



BISMARCK-MANDAN DEVELOPMENT ASSOCIATION

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December 22, 2003

To: Supporting Political Subdivisions of the
Bismarck-Mandan Development Association

From: Mr. Jerry Splonskowski, 2003 Chairman
Bismarck-Mandan Development Association

Re: Status of economic development efforts by the BMDA

This report summarizes the efforts of the BMDA to enhance and expand the economic climate of the cities of Bismarck and Mandan, as well as Burleigh & Morton Counties and the rural communities they contain. The report includes historic data in addition to more detailed information of the efforts for the more recent years.

POPULATION, WORKFORCE, and ECONOMIC INDICATORS

- Bismarck MSA grows by 13% from 1990 to 2000
- Bismarck MSA workforce grows by over 10,000 from 1990 to 2002
- Bismarck MSA taxable sales & purchases at \$1.067 billion in 2002
- Unemployment consistently between below statewide and national numbers
- New construction and remodeling investments continue to grow

The base year of this report is generally 1990, which allows the use of certain Bureau of Census data related to population growth. As at least one measurement of the growth of the Bismarck-Mandan MSA (which includes all of Burleigh and Morton Counties), the population grew from 83,831 in 1990 to 94,719 in 2000. That is a growth of 13%, and makes the Bismarck-Mandan MSA one of only two MSA's in North Dakota that had a double-digit population growth. In addition, it happened in a time frame where 47 of North Dakota's 53 counties lost population.

Other measures of continued growth throughout the Bismarck-Mandan community include number of individuals in the workforce, low unemployment figures, increasing annual taxable sales and purchases, and dollars spent on new construction as well as remodeling and alterations to existing structures. The numbers in the table below refer to the Bismarck MSA, which includes all of Burleigh and Morton Counties.

YEAR	WORK FORCE	UNEMPLOYMENT			TAXABLE SALES & PURCHASES	NEW CONSTRUCTION	REMODEL/ ALTERATION
		US	ND	Bis/Man			
1990	45,312	5.6%	4.0%	4.0%	\$587,305,495	\$40,787,860	\$14,625,627
1991	46,564	6.8%	4.3%	4.3%	\$621,891,478	\$43,207,245	\$29,369,856
1992	47,690	7.5%	5.1%	4.8%	\$676,187,694	\$58,678,957	\$20,979,765
1993	48,971	6.9%	4.4%	4.3%	\$727,268,766	\$64,492,655	\$21,541,406
1994	49,593	6.1%	3.9%	4.0%	\$780,903,377	\$84,512,578	\$20,744,207
1995	51,092	5.6%	3.3%	3.3%	\$812,214,061	\$64,225,882	\$19,759,133
1996	52,369	5.4%	3.1%	2.9%	\$833,262,800	\$73,715,860	\$20,624,230
1997	53,918	4.9%	2.5%	2.5%	\$874,669,234	\$92,369,323	\$43,265,140
1998	54,051	4.5%	3.2%	3.0%	\$902,796,946	\$104,572,208	\$26,991,929
1999	52,908	4.2%	3.4%	3.0%	\$947,455,633	\$107,170,515	\$44,021,339
2000	54,242	4.0%	3.0%	2.6%	\$978,200,319	\$74,268,815	\$21,323,682
2001	54,894	4.7%	2.9%	2.6%	\$1,041,650,755	\$109,118,885	\$31,294,097
2002	55,342	5.8%	4.0%	3.6%	\$1,067,509,553	\$116,548,255	\$32,628,865

As indicated above, Bismarck-Mandan has enjoyed a steady economic growth over the years that coincides with the population growth. The population growth in turn is tied to the diverse economy of the MSA. We are fortunate to have in the Bismarck-Mandan community a mixture of industries that include agricultural production and processing, major medical, hard goods manufacturing, energy development and processing, government (local, state and federal), construction (residential, commercial and industrial), IT (information technology), and an outstanding educational community from kindergarten through graduate degree programs, including both public and private facilities, at all levels.

CREATION OF NEW JOBS

- 2,500 new primary sector jobs created from 1990 to 2002
- These jobs generate a \$60 million annual payroll
- Realized return on investment between 1990 and 2002 exceeds \$500 million
- Vision Fund and Growth Fund investments approximately \$11 to \$12 million

One of the primary keys to this growth is that our workforce has continued to expand in response to the creation of new jobs in the MSA. If you look at the column above on WORKFORCE you will see that it has grown from 45,312 persons in 1990 to 55,342 at the end of 2002, an increase of 10,030 persons.

Since approximately 1990, beginning with the attraction of US Healthcare and adding all of our subsequent successes, the BMDA has created no less than 2,500 new jobs to the workforce of the Bismarck-Mandan MSA. This includes the jobs created by attracting the various new businesses to the community, as well as our retention and expansion efforts with the many existing businesses.

RETENTION and EXPANSION OF EXISTING BUSINESS

- Over 60 existing business and area communities as examples of BMDA assistance
- BMDA work with business and communities to find the right mix of funding for projects

This is important to note because we frequently hear people saying: “All the BMDA does is work with the large companies from out of state and they never do anything for the existing businesses in the community.” Nothing could be further from the truth! In reality, we probably expend 60% or more of our time working with existing companies. That assistance may be as simple as answering a question on how to find job training assistance for employees or how to apply to the Vision Fund or Growth Fund for some sort of financial assistance. On the other hand, it can be as complex as helping a business find additional land, finance the construction of building, or bringing together numerous financial partners to assist with complex financing issues.

The following represents a list of some of the local businesses and government entities in the MSA the BMDA has worked with over the past ten years:

Askers Business College	Abrasives, Inc.
Accents in Silk	AdNet International
All-In-One Products	Aluminum Specialties
Amcon Distributing, Inc.	Applied Engineering
Bell Transmission, Inc.	BISI, Inc.
Bismarck Canvas Company	Bismarck State College
Burlington Northern Santa Fe Railroad	BOBCAT/Ingersoll Rand
Bobcat Hockey	Botanical Silks Accents
Business Center	Capital City Culvert
Capital City Roof & Floor	City of Flasher
City of Glen Ullin	City of Hettinger
City of Lincoln	City of Mott
City of Napoleon	Cloverdale Foods
Coffees & Kitchens	Cross Country Courier
Cyle Hutt	Dakota Country Cheese
Dakota Welding & Manufacturing	Ducks Unlimited
Gibbons Fiberglass	Glen Ullin Airport
GriZella Corporation	Hazelton EDC
Health Tracer	Heavenly Scents
Hebron Brick Plant	Hebron Cheese
Huff Hills Ski Area	Kadrmass, Lee & Jackson
King Coal Furnace	L & H Manufacturing
Laducer & Associates	Live Response
M & W Beef	Mandan Farmers Elevator
Mandan Insulation & Coating	McQuade Dietrich Recycling
Midway Diesel & Electric	Midway Machining
Morton County Wind Energy Project	MVTL Laboratories
National Medical Enterprises	New Salem Grocery
NISC	Northern Plains Ballet

Odyssey Research	Plastics Plus
Qwest	Soo Line Railroad
Specialized Management	Starlight Wedding & Events
Tesoro Petroleum (BP Amoco)	The Next Level
This Old Hat	Trim Life
Veracity	

In addition to those companies listed above, there is an extensive list of businesses within the area that have called to discuss issues or company needs that generally are resolved with that single phone call or office visit. In some cases, projects continued without financial support from either the Growth or Vision Funds. In many cases, projects chose not to expose themselves publicly (note: we have always strictly honored confidentiality on behalf of businesses or individuals we work with).

In many of those situations where the project moved into the Vision and Growth Fund arenas, the BMDA assisted in assembling additional funding from other sources including commercial bank participation, various state funding programs including those from the Bank of North Dakota and also from a number of federal funding programs like SBA, EDA, Rural Development Administration and HUD.

ASSISTANCE OUTSIDE BISMARCK-MANDAN

This list also indicates a number of outlying communities and government entities that have requested assistance, generally from the Vision Fund or Growth Fund. In many cases when one of the local development funds has provided financial assistance to a project within the Bismarck-Mandan trade area, they both did. Both of the local development funds have developed qualifying criteria the applicants must meet to be considered for funding. This criterion is intended to insure that all the possible participating parties between the outlying applicant and the Bismarck and Mandan development funds are also participating in the project in a meaningful way. The review criteria are also intended to make certain that both the private business community and the political leadership of the outlying community have a serious commitment to the proposed project.

Attachments A & B to this report include a summary of the funding activity of both the Bismarck Vision Fund and the Mandan Growth Fund since both funds were created approximately 14 years ago.

FACILITATING PRIMARY SECTOR GROWTH

Not represented on the above lists is a non-ending list of “site selectors” (both corporate and consultant), real estate developers, and consulting engineers that BMDA works with, often several of them per week. Regular contact is maintained to several thousand contacts, via emailed newsletters and announcements, in addition to thousands of “hits” per month on our award winning web site.

In addition to our role as a facilitator of primary sector growth we are attempting to assist growth in the existing retail community, without negatively impacting our current retail environment. These assistance efforts include working with the site consultants who help locate added retail activities.

Companies from outside of our MSA that BMDA has recently worked with include:

All Things Corporate, Costa Mesa CA
Archer Daniels Midland, Decatur IL
Bell Helicopter/Textrom
Consolidated Auto Body Inc., Anchorage AK
CYNNEX, Seattle WA
DISA Inc., Houston TX
ERS Imaging Supplies, Erie, PA
Flexitoys, Kansas City, KS
Hotel Development & Mgmt., Wayzata MN
Indian Motorcycle, Gilroy, CA
ITown Communications, Vienna VI
J. Anderson, Werkzeugau, Germany
Learner Company, Omaha NE
Med Plans Partners, Kansas City KS
Minuteman Press, St. Paul, MN
PICTage, Irvine CA
Potts Companies, Columbus OH
Primus Nursing Solutions, Irving TX
Savvy Systems Consultants, Milpitas, CA
Smart Structures, Chicago IL
The RAP Shop, Billings MT
TRIBYN Technologies, Saratogo CA
TriZetto, Irvine CA
Turtle Mountain Communications, Maryville, TN
Verifications Inc., Maple Gove MN

Earlier in this report it is stated that the BMDA’s efforts have produced no less than 2,500 primary sector jobs. This includes the results of working with many of the above projects and also the attraction of new businesses as well as with a number of successful start-ups.

START-UP BUSINESSES

- BMDA assists start-ups by partnering the Vision Fund and Growth Fund with commercial banks, the Bank of ND, Lewis & Clark RDC, the ND Department of Commerce, the ND State Development Fund, the Bismarck Loan Pool, Bismarck Industries, and various federal funding programs.

A list of the major companies the BMDA helped bring (and ultimately helped expand) to Bismarck-Mandan include the following:

Aetna	Sykes Enterprises
Coventry Health Care	Unisys
Pro-Mark One	

Assistance to the expansion of larger existing companies we have worked with include:

BP Amoco / Tesoro
BOBCAT / Ingersoll Rand
Botanical Silk Accents
Cloverdale Foods
CrossCountry Courier
Kadrmass, Lee & Jackson
M & W Beef
Midway Machining
NISC

Added to this list of existing businesses assisted and the new companies we have attracted are two start-ups that need to be specifically mentioned, Laducer & Associates and Extend America.

Laducer & Associates

This is an outstanding example of a successful startup. Launched by Jim Laducer approximately four years ago, this company that does data entry work for a variety of federal agencies and private groups today employs 250+ persons and continues to expand. Laducer & Associates has received national recognition for the outstanding level of work performed for a client list that includes the IRS, US Justice Department, INS and several private clients.

Extend America

Started approximately two years ago and under the leadership of former Gov. Ed Schafer, this company is in the process of delivering wireless communication services to rural communities at a cost that will make it affordable to the communities and the private businesses they will serve. Initially intended to first serve a portion of western North Dakota, they will ultimately serve approximately a five state Midwestern area. This company today employs 23 highly skilled people and is expected to grow to employ 39 in the next two to three years.

BMDA INVOLVED WITH SPECIAL PROJECTS

- [Soo Line land acquisition](#)
- [BNSF land acquisition](#)
- [Mandan Redevelopment Project](#)
- [Establishment of high tech industrial park](#)

In addition to these fairly traditional economic development functions, the BMDA has been involved in a number of other projects in both Bismarck and Mandan that have had, and will continue to have, significant positive economic impact on the two communities, as well as national significance in the case of Burlington Northern Santa Fe Railroad.

The first of these two projects is the effort to allow existing businesses in Bismarck-Mandan who were leasing business sites from either the Soo Line or the BNSF to purchase their former lease sites. The effort to accomplish this challenge was initially deemed to be impossible by the lease tenants of both the railroads.

SOO LINE RAILROAD

- Lessees of Soo Line property gain opportunity to purchase property

Working first with the Canadian Pacific owned Soo Line Railroad, the BMDA successfully negotiated the opportunity for lessees to purchase their property in an area in Bismarck that included 9th Street on the West to 26th Street on the East and between Broadway Avenue and Main Street. Prior to the BMDA's efforts, lessees were slowly becoming economically crippled by short term leases normally 5 years or less that held an underlying 30-day cancellation clause. The result of this was that lessees were hard pressed to secure financing for any kind of growth. As a result, the area was beginning to deteriorate substantially. Subsequent to three separate transactions which converted the entire area to private ownership, you will now find a continuing stream of new construction and the location of various commercial businesses to the area. The result is now an expanded tax base in an area previously approaching near slum-like conditions. In addition, existing jobs were saved and new jobs created as new businesses were started in the area.

BURLINGTON NORTHERN SANTA FE RAILROAD

- Over 60 Bismarck-Mandan properties acquired from BNSF by private owners

The second project, with the BNSF, proved to be much more of a challenge, taking twelve years to complete from the beginning of the effort. This report will not go into the detail of the difficulties encountered in making this project successful other than to say those involved from the BMDA side never realized there were so many ways that someone could tell you "NO!" In the end, persistence and some serious political "persuasion" by Senator Conrad helped get the job done.

Attachment C to this report includes the most current list of the BNSF properties that have been purchased in both Bismarck and Mandan.

To date, there have been 43 Bismarck properties acquired and 21 Mandan properties acquired by private owners from the BNSF.

The result of the ability to convert their former leases to privately held property has made it possible for existing businesses to upgrade and expand their sites. As with the Soo Line, this means an expanded commercial property tax base in the center of the two cities and the saving of existing jobs and creation of new jobs.

The negative shadow in this effort to this point is that in Mandan, the sales of the property have been temporarily suspended pending resolution of the fuel contamination in the Mandan CBD. It is hoped this will be resolved at least in the areas far enough from the core of the fuel oil spill to allow qualified businesses to purchase their sites.

MANDAN REDEVELOPMENT PROJECT

- Two grants - \$40,000 from the EPA and \$100,000 from the IEDC – secured by BMDA to develop redevelopment plan for Mandan CBD

One last major project we would like to highlight is the BMDA assistance being provided to the Mandan CBD. Working with the City of Mandan and the Mandan Development Committee, the BMDA secured assistance from the International Economic Development Council (IEDC) to conduct an assessment and evaluation of the CBD area impacted by the fuel oil spill. The \$40,000 cost of this evaluation was assumed by a special grant from the EPA to the IEDC.

Following on the recommendations of the IEDC review, the City then commissioned the consulting engineering firm of URS to prepare a detailed redevelopment area of the impacted area. The BMDA helped to facilitate a \$100,000 grant to cover the cost of this redevelopment plan and an additional \$100,000 to retain a part-time professional to begin the implementation process.

IMPACT ON BISMARCK-MANDAN COMMUNITY

- Where would Bismarck-Mandan be had the Vision Fund and Growth Fund not invested in growth?

The preceding information highlights the efforts of the BMDA in growing Bismarck-Mandan. Hopefully, in reading this information you will be able to understand the breadth of the BMDA's efforts and why in our estimate of total jobs created we have chosen a conservative number of 2,500 new jobs. Emphasizing this does not include any economic multipliers that would include the additional second tier jobs created by the business community that continues to benefit from the growing population and economic climate.

These 2,500 jobs today result in an annual payroll that is conservatively set at \$60,000,000. In addition, since the BMDA began their city/county wide economic development effort in approximately 1990, Bismarck-Mandan and the surrounding two-county area have realized a minimum **TOTAL** investment of at least \$500,000,000 in combined payroll and capitol investment in buildings and equipment. Again, these numbers do not include any economic multiplier.

One can only imagine what Bismarck-Mandan would be like had they not invested (between the two of them) an estimated \$10 to \$12 million in sales tax dollars to trigger this growth.

GOING FORWARD

- BMDA continues to refine and expand capacities to grow the Bismarck MSA economy.
- Additional staff person joins BMDA staff to manage special projects
- Community partnerships to continue and to be strengthened
- Marketing and community information distribution aids economic development
- Enhancement of retail community
- Continued efforts to redevelop Mandan CBD
- Continued support of surrounding rural communities

Finally, looking to the future, the BMDA with continued and expanded support from our member political subdivisions, is looking toward providing even a greater range of support to the public and private sectors of the two communities and the surrounding trade area communities.

ADDITIONAL BMDA STAFF PERSON

Very recently the BMDA has hired an additional professional staff person who will assist in the general activities of the organization but will also be charged with responsibility for the following areas:

- Development and implementation of a community Ambassador Program that will utilize the resources of board members and interested citizens in contacting outside businesses and in reaching former Bismarck-Mandanites who might assist us in identifying out of state businesses that might be looking at new locations offering the kind of positive operating climate available here.
- Creation of an enhanced marketing program allowing us to better reach new business clients.
- Development of a funding mechanism to assist persons interested in availing themselves of economic opportunities in the Bismarck Renaissance Zone. Also hopefully as Mandan progresses with their CBD Redevelopment Project they will also participate in a Renaissance Zone for the City of Mandan.
- Enhanced business assistance through the development of a business assistance program that will include the creation of a “Business Transaction Program” to bring together private individuals with available investment funds and those persons or businesses that have viable projects that need financial assistance as well as possible business mentoring.
- Development of a Strategic Vision. Over the years the BMDA has prepared an annual operating plan which was a part of the funding request presented to the Vision Fund. In light of the growing areas of responsibility, the BMDA now plans to prepare a Five Year Vision that would be updated annually with the preparation of the annual operating plan. The Five Year Vision would develop around the BMDA’s Mission Statement and focus on the full circle of issues that impact the economic growth of the greater Bismarck-Mandan community.

This new staff person will join the existing staff of four in assisting the existing business community in meeting their growth needs as well as marketing Bismarck-Mandan to out of state businesses looking for the kind of cost competitive operating environment that we have to offer businesses competing nationally and internationally.

Part of our efforts will continue to be directed to provide information to the community about the BMDA’s growth efforts. We will continue our relationship with the media, both electronic and print to keep the citizens of the community informed. As this report demonstrates, the BMDA has worked with a long list of existing business. This includes both small and large companies.

COMMUNITY PARTNERSHIPS

We will also continue the wide range of community partnerships that have been developed over the years. This includes partnering with groups like the Bismarck-Mandan Chamber of Commerce, the

Bismarck-Mandan CVB, the Mandan Growth Fund and the Bismarck Vision Fund, the Lewis & Clark RDC, the city and county governments and the ND Department of Commerce. These relationships are at the heart of our ability to support economic growth. Without the kind of positive team work that exists between all of the public and private entities, it is doubtful Bismarck-Mandan would have realized the kind of positive growth we have.

MARKETING and COMMUNITY INFORMATION

Also an important part of our efforts include marketing of our tremendous natural resources. This includes water, energy, agricultural goods and one of the highest quality workforces available. These resources coupled with the aggressive incentives available from the communities and the State, make it possible to support the growth of existing business and compete on a national basis in attracting new quality businesses to Bismarck-Mandan and the surrounding two county areas.

The BMDA is seeing an interesting trend over the past 12 months. The trend is that we are starting to get even more inquiries from local firms asking for assistance of various kinds and also we are getting more inquiries from out of state businesses. We believe the trend of more local inquiries is in part due to our continually increasing efforts to inform the general community of who we are and what we are. The increase of national concerns contacting us would suggest several things. First, the national economy is beginning to improve and the companies are trying to deal with demand that has backed up over the past 2 to 3 years. Second, we have an outstanding web site www.bmda.org, which is drawing growing national attention. We have been very certain to keep that web site as current as possible and as accessible as we can. The site has been recognized nationally as one of the best economic development sites in the Midwest. And three, we are continually increasing our contact base of corporate site consultants who are doing the majority of the large, out of state corporate site searches.

RETAIL COMMUNITY

Another area in which the BMDA is trying to help fill the void is that of the continued growth in our retail community. Over the past 12 to 18 months we have seen a continued increase in contacts from national site consultants representing primarily the big box retailers. This includes all types of big box operators from general retail to home improvement operations to specialty stores like electronics and food service. Current information would suggest we may be close to something happening in this area.

CONTINUED REDEVELOPMENT OF MANDAN CBD

Another major area of our continuing effort is support for the redevelopment of the Mandan CBD. To date we have participated in that effort to bring a redevelopment plan into place that will give Mandan an opportunity to hopefully rebuild a mixed used redevelopment process to the CBD. This should include residential, retail, commercial, professional services and office space. The major issue of course in this setting is the resolution of the environmental issues in the CBD. No one can be certain when or what that resolution will be, but there is cause to hope it will be sooner rather than later and that the ultimate settlement will be equitable for all.

CONTINUED SUPPORT OF SURROUNDING RURAL COMMUNITIES

Finally, support for the future of the surrounding rural communities is recognized as very important to the well being of all. The economic survival of the trade area communities is as important as growth within Bismarck-Mandan itself. The BMDA's past support for projects in Hebron, Glen Ullin, New Salem and Flasher have resulted in new capital investment and new employment opportunities. We have also met several times with the City of Lincoln, although to date, no project has resulted. Outside of the Morton and Burleigh County areas we have assisted in numerous projects that are considered a necessary part of the greater community trade area, creating new jobs and community investment.

Since the BMDA has been charged with leading the economic growth of Bismarck-Mandan and Burleigh/Morton Counties we have done a great deal of work and made a great deal of progress. We have created new capital investment and new employment opportunities that would not have otherwise occurred. We have also provided skill training through the jobs attracted and those created internally, that has resulted in citizens being able to find better employment opportunities right here in our community.

Our pledge is to continue to enhance our efforts to bring increasingly better employment opportunities to the community and region.

Thank you.

cc: BMDA board members
Flasher EDC
Glen Ullin EDC
Hebron EDC
New Salem EDC

ATTACHMENT A

JOBS DEVELOPMENT – VISION FUND EXPENDITURES				
Inception through 1999 (September 3, 2003)				
DATE	GRANTEE	DESCRIPTION	AMOUNT	ACTION
4/17/91	Missouri Riverboat	Unknown	23,868.72	Denied
5/30/91	US Healthcare (Bismarck Ind.)	Loan buydown rental subsidy	1,006,998.10	Approved
5/30/91	McQuade-Dietrich Recycling	PACE Buydown (5 years)	33,732.55	Approved
1/9/92	Butcher Companies (AdMed)	Grant	10,000.00	Approved
1/9/92	US Healthcare II (Bismarck Ind.)	PACE Buydown	**	Approved
1/4/93	Applied Engineering	Loan interest buydown	1,764.00	Denied
8/11/94	Marlan Haakenson	Paper mill feasibility study	3,000.00	No action
8/31/94	Lake Aid Systems	Loan	25,000.00	Approved
4/10/95	Eagle Rigid Span	PACE Buydown	26,160.00	Denied
VISION FUND CREATED				
8/18/95	BMDA	Administration/marketing	65,000.00	Approved
9/21/95	Sykes Realty	Grant (+ land/improvements)	1,805,970.38	Approved
1/8/96	Western Munitions (MOED)	Loan	25,000.00	Approved
8/12/96	McLean County Premium Beef	Consultant	2,500.00	Denied
8/12/96	Hebron Dairy	PACE Buydown (NPV)	5,000.00	Approved
10/9/96	BMDA	Administration/marketing	80,000.00	Approved
10/23/96	Waste-Not Recycling	PACE Buydown	6,407.26	Approved
3/19/97	Sykes Realty	Grant (+ land/improvements)	1,897,974.40	Approved
5/1/97	Dakota Aero	Unknown	Unknown	Denied
2/5/98	Saxerud	PACE Buydown	42,511.38	Approved
6/24/98	Lehr Economic Development	Grant	2,500.00	Approved
9/3/98	Schultz Creamery	PACE Buydown	108,600.35	Approved

JOBS DEVELOPMENT – VISION FUND EXPENDITURES

Inception through 1999 (September 3, 2003)

DATE	GRANTEE	DESCRIPTION	AMOUNT	ACTION
7/7/98	Sykes Realty	Grant (+ land/improvements)	2,500,000.00	Withdrawn
10/23/98	TestNet	Equity Participation	400,000	Denied
2/10/99	BMDA	Administration/marketing	100,000	Approved
4/5/99	Mandan Growth Fund (Laducer)	Grant	100,000	Approved
7/6/99	J S Specialties	PACE Buydown (NPV)	6,965.17	Approved
7/20/99	Bismarck State College	Grant	(99) 70,000.00	Approved
7/20/99	Bismarck State College	Grant	(00) 70,000.00	Approved
7/20/99	Bismarck Canvas Company	PACE Buydown (NPV)	10,902.58	Approved
10/12/99	Wingliner	Grant	12,750.00	Approved (later withdrawn)
11/29/99	Ducks Unlimited	PACE Buydown	134,000.00	Approved
12/6/99	Ducks Unlimited	Development Incentive	100,000.00	Approved
12/6/99	Mitzel Outdoor Publications	PACE Buydown	2,124.05	Denied
5/22/00	South Building Partnership	PACE Buydown	95,430.00	Approved
5/22/00	BMDA	Study	50,000.00	Approved
5/22/00	BMDA	Advertising/Recruitment	100,000.00	Approved
5/22/00	Dunn County Gulf Course	Contribution	5,000.00	Denied
9/20/00	City of Hettinger	Grant	10,000.00	Approved
2/21/01	BMDA	Administration/Marketing	100,000.00	Approved
4/4/01	Downtowners	Grant	20,000.00	Denied
4/4/01	Specialized Management, Inc.	Loan/Grant	50,000.00	Approved
4/4/01	BMDA	Aerial Topography	20,000.00	Approved
6/21/01	National Information Solutions Coop	Equity Contribution	200,000.00	Approved
10/22/01	Ziegler Industries	PACE Buydown (NPV)	106,223.30	Approved
10/22/01	Dakota Welding & Manufacturing	PACE Buydown (NPV)	11,282.63	Approved
10/22/01	Ma and Pa's Lanes	Grant	6,000.00	Denied

JOBS DEVELOPMENT – VISION FUND EXPENDITURES

Inception through 1999 (September 3, 2003)

DATE	GRANTEE	DESCRIPTION	AMOUNT	ACTION
2/14/02	BMDA	Admin. marketing, site permit	125,000.00	Approved
2/14/02	UNISYS	Development Incentive	225,000.00	Approved
2/26/02	BMDA	Marketing/project support	125,000.00	Approved
2/26/02	Unisys Phase 2	Revised Incentive Package		
5/14/02	Coventry Health Care	Development Incentives	1,450,000.00	Approved
4/24/03	BMDA	Admin/marketing/development	375,000.00	Approved
7/24/03	Grizella Corporation	Equity Contribution	10,000.00	Approved

ATTACHMENT B

CITY OF MANDAN MANDAN GROWTH FUND EXPENSES

BUSINESS/ORGANIZATION	1992 AMOUNT	DESCRIPTION
THERMO-COOL PRODUCTS, INC.	\$ 40,000	LOAN
HUFF HILLS SKI AREA, INC.	\$ 20,946	PACE INTEREST BUY-DOWN
HUFF HILLS SKI AREA, INC.	\$ 50,000	LOAN
HUFF HILLS SKI AREA, INC.	\$ 60,000	LOAN
THERMO-COOL PRODUCTS, INC.	\$ 40,000	LOAN
TOTAL	\$ 210,946	

BUSINESS/ORGANIZATION	1993 AMOUNT	DESCRIPTION
TECH-ROM LIBRARY CORPORATION	\$ 15,000	LOAN
NORTH COUNTRY THERMAL LINE, INC.	\$ 15,286	PACE INTEREST BUY-DOWN
PROMARK ONE MARKETING SERVICES, INC.	\$ 77,500	GRANT
TECH-ROM LIBRARY CORPORATION	\$ 15,000	LOAN
PROMARK ONE MARKETING SERVICES, INC.	\$ 1,138	BANK OF ND-ORINATION FEE
PROMARK ONE MARKETING SERVICES, INC.	\$ 20,406	PACE INTEREST BUY-DOWN
LEWIS AND CLARK REGIONAL DEVELOPMENT COUNCIL	\$ 1,000	PROMARK ONE-PROCESSING FEE
TECH-ROM LIBRARY CORPORATION	\$ 15,000	LOAN
ND MICRO BUSINESS MARKETING ALLIANCE	\$ 20,000	LOAN
NORTH COUNTRY THERMAL LINE, INC.	\$ 12,678	PACE INTEREST BUY-DOWN
TOTAL	\$ 193,008	

BUSINESS/ORGANIZATION	1994 AMOUNT	DESCRIPTION
NORTH COUNTRY THERMAL LINE, INC.	\$ 62,806	PACE INTEREST BUY-DOWN
ALCONET, INC.	\$ 5,000	LOAN
TECHSYTEMS, LP	\$ 15,000	LOAN
THE LEARNING FAIR, INC.	\$ 23,100	LOAN
PROMARK ONE MARKETING SERVICES, INC.	\$ 51,666	GRANT
ALCONET, INC.	\$ 5,000	LOAN
ALCONET, INC.	\$ 5,000	LOAN

WESTERN VETERANS HOME COMMITTEE	\$ 253	EXPENSES
TOTAL	<u>\$ 167,825</u>	

BUSINESS/ORGANIZATION	1995 AMOUNT	DESCRIPTION
ALCONET, INC.	\$ 5,000	LOAN
WESTERN VETERANS HOME COMMITTEE	\$ 6,900	GRANT
ND SMALL BUSINESS INVESTMENT COMPANY	\$ 15,000	EQUITY
PROMARK ONE MARKETING SERVICES, INC.	\$ 51,667	GRANT
TRUE POINT, INC.	\$ 30,000	LOAN
MORTON COUNTY ETHANOL STEERING COMMITTEE	\$ 500	GRANT
NORTH CENTRAL DATA COOPERATIVE	\$ 37,500	CAPITAL FUND MATCH
HOMEWORKS SUPPLY, INC.	\$ 37,500	CAPITAL FUND MATCH
SYKES ENTERPRISES, INC.	\$ 100,000	GRANT
MIDWAY DIESEL AND ELECTRIC, INC.	\$ 6,591	PACE INTEREST BUY-DOWN
TOTAL	<u>\$ 290,658</u>	

BUSINESS/ORGANIZATION	1996 AMOUNT	DESCRIPTION
FLASHER DEVELOPMENT CORPORATION	\$ 10,000	GRANT-FRONTIER DIRECTORY COMPANY
NORTH COUNTRY THERMAL LINE, INC.	\$ 32,950	PACE INTEREST BUY-DOWN LOAN- WESTERN MUNITIONS
MERCER-OLIVER ECONOMIC DEVELOPMENT, INC.	\$ 25,000	
MANDAN PROGRESS ORGANIZATION	\$ 21,500	GRANT
HEBRON ECONOMIC DEVELOPMENT CORPORATION	\$ 5,000	PACE INTEREST BUY-DOWN- DAKOTA DAIRY SPECIALTIES
LADUCER AND ASSOCIATES, INC.	\$ 27,500	PACE INTEREST BUY-DOWN
LADUCER AND ASSOCIATES, INC.	\$ 71,216	PACE INTEREST BUY-DOWN
NORTH CENTRAL DATA COOPERATIVE	\$ 100,551	PACE INTEREST BUY-DOWN
PROMARK ONE MARKETING SERVICES, INC.	\$ 44,692	GRANT
CRESCENT, INC.	\$ 17,167	PACE INTEREST BUY-DOWN
TOTAL	<u>\$ 355,576</u>	

BUSINESS/ORGANIZATION	1997 AMOUNT	DESCRIPTION
HAZEN COMMUNITY DEVELOPMENT	\$ 25,000	LOAN-NOBLE GAMES
ND SMALL BUSINESS INVESTMENT COMPANY	\$ 10,000	EQUITY
NORTH COUNTRY THERMAL LINE, INC.	\$ 10,351	PACE INTEREST BUY-DOWN
NORTHERN GREAT PLAINS RESEARCH LABORATORY		
FOCUS GROUP	\$ 1,297	EXPENSES-NORTHERN GREAT PLAINS RESEARCH CENTER
NORTH CENTRAL DATA COOPERATIVE	\$ 26,498	PACE INTEREST BUY-DOWN
ABERWOODS, INC.	\$ 15,000	LOAN
PROMARK ONE MARKETING SERVICES, INC.	\$ 77,500	GRANT
TOMAN ENGINEERING	\$ 1,390	EXPENSES-INDUSTRIAL PARK
TOTAL	<u>\$ 167,037</u>	

BUSINESS/ORGANIZATION	1998 AMOUNT	DESCRIPTION
JEFF VOIGHT	\$ 6,203	PACE INTEREST BUY-DOWN
PRAIRIE AIRPARTS, INC.	\$ 10,298	PACE INTEREST BUY-DOWN
CENTER FOR INNOVATION	\$ 2,450	GRANT-TECHSYSTEMS
NORWEST BANK	\$ 1,470	EXPENSES-NORTHERN GREAT PLAINS RESEARCH LABORATORY
HUFF HILLS SKI AREA, INC.	\$ 32,000	LOAN
HUFF HILLS SKI AREA, INC.	\$ 10,000	LOAN
HUFF HILLS SKI AREA, INC.	\$ 10,000	LOAN
TOTAL	<u>\$ 72,421</u>	

BUSINESS/ORGANIZATION	1999 AMOUNT	DESCRIPTION
AERO TECH AMERICA, INC.	\$ 2,500	GRANT
LADUCER AND ASSOCIATES, INC.	\$ 200,000	GRANT-WITH CONDITIONS
NORTH CENTRAL DATA COOPERATIVE	\$ 53,493	PACE INTEREST BUY-DOWN
BISMARCK STATE COLLEGE	\$ 25,000	GRANT-WORKFORCE TRAINING
LADUCER AND ASSOCIATES, INC.	\$ 3,683	PACE INTEREST BUY-DOWN
LADUCER AND ASSOCIATES, INC.	\$ 74,778	PACE INTEREST BUY-DOWN
TOTAL	<u>\$ 359,454</u>	

2000		
BUSINESS/ORGANIZATION	AMOUNT	DESCRIPTION
HUFF HILLS SKI AREA, INC.	\$ 20,000	LOAN
BISMARCK-MANDAN DEVELOPMENT ASSOCIATION	\$ 50,000	GRANT-SEMI-CONDUCTOR PROJECT STUDY
BISMARCK STATE COLLEGE	\$ 25,000	GRANT-WORKFORCE TRAINING
HIT, INC.	\$ 19,118	INTEREST BUY-DOWN-FIRST SOUTHWEST BANK
ADAMS COUNTY DEVELOPMENT CORPORATION	\$ 2,000	GRANT-KILLDEER MOUNTAIN MANUFACTURING PROJECT
TOTAL	<u>\$ 116,118</u>	
2001		
BUSINESS/ORGANIZATION	AMOUNT	DESCRIPTION
THIS OLD HAT	\$ 25,000	LOAN
NATIONAL INFORMATION SOLUTIONS COOPERATIVE	\$ 100,000	EQUITY
TOTAL	<u>\$ 125,000</u>	
2002		
BUSINESS/ORGANIZATION	AMOUNT	DESCRIPTION
MANDAN FARMERS ELEVATOR	\$ 25,000	LOAN
MANDAN FARMERS ELEVATOR	\$ 13,000	EQUITY
NATIONAL INFORMATION SOLUTIONS COOPERATIVE	\$ 121,178	PACE INTEREST BUY-DOWN
CLOVERDALE FOODS COMPANY	\$ 2,772	INTEREST BUY- DOWN
M&W BEEF PACKERS	\$ 25,000	GRANT
M&W BEEF PACKERS	\$ 16,810	PACE INTEREST BUY-DOWN
BISMARCK-MANDAN DEVELOPMENT ASSOCIATION	\$ 50,000	TECHNICAL ASSISTANCE TO MANDA DEVELOPMENT COMMITTEE
TOTAL	<u>\$ 253,760</u>	
2003		
BUSINESS/ORGANIZATION	AMOUNT	DESCRIPTION
CLOVERDALE FOODS COMPANY	\$ 2,772	INTEREST BUY- DOWN
TOTAL	<u>\$ 2,772</u>	
TOTAL EXPENSES	<u>\$ 2,314,574</u>	

ATTACHMENT C

**STAUBACH GLOBAL SERVICES
4105 N. Lexington Ave., Suite 200, Arden Hills, Minn. 55126
Tel. 651-415-2706 Fax 651-481-9361**

DATE: January 25, 2002
TO: Russ Staiger
FROM: Bruce Opp – Staubach Global Services
SUBJECT: 2001 Bismarck/Mandan Railroad Sales

The following is a list of Burlington Northern and Sante Fe Railway Company transactions that were completed during the past year within the Bismarck/Mandan area:

<u>Bismarck</u>	<u>Area</u>	<u>Location</u>
S & P Partnership	0.13 ac.	Main & 3 rd
Howard & Marsha Leier	0.20 ac.	25 th Street
Koch Brothers Investment LLP	0.78 ac.	Front & 10 th St.
System Capital Real Property	1.46 ac	(McDonald's Restaurant Site)

Mandan (all along Memorial Hwy.)

John & Kathleen Risch	0.49 ac.	Vacant Parcel
Mark & Sheila Brunner	0.84 ac.	Vacant Parcel
Rommismo Family Limited Partnership	0.55 ac	former Les's Transmission
Terrence Mastel	1.24 ac.	Mastel Surge site

Pending Sales Anticipated for Closing Within 30 Days

Bismarck

Gavin & Kari Bitz	0.25 ac.	23 rd Street
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Mandan

Howard R. Johnson, Jr.	1.09 ac	Jernco Electric Service Site
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