

2014 ANNUAL REPORT

TRAIL COUNTY



ECONOMIC DEVELOPMENT

promote. encourage. assist.

ACCELERATING OUR INITIATIVE

Trail County Economic Development Commission has worked with its local partners to attract and retain jobs, cultivate relationships for future growth, support educational institutions, foster workforce development, and contribute to the exceptional quality of life found in Traill County, North Dakota.

The Traill County Economic Development Commission board of directors oversees the implementation of the strategic plan and its four main goals:

- I. Retain and recruit employment opportunities that meet the needs and abilities of our population
- II. Develop marketing and communication strategies to support our mission
- III. Improve quality of life to retain and attract people to Traill County
- IV. Increase and develop resources for further development

TRAILL COUNTY ECONOMIC DEVELOPMENT BOARD OF DIRECTORS & STAFF

Scott Hovde, Chairman - Portland
Gary Nysveen, Vice Chairman - Hillsboro
Deb Kylo, Secretary/Treasurer - Mayville
Jay Henrickson, Director - Mayville State University
Les Amb, Director - Traill County Commission
Tom Eblen, Director - Traill County Commission
Stuart Larson, Director - State's Attorney
Roxanne Phipps, Director - Hatton
Ben Hershey, Director - Buxton
Rick Halvorson, Director - Galesburg
Phil Murphy, Director - Legislative Official



Melissa Beach
Executive Director



Jessica Spaeth
Project Coordinator

Valued partners,

Thank you for another successful year and your commitment to Traill County Economic Development Commission. Your remarkable support and continued cooperation enable us to compete and grow in this dynamic state. I am grateful for our community's strategic guidance and support in helping us build our successes for decades to come.

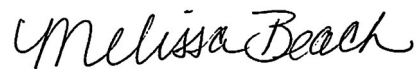
2014 was a year of great momentum for Traill County Economic Development Commission. We launched a plan for a development group aimed at accelerating our growth potential and strategies for the future, and lunged forward with several other projects that have put Traill County in a prime spot for growth and development. The success of these projects will enhance our recruitment and retention efforts and create new partnerships to attract, educate and retain workforce talent, and improve quality of life for county residents.

We had many project wins with small businesses that translated into dozens of jobs, and one major win with the recruitment of Degelman Industries USA, Ltd.

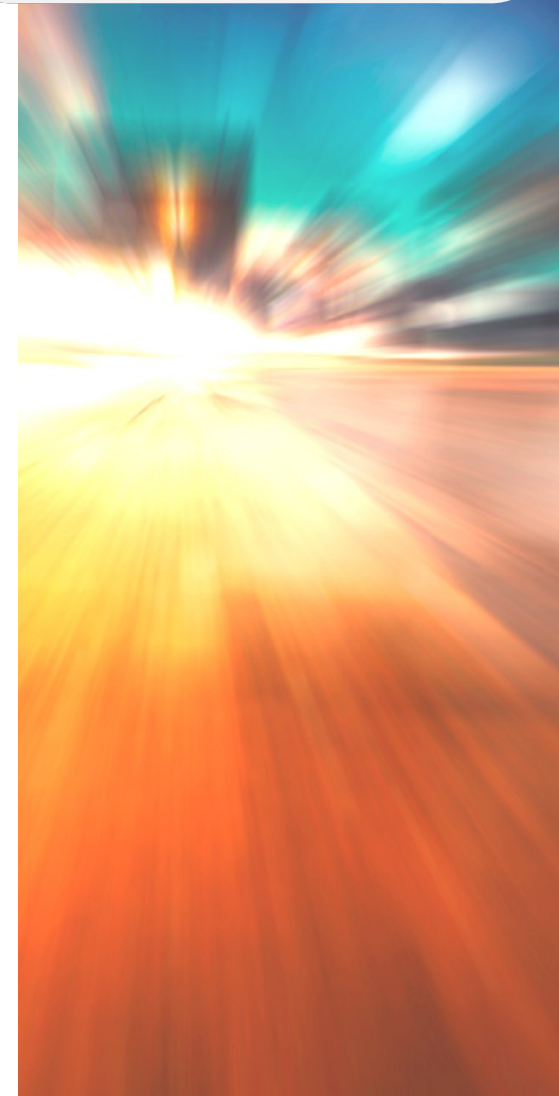
We visited existing companies and we continue to learn about their current and future growth plans, but we didn't stop there. We made contacts and have built relationships with companies abroad to further develop expansion potentials.

It's a fact: Successful communities act on clear, realistic goals, with the support of strong leaders and active citizens. As we prepare for another year, let's continue to deliver on our goals - to drive a brighter economic future for our communities. I look forward to our continued success.

It has been my pleasure to serve you and Traill County.



Melissa Beach
Executive Director



Accelerating Our Numbers in 2014

59

total clients

11

new
businesses

\$92k

worth of grants
received for clients

4

meeting
tours

199

facebook likes

15

existing
business
expansions

11

board
members

6k+

facebook
interactions

4

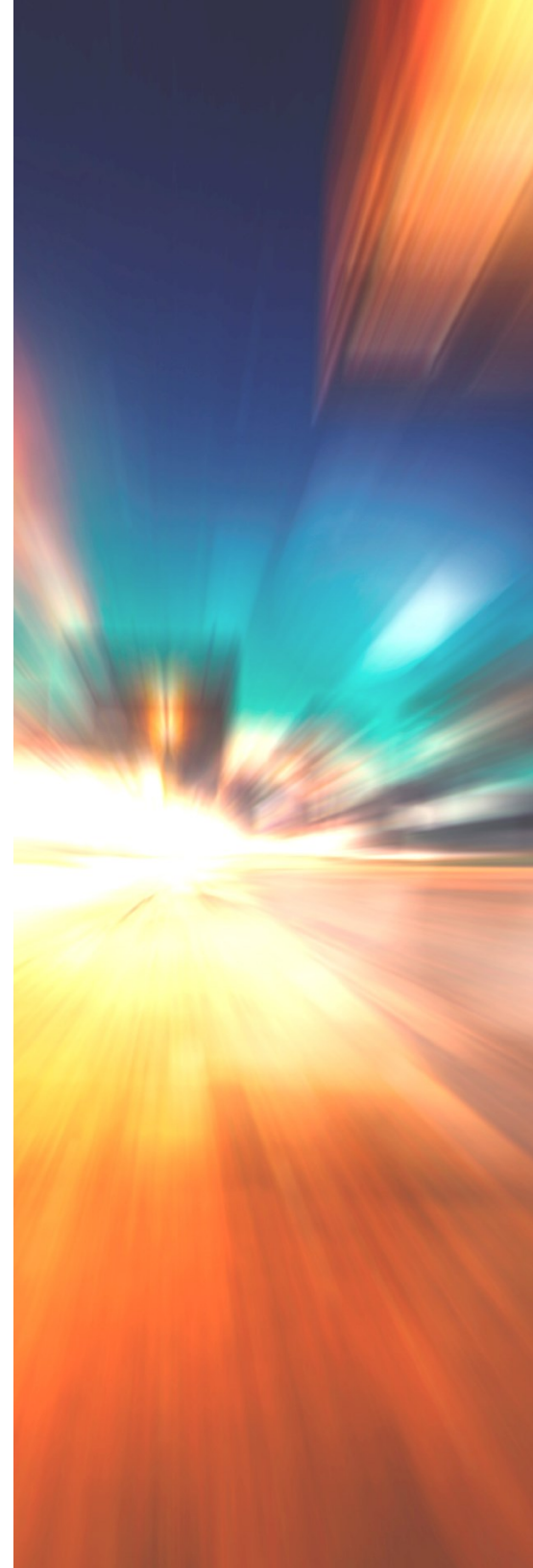
out-of-state
clients
(3 MN &
1 Canadian)

4,550

visitors to
our website

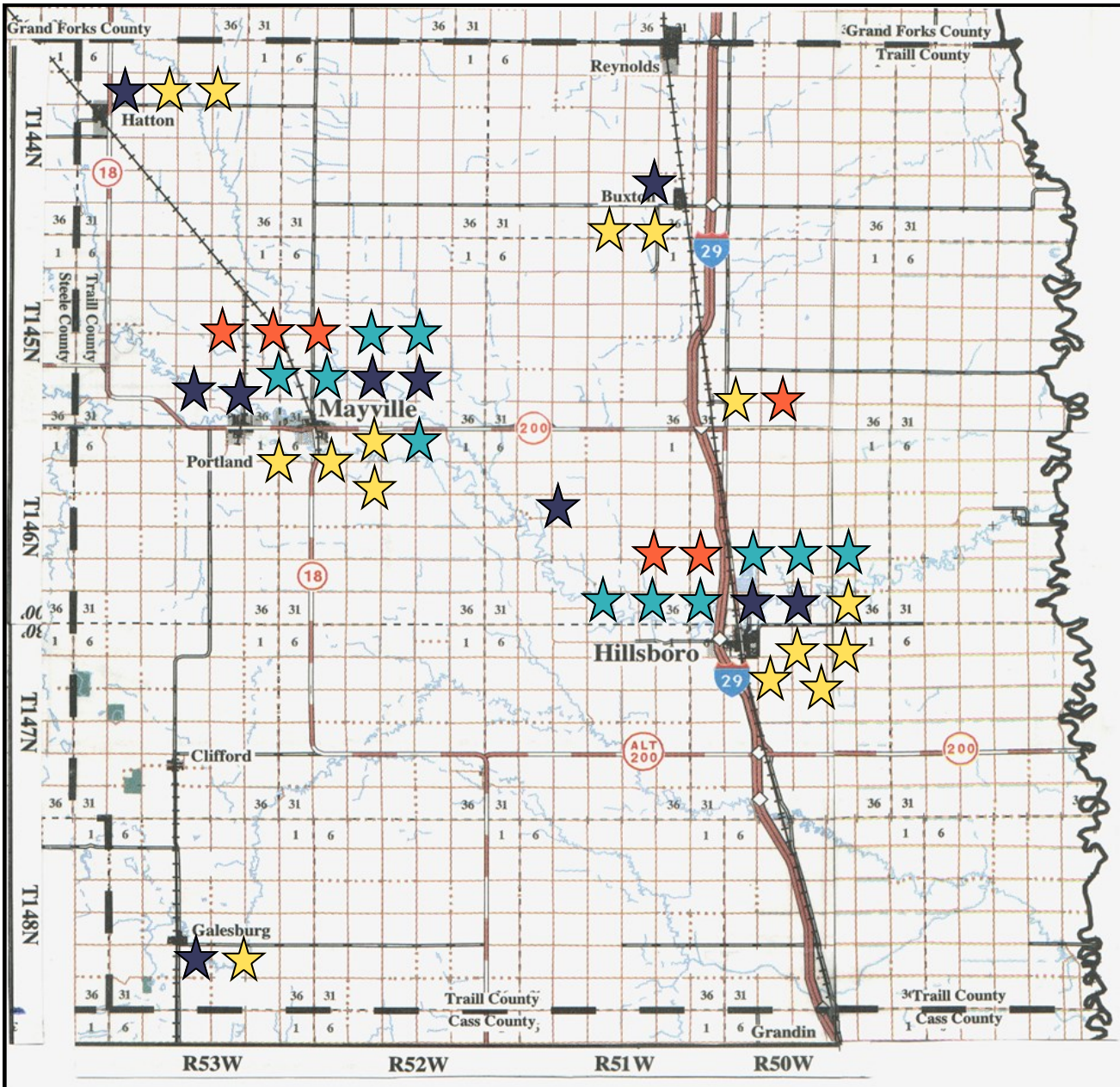
16,359

web page views



Growing Our Region

Each year, we map our progress to showcase our organization's impacts on our county map. The northern portion of our county continues to be under represented, but we do see projects spanning the entire county.



-  New Business
-  Expansion
-  Grant
-  Board Member

Job Creation Projects

Customer	Loan Date	Original Loan	2012 Balance	2013 Balance	2014 Balance
Client #1 - Hillsboro	05/24/2010	\$ 3,500.00	\$ 1,555.60	\$ 194.52	Paid Off
Client #2 - Buxton	02/18/2010	\$ 4,200.00	\$ 3,080.00	\$ 2,310.00	\$ 1,325.00
Client #3 - Clifford	10/18/2002	\$ 5,000.00	\$ 1,433.36	\$ 933.36	\$ 933.36
Client #4 - Hatton	02/24/2010	\$ 25,000.00	\$ 11,541.35	\$ 3,041.15	Paid Off
Client #5 - Buxton	03/01/2009	\$ 8,000.00	\$ 6,250.00	\$ 5,250.00	\$ 4,250.00
Client #6 - Hillsboro	06/16/2011	\$ 7,500.00	\$ 3,462.50	\$ 1,125.00	Paid Off
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	\$ 2,335.00	\$ 2,135.00
Client #10 - Hillsboro	5/24/2010	\$ 3,500.00	\$ 838.92	\$ 0.00	Paid Off
Client #11 - Mayville	2/20/2013	\$ 25,000.00	-	\$25,000.00	\$ 17,812.50
Client #12 - Hillsboro	3/1/2013	\$ 10,000.00	-	\$ 0.00	Paid Off
Totals		\$ 67,694.32	\$ 32, 932.73	\$ 42,505.03	\$ 28,771.86

Customer	'10 FT	'10 PT	'1 FT	'11 PT	'12 FT	'12 PT	'13 FT	'13 PT	'14 FT	'14 PT
Client #1 - Hillsboro	0	1	0	1	0	1	0	1	0	1
Client #2 - Buxton	1	6	1	6	1	8	1	8	1	8
Client #4 - Hatton	0	2	3	0	4	0	5	0	8	1
Client #5 - Buxton	3	2	3	5	3	4	3	4	3	4
Client #6 - Hillsboro	2	1	4	2	10	3	10	5	7	3
Client #10 - Hillsboro	1	1	2	0	2	0	2	0	2	1
Client #11 - Mayville	-	-	-	-	3	2	4	3	4	3
Client #12 - Hillsboro	-	-	-	-	-	-	7	3	8	4
Total Jobs	7	13	13	14	23	18	32	24	33	25

New to Traill County

Business recruitment and succession planning are a large part of our organization's initiative. One of our biggest wins of 2014, was the recruitment of Degelman Industries USA, Ltd to Hillsboro. Degelman Industries is expected to bring 8-10 jobs to Hillsboro following the construction of their new facility in 2015.

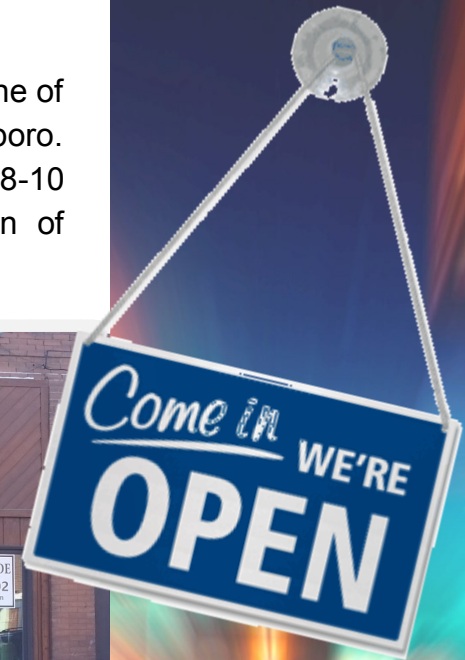


Lone Tree Shooting Supply is a new storefront in downtown Mayville. The business is a nice fit in the community.



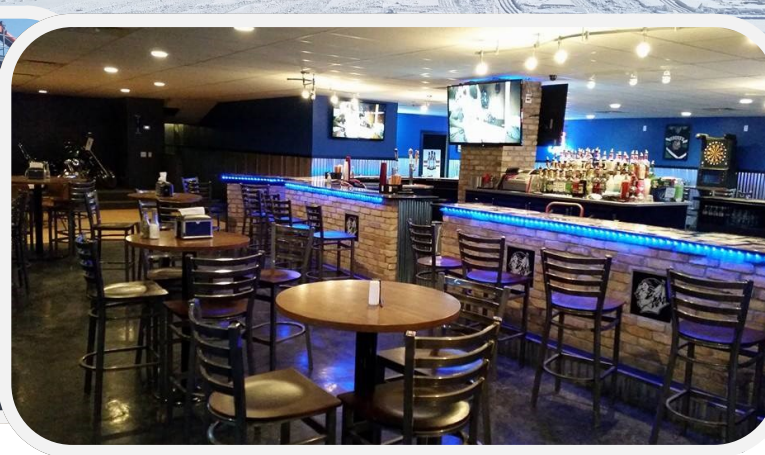
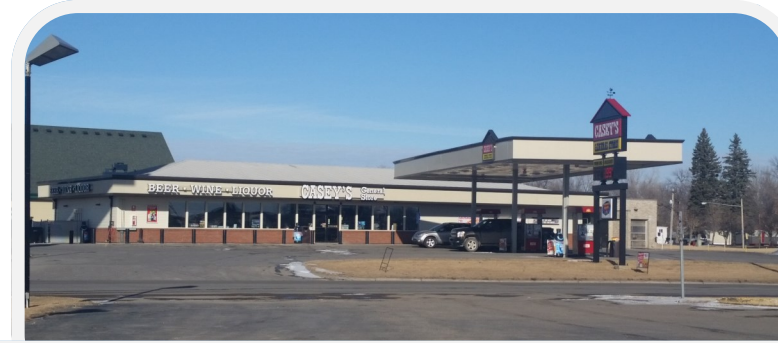
The Hillsboro Body Shop was a year-long project with two young men who wanted to purchase the existing body shop from brothers that were looking to retire. We worked with the pair to put together a solid business plan, evaluate financing options and worked with lending institutions.

The project has successfully come to a completion through the cooperation of the buyers, sellers, local banks and Traill County EDC. We look forward to their successful future!



Expansion. Renovation. Growth.

Expansions, renovations and continued growth were apparent once again in Traill County in 2014. Nearly every city saw some type of renovation and/or expansion of an existing business. Those pictured below include: Delchar Theater (Mayville), Casey's General Store (Hillsboro), Ground Up Ag (Portland), Hefty Seed (Hillsboro) and Blue Line Bar & Grill (Hatton).



Housing Analysis: Full Speed Ahead

In 2014, Traill County EDC was awarded a \$9,000 grant to cover 50% of the cost for a thorough county-wide housing analysis. TCEDC asked the local EDCs to participate in the project. The results were resoundingly clear. We need to position Traill County for housing growth in the future. Each community's specific needs varied, but the need for market rate rental housing was consistent across the county.



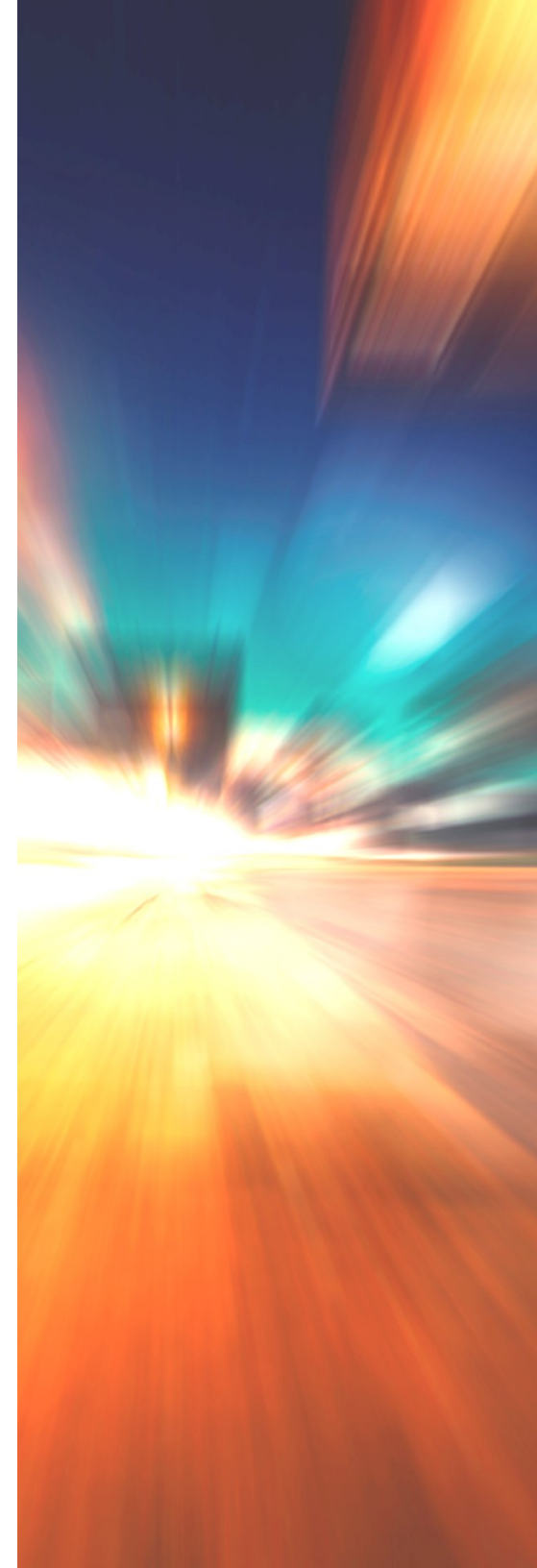
Brief Summary of Findings

Future population and household growth in Traill County will be driven by new and expanded housing, public service activities and continued economic development and job creation activities. The most critical housing issues in Traill County are to promote the development of housing for the local workforce and young professionals, affordable to all salary income levels and at a pace that will equal the demand of a consistently growing region. Other priority housing needs in the County include housing opportunities and options for the elderly, first time homebuyers and middle-income persons and families. This can be accomplished through constructing new housing units of various types and styles.

To meet the needs of current and future residents, the County should strive to develop up to 216 new housing units, by 2020. A total of 140 owner and 76 rental housing units should be built to accommodate the housing needs of low- to moderate-income families, elderly, student and special population households, especially the housing needs of the local workforce in the County. Up to 15 to 18 percent of all new housing could consist of the purchase-rehab-resale or re-rent of existing units.

Of the 216 housing units needed, 66 of these units, including 24 owner and 42 rental units, will be required in the City of Mayville, the largest Community in Traill County. Rental housing units in Mayville should include housing for students of Mayville State University. In Hillsboro, the County-Seat, an estimated 36 housing units will be required, including 20 owner and 16 rental housing units.

Hanna:Keelan Associates, P.C., 2014



Community Projects

Supporting our local cities in their community and business development programs is an important initiative to our organization. In 2014, we provided support and assistance to a new business and community group in Mayville-Portland called MayPort Community Club. The group of dedicated volunteers is working to move community development projects forward.

Trall County EDC worked with MayPort Community Club to organize an event called MayPort CONNECT. The event brought together community and business leaders to discuss the connections needed to ensure the community thrives. The group is working to host additional similar events in the future.

We also organized a cooperative marketing opportunity for Buxton businesses to promote themselves on a large radio network during a peak agricultural season. The three businesses, Cummings Ag Inc., Agassiz Drain Tile and Reynolds United Co-op participated with Trall EDC to promote the workforce opportunities and company development in the Buxton area on KFGO radio.



Meeting Tours

The Traill County EDC Board of Directors selects meeting locations to visit several times throughout the year. The group tries to spread the tours around, and meet in several communities. Board members enjoy these tours and learn a great deal about the business, organization and city during these visits. In 2014, Traill County EDC held meetings and visited the following locations:

- Luther Memorial Home & Sun Center (Mayville)
- Hatton Eielson Museum
- Full Service Foods (Hillsboro)
- Delchar Theater (Mayville)

David Torgeson describes the extensive renovation and upgrades of the Delchar Theater in Mayville to members of Traill County EDC. David and his wife, Heather, purchased the theater from the previous owners and have since installed a new digital projector, new sound system, new screen and have made several improvements.



Members of Traill County EDC tour Full Service Foods in Hillsboro with Owner Amy Gordon. Full Service Foods has been in business for 25 years. Gordon described the challenges of private labeling food, but indicated she continues to feel very comfortable with her dedicated staff and company.

Our Partners

Each year, we work together with our partners to move our long-term goals forward. We continue to work cooperatively with these groups to ensure we have thriving and growing communities for our future. The work of Traill County EDC would not be possible without these, our closest partners.

Lake Agassiz Regional Development

Mayville State University

Cities of Traill County

Hatton EDC

Hillsboro EDC

May-Port EDC

Hillsboro Business Association

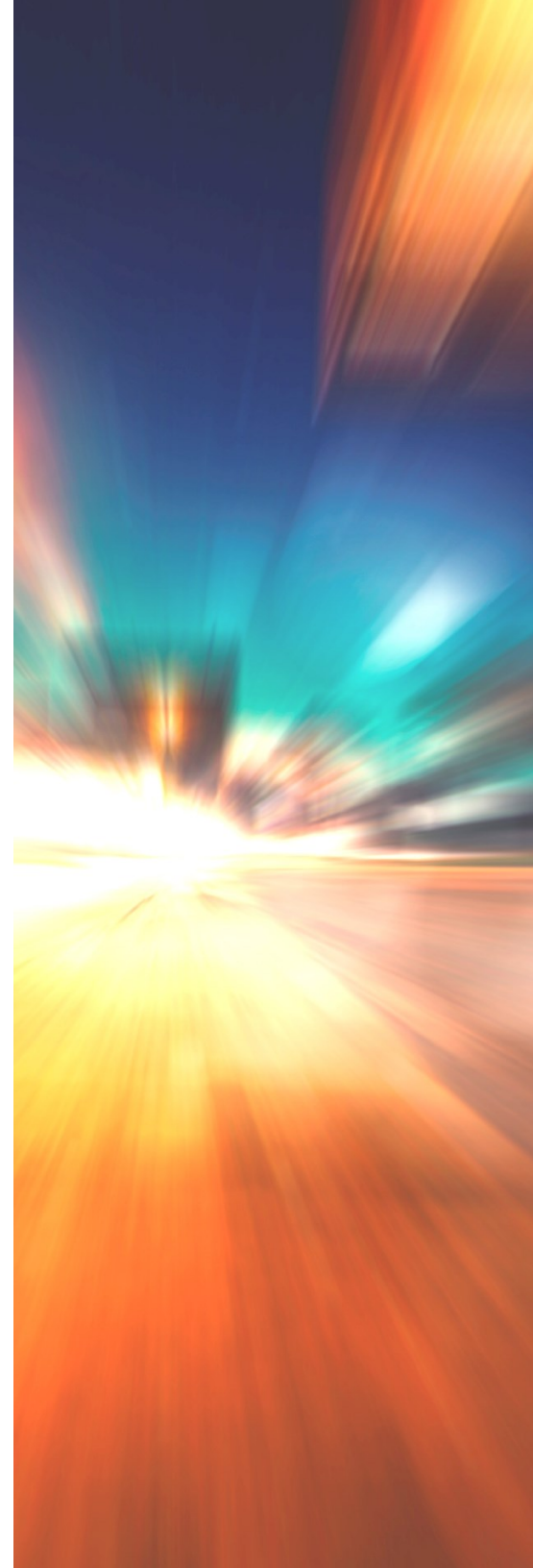
MayPort Community Club

North Dakota Department of Commerce

Economic Development North Dakota

USDA Rural Development

U.S. Small Business Administration



Make Traill County EDC YOUR Partner

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 and development

Services for Businesses

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

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