



Issue #10

Forward Devils Lake's Quarterly Newsletter

3rd Quarter 2017

DIRECTOR'S LETTER:

I wanted to let everyone know what the Devils Lake Airport and Forward Devils Lake have been working on regarding UAS development. We have put together a proposed UAS Industrial Park that would be located on the airport property. There would be two locations the first would be located directly behind Devils Lake Aero and would be focused on smaller business development projects. The second, would be accessed through the current industrial park and would be focused on large, more manufacturing based development. They would have access to a commercial airport runway and other airport resources. Additionally, I will be attending the UAV Expo in Las Vegas October 24th- 26th and will be bringing this information with me to capture interest in Devils Lake.

FDL had three videos created to market our community, please take a look.

[Devils Lake's Current Industrial Park](#)

[Devils Lake's New Industrial Park](#)

[Devils Lake Is Where You Want To Live](#)

The Flex Funding program that has been offered in conjunction with the Bank of North Dakota has been put on hold in Devils Lake with consideration that FDL would like to conduct a strategic planning session to develop where the company is going to be in the next year, five years, and in 10 years.

Thank you for your continued support and, as always, let us know how we can better serve you.

Rachel Lindstrom, MBA
Executive Director

3rd Quarter 2017's activities:

- **FLEX Funding:**
 - Vasichek Properties, LLC, was approved for FLEX Funding to be used to construct a building on Hwy 2 for Leading Edge Equipment of Devils Lake. The new facility will be approximately 75k square feet and constructed with a durable pre cast design. By replacing the exiting facility they will be removing an old obsolete building and replacing it with a modern, more efficient layout and design. Their plan is to expand their operations and add 3 full time jobs and 1 part time position. The total project cost will be \$5.7 million. The community portion would be \$86k payable back at the end of the life of the loan.
 - MJ Rentals, LLC, was awarded FLEX Funding to be used to construct a building on Hwy 2 for an office/retail building to house 3 tenants. The new facility will be approximately 5400 square feet and constructed utilizing local contractors and businesses. They have two tenants that are considering occupancy already with the potential to at 5 new jobs in our community. The total project cost will be \$554k. The community portion would be \$86k.
- **Façade Improvement:**
 - Devils Lake Chamber of Commerce was awarded a Façade Improvement loan from FDL for an exterior update on their current location.

- **Childcare:**
 - **Sunnyside Childcare, formerly known as Bright Beginnings Childcare, expanded its services in the City owned childcare building. They have increased from 18 to 48 full time children and will have 53 by January 2018.**

FDL's Program Use - Public vs. Private

	2015			2016			3rd Qtr 2017		
	Public Funds	Project Cost	Program Use	Public Funds	Project Cost	Program Use	Public Funds	Project Cost	Program Use
Multi-Family Housing	100,000	5,810,000	34 units	-	4,471,600	30 units	-	-	
Façade	10,000	10,000	1 Loans	21,925	21,925	3 Loans	30,000	30,000	3 Loans
Mini Grant	20,000	20,000	4 Grants	5,000	5,000	1 Grant	-	-	
Flex Funding & IP Land	128,571	5,519,197	8 Projects	183,271	8,018,800	5 Projects	172,000	6,208,880	2 Loan
Totals by year	\$ 258,571	\$ 11,359,197		\$ 210,196	\$ 12,517,325		\$ 202,000	\$ 6,238,880	

Devils Lake's Economic Report

Prepared by Forward Devils Lake as of September 30, 2017

SALES TAX

	Amount
Q3 2017	\$846,413
Q2 2017	\$696,870
Q1 2017	\$750,821
2016	\$3,206,644

RESTAURANT TAX

	Amount
Q3 2017	\$76,909
Q2 2017	\$65,263
Q1 2017	\$53,343
2016	\$245,124

LODGING TAX

	Amount
Q3 2017	\$37,702
Q2 2017	\$14,488
Q1 2017	\$11,675
2016	\$80,529

COMMERCIAL PERMITS

	#	Amount
Q3 2017	11	\$10,097,205
Q2 2017	6	\$622,037
Q1 2017	7	\$2,069,647
2016	27	\$4,917,521

RESIDENTIAL PERMITS

	#	Amount
Q3 2017	45	\$1,035,461
Q2 2017	55	\$1,415,804
Q1 2017	3	\$6,600
2016	117	\$2,654,780

Source: City of Devils Lake

PROPERTY FOR SALE

	Qtr 3 2017	Qtr 2 2017	Qtr 1 2016
\$0 - \$80k (# listed)	14	5	2
\$81k - \$150k (# listed)	12	12	6
\$151k - \$250k (# listed)	16	17	7
\$250k - Above (# listed)	12	17	11

Source: local realtor website listings

MAJOR INDUSTRY

Industry	# of F-T Employees
Health Care and Social Assistance	985
Retail Trade	930
Accommodation and Food Services	713
Public Administration	402
Wholesale Trade	318
Finance and Insurance	269
Construction	250
Manufacturing	172
Information	137
Other Services (except Public Administration)	129

TAXABLE SALES (2016)	
	Amount
Full Year	\$164,607,046

UNEMPLOYMENT RATE	
State	Local
2.1%	1.7%

Rental Vacancy Rate	
State	Local
5.9%	6.8%

EMPLOYMENT WAGE STATISTICS

*assumes a 40 hour week

	Avg. Hrly Wage	Avg. Annual Wage
State	\$23.83	\$49,556
Local	\$19.25	\$40,040

Source: Job Service



Available:
 New Industrial Park = 130 acres
 Old Industrial Park = 2 acres

OUR MISSION:

To foster and develop existing and new business and industry in the Lake Region.

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Check out our website!

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

## Funding North Dakota

| ORGANIZATION                         | PROGRAMS    | TYPE  | DESCRIPTION                                           |
|--------------------------------------|-------------|-------|-------------------------------------------------------|
| <input type="checkbox"/> Innovate ND | Innovate ND | Grant | Grants up to \$24,000 for business startup assistance |

|                                                         |                                                                       |                                     |                                                                                                                                                                                  |
|---------------------------------------------------------|-----------------------------------------------------------------------|-------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <input type="checkbox"/> ND APUC                        | Ag Products Utilization Commission                                    | Grant                               | Grants dependent on available funding to create new & expanded uses of ND Ag Products                                                                                            |
| <input type="checkbox"/> SBIR STTR                      | Small Business Innovation Research/Small Business Technology Transfer | Grant                               | Grants support research and innovation from Federal Agencies Research and Development Funding<br><br>Phase I - \$150,000<br>Phase II - \$1,000,000                               |
| <input type="checkbox"/> North Central Planning Council | Community Development Loan Fund                                       | Gap Financing and Equity Investment | Retail Sector: Minimum loan \$10,000, Maximum loan \$300,000<br><br>Primary Sector: Minimum loan \$50,000, Maximum loan \$500,000                                                |
|                                                         | Revolving Loan Fund                                                   | Loan Participation                  | Minimum loan amount \$5,000, Maximum loan amount \$150,000<br><br>The RLF shall not participate as the lead lender and the loan amount shall not exceed 45% of the total project |
| <input type="checkbox"/> SBA                            | SBA 7(a)                                                              | Loan Guarantee                      | Loan guarantee provided to your local bank; Apply through your bank                                                                                                              |
|                                                         | SBA 504                                                               | Loan Participation                  | Fixed asset long term loan through a certified development company                                                                                                               |
| <input type="checkbox"/> Dakota CDC                     | 504                                                                   | Loan Participation                  | Certified Development Company Originating SBA 504 loans                                                                                                                          |
|                                                         | Intermediary Lending Program (ILP)                                    | Loan                                | Up to \$200,000 and 15-year term for firms not qualifying for bank financing                                                                                                     |
|                                                         | 7(a) Community Advantage                                              | Loan Guarantee                      | Loan guarantee for startup businesses in underserved communities                                                                                                                 |
|                                                         | Intermediary Relending Program (IRP)                                  | Loan Guarantee                      | Communities < 50,000<br><br>Fixed rate loans up to \$250,000 for 5 to 15 years<br>New or existing business                                                                       |
|                                                         | Main Street                                                           | Loan                                | Loans for \$1,000 to \$35,000 for new or existing business                                                                                                                       |
|                                                         | Kiva Zip                                                              | Loan                                | Loans up to \$10,000 for any type of business                                                                                                                                    |
| <input type="checkbox"/> Bank of North Dakota           | Accelerated Growth                                                    | Loan Participation                  | Sales > \$1.5 million<br>Up to \$3,000,000<br>Fixed assets financing applied through your bank                                                                                   |
|                                                         | Flex PACE                                                             | Interest Rate Buy Down              | Fixed asset long term financing                                                                                                                                                  |
|                                                         | PACE                                                                  | Interest Rate Buy Down              | Primary Sector - Fixed asset long term financing                                                                                                                                 |
|                                                         | Multi-Family PACE                                                     | Interest Rate Buy Down              | Fixed asset long term financing                                                                                                                                                  |
|                                                         | Bio-Energy PACE                                                       | Interest Rate Buy Down              | Fixed asset long term financing                                                                                                                                                  |
|                                                         | Licensed Childcare PACE                                               | Interest Rate Buy Down              | Fixed asset long term financing                                                                                                                                                  |
|                                                         | Bank Participation                                                    | Loan Participation                  | Participation with your local bank. No limit.                                                                                                                                    |

|                                                              |                                                                                                          |                             |                                                                                                                                                                                                                                                                                                                                                 |
|--------------------------------------------------------------|----------------------------------------------------------------------------------------------------------|-----------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                              | Beginning Entrepreneur                                                                                   | Loan Guarantee              | Provides local banks up to \$500,000 of loan guarantee for emerging businesses                                                                                                                                                                                                                                                                  |
|                                                              | Business Development                                                                                     | Loan Participation          | Loans up to \$1,000,000 for any type of business                                                                                                                                                                                                                                                                                                |
|                                                              | Match                                                                                                    | Loan Participation          | Primary sector - Real property and equipment loan                                                                                                                                                                                                                                                                                               |
| <input type="checkbox"/> Center for Innovation               | Angel Fund                                                                                               | Equity                      | Direct equity investment into early to growth stage business                                                                                                                                                                                                                                                                                    |
| <input type="checkbox"/> Dakota Venture Group                | Dakota Venture Fund                                                                                      | Equity                      | Student run - Direct equity investment                                                                                                                                                                                                                                                                                                          |
| <input type="checkbox"/> 701 Angel Fund                      | 701 Fund                                                                                                 | Equity                      | Direct equity investment                                                                                                                                                                                                                                                                                                                        |
| <input type="checkbox"/> North Dakota Department of Commerce | ND Development Fund                                                                                      | Debt and/or Equity          | Up to \$1,000,000 debt and/or equity<br><br>For ND primary sector business<br>(Requires job creation)                                                                                                                                                                                                                                           |
|                                                              | New Venture Capital Fund                                                                                 | Equity Investment           | Direct investment into early to expansion stage business                                                                                                                                                                                                                                                                                        |
|                                                              | Revolving Rural Loan Fund                                                                                | Debt and/or Equity          | Up to \$1,000,000 debt and/or equity<br><br>For ND primary sector business                                                                                                                                                                                                                                                                      |
|                                                              | Rural Incentive Growth Program                                                                           | Debt                        | Up to \$75,000 loan made to the city who then loans it to the business                                                                                                                                                                                                                                                                          |
|                                                              | Small Business Tech. Program                                                                             | Equity                      | Match angel fund investment at \$1 of state funds to \$2 private funds                                                                                                                                                                                                                                                                          |
| <input type="checkbox"/> North Dakota Housing Finance Agency | Construction Loan Guarantees                                                                             | Loan Guarantee              | Loan guarantees for lenders who finance affordable single-family housing construction in rural communities                                                                                                                                                                                                                                      |
|                                                              | Housing Incentive Fund                                                                                   | Forgivable Loan             | The number of HIF assisted units in a project will be calculated in proportion to the amount of HIF assistance in relation to the cost of construction. For example, if a 10 unit project has a total cost of \$1,000,000 and receives \$200,000 in HIF assistance, then 20 percent of the units, or 2 units, are considered to be HIF assisted |
|                                                              | Rural Housing Development Loan Program                                                                   | Loan                        | Short-term financing for predevelopment soft costs, land acquisition, site development and construction financing                                                                                                                                                                                                                               |
| <input type="checkbox"/> USDA Rural Development              | Business & Industry Loan Guarantees                                                                      | Loan Guarantee              | Create jobs/stimulate rural economies by providing financial backing for rural businesses                                                                                                                                                                                                                                                       |
|                                                              | Rural Economic Development Loan & Grant Program                                                          | Loan                        | Rural utility company serves as an intermediary to provide 0% interest loans with a 10 year term                                                                                                                                                                                                                                                |
|                                                              | Rural Energy for America Program Renewable Energy Systems & Energy Efficiency Improvement Loans & Grants | Loan Guarantee and/or grant | Provide assistance for energy efficiency improvements or purchase a renewable energy system for operations<br><br>Grants up to 25% of project costs not to exceed \$250,000 for energy efficiency projects and \$500,000 for renewable energy<br><br>Loan guarantees up to 75% of project cost not to exceed \$25 million                       |
|                                                              | Value Added Producer Grants                                                                              | Grant                       | Help independent agricultural producers enter into activities that add value to their crops                                                                                                                                                                                                                                                     |

|                       |                                                         |       |                                                                                                                                                                                 |
|-----------------------|---------------------------------------------------------|-------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                       | ***Many other programs available. Request program book. |       |                                                                                                                                                                                 |
| ☐ Forward Devils Lake | Façade<br>Improvement<br>Program                        | Loan  | Up to \$10,000 loan; 0% interest over 5 years<br><br>To be used to update the exterior of a business in Devils Lake                                                             |
|                       | Mini Grant<br>Program                                   | Grant | Up to \$5,000 matching grant for value added or primary sector<br>businesses<br><br>To be used for marketing, research & development, feasibility<br>studies, patent fees, etc. |