



Trail County Economic Development 2013 Annual Report

*Our Mission:
Promote, Encourage and Assist Business and
Community Development*



TRAIL COUNTY

ECONOMIC DEVELOPMENT
promote. encourage. assist.

WelcomeTrail.com

2013 Year In Review

Strategic Goals and Impact

*A message from Executive Director,
Melissa Beach*



2013 has been yet another year filled with activity in Traill County. We have worked dili-

gently toward our strategic goals, and have been involved in a variety of activities and projects. We could not be where we are today without the help of our businesses and partners, both across the county and the state. We do know that progress comes through hard work and cooperation and we are proud to say we have found that in each of our communities.

Traill County continues to reap the benefits of the positive business climate and developing economy that North Dakota is showcasing.

In 2013, we continued to see companies looking at Traill County from other states and countries. In order to stay competitive, we need to continually analyze our infrastructure, workforce, housing and quality of life to ensure we are a great location for companies new and old.

Like many other small communities in North Dakota, our cities depend on the farm economy to survive. We have seen several good years in a row, which has led to numerous developments and diversifications in those farm businesses. The best thing we can do is diversify in the good years to ensure we can make the swing through the not

so good years. We have been very impressed with the technology related businesses that have begun in 2013, related to both farming and the oil technology.

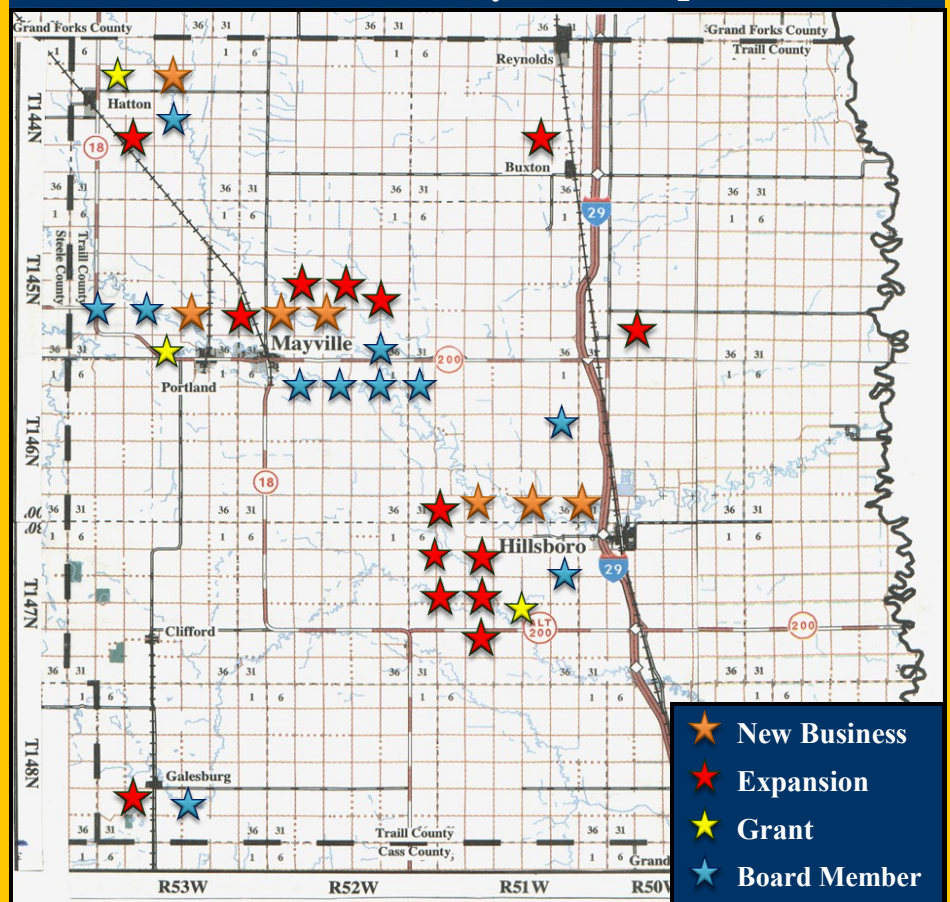
Each year we talk to businesses in our area to see what issues we can tackle to help make their companies run more smoothly. Again in 2013, the availability of child care was brought up as a serious issue. In response, we renewed our grant program for another year, and we were thrilled with the results.

We hope our programs have positively impacted our communities and we look forward to continuing the cooperative relationships and forward progress in 2014!

2013 Strategic Goals

- **Through business development, retain and recruit employment opportunities that meet the needs and abilities of our population**
- **Increase and develop resources while continuing to leverage what is available**
- **Develop marketing and communication strategies to support our mission**
- **Improve quality of life to retain and attract people to Traill County**

2013 Traill County EDC Impact



2013 Highlights

Clients, Projects & Partners

2013 Clients

- 67 total clients
- 3 out-of-state clients
 - 2 MN, 1 TX
- 7 new businesses
- 14 business expansions
- 2 grants written & received for clients
- 2 child care grants dispersed
- 1 signage grant dispersed
- 2013 meeting tours
 - Central Valley School
 - Mayville State University
 - Total Ag Industries

Collaborative Partners

- Lake Agassiz Regional Devl.
- Mayville State University
- Traill County Cities
- Hatton EDC
- Hillsboro EDC
- May-Port EDC
- Hillsboro Business Assn.
- Child Care Aware
- ND Dept. of Commerce
- USDA Rural Development
- Small Business Admin.

Companies Expanding and Improving



Total Ag Industries of Hillsboro got acquainted with their new facility in 2013. With nearly 60,000 sq. feet of space, the company is much better able to assemble equipment and develop custom products. Total Ag now has 30 employees, along with students as they are available. That number is up from just three full time employees four years ago.

Aasen Drug of Mayville completed a renovation of their façade which now gives a bright update to downtown.



NAPA Auto Parts of Mayville expanded their building to add storage and better serve customers.

Like many small town theaters, the DelChar Theater in Mayville looked to begin the process of going digital in 2013. A group of concerned citizens worked diligently to fund raise for the costly equipment to assist long-time owners Steve and Laurel Larson. After much consideration, the Larsons decided to give the theater to another interested party due to the additional cost of the necessary upgrades.



2013 Highlights

Job Creation Projects - *Trail County EDC Loan Clients*

Trail County EDC Loan Clients

Customer	Loan Origination Date	Original Loan	2011 Balance	2012 Balance	2013 Balance
Client #1 - Hillsboro	05/24/2010	\$ 3,500.00	\$ 2,722.24	\$ 1,555.60	\$ 194.52
Client #2 - Buxton	02/18/2010	\$ 4,200.00	\$ 3,920.00	\$ 3,080.00	\$ 2,310.00
Client #3 - Clifford	10/18/2002	\$ 5,000.00	\$ 1,433.36	\$ 1,433.36	\$ 933.36
Client #4 - Hatton	02/24/2010	\$ 25,000.00	\$ 20,041.55	\$ 11,541.35	\$ 3,041.15
Client #5 - Buxton	03/01/2009	\$ 8,000.00	\$ 7,000.00	\$ 6,250.00	\$ 5,250.00
Client #6 - Hillsboro	06/16/2011	\$ 7,500.00	\$ 6,225.00	\$ 3,462.50	\$ 1,125.00
Client #7 - Hillsboro (In Collections)	06/29/2005	\$ 5,000.00	\$ 1,805.00	\$ 1,805.00	\$ 1,805.00
Client #8 - Hillsboro (In Collections)	12/31/2007	\$ 3,194.32	\$ 511.00	\$ 511.00	\$ 511.00
Client #9 - Hillsboro (In Collections)	12/10/2008	\$ 2,800.00	\$ 2,455.00	\$ 2,455.00	\$ 2,335.00
Client #10 - Hillsboro	5/24/2010	\$ 3,500.00	\$ 1,838.92	\$ 838.92	\$ 0.00
Client #11 - Mayville	2/20/2013	\$ 25,000.00	-	-	\$25,000.00
Client #12 - Hillsboro	3/1/2013	\$ 10,000.00	-	-	\$ 0.00
Totals		\$ 67,694.32	\$ 47,952.07	\$ 32, 932.73	\$ 42,505.03

Trail County EDC Current Loan Client Job Creation Report

Customer	Loan Date	2010 FT	2010 PT	2011 FT	2011 PT	2012 FT	2012 PT	2013 FT	2013 PT
Client #1 - Hillsboro	05/24/2010	0	1	0	1	0	1	0	1
Client #2 - Buxton	02/18/2010	1	6	1	6	1	8	1	8
Client #4 - Hatton	02/24/2010	0	2	3	0	4	0	5	0
Client #5 - Buxton	03/01/2009	3	2	3	5	3	4	3	4
Client #6 - Hillsboro	06/16/2011	2	1	4	2	10	3	10	5
Client #10 - Hillsboro	5/24/2010	1	1	2	0	2	0	2	0
Client #11 - Mayville	2/20/2013	-	-	-	-	3	2	4	3
Client #12 - Hillsboro	3/1/2013	-	-	-	-	-	-	7	3
Total Jobs		7	13	13	14	23	18	32	24

2013 Highlights

Job Creation Projects - *Growing Businesses and Growing Jobs*



Chad's Excavating owner Chad Hanson approached Traill County EDC early in 2013 to assist with financing a company expansion. Established in 2003, the company works in Traill county and beyond with excavating and other similar dirt projects. Hanson saw the tiling market continuing to expand, and upon request of his existing customers, decided to expand to include a tiling service.

Traill County EDC worked with the company's bank to package a loan, with Traill County EDC financing \$25,000 of the equipment at 3.75% over four years.

As a job development authority, we found this project to be especially attractive due to the job creation. Chad's Excavating had 3 full-time employees prior to adding the tiling service. Once work began in 2013, that number was increased to 7 full-time employees, and Hanson expects to be at 9 or potentially 10 full-time employees in 2014.

We see this as a great way to continue to support the expansions of our local businesses through cooperation with local banks and other financial institutions. We look forward to watching Chad's Excavating grow.



Chad's Excavating of Mayville expanded services in 2013 to include tiling. The company's tractor and tiling machine are pictured, along with an aerial shot of a field that was tiled.



2013 Highlights

Child Care Expansion - Grants Help to Increase Capacity



The availability of adequate child care was once again a major concern for Traill County EDC in 2013. The issue of a lack of child care capacity surfaced in 2012 after hearing complaints from companies and parents. Traill County EDC took on child care as a priority in 2012, by conducting an assessment to gauge the need. Over 100 Traill County parents responded to the survey, which provided great insight into the problems.

After compiling the data, it was very evident the current licensed capacity was not adequately serving the needs of our communities.

Seeing a great need, Traill County EDC developed a grant program to

provide an incentive to existing providers and others considering the business, to open or expand facilities as soon as possible. The grant, which gave priority to existing facilities at capacity, gives \$500 per spot created (upon licensing) to be used for building acquisition, construction or equipment.

Traill County EDC did not award any grants in 2012, but information was dispersed to all existing child care providers and shared online for those considering starting to do child care.

In 2013, Traill County EDC decided to extend the grant program, knowing that the ND Legislature was looking at several child care

bills which would assist in the expansion or development of facilities.

Traill County EDC awarded three grants for a total of \$17,000 to two new facilities and one existing facility.

A new center facility, The Main Discovery Creative Education Center of Hillsboro, was awarded a \$10,000 grant to assist with purchasing equipment.

Buxton Daycare of Buxton, was awarded \$4,500, but chose to return the funds. Their project was contingent on grant approval from the state which was not awarded.

A new in-home facility, Family Tree Child Care of Portland, was awarded \$2,500 to assist with purchasing equipment.

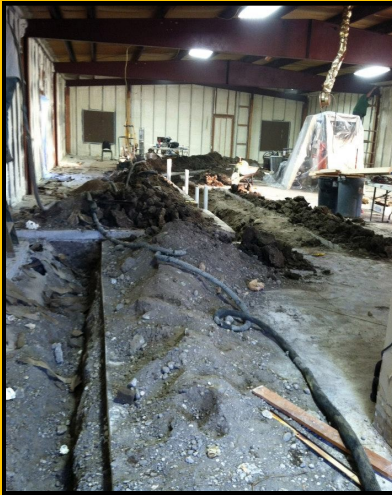
In 2013, the licensed capacity in Traill County increased by over 45 spots. Overall, we have seen great improvements to the capacity across the county, but there is still a great need, which is continually voiced by companies and parents. Traill County EDC will continue to focus on child care in 2014.

Existing Providers and Facilities as of November 2013

City	Licensed Providers	Licensed Capacity	Certified Providers	Certified Capacity	Unlicensed Providers	Unlicensed Capacity
Buxton	1	18	0	0	None Known	0
Clifford	0	0	0	0	None Known	0
Galesburg	0	0	0	0	None Known	0
Hatton	1	18	0	0	None Known	0
Hillsboro	7	160	2	Unknown	3	15
Mayville	5	137	2	Unknown	2	10
Portland	2	19	1	Unknown	1	5
Reynolds	1	18	1	9	None Known	0
Totals	17	370	6	9	5	30

2013 Highlights

Child Care Expansion - *Programs Work Together to Increase Capacity*



Construction began late in 2012 on The Main Discovery in Hillsboro. The former Paddle Wheel restaurant was renovated to house a new child care center to serve nearly 50 children. Photos courtesy of The Main Discovery.

Mayville State University's Child Development Program, under the direction of Allison Johnson, agreed to a collaborative effort with a new non-profit center The Main Discovery late in 2012. The Main Discovery President Teran Harmon approached Johnson to work to-

gether to serve the Hillsboro community. The conversations began in 2012, and took shape in 2013.

Harmon's facility, housed in the former Paddle Wheel restaurant, was under construction for most of the winter and into the spring. A complete renovation was needed

to bring the facility up to code.

The new facility opened in April and was fully operational in May.

The two groups were able to share space, kitchen staff and equipment at the new location as well as the existing location of Mayville State University's program in the Hillsboro Armory.

After eight months, Johnson and Harmon felt each program would be better served using their own facility and staff. The two programs separated, and both continue to operate in Hillsboro.



Teran Harmon (top left), opened The Main Discovery in Hillsboro in cooperation with Allison Johnson, left, Program Director for the Mayville State University Child Development Programs.



Children at The Main Discovery Creative Education Center in Hillsboro.

2013 Highlights

Child Care Expansion - *Working Together to Increase Capacity*

Family Tree



Child Care

Family Tree Child Care in Portland opened in 2013 as an in-home facility serving local families.

Owner

Meghan Hovde, applied for the Traill County EDC Child Care Grant and was awarded \$2,500 once her license was approved.

Hovde worked closely with Child Care Aware (formerly Child

Care Resource & Referral) and Traill County Social Services to ensure her facility met all health and safety standards.

Family Tree Child Care opened with a lengthy waiting list which continues to show the demand for high-quality licensed child care.



Improving City Signage - *Working Together to Create a Better Image*



The City of Hillsboro received a \$1,000 grant from Traill County EDC to assist with the cost of new street banners. The City and the Hillsboro Business Association were also partners in the project.

In 2012, Traill County EDC noticed that several cities in Traill County did not have signs marking their city, or that the signs appeared very dilapidated. In partnership with Traill County cities, Traill

County EDC offered a City Signage grant program to encourage development of or replacement of existing deteriorated city signage.

Through the program, our hopes were to support and promote the

distinct identities of our Traill County cities.

The program was continued in 2013, with three cities applying for the grant and two being approved.

Program goals included:

- Improve community image and perception
- Raise community and visitor awareness of city, attractions and their locations
- Increase the success and market potential for our communities
- Support the city's commitment to economic growth and redevelopment

Traill County awarded \$1,000 to the City of Hillsboro for street banners and \$1,000 to the City of Mayville for city entry signs. Approved cities were eligible for the 1:1 grant, with a maximum of \$1,000.

The City of Mayville is awaiting funding from a ND Department of Transportation grant to begin their signage project.

2013 Highlights

Community Development - *Working Together to Help Our Communities*

Improving quality of life is one of the four main strategic goals of Traill County EDC. Quality of life is very multi-dimensional and impacts many people in different ways. Each year we do our best to listen to the concerns of the citizens in our Traill County cities, and act on those concerns.



Attendees of the community meeting in Portland participated in a group brainstorm.

In 2013, we heard several concerns from residents including the need for improvements in fire equipment and facilities, community type facilities, additional amenities, and many other topics that are consistent throughout our communities. We do our best to match our cities up with the resources that best fit, and do anything else we can to help move projects forward.

In 2013, we were approached by the Norseman Archers group of Portland to help them look into financing for a new building. We brought some resources to them, and the project began taking on a new form as a community type fa-

cility.

After working with the group, we decided that perhaps a community meeting would help us all to better understand the needs of the community. We invited Kathy Coyle of USDA Rural Development to facilitate the meeting. The turnout was excellent, with nearly

fifty residents coming to voice their opinions and concerns.

At the meeting, it was noted there were other groups that may be interested in partnering with the Norseman Archers such as child care, seniors, Veterans, the food pantry and others.

A working group was estab-

lished with representatives from each organization, and the group began moving forward. After touring several existing facilities and exploring the needs of each organization more in-depth, it was found that several of the organizations were going to continue operating as they have in their existing locations.

At year-end, the Norseman Archers had applied for grant funding to



Kathy Coyle of USDA Rural Development facilitated the community meeting in Portland. Coyle stayed involved with the process by continuing to meet with the working group.

build a new facility, and other groups, such as the Mayville Golf Club are exploring expansions of their own.

Another concern brought to us in 2013, was the condition of the fire hall in Clifford. The building also houses the city's Post Office and a salon. We again worked with USDA Rural Development and gave the city suggestions to get started on the project. At year-end, we were waiting on bids from contractors for a similarly sized new facility and bids for the repair of the existing facility.



Many people attended the community meeting held in Portland to discuss a community type facility.

2013 Highlights

Showcasing Our County - Welcome Trail

In 2013, we continued our marketing message that was developed in 2012 to encourage individuals to look at our area for - Housing. Jobs. Family Life. We discontinued the campaign, but continued to develop and update our website in response to the needs.

Housing went from being very abundant in 2012, to being somewhat limited in 2013. Fewer houses were being listed with realtors as the market was moving more quickly. We saw many more private listings in 2013.

We continued to update our jobs pages as a recruitment tool to those not living in our area, and as a service to those already living here. Each week we pulled information from local newspapers, Job Service and local companies.

Throughout 2013, we had thousands of

hits on our website, especially the housing and jobs pages. The updated content encouraged individuals to take a closer look at Traill County.

Although the recruitment of

individuals and families is of interest to us, the recruitment of companies is also very important. Our website continues to showcase our communities, infrastructure, available land, workforce

information and much more. We saw nearly one hundred hits to our

Jobs currently available in Traill County

Published January 14, 2013 Page 1

KBR Gravel - is hiring immediately. Looking for truck drivers to haul bulk cement and/or gravel products. Great pay and benefits. Requirement: must have a valid CDL. Our office is located in Mayville, ND. Please call 701-573-5314 for more information on the position. For an application, call the office at 701-780-8927.

American Crystal Sugar has numerous openings from entry level to skilled. Work in a unique manufacturing setting that offers day-one medical, personal time off and flex 86. With a lockout in progress, these positions are non-union, fulltime, limited duration. Must be at least 18 to apply with HS diploma or GED.

Hillbush Development Assoc.

Maintenance Planners

Help Wanted: Finley Motors of Mayville is looking for a professional, self-motivated person for the position of Parts/Service Advisor. Job includes assisting current service manager, vehicle cleaning/delivery, parts knowledge, current drivers license required and excellent people skills. 8 to 5 Monday through Friday. Hourly wage, benefits included.

Help Wanted: Part-time office receptionist. Hours can be flexible. Call Rod River Valley Seed Co. 636-3380 or stop in the office at 131 1st Street SE, Hillsboro.

The Traill County Sheriff's Department has an immediate opening for a dispatcher/correctional officer, 32-40 hrs. per week, must be able to work rotating shifts, nights and weekends. Must have good computer skills. Knowledge of Microsoft Word and Excel are helpful. Benefits include single Blue Cross/Blue Shield health, dental and vision policy, holiday pay, vacation and sick leave. Starting salary is \$12.22 per hour. Applications will be accepted until position is filled. For an application, please contact the Traill County Sheriff's Department at 701.636.4510 or stop by the Sheriff's Department at the Court House in Hillsboro to pick one up.

Help Wanted: The City of Hillsboro is accepting applications for Deputy Auditor. Qualifications will include knowledge of accounting, billing, payroll, filing, customer relations as well as computer proficiency. To apply please contact the City of Hillsboro at 701.636.8020. Applications will be accepted through Apr. Jan. 21, 2013.

TRAILL COUNTY ECONOMIC DEVELOPMENT
promote, encourage, assist.

For more information contact:
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TRAILL COUNTY ECONOMIC DEVELOPMENT

promote, encourage, assist.

Welcome Trail
Find a welcoming community in Traill County - great schools, excellent jobs, affordable housing and a family through generations.

Housing, Jobs, Family Life.

Homes for Sale
Houses and Lots for Sale in Traill County
Traill County has numerous properties available for sale. There may be others that have not yet been brought to our attention. We have listings from great values and features listed below by city. Please check back often for updates.

Buxton, ND (Population 322)

1734 N. 2nd St. NE
1 bed, 2 bath

Hellton, ND (Population 777)

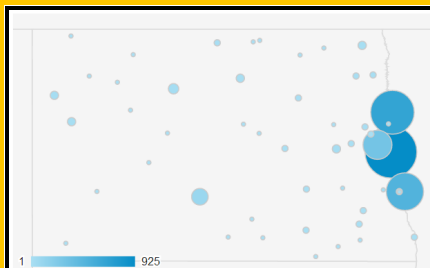
200 2nd St. SE
4 bed, 2 bath

6000 Wilson Road, Garden Lake
2 bed, 1 bath

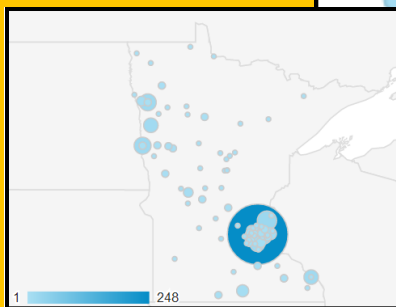
220 7th St.
1 bed, 1 bath

Numbers Not Seen
Homes for Sale
Living & Working

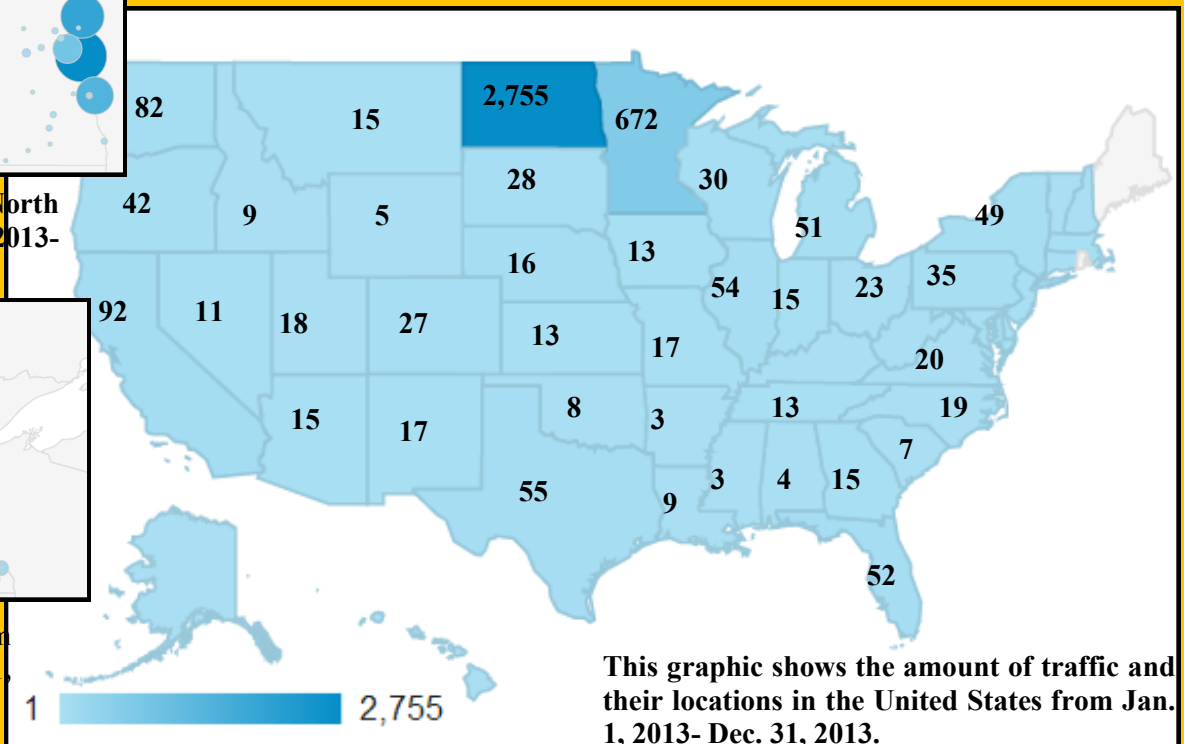
website from other countries, much of which likely has to do with the publicity of North Dakota's economy.



Website traffic from North Dakota from Jan. 1, 2013- Dec. 31, 2013.



Website traffic from Minnesota from Jan. 1, 2013- Dec. 31, 2013.



This graphic shows the amount of traffic and their locations in the United States from Jan. 1, 2013- Dec. 31, 2013.

2013 Highlights

Sharing our Work - How do I know what Traill County EDC is doing?

Traill County EDC in the News

Medium	Article/Story	Display Ads	Classified Ads	Other
Traill County Tribune - Newspaper	15 articles (13 front page)	2	1	0
Hillsboro Banner - Newspaper	4 articles (2 front page)	0	1	1
Courier - Newspaper	0	2	0	0
Hatton Free Press - Newspaper	3 articles (1 front page)	2	2	0
The Valley Journal - Newspaper	0 articles	0	1	0
Totals	22 articles/stories	6	5	1

Traill County EDC on Facebook

Item	Number of People Reached
Paid Reach (\$100)	18,331
Status - average reach	2,500
Link - average reach	950
Yearly unpaid reach	12,075

Traill County EDC Website

Category	Statistic
Visits	4,599
Unique Visitors	2,951
Pageviews	12,533
Pages/Visit	2.73
Avg. Visit Duration	2:50
% New Visits	62.38%

Find Us Online!

**We're online and easy to find!
Join us on facebook or Twitter,
or simply check out our website!**

**Current facebook followers:
142, up from 83 last year.**

How Can We Help You?

Services for Communities

- Business retention, expansion and recruitment
- Promotion of local businesses
- Assistance with infrastructure projects
- Community marketing and promotions
- Grant writing for cities, businesses and non-profit organizations
- Encouragement and support for inventors and entrepreneurs
- Collaboration with county educational systems to ensure longevity and growth
- Collaboration with county medical systems to assess needs and amenities
- Assistance with beautification
- Evaluation of housing needs

Services for Businesses

- Business planning
- Financial projections and budgeting
- Operating challenges
- Purchase or sale of a business
- Funding your venture
- Loan packaging
- Feasibility studies
- Group and individual training



Staff

Melissa Beach *Executive Director*

2013 Board of Directors

President - Scott Hovde, *Portland Representative*

Vice President - Gary Nysveen, *Hillsboro Representative*

Secretary/Treasurer - Deborah Kylo, *Mayville Representative*

Director - Jay Henrickson, *Mayville State University Representative*

Director - Les Amb, *Traill County Commission*

Director - Steve Larson, *Traill County Commission*

Director - Rick Holman, *Legislative Representative*

Director - Rick Halvorson, *Galesburg Representative*

Director - Jessica DeClercq, *At Large*

Director - Roxanne Phipps, *Hatton Representative*

Director - Stuart Larson, *States Attorney*