



DEVELOPMENT
JAMESTOWN / STUTSMAN COUNTY
growingjamestown.com



Jamestown/Stutsman Development Corporation

2023 Annual Report



JSDC BOARD MEMBERS

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JSDC Executive Committee

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Chamber of Commerce Chair

Commissioner Mark Klose

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JSDC Executive Committee

Jen Dockter

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BluFrog Realty

JSDC EX-OFFICIO BOARD MEMBERS

Sarah Hellekson

City Administrator
City of Jamestown

Glenn Hauk

GRE/Spiritwood Station

Danica Chaput

Workforce Center Manager
Job Service ND

Jessica Alonge

County Auditor/COO
Stutsman County

Traci Redlin

Director
*South Central Dakota
Regional Council*

Emily Bivens

Executive Director
*Jamestown Area Chamber
of Commerce/Jamestown Tourism*

JSDC STAFF

Corry Shevlin

Chief Executive Officer

Connie Ova

Special Projects Manager

Alyssa Looyesen

Director of Business
Development

Jamie Czapiewski

Operations Coordinator

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From the Chair



The commitment to the success of the Jamestown Stutsman Development Corporation continues. Our staff, board, and committee members are here to support new and existing business and their challenges. It's our partnering with corporate and private businesses and using local/state government programs that help us to grow our City, County, and State!

Our CEO Corry Shevlin has worked hard in his first year as leader of our JSDC. In addition to all his office responsibilities, he has worked through SEPA's ownership changes and was our voice during SEPA's rail loop expansion build-out and financing. Corry, thank you for your hard work.

I am proud to say Jamie has had a solid year in her role at the JSDC. In addition to her administrative role, Jamie also manages our intern reimbursement program.

Alyssa Looyzen is completing her first year at the JSDC managing our programs. It is great to see her passion and desire to learn. Our programs are in good hands with Alyssa.

Finally, we said farewell to Connie Ova who retired at the end of 2023. We miss you but know you are supportive of our organization. Thank you, Connie!



Tory Hart
2023-2024 Chair

From the CEO



In 2023 the Jamestown/Stutsman Development Corporation went through some changes. New staff, new projects, new tenants, and new opportunities.

Connie Ova entered into a Special Projects role as part of a transition period and retired at the end of the year. I would like to thank Connie on behalf of the JSDC, and personally, for the 20+ years of service and the countless projects and initiatives that made our community a better place to live and work today.

We welcomed Alyssa Looyzen to the JSDC team as the Business Development Director. She has taken on a majority of the JSDC programming and is getting acclimated to the world of Economic Development. Jamie Czapiewski continues to excel in her role as Operations Coordinator. Without these two, we would not be able to do the things that we do here at the JSDC.

We completed a number of substantial projects throughout the year, the most notable of which was the completion of 4.6 miles of additional rail construction to facilitate the Green Bison Soy Processing Project and the continued development of the Bison World Project. Our existing programming with Flex PACE, the Intern Reimbursement Program, and the Daycare Program continue to provide value for our business community.

As we look forward to continuing the success of our community, the JSDC will be working on the challenges that face us today. We will be taking a more active role primarily in workforce and housing as well as continuing with the existing programming and projects.

Thank you to the JSDC Board of Directors, the City of Jamestown, Stutsman County, and all of our partners who make our job possible.



Corry Shevlin
CEO

JSDC Mission & Vision



Job Growth + **Business** Expansion/Retention + **Entrepreneurship** Catalyst

JSDC Vision

To be the premier catalyst in economic development and growing our community

JSDC Mission

Jamestown/Stutsman Development Corporation (JSDC) is dedicated to area economic development, growth, and diversification



Jamestown/Stutsman County Development Corporation (JSDC) was organized to develop employment, improve business conditions, and advance the interests of the City of Jamestown and Stutsman County, North Dakota by implementing and sustaining an organized effort to attract new business & industry, support existing business & industry, and encourage new business start-ups. The focus of JSDC is primary sector job creation.

JSDC offers a multimillion-dollar economic development program available to assist businesses and industries to expand or relocate to the City of Jamestown and Stutsman County, North Dakota. JSDC is an equal opportunity provider.

2023-2025 Strategic Plan



Priority 1: Business Attraction

At Issue: Building Upon Success, Ensuring Return on Critical Investments

Goal 1.2: Continue marketing SEPA and secure an owner

- **Strategy 1.1A:** Develop and implement marketing strategies to promote SEPA and support existing industry tenants
- **Strategy 1.1B:** Explore options to eventually divest from SEPA by the end of 2025 and move to private ownership

Goal 1.2: Market and secure tenants for the JMS Aviation Park

- **Strategy 1.2A:** Develop and implement marketing strategies to promote the JMS Aviation Park
- **Strategy 1.2B:** Secure at least one additional manufacturing tenant

Goal 1.3: Pursue public and private investments for Bison World

- **Strategy 1.3A:** Develop and implement a marketing strategy to promote Bison World to the North Dakota State Investment Board
- **Strategy 1.3B:** Develop and implement a marketing strategy to promote Bison World to private capital investors

Priority 2: Business Outreach

At Issue: Ensuring Relevancy and Addressing Workforce Challenges

Goal 2.1: Ensure incentives are current and relevant to the needs of the business community within Jamestown and Stutsman County

- **Strategy 2.1A:** Explore incentive possibilities to address future economic needs
- **Strategy 2.1B:** Review, and if necessary, revise current incentive offerings by the end of each calendar year

Goal 2.2: Explore and develop creative and relevant programs to address ongoing workforce challenges

- **Strategy 2.2A:** Increase participation in the Jamestown Internship Reimbursement Program
- **Strategy 2.2B:** Collaborate with the University of Jamestown on developing a pipeline for students to engage in the community and enter the workforce

Priority 3: Organizational Excellence

At Issue: Planning for the Future

Goal 3.1: Ensure the JSDC will have the strong leadership and organizational structure necessary to fulfill its mission and vision well into the future

- **Strategy 3.1A:** The board will conduct a succession planning process that will evaluate the role and duties of the executive director prior to the hiring of a new executive director, which will take place in 2023
- **Strategy 3.1B:** The JSDC board will conduct a comprehensive review of the structure, board, and committees, and make any necessary changes to ensure appropriate representation.

Project Funding Overview



4th Avenue Concepts



4th Avenue Concepts was loaned \$6,712.60 through the Flex PACE Interest Buydown Program to purchase a formally vacant building to house Joe Mechanical, LLC (a plumbing and heating company) and another tenant. This will allow them to house Joe Mechanical in a single location and provide the potential for offering future services such as retail/wholesale or equipment distribution.

Eco Sanitation

Eco Sanitation was loaned \$31,180.76 through the Flex PACE Interest Buydown Program to purchase Central Dakota Sanitation, a garbage collection service in Jamestown. They provide residential, commercial, and dumpster rental services to Jamestown and Stutsman County. The purchases included the existing equipment, the business, and additional equipment for the Jamestown location.



Project Funding Overview



Prime Properties



Prime Properties was loaned \$85,714.38 through the Flex PACE Interest Buydown Program to purchase real estate and construct a new physical therapy clinic for APEX Physical Therapy. This building will be easily accessible, allowing Jamestown and surrounding communities physical therapy services with a new state-of-the-art facility, equipment, and patient care.

Peterson Ag Solutions

Peterson Ag Solutions was loaned \$85,714.38 through the Flex PACE Interest Buydown Program to build a state-of-the-art agronomy facility to sell and store seed and crop protection products. This building will increase access to products and services for local farmers as well as decrease load times for seed and crop protection products to help efficiency.



Project Funding Overview



Our 5 Boys, LLC

Our 5 Boys, LLC was loaned \$85,714.38 through the Flex PACE Interest Buydown Program to purchase a larger facility to house T&K Pediatric Services. With the recent addition of behavioral health services, they were outgrowing their previous facility. The new location will also have a gym space where therapy sessions can take place.

Keeman, LLC

Keeman, LLC was loaned \$71,466.47 through the Flex PACE Interest Buydown Program to purchase a building for Breck A Leach, DMD to practice in. Breck provides all general dental services and is expanding his dental clinic to a larger space. Breck is working towards offering additional services not currently available in Jamestown and has a goal to implement dental implants and sedation dentistry in the future.



Project Funding Overview



RTS Shearing



RTS Shearing was loaned \$128,571.41 through the PACE Interest Buydown Program from the JSDC and up to \$300,000 from the Bank of North Dakota to expand near their current facility. The expansion will include construction shop space and will allow an increase in space for maintenance and repairs to large equipment that RTS Shearing, Scherbenske, and other outside businesses can utilize. This expansion will allow for the growth of new jobs in the community as well as allow them to take on contracts to maintain and repair large equipment for out-of-town businesses.

Bison World, Inc

The JSDC Board approved a \$1 million investment to Bison World, Inc. that will be disbursed in three installments of \$250,000, \$250,000, and \$500,000 as matching dollars for a grant through the Destination Development Grant Program.



Project Funding Overview



Daycare Expansions

One of the most common challenges facing workforce development is childcare. The JSDC Daycare Expansion Assistance Program was implemented in 2023 to assist with childcare projects that directly help increase their capacity. The program matches project costs on a 1:1 basis for a variety of improvements that increase the capacity of new daycare startups and existing daycares up to \$10,000.

Party Crashers



Matching Funds Utilized: \$7,606.50

Remodel Type: Building an additional bathroom, ensuring that the building is up to code, and updating the exit doors

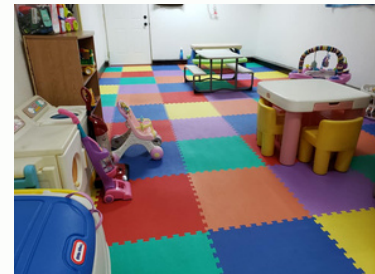
Additional Capacity Gained: 17 additional after-school childcare spots

Charge On Together Childcare

Matching Funds Utilized: \$10,000

Remodel Type: Addition of a basement door and remodeling of the basement in the residential group facility

Additional Capacity Gained: 11 more childcare spots



ABC Learn-N-Play



Matching Funds Utilized: \$10,000

Remodel Type: Addition of Handicap Accessible Bathroom

Additional Capacity Gained: 10 more childcare spots

Project Funding Overview



Internship Reimbursement Program

The JSDC Internship Reimbursement Program was implemented in 2021 to increase the number of local internships and assist our employers in workforce recruitment and retention. The program contributes up to \$3,500 to reimburse employers who hire university/college students as interns.



The JSDC helped fund a total of fifteen interns across twelve different workplaces in the Jamestown/Stutsman County area throughout 2023.

Participating Employers

Schauer & Associates, PC
Premium Property Management
SMP Health - Ave Maria
Jamestown Tourism
Central Valley Health
Jamestown Regional Medical Center
Unison Bank

Downtown Dental
Shocker Hitch
North Dakota Farmers Union
Orn Family Dentistry
Tax Forward
First Community Credit Union
Buffalo Grill

It was a great program to help defer costs that are in addition to our regularly budgeted staffing hours.

This is a great program and really allows us to showcase what Jamestown has to offer in terms of careers!

I so appreciate this program! It has helped me bring on this pre-dental student and I have started another student also. I hope that this program continues as these students are interested in coming back to the area after dental school!

Project Funding Overview



All Day Trucking purchased Lot 4 in the Bloom Business Park for \$108,500. This land is being used to support their agricultural commodity and transportation business that focuses on sourcing, handling, storing, and manufacturing ag byproducts. A series of flat storage buildings and commodities handling equipment that will be able to store, unload, and reload byproducts will occupy the land. The project will also provide current and future ag processors in the area with a place to store and ship excess byproducts until their market opportunity arises.





Economic Development Project of the Year

The Economic Development Project of the Year Award recognizes a community, organization, or team that has worked to positively impact the economic health of the community, region, or state.

The 2023 Economic Development Project of the Year winner is ADM and Marathon Petroleum Corporation for the Green Bison Soy Processing Facility at Spiritwood with Jamestown Stutsman Development Corporation. The Jamestown Stutsman Development Corporation's key focus in the primary sector is business attraction, retention, and expansion. This has helped pave the way for the development of the Green Bison Processing Facility. Green Bison Processing is a joint venture with ADM and Marathon Petroleum Corporation to produce green diesel and is the first soybean processing facility in North Dakota.



Community Development Award



Recipients of this award are recognized as great assets to our community by providing services, activities, and other opportunities that enrich the lives of our residents.

T&K Pediatric Services

T&K Pediatric Services offers comprehensive care for children from birth to age 18. These services include speech therapy, physical therapy, early intervention, occupational therapy, and behavioral health. Tristy Carroll and Kirsty Lorenz co-founded T&K in Jamestown in 2004.

In 2020 T&K was able to purchase the building they were leasing. In the following years with added programs, such as behavioral health they quickly outgrew that space. With help from our Flex PACE program, T&K Pediatric Services was able to move to a new, larger location at 1307 12th Ave NE. The new location offers more square footage, as well as a gym area for therapy.



We would like to congratulate T&K Pediatric Services on receiving the Community Development Award and thank them for their ongoing investment in our community.

Growing Jamestown Award



When choosing a business to receive this award, JSDC looks at two specific criteria: the business must be currently working with JSDC or have done so in the past, and the business must have a positive influence on our local economy.

Anne Carlsen Center

The Anne Carlsen Center has been serving Jamestown and the state of North Dakota since 1941. Anne Carlsen is a non-profit organization providing individuals with developmental disabilities or delays with services and support for more than 80 years. Anne Carlsen has positioned itself on the cutting edge of innovation with unique programs, creative therapies, and advanced assistive technologies that provide life-changing programming to those they serve.

Their new state-of-the-art facility in Jamestown features 34 residential units, classroom space, physical therapy space, as well as kitchens and administrative offices. It is designed in a loop, with a central courtyard featuring adaptive playground equipment.



We would like to congratulate the Anne Carlsen Center on receiving the Growing Jamestown Award and thank them for their ongoing investment in our community.

Tools for Economic Development



The City of Jamestown and Stutsman County have a combined Economic Development Fund, which is a multimillion-dollar economic development program available to assist with expanding or relocating businesses. As part of financial packages, JSDC makes direct loans, equity investments, and interest buy-down loans to businesses.

For detailed information on the programs listed below, visit www.growingjamestown.com/business/financial-incentives/

- | | |
|---|---|
| Agricultural Products Utilization Commission (APUC) | Northern Plains Electric Revolving Loan Fund |
| Bank of North Dakota | PACE Loan |
| Community Development Grant | Red River Corridor Fund |
| Dakota CDC | Small Business Organization |
| Dakota Business Lending | SCORE |
| Flex PACE Affordable Housing Program | Small Business Development Center (SBDC) |
| Flex PACE Loan | South Central Dakota Regional Council (SCDRC) |
| Jamestown Regional Entrepreneur Center | Step ND |
| Lewis & Clark Development Group | Work Opportunity Tax Credit (WOTC) |
| ND Tax Incentives for Business | Workforce 20/20 |
| North Dakota Development Fund | |



Chamber of Commerce



We started the year with our 92nd Annual Chamber Awards Banquet. The Business of the Year was R.M. Stoudt, Shannon Klatt with Central Valley Health received the Young Professional of the Year, Ben Smith with the Jamestown Public School District received the Above & Beyond Award, and Alden Kollman received the Citizen of the Year Award.

The **Young Professionals of Jamestown** returned to the Leadership Academy with 9 participants. They also held their annual Volleyball tournament, renamed after Lindsey Vogel, and saw them team up with the University of Jamestown Men's Volleyball team for this fundraiser. They also did their Cornhole Tournament during Buffalo Days and did 12 Business of the Month presentations.



The **Ag Energy Committee** sponsored an expert panel at the 2023 Winter Ag & Construction Expo. Moderator Mick Kjar led the discussion on carbon capture. Speakers included Jason Laumb with the Energy and Environmental Research Center and Tom Oakland with the North Dakota Department of Commerce. They also did their Bus Tour to the NDSU Carrington Research Extension Center, Farmer's Appreciation Dinner, and Ag Luncheon.

The **Beautification Committee** continued the successful Yard of the Week program. They also recognized and inspired community business members through their awards at our annual banquet. They added more Welcome to Jamestown Banners along 281 S and cleaned up the Welcome to Jamestown Sign along Highway 20.



Our **Chamber Ambassadors** continued their strong support for our Chamber and activities. They continue to volunteer, help promote, and distribute information regarding the chamber. They help our presence at events including ribbon cuttings, Business After Hours, Business of the Month and Customer Service presentations, Cash Mobs, S.T.I.R., and more. They also helped us grow our Welcome to Jamestown program, which extends an inviting welcome to new employees and residents of Jamestown.

Chamber of Commerce



The **Workforce Committee** continued its efforts of addressing workforce challenges and helped to elevate the JSDC internship program. They helped spread the word to local employers about Foreign Worker Program Opportunities and provided local educational work-based programs.

The Chamber held its big Buffalo Days community celebration July 21-23. The weekend-long event encouraged entities city-wide to host an event or activity for visitors and residents. This included the parade, live music at the park, car show & shine, cornhole tournament, street dance, and more. It received the “Best Local Event” through the Jamestown Sun’s Best Of voting in 2023.

Our final major event of the year was our Loyal to Local Passport Program. The third annual program built on the previous year’s success, helping to track and keep more than \$150,000 in local spending and helping to provide a boost to our economy.

Jamestown Tourism and the Jamestown Area Chamber of Commerce continue to work together in partnership. Executive Director and Marketing Manager are shared positions between the two entities, and both serve the purpose of growing visits and business success in the Jamestown area.

The Jamestown Area Chamber of Commerce and members committees are striving for continued growth and opportunities in 2024.



Chamber of Commerce



Ribbon Cutting Events

For New Ownership/Grand Re-Opening or Remodel

701 & Two Rivers Printing

Buffalo Grill

Drift Praire Brewing Company

Flex + Flo

H&H Holdings

Inspired Healthcare

Junk in the Truck

O'Reilly Auto Parts

Poland Steel

SMP Health - Ave Maria

The Melted Crayon

Anytime Fitness

Cash Wise

Eagle Flats

Freedom Resource Center

Hondo's Hideaway

Jamestown High School

Little Cactus Co.

Orn Family Dentistry

Premium Property Management

Stutsman County Fair

Walmart

Breck Leach, DMD

Central Valley Health District

Five Below

Frontier Village General Store

Infinity Building Services

Jamestown Monument

Mitch Ostlie Insurance

TRAC Pickleball Courts

Rock Solid Chiropractic

The Farmstead

Zunich Zoo & Design

2023 Jamestown Area Chamber of Commerce

Board of Directors:

Tonya Perkins, *Past President*

Mike Delfs, *President*

Whitney Bruins, *Vice President*

Travis Dillman, *Secretary/Treasurer*

Amber Backen

Jen Grubele

Dustin Jensen

Alyssa Looyzen

Matthew Pepple

Jason Rohr

Felicia Sargeant

Nathan Willer

Groundbreaking Ceremonies



Jamestown Tourism



Jamestown Tourism and JSDC continue to work together to ensure strong visitor experiences.

In 2023, Tourism requested and received more funding from JSDC for marketing. With the approved dollars, Tourism marketed Jamestown on a greater digital scale; utilizing marketing campaigns and resources that were not tapped into before. With the continuing growth of the digital landscape, these funds have facilitated our reach to new audiences, growing visitation for the future.

The additional marketing dollars allowed Tourism to use a mix of traditional mediums, such as newspaper and radio, with digital campaigns through different agencies. The campaigns made more than 6 million impressions through trackable views. All our tracked digital campaigns resulted in high click-thru rates, meaning website users were interested in learning more about what Jamestown has.

Our website traffic also increased because of our marketing. The top pages viewed include the Frontier Village, the World's Largest Buffalo, Jamestown restaurants, camping information, and events. Targeted efforts in Minnesota, Illinois, and Colorado resulted in high user counts from Minneapolis and Chicago.

We know the marketing worked. Our visitor numbers increased, as did our taxable sales, which reported higher numbers through all 4 quarters of 2023. We feel this was due to our increased digital marketing efforts and we hope to continue targeting these travelers to make plans to visit Jamestown.

The World's Largest Buffalo Monument received a new paint job. A new *Enchroma* (color-blind accessible) viewfinder and flagpole were installed near the monument. Tourism, with the City Forester, led a group that planted native plants along the path to the Monument.

Jamestown Tourism Office is now located within the Jamestown Area Chamber office. The old building was removed and the vacant space will be utilized for more parking at the Frontier Village.

We greatly appreciate the strong support that JSDC has continued to offer.

2023 Jamestown Tourism Board of Directors:

Amanda Thrift, President

Bethany Jobson, Vice President

Krysten Perkins, Treasurer

Christian Cairy

Mike Savaloja

Nick Bruns

Corry Shevlin, Ex-Officio

Pam Fosse, Ex-Officio

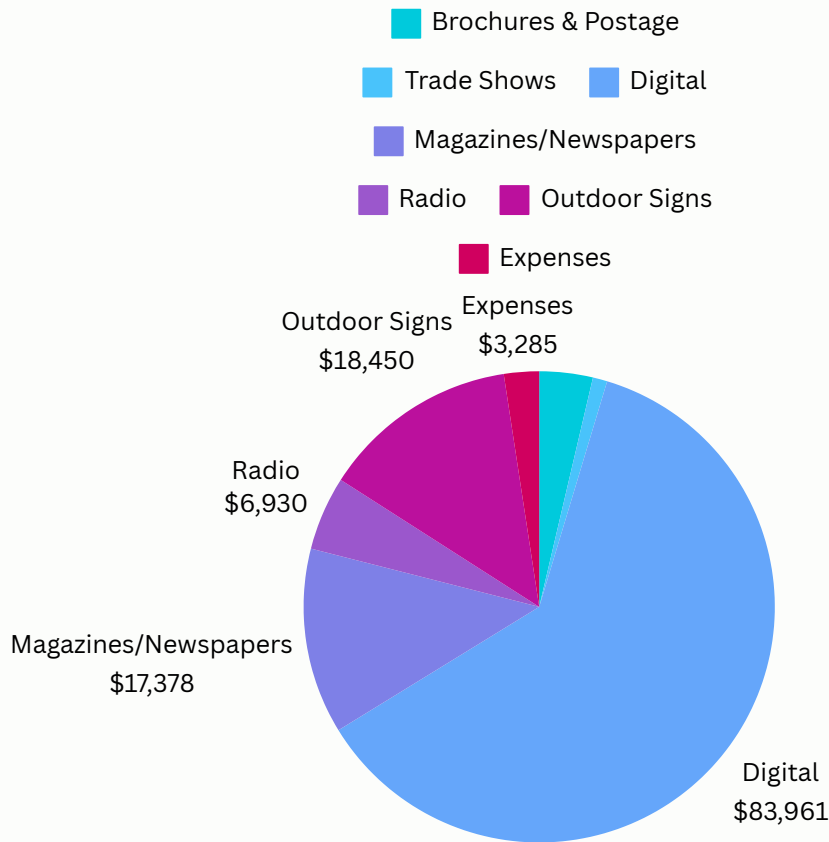
Emily Bivens, Executive Director

Allison Limke, Visitor Experience Manager

Warren Abrahamson, Marketing Manager



Jamestown Tourism



2023 Tourism Marketing Budget Breakdown

Celebrating Connie Ova



At the end of 2023, we honored Connie Ova's 21-year career with the JSDC with a retirement party.

Connie began employment with JSDC as Training and Projects Coordinator and accepted the position of CEO in November of 2003. She stepped down as CEO in March of 2023 to start working part-time as she began her transition to retirement. She has been overseeing and advising on the major projects that were started during her time as CEO.

Connie has been instrumental in developing partnerships among many community entities. She assisted with the coordination of the SE ND Manufacturers Roundtable, packaged several business expansions and startups, and developed relationships with several firms considering locating in Jamestown.

As part of the celebration, we had Mayor Dwaine Heinrich proclaim that December 21st is officially "Connie Ova Day" in the City of Jamestown.

Cheers to a lifetime of hard work, dedication, and countless memories! Wishing Connie a retirement filled with relaxation, adventure, and all the joy that comes with a well-deserved break. Here's to new beginnings and endless possibilities. Happy retirement!



We Welcome Your Questions and Comments



The Jamestown/Stutsman Development Corporation Board of Directors and staff are committed to doing their very best to communicate with the people of Jamestown and Stutsman County.

With a regularly updated website, monthly open meetings, annual reports, and annual independent CPA audits available to the public, as well as coverage in the local media, we are doing everything possible to provide the most informative updates on JSDC projects - past, present, and future.

We are always looking for ways to effectively improve and grow. That is what we are about: Growing Jamestown and Stutsman County.

If you have suggestions, questions, or ideas please do not hesitate to contact us directly.

Sincerely,
The JSDC Board and Staff

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