

## Thank you for your continued support

A big thank you to the local business that have supported Forward Devils Lake. This year, like many others in the past, has been eventful and exciting for the Lake Region. Our hope is that you believe in the mission of the organization and are willing to participate as an investor in 2016. Forward Devils Lake wants its businesses to have an influential part in this community's success. By becoming an investor you are supporting what our mission stands for; to foster and develop existing and new business and industry in the Lake Region. Economic Development efforts in the Lake Region are a collaboration between public and private sectors investing in our community's growth.

## Contact Us

Forward Devils Lake is located in the Chamber of Commerce Building

208 Hwy. 2 West  
Devils Lake, ND 58301

Phone: 701-662-4933

Email: [Rachel@devilslakend.com](mailto:Rachel@devilslakend.com)

Web: [development.devilslakend.com](http://development.devilslakend.com)

# 2015 Annual Report



## FORWARD DEVILS LAKE

Economic Development



**Forward Devils Lake**  
208 Hwy. 2 West  
Devils Lake, ND 58301

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# 2016 Board of Directors

John Nord – President  
Renard Bergstrom – Vice President  
Barry Gage – Treasurer  
Al Freidig – Secretary  
Guy DeSautel – Past President  
Mayor Richard Johnson – City Representative  
Myrna Heisler – County Representative  
Tom Wade  
Brett Johnston  
Mike Dunn  
Andrew Lancowitz  
Philip Jerome  
Christy Remmich  
James Andrews  
Bob Hatten  
Tom Haahr  
Damian Reiter  
Terry Johnston – City Administrator  
Paula Vistad – Chamber Director  
Suzie Kenner – Tourism Director

# 2015 Board of Directors

Guy DeSautel – President  
John Nord – Vice President  
Renard Bergstrom – Treasurer  
Shannon Teigen – Secretary  
Wade Schwan – Past President  
Mayor Richard Johnson – City Representative  
Myrna Heisler – County Representative  
Jay Klemetsrud  
Mike Dunn  
Tom LaMotte  
Tom Wade  
Brett Johnston  
Al Freidig  
Barry Gage  
Dave Dircks  
Fran Leiphon  
Tim Greene  
Terry Johnston – City Administrator  
Paula Vistad – Chamber Director  
Suzie Kenner – Tourism Director

## Change in our community



Many of us know change can be difficult, but we are of a time that our surroundings are continually changing. It is our job to minimize the negative impact while change takes place. The most important factor is good communication. FDL hopes that you will become informed about the topics that impact our community and help us grow with the changes. FDL makes an effort to communicate through the media, quarterly newsletters, and various community meetings.

The Lake Region has experienced significant change in 2015. Our community has changed because of workforce demands, availability of childcare, and housing among many other topics. Forward Devils Lake sees these as opportunities to improve. Committees have been formed to discuss these topics.

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*“Life is change. Growth is optional.  
Choose wisely.” —Karen Kaiser Clark*

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## Growth in our backyard

The focus for 2016 is to work with the changes that we have experienced and create growth throughout the Lake Region. This year we will be continuing the efforts of the Childcare Committee to work diligently on growing the number of childcare positions in the area. FDL intends to continue efforts on developing additional affordable housing. The hope is that with positive growth on childcare and housing we will experience an increase in workforce availability.

Let us all make an effort to work together in 2016 to expect change and embrace growth. In the end the Lake Region will be an even better community to be a part of for years to come.

# Devils Lake Community Profile

Population .....	7,256
Median Age .....	42.3
Total Housing Units .....	3,515
Occupied Housing Units .....	88%
Education (Age 25+)	
No High School Diploma .....	10.7%
High School Diploma or Equivalency .....	28.4%
Some College, No Degree .....	23.4%
Associate's Degree .....	14.7%
Bachelor's Degree .....	18.5%
Graduate/Professional Degree .....	4.3%
Income	
Median Household .....	\$47,361
Per Capita .....	\$42,640
Individuals Below Poverty Level .....	12.5%
Employment States (Age 16+)	
Employed .....	71.3%
Unemployed .....	3.3%
Government Workers .....	19.5%
Work at Home .....	5.9%
Commuting Time .....	12 min
Occupation	
Management, Professional & Related .....	33.6%
Service .....	18.7%
Sales & Office .....	26.2%
Construction, Extraction & Maintenance .....	11.5%
Production, Transp. & Material Moving .....	10.0%

Source: US Census Bureau and Job Service

# 2015 FDL Investors

## Platinum Investor - \$1000

Bergstrom Auto Management  
 North Dakota Telephone Company  
 Western State Bank

## Gold Investor - \$500

CHI Mercy Hospital	Montana-Dakota Utilities
Jerome Wholesale, Inc.	Otter Tail Power Company
Klemetsrud Plumbing & Heating Co.	Petit Development LLC
Lake Region State College	Ramsey National Bank
LaMotte's Paint & Glass	Sleep Inn & Suites
	Schwan Wholesale Co., Inc.

## Silver Investor - \$250

Altru Clinic – Lake Region	JS Vending & Wholesale
Bergstrom Electric Inc.	Lake Chevrolet
Blueline Seamless Rain Gutter	Lake Region Corporation
Bremer Bank	Lake Region Sheet Metal
Britsch and Associates	Lakeview Lodge
Construction Engineers	Little Coyote Coffee
Dairy Queen	North Central Planning Council
Decorated Wearables	Real Estate “7”
Devils Lake Regional Airport	State Farm Ins. – Kevin Vistad
Gate City Bank	Sungate Properties
Gessner Iron Works	Superb Services
Gilbertson's Funeral Home	Tecta America
Horizon Financial Bank	US Bank Corporation
Job Service of North Dakota	

## Individual Investor - \$50

Guy DeSautel	Chuck Soderstrom
Roger Haugen	

# Ongoing Efforts

City of Devils Lake Commission Meetings  
 Ramsey County Commission Meetings  
 Devils Lake Regional Partnership  
 North Dakota Department of Commerce  
 Economic Development of North Dakota  
 Rotary Club  
 Devils Lake Chamber of Commerce  
 Devils Lake Convention & Visitors Bureau  
 Lake Region State College  
 Devils Lake Regional Airport  
 UAV Developments  
 Greater North Dakota Chamber  
 Military Affairs Committee  
 Lake Region Technology Entrepreneur Center  
 TrainND  
 Marketplace for Kids  
 Scrubs Camp  
 Devils Lake Centers  
 Devils Lake Industrial Park  
 Renaissance Zone Committee  
 Relocation Committee  
 Community Development Corporation  
 Beautification Committee  
 Childcare Committee  
 Housing Committee  
 Mainstreet Revitalization  
 Dakota CDC



## Largest Employers

1. Devils Lake Public School District
2. Lake Region State College
3. Wal-Mart
4. Eventide
5. Leever's Foods
6. CHI Mercy Hospital
7. Summers Manufacturing
8. City of Devils Lake
9. Nondisclosed
10. Good Samaritan Center

## Average Wages

1. McKenzie County.....	\$75,556
2. Williams County .....	\$75,400
3. Oliver County .....	\$75,088
4. Dunn County .....	\$68,588
5. Mountrail County .....	\$68,380
6. Divide County .....	\$68,172
7. Mercer County .....	\$64,168
8. Stark County .....	\$61,724
9. Burke County .....	\$52,468
10. McLean County .....	\$52,000
<b>Statewide .....</b>	<b>\$48,776</b>
<b>Ramsey County .....</b>	<b>\$36,556</b>

# Public vs. Private Investment



2011-2015

# Sales Tax Collection



## Mini-Grant Program



FDL offers small grants to businesses (which includes tourism) that have their headquarters in the Lake Region. Mini-grants can be utilized for research and development, business plans, marketing plans, feasibility studies, marketing tasks and patent fees. Project requests not directly benefiting a for-profit business will be referred directly to the Growth Fund and Devils Lake City Commission.

## Renaissance Zone Program

The Renaissance Zone is a development program to help rebuild Devils Lake downtown area in an effort to maintain historic attractiveness.

**TAX INCENTIVES** - An individual taxpayer who purchases or rehabilitates a single family residential property for their primary place of residence is exempt from up to \$10,000 of personal income tax liability.

Any taxpayer that purchases, leases, or rehabilitates residential or commercial property for any business or investment purpose is exempt from any tax on income derived from the business or investment location.

**PROPERTY TAX EXEMPTIONS** - A partial or complete exemption from ad valorem taxation on single-family residential property for five years, excluding the land value, if the property was purchased or rehabilitated by an individual for the individual's primary place of residence.

# Programs

## Façade Improvement Program



- Up to a \$10k interest free loan
- Payback is 50 months
- Loan money received is put back into the fund to keep it revolving
- Fund will be administered by FDL
- Applications can be received at [development.devilslakend.com](http://development.devilslakend.com) or picked up at the FDL office
- Materials must be purchased locally if possible
- Money to be distributed on a completed and agreed upon plans
- Available to any business in City Limits

## TrainND Program

FDL and Train ND have collaborated over the past seven years to provide professional development training to members & non-members in the Lake Region. As a benefit, FDL investors receive a discounted price on training.

Since 2009 there have been 44 classes offered on various topics. Many have attended more than once for a total of 775 participants. The program has an overall satisfaction rating of 99%.

The PACE family of programs at BND is designed to encourage specific types of economic activity within the state of North Dakota. In general terms, PACE provides an interest buy down that can reduce the borrower's rate of interest by as much as 5%.

## Flex PACE Program

### GESSNER IRON WORKS

The Flex PACE feature provides interest buy down to borrowers that do not fit into the traditional definition of a PACE qualifying business. Under Flex PACE, the community determines eligibility and accountability standards. Flex PACE allows communities the ability to provide assistance to borrowers with a business focus or need outside of the current requirements of PACE, such as job retention, technology creation with no new jobs, retail, smaller tourist businesses and essential community services.

**JOB QUALIFICATIONS** – Job creation is not a requirement, but jobs will be tracked for informational purposes.

**FLEX PACE FUNDING** – BND will provide up to \$100,000 of Flex PACE funds for regular projects and up to \$300,000 for Licensed Child Care Projects.





## PACE Program



**BORROWER** – The borrower can be any person or entity whose business is in manufacturing, processing, value-added processing and targeted service industries. Targeted service industries are businesses involved in data processing, telemarketing, telecommunications, major tourist attractions, holding companies involved in leasing assets to entities otherwise defined as a PACE qualified business, and all other service companies and wholesalers that generate 75% or more of their sales outside of the state of North Dakota.

A holding company may qualify provided the benefit of the PACE buydown flows through to the lessee. The lessee will be responsible for satisfying the job creation requirements of the program. If no less than 40% of the space is used by the PACE qualified business, the entire requested loan amount for the facility will be deemed as a PACE qualified project, subject to all other requirements of the program.

**LOAN LIMIT** – There are no maximum loan parameters for borrowing under this program.

**USE OF PROCEEDS** – The proceeds of a loan may be used to purchase real property, equipment and certain working capital requirements. The program cannot be used to refinance any existing debt or for relocation within North Dakota.

**JOB CREATION** – The borrower shall demonstrate that within one year there will be a minimum of one job created and retained for every \$100,000 of total loan proceeds. Otherwise, the interest buydown will be prorated to reflect any partial fulfillment.

## Multi-Family Housing Program



- The fourth round of incentive has allocated \$250,000 from the growth fund to participate in the FLEX Pace Buy Down program through the Bank of North Dakota
- The max any developer would receive from FDL would be \$50,000 (loan)
- Bank of ND would contribute \$100,000 per project (grant)
- The local share would be paid back to FDL after the original loan is paid
- Payback of FDL money is over 5 years at 0% interest
- FDL would have a second mortgage or lien
- Development must be within city limits
- Total development must be 4 units or larger