



# City of Minot January 2024 Economic Development Contract Presentation

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BREKKA KRAMER, PRESIDENT | CEO

MARK LYMAN, ECONOMIC DEVELOPMENT SPECIALIST

KELI ROSSELLI-SULLIVAN, WORKFORCE DEVELOPMENT SPECIALIST | MILITARY LIAISON



# Mission

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IT IS THE MISSION OF THE MINOT AREA CHAMBER EDC TO ADVOCATE FOR AND INVEST IN BUSINESS ACTIVITY BY BEING A COLLABORATIVE PARTNER IN THE COMMUNITY, FOCUSED ON IMPROVING QUALITY OF LIFE FOR ALL.



# Vision

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TO BE THE GO-TO ORGANIZATION FOR OUR BUSINESS COMMUNITY TO DRIVE  
KEY INITIATIVES THAT BUILD AND STRENGTHEN OUR ECONOMY



# 2023 Board of Directors

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## **Executive Committee**

Chair Kevin Black, Creedence Energy Services

Chair-Elect, Cassidy Hjelmstad, SRT

Vice-Chair, Ryan Ackerman, Ackerman-Estvold

Treasurer, Missy Feist-Erickson, Peoples State Bank

Past Chair, Randy Hauck, Verendrye Electric Cooperative

President | CEO & Corporate Secretary, Brekka Kramer, Minot Area Chamber EDC

## **Board Members**

Peter Hankla, McGee, Hankla & Backes, P.C.

Jonn Knecht, Bravera Bank

Les Knudson, AGT Foods

John Kutch, Trinity Health

Jason Olson, Ward County Commission

Mayor Tom Ross, City of Minot

Dr. Steven Shirley, Minot State University

Dr. Mark Vollmer, Minot Public Schools

Jason Zimmerman, Minot Area Community Foundation



# Our Team

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## **Minot Area Chamber EDC**

Brekka Kramer, President | CEO

Carla Dolan, Vice President

Mark Lyman, Economic Development Specialist

Keli Rosselli-Sullivan, Workforce Development Specialist | Military Liaison

Chanda DeCent, Finance Director

Katie Dotson, Communications & Outreach Specialist

Jaime Hauge, Executive Assistant

Amanda Nybakken, Administrative Assistant

Marie Sanders, Administrative Assistant

## **Motor Vehicle Department**

Lacey Coleman, Manager

Clerks: Tammy Hanson, Wendy Keldson, Tracey Oja Zeretzke, Kim Reedy, Destiny Waddle, and Karen Heatherly

# Strategic Plan

1.a.



Five-year strategic plan was implemented in Q4 2022 (Attachment A)

- January 1, 2023 - December 31, 2027

Five key pillars:



# Business Retention & Expansion

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1.b.



## Business Retention & Expansion (BR&E) interviews

- 45 interviews completed in 2023
- 66% of the BR&E contact list was pursued
- Proactive connection with key, primary sector businesses
- Collected data is reported in Attachment C



1.c.

# Attracting New Opportunities

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Intermodal Service at Logistics Park of North Dakota (LPND)

Consolidated Rail Infrastructure and Safety Improvements (CRISI Grant)

North Dakota's only BNSF Site Certified location

Committees (agribusiness, energy, governmental affairs, military affairs, infrastructure)

Entrepreneurial programming

Task Force 21

Strategic partnerships

Trade shows and conferences

Business leads and inquiries - major primary sector project for the Minot region





# Economic Development

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1.d. 1.e. 1.f. 1.k. 1.l.

## MAGIC Fund applications

- Hot Switch Heating Systems, LLC request, \$215K
- MACEDC staff and board involved in MAGIC Fund guideline review with City of Minot staff and elected officials. The revised guidelines were approved by City Council December 18, 2023

## Strategic partner in developing economic development policies

- Multiple touchpoints with city staff and regional representatives

## Economy at a Glance

## Primary Sector State RFP through North Dakota Department of Commerce

## Community tours



# Workforce Development

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1.g. 1.h. 1.i. 1.j.

- 2023 legislative session – workforce proposals, opportunities, and solutions
- Regional Workforce Impact Program grant
- Workforce Development Specialist added to the MACEDC team in 2023
- Workforce Committee developed
- New talent portal to attract newcomers – Minot WayFinders Talent Portal
  - WayFinder analytics found on Attachment F
- North Dakota Petroleum Council's Bakken GROW program community liaison
- Serves on City's childcare committee



# Online Visibility

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Up to date information on [www.minotchamberedc.com](http://www.minotchamberedc.com)

- Key industries
- Intermodal service
- Logistics Park of ND
- Quality of Life
- Local and statewide workforce initiatives
- Link to Visit Minot community calendar

Location One Information System (LOIS), commercial and industrial properties

- 37 buildings
- 46 sites



# Minot Air Force Base Retention

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1.c.

- Task Force 21
- Strategic leadership positions
- Advocacy and awareness
- Educate the local community, North Dakota officials, members of Congress and public on national security issues
- Support for modernization and nuclear mission of the B52 and Long-Range Standoff Weapon program
- Support for modernization of the missile system, Sentinel



## Q&A

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THANK YOU FOR HELPING TO DRIVE KEY INITIATIVES THAT BUILD AND STRENGTHEN OUR ECONOMY THROUGH ECONOMIC DEVELOPMENT, WORKFORCE DEVELOPMENT AND SUPPORT OF MINOT AIR FORCE BASE