



Growing Interest in North Dakota

GOVERNOR ANNOUNCES INTERNATIONAL TRADE CONFERENCE

This fall, the governor's office, Department of Commerce, Department of Agriculture, and the District Export Council will host the Governor's International Trade Conference "Global Business: North Dakota Style" at the Fargo Ramada Plaza Suites, Sept. 23-24.

The event is made possible through funding Gov. Hoeven approved for the Agricultural Products Utilization Commission (APUC) to assist in-state, value-added businesses that want to expand their markets domestically and internationally. APUC is a program of the Department of Commerce.

Another Commerce program, the Manufacturers Extension Partnership (MEP), will provide national-caliber trainers with marketing expertise through its network of centers across the country. These trainers will provide hands-on instruction in three areas on the first day of the conference: "Industrial Marketing," "Lean Manufacturing for Value-Added Businesses," and "From Product to Profitability."

The District Export Council will offer a variety of international trade-related topics on day two of the conference.

A unique component of the training is the follow up available to conference attendees. About \$100,000 of the funding Gov. Hoeven approved for APUC will be granted to assist value-added businesses who attend the MEP training and who want to engage MEP trainers for further assistance in their international marketing efforts.

"We believe the funding set aside to deliver follow-up assistance to our existing value-added businesses takes economic development to the next level in North Dakota," said Linda Butts, director of the Economic Development and Finance Division of Commerce.

Registration materials for the Governor's International Trade Conference will be mailed in August. For more

information, contact Randy Schwartz at 701-328-7259 or rschwartz@state.nd.us. ■

EXPORT IMPORT BANK WILL SIGN AGREEMENT WITH NORTH DAKOTA

Gov. Hoeven and Dan Renberg, Export Import (Ex-Im) Bank board member, will sign a city state partners agreement during the Governor's International Trade Conference, Sept. 24, at the Fargo Ramada Plaza Suites. The signing will take place during the noon luncheon for the Governor's International Trade Conference "Global Business: North Dakota Style."

The agreement makes it possible for North Dakota businesses to more easily access funding and support from the Ex-Im Bank when positioning themselves for international trade.

For more information about the Ex-Im Bank partnership, contact Dean Reese at 701-328-5334. ■

N.D. UNIVERSITY SYSTEM EMBRACES ECONOMIC DEVELOPMENT

Chancellor Larry Isaak invited Linda Butts, ED&F director, to sit on the Higher Education Roundtable in an effort to more closely align university system goals with economic development needs in the state.

"We know our educated workforce is one of the strongest assets we deliver to existing or expanding businesses in North Dakota," Butts said. "We also know we need to do things differently if we expect to see results for our economic development efforts, and partnering with the University System is an excellent beginning."

There are more than 600 degrees or certificate programs offered through the North Dakota University System

(article continued on next page)

(NDUS). In addition, about 400 courses are available online, an opportunity for learning that has grown more than 70 percent in the last 12 months.

To receive an NDUS Viewbook that outlines every program offered at one of the systems' 11 campuses, call 701-328-3960. To learn more about online courses, visit www.access.ndus.edu. ■

MEP RECOGNIZES DMI OF WEST FARGO

Gov. John Hoeven recently spoke at the ribbon cutting celebration for DMI, a \$5 million wind tower manufacturing plant expansion in West Fargo. During the ceremony, Hoeven presented the North Dakota Manufacturing Extension Partnership Success Story award to DMI president and chief operating officer, Mike Hohl, and the DMI employees. DMI is the first company to receive the award, which was presented on behalf of the board of directors and staff of MEP.

"DMI and its president, Mike Hohl, are an excellent example of how we're getting things done in North Dakota because we're doing things differently," Hoeven said. "The company shows how we're taking job development to a new level." ■

DEPARTMENT OF COMMERCE RECEIVES \$6.4 MILLION FOR COMMUNITIES

Housing projects, public works and economic development projects got a shot in the arm, as the North Dakota Department of Commerce's Division of Community Services received \$6,410,000 from the U.S. Department of Housing and Urban Development (HUD).

The Community Development Block Grants (CDBG) are allocated to North Dakota's eight Regional Planning Councils, which use the money to fund low-income housing rehabilitation, public works and economic development projects.

"North Dakota is one of just a handful of states to allocate the funds through regional councils, which

is a great way to encourage cooperation and ensure that the funds have the greatest benefit to locally driven projects," Govig said.

To apply for funding from Community Development Block Grants, applicants must contact the Regional Council in their area. ■

LOOKING FOR MARKETING SUPPORT MATERIALS?

The Department of Commerce has a wide variety of marketing support materials available that discuss competitive advantages of doing business in North Dakota. These include travel and tourism information from the Tourism Division; a comprehensive brochure on the state's tax structure and credits or exemptions available to business from the state Tax Department; a special report from Leaders Magazine that features Gov. Hoeven and President Bush on the cover and includes interviews with several of the state's business leaders; information on financial packages through the Bank of North Dakota; and more. For a complete list, contact Sherri Frieze at 701-328-7255 or sfrieze@state.nd.us. ■

PARTNERS IN MARKETING PROGRAM APPROVES \$156,000

Most often, it's skill that drives the arrow into the bullseye. Other times, it's a combination of skill and proper release. In either case, the Partners In Marketing program funded by the North Dakota Legislature has hit the mark with local economic developers across the state.

The grant program has awarded \$156,000 to 18 counties and 19 communities for use in a variety of economic development marketing efforts. The counties include Adams, Bowman, Dunn, Grant, Hettinger, Slope, Cavalier, Towner, Traill, Walsh, Griggs-Steele Empowerment Zone, Barnes, Divide, McKenzie, Pembina, Nelson and Mountrail. Communities include Rugby, Devils Lake, Rolla, Langdon, Cando, Cavalier, Larimore, Grafton, Walhalla, Grand Forks, Mayville, Hillsboro, Cooperstown, Hannaford, Binford, Finley, Valley City, Williston and Tioga.

(article continued on next page)



“The regional approach that many of these counties and communities are taking is exactly what we hoped would happen,” said Linda Butts, ED&F director. “Our future depends on the vitality of our communities, and so the Department of Commerce is taking economic development to the next level to secure that future.”

There is \$175,000 available in the ED&F director’s discretionary fund for the Partners in Marketing grant program. The funds are available on a first-come, first-served basis during the 2001-03 biennium. For more information about the program, contact Tracy Metzger at 701-328-5352 or tmetzger@state.nd.us. ■

BUSINESS RECEPTION IN MINNEAPOLIS PLANNED JULY 30

The Department of Commerce, in conjunction with several local developers, will host a business reception on Tuesday, July 30, at the Hotel Sofitel in Bloomington, MN. Gov. Hoeven plans to attend the event, and several local developers have already indicated their participation. They include: John Phillips, Beulah; Cal Klewin, Bowman; Gene Veeder, Watford City; Paul Lucy, Minot; Jennifer Feist, Valley City; Gaylon Baker, Dickinson; Kim Sheffield, Griggs-Steele Empowerment Zone; Jim Dahlen, Devils Lake;

Kevin Magstadt, MDU; Tom Rolfstad, Williston; and Jason Andrist, Rolla.

If you are a local developer and want to participate in this event, contact Tracy Metzger at 701-328-5352 or tmetzger@state.nd.us. ■

SPECIAL EXPORT FUNDING AND FINANCE TRAINING OFFERED

Export North Dakota presents a unique opportunity for businesses and bankers to better understand the many facets of export-related funding and finance at two, one-day seminars offered July 30 and 31 in Fargo and Bismarck, respectively.

The Department of Commerce is co-sponsoring the events which will provide participants with hands-on training and advice from experts with the U.S. Small Business Administration, U.S. Export-Import Bank, the U.S. Commercial Service, North Dakota state funding agencies and international bankers.

To register or for more information, visit www.exportnd.com, write info@exportnd.com or call 701-237-0986. ■

STAFF LISTING

Lee Peterson, Commissioner	328.5300
Linda Butts, Director	328.5342
Sheila Auch, Administrative Assistant	328.5310
Celeste Engelhard, Account/Budget Specialist	328.5306
Chuck Fine, Senior Project Manager	328.5331
Cory Finneman, Research Vice President	328.5328
Sherri Frieze, Administrative Assistant	328.7255
Cornelius Grant, Rural Development Council Director	328.5313
Bob Gruman, ND Development Fund Consultant	328.5308
Jim Hariper, ndhasjobs.com Account Executive	328.7263
Michelle Hellman, MEP Administrative Assistant	328.7259
Jim Hirsch, Workforce Development Director	328.5345
Tara Holt, Women’s Business Program Director	328.5885
Leigh Ann Huether, Research Analyst	328.5336
Karen LaChapelle, Administrative Assistant	328.7260

Renee Loh, Project Manager	328.5335
Tracy Metzger, Marketing Vice President	328.5352
Nancy Miller, Administrative Assistant	328.5312
Sandy Opp, Project Manager	328.5338
Kelly Potts, Credit Officer, Development Fund	328.5349
Jeff Quast, Research Analyst	328.5323
Dean Reese, ND Development Fund/Rural Fund CEO	328.5334
Brad Rosenfeldt, Computer Network Specialist	328.5362
Inez Ryberg, APUC Administrative Assistant	328.5318
John Schneider, Executive Director of APUC	328.5350
Randy Schwartz, MEP Director	328.5314
LaVonne Stair, Office Manager	328.5317
Mike Strotheide, Business Development Vice President	328.5322
Cyrena Weeks, Workforce Development Administrative Officer	328.5311
Laura Willard, Project Manager	328.5337