

2021 Annual Comprehensive Economic Development Strategy (CEDS) And Progress Report

Grantee: **Lewis & Clark Regional Development Council**

Project Number: **ED18DEN3020022**

Period Covered by the Report: **January 1, 2021 through December 31, 2021**

ADJUSTMENTS

Economic Condition

In the year 2019, the economy in North Dakota was back to full force and times were great. Then along came 2020 with the covid pandemic and the oil prices tanking. According to the State of ND, the number of drilling rigs drilling for oil in 2019 was 58, 2020 was down to 11 rigs, a reduction in over 80% and now the 2021 oil rig count is at 10. Even though oil prices have climbed to around the \$70 a barrel price, the oil companies stopped drilling for oil and the great paying jobs are not available like they were before. The businesses that did survive the covid pandemic are pretty much back to normal when it comes to allowing customers into their stores.

The Center for the Study of Public Choice and Private Enterprise has developed a forecast model to showcase the economic outlook for the State of ND and for one of its largest metropolitan statistical areas, Bismarck, which is located in our Region for the fourth quarter of 2021. The overall economic outlook for the state looks to rebound from the covid pandemic. Total wages and salaries are expected to rise; however, the labor force is projected to continue to decrease; unemployment is projected to remain relatively steady around and below the 5% mark; and tax collections are predicted to increase through the rest of 2021 and into 2022. The Bismarck region has a mixed economic outlook. Total wages are projected to fluctuate; the labor force is forecast to decline; unemployment rate expected to same level; and the housing market is expected to be over the top this coming year. Housing prices are skyrocketing and homes are selling within a few days of being on the market. As can be seen, 2022 will be an interesting year.

The Region is still dependent on oil and agriculture. Because the energy industry has been reduced to much lower oil production, cities/counties that have relied on yearly oil revenue dollars coming to them are having to make tough decisions to be able to balance their budgets for the coming years. As we know, agriculture is based on the weather. The year 2021 was a difficult year for farmers because of the lack of moisture received. Crops were planted but because of the lack of moisture, many were not able to be harvested because they did not mature or just burnt up. Most areas received barely enough moisture to get the crops started. Harvest yields were down across the whole region. This fall has not produced any moisture at all, so next spring will be very interesting.

Economic Development Investments

The District's main focus is on enhancing the Regions success in achieving a higher standard of living by supporting technology, energy, transportation, tourism, manufacturing and value-added agriculture. With this being the focus, it will create or increase the number of higher-skilled/higher-wage jobs, increasing the tax revenues collected by our communities and increase the involvement by the private sector through their investments into projects. Our 2022 work program is geared toward fostering new entrepreneurs and assisting those already owning businesses by bringing them together with higher education to help foster their ideas and introduce them to technology innovators, which will create conditions for greater productivity and job creation.

Strengths and Weaknesses

Because of the above mentioned economic condition of the District, the following is a list of strengths and weaknesses.

Strengths:

- Region VII is a major coal producing area
- University of Mary, Bismarck State College, United Tribes Technical College, Sitting Bull College
- Major bird flyway
- Excellent medical facilities
- Unemployment and workers compensation rates are low
- Educational system is very strong

- Unemployment is very low
- Bismarck is a regional trade center between Fargo and Billings
- Mainline railroad intersects the Region from east to west along the Interstate
- Excellent water source
- Major air travel service by Delta, Allegiant, Frontier, United Express
- Area is noted for the production of high quality crops
- An abundance of hunting, fishing and other recreational activities
- State has incentives for economic development/primary sector businesses
- Centrally located between east and west coast markets, which allows for lower transportation costs
- An abundance of manufacturing, telecommunications and other primary sector businesses
- Location of Fort Abraham Lincoln and the Garrison Dam Reservoir
- Younger people are coming back to the area

Weaknesses:

- Continued loss of family farms
- Housing values are too high for new home construction in smaller communities
- Housing is in a decline in smaller communities and also very limited
- The area is very dependent on agriculture
- Aging of the population
- Cold climate perception
- Out-migration of the area
- Small labor pool
- Per capita income and earnings is lower than State and Nation
- Lack of sites to start industry
- Commodity prices are not rising to keep pace with production
- Limited airline service

Opportunities and Threats

The following is a list of the opportunities and threats that are present within the District:

Opportunities:

- Expansion in the coal industry
- Value-added agriculture
- Irrigation of land
- Specialty crops
- Expansion of recreation and tourism
- Interstate 94
- Bismarck Airport
- Lake Sakakawea
- Major medical center
- Northern Plains Commerce Center

Threats:

- Continued loss of population
- Small towns dying
- Flooding
- Drought
- Ag economy bottoms out
- Tax base continues to dwindle
- Aging population
- Ag industry goes away

Growth Sectors and Clusters

The economy we have been seeing in the past is coming to an end. Main street businesses that have been servicing farm families in the past are closing because the demise of the family farm and the big box stores in the larger metropolitan areas. Farm families are having to “Go to town” to get their parts and supplies that are no longer provided in their community. While there they are purchasing other items such as groceries, gas, clothing, etc. New clusters have emerged and they are:

- * Value-added agriculture that include mega dairies, large feedlots and food processing such as potatoes and onions.
- * Manufacturing including durable goods and non-durable goods.
- * Telecommunications industry that include data processing, call centers, etc.
- * Tourism that includes hunting, fishing boating and other outdoor activities.
- * Energy development to include bio-diesel, ethanol and carbon dioxide plants.

Staff

Council has added one new employee. Ashley Hruby has replaced Paulette Paulson as our new CARES director. Her contract is for two years and is being funded via grant from EDA.

EDD BOARD MEMBERSHIP ROSTER

1. GOVERNMENT REPRESENTATIVES (51-65%)

Name	Government	Position
Steve Marquardt	City of Bismarck	City Commissioner
Mark Armstrong	Burleigh County	County Commissioner
Cammie Schock	City of Lincoln	EDC Board Member
Leonard Weichel	Emmons County	County Commissioner
Ron Bartz	City of Elgin	Mayor
Mike Schutt	City of Center	City Commissioner
Darwin Saari	City of Turtle Lake	Auditor, Appointed by Mayor
Steve Lee	McLean County	County Commissioner
Alton Zenker	Grant County	County Commissioner
Steve Frovarp	City of Hazen	City Planner, Appointed by Mayor
Jim Neubauer	City of Mandan	City Administrator, Appointed by Mayor
Jackie Buckley	Morton County	County Commissioner
Lynette Fitterer	City of New Salem	Mayor
Blake Wilkens	Oliver County	County Commissioner
Jarod Galvin	City of Fort Yates	Mayor
Kenneth Snider	Sioux County	County Commissioner
Jim Jasper	City of Robinson	City Commissioner
Sharon Jangula	City of Linton	City Administrator, Appointed by Mayor
Dwight Berger	Mercer County	County Commissioner
Sandra Flechle	Sheridan County	County Commissioner

2. NON-GOVERNMENT REPRESENTATIVES (35-49%)

A. Private Sector Representatives:

Name	Company / Enterprise	Position
Connie Schily	Schily Farm	Owner/Sole Proprietor
Greg Schwab	Northland Financial	Vice President/CFO
Darvin Engel	Banking	Retired Banker
Rocky Bateman	Bateman Farm	Owner/Sole Proprietor
Debbie Vollmuth	Vollmuth Farm	Owner/Sole Proprietor
Clayton Hoffman	Innovation Energy Alliance	CEO
Alvin Burkhart	Burkhart Farm	Owner/Sole Proprietor

B. Stakeholder Organization Representatives:

Name	Organization	Position
Dr. Leander McDonald	United Tribes Technical College	President

3. AT-LARGE REPRESENTATIVES (0-14%)

Name	Area of Interest	Background
Brian Ritter	Economic Development	Economic Development Director, BMDA
Wayne Hoffner	Banking	Bank President
Crystal Jahner	BNC National Bank	Branch Manager
Deb Clarys	Security First Bank	Branch Manager

CALCULATIONS

	Number	Percent
1. Government Representatives (51-65%)	20	<u>61%</u>
2. Non- Government Representatives (35-49%)		
A. Private Sector Representatives (at least 1)	7	
B. Stakeholder Organization Representatives (at least 1)	<u>1</u>	8 24%
3. At-Large Representatives (0-14%)	<u>5</u>	<u>15%</u>
Total Board Membership	33	100%

STRATEGY COMMITTEE ROSTER

The current members of the CEDS Committee were selected to provide a vast representation of the varied economic interests that is made up of all ten of the Lewis and Clark Regional Development Council (LCRDC) counties within the District. The committee meets on an as-needed basis to ensure a good understanding of the various activities and needs within the District. The committee also has access to various boards from which to gain perspective. The following is a list of the CEDS committee members, their economic interests and affiliations .

1. PRIVATE SECTOR REPRESENTATIVES (*At least 51%*)

Name	Company	Position
Clayton Hoffman	Innovative Energy Alliance	Retired CEO
John Schmid, Jr.	Grant County State Bank	CEO/Chairman/President
Greg Schwab	Northland Financial	Vice President/CFO
Jim Porter	Wilton State Bank	Retired President
Sandy Retterrath	Retterrath Real Estate	Owner/Sole Proprietor
Dawn Aanderud	North Star Community Credit Union	Branch Manager
Jim Goetz	Security First Bank	President
Brady Torgerson	First Security Bank	Branch Manager
Mike Remboldt	HIT, Inc.	CEO
Mary Miller	NISC	Manager
Wayne Hoffner	Union Bank	President
Rob Knoll	Knoll Appraisers	Owner/Sole Proprietor
Darvin Engel	Banking	Retired Banker
Chris Baumgartner	Innovative Energy Alliance	Co-Manager

2. REPRESENTATIVES OF OTHER ECONOMIC INTERESTS (*No more than 49%*)

Name	Area of Interest	Position
Dr. Leander McDonald	Education/Minority	President, United Tribes Technical College
Cynthia Antelope	Economic Development/Minorities	Standing Rock Sioux Tribe
Jim Neubauer	Government	City of Mandan
Jennifer Henderson	ND Housing Finance Agency	Multi-Family Housing Program Director
Royce Schultze	Dakota Center for Independent Living	State Director
Brian Ritter	Community Organizations/Econ. Dev.	Local Development Corporation Director/CEO
Myra Savelkoul	US Bank	Vice President Mortgage Lending
Dwight Barden	Community Organization/Health	Burleigh County Housing Authority
Jessica Thomasson	ND Dept. of Human Services	State Director
Sharon Jangula	Economic Development	Executive Director
Steve Lee	County Government	County Commissioner

CALCULATIONS

	<u>Number</u>	<u>Percent</u>
Private Sector Representatives (at least 51%)	14	56%
Representatives of Other Economic Interests (no more than 49%)	<u>11</u>	<u>44%</u>
Total Committee Membership	25	100%

PROGRESS REPORT

The past years activities were directed through the goals, objectives, strategies and work plan developed in the CEDS process.

The staff at LCRDC continued to work with local development corporations, chambers of commerce, the business community and the cities, towns, and counties to expand or help maintain business and industrial operations, thereby creating and maintaining job opportunities for the District. All civil rights and environmental laws and regulations will be respected.

Local initiatives have always been part of our community and economic development efforts. With assistance from the LCRDC, communities and businesses continue to use and expand upon local resources - procedural, regulatory, and financial - that enhance the development process.

The staff continued to develop funding packages for the District's businesses and industries by exploring CDBG, EDA, FEMA, USDA Rural Development, SBA, state and private funding resources and any other options that may become available. The

council continued to work with the District’s cities on downtown revitalization, tourism and business and industrial creation and expansion. Staff continued to provide technical assistance and identify and develop infrastructure. The council worked with communities in developing formal capital improvements planning, strategic plans and other plans as requested. The LCRDC continued to work closely with the State Department of Commerce, NDSU Extension Service, Small Business Administration, Rural Development and private economic development professionals located throughout the District.

The LCRDC continues its participation in professional organizations and education. Staff holds membership in the Economic Development North Dakota, North Dakota Association of Regional Councils, North Dakota Planning Association, National Association of Development Organizations, and Robert Morris Associates.

The Recipient has performed the following activities found under the Scope of Work:

C Assist the Region’s counties and cities with their infrastructure needs.

Initiatives:

1. Assist counties/cities in preparing their CDBG pre-applications and final applications to the state.

Accomplishment Achieved: Lewis and Clark staff assisted nine applicants in preparing requests to the Scoring and Ranking Review Committee in ranking and scoring Community Development Block Grant (CDBG) applications for infrastructure and rehab housing projects. This assistance included population information, how to fill out the form and administration issues.

In order to submit the final grant application to the State, a grant entity must hold a public hearing asking for citizen input on submitting the application to the State, complete additional paperwork and write a letter stating they have the match funds, which all communities accomplished this.

The following are those that were assisted:

<u>Community</u>	<u>Project Description</u>	<u>Type of Assistance</u>
City of Steele	Multi-Family Housing Rehab	TA/Financing/Admin
City of Carson	Multi-Family Housing Rehab	TA/Financing/Admin
City of Strasburg	Multi-Family Housing Rehab	TA
City of Linton	Multi-Family Housing Rehab	TA
City of Carson	Lagoon Repairs	TA/Financing/Admin
City of Coleharbor	Water Storage/Meters	TA/Financing/Admin
City of Hazen	Library ADA	TA
City of Glen Ullin	Curb Stops/Gate Valves	TA
City of New Leipzig	Water Meters	TA

Quantifiable Deliverables: All four of the nine applicants that were approved for CDBG funding, provided final applications to the State for grant funding. All were approved by the State and each entity received a grant for their project. The State rejected none of the applications sent to them.

Difficulties Encountered: There were no difficulties encountered with pre-application assistance or in submitting final applications to the State for final approval. This initiative was met.

2. Provide CDBG grants to two infrastructure projects within the region.

Accomplishment Achieved: LCRDC’s scoring and ranking committee scored and ranked five projects. Because of the dollar amounts requested and the small amount of dollars to award, only two of the projects were awarded grants. The following are the four cities who received grants:

<u>Community</u>	<u>Project Description</u>
City of Coleharbor	Water Storage/Meters
City of Carson	Lagoon Repairs

Quantifiable Deliverables: Both of the grant recipients chose to move forward with the next step in the grant funding process.

Difficulties Encountered: There were no difficulties encountered in funding two infrastructure projects. This initiative was met.

3. Provide assistance as may be requested in addressing transportation issues, health care, senior citizen's needs, ADA issues, roads, highways and bridges.

Accomplishment Achieved: Only one application was received for ADA assistance. That applicant did not receive funding.

<u>Community</u>	<u>Project Description</u>
City of Hazen	ADA Library

Quantifiable Deliverables: The city of Hazen's project was not thought out very well according to the scoring and ranking committee, so they did not score very high to receive funding.

Difficulties Encountered: The scoring and ranking committee chose not to score this project high enough to receive funding so this initiative was not met.

4. Increase awareness of counties/cities of the CDBG program administered by LCRDC and continue education and promotion of all LCRDC's loan and grant programs.

Accomplishment Achieved: In early March, of 2021, all 50 cities and 10 counties were contacted via mail making them aware of the upcoming CDBG funding for the 2021 year. This funding is available from our Community Development Block Grant Program. Grants can be used for infrastructure projects such as lift stations, lagoon repairs, water mains and sewer lines.

We provided our newsletter to all our cities, counties and other partners we have worked with over the years. The EDA Cares director met with all ten county commissions to go over Covid related issues and to give updates on new and existing programs and services provided by the Council. Whenever a project is funded, we provide the local newspaper with a picture and write-up about the project, which we hope gets published. Staff also attends numerous local development group meetings throughout the year.

Quantifiable Deliverables: Contacted all 50 communities and 10 counties to letting them know that Community Development Block Grant (CDGB) funds are available to them for their public facility needs. The newsletter was distributed to 50 cities and 10 counties governments. Staff attended four city council meetings and eight county commission meetings throughout the year. Four projects, which received funding, were highlighted in the local newspaper. Staff did attend local development meetings in Fort Yates, McClusky, Linton, Hazen and Beulah.

Difficulties Encountered: Even though the Council has been in existence for many years, it is still a continuous promotion effort to make sure our different programs are known and made available to all of our partners within the District. This is an ongoing effort that staff takes very seriously. This initiative was met.

This scope of work item also advanced the CEDS goals of:

- Goal #1 – The Region will have adequate private and public sector infrastructure.
- Objective - Assist public sector entities with their infrastructure needs.
 - Objective - Assist private sector entities with their infrastructure needs.

B. Assist the Region's counties and cities with their housing needs

Initiatives:

1. Coordinate with local entities to determine their housing needs and to offer and provide assistance, including access to financial assistance in developing employee housing.

Accomplishment Achieved: Staff attended five meetings across the state concerning housing needs. These meetings were held in Fargo, Oaks, Jamestown, New Leipzig and Steele.

Quantifiable Deliverables: Two entities contacted staff regarding housing projects that were funded by CommunityWorks North Dakota.

Difficulties Encountered: Although meetings and presentations are marketed through various channels, participation is usually low and sometimes we are preaching to the choir. This initiative was met.

2. Assist in the development of single and multi-family housing in the region and in development that ensures the elderly are not displaced.

Accomplishment Achieved: The District's "sister" organization, CommunityWorks North Dakota is still being supported by the District with its revolving loan fund to help finance housing within the State of North Dakota. The funds are essential in addressing labor force and growth issues that are a major factor in community and economic development. The housing lending programs are being offered in all 53 counties within the state.

The elderly are most always overlooked when it comes to housing. They are on fixed incomes and are not able to stay in their original homes. The Council provided grants to rehab elderly/low-income apartment complexes. CWND also provided loans to single/multi-family elderly housing rehab.

Quantifiable Deliverables: Six loans in the amount of \$241,110 were made by CWND to do rehab work to low-income single-family houses. This rehab work enabled those homeowners to stay in their homes for a longer period of time. Twenty-two loans in the amount of \$344,174 were made to low-income individuals to help purchase homes. One construction loan was made in the amount of \$25,000.

Difficulties Encountered: We, as one organization, do not have the resources to provide the funding necessary to make a dent in the needs of the elderly when it comes to housing issues. The elderly are becoming displaced because of the higher rents induced by the energy boom. They have lived in these places for years and are now having to move because they can't afford the rents. This initiative was met.

3. Continue coordinated and cooperative activities that include the promotion of housing programs included but not limited to our sister organization CommunityWorks North Dakota's revolving loan programs.

Accomplishment Achieved: Five applications were submitted to the loan committee for review. One was for land purchase, two were for short-term construction financing, one was for Flex Pace buy-down one was for a multi-family apartment complex purchase. The loan committee approved all five for financing.

Quantifiable Deliverables: Of the five loans approved above, CWND provided a total amount of \$1,055,800. All of the projects utilized the funding in the 2021 calendar year.

Difficulties Encountered: As with most funding programs, funds are limited and not all projects can be assisted. The loan review committee reviews all applications and must make a determination, which project(s) will receive funding. This initiative was met.

4. Create partnerships with organizations that are currently involved in housing issues.

Accomplishment Achieved: Staff visited with banks in Langdon, Cavalier and Grafton. Local development organizations were visited within Linton, Steele, Beulah, Hazen and Fort Yates. The city's of Steele, Linton, Beulah, Hazen and Fort Yates were visited with and all ten of our county commissions were visited in regards to our different gap financing programs this year.

Quantifiable Deliverables: Because of the covid pandemic, visits were lower than usual, but will ramp up in 2022.

Difficulties Encountered: As much as we try to make ourselves as visible as possible, we find there are projects being developed we should have been involved with. The developers had no idea we exist. This initiative was met.

5. Provide CDBG grants to one property for their multi-family housing rehab project.

Accomplishment Achieved: LCRDC's scoring and ranking committee scored and ranked four multi-family housing rehab projects. Grants in the amount of \$150,000 were provided to the cities of Steele and Carson that included work that would keep the housing complexes as livable units.

Quantifiable Deliverables: Both of the grant recipients chose to move forward with the next step in the grant funding process and submitted final applications to the state. Both received grants from the state.

Difficulties Encountered: There were no difficulties encountered. This initiative was met.

This scope of work item also advanced the CEDS goals of:

Goal #1 - The Region will have adequate private and public sector infrastructure.

Objective – Assist private sector entities with their infrastructure needs.

Goal #2 - The Region will have adequate housing for various needs and income levels.

Objective – Assist communities with the development of affordable and the availability of housing opportunities for the region's citizens.

C. Assist the Region's counties and cities with their economic and community development needs.

Initiatives:

1. Continue to administer the North Dakota Opportunity Fund on behalf of the Mandan Consortium.

Accomplishment Achieved: Council has one full-time staff person to oversee the administration of the SSBCI program on behalf of the city of Mandan. This person also administers the CARES RLF. This administration includes but is not limited to reviewing applications for completeness, repairing documentation for loan committee review, preparation of loan docs, distribution of funds and collection of payments.

Quantifiable Deliverables: In the 2021 calendar year, the SSBCI program has provided funding to 15 businesses for a total of \$5,312,919.23. These businesses are located in Bismarck, Mandan, New Town, Minot, Williston and Cartwright. The CARES RLF provided funding to 5 businesses for a total of \$304,980.84. These businesses are located in Bismarck and Mandan.

Difficulties Encountered: There have been no difficulties encountered with this program. This program is a perfect match for the SBA 504 program. SSBCI funds provide the interim loan on the projects and then the SBA 504 takes out the SSBCI program in the end and revolves the money for a fast turnaround. This initiative was met.

2. Continue to contract for professional services to provide the SBA504 program.

Accomplishment Achieved: Council has one full-time staff person to oversee the SBA504 program. This includes but is not limited to reviewing applications for completeness, repairing documentation for loan committee review, preparation of loan docs and submission to SBA.

Quantifiable Deliverables: In the 2021 calendar year, the SBA504 program has assisted with the financing of 9 businesses for a total of \$4,224,000. These businesses are located in Center, Mandan, Dickinson, Bismarck and Williston.

Difficulties Encountered: There have been no difficulties encountered with this program. This initiative was met.

3. Assist businesses and municipalities with identifying financing needs and securing financing from other sources.

Accomplishment Achieved: Because our loan programs are here to fill a gap in financing, businesses that contact us regarding our programs are told they have to secure a bank first and then if a gap in funding exists, the bank can contact us to participate and fill the gap the bank can't provide financing for. The financing institutions brought us over 35 businesses that needed financing help to fill a gap in total funds needed.

Quantifiable Deliverables: Of those 35 businesses, we were able to help 30 of them with their financing needs. Those 30 businesses created 260 jobs, with financing of a little over \$9.92 million.

Difficulties Encountered: All of our loan applications are reviewed by a loan committee, who makes the final determination in regards to financing the business or not financing the business. Some applications are turned away for one reason or another, i.e. no cashflow, borrowers not being credit worthy, etc. This initiative was met.

4. Assist with all aspects relating to energy-production, value-added agriculture, manufacturing, retail/service, technology-based and tourism-related development

Accomplishment Achieved: Provided technical assistance to businesses with structuring financing packages for start-up or expansion. The following businesses were assisted in 2021:

<u>Business Name</u>	<u>Location</u>	<u>Type of Business</u>	<u>Type of Assistance</u>
Burleigh County			
Gratitude, LLC	Bismarck	Retail	TA/Loan
Culver's	Bismarck	Service	TA/Loan
The Hair Academy	Bismarck	Service	TA/Loan
PAWZ Enrichment Center	Bismarck	Service	TA/Loan
Abra Auto Body	Bismarck	Service	TA/Loan
McKenzie County			
Yellowstone Station	Cartwright	Convenience Store	TA/Loan
Morton County			
Cloverdale Foods	Mandan	Processing	TA/Loan
Hirsch Florist	Mandan	Flower Shop	TA/Loan
The Paddle Trap	Mandan	Bar	TA/Loan
Mark's Heating & Cooling	Mandan	Service	TA/Loan
SML Properties, LLC	Mandan	Service	TA/Loan
Shawn's Repair	Mandan	Auto Repair	TA/Loan
Legacy Law Firm	Mandan	Service	TA/Loan
Midway Lanes	Mandan	Fun & Games	TA/Loan
Mountrail County			
Beaver Creek, LLC	New Town	Trucking	TA/Loan
Oliver County			
Legendary Meats	Center	Processing	TA/Loan
Stark County			
Ellingson Plumbing & Heating	Dickinson	Service	TA/Loan
Visionary Eye Care	Dickinson	Service	TA/Loan
Ward County			
Souris Valley Humane Society	Minot	Service	TA/Loan
Williams County			
O. Theone Boutique	Tioga	Service	TA/Loan
Bud's R & R, LLC	Williston	Retail	TA/Loan
Integrity Auto & Diesel Repair	Williston	Service	TA/Loan
White Mountain Electric	Williston	Service	TA/Loan
Pizza Hut	Williston	Restaurant	TA/Loan
Skylaa Nails & Spa, LLC	Williston	Service	TA/Loan
Senior Egg, LLC	Williston	Restaurant	TA/Loan
Prism Company	Williston	Service	TA/Loan
PRK Tools	Williston	Sales	TA/Loan

Pronghorn Well Service	Williston	Oil Field	TA/Loan
Point Blank Metal Works	Williston	Service	TA/Loan

Quantifiable Deliverables: These 30 businesses that were assisted created 260 jobs; provided funding in the amount of over \$9.92 million; with a total package of lending well over \$56.5 million.

Difficulties Encountered: There were no difficulties in meeting this initiative. The initiative was met.

5. Coordinate with lenders and businesses in determining their financing needs.

Accomplishment Achieved: Meeting with the different lending institutions is important to know the type of business looking for financing and the specific needs to those businesses. Staff also stays in contact with local development groups that are the pulse of the community and are aware of businesses in need of assistance.

Quantifiable Deliverables: Staff conducted five informational meetings across the District to educate lenders/business owners interested in accessing our economic and community development programs. These meetings were held in Fort Yates, McClusky, Linton, Hazen and Beulah.

Difficulties Encountered: Because the Council service area is made up of ten counties and fifty cities that cover a vast area, not all of the banks are able to be visited on a yearly basis. This initiative was met.

6. Provide assistance to counties and/or cities in their efforts to prepare for business closures/layoffs.

Accomplishment Achieved: There were no communities and/or counties that had any business that had closures or major layoffs. The economy is very strong here in North Dakota and many businesses are in need of employees.

Quantifiable Deliverables: We are able to report we did not have to provide any assistance involving business closures or major layoffs within the District.

Difficulties Encountered: There were no difficulties encountered with this initiative. The initiative was met.

7. Assist local development groups with their business development.

Accomplishment Achieved: Staff is familiar with all of the economic development groups within the District and is in communication with those having revolving loan funds that may need assistance. That assistance may be administration of those funds or just occasional oversight.

Quantifiable Deliverables: Council continues to contract with Mandan and Underwood to administer their revolving loan funds. This consists of compiling loan documents for signature, collecting payments, forwarding payments to the two cities and collecting pertinent information loan management.

Difficulties Encountered: There have been no difficulties encountered with administering the two loan programs for the cities of Mandan and Underwood. This initiative was met.

8. Provide gap financing in the amount of \$30MM for the creation of 300 FTE jobs through LCRDC direct and contracted lending programs including NDOF and SBA504.

Accomplishment Achieved: LCRDC has a contract with the LCCDC to provide technical assistance to lending institutions in processing their SBA 504 applications. LCRDC also has a contract with the city of Mandan to provide technical assistance for gap financing of the SSBCI program. One staff person's time is dedicated to each program.

Quantifiable Deliverables: Even though the covid pandemic was still existed, 30 loans, totaling \$9.92MM were approved by SBA and SSBCI for a total funding package of \$56.5MM and the creation of 260 jobs.

Difficulties Encountered: There were no difficulties. This initiative was met.

9. Improve the communication with the various economic development organizations by continuing to issue the Council newsletter.

Accomplishment Achieved: Local economic development groups are important to the Council. They are the ones who are in the trenches working to bring jobs and businesses to their communities. Staff feels it is very important to stay in contact with these groups to make sure they understand how we can assist them with their endeavors.

Quantifiable Deliverables: Fort Yates, McClusky, Linton, Hazen and Beulah were visited this year.

Difficulties Encountered: This initiative was met.

10. Work with partners with their development and educational efforts.

Accomplishment Achieved: Staff is involved in many different associations and organizations across the state and also is involved in many around the country. Partnerships with different agencies such as USDA Rural Development, EDA, the various training institutes across the U.S. and the different professional development groups allows staff to keep updated on new programs that become available and also the different sources of funding that may become available.

Quantifiable Deliverables: Through the city of Mandan, with its SSBCI program, staff is administering this program for the consortium and has access to over \$5 million in lending funds.

Difficulties Encountered: There were no difficulties encountered. This initiative was met.

This activity also advanced the CEDS goals of:

Goal #3 –Opportunities will be created and expanded to diversify the Region’s economy through job retention and new job creation.

Objective – Diversify, stabilize and strengthen the economy with business development, retention and expansion.

D. Other

Initiative:

1. Assist and maintain rapport with Standing Rock Sioux Tribe in Fort Yates, ND.

Accomplishment Achieved: Lewis and Clark Regional Development Council has a member of the Standing Rock Sioux Tribe on our board.

Quantifiable Deliverables: Staff usually participates and presents at an annually economic development conference in Fort Yates at the Standing Rock Sioux Tribal College. However, with the covid pandemic, this conference did not take place again.

Difficulties Encountered: This initiative was not met.

2. Implement the economic development goals, objectives and projects identified in the district’s 2019-2024 updated CEDS and update the document annually.

Accomplishment Achieved: Lewis and Clark Regional Development Council makes updates annually.

Quantifiable Deliverables: Numerous goals, objectives and projects identified in the district’s 2019-2024 CEDS were achieved. The annual CEDS update and report was submitted in 2020 and 2021.

Difficulties Encountered: This initiative was met.

3. Submit any revisions to the Update/Revised CEDS to the EDA Regional Office and Economic Development Representative (EDR) based on EDA’s review of the document. (Year 1 – January 1, 2022 to December 31, 2022)

Accomplishment Achieved: As factors come about within the District, LCRDC accesses the situation and reacts as needed.

Quantifiable Deliverables: For the 2021 calendar year, there were not any revisions that needed to be made.

Difficulties Encountered: This initiative was met.

This activity also advanced the CEDS goals of:

Goal #3 –Opportunities will be created and expanded to diversify the Region’s economy through job retention and new job creation.

Objective – Diversify, stabilize and strengthen the economy with business development, retention and expansion.

EVALUATION

The CEDS has benefited the ten-county region by providing a way to guide the economic and community development processes. The areas problems, needs, resources and opportunities have led to the development of the strategies set forth in this document. The goals and objectives generated by the local community leaders through the CEDS process show the insight and self-determination of the area people to take control of their own destination. This process will continue to be of great influence to future activities by providing a long-term vision for growth and development of the area and also by providing standards for evaluating the implementation process. The CEDS has benefited the region by providing a base for all economic and community development activities within the region. This whole activity is a process, not just a document. The following table shows business activity for 2020:

PROJECT NAME	CITY	COUNTY	BUSINESS TYPE	DOLLARS INVESTED	JOBS CREATED/RETAINED	REASON FOR LOSS OR GAIN
Legendary Meats	Center	Oliver	Processing	\$238,000.00	3.0	Building Costs & Equipment
O. Theone Boutique	Tioga	Williams	Service	\$75,000.00	1.0	Building & Equipment purchase
Cloverdale Foods Company	Mandan	Morton	Processing	\$500,000.00	66.0	Equipment
Gratitude, LLC	Mandan	Morton	Salon	\$18,912.71	19.0	Working Capital
Hirsch Florist	Mandan	Morton	Service	\$40,000.00		Building Purchase
The Paddle Trap	Mandan	Morton	Entertainment	\$100,000.00		Building Purchase
Mark's Heating and Cooling, Inc.	Mandan	Morton	Service	\$141,750.00	8.0	Building Purchase
SLM Properties, LLC	Mandan	Morton	Service	\$4,318.13	5.0	Building Purchase
Shawn's Repair	Mandan	Morton	Service	\$4,280.00		Building Purchase/New Business
Culver's of Mandan	Mandan	Morton	Restaurant	\$940,000.00	10.0	New Business
Legacy Law Firm, PLLP	Mandan	Morton	Service	\$400,000.00	13.0	Building Purchase
Beaver Creek	New Town	Mountraill	Service	\$107,466.00	20.0	Building Purchase/New Business
Souris Valley Humane Society	Minot	Ward	Boarding	\$300,000.00	5.0	Construction/New Business
Bud's R & R, LLC	Williston	Williams	Retail	\$49,500.00		New Business
Integrity Auto & Diesel Repair, LLC	Williston	Williams	Service	\$440,000.00	6.0	Building Purchase
White Mountain Electric, Inc.	Williston	Williams	Service	\$182,400.00	7.0	Flex Pace Buydown
Pizza Hut	Williston	Williams	Restaurant	\$805,984.40	2.0	New Business
Skylaa Nails and Spa, LLC	Williston	Williams	Service	\$221,659.20	10.0	New Business
Senior Egg, LLC	Williston	Williams	Restaurant	\$24,000.00	20.0	Expansion
Legacy Law Firm, PLLP	Mandan	Morton	Service	\$150,000.00		Expansion
The Hair Academy	Bismarck	Burleigh	Service	\$14,910.03		Working Capital
Yellowstone Station	Cartwright	McKenzie	Convenience Store	\$980,000.00	5.0	Working Capital
Prism Company	Williston	Williams	Dance Studio	\$53,000.00		Flex Pace Buydown
Point Blank Metal Work	Williston	Williams	Service	\$196,000.00	2.0	Flex Pace Buydown
Ellingson Plumbing & Heating	Dickinson	Stark	Service	\$358,000.00		New Business
PAWZ Enrichment Center	Bismarck	Burleigh	Service	\$277,000.00	9.0	New Business
Abra Auto Body & Glass	Mandan	Morton	Auto Repair	\$659,000.00	4.0	Flex Pace Buydown

Midway Lanes^^	Mandan	Morton	Entertainment	\$878,000.00	13.0	Flex Pace Buydown
Visionary Eye Care	Dickinson	Start	Service	\$836,000.00	12.0	Flex Pace Buydown
PRK Tool Sales	Williston	Williams	Sales	\$208,000.00	2.0	Working Capital/Flex Pace Buydown
Integrity Auto & Diesel Repair, LLC	Williston	Williams	Service	\$448,000.00	2.0	Flex Pace Buydown
Pronghorn Well Service	Williston	Williams	Service	\$270,000.00	16	Working Capital
GRAND TOTAL				\$9,921,180.47	260	

The following are performance measures used to evaluate the District's successful development and implementation of the CEDS:

1. Number of jobs created after implementation of the CEDS: *In the 2021 year, 187 jobs created.*
2. Number and type of investments undertaken in the region: *In the 2021 year, there were 30 investments undertaken which included manufacturing, retail and service types of businesses.*
3. Number of jobs retained in the region: *In the 2021 year, there were 73 jobs retained.*
4. Amount of private sector investment in the region after implementation of the CEDS: *In the 2021 year, there was \$56,510,090 of private investment in the region and \$9,921,180 of public sector investment.*
5. Changes in the economic environment of the region: *Because of the Covid pandemic, the 2021 year was very challenging. However, businesses were able to get PPP loans, which helped them keep employees on staff and pay some of their overhead. This allows them to stay open, even though Covid restrictions were enforced. The energy boom in the western part of the state is stagnant and has fallout into Region VII. The housing market is strong and homes are being sold, new houses are being built, businesses are starting to see more increase of traffic, schools are seeing more students and agriculture is on a high as concerned to cattle and crop prices.*
6. Number of CEDS goals and objectives advanced or accomplished: *During this reporting period, all three of the CEDS goals were advanced or accomplished along with all four of the objectives.*
7. Number of new businesses created: *6 new businesses were created during this reporting period.*

LCEDD's success in achieving its CEDS goals and objectives is related to the many years of relationship building with its partnerships it has developed between its counties and cities, local economic and community development groups, elected officials, the business community, bankers and other public agencies. Although the goals, objectives and strategies are developed by the LCEDD board and CEDS committee, the direct result comes from input received from the partners and stakeholders we work with on a day-to-day basis. This input allows LCEDD to meet the goals it has set forth for itself.

SCHEDULE

The following schedule includes achievable goals and plans of action for the coming year.

Economy					
Goal III: Opportunities will be created and expanded to diversify the Region's economy through job retention and new job creation.					
Project	Regional Impact 1 = All Counties 2 = More than one county 3 = One county	Priority H = High M = Medium L = Low	Lead Agency	Partners	Jobs Created/ Timeline S = Set Date O = Ongoing U = Undetermined
Objective A: Diversify, stabilize and strengthen the economy with business development, retention and expansion.					
Gap Financing Programs	1	H	LCRDC	EDA, USDA-RD, NDOF, SSBCI	0/0
New Business Start-ups	1	H	Private Sector	LCRDC, SBDC, NDDF, LDC's, SSBCI	100/0
Industrial Development	1	H	Towns, Cities & Counties	Private sector, LCRDC, LDC's, SSBCI	25/0
Business Expansion & Retention	1	H	LCRDC, SBDC	NDDF, LDC's, SSBCI	75/0

Housing					
Goal II: The Region will have adequate housing for various needs and income levels.					
Project	Regional Impact 1 = All Counties 2 = More than one county 3 = One county	Priority H = High M = Medium L = Low	Lead Agency	Partners	Jobs Created/ Timeline S = Set Date O = Ongoing U = Undetermined
Objective A: Assist communities with the development of affordable and the availability of housing opportunities for the region's citizens.					
Housing Rehabilitation	1	M	All 50 Cities & 10 Counties in the District	Private sector, cities/counties, LCRDC, CWND, USDA-RD	0/0
Emmons County housing shortage	3	H	Linton, Hazelton, Hague, Strasburg	Private sector, city, county, USDA-RD	0/0
Grant County housing shortage	3	H	Carson, Elgin, New Leipzig	Private sector, city, county, USDA-RD	0/0
Kidder County housing shortage	3	H	Steele, Tappen, Dawson	Private sector, city, county, USDA-RD	0/0
McLean County housing shortage	3	H	Wilton, Washburn, Underwood, Butte, Garrison, Max	Private sector, city, county, USDA-RD	0/0
Mercer County housing shortage	3	H	Beulah, Hazen, Stanton	Private sector, city, county, USDA-RD	0/0
Morton County housing shortage	3	H	Hebron, Glen Ullin, Flasher, Mandan, New Salem	Private sector, city, county, USDA-RD	0/0
Oliver County housing shortage	3	H	Center	Private sector, city, county, USDA-RD	0/0
Sheridan County housing shortage	3	H	Tuttle, McClusky, Goodrich	Private sector, city, county, USDA-RD	0/0
Sioux County housing shortage	3	H	Solen, Fort Yates, Selfridge	Private sector, city, county, USDA-RD	0/0

Infrastructure

Goal I: The Region will have adequate private and public sector infrastructure.

Project	Regional Impact 1 = All Counties 2 = More than one county 3 = One county	Priority H = High M = Medium L = Low	Lead Agency	Partners	Jobs Created/ Timeline S = Set Date O = Ongoing U = Undetermined
Objective A: Assist public sector entities with their infrastructure needs.					
Underwood water distribution repairs	3	M	Underwood	USDA-RD, ND Water Fund	0/U
Oliver County shop	3	M	Oliver County	USDA-RD	0/U
Oliver County equipment upgrades	3	H	Oliver County	USDA-RD	0/O
Carson lagoon repairs	3	H	Carson	LCRDC	0/2022
Pick City Lagoon repairs	3	M	Pick City	USDA-RD, LCRDC	0/2022
Sheridan County road repairs	3	H	Sheridan County	ND DOT, private sector	0/O
Sheridan County storage building	3	L	Sheridan County	USDA-RD	0/U
Bismarck street repairs	3	M	Bismarck	City, private sector	0/U
Bismarck sidewalk, curb & gutter repairs	3	L	Bismarck	City, private sector	0/O
Bismarck landfill expansion	3	H	Bismarck	City, USDA-RD	0/U
Bismarck water meter replacement	3	M	Bismarck	USDA-RD	0/O
Hazen street repairs	3	M	Hazen	City, private sector	0/U
Hazen residential space development	3	L	Hazen	City, private sector	0/U
Benedict City Hall ADA	3	H	Benedict	LCRDC	0/2022
Steele Water/Sewer Lines	3	M	Steele	LCRDC	0/2022
Wing Chemical House Construction	3	M	Wing	LCRDC, USDA-RD	0/2022
Objective: B: Assist private sector entities with their infrastructure needs.					
Hebron Brick	3	H	Local Bank	LCRDC, Bank	1/2022
Farmers Choice	3	H	Local Bank	LCRDC, Bank	1/2022
Hugo Home Improvements	3	H	Local Bank	LCRDC, Bank	2/2022
Ruaeh	3	H	Local Bank	LCRDC, Bank	1/2022
Mandan Subaru	3	H	Local Bank	LCCDC, Bank	3/2022
E & A Body Shop	3	H	Local Bank	LCCDC, Bank	2/2022
Ft. Abraham Lincoln Foundation	3	H	Local Bank	LCRDC, Bank	2/2022
Xiphos Energy	3	H	Local Bank	LCRDC, Bank	3/2022

SCOPE OF WORK

JANUARY 1, 2022 THROUGH MARCH 31, 2025

The following are specific work program elements of the District:

C Assist the Region's counties and cities with their infrastructure needs.

1. Assist counties/cities in preparing their CDBG pre-applications and final applications to the state.
2. Provide CDBG grants to six infrastructure projects within the region.
3. Provide assistance as may be requested in addressing transportation issues, health care, senior citizen's needs, ADA issues, roads, highways and bridges.
4. Increase awareness of counties/cities of the CDBG program administered by LCRDC and continue education and promotion of all LCRDC's loan and grant programs.

B. Assist the Region's counties and cities with their housing needs.

1. Coordinate with local entities to determine their housing needs and to offer and provide assistance, including access to financial assistance in developing employee housing.
2. Assist in the development of single and multi-family housing in the region and in development that ensures the elderly are not displaced.
3. Continue coordinated and cooperative activities that include the promotion of housing programs included but not limited to our sister organization CommunityWorks North Dakota's revolving loan programs.
4. Create partnerships with organizations that are currently involved in housing issues.
5. Provide CDBG grants to three properties for their multi-family housing rehab projects.

C. Assist the Region's counties and cities with their economic and community development needs.

1. Continue to administer the North Dakota Opportunity Fund on behalf of the Mandan Consortium.
2. Continue to support the administration and promotion of the SBA504 program on behalf of Lewis & Clark Certified Development Company.
3. Assist businesses and municipalities with identifying financing needs and securing financing from other sources.
4. Assist with all aspects relating to energy-production, value-added agriculture, manufacturing, retail/service, technology-based and tourism-related development

5. Coordinate with lenders and businesses in determining their financing needs.
6. Provide assistance to counties and/or cities in their efforts to prepare for business closures/layoffs.
7. Assist local development groups with their business development.
8. Provide gap financing in the amount of \$30MM for the creation of 300 FTE jobs through LCRDC direct and contracted lending programs including NDOF and SBA504.
9. Improve the communication with the various economic development organizations by continuing to issue the Council newsletter.
10. Work with partners with their development and educational efforts.

D. Other

1. Assist and maintain rapport with Standing Rock Sioux Tribe in Fort Yates, ND.
2. Implement the economic development goals, objectives and projects identified in the district's 2019-2024 updated CEDS and update the document annually.
3. Submit any revisions to the Updated/Revised CEDS to the EDA Regional Office and Economic Development Representative (EDR) based on EDA's review of the document. (Year 1 – January 1, 2022 to December 31, 2022).
4. Utilize information gathered from surveys, meeting, town halls, and research through the CARES supplemental planning grant to update current CEDS and prepare the April 1, 2023 through March 31, 2028 CEDS as well as prepare and make recommendations to the 10 county commissions on how to improve their multi-hazard mitigation plans.