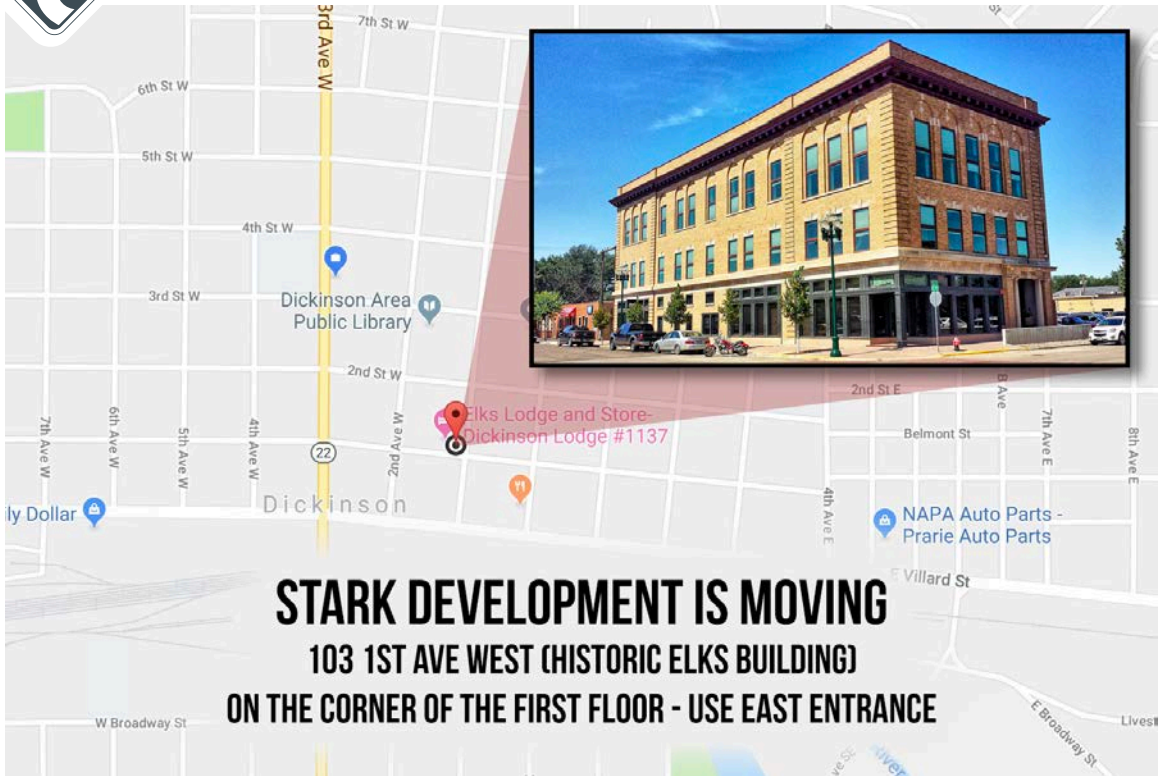
BUILDING PERMITS

Dickinson (City of Dickinson)	2018		2017	
	Permits	Total Value	Permits	Total Value
Commercial	6	\$2,867,000	8	\$17,787,000
Public	1	\$75,000	1	\$800,000
Single Family	56	\$17,527,908	57	\$16,050,791
Multi-Family	0	\$0	0	\$0
Alteration/Additions	80	\$17,314,540	72	\$9,037,939
Misc. Permits/Fees	538	\$458,434	577	\$519,972





SDC IS MOVING



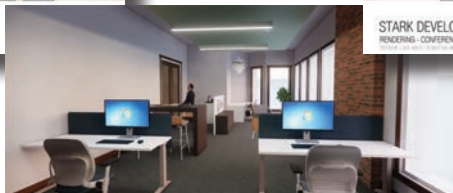
STARK DEVELOPMENT IS MOVING
103 1ST AVE WEST (HISTORIC ELKS BUILDING)
ON THE CORNER OF THE FIRST FLOOR - USE EAST ENTRANCE



STARK DEVELOPMENT OFFICE FIT-UP
RENDERING - OFFICE LOOKING WEST



STARK DEVELOPMENT OFFICE FIT-UP
RENDERING - CONFERENCE ROOM LOOKING NORTH



STARK DEVELOPMENT OFFICE FIT-UP
RENDERING - OFFICE LOOKING EAST

SPECIAL THANKS TO

CONOCOPHILLIPS, JLG ARCHITECTS, TMI SYSTEMS CORPORATION AND CONSOLIDATED.

SDC KEY PARTNERS



Roosevelt
Custer
Regional
Council



Photo Courtesy of Joel Walters



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

WHERE BUSINESS GOES TO GROW

- ENTREPRENEURIAL EVENTS & RESOURCES
- BUSINESS FINANCIAL INCENTIVES & PROGRAMS
 - COMMUNITY ENHANCEMENT PROGRAMS
 - BUSINESS INTEREST BUYDOWN PROGRAM
 - CHILDCARE FACILITY GRANTS
 - VOCATIONAL TRAINING GRANTS
- MONTHLY ECONOMY AT A GLANCE



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