

volume 6, issue 1

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# commerce matters



### Governor's Choice award winners named

Gaylon Baker of Stark Development Corporation in Dickinson, Goodrich Cargo Systems of Jamestown, and Martin A. White of MDU Resources Group, Inc. Bismarck, are the recipients of the 2004 Governor's Choice for Economic Development Awards.

Lt. Jack Dalrymple presented the awards during the fall meeting of the Economic Development Association of North Dakota.

"These awards are an opportunity to recognize that we are making progress with our economic development efforts. Our combined efforts with local and state economic development stakeholders are moving North Dakota forward and creating opportunity and quality jobs in every corner of the state."

Other Governor's Choice for Economic Development award nominees were the following:

- Maple River Development LLC, dba Enderlin Inn, Enderlin;
- Richard S. Becker, Becker Marketing Consultants, Grand Forks;
- Donald Frye, Otter Tail Power Company, Carrington;



Commerce Commissioner Lee Peterson (left) and Lt. Governor Jack Dalrymple (right) congratulate Martin White, MDU Resources Group, as the 2004 recipient of the Governor's Choice award winner for Ambassador of the Year.

- Russell Staiger, Bismarck Mandan Development Association, Bismarck;
- Duke Rosendahl, Hazen Community Development, Hazen;
- Tamra Kriedeman, Enderlin Community Affairs Advocate, Enderlin;
- Becky Meidinger, Development Specialist, Ashley;
- Thomas Trenbeath, Economic Development, City of Cavalier, Cavalier; and
- Curt Trullinger, Lockheed Martin, Colorado Springs, Colo. ●

### Holland America announces Williston location

Holland America Line announced it will take over a Williston reservations center, currently operated by American Express Travel Related Services Company, and it will become a satellite reservations office for the premium cruise leader.

"Holland America Line's expansion to Williston is a success story for our state and our ambassador program," said Gov. John Hoeven. "Our Department of Commerce connected with CEO Kirk Lanterman and he agreed to be an ambassador for North Dakota. He has a solid commitment to his North Dakota roots and is now investing in our state through his business."

Partners on this project include Holland America Line, American Express, Williston Area Development Foundation, City of Williston Star Fund, Job Service North Dakota and the North Dakota Department of Commerce Economic Development and Finance Division. ●

### Eagle Creek Software chooses Valley City

Eagle Creek Software Services is establishing a technology and customer service center in Valley City. The company, headquartered in Deephaven, Minn., is a national provider of customer

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relationship management (CRM) software services for Fortune 1,500 companies. Its Valley City center is expected to employ about 20 technical consultants initially and is expected to grow to about 100 employees by the end of 2006.

In addition to Valley City-Barnes County Development Corporation and VCSU, partners on the project include Eagle Creek Software Services, the city of Valley City, Barnes County, Job Service North Dakota, the North Dakota Department of Commerce, the Office of the Governor and the Office of Congressman Pomeroy. ●

### Specialty Export Productions names second North Dakota location

Specialty Export Productions, Inc. announced it will locate its second North Dakota facility in East Fairview, just west of Watford City, N.D. The company is a major producer and exporter of certified organic and non-GMO grain and oilseeds. Specialty Export Productions announced the location of its U.S. division plant in Hatton, N.D. in July 2002.

The East Fairview facility will provide growers in a 100-mile radius with expanded opportunities to market their products. "This is our first export-focused project in McKenzie County and we are excited about its potential," said Gene Veeder, director of the McKenzie County Job Development Authority (JDA). "This facility provides expanded market opportunities for our growers and that translates into increased stability and income for northwestern North Dakota and eastern Montana farmers."

Partners on the project include Specialty Export Productions, McKenzie County Bank, McKenzie County JDA, the Williston Star Fund, Tri-County Regional Development Council, North Dakota Development Fund, Bank of North Dakota, and the divisions of Community Services and Economic Development & Finance at the North Dakota Department of Commerce. ●

### Aircraft manufacturer chooses Devils Lake

Robert Hensley, president and chief executive officer of Hensley Aircraft, Inc., announced the location of his company's aircraft manufacturing facility in Devils Lake, N.D. Hensley Aircraft, currently based in Wayzata, MN, designs and manufactures the components necessary to build a four-seat, twin-engine, sport aircraft called the H-1 Wolf™. Hensley will move all primary operations of the Wolf™ to the Devils Lake facility, beginning in the spring of 2005. This includes 15-20 full-time positions for assemblers, production managers, technical assistance, sales and marketing, and accounting professionals with salary ranges from \$40,000-\$85,000. Future employment growth includes another 10-15 full-time professional positions.

North Dakota Ambassador and former state legislator Jay Lindgren provides legal counsel for Hensley Aircraft. He contacted the North Dakota Department of Commerce when he knew the company was beginning the site selection process. Lindgren is one of 850 Ambassadors around the country who are opening doors for North Dakota officials to meet with company executives and discuss the competitive advantages of doing business in the state.



Nearly 80 guests attended the North Dakota Business Reception in Portland on Jan. 18. The event was held in conjunction with the Northwest Food Processors Show. Here, Linda Butts, ED&F director (right), greets a guest.

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Partners on the project include Hensley Aircraft, the city of Devils Lake, Forward Devils Lake Corporation, North Central Planning Council, North Dakota Development Fund, Bank of North Dakota, and the divisions of Community Services and Economic Development & Finance at the North Dakota Department of Commerce. ●

### 2005 business development calendar unveiled

The Economic Development & Finance Division of the Department of Commerce announced its 2005 schedule of activities for business development, marketing and research. Local economic developers are invited to partner in these events:

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|------------|--|
| Feb. 21-23 | 2005 Outsourcing World Summit,<br>San Diego, CA  |
| March 5    | North Dakota Business Gathering, Chicago, IL     |
| March 7-10 | National Manufacturing Week, Chicago, IL         |
| Sept. 24   | North Dakota Business Gathering, Denver, CO      |
| Nov. 19    | North Dakota Business Gathering,<br>San Jose, CA |
| Dec. 6-8   | Power Gen, Las Vegas, NV                         |

For more information about any of these events, contact Tracy Finneman at 701-328-5352 or [tfinneman@state.nd.us](mailto:tfinneman@state.nd.us). ●

### APUC awards \$126,728 in grants

The North Dakota Agricultural Products Utilization Commission (APUC) approved \$126,728 in funding to five agricultural projects at its quarterly meeting Nov. 18, 2004, in Bismarck. The projects include the following:

**Identity Ag Processing LLC**, Casselton, was awarded \$9,000 to market its new, state-of-the-art processing facility, for identity-preserved, Non-GMO commodities.

**The North Dakota Trade Office**, Fargo, was awarded \$22,478 for a trade mission to China.

**Crane Creek Gardens**, Stanley, received \$65,000 to obtain federal EPA registration on the company's product – Fresh Cab.

**The North Dakota Farmers Market**, Watford City, was awarded \$25,000 for a market development grant to promote existing markets and recruitment of new markets, and develop a new logo design and directory.

**Meridian Seeds**, West Fargo, received \$5,250 to bring in a technical expert for the two new identity-preserved White Spring Wheat seeds being developed in New Zealand.

The next APUC meeting is scheduled for Feb. 10-11, 2005, in Bismarck. ●

### UND named a top school for entrepreneurs

A Forbes/Princeton Review survey ranked the University of North Dakota #14 out of 357 undergraduate campuses as the most entrepreneurial. Factors in the ranking include whether the school has an entrepreneur major, whether it has a business incubator and whether it offers hands-on learning at real businesses. UND could answer "yes" to every one of those questions. ●

### Alternative Tourism and Rural Enterprise Conference planned April 7 in Napoleon

Napoleon is the site of the 6th Annual Alternative Tourism and Rural Enterprise Conference to be held Thursday, April 7. The daylong event for tourism business owners and rural entrepreneurs will take place at the American Legion Hall. Conference attendees will learn ways to increase their income by expanding their business opportunities, gain tips on Internet marketing, address hospitality and liability insurance issues and more.

Business owners attending the conference can sign up for free booth space on a first-come, first-served basis. The cost to attend the event is \$20. Advanced registration is required by March 28. Visit [www.edgeley.com](http://www.edgeley.com) or call Lee Kleppe at 701-754-2504. ●