



# Growing Interest in North Dakota

## WAY TO GO MAPLETON, HATTON, FARGO AND TIOGA!

Gov. John Hoeven and the Department of Commerce staff salute the efforts of local developers and community leaders in Mapleton, Hatton, Fargo and Tioga on their recent announcements of new company expansions into their communities.

### Mapleton



Photo by Colburn Hvidston III /Forum Photo Chief

Steve Hageman, left, president of Remington Hybrid Seeds, and Gov. John Hoeven talk at the company announcement in Mapleton.

Remington Hybrid Seed Company, Inc., is building its first North Dakota plant in Mapleton, where it will condition, package and warehouse soybeans. Construction is underway for the new 40,000-square-foot seed conditioning and warehouse facility. Remington Seed's expansion to North Dakota is a direct result of contacts made by Gov. Hoeven, DOC staff and the Fargo Cass County Economic Development Corporation at a business reception held in Chicago in March.

### Hatton

Specialty Export Productions, Inc., is locating its U.S. division plant in Hatton. The company will receive organic grains and oilseeds from a four-state region, clean the product to customers' specifications for shipment worldwide. The company has purchased the former Anheuser Busch facility in Hatton, which has a storage capacity in excess of 600,000 bushels.

### Fargo

Winnipeg-based Buhler Industries took over operation of Fargo's Alloway Industries' plant on Aug. 1. Alloway was slated to close the plant, which employed 80 people, on July 31. However, state and local economic development officials worked together to attract the international business to Fargo. The 80 employees have been encouraged by Buhler to apply for its job openings. Buhler's Fargo plant, its first in the United States, will produce components for the wide range of agricultural equipment Buhler manufactures.

### Tioga

A new value-added agricultural business starting up in Tioga will provide jobs and an opportunity for farmers in northwestern North Dakota to raise alfalfa as a cash crop. Heartland Feed, Inc., expects to open its first production facility in October. The Nevada-based corporation will operate in North Dakota as Northwest Alfalfa Products.

Our congratulations to the following local economic developers and board members for their efforts to make North Dakota a better place to live, work and be in business: Sue Morton, Brian Walters and Rick Berg, Fargo Cass County Economic Development Corporation; Rick Forsgren, Traill County Economic Development Commission; Cindy Skjoiten, Hatton Economic Development Corporation; and Tressy Heinle and Bob Skarphol, Tioga Area Economic Development Corporation. ■

## BUSINESS DEVELOPMENT ACTIVITY CONTINUES TO CLIMB

July was a busy month for DOC's business developers. The five-person team is currently working with 56 projects. They have assisted with four locations in the past month, including Remington Hybrid Seed in Mapleton, Specialty Export Productions in Hatton, Buhler Industries in Fargo and Northwest Alfalfa Products in Tioga.

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A total of 386 contacts were made at the Semicon West trade show in San Jose and San Francisco in mid-July. Of that total 20 hold potential for projects. Local developers Russ Staiger, Bismarck; Mark Krauseneck, Grand Forks; and Paul Lucy, Minot; assisted Mike Strotheide and Renee Loh at the exhibit booth. The DOC staff also has hosted two company site visits in July. "We will continue to fill the pipeline with more contacts and leads. The more names and projects we have in the pipeline, the greater potential we have to land company locations across the state," said Strotheide, vice president of business development. ■

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### **BUSINESS RECEPTIONS PROVE SUCCESSFUL**

The Department of Commerce, in conjunction with several local developers, hosted a business reception in San Jose on July 18 and another in Minneapolis on July 30. Linda Butts, director of the Department of Commerce Division of Economic Development & Finance said, "These receptions are being held in specific geographic areas where the department has identified a strong presence of companies that fit the state's targeted growth industries." Those industries are information technology, advanced manufacturing, value-added agriculture, energy and tourism.

More than 50 guests attended the San Jose event, which was held in conjunction with a North Dakota Ambassadors meeting and the Semicon West trade show.

In Minneapolis 38 company executives from 28 companies attended the reception. Eleven local economic developers joined Gov. John Hoeven and DOC staff to discuss business expansion opportunities in the state.

"We are glad you are here," Commission Lee Peterson said to the reception guests. "You are impressed now, you will be even more so when you come to visit us. We are doing economic development differently in North Dakota and it's to your benefit."

In San Jose, the ambassadors met for a second time to further define the kinds of companies and individuals DOC would like to meet and discuss the opportunities for business locations in North Dakota. "These alumni are well placed individuals who sincerely want to help our state. They know the decision makers in Fortune

500 companies in northern California like we know the decision makers of the companies in our state," said Linda Butts, director of the Division of Economic & Development Finance. "The difference is the decision makers they know are the ones we want to encourage to locate a business in North Dakota." ■

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### **GOVERNOR'S INTERNATIONAL TRADE CONFERENCE PLANNED SEPT. 23-24**

Gov. John Hoeven is hosting a September conference in Fargo for North Dakota businesses that want to enter the export business.

Governor's International Trade Conference – *Global Business: North Dakota Style* will be held Sept. 23-24 at Fargo's Ramada Plaza Suites. The North Dakota Department of Commerce, Export North Dakota and the North Dakota District Export Council are jointly sponsoring the event. An Agricultural Products Utilization Commission (APUC) grant is helping to fund the conference.

On the first day of the conference, the North Dakota Manufacturing Extension Partnership (N.D. MEP), an office of Economic Development & Finance, will conduct a half-day workshop called "Market Development – How to Find New Customers and Markets" for all North Dakota manufacturers. The workshop will be followed by technical assistance that afternoon and on the second day of the conference.

Other half-day workshops are "Essence of Electronic Commerce," which includes web site marketing, online market research and e-commerce tools and resources. Another half-day workshop targeted towards food processors is called "Marketing Your Food Products." It will cover how to create product and company value, market channels and food trends.

At Monday night's banquet Gov. Hoeven will recognize a North Dakota business as the North Dakota Exporter of the Year.

The conference's second day is open to a wider audience including agricultural producers, business service providers such as accountants and attorneys, government

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officials and economic development professionals. Log on to [www.exportnd.com](http://www.exportnd.com) to register for the conference or call Export North Dakota in Fargo at 701-237-0986 or LAS International in Bismarck at 701-222-8331.

For more information on N.D. MEP and its services, contact Randy Schwartz, director, at 701-328-5314 or by e-mail at [rschwartz@state.nd.us](mailto:rschwartz@state.nd.us). For more information on Export North Dakota, contact Amanda Butcher Mack at 701-237-0986 or by e-mail at [amack@exportnd.com](mailto:amack@exportnd.com). ■

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### **APUC AWARDS \$170,495 IN VALUE-ADDED AG GRANTS**

The Agricultural Products Utilization Commission (APUC) approved funding for six projects at its quarterly meeting held in Williston on Aug. 1-2. The six projects will receive \$170,495 in value-added grants. The commission reviewed 15 requests and approved the following six:

- Aquatic Technologies, Inc., Newberg, was awarded \$10,500 to market saltwater shrimp to grocery stores and restaurants in North Dakota.
- Hickory Hut, Langdon, was awarded \$3,020 to market sausage, bacon and buffalo pepper sticks in North Dakota and Minnesota.
- Golden Plains Frozen Foods, Leeds, was awarded \$84,000 to develop and secure foodservice markets for high-quality filled pastas, sauces and other related products.
- Dakota Frontier Seeds, Flasher, was awarded \$42,000 to market and educate growers on the benefits of AC Greenfix, a fertilizer alternative that supplies nitrogen for both organic and conventional growers.
- Valley Specialty Foods, Grand Forks, was awarded \$21,000 to pursue retail markets for perogies.
- Catwalk System, Minto, was awarded \$9,975 to complete a market feasibility study, marketing plan and final patent costs. The system attaches to farm trucks to allow safe access to the bed.

APUC's next quarterly hearing is scheduled for Nov. 21-22 in Minot. The deadline for grant applications is Oct. 1. For online grant applications or information, visit [www.growingnd.com](http://www.growingnd.com). ■

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### **NORTHDAKOTAHASJOBS.COM LINKS JOB SEEKERS AND EMPLOYERS**

On June 14 the Department of Commerce's Division of Workforce Development kicked off [northdakotahasjobs.com](http://northdakotahasjobs.com), a web-based employment site that links businesses that have job openings with job seekers.

Job seekers can post resumes on the web site at no cost. A business can post a job opening on the site for \$95 per listing. Business subscriptions are also available, allowing unlimited access to post job openings. The subscription also gives businesses access to resumes on file on the site. Subscription levels range from \$250 to \$2,500 a year.

A search tool allows a business to screen resumes by keyword. Businesses can post career fairs and student internships on the site at no cost.

For more information contact Jim Hariper, an account executive with the Division of Workforce Development, at 701-328-7263, or visit [northdakotahasjobs.com](http://northdakotahasjobs.com). ■

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### **DIVISION OF COMMUNITY SERVICES RECEIVES \$6.4 MILLION FOR COMMUNITIES**

Housing projects, public works and economic development projects got a shot in the arm when the Department of Commerce's Division of Community Services received \$6.41 million 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.

Paul Govig, director of the Division of Community Services, says the block grant program provides much needed support to locally driven economic and community development projects.

Projects that qualify for the funds must follow strict federal guidelines and must prove direct benefit to low- and moderate-income individuals. Approximately 40 percent of the funds are allocated to a set-aside

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program intended for more comprehensive projects within the state. The Department of Commerce reviews these projects and makes recommendations to Gov. John Hoeven for final decisions. The remaining 60 percent is divided among the state's eight regional councils.

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

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### NORTH DAKOTA ADDS TREASURE HUNTING TO ACTIVITY LIST

Geocaching. The three-year-old game – a cross between hiking, treasure hunting and a computer game – is the latest rage. Families, couples and singles of every age and gender are playing.

Now North Dakota has joined in the hype. Recently, geocaches have been placed along the Lewis & Clark Trail at Fort Mandan, Cross Ranch State Park and Cross

Ranch Nature Conservancy. The sites have been registered at [www.geocaching.com](http://www.geocaching.com), which is the official web site that tells all about the sport of geocaching and specific geocache sites. Other interested partners will add more sites throughout North Dakota next year.

Geocaching is a high-tech treasure hunt, where players use the Global Positioning System (GPS) to find caches of trinkets hidden anywhere on the planet. The game goes 24-hours per day, every day, just about anywhere in the world. Players log on to the Internet at [www.geocaching.com](http://www.geocaching.com), where they get a set of map coordinates to input into their GPS. Then those coordinates are used to locate the caches. ■

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### WHAT THEY'RE SAYING

*"As a high-tech company competing on a global basis, North Dakota has provided all the essential components to allow us to be number one in our marketplace."*

– Doug Burgum, Microsoft Business Solutions ■

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