

2023 EDND FALL CONFERENCE SPEAKER BIOS

ECONOMIC DEVELOPMENT PRINCIPLES AND STRATEGIES - PANEL DISCUSSION

- Melissa Beach Melissa Beach has been working in the economic development field for over 14 years and since 2020 has served as the Community & Economic Development Director for the City of Casselton, North Dakota. In her time with Casselton, Beach worked to land a \$400M soybean crushing plant, the \$50M Grand Farm innovation facility, a new 300-unit housing/commercial development and several other projects in the community currently hovering at a population of 2500 people.
- Becca Cruger As workforce development manager for the Grand Forks Region, Becca oversees all EDC workforce recruitment and retention programs including the Greater Grand Forks: Way Cooler Than You Think! initiative, the Northern Valley Careers Expo, and InternGF, and she partners with other agencies for programs like Accelerate to Industry (A2i) and Career Conversations. Before joining the EDC, Cruger was the assistant director at the Pancratz Career Development Center at the UND College of Business.
- Teran Doerr Born and raised in a small town, Teran has a heart for rural. She has a bachelor's in business administration from the University of Mary and has worked for the Bowman County Development Corporation for 15 years and served as the Executive Director for 8. Her and her husband live in Bowman, ND and are raising their three children. Her driven personality and passion for making a difference have always led her towards taking on new things with enthusiasm. She's passionate about her family, faith, work, community, goals, and living each day better than the one before.
- Matt Marshall Matt Marshall serves as the Minnkota economic development administrator and works closely with member cooperatives and associated municipals to help advance economic development opportunities within service areas. As a cooperative, Minnkota is committed to helping ensure the vibrancy and success of local communities.

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ROUNDTABLE DISCUSSIONS

- Brad Barth Executive Director of Forward Devils Lake Corporation, the Economic Development agency for the City of Devils Lake and Ramsey County, ND since May of 2018. Brad has been in Economic Development for the last 5 years of his career and prior years in sales and marketing management. Brad is currently the Vice President of EDND and helped get the Northeast ND Economic Developers regional group started. Brad and his spouse Diane who is originally from Munich, ND moved to Devils Lake to get closer to family and fishing. When not working you will find Brad on the water searching for Devils Lake walleye.
- Lyle Arnold Lyle joins Impact Dakota with over 20 years of experience in the Manufacturing industry. He started his career at an electronic circuit board manufacturer, Turtle Mountain Corporation, where he held titles of Program Manager, Production Control Specialist, and Supply Chain Analyst. He then moved to Goodrich Corporation where he held roles of Aftermarket Purchasing Analyst and Program and Operations Lead. Having worked with customers and vendors throughout the country, Lyle brings a lot of experience in supply chain management and operational excellence.
- Gordon Court Gordon Court is an experienced sales and marketing professional with 30+ years of successful sales and account management experience in medical, technical, manufacturing, retail, and business to business sales as well as customer focused service. Gordon has an extensive background in sales analysis, managerial processes, coaching and training. He has trained many different levels of personnel in processes, planning, and computer skills, and photography, and is adept at written and verbal communications including presenting to large groups. He also has experience in developing and implementing training programs.
- Jim Murphy Jim Murphy oversees the operations of the Traill County Economic Development Commission. Jim started with Traill County EDC in August of 2018 and is involved with the organizations that assist and grow the interests of the county including Traill United Group, MayPort EDC, Hillsboro EDC, Hatton EDC and Economic Development of North Dakota. Jim is a graduate of North Dakota State University and Larimore (N.D.) High School. His background includes sales, marketing and communications and he worked for Lee Enterprises Inc. for 27 years prior to this position.

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- Blue Weber Blue is a community outreach specialist who started his career in 2015. He is responsible for building and expanding our relationship with clients, communities, and community-based organizations. Blue is an expert in growing businesses and engaging community stakeholders and ensures our communities are successful through his grassroots engagement approach. His passion for community building stems from the impacts his projects have on the communities he serves.
- Matt Marshall Matt Marshall serves as the Minnkota economic development administrator and works closely with member cooperatives and associated municipals to help advance economic development opportunities within service areas. As a cooperative, Minnkota is committed to helping ensure the vibrancy and success of local communities.
- Dawn Mandt Dawn Mandt is the Executive Director of the Red River Regional Council with 30 years economic and community development experience. The Regional Council has a team of four full time professionals.
- Daniel Stenberg Daniel Stenberg joined McKenzie County Economic Development in 2016. Born and raised in McKenzie County, he has worked for the Federal Reserve Board, Midwestern Governors Association and Job Service North Dakota before returning to his home county. He holds bachelor's degrees from the University of Jamestown and is currently enrolled in the Master of Public Administration program at the University of North Dakota. He currently serves on the boards of the Western Region Economic Development, Long X Arts Foundation, Pioneer Museum of McKenzie County, TrainND Northwest, McKenzie County Community Foundation, Watford City EDC, and the North Dakota Rural Development Council.
- Melissa Beach Melissa Beach has been working in the economic development field for over 14 years and since 2020 has served as the Community & Economic Development Director for the City of Casselton, North Dakota. Melissa oversees and implements the city's economic development strategies including managing the community's involvement toward creating a business-friendly environment for entrepreneurs, enhancing all quality-of-life assets, supplementing the city's commercial and industrial efforts, and improving the city's competitiveness as a fun, active and engaging small community. In her time with Casselton, Beach has worked to land a \$400M soybean crushing plant, the \$50M Grand Farm innovation facility, a new 300-unit housing/commercial development and several other projects in the community currently hovering at a population of 2500 people.
- Corry Shevlin Corry Shevlin is responsible for formulation and implementation of strategies leading to development of primary sector industries to the region, and retention expansion of existing primary sector businesses at the Jamestown/Stutsman Development Corporation (JSDC). He previously served as the Vice President of Business Development before accepting the role of Chief Executive Officer in March of 2023. Outside of the JSDC, Corry also enjoys playing and coaching baseball.

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CASE STUDIES: REAL LIFE ECONOMIC DEVELOPMENT PANEL

- Daniel Stenberg Daniel Stenberg joined McKenzie County Economic Development in 2016. Born and raised in McKenzie County, he has worked for the Federal Reserve Board, Midwestern Governors Association and Job Service North Dakota before returning to his home county. He holds bachelors degrees from the University of Jamestown, and is currently enrolled in the Masters of Public Administration program at the University of North Dakota. He currently serves on the boards of the Western Region Economic Development, Long X Arts Foundation, Pioneer Museum of McKenzie County, TrainND Northwest, McKenzie County Community Foundation, Watford City EDC, and the North Dakota Rural Development Council.
- Keith Lund Keith Lund is the President & CEO of the Grand Forks Region Economic Development Corporation (EDC) and has been with the organization since 2006. Lund directs economic development programs and initiatives that positively impact attraction, expansion, and retention of business and industry in the Grand Forks region.
- Teran Doerr Born and raised in a small town, Teran has a heart for rural. She has a bachelor's in business administration from the University of Mary and has worked for the Bowman County Development Corporation for 15 years, and served as the Executive Director for 8. Her and her husband live in Bowman, ND and are raising their three children. Her driven personality and passion for making a difference have always led her towards taking on new things with enthusiasm. She's passionate about her family, faith, work, community, goals, and living each day better than the one before.
- Shawn Wenko Shawn Wenko is the City Administrator for Williston, ND and previous Executive Director of the Williston Economic Development office. A native of Williston, Wenko received his Bachelor of Science Degree in Hospitality Administration from Black Hills State University in Spearfish, SD, and a Master of Business Administration (MBA) in Sustainable Destination Management from George Washington. He returned to his roots and joined the Williston Economic Development Office in 2008 as the Workforce Development Coordinator initially focusing on the Williston City Commission's "Build Williston Initiative" which focused on three pillars of community. He was chosen as the 2020 developer of the year by ND Governor Doug Burgum and is a past recipient of Prairie Business Magazine's "20 under 40" and North Dakota Business Watch "40 under 40".

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REGIONAL COUNCILS AND THEIR ROLE IN THE STATE

Dawn Mandt	Dawn Mandt is the Executive Director of the Red River Regional Council with 30 years economic and community development experience. The Regional Council has a team of four full time professionals.
Briselda Hernandez	Born and raised in Carlsbad, Calif., Briselda Hernandez Herrera moved to Minot in 2013 and joined the Souris Basin Planning Council in 2014. She works closely with entrepreneurs, community leaders and stakeholders in a seven-county region.
Amber Schaan	N/A
Cyrena Weeks	N/A

ADDITIONAL SPEAKERS

Chad Chancellor	Chancellor Co-Founded Next Move Group, LLC, in 2014. As Chairman, he is responsible for the implementing the company's long-term mission of creating economic growth for small and mid-sized companies, communities, and nonprofit organizations. He is best known for his content creation via the "We Are Jobs Podcast" and the Next Move Group YouTube Channel.
Alex Metzger	Alex Metzger is a co-founder of Next Move Group. He comes from a family tree of successful entrepreneurs with his family having owned multiple meat packing plants from the 1950s-1990s. As big box retailers began offering more groceries, at lower prices, and lesser quality, the family made the decision to close the meat packing plants as they no longer were profitable enough to be worth the hassle. Today, Metzger has a passion for helping small to mid-sized companies, communities, & nonprofit organizations create economic growth because he saw firsthand how quickly markets can change and understands how leaders must constantly adapt to stay competitive.
Ryan Berg	With over 15 yrs of enterprise software technology experience, Ryan volunteers with SCORE to help local businesses take advantage of new generative AI capabilities to be more competitive in the broader market. Ryan is also currently a Lead Solution Engineer at Salesforce, where he helps large enterprise organizations with digital transformations.

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Lindsey Harriman

Lindsey Harriman began her communications career in a non-conventional way - as a scientist. She holds a bachelor's degree in Geographic Sciences from James Madison University and a master's in environmental sciences and policy with a concentration in Environmental Planning from Johns Hopkins University. Lindsey has more than a decade of experience in public sector communications and has previously worked for non-profit organizations, a commercial satellite imagery company, and a Fortune 100 company in the mapping, research, and environmental education fields. Her career also includes working on projects for the United Nations Environment Programme, the U.S. Geological Survey, and NASA. Lindsey joined Williams County in October 2018 as the Communications and Research Analyst after her husband convinced her that North Dakota wasn't that bad. In August 2022, she was named the Community Engagement Coordinator, in which she holds some communications responsibilities, administers Williams County grant programs, facilitates community development, and co-manages the implementation of the Williams County Parks Master Plan. She lives in Williston with her husband and two toddlers.

Deb Nelson

Deb Nelson is founder and president of DLN Consulting Inc. Ms. Nelson began her career as an educator and has a strong educational background. She has over 30 years of experience with credentials in community development, coalition building, strategic planning, and grant writing. Deb and her company have obtained major contracts with nonprofit organizations and government agencies in North Dakota and several surrounding states. She has served as a lecturer and presenter at various national, state conferences and has been the principal administrator for several research-based studies for state and federal agencies. Deb and her husband have two grown sons and three grandchildren, all of whom reside in Dickinson, ND.