



Economic Development Association of North Dakota

Why Invest in Economic Development?



Diversifying the Economy – To ensure North Dakota’s economy is stable and its tax base is expanding, EDND supports efforts to diversify the economy.



Increasing North Dakota’s Competitiveness – To compete on a global scale, the state must address challenges facing existing businesses and be attractive to businesses seeking expansion into the state.



Growing from Within – Supporting an attractive and vibrant entrepreneurial ecosystem is key to realizing economic benefits of homegrown innovations and investments.



Meeting Growing Needs – A growing economy requires investment in essential components such as workforce, housing, childcare, community services, and quality of life amenities.



Linking Industry and Education – With today’s growing workforce needs, economic development professionals connect growing businesses to education resources, research and development capacity.



Creating Vibrant Communities – Supporting a quality of life that attracts and retains talent is vital to maximizing our state’s growth potential.

Championing the growth and diversification of North Dakota’s economy through professional development, networking, and advocacy.

Shop Local

Cavalier Stimulus Incentive Program

The Cavalier Stimulus Incentive Program (CSIP) was launched in April to offset the negative financial impact of COVID-19 on local businesses. CSIP was available to anyone who made a purchase with a business located in Cavalier that was subject to the 2% city sales tax. After submitting a copy of their receipt and a brief form, purchasers could receive 10% cash back in Cavalier bucks.

In five months, Cavalier had more than \$162,000 spent in qualifying purchases by 117 people, including more than \$19,500 spent by 20 out-of-town residents. A boost in local spending helped local businesses stay afloat, employees keep their jobs, and increased city sales tax, reducing the total cost of the program.



Investing in the Future

20 x 20 Workforce Recruitment Program, Forward Devils Lake

With many baby boomers reaching retirement age and younger generations not entering technical trade fields, Devils Lake realized they could be left without plumbers, heating or cooling technicians, electricians, and other in-demand services.

Forward Devils Lake began its 20 x 20 Workforce Recruitment Program, designed to align high school students with in-demand careers and recruit them to work in the area through local business sponsorships of their technical education or certificate programs. By the end of 2020, the program will have recruited and sponsored 10 students, with an estimated impact of \$750,000 dollars in wages to the community, compounded by the possibility of the students one day getting married, having children or opening businesses.



Alex Lowery, a Lake Region State College Automotive Technician student, is a sponsored student and employee of Marketplace Ford of Devils Lake (pictured, Chris Devier, former service manager).

Diversifying ND's Economy with Innovative Tech Solutions

Infinite Leap, Fargo

Infinite Leap is a fast-growing technology company specializing in healthcare solutions, addressing issues such as patient flow, productivity and safety for major U.S. hospitals.

When Infinite Leap needed to scale, hire and increase working capital due to its rapid growth and many new contracts, the Greater Fargo Moorhead EDC assisted through North Dakota's LIFT Fund and other financial resources and local incentives. Infinite Leap helps diversify the state's economy while adding quality, high-paying tech jobs.



Welcoming New Neighbors

Greater Grand Forks "Way Cooler Than You Think!" Relocation Guide

The Greater Grand Forks: Way Cooler Than You Think! relocation guide is a comprehensive, 80-page guide available both in print and by digital access to newcomers or potential new residents to Grand Forks County. The guide features each of the communities in the region, along with information about school districts, childcare, employment, healthcare, cost of living, community involvement opportunities, transportation, and area events and attractions.

The guide was launched in February of 2020 and, in its first six months, was downloaded nearly 150 times, with 1,150 printed copies requested by and disseminated to area employers.



Housing First

Edwinton Place, Bismarck-Mandan, Lewis and Clark Development Group

Edwinton Place is a key part of the solution to Bismarck-Mandan's growing homeless community, an issue which reached critical levels after the closure of the area's only permanent shelter. With 40 one-bedroom, one-bathroom apartments for individuals facing chronic homelessness, the facility provides its residents with supportive services to recover and eventually restart their lives.

The facility is based on the "Housing First" approach – a proven concept that provides independent and permanent housing as a means to offering mental health and addiction recovery services. The project is expected to lead to savings in healthcare, law enforcement and emergency shelter costs, which will save taxpayer dollars while enhancing the area's quality of life and place.



Transformation on Main

Hammelton Building, City of Lisbon

The Hammelton building, built in 1907 and empty for more than 15 years, has been transformed into a high-rise apartment complex with a bridal store, community hall, flower shop, and clothing boutiques located directly off Main Street on the building's main level.

This investment in the local community has brightened the street's appeal by giving new life to a dilapidated building and adding to the community's property and sales tax revenues.



Renaissance Zone Fosters Main Street & Downtown Investment *Program Helps with Revitalization in Mandan*

Mandan received approval for a five-year extension and expansion of its Renaissance Zone program on Aug. 31, 2020. This community redevelopment and economic investment tool provides tax incentives to business and residential property owners to help offset costs for qualified projects.

Projects approved in 2020 are construction of a building by Legacy Law Firm and ICON Architectural Group on a vacant, Main Street lot, renovation of a building to be the new home of the Rice Bowl restaurant, and construction of Barney's convenience store, tire shop and car wash. Projects in 2019 included an expansion of Running's, and renovations of the buildings of Copper Dog Café, Old 10 Bar & Grill and Redmann Law.

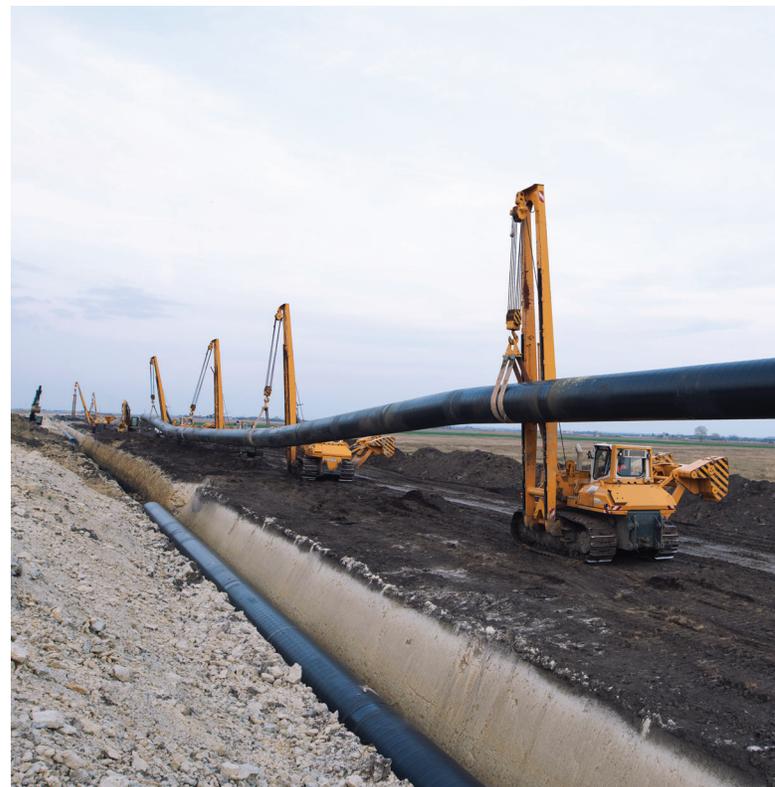
A total of 73 projects have been completed since the program's start in 2005, adding nearly \$20 million in documented private investment to the area.



Economic Development is Heating Up *Gas Installation Project, City of Milnor*

In 2018, the City of Milnor was notified natural gas was being piped along a route within 2 miles of the town. The Milnor and Montana Dakota Utilities (MDU) joined forces and formulated set goals that the community needed to meet to allow MDU to economically bring natural gas into the town. The school and several sizeable businesses wanted a cost-effective source of fuel, but were challenged to bring enough homes and businesses on-line to make it feasible. To encourage homeowners and businesses to sign up for the new service, Milnor gave sign-up incentives of \$425 (residence) or \$1,325 (business) to cover the cost of retrofitting or replacing equipment.

With natural gas, Milnor residents not only have an economical way to heat their homes, but the town now has infrastructure in place to attract manufacturers and other commercial users and encourage current businesses to expand, providing the community with jobs and future tax revenue.



From Farm to Major Operation

North Star Ag, Valley City-Barnes County

North Star Ag, a short-line equipment dealership located in Tower City, Barnes County, was started in 2009 by Zane and Cami Erickson on their family farm north of Buffalo. Utilizing the Flex PACE program through the Bank of North Dakota and Valley City-Barnes County Development Corporation, the owners went from an on-farm, small operation to a major interstate location establishing a full-fledged dealership. The new location offers visibility, customer access, a larger facility and greater outside display, while providing the community with jobs, services, access to products, and an increased tax base.

The Flex PACE Program in Barnes County has resulted in \$70 million invested in 84 projects over a seven-year period.



Leaving on a Jet Plane

Williston Basin International Airport

The Williston Basin International Airport's 103,000-square-foot terminal has four gates with three passenger boarding bridges. It is designed to accommodate about 300 passengers per hour and aircrafts up to 250,000 pounds.

This three-year project has allowed Williston to safely and conveniently connect with the rest of the country. It also guarantees modern, safe and reliable air service to the community. With direct air service, Williston can continue to grow and provide access for commerce and the oil and gas industry to further expand with the community as its hub.





The Role of EDND

Advocacy and Lobbying

- Represent ND economic development interests in public policy matters
- Collaborate with stakeholders



Knowledge Sharing

- Offer educational programs for community leaders
- Serve as a source of information
- Provide opportunities for members to have an input on association activities



Association Leadership

- Grow membership to strengthen the economic development community's voice
- Bolster the organization
- Expand the outreach of EDND and economic development
- Build relationships to maximize resources



What Economic Developers Do

- Advocate for necessary infrastructure and technology improvements to allow businesses to be successful
- Link business prospects with officials and prospective partners
- Create vibrant communities that attract workers to live and work
- Facilitate business start-ups, retention and expansions
- Foster entrepreneurship
- Link prospects with funding sources
- Serve as an information resource
- Market the area



For additional stories of economic and community development successes across North Dakota, like and follow the "Economic Development Association of North Dakota" Facebook page.

EDND Membership

Active Membership is available to any organization or individual engaged in the practice of economic development. Associate Membership is available to those not directly engaged in the practice of economic development or those who practice economic development outside the state, but who desire information concerning the profession and are in agreement with the objectives of the Association.

For more information or to join visit www.ednd.org or call 701-355-4458.