

Bismarck-Mandan Development Association

2007 Annual Report



Message from BMDA



Dennis Haider
BMDA Chair 2007

Many may believe Bismarck-Mandan has experienced its greatest growth and change during the past few years. We believe our community is just beginning to see its true potential.

As we review 2007 and look ahead to 2008, we see exciting things for Bismarck-Mandan. During 2007 we saw a number of community cornerstones take shape . . . the new Memorial Bridge, the new Bank of North Dakota building, the National Energy Center of Excellence on the BSC campus, and the Tharaldson School of Business at the University of Mary. These are all set to become operational in 2008 and each will have an impact on our growth and vibrancy for years to come.

As we celebrate the growth and success our community has been enjoying, we must also realize now is not the time to take a break from our efforts. There is a danger in feeling complacent, of feeling that things are going well and they will take care of themselves. The truth is quite the contrary.

With the growth Bismarck-Mandan is experiencing, it is more important than ever that the BMDA continue its leadership role in the community. It is more important than ever that the BMDA continue to bear down and leverage even more and better growth in our primary sector, to work to support and expand our existing businesses, to bring new business to our community, and to back entrepreneurial ventures. It is key to maintain our focus and commitment to the economic development process. Now is the time to work even harder to continue to provide leadership to help lead Bismarck-Mandan to its full potential.

It is an honor for each of us to be asked to serve as BMDA's chair. It is not a one-person job, however. It is a job done with the support of the executive committee, the board of directors, all the members of BMDA, and the BMDA staff. We thank you for your past support, and look forward to your continuing strong involvement with BMDA.

Thank you.



Tim Hennessy
BMDA Chair 2008

Bismarck-Mandan Economy at a Glance

Population	1990	2000	2006 Estimate
Bismarck	49,256	55,532	58,333
Burleigh	60,131	69,416	75,384
Mandan	15,177	16,718	17,449
Morton	23,700	25,303	25,754
Bismarck-Mandan MSA	83,831	94,719	101,138

2000 US Census; ND State Data Center

Workforce	November 2005	November 2006	November 2007
Bismarck-Mandan MSA employment	56,519	58,041	60,153
MSA unemployment	2.4%	2.3%	2.3%
ND unemployment	2.9%	3.0%	2.7%
US unemployment	4.8%	4.3%	4.5%

Job Service North Dakota

Taxable Sales & Purchases	2005	2006	2007
Bismarck-Mandan MSA (1st three quarters of year plus 4th quarter of previous year)	\$1,208,604,763	\$1,334,445,256	\$1,411,477,459

Office of State Tax Commissioner

City Sales Tax Collected	2001	2002	2003	2004	2005	2006	2007
Bismarck	\$7,837,357	\$8,324,912	\$8,344,606	\$8,615,945	\$9,607,321	\$10,923,015	\$10,599,380
Mandan	\$1,122,411	\$1,152,692	\$1,101,896	\$1,149,810	\$1,257,992	\$1,422,846	\$1,470,357

City of Bismarck and City of Mandan

Bismarck-Mandan Economy at a Glance

New Construction

	Total	Single Family	Other Residential	Commercial	Public
2007 total value	\$219,075,779	\$99,617,504	\$28,304,317	\$69,824,090	\$21,329,868
Bismarck	108,616,430	43,250,856	15,910,425	39,094,348	10,360,801
Bismarck ETA	41,218,954	32,308,047	0	8,910,907	0
Burleigh	4,019,483	2,536,483	0	1,483,000	0
Mandan (includes ETA)	61,809,878	18,441,084	12,393,892	20,225,835	10,749,067
Morton	3,411,034	3,081,034	0	110,000	220,000
2007 total permits	798	567	143	85	3
Bismarck	335	261	19	55	0
Bismarck ETA	161	154	0	7	0
Burleigh	13	12	0	1	0
Mandan (includes ETA)	263	117	124	20	2
Morton	26	23	0	2	1

Remodeling/Alteration/Additions

	Total	Residential	Commercial	Public
2007 total value	\$28,065,509	\$6,881,948	\$18,543,593	\$2,639,968
Bismarck	18,013,328	3,151,285	12,236,575	2,625,468
Bismarck ETA	2,207,691	1,957,380	241,311	9,000
Burleigh	200,906	200,906	0	0
Mandan (includes ETA)	7,245,634	1,174,427	6,065,707	5,500
Morton	397,950	397,950	0	0
2007 total permits	1,017	836	164	17
Bismarck	638	517	107	14
Bismarck ETA	161	156	4	1
Burleigh	17	17	0	0
Mandan (includes ETA)	166	111	53	2
Morton	35	35	0	0

New Construction Activity Summary

	2005		2006		2007	
	Permits	Total Value	Permits	Total Value	Permits	Total Value
Single Family	561	\$98,830,014	614	\$105,035,759	567	\$99,617,504
Other residential	78	16,058,346	104	26,929,537	143	28,304,317
Commercial	67	89,379,307	88	70,790,539	85	69,824,090
Public	6	2,428,880	7	13,181,504	3	21,329,868
Total	712	206,696,547	813	215,937,339	798	219,075,779

Bismarck Fire & Inspections, Mandan Building Inspector, Morton County Building Inspector

County Property Valuations

	2003	2004	2005	2006	2007
Burleigh	\$145,020,966	\$155,691,933	\$171,148,847	\$194,888,084	\$219,344,868
Morton	\$52,511,169	\$54,819,217	\$58,294,903	\$61,505,208	\$66,780,606

Burleigh County Auditor and Morton County Auditor

Bismarck-Mandan Development Association Members

AAction Movers
Advanced Engineering &
Environmental Services, Inc.
Advanced Mechanical, Inc.
Aetna
A.G. Edwards & Sons, Inc.
Agency MABU
American Bank Center
Ameripride Linen & Apparel Services
Applied Engineering, Inc.
Architectural Concepts, Inc.
Aspen Group
Associated Builders
Atkinson Company, The
Atlas, Inc.
Avis Rent-A-Car/Twin City Tire Co.
Bain Agency
Bank of North Dakota
Bartlett & West Engineers, Inc.
Basin Electric
Beazley Engineering, PC
BEK Business Solutions
BEK Communications Coop.
Bianco Realty, Inc.
Bis-Man Transit
Bismarck Bobcat Hockey
Bismarck Industries, Inc.
Bismarck Kitchens
Bismarck Mandan Board of Realtors
Bismarck Mandan Chamber
of Commerce
Bismarck Mandan Convention
& Visitors Bureau
Bismarck Mandan Home Builders
Association
Bismarck Mandan Orchestral
Association
Bismarck Public Library
Bismarck Public Schools
Bismarck Realty Company
Bismarck School Board
Bismarck State College
Bismarck Title Company
Bismarck Tribune
Bismarck's Center for Laser &
Cosmetic Dentistry
Blue Cross/Blue Shield of ND
BNC National Bank

BNI Coal Ltd.
Bobcat Company
Border States Supply Chain Solutions
Brady, Martz & Associates, P.C.
Braun Intertec Corp.
Bucklin, Klemin & McBride, P.C.
Burleigh County Auditor
Burleigh County Commission
Butler Machinery Company
Capital City Construction, Inc.
Capital Credit Union
Capital Electric Cooperative, Inc.
Capital Trophy
Cedric Theel, Inc.
Central Market Bismarck & Mandan
Century 21 Morrison Realty
City of Bismarck
City of Mandan
Clear Channel Radio
Cloverdale Foods Company
Coca-Cola Bottling Company
Cofell's Plumbing & Heating, Inc.
Cook Sign Company
Corwin Churchill Motors
Country West Real Estate
Coventry Health Care
CrossCountry Courier
CWSTRUCTURAL Engineers, Inc.
Cycle Hutt
Daffinrud & Heinert, PC
Dakota Appraisal & Consulting, Ltd.
Dakota Awards
Dakota Building Acquisition Corp.
Dakota Community Bank
Dakota Gasification Company
Dakota Pharmacy and Wellness
Dakota Ready Mix, Inc.
Dean Foods North Central
Doublewood Inn
Downtown Business Association
Ducks Unlimited, Inc.
Duemeland's Commercial LLLP
EAPC Architects - Engineers
Eide Bailly, LLP
Executive Air Taxi Corp.
Expressway Suites
Extend America

FEBCO
Fireside Office Solutions
First Community Credit Union of ND
First State Bank of Wilton
Fitterer, AI, Architect, P.C.
Fleck Interstate Investments
Fleck, Mather & Strutz, Ltd.
Fort Abraham Lincoln Foundation
Front Street Station
Gate City Bank
Gateway Properties
H2M
Heartview Foundation
Hedahls, Inc.
HIT
HJL Management Company
Houston Engineering, Inc.
Image Printing, Inc.
Industrial Contractors, Inc.
Intelligent InSites, Inc.
Investment Centers of America
Jerome Distributing, Inc.
Jiran Architects & Planners PC
Job Service North Dakota
Jobber's Moving & Storage Co.
Johnsen Trailer Sales
Kadrmass, Lee & Jackson/KLJ
Solutions
KFYR - TV
Kirkwood Bank & Trust
Kirkwood Mall
Knife River Corporation
Knowles Jewelry, Inc.
Kramer Agency
Kranzler Kingsley
KXMB-CBS 12
Lafarge Dakota, Inc.
Lahr & Lahr Real Estate, Inc.
Leingang Home Center
Leisure World Travel
Lembke, Claus
Liechty Homes
Lignite Energy Council
M & W Beef Packers, Inc.
Mandan School Board
Mandan Steel Fabricators
Mandan Title Company
McQuade Distributing

Bismarck-Mandan Development Association 2007 Board of Directors

Medcenter One Health Systems
 Metro Area Ambulance Service
 Mid-America Steel
 Midcontinent Communications
 Mid Dakota Clinic
 Midway Machining, Inc./Dakota
 Hydro-Power
 Midway Lanes
 Midwest Business Systems
 Midwest Motor Express
 Missouri Slope Areawide United
 Way, Inc.
 Missouri Slope Lutheran Care
 Center
 Missouri Valley Petroleum
 Mitzel Contractors, Inc.
 Montana Dakota Utilities Company
 Mor Gran Sou Electric Coop., Inc.
 Morton County
 ND Association of Realtors
 ND Association of Telephone Coop.
 ND Community Foundation
 ND Guaranty & Title Co.
 ND Newspaper Association
 ND REC'S
 Newman Signs, Inc.
 NISC
 Northern Improvement Co.
 Northern Water Works Supply
 Northwest Contracting
 Northwest Development/Realty Group
 Odney Advertising Agency
 One Source Lighting, Inc.
 Outdoor Services, Inc./Indoor
 Services, Inc.
 Person & Bush CPA
 Pinehurst Properties
 Prairie Knights Casino & Resort
 Presort Plus, Inc.
 Professional Contractors
 Qwest
 Railway Credit Union
 Rainbow Gas Co.
 Ramkota Hotel
 Rasmussen College
 Reno, Ken
 Ressler Chevrolet
 Rigging & Tools, Inc.

Ritterbush-Ellig-Hulsing, Architects
 Rough Rider Industries
 Saks News, Inc.
 Sattler Homes, Inc.
 Scheels Sports
 Schmidt Ins. Services/SIA
 Marketing, Inc.
 Schwan GM Auto Center
 Scott Financial Corporation
 Security First Bank of North Dakota
 Select Inn
 Seven Seas
 Skeels Electric Company
 Spiffy Biff's
 St. Alexius Medical Center
 Starion Financial-Bismarck
 Starion Financial-Mandan
 State Bank & Trust
 SuperValu, Inc.
 Swenson, Hagen & Co., P.C.
 Sykes Enterprises, Inc.
 Tesoro Mandan Refinery
 Trucks of Bismarck, Inc.
 Tschider & Smith Law Firm
 Tvenge Associates Architects
 & Planners, PC
 Ulteig Engineers, Inc.
 Unisys
 United Building Centers
 United Digital Printing & Mailing, Inc.
 United Pulse Trading, Inc.
 United Rental Highway Technology
 University of Mary
 US Bank
 US FoodService, Inc.
 VJ & SE Enterprises, Inc.
 Vogel Law Firm
 Vogelpohl Law Firm
 Warford Orthodontics
 Waste Management of ND
 WBI Holdings, Inc.
 Wells Fargo Bank-Bismarck
 Wells Fargo Bank-Mandan
 Western Steel & Plumbing
 Wheeler Wolf Law Firm
 Woodmansee's Office Supply
 Zuger, Kirmis & Smith

Officers

Dennis Haider Montana-Dakota Utilities Co. – **Chair**
Tim Hennessy US Bank – **Chair-Elect**
Sandi Tabor Bismarck City Commission – **Secretary**
John Mongeon Brady, Martz & Associates – **Treasurer**
Niles Hushka Kadrmas, Lee & Jackson – **Immediate Past Chair**

Executive Committee

Mark Armstrong Burleigh County Commission
Jay C. Feil Starion Financial
John Giese Wells Fargo Bank
Marv Heinert Daffinrud & Heinert, P.C.
Jerry Splonskowski Northwest Contracting
Rebecca Thiem Zuger, Kirmis & Smith
Richard Tschider Community Leader *
Dan Ulmer Blue Cross Blue Shield of ND
Darcy Volk Unisys

Directors

Brad Ballweber Northern Improvement
Jay Beyer Dakota Ready Mix, Inc.
James Cooper Medcenter One
Bonnie Dahl Aetna
Jeff Erickson Security First Bank
Kevin Glatt Burleigh County Auditor *
Ron Harper Basin Electric Power Cooperative
Dick Hedahl Hedahls, Inc.
Steve Herman AAction Movers
Chuck Huber Bismarck Realty
Kelvin Hullet Chamber of Commerce *
Dick Johnsen Johnsen Trailer Sales
Paul Johnson Bismarck Public Schools *
Wally Keller Jobbers Moving & Storage
Brian Kroshus Bismarck Tribune
Claus Lembke Burleigh County Commission
 (interim resignation)
Scott MacIntosh Qwest
Jeff Nelson Ducks Unlimited, Inc.
Jim Neubauer City of Mandan *
Dave Patience Swenson, Hagen & Co.
John Petrik Vogel Law Firm
David Raatz Applied Engineering, Inc.
Mathew Reichert Aspen Group Real Estate
T. J. Russell Cloverdale Foods Co.
Pamela Schmidt Schmidt Insurance / SIA Marketing
William Shalhoob Apex Investments, BNS Foods,
 Pinnacle Development
Dr. Larry Skogen Bismarck State College
Cedric Theel Cedric Theel, Inc.
Paul Trauger Morton County Auditor *
Jeffrey Ubl Tvenge & Associates
Wilfred Volesky Mandan Public Schools *
Dan Vondracheck Fireside Office Plus
Sister Thomas Welder University of Mary
Tony Welder Dakota Pharmacy
Jerry Willer Kirkwood Bank & Trust
Andrew Wilson St. Alexius Medical Center
Bill Wocken City of Bismarck *

* Ex Officio

Year in Review 2007

The Bismarck-Mandan Development Association (BMDA), founded in 1980 as a 501(c)6 non-profit corporation, is the Bismarck-Mandan Metropolitan Statistical Area's (MSA) primary agent for economic growth that enhances quality of life for our residents. In the past 27 years, BMDA has helped to locate hundreds of new jobs and millions of capital investment dollars in the community.



Assistance to existing businesses

Assistance to existing businesses remains the first priority of the Bismarck-Mandan Development Association. The assistance is provided upon request on an as-needed basis, and it varies from simple questions to complex issues that need to be addressed.

The vast majority of new jobs in a community come from existing employers, and that continues to be the case here. The BMDA continues to work with partner organizations such as Job Service North Dakota, the Bismarck-Mandan Chamber of Commerce, the North Dakota Department of Commerce, and the Bank of North Dakota in its efforts to meet the needs of our community's existing businesses.

Several examples of assistance to existing businesses in 2007 are:

Executive Air - Two longtime Executive Air employees and a local businessman have returned ownership of the company to local hands. Kelly Cermak, Paul Vetter and John Miller purchased the business from Brockway, Moran & Partners. The company, with the assistance of BMDA, applied for and received financial participation from the Bismarck Vision Fund for the Bank of North Dakota's Flex-PACE interest buydown program. The company anticipates growing its workforce from 22 to 45 employees by 2009.

Frito Lay - Following nearly 18 months of actively searching for possible sites, Frito Lay is currently constructing a new 9,600 square foot warehouse and distribution facility in northwest Mandan. This new facility is expected to be completed by February of 2008 and Frito Lay intends to move in early March. The company has already added 2 full-time employees and will bring a total of 13 employees to the new facility. BMDA assisted their project developer in identifying a variety of sites throughout the past 18 months. BMDA also provided assistance in applying for a property tax incentive for a new business which was approved by the City of Mandan.

KTM Cycle Hutt - KTM Cycle Hutt is a licensed dealer and distributor of KTM motorcycles, parts and accessories in Mandan. During its nearly seven years of operation, KTM Cycle Hutt has grown to over 30,000 customers and become the number one KTM parts dealer in the United States. As a result of their rapid growth, KTM Cycle Hutt had outgrown its former space on East Main in Bismarck and needed to grow its staff to keep up with demand. Consequently, KTM relocated to a new facility on the Strip in Mandan and in conjunction with Job Service, has hired 5 new full-time employees.



Frito Lay building under construction

Business Retention & Expansion Program

The BMDA completed the fourth year of its Business Retention & Expansion (BR&E) Program. Launched in 2004, the goal of the BR&E Program is to meet annually with existing primary sector and service businesses in an attempt to identify and address any issues facing the individual business or the business community as a whole. The BMDA also hopes to use the BR&E Program to identify and assist existing businesses looking to expand their operations as well as to identify and provide additional assistance to those companies at risk of leaving the community.

In 2007, BMDA staff met with 101 businesses, and the results of this year's program are very positive. Participants cited Bismarck-Mandan as being one of two growth centers in North Dakota, as well as the energy, medical and government sectors as just some of the business community's many strengths. Also, 23% of surveyed companies indicated they planned some type of expansion within the next three years. That's an increase from last year when only 19% of surveyed companies indicated a planned expansion!

However, 2007 BR&E Program participants are still concerned about a possible labor shortage in Bismarck-Mandan as they rated the availability of labor, on a scale of one to five with one being low and five being high, at 2.68. This is the third straight year that number has fallen, from 3.41 in 2004 to 2.96 in 2005 to 2.81 last year. Other perceived weaknesses listed by participants included available industrial land and air service in and out of Bismarck.

The BMDA will continue the BR&E Program in 2008 with 100 more visits and hopes that we can continue to identify and address those issues affecting our existing business community. If you would like to participate in the program or would like a copy of the 2007 Business Retention & Expansion Annual Report, please contact the BMDA office.

Projects, proposals and site visits

Throughout 2007, BMDA prepared and submitted 22 business location proposals for projects involved in the energy industry, manufacturing, IT development companies, and processing firms. Site visits involving ten businesses were made to Bismarck-Mandan or to a company's headquarters. Currently, the BMDA continues to work with several of the projects as we reach further up the short list of sites being considered by these various companies.

Examples of successful projects include:

Boden – A New Jersey based technology company that has become an innovative provider of information technology solutions and services is expanding their global operations by opening a development facility in Mandan. The company, which has offices and employees in seven countries, made their first site visit to Bismarck-Mandan in April 2006. In conjunction with the ND Department of Commerce, BMDA has subsequently worked with company officials identifying office space, addressing workforce concerns, and developing a financial package to assist with this expansion. The company expects to have ten employees in 2008, and grow to over 50 in five years.

GPM - Headquartered in Duluth, MN, GPM manufactures, repairs and distributes a wide variety of pumps used in mining, paper, utility and other industries throughout the USA and Canada. GPM is currently expanding with a new facility under construction in Bismarck. The new 2-story, 10,000 square foot facility will provide space for manufacturing, warehousing and administrative activities. The company expects to have five employees initially, growing to over ten in the next few years.



Bismarck Vision Fund and Mandan Growth Fund review

Over the course of the year, the BMDA is involved with various projects that seek assistance from the Bismarck Vision Fund or the Mandan Growth Fund. Both funds require an initial, pre-application be submitted for review to determine whether or not the project is eligible for funding. Those deemed eligible are then invited to submit a more detailed, full application for consideration. Upon approval, the BMDA is responsible for tracking those projects to ensure they remain in compliance with the State of North Dakota's economic development accountability regulations. These regulations are in place to ensure that those projects granted public financing meet job creation and other goals specified in their application.

In 2007, the Vision Fund approved two projects and the Growth Fund approved one project that will be monitored by the BMDA.

Vision Fund

Executive Air – FLEX PACE Buydown for the local acquisition of the company and new jobs creation.
BMDA – Grant for continuing economic development services for the Bismarck-Mandan MSA.

Growth Fund

Lindy Sue's Candies – Loan for the acquisition of the company and new jobs creation.



Mandan remediation and redevelopment

Redevelopment and revitalization of a community's Central Business District (CBD) can often be a long and arduous process. 2007 marks a turning point in Mandan's redevelopment and revitalization efforts. Highlights for the year include:

Fuel Spill Remediation

2007 was a big year in the decades-long struggle for the area of Mandan impacted by the Burlington Northern-Santa Fe Railroads fuel spill. The total amounts recovered in 2007 were:

Liquid recovery – 14,401 gallons of diesel

Vapor recovery – 20,458 gallons of solvents, gasoline, and diesel; 67,631 pounds of methane

Total – 673,583 pounds of bioremediated hydrocarbons

Mandan Renaissance Zone

The Mandan Renaissance Zone completed its first two years of operation in August 2007. The Mandan Renaissance Zone is comprised of a 25-block area. To date 27 Renaissance Zone projects have been approved, with a capital investment of \$4.2 million approved for construction, expansion or rehabilitation of 15 building projects.

Mandan Store Front Improvement Program

Mandan's Store Front Improvement Program, started in 2006, provides dollar for dollar matching funds in the form of forgivable loans of \$10,000 maximum for façade upgrades such as exterior finish, windows, doors, signage and awnings. To date 15 projects have been approved with a public sector match totaling \$132,177, and a private sector investment of \$376,563.



*Renaissance Zone project
Mandan Guaranty & Title building*



Library Square II

2007 marked a major turning point for this project, as late in the year the City of Mandan approved agreements with Community Works. The agreements allow Community Works to begin demolition of the former library building and to begin construction of a new 45-unit affordable senior housing project and commercial space in a new \$7 million building in early 2008.

New \$1 Million Loan Pool Created to Assist New and Expanding Businesses in Mandan

The City of Mandan and Lewis and Clark Regional Development Council (LCRDC) announced the creation of a \$1 million revolving loan fund to assist new and existing businesses in Mandan and a surrounding ten-mile area of Morton County. The City of Mandan used \$250,000 in sales tax revenue to match a \$750,000 loan to LCRDC from USDA Rural Development creating the \$1 million fund.

Mandan Event Center Committee

Since Mandan approved its 2003 URS Redevelopment, BMDA has continued to work with the City. Experience nationwide shows that for a community to have a re-energized downtown there needs to be reasons for people to spend time downtown. To further this project:

BMDA sponsored a team from the Leadership Bismarck-Mandan program to conduct a survey of both residents and businesses to identify support – 44 % of residents and 75% of businesses responding indicated their support.

BMDA, the City of Mandan, the Mandan School Board and the Morton County Commission established an Event Center Committee to begin work with JGL Architects and VenuWorks on an event center feasibility study to be completed first quarter 2008.

Mandan Surplus City Land Committee

In early 2007, the City of Mandan issued an RFP for the redevelopment of properties acquired by Mandan to aid in the construction of the remediation system.

BMDA staff teamed up with the City of Mandan and Fannie Mae to market the RFP.

The RFP required a letter of interest due in March 2007, with a full package to be turned in by May 2007. The city received 11 letters of interest by developers. Two full applications were received by the May deadline. Ultimately the City gave tentative approval to one project.

One project was approved and the City is under contract with McFall Publishing for the purchase and renovation of the old theater building. McFall Publishing plans to purchase and renovate the theater for use as a dinner theater and venue for McFall's corporate and entertainment programs.

Support of Morton County communities

The Bismarck-Mandan Development Association continues to support projects in the rural communities of Morton County. Currently the BMDA is working with Hebron in an effort to build a new city hall. Other past projects the BMDA has assisted Morton County with include efforts to support a cheese plant, expansion of the Hebron Brick Plant, an analysis of the straw board industry, rebuilding the runway at the Glen Ullin airport, assistance for Abrasives, Inc. to build a new processing facility at Glen Ullin, assistance to the New Salem medical clinic, and the relocation of the Grizella Software company from Denver to Hebron. Funding for these various projects was provided as a part of the contract for assistance which the BMDA has with the Morton County Commission.



Updates on continuing projects

NPCC – The development of the NPCC continued during 2007 with Phase II expansion completed. Phase II included extending the main rail spur approximately 3,800 linear feet into the heart of the center connecting to the new rail yard. The rail yard is 4.5 acres, surfaced with compacted crushed concrete, fenced and lined with security lighting. A 500' x 60' x 20" concrete slab was installed which is the platform for loading and unloading the intermodal trains. A 250' x 50' loading/unloading area has also been developed for non-intermodal rail freight handling activities. The rail yard is expected to be operational in February 2008. A 4,600 square foot building is scheduled for construction in 2008. This building will be used for offices, and to house and perform maintenance on the specialized equipment used in the intermodal operations.

Bobcat Company – During 2007, Bobcat Company successfully completed their pilot run of intermodal container shipments. Seven containers loaded with component parts arrived and seven containers containing finished goods were shipped out. Bobcat now anticipates regular intermodal freight movement to begin the first quarter of 2008.

Commerce Centre steering committee – The BMDA continues to be a part of the Commerce Centre steering committee, which also includes representation from the City of Bismarck and Mallory Alexander. The steering committee has provided direction in the planning and development of the Commerce Centre.

United Pulse – Efforts were continued with Murad Al Katib and the Arslan family to put the project in place in the NPCC. Because of issues with debt structuring of an internationally-owned parent company the decision was made to hold off until possibly 2008. United Pulse has opened its North American headquarters in Bismarck and currently has a staff of three professionals. United Pulse also purchased the former Superior Grains in Williston, ND as a first step into the US market. Acquisition of this company gives United Pulse a strong position in the buying of North Dakota grown peas and lentils. The BMDA continues to be optimistic about the future of a United Pulse processing facility in Bismarck.

2007 Labor Availability and Business Needs Survey

A two-pronged survey of employers and residents from ten counties was conducted in the first half of 2007. Included in the survey's findings are:

The area's employees are well-educated:

92% of the survey respondents had achieved their high school diploma (or equivalent) and 28.5% of the survey respondents had at least a 4-year college degree.

Employers rank 48% of applicants as having excellent or above the midpoints problem-solving skills and 52% with good teamwork skills.

The greater Bismarck-Mandan area's employees are reliable workers:

70% of employers reported having 10% or less turnover.

89% of employers reported having 6% or less daily absenteeism.

Work disruptions due to labor disputes were all but non-existent with the vast majority – in excess of 99% – of employers.

The median length of employment at the current job is 60 months; the average (mean) length of employment at the current job is 105 months.



According to results, 31% of the adult population could be encouraged to work for a different or new employer if the right opportunity presented itself. The most common reason to move into a new position is wages. Other reasons include career advancement, benefits, and a better fit for skills and abilities.

Potential job seekers (PJS) in the Bismarck-Mandan community are readily available to meet the needs of the area's businesses:

- Approximately 94% of potential job seekers have at least a high school diploma, and 32% have a college degree.
- 53% of potential job seekers have undergone some training in the past three years.
- 64% of the PJS have some management experience, with the mean length of time for this experience being 11 years.

The survey and analysis was done by Job Service North Dakota's Labor Market Information (LMI) Center and the Social Science Research Institute (SSRI) at UND. The study area included all of Burleigh, Morton, and Oliver Counties, and selected areas of McLean, Mercer, Grant, Sioux, Emmons, Kidder and Sheridan Counties. The employer survey elicited a usable response from 46% of the firms contacted, and the study sample used in the resident telephone survey provided accuracy at plus or minus 2.8% with a 95% confidence level.

The complete study executive summary can be found on the BMDA website at www.bmda.org/Workforce/index.htm.

Clusters analysis project

The Bismarck-Mandan Development Association has begun a clusters analysis of the Bismarck-Mandan community and surrounding region. The purpose of the project is to look at several industries which are key to the continued growth of Bismarck-Mandan and the surrounding area. The first specific industry being looked at is the energy industry, beginning with the oil and gas sector. The clusters analysis is attempting to determine what additional growth might be supported or possible once the analysis identifies all of the strengths and weaknesses of the oil and gas industry affecting Bismarck-Mandan. In addition to the energy industry, agri-business and advanced manufacturing will also be reviewed. The Bismarck-Mandan region is strong in each of these industries, has the potential to continue to grow in each area, and each can be sustained and gain national recognition.



National Energy Center of Excellence

Marketing

Efforts to build and maintain a solid marketing program for the Bismarck-Mandan metro area continue on a year-round basis. A strong Internet presence, informative print materials, and attendance at select trade shows and conferences work together to promote all the community and region have to offer both employers and employees.

Website – A re-designed BMDA website was launched in 2007. The website is designed to efficiently provide needed answers and information to site location consultants and business prospects looking to locate or expand a business in the Bismarck-Mandan area, as well as provide information to local businesses and residents. BMDA's website received the General Purpose Website award for communities with a population of 50,000 to 200,000 by the International Economic Development Council (IEDC) in 2007. The website has been a successful marketing tool for the association and the community, with the number of visitors and successful page views increasing regularly.

BMDA Vision Statement

To focus on the Three R's –
Recruit, Relocate, and Retain
top businesses with Quality
Employment for our Citizens.

BMDA Mission Statement

To provide direction in the development of business and industry in Bismarck, Mandan, and Burleigh and Morton Counties. The Association is committed to supporting those efforts which will lead to the generation of new jobs, new wealth and new tax base in the two-county area.

The BMDA concentrates its efforts within three key areas in order to accomplish its mission. This includes retention and expansion of existing business and industry, startup of new industry or growth from within, and recruitment of expanding industries or those relocating from out-of-state to the area.

BMDA Staff

Russell Staiger

President/CEO
rstaiger@bmda.org

James D. Dahlen

Vice President of Business Development
jdahlen@bmda.org

Richard Mower, CEcD

Vice President of Special Projects
rmower@bmda.org

Judy Sauter

Marketing & Research Director
jsauter@bmda.org

Eileen Hamann

Office Manager
info@bmda.org

Brian Ritter

Projects Coordinator
britter@bmda.org

Trade shows and conferences – During the past year, BMDA has participated in a variety of trade shows and conferences that focus on industry areas of interest to the Bismarck-Mandan business community, such as energy, manufacturing, outsourcing, and food processing. Many of these events allow BMDA representatives to meet one-on-one with upper level company executives to discuss the advantages of locating or expanding a business in Bismarck-Mandan.

Print materials – A new series of coordinating print materials was designed and put to use in 2007. This includes a general information folder, a community profile, and a summary of financial incentives available for businesses. A booklet geared toward the wind energy industry was also produced, and targeted mailings to businesses in the U.S. and abroad were completed.

Workforce recruitment events

The BMDA hosted a reception in Minneapolis in May 2007 to meet with Bismarck-Mandan area college and high school alumni. The purpose of the reception was to continue to advise these folks who work in the Twin Cities area of the growing economy in Bismarck-Mandan and to promote the job opportunities that exist.

The BMDA also participated in two ND Department of Commerce “Experience North Dakota” showcases, one in Chicago and the other in Denver. The response to these events has been very positive, and BMDA has been able to assist local businesses looking to fill professional positions to link up with those individuals who are interested in returning to or moving to our community.

Issues and organizations

The Bismarck-Mandan Development Association continues to work with partner organizations at all levels . . . local, regional, statewide and national. Just a few of the issues the BMDA has been involved with include the comprehensive land use plan for Burleigh and Morton Counties, a joint effort with the Chamber, the City, and the state’s Congressional delegation to enhance the community’s commercial air service, and Renewable Fuels Action Summit cosponsored by Senator Dorgan’s office and Governor Hoeven’s office. The BMDA also participated in the annual Governor’s Workforce Summit held in Bismarck in 2007.

Staff members of BMDA are involved with the Chamber’s Junior Achievement and Leadership Bismarck-Mandan programs on the local level. BMDA staff members also take an active role in organizations such as the Economic Development Association of North Dakota (EDND), Mid-America Economic Development Association (MAEDC), International Economic Development Council (IEDC), and Business Retention and Expansion International (BREI).

*Some photos provided by Bismarck State College and the Bismarck Tribune.
Cover illustration courtesy of ND Department of Transportation*

bmda.org

