

# **MAGIC FUND ANNUAL REPORT 1995**



**With historical analysis from  
July 1990-December 1995**

**Compiled for the City of Minot by:  
Minot State University's  
Business and Community Assistance Center  
1600 2nd Avenue SW  
Minot, North Dakota 58701  
(701) 858-3825  
1-800-777-0750 ext.3825**



EDWARD T. SCHAFER  
GOVERNOR

# State of North Dakota

OFFICE OF THE GOVERNOR  
600 E. BOULEVARD - GROUND FLOOR  
BISMARCK, NORTH DAKOTA 58505-0001  
(701) 328-2200

## Greetings:

On behalf of the citizens of North Dakota, it is my pleasure to congratulate the City of Minot in its administration of the MAGIC Fund, which so successfully demonstrates economic growth by investment and cooperation.

North Dakotans are known for their strong work ethic and quality of life. As government resources continue to be limited, your efforts are playing an ever increasing role in providing jobs and business opportunities for our citizens.

Your mission and work are acknowledged and appreciated. I join the citizens of our state in expressing heartfelt thanks for all of your efforts.

As there continues to be changes and challenges in economic development, I am confident your spirit of dedication and commitment to others will continue to be a source of pride and inspiration for all North Dakotans.

Sincerely,

A handwritten signature in cursive script that reads "Edward T. Schafer".

Edward T. Schafer  
Governor

# city of Minot

March 1996

The Minot Area Growth by Investment and Cooperation (MAGIC) Fund is pleased to present the 1995 annual report. Economic development is the process in which our community creates, retains, and reinvests wealth. The MAGIC Fund is an important catalyst that supports the key elements of our economic development efforts. It fuels a thriving and productive economy, encouraging business retention, expansion and development to enhance the quality of life in northwestern North Dakota.

Progress does not develop effortlessly; it takes the dedication and perseverance of committed professionals and volunteers to develop projects and facilitate action. On behalf of the MAGIC Fund committee, I wish to thank our local partners in economic development for their vital role in our mission:

- Economic development organizations in over 100 communities surrounding Minot
- Minot Area Development Corporation
- Minot State University's Business & Community Assistance Center
- Small Business Development Center and the Entrepreneurship Program
- Souris Basin Regional Planning Council

We applaud the noble and courageous entrepreneurs who take the risks to operate their businesses in this uncertain, competitive and fast-changing global economy. Without these men and women, there would be no success. Only those who dare to fail greatly can ever achieve greatly. We look forward to an exciting and prosperous future for all.



Blaine DesLauriers  
MAGIC Fund Chairman

## **ACKNOWLEDGMENTS**

*Special thanks for preparation assistance, reporting, and editing is extended to the following:*

*Businesses funded by the MAGIC Fund  
City of Minot administrative staff  
Minot Area Development Corporation  
Minot State University  
Small Business Development Center  
Souris Basin Planning Council*



# **1995 MAGIC FUND ANNUAL REPORT**

## **TABLE OF CONTENTS**

	<b><u>Page</u></b>
Letter from Governor Ed Schafer	
Letter from MAGIC Fund Chairman Blaine DesLauriers	
Table of Contents	
Acknowledgments	
<b>I. INTRODUCTION</b>	<b>1</b>
Inception	
MAGIC Fund Committee Members	
Role	
Process	
Business Friends	
Annual Report	
Limitations	
<b>II. EXECUTIVE SUMMARY</b>	<b>4</b>
Approvals & Jobs Supported	
Public Support	
Job Creation Cost	
Jobs Projected Vs. Actual	
Wages Projected Vs. Actual	
Fringe Benefits	
Economic Impact	
Leverage	
Types of Funding	
Collections & Loan Losses	
Conclusion	
<b>III. RURAL IMPACT</b>	<b>9</b>
Outreach	
Marketing Assistance/Marketing Match	
Approvals & Jobs Supported	
Job Creation/Retention	
Job Compensation	
Economic Impact	
Leverage	
Conclusion	
<b>IV. CITY OF MINOT IMPACT</b>	<b>13</b>
Successful Results	
Approvals & Jobs Supported	
Job Creation/Retention	
Job Compensation	
Economic Impact	
Leverage	
Conclusion	
<b>APPENDICES</b>	

# TABLE OF CONTENTS (Continued)

## APPENDICES

	<u>Page</u>
<b>Appendix A: Proposals</b>	<b>16</b>
1. Proposals Processed 1995	
2. Proposals Processed To Date, 1990 - 1995	
3. Invitation to Apply Rate	
4. Proposals Disapproved/Returned Without Action 1995	
5. Proposals Disapproved/Returned Without Action To Date, 1990-1995	
<b>Appendix B: Applications</b>	<b>18</b>
1. Applications Processed 1995	
2. Applications Processed To Date, 1990 - 1995	
3. Application Approval Rate	
4. Applications Disapproved 1995	
5. Applications Disapproved/Withdrawn During Process To Date, 1990 - 1995	
6. Applications Withdrawn After Funding Approval To Date, 1990 - 1995	
7. Applications Amended After Approval 1995	
8. Listing of Approved Job Creation/Retention Projects 1990 - 1995	
9. Financial Packaging Data To Date, 1990 - 1995	
10. MAGIC Fund Leverage Ratios For Each \$1.00 Obligated (Cumulative)	
11. Miscellaneous Projects Approved 1990 -1995	
12. Miscellaneous Projects Not Funded To Date, 1990 - 1995	
13. Projects Withdrawn By The Client While In Process	
<b>Appendix C: Marketing Match</b>	<b>34</b>
1. Funding Formula	
2. Marketing Match Funding Level To Date 1991 - 1995	
3. Rural Marketing Matching Fund Uses (1995)	
<b>Appendix D: Jobs Created/Retained</b>	<b>43</b>
1. Employer's Projections (Full-Time Equivalent) To Date, 1990 - 1995	
2. Per Job Creation/Retention Costs (Using Projected # Jobs)	
3. Job Creation Projects By Number of Jobs To Date, 1990 - 1995	
4. Employer's Actual Full-Time Equivalent Jobs Created/Retained To Date, 1992 - 1995	
5. Employer's Projected vs. Actual Full-Time Equivalent Jobs Created/Retained In 1995	
6. Employer's Jobs Projected vs. Jobs Actually Created 1992 - 1995	
<b>Appendix E: Wages And Fringe Benefits</b>	<b>60</b>
1. Projected Wage Levels vs. Actual	
2. Fringe Benefits	
3. Community Wage Impact	
4. Wages Created For Each \$1.00 in MAGIC Funds 1992 - 1995	
<b>Appendix F: Financial Repayment Report</b>	<b>62</b>
1. Project Funds Repayable To MAGIC Fund During Its Life	
2. % Payments Collected Of MAGIC Funds For Job Creation Projects To Date	
3. Loan Repayment For Activities Funded To Date	
<b>Appendix G: Activities Funded by Souris Basin Revolving Loan Fund</b>	<b>64</b>
<b>Appendix H: Grand Recap of Funding Assistance to Communities 1990 - 1995</b>	<b>66</b>
<b>Appendix I: Report Of Infrastructure Improvements Funded</b>	<b>68</b>
<b>Appendix J: Economic Development Funding</b>	<b>69</b>

# I. INTRODUCTION

## Inception

The Minot Area Growth by Investment and Cooperation (MAGIC) Fund was established in 1990 when Minot voters approved a 1% city sales tax. Forty percent of the sales tax is designated for economic and industrial development. Project funding assessment and recommendations are conducted by the MAGIC Fund committee members, who are appointed by the Mayor and confirmed by the City Council.

## MAGIC Fund Committee Members

### 1995 MAGIC FUND COMMITTEE MEMBERS



Chairman  
Blaine DesLauriers  
1st International Bank  
represents financial sector



Vice Chairman  
Ernie Selland  
Minot Telephone Co.-retired  
represents business sector



Monte Espe  
Northern States Power  
represents labor sector



Wanda Emerson  
Mayor, City of Mohall  
represents trade area



John Petrik  
Pringle & Herigstad Law  
represents professional



John Samuelson  
Samuelson Shoes-retired  
represents business sector



Scott Tranby  
Mowbray Plumbing & Heating  
represents labor sector

### ***PAST MAGIC FUND COMMITTEE MEMBERS***

<u><i>Name</i></u>	<u><i>Sector Represented</i></u>
Orlin Backes, Past Chairman	Professional
John Hoeven III, Past Chairman	Finance
Jim Jensen	Business
Karen Czapslewski	Business
Dick Bergstad	Labor
Robert Thom	Labor
Ron Rauschenberger of Kenmare	Trade Area

#### **Role**

The MAGIC Fund's role in the financial packaging of business startups, expansions or retentions is to provide "gap" financing and/or relocation incentives. Funds are to be used to leverage related financing through primary lenders, venture capitalists and others. In this role, the MAGIC Fund offers substantial flexibility in structuring financial terms to meet each individual project's needs.

#### **Process**

Applicants contact one of the following service providers to assist them in submitting a proposal:

- ⇒ Minot Area Development Corporation
- ⇒ Minot State University's Business & Community Assistance Center
- ⇒ Small Business Development Center
- ⇒ Souris Basin Planning Council

Requests for funding involve a two step process. A project proposal is submitted, providing the MAGIC Fund committee an opportunity to communicate concerns, request specific information, and/or offer valuable suggestions. If the proposal falls within MAGIC Fund guidelines and merits further consideration, the committee votes to invite an application. Approval is based on the impact the business has on the region's economy, the number of jobs created/retained, and the quality of jobs.

#### **Business Friends**

The MAGIC Fund understands that assisting a business to start, expand, or relocate in the northwestern North Dakota is only the first step. Recognizing the risks that entrepreneurs face in this uncertain and fast-paced global arena, the Minot community wants

to do more than simply provide financial help. It wants to foster a long-term, profitable, and continuing community partnership through its Business Friends program.

The Business Friends program is designed to:

- extend a hand of friendship from the Minot community to the business.
- offer assistance by providing relevant information and support
- encourage collaboration and provide the link to locate desired resources for expanded support.
- periodically contact the business to gather required MAGIC Fund employment data.

### **Annual Report**

The MAGIC Fund General Policy Guidelines, as approved by the Minot City Council, require an annual report of the activities of the MAGIC Fund. This is the 5th annual report compiled by Minot State University's Business and Community Assistance Center. The 1995 results are compared with previously reported periods. This comparison provides insights to the maturation process of the MAGIC Fund. *Questions or comments regarding the annual report should be directed to the Business & Community Assistance Center, 701/858-3825 or 1-800-777-0750 ext. 3825.*

### **Limitations**

Any company that was considered more than once by the MAGIC Fund is carried in this report by the final result of the considerations, i.e. if a company was considered three times and the end result was approval of the request, the company was shown as approved in all job/wage reports. There were twelve companies that did not return written verifications of wages and numbers of employees. In these cases, we relied on verbal estimations and extrapolations from previous years' reports. Percentages were rounded to the nearest whole unless otherwise noted. In the case of expansions and job retention, the entire number of local jobs and wages are reported unless otherwise specified by the application. There were 14 employers that filed incomplete fringe benefits and cost-sharing data, some expressing concern over this reporting requirement.

## II. EXECUTIVE SUMMARY

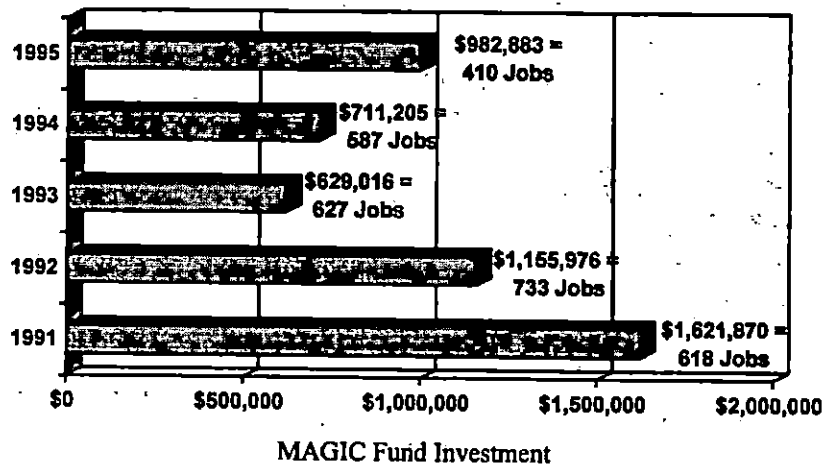
### Approvals & Jobs Supported

(Appendix B, D, pp. 19, 21-26, 32, 43-47)

In 1995, the MAGIC Fund provided direct job creation assistance to 19 projects. The 1995 applicants intend to create 410 jobs as a result of the funded business projects totaling \$982,883. In addition, there were two approved project requests that were not for direct job creation, but indirectly supported economic development totaling \$6,600.

Since the fund's inception in 1990, a total of \$5,100,950 has been obligated to 120 job creation/retention projects in 36 communities. These businesses have indicated their intent to provide a total of 2,974.25 jobs (full-time equivalent) during or before 1999. The historic application approval rate is 98.8%.

### YEARLY MAGIC FUND INVESTMENT & JOBS PROJECTED



*NOTE: These numbers have been adjusted for projects withdrawn after funds were approved. Some businesses have been funded in two or more different years.*

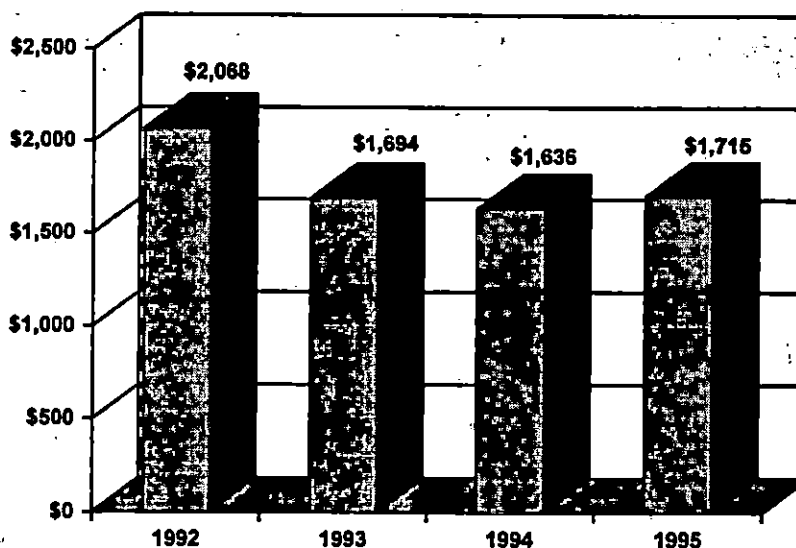
### Public Support

In 1995, the public's perception of the MAGIC Fund's contribution to improved quality of life in Minot was put to the test at the Minot polls. On May 9 by a margin of 8.4 to 1, voters overwhelmingly supported a continuation of the 1% city sales tax, of which 40% is designated for economic and industrial development through June 30, 2006.

**Job Creation Cost**  
(Appendix B, D, pp. 26, 47, 48)

The average individual job creation cost is charted below by year.

**MAGIC FUND INVESTMENT PER JOB PROJECTED**



*NOTE: Typically there is a time lag after funding before actual jobs are in place. For this reason, the formula used to calculate the job creation cost uses cumulative funding and job creation expectations.  $\$5,100,950 \text{ Magic Fund investment} \div 2,974.25 \text{ jobs projected} = \$1,715 \text{ for job cost to date.}$*

The MAGIC Fund's cumulative per-job creation costs decreased during the time period of 1991 to 1994 and increased in 1995. Competition among states to recruit businesses is increasing and growing more costly. Even more significant is that the funding for businesses sold is included in the formula, but the jobs no longer are. The per-job creation cost is impressively low, made possible by efficiently leveraging additional funding sources. Historically, the majority of ventures funded by the MAGIC Fund, intend to create one to ten jobs per organization.

**Jobs Projected Vs. Actual**  
(Appendix D, p. 54-59)

Overall, the MAGIC Fund has invested in job creation projects which have created or retained 65% of the jobs projected by the funded applicants. There are no state or national averages that we are aware of, however, a 60% success rate is generally considered by economic development professionals to be excellent. It should be noted that 43% of the jobs created/retained are with 3% of the funded businesses.

**Wages Projected Vs. Actual**  
(Appendix E, p. 60)

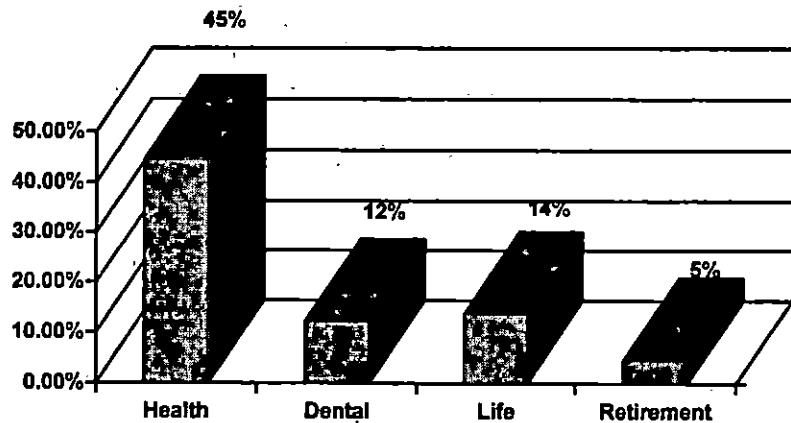
Wage rates and compensation are an additional measure of economic vitality and community growth. In 1995, actual hourly wages of funded businesses averaged \$9.09, exceeding projections by 10.2%. The higher wages and lower unemployment rate result

in more individual discretionary spending which circulates in the community, benefiting all. As wage rates and the number of employed workers rise, our economic developers are challenged to work even harder in recruiting new businesses. North Dakotans' work ethic and productivity is second to none, making this region a very desirable place to do business.

### **Fringe Benefits** (Appendix E, p. 60)

Fringe benefits for full-time jobs created/retained were provided by 41% of funded firms. Fifteen percent of the part-time jobs (less than 32 hours weekly) provided some benefits. On average, employer's paid 61% of health insurance premiums, 23% of dental insurance premiums, 94% of life insurance premiums, and 50% of retirement investments.

#### **% OF FUNDED BUSINESSES PROVIDING FRINGE BENEFITS**

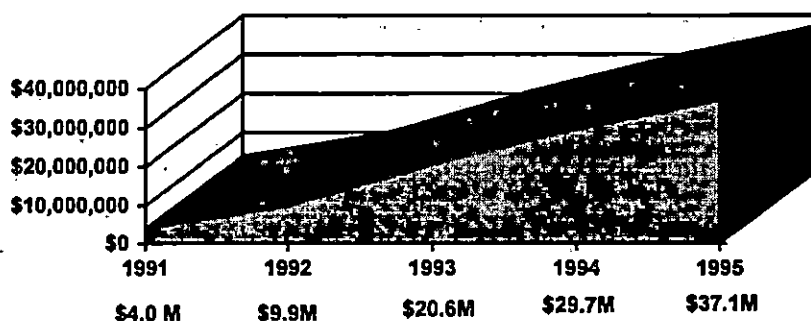


### **Economic Impact** (Appendix E, p. 61)

To date, funded businesses have returned \$19.07 in wages for every \$1.00 in MAGIC Funds obligated. The graph on the following page represents the impact of actual wages paid in Minot and the surrounding trade area. The impact is estimated to be 1.5 to 3 times greater than this figure, adjusting for the multiplier effect of money when it is locally circulated.



## REGIONAL IMPACT OF JOBS CREATED/RETAINED ACTUAL WAGES



### **Leverage**

*(Appendix F, p. 31)*

The MAGIC Fund committee has been able to spread the risk of investment by leveraging various funding sources. On the average, the MAGIC Fund provides 13.5% of the capital on projects in which it participates, leveraging \$7.58 for each dollar invested. Once again, these statistics strongly support the great value of a community based growth fund for gap and incentive financing. This allows the community to leverage their funds for maximum benefit.

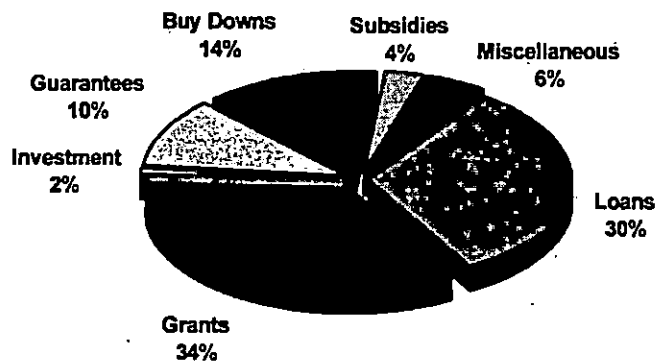
### **Types of Funding**

*(Appendix B, p. 21-26)*

Part of the MAGIC Fund's success is due to its willingness to create unique, flexible, ample financial agreements and terms. There is a sincere desire to give each business the best chance to achieve its goals and create more jobs while, at the same time, regarding its responsibility to the taxpayers to make reasonable investments. Following is a summary of the types of funding provided since the fund's inception.

### *MAGIC FUND COMMITMENT BY MAJOR TYPE OF FUNDING 1990 - 1995*

Loans	\$1,635,405
Grants	1,833,035
Equity Investments	107,000
Loan Guarantees	553,000
Interest Buy Downs	772,319
Rent Subsidies	200,191
Misc. /Feasibility Studies	<u>292,998</u>
Total	\$5,393,948



**Collections and  
Loan Losses**  
(Appendix F, p. 62, 63)

As of December 31, 1995, 97.5% of total loans (\$) are current in their repayment obligation to the MAGIC Fund.

*PAST DUE LOAN PAYMENTS (as of 12-31-95)*

30 to 60 days past due	\$ 351.66
61 to 90 days past due	2,124.85
over 90 days past due	3,403.15

In 1995, \$114,931. of the required \$134,196 payments were received. As of December 31, 1995:

- Four firms were more than 30 days delinquent with aggregate loan balances of \$33,618.75.
- One firm has paid off their loan ahead of schedule.
- Debt was canceled for two firms.
- The amount of debt written off in 1995 totals \$80,000 principal plus \$6,863 in interest.

The investment performance and repayment is above average for this type of economic development fund.

**Conclusion**

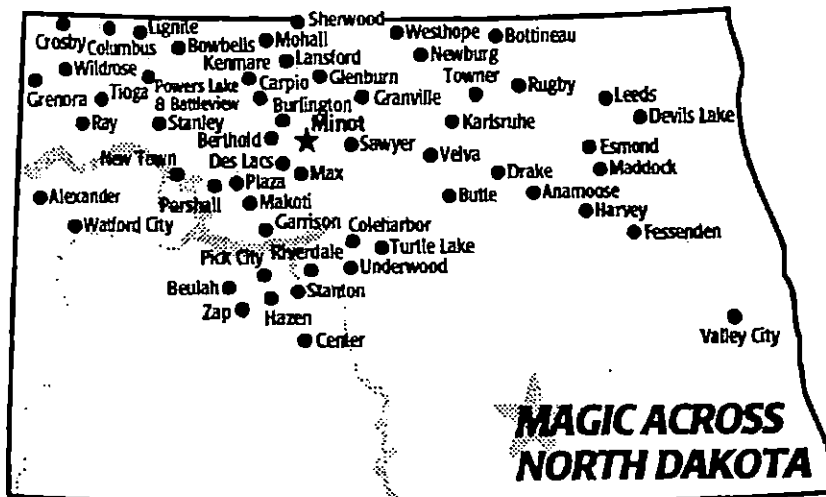
In conclusion, the MAGIC Fund continues to serve as an effective catalyst for the economic and community development of the Minot trade area. It is eminently clear that the MAGIC Fund's job creation success rate, delivery of promised wages, quality of jobs, and business expansion, make it one of the most successful funds of its kind. In addition, the relationships forged with state agencies, regional communities, development groups, university systems and businesses, indicate that the MAGIC Fund will continue to be a major contributor to the economic health and vitality of northwestern North Dakota.

### III. RURAL IMPACT

#### Outreach

(Appendix G, p. 66)

From its inception, the MAGIC Fund has supported surrounding rural communities in their economic development efforts. The MAGIC Fund reaches out and encourages surrounding rural communities to propose projects and apply for economic development funds. Whether a proposal to retain the rural town's only grocery store or a bid to recruit a major manufacturer, Minot recognizes the significant impact surrounding communities have on Minot's economy. When surrounding rural communities prosper, so does Minot.



*NOTE: Businesses have been funded outside of our trade area due to jobs created through trading partners within our trade area.*

#### Marketing Assistance/ Marketing Match

(Appendix C, p. 34-42)

During 1995, the MAGIC Fund continued to contribute to the economic development efforts of northwestern North Dakota by providing from \$500 to \$2,000 directly to 45 communities. A total of \$65,700 was approved in 1995 of which \$54,494 was spent, with a reported \$76,393 in matching funds from communities. Funds are allocated based upon the requested match amount, community population, and the distance of the community from Minot. To date, \$261,350 has been disbursed to 49 communities.

The MAGIC Fund Community Contracts require that rural communities match the MAGIC Fund's contribution dollar for dollar. The wide variety of marketing uses of these funds includes community brochures, direct mail, world wide web sites/page, promotional signage, economic development seminars, downtown renovation, and recruiting expenses. Two additional communities in the Minot trade area have expressed interest in participating in this program. These communities are Rolla and Killdeer.

**Approvals and Jobs Supported**

(Appendix B, C, D, pp 21-26, 32, 47)

During 1995, the MAGIC Fund provided direct job creation assistance to 8 projects in 7 rural communities obligating \$259,000 in funds for 144 projected jobs. Since inception, a total of \$1,006,141 has been obligated to 61 job creation/retention projects. The additional \$261,350 in Marketing Match Funds brings the total Magic Fund investment to \$1,267,491 disbursed in 56 rural communities.

*CUMULATIVE FUNDING RURAL PROJECTS & PROGRAMS*

<b>Total MAGIC Funds invested in programs and projects in rural communities (cumulative)</b>	
<u>Year</u>	
1991	Not Tracked
1992	\$ 689,331
1993	\$ 884,541
1994	\$1,048,291
1995	\$1,267,491

**Job Creation/Retention**

(Appendix B, D, pp. 26, 47)

*PROJECTED JOBS (Full-time equivalent)  
RURAL*

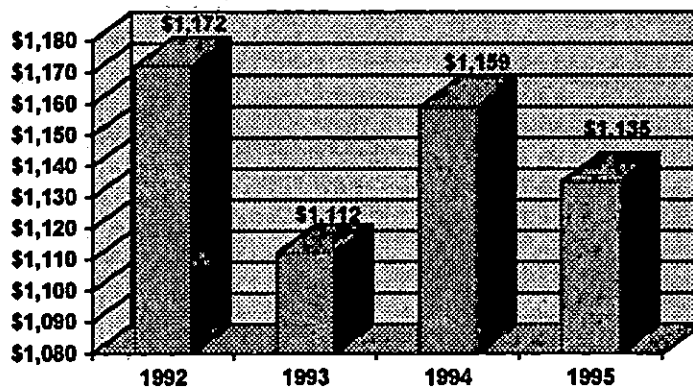
1992	112.50
1993	276.50
1994	663.25
1995	699.25
199X	886.25

Magic Fund Investment In Direct Job Creation/Retention = \$1,006,141

*JOB PROJECTIONS VS. ACTUAL  
RURAL*

<u>Year</u>	<u># Employees Projected</u>	<u># Employees Actual</u>	<u>Success Percent</u>
1991	40.00	33.00	82.5%
1992	112.50	96.75	86.0%
1993	276.25	214.00	77.5%
1994	663.25	347.00	52.3%
1995	699.25	327.00	46.8%

### PER JOB CREATION COST RURAL



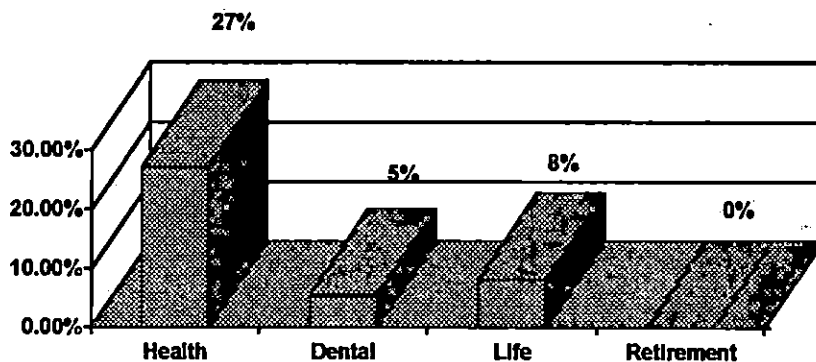
*NOTE: Typically there is a time lag after funding before actual jobs are in place. For this reason, the formula used to calculate the job creation cost uses cumulative funding and job creation expectations. \$1,006,141 Magic Fund investment ÷ 886.25 jobs projected = \$1,135 for job cost to date*

### Job Compensation (Appendix E, p.60)

### HOURLY WAGE PROJECTIONS VS. ACTUAL RURAL

<u>Year</u>	<u>Hrly Wage Projected</u>	<u>Hrly Wage Actual</u>	<u>Success Percent</u>
1991	\$ 6.23	\$ 5.56	89.2%
1992	7.05	6.47	91.8%
1993	7.64	8.31	108.8%
1994	6.82	7.61	111.6%
1995	7.09	8.73	123.1%

### FRINGE BENEFITS RURAL



Fringe benefits were provided by 24% of the rural firms funded by the MAGIC Fund in 1995.

**Economic Impact**  
(Appendix E, p. 61)

*FINANCIAL IMPACT OF JOBS CREATED/RETAINED  
RURAL*

The economic impact of actual wages paid in rural communities is \$16,943,696. The impact is estimated to be 1.5 to 2.5 times greater than this figure, adjusting for the multiplier effect of money when it is circulated locally. To date, funded rural businesses have returned \$16.84 in actual wages for every \$1.00 in MAGIC Funds obligated.

**Leverage**  
(Appendix B, p. 27-31)

*MAGIC FUND LEVERAGE ANALYSIS (1990 - 1995)  
RURAL*

Magic Fund investment in rural projects	\$ 1,006,141
Funds from other sources	\$ 13,485,093
Total capital	\$ 14,491,234
Leverage ratio	\$ 1 to \$13.40
% Magic Funds to total investment	6.9%

**Conclusion**

The increase in wage rates paid by funded businesses indicates economic progress and commitment to the community. It is evident that funded ventures are, on average, experiencing the kind of success that improves wage levels. Job creation cost/investment is \$1,135 per job, made possible by strategically leveraging funds from other sources. The MAGIC Fund's relationship with surrounding rural communities is a collaborative effort - a model of team work and regional cooperation in economic and community development.

## IV. CITY OF MINOT IMPACT

### Successful Results

The progressive trends in economic indicators such as lower unemployment rates and increased taxable sales in Minot and Ward County have been favorable. The unemployment rate in Ward County was under 3% in 1995, well below the national average of almost 6%. According to the State Tax Commissioner, taxable sales and purchases for the manufacturing sector in Minot were up approximately 13% over 1994. All sectors combined, taxable sales and purchases were up almost 6% over 1994. Higher wages, business expansion, and lower unemployment rates result in increased dollars circulating in the community, benefiting all.

### Approvals & Jobs Supported

(Appendix B, D, I, J, pp. 26, 32, 33, 47, 68, 69)

During 1995, the MAGIC Fund provided direct job creation assistance to 10 job creation projects in the immediate Minot area, obligating \$723,883 for 266 projected jobs. Since inception, a total of \$4,094,809 has been obligated to 59 job creation projects in the immediate Minot area.

### *PROJECTED JOBS (FULL-TIME EQUIVALENT) MINOT*

1992	636.00
1993	1,135.00
1994	1,480.50
1995	1,763.00
199X	2,088.00

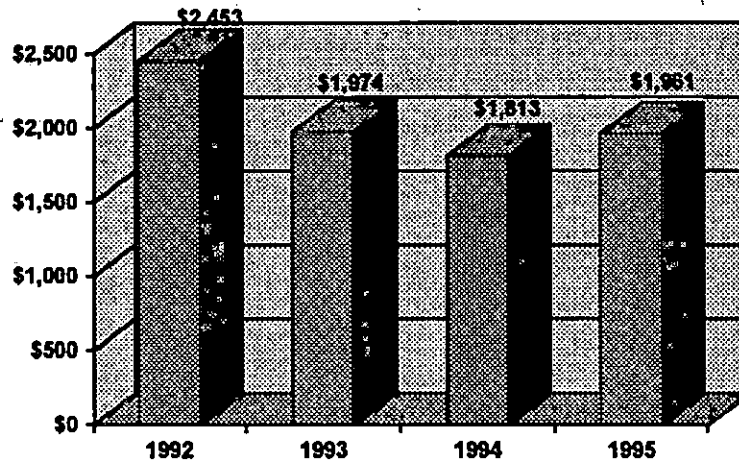
MAGIC Fund Investment In Direct Job Creation/Retention = \$4,094,809

In addition, there have been 24 miscellaneous projects approved totaling \$292,998 that were not for direct job creation, but indirectly supported economic development. The two projects funded in 1995 were requested by Minot Area Development Corporation for (1) a labor availability study and (2) dry van truck capacity study. The studies provide information used to support business expansion and recruitment efforts.

**PROJECTED JOBS VS. ACTUAL  
MINOT**

<u>Year</u>	<u># Employees Projected</u>	<u># Employees Actual</u>	<u>Success Percent</u>
1991	281.00	258.00	92.2%
1992	636.00	462.25	72.7%
1993	1,135.00	879.50	77.5%
1994	1,480.50	1,117.00	75.4%
1995	1,761.00	1,261.25	71.6%

**PER JOB CREATION COST  
MINOT**



*NOTE: Typically there is a time lag after funding before actual jobs are in place. For this reason, the formula used to calculate the job creation cost uses cumulative funding and job creation expectations. \$4,094,809 Magic Fund investment ÷ 2,088 jobs projected = \$1,961 for job cost to date.*

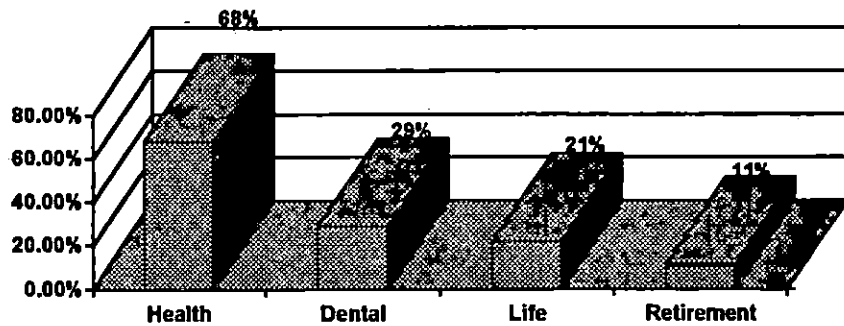
**Job Compensation**  
(Appendix E, p. 60)

**HOURLY WAGE PROJECTIONS VS ACTUAL  
MINOT**

<u>Year</u>	<u>Hrly Wage Projected</u>	<u>Hrly Wage Actual</u>	<u>Success Percent</u>
1991	\$6.98	\$6.77	97.0%
1992	7.27	7.29	100.3%
1993	9.04	9.28	102.7%
1994	7.92	10.38	131.1%
1995	9.40	9.54	101.5%



## *FRINGE BENEFITS MINOT*



Fringe benefits were provided by 64% of the Minot firms funded by the MAGIC Fund.

### **Economic Impact** *(Appendix E, p. 61)*

The economic impact of actual wages paid in Minot is \$80,367,421. The impact is estimated to be 1.5 to 3 times greater than this, adjusting for the multiplier effect of money when it is circulated locally. To date, funded Minot businesses have returned \$19.63 in wages for every \$1.00 in MAGIC Funds obligated.

### *MAGIC FUND LEVERAGE ANALYSIS (1990 - 1995)*

### **Leverage** *(Appendix B, p. 27-31)*

MAGIC Fund investment in Minot projects	\$ 4,094,809
Funds from other sources	\$ 25,181,345
Total capital	\$ 29,276,154
Leverage ratio	\$ 1 to \$6.15
% MAGIC Funds to total investment	14.0%

### **Conclusion**

Minot's successful recruiting and retention efforts have expanded the tax base, creating new wealth and reversing the export of wealth. In the five years the MAGIC Fund has been in existence, \$19.63 in wages have been actualized for every \$1.00 in MAGIC Fund investment in Minot. In 1995, the unemployment rate fell below 3%. As wage rates and the number of employed increases, our economic developers are challenged to work diligently in recruiting new businesses. Business executives are rapidly learning that North Dakotans' work ethic and productivity is exemplary, making this state an appealing location to do business.

# APPENDICES

## **APPENDIX A - PROPOSALS**

### **A1. PROPOSALS PROCESSED 1995:**

<b>MONTH</b>	<b>APPROVED</b>	<b>DISAPPROVED</b>	<b>PROCESSED</b>
<i>January</i>	3	0	3
<i>February</i>	2	0	2
<i>March</i>	0	0	0
<i>April</i>	4	0	4
<i>May</i>	4	0	4
<i>June</i>	1	0	1
<i>July</i>	1	0	1
<i>August</i>	1	0	1
<i>September</i>	6	0	6
<i>October</i>	1	0	1
<i>November</i>	0	0	0
<i>December</i>	3	0	3
<b>TOTAL</b>	<b>26</b>	<b>0</b>	<b>26</b>

### **A2. PROPOSALS PROCESSED TO DATE, 1990 - 1995:**

<b>MONTH</b>	<b>APPROVED</b>	<b>DISAPPROVED</b>	<b>PROCESSED</b>
<i>January</i>	13	5	18
<i>February</i>	13	0	13
<i>March</i>	9	2	11
<i>April</i>	11	3	14
<i>May</i>	12	1	13
<i>June</i>	16	2	18
<i>July</i>	19	2	21
<i>August</i>	26	2	28
<i>September</i>	21	3	24
<i>October</i>	16	2	18
<i>November</i>	6	1	7
<i>December</i>	13	3	16
<b>TOTAL</b>	<b>175</b>	<b>26</b>	<b>201</b>

### **A3. INVITATION TO APPLY RATE:**

<b>1991</b>	<b>1992</b>	<b>1993</b>	<b>1994</b>	<b>1995</b>	<b>HISTORICAL AVERAGE</b>
78.7%	93.8%	81.8%	90.6%	100.0%	89.0%

#### A4. PROPOSALS DISAPPROVED/RETURNED WITHOUT ACTION 1995:

NONE

#### A5. PROPOSALS DISAPPROVED/RETURNED WITHOUT ACTION TO DATE, 1990 - 1995:

COMPANY	AMOUNT REQUESTED	REASON FOR DISAPPROVAL/RETURN
Accessible Space	\$37,500	Didn't meet the Guidelines
Antler Press	5,000	Insufficient detail on project
Arm Ez	10,000	Further marketing information requested
Bear Contracting	Undetermined	Referred to venture capital group
Bottineau Winter Park	1,500	No motion
Central Dakota	50,000	Returned for additional information
Creative Media	10,000	No motion
Dakota Brand Manufacturing	65,000	Need details on management & outside investors (returned)
Dakota Rabbit Company	10,000	Money to be used for marketing. Only hiring 1 or 2 people for \$10,000
Equipment Chase	15,000	Lack of equity
Eslinger Motors	100,000	Failed for lack of motion
FORS-TEL	10,000	Retail type product competition issue
Furball Factory	25,000	Insufficient equity
Generation Systems Business	60,000	Retail type
International Trade Development Service	5,000	No equity position by owners
Jackets By Price	10,000	Competition issue
Kid Cope, Inc.	4,000	Lack of motion
McKenzie JDA	50,000	Did not fit within the established guidelines
Mercer Engineering	37,000	Competition to other businesses - Failed for lack of motion
Minot Wrecking	175,000	Failed for lack of motion
Prairie Produce	50,000	No manufacturing related to producing produce.
Railroad Museum	240,000	Did not meet MAGIC Fund criteria
Rolette Theater	10,000	Entertainment ventures not within guidelines
Sheriden County EDC	100,000	City of Bismarck should carry a substantial portion of the loan guarantee
Souris Basin Employees	15,000	Failed for lack of motion
Valleyview Falls	14,166	Entertainment ventures not within guidelines

## ***APPENDIX B - APPLICATIONS***

### **B1. APPLICATIONS PROCESSED 1995:**

<b>MONTH</b>	<b>APPROVED</b>	<b>DISAPPROVED</b>	<b>PROCESSED</b>
<i>January</i>	3	0	3
<i>February</i>	2*	0	2
<i>March</i>	0	0	0
<i>April</i>	2	0	2
<i>May</i>	3	0	3
<i>June</i>	3	0	3
<i>July</i>	1	0	1
<i>August</i>	1	0	1
<i>September</i>	2	0	2
<i>October</i>	6	0	6
<i>November</i>	0	0	0
<i>December</i>	0	0	0
<b>TOTAL</b>	<b>23</b>	<b>0</b>	<b>23</b>

\*Note: One application was to amend and reduce prior year application.

### **B2. APPLICATIONS PROCESSED TO DATE, 1990 - 1995:**

<b>MONTH</b>	<b>APPROVED</b>	<b>DISAPPROVED</b>	<b>PROCESSED</b>
<i>January</i>	8	0	8
<i>February</i>	11	0	11
<i>March</i>	5	0	5
<i>April</i>	7	0	7
<i>May</i>	8	0	8
<i>June</i>	13	0	13
<i>July</i>	9	1	10
<i>August</i>	15	0	15
<i>September</i>	22	0	22
<i>October</i>	14	0	14
<i>November</i>	9	1	10
<i>December</i>	14	0	14
<b>TOTAL</b>	<b>135</b>	<b>2</b>	<b>137</b>

**B3. APPLICATION APPROVAL RATE:**

1991	1992	1993	1994	1995	HISTORICAL AVERAGE
94.1%	100.0%	100.0%	100.0%	100.0%	98.82%

**B4. APPLICATIONS DISAPPROVED 1995:**

COMPANY	AMOUNT REQUESTED	REASON FOR DISAPPROVAL
NONE	NONE	NONE

**B5. APPLICATIONS DISAPPROVED OR WITHDRAWN DURING  
PROCESS TO DATE, 1990 - 1995:**

COMPANY	AMOUNT REQUESTED	REASON FOR ACTION
Aggregate Computers	\$30,000	Disapproved/Competition/Income tax preparation
Furnipa	\$18,750	Disapproved/No commitment from financial institutions
Jackets By Price	\$10,000	Withdrawn/Competition issue
TOTAL		\$58,750

**B6. APPLICATIONS WITHDRAWN BY COMPANY AFTER FUNDING APPROVAL BY MAGIC FUND TO DATE, 1990 - 1995:**

COMMUNITY/COMPANY	REASON FOR WITHDRAWAL
<b>BOTTINEAU</b> Dakota Optical	Other funding did not materialize
<b>DUNSEITH</b> Image Systems, Inc	Transferred to Terhorst on joint project
<b>KENMARE</b> Pro Entry	Business did not materialize
<b>MINOT</b> Diversified Industries Faxx Foods FP Bourgault Souris Basin Planning Council	Other funding did not materialize Purchase not consumated Company officials decision EDA assistance not approved
<b>MOHALL</b> Accel Dakota	Decided not to take the funds (request pending)
<b>STANLEY</b> Stanley EDC/Veterans Home	Lacked state approval
<b>WATFORD CITY</b> DBK, Inc.	Other funding did not materialize

**B7. APPLICATIONS AMENDED AFTER APPROVAL 1995:**

COMMUNITY /COMPANY	ORIGINAL AMOUNT	AMENDED AMOUNT	REASON
City of Minot	\$96,900.00	\$51,000.00	Portion of cost not covered by the Block Grant
Terhorst Mfg. Co.	\$90,000.00	\$90,083.20	Final PACE interest buydown adjustment

## B8. LISTING OF APPROVED JOB CREATION/RETENTION PROJECTS TO DATE, 1990 - 1995:

COMMUNITY/COMPANY	FUNDS APPROVED	REMARKS
<b>BERTHOLD</b>		
Larry's Meat Shop	\$ 1,500	Grant
Patchwork Enterprises/Closed	10,000	Loan Guarantee
<b>BOTTINEAU</b>		
*Bottineau Developers, limited	50,000	6 Year Loan
Bottineau Winter Park	5,000	Grant
Chem Sharp (Sold)	10,000	Loan
Dakota Optical	<i>Withdrawn After Approval</i>	
North Central Cattle Feeders	50,000	Loan Guarantee
Rodeo Shop Chaps	10,000	Interest Buy Down
<b>BOWBELLS</b>		
Bowbells Inn/Sold	10,000	5 Year Loan
Nelson Plumbing & Heating	4,000	Grant
<b>BURLINGTON</b>		
Yale Hoppers/Closed	4,000	3 Yr Loan
<b>CARPIO</b>		
Carpio EDC (Cafe)	1,250	Interest Buy Down
<b>CROSBY</b>		
Crosby Self Serve	1,500	Interest Buy Down
Quality Pork Co-Op	25,000	3 Year Line of Credit
<b>DES LACS</b>		
Ag-Mate Manufacturing	20,000	Loan Guarantee
(Closed)	60,000	Loan Guarantee
<b>DEVILS LAKE</b>		
Sagen, Inc	500	Grant
<b>DUNSEITH</b>		
Image Systems, Inc.	<i>Withdrawn After Approval(Tsfr to Terhorst)</i>	
<b>ESMOND</b>		
City of Esmond	30,000	5 Year Loan
(SCD)/Closed		



**B8. (CONTINUED)**

COMMUNITY/COMPANY	FUNDS APPROVED	REMARKS
<b>FESSENDEN</b>		
*Central Dakota Dev Corp	\$ 50,000	5 Year Loan
Nilles Drug	1,500	Rent Subsidy Grant
<b>GARRISON</b>		
Golden Age Aviation/Closed	5,000	5 Yr Loan
<b>GLENBURN</b>		
*Glenburn CDC/Cafe	5,000	Grant
Mickey's Kitchen/Sold	2,200	Grant
<b>HARVEY</b>		
Amberland Foods	2,500	Grant
Harvey Farmers Elevator	10,000	5 Year Loan
Harvey Tire Center	2,000	Interest Buy Down
TJ Manufacturing	20,000	Loan
<b>HAZEN</b>		
Brite Flite/Closed	30,000	5 Year Loan
Impact Telemarketing	20,000	Loan
<b>KENMARE</b>		
Creative Industries	21,180	Interest Buy Down
Incabar	5,000	5 Year Loan
Kenmare Dental Clinic	4,000	Grant
Kenmare EDC (Pro Entry)	<i>Withdrawn After Approval</i>	
(Pro Entry)	7,500	Grant
North Dakota Envelope Co	16,000	Interest Buy Down
<b>LANSFORD</b>		
Lansford Betterment (Beauty Shop)	1,010	Grant
*Lansford CBE (Schepp's Dakota Deli)	3,000	Loan convertible
	5,000	Grant
M. Gates Manufacturing	20,000	Loan Guarantee
<b>LEEDS</b>		
*Leeds EDC/Land & Dev	50,000	Loan 1/2 convertible
*Leeds EDC/Uniband Data	26,000	Loan 1/2 convertible

## B8. (CONTINUED)

COMMUNITY/COMPANY	FUNDS APPROVED	REMARKS
<b>LIGNITE</b>		
City of Lignite (Medical Clinic)	8,000	Loan Guarantee
<b>MAKOTI</b>		
Makoti Development Corp (Grocery Store)	\$ 5,000 5,000	5 Year Loan Equity Investments
<b>MAX</b>		
S & H Market/Sold	15,000	No Interest Loan
<b>MINOT</b>		
Abacus Accounting, Inc.	100,000	2 Year Loan
Banton Ind./Closed	35,000	5 Year Loan
Behren's Construction	35,000	Loan Guarantee
Bobco/Closed	30,000	Rent Subsidy
	20,000	Relocation Grant
	1,525	Business Plan Grant
Cal Dak Cabinets	15,000	5 Year Loan
Central Machine & Pump	39,803	Interest Buy Down
	7,000	5 Year Loan
	25,000	Loan Guarantee
*	19,500	Interest Buy Down
	12,600	Interest Buy Down
Choice Hotels	400,000	Grant
	100,000	Loan Guarantee
Cloverdale Foods	17,356	Interest Buy Down
*Creative Media	30,000	Loan convertible
DD Schmidt	20,000	Loan
	30,000	Equity Investment
Dacotah Marketing	40,000	Loan
Dakota Custom Furniture	10,000	Loan
Degelman Industries	16,505	5 Year Loan
Diversified Industries	87,000	Rent Subsidy
	<i>Withdrawn After Approval</i>	
Edu-Craft/Closed	30,000	5 Year Loan
*Ever-Fresh Products, Inc.	47,500	5 Year Loan
Faxx Foods	<i>Withdrawn After Approval</i>	
Fjeld Manufacturing/Closed	50,000	Loan
*Flexi-Coil, Inc.	32,800	Grant/Water Line
	50,000	Grant/Site & Bldg
	90,000	Interest Buy Down

**B8. (CONTINUED):**

COMMUNITY/COMPANY	FUNDS APPROVED	REMARKS
<b>MINOT (con'd)</b>		
*Fold-N-Form	75,000	5 Year Loan
	70,000	Grant
FP Bourgault	\$ 90,000	Pace Int Buy Down
	<i>Withdrawn After Approval</i>	
	13,000	Grant - Water Ext
Gold Star Parts	18,312	Interest Buy Down
Granite Springs Water	7,500	Interest Buy Down
*Infrared Solutions, Inc.	100,000	Loan guarantee
Interstate Brands	150,000	Grant
Jackets By Price	35,415	Interest Buy Down
Lite Form, Inc.	100,000	5 Year Loan
Management Services	9,000	5 Year Loan
Mikela Corporation	15,000	5 Year Loan
Miller Sheet Metal	3,900	Interest Buy Down
Minot Restaurant Supply	10,246	Interest Buy Down
Minot Vocational Workshop	53,200	Interest Buy Down
*Monarch Products	10,000	Interest Buy Down
MSU(Small Business Mgt Prog)	20,000	Grant
*Northwest Molding & Mfg	40,000	Loan convertible
Oral Logic	150,000	5 Year Loan
	50,000	Loan Guarantee
	30,000	Interest Buy Down
Pet Chef/GTZ/Closed	30,000	5 Year Loan
Pro-Entry	30,000	Subordinated Loan
	20,000	Pace Int Buy Down
	72,000	Equity Investment
ProMark One	300,000	Grant
	75,000	Grant
	240,000	Grant
RFI, Inc./Closed	19,336	Interest Buy Down
	21,500	Relocation Assist
		Grant
Rice Lake Products	16,500	Interest Buy Down
Scherr's Cabinet	7,488	Interest Buy Down
Science & Nature Int., Inc./Closed	50,000	4 Year Loan
Soaring Eagle Outerwear	100,000	1 Year Loan
	76,800	Rent Subsidy
	50,000	Loan Guarantee
	40,000	Grant

**B8. (CONTINUED):**

COMMUNITY/COMPANY	FUNDS APPROVED	REMARKS
<b>MINOT (con't)</b>		
*Souris Basin Planning	135,000	Grant - RLF
	<i>Withdrawn After Approval</i>	
	135,000	Grant - RLF
*Terhorst Manufacturing	\$ 15,135	Interest Buy Down
	34,805	Interest Buy Down
	26,500	Interest Buy Down
	10,000	Interest Buy Down
	90,000	Interest Buy Down
	20,000	Grant(Tsfr Image S)
	83	Amended
Vertical Solutions	37,500	5 Year Loan
<b>MOHALL</b>		
Accel Dakota	<i>Withdrawn After Approval</i>	
Midwest Telemark	2,560	Interest Buy Down
<b>PLAZA</b>		
Plaza Betterment, Inc	10,000	5 Year Loan
<b>POWERS LAKE</b>		
Northwest Veterinary Services	1,500	Interest Buy Down
<b>RAY</b>		
Pro Link/Closed	10,500	5 Year Loan
<b>RUGBY</b>		
City of Rugby (Robodyne)	130,000	5 Year Loan
St. Michel Rentals	2,500	Grant
<b>SAWYER</b>		
Punkin Patch Pheasant Ranch	500	Grant
<b>STANLEY</b>		
IGF Insurance	6,391	Lease Buy Down
Stanley EDC (Jack & Jill)/Closed	25,000	1 Year Loan
*Stanley EDC/Veterans Home	<i>Withdrawn After Approval</i>	

**B8. (CONTINUED):**

COMMUNITY/COMPANY	FUNDS APPROVED	REMARKS
<b>TOWNER</b>		
Kelly Publishing	7,500	Grant
	2,550	Interest Buy Down
Towner CDC (Dairy Project)	12,500	Interest Buy Down
<b>TURTLE LAKE</b>		
Jesz Recycling (Sold)	\$ 4,000	Grant
<b>VALLEY CITY</b>		
Heartland Products, Inc.	25,000	5 Year Loan
	30,000	5 Year Loan
<b>WATFORD CITY</b>		
DBK, Inc.	<i>Withdrawn After Approval</i>	
Iron Steer Ent., Inc.	5,000	5 Year Loan
<b>WESTHOPE</b>		
Deva Lifewear	7,100	Interest Buy Down
	20,900	10 Year Loan
<b>WILDROSE</b>		
*Wildrose EDC/Grocery Store	5,000	Grant
<b>ZAP</b>		
*Mercer-Oliver EDC/ Western Munitions	65,000	6 Year Loan
<b>TOTAL RURAL FUNDED:</b>	<b>\$1,006,141</b>	
<b>TOTAL MINOT FUNDED:</b>	<b>\$4,094,809</b>	
<b>GRAND TOTAL:</b>	<b>\$5,100,950</b>	



## B9. FINANCIAL PACKAGING DATA TO DATE, 1990 - 1995:

COMMUNITY/COMPANY	MAGIC FUNDS USED/OBLIGATED	OTHER FUNDS	MAGIC FUND'S PERCENTAGE OF PARTICIPATION
<b>BERTHOLD</b>			
Larry's Meat Shop	\$ 1,500	\$ 51,500	2.8
Patchwork Enterprises/Closed	10,000	22,000	31.3
<b>BOTTINEAU</b>			
Bottineau Developers, limited	50,000	288,500	14.8
Bottineau Winter Park	5,000	29,500	14.5
Chem Sharp/Sold	10,000	91,500	9.9
Dakota Optical	<i>Withdrawn After Approval</i>		
North Central Cattle Feeders	50,000	700,000	6.7
Rodeo Shop Chaps	10,000	60,000	14.3
<b>BOWBELLS</b>			
Bowbells Inn/Sold	10,000	32,000	23.8
Nelson Plumbing & Heating	4,000	11,500	25.8
<b>BURLINGTON</b>			
Yale Hoppers/Closed	4,000	12,200	24.7
<b>CARPIO</b>			
Carpio EDC (Cafe)	1,250	13,233	8.6
<b>CROSBY</b>			
Crosby Self Serve	1,500	81,500	1.9
Quality Pork Co-Op	25,000	875,000	2.8
<b>DES LACS</b>			
Ag-Mate Mfg/Closed	80,000	340,800	19.0
<b>DEVILS LAKE</b>			
Sagen, Inc.	500	10,000	4.8
<b>DUNSEITH</b>			
Image Systems, Inc.	<i>Withdrawn After Approval (Tsfr to Terhorst)</i>		
<b>ESMOND</b>			
City of Esmond (SCD)/Closed	30,000	1,258,000	2.3

**B9. (CONTINUED):**

COMMUNITY/COMPANY	MAGIC FUNDS USED/OBLIGATED	OTHER FUNDS	MAGIC FUND'S PERCENTAGE OF PARTICIPATION
<b>FESSENDEN</b>			
Central Dakota Dev Corp	\$ 50,000	\$ 240,000	17.2
Nilles Drug	1,500	80,000	1.8
<b>GARRISON</b>			
Golden Age Aviation/Closed	5,000	14,950	25.1
<b>GLENBURN</b>			
Glenburn CDC/Cafe	5,000	62,500	7.4
Mickey's Kitchen/Sold	2,200	22,800	8.8
<b>HARVEY</b>			
Amberland Foods	2,500	83,692	2.9
Harvey Farmers Elevator	10,000	194,000	4.9
Harvey Tire Center	2,000	225,500	0.9
TJ Manufacturing	20,000	208,600	8.8
<b>HAZEN</b>			
Brite Flite/Closed	30,000	331,500	8.3
Impact Telemarketing	20,000	353,300	5.4
<b>KENMARE</b>			
Creative Industries	21,180	403,440	7.2
Incabar	5,000	45,000	10.0
Kenmare Dental Clinic	4,000	178,000	2.2
Kenmare EDC (Pro-Entry)	7,500	30,000	20.0
North Dakota Envelope Co.	16,000	351,000	4.4
<b>LANSFORD</b>			
Lansford Betterment (Beauty Shop)	1,010	2,510	28.7
Lansford CBE/Schepp's Dakota Deli	8,000	52,000	15.4
M. Gates Manufacturing	20,000	266,950	7.0
<b>LEEDS</b>			
Leeds EDC/Land & Dev	50,000	1,000,000	4.8
Leeds EDC/Uniband Data	26,000	222,000	11.7
<b>LIGNITE</b>			
City of Lignite (Medical Clinic)	8,000	11,300	41.5

**B9. (CONTINUED):**

COMMUNITY/COMPANY	MAGIC FUNDS USED/OBLIGATED	OTHER FUNDS	MAGIC FUND'S PERCENTAGE OF PARTICIPATION
<b>MAKOTI</b>			
Makoti Development Corp (Grocery Store)	\$ 10,000	\$ 28,000	26.3
<b>MAX</b>			
S & H Market/Sold	15,000	47,370	24.1
<b>MINOT</b>			
Abacus Accounting, Inc.	100,000	400,000	20.0
Banton/Closed	35,000	388,000	8.3
Behren's Construction	35,000	350,000	9.1
Bobco/Closed	51,525	357,500	12.6
Cal Dak Cabinets	15,000	24,700	37.8
Central Machine & Pump	103,903	608,000	14.5
Choice Hotels	500,000	800,000	36.6
Cloverdale Foods	17,356	204,242	7.8
Creative Media	30,000	52,000	26.8
DD Schmidt	50,000	50,000	50.0
Dacotah Marketing	40,000	40,000	50.0
Dakota Custom Furniture	10,000	200,000	4.8
Degelman Industries	16,505	200,000	7.6
Diversified Industries	87,000	552,500	15.3
Edu-Craft/Closed	30,000	110,000	21.4
Ever-Fresh Products, Inc.	47,500	1,239,500	3.7
Faxx Foods	<i>Withdrawn After Approval</i>		
Fjeld Manufacturing/closed	50,000	90,000	35.7
Flexi-Coil, Inc.	172,800	2,611,000	6.2
Fold-N-Form	75,000	300,000	20.0
	70,000	1,000,000	6.5
FP Bourgault	103,000	1,425,700	6.7
	<i>Withdrawn After Approval</i>		
Gold Star Parts	18,312	227,907	7.4
Granite Springs Water	7,500	250,000	2.9
Infrared Solutions, Inc	100,000	516,200	16.2
Interstate Brands	150,000	700,000	17.6
Jackets By Price	35,415	200,000	15.0
Lite Form	100,000	312,000	24.3
Management Services	9,000	61,000	12.9
Mikela Corporation	15,000	210,000	6.7
Miller Sheet Metal	3,900	133,400	2.8
Minot Restaurant Supply	10,246	218,906	4.5
Minot Vocational Workshop	53,200	1,229,000	4.2
Monarch Products	10,000	175,000	5.4



**B9. (CONTINUED):**

COMMUNITY/COMPANY	MAGIC FUNDS USED/OBLIGATED	OTHER FUNDS	MAGIC FUND'S PERCENTAGE OF PARTICIPATION
<b>MINOT (con't)</b>			
MSU (Small Bus Mgt Prog)	\$ 20,000	\$ 121,702	14.1
Northwest Molding & Mfg	40,000	262,000	13.3
Oral Logic	150,000	1,000,000	13.0
	50,000	600,000	7.7
	30,000	641,000	4.5
Pet Chef/GTZ/Closed	30,000	105,000	22.2
Pro-Entry	122,000	165,000	42.5
ProMark One	540,000	995,000	35.2
	75,000	400,000	15.8
RFI, Inc./Closed	40,836	1,959,164	2.0
Rice Lake Products	16,500	200,000	7.6
Scherr's Cabinet	7,488	35,000	17.6
Science & Nature Int./Closed	50,000	125,000	28.6
Soaring Eagle Outerwear	266,800	350,000	43.3
Souris Basin Planning Council	135,000	400,000	25.2
	135,000	400,000	25.2
Terhorst Manufacturing	49,940	353,424	12.4
	26,500	375,000	6.6
	10,000	450,000	2.2
	90,083	900,000	9.1
(Tsfr from Image Systems)	20,000	0	100.0
Vertical Solutions	37,500	107,500	25.9
<b>MOHALL</b>			
Accel Dakota		<i>Withdrawn After Approval</i>	
Midwest Telemark	2,560	215,120	1.2
<b>PLAZA</b>			
Plaza Betterment	10,000	44,000	18.5
<b>POWERS LAKE</b>			
Northwest Veterinary Serv	1,500	104,500	1.4
<b>RAY</b>			
Pro-Link/Closed	10,500	140,000	7.0
<b>RUGBY</b>			
City of Rugby	130,000	201,650	39.2
(Robodyne)			
St. Michel Rentals	2,500	76,000	3.2

**B9. (CONTINUED):**

COMMUNITY/COMPANY	MAGIC FUNDS USED/OBLIGATED	OTHER FUNDS	MAGIC FUND'S PERCENTAGE OF PARTICIPATION
<b>SAWYER</b>			
Punkin Patch Pheasant Ranch	500	36,000	1.4
<b>STANLEY</b>			
IGF Insurance	\$ 6,391	\$ 6,391	50.0
Stanley EDC/Jack&Jill-Closed	25,000	187,000	11.8
Stanley EDC/Vet. Home		<i>Withdrawn After Approval</i>	
<b>TOWNER</b>			
Kelly Publishing	10,050	97,900	9.3
Towner CDC/Dairy Project	12,500	750,000	1.6
<b>TURTLE LAKE</b>			
Jesz Recycling/Sold	4,000	68,110	5.5
<b>VALLEY CITY</b>			
Heartland Products, Inc.	55,000	505,000	9.8
<b>WATFORD CITY</b>			
DBK, Inc.		<i>Withdrawn After Approval</i>	
Iron Steer Ent., Inc.	5,000	115,000	4.2
<b>WESTHOPE</b>			
Deva Lifewear	28,000	840,000	3.2
<b>WILDROSE</b>			
Wildrose EDC/Grocery Store	5,000	41,777	10.7
<b>ZAP</b>			
Mercer-Oliver EDC (Western Munitions)	65,000	1,725,000	3.6
<b>RURAL</b>	\$1,006,141	\$13,485,093	6.9%
<b>MINOT</b>	\$4,094,809	\$25,181,345	14.0%
<b>TOTAL</b>	\$5,100,950	\$38,666,438	11.7%

**B10. MAGIC FUND LEVERAGE RATIOS FOR EACH \$1.00  
OBLIGATED (CUMULATIVE):**

	1991	1992	1993	1994	1995
RURAL	\$7.25	\$6.59	\$11.01	\$11.88	\$13.40
MINOT	\$5.61	\$7.26	\$ 4.71	\$ 5.18	\$ 6.15
TOTAL	\$5.88	\$7.15	\$ 6.08	\$ 6.50	\$7.58

# B11. MISCELLANEOUS PROJECTS APPROVED TO DATE, 1990 - 1995:

COMMUNITY/ COMPANY	PROJECT	AMOUNT FUNDED
Abacus	Independent Study	\$9,833
Aerospace Conference	Paid From Marketing Funds	6,000
Area Hospital Study	Study Of Rural Hospitals	4,000
Central North American Trade Corridor	Start-Up Assistance	10,000
City of Minot	Infrastruture Improvements For Specific Projects/Water Mains. Bourgault	51,000* (amended)
Dairy Incentive Retention Program	Paid From Marketing Funds	5,940
Dairy Retention	Paid From Marketing Funds	5,000
Dakota Catalyst	Feasibility Study	20,000 (Not Used)
Joint Studies Center	Seminar	500
	NorDak Ambassadors	1,000
MSU/BCAC	Rural Development Workshop	2,000
	Community Incubator	5,625
Manufacturing Incubator	Feasibility Study	2,500
Minot Area Development Corporation	Canadian Marketing Grant	1,500 (Not Used)
	Labor Availability Study	4,100*
	Dry Van Truck Capacity Study	2,500*
Minot Chamber of Commerce	Horse Racing Feasibility Study	2,000
North Central Cattle Feeders	To Determine The Economic Development Potential Of Back Grounding Cattle Through A Co-Op	1,000
North Dakota Small Business Investment Corp	Investment	100,000
Northwest Bird Seed	Feasibility Study	2,000
Postal Retention Project	Fund Postal Retention Efforts	50,000
Ryan's Yogurt	Feasibility Study	1,500
Sawyer Beef	Slaughter Plant Feasibility Study	2,500
Soaring Eagle Outerwear	Management Consulting Service	2,500

**TOTAL:** \$292,998

\*Indicates 1995 application processed

**B12. MISCELLANEOUS PROJECTS NOT FUNDED TO DATE,  
1990 - 1995:**

PROJECT	REASON
CVC Broiler Production Feasibility Study	Did Not Fit Within The MAGIC Fund Guidelines
Lewis and Clark Regional Development	Revolving Loan Fund - Out of Area

**B13. PROJECTS WITHDRAWN BY THE CLIENT WHILE IN PROCESS:**

A-Just-A-Table  
Applied Services  
Dakota Catalyst  
Samson Outfitters

## ***APPENDIX C - MARKETING MATCH***

### **C1. FUNDING FORMULA:**

In 1992, the MAGIC Fund adopted a funding formula for the Marketing Match Program that recognizes the funded communities' distance from Minot and population. In this funding formula, the MAGIC Fund approves a base figure, and the percentages indicated in the following population/distance matrix is applied to each community's request. This formula was continued in 1995.

<b>If the Community Has a POPULATION of:</b>	<b>And the Distance from Minot is: UP TO 60 MILES</b>	<b>61 MILES TO 90 MILES</b>	<b>91 MILES OR MORE</b>
1 to 499	75.00%	62.50%	50.00%
500 to 999	87.50%	75.00%	62.50%
1000 Plus	100.00%	87.50%	75.00%

(Percent of base figure authorized for payment)

***1995 Base Figure: \$2,000***



## C2. MARKETING MATCH FUNDING LEVEL TO DATE (49 COMMUNITIES):

COMMUNITY	1991 MATCH	1992 MATCH	1993 MATCH	1994 MATCH	1995 MATCH	TOTAL MATCH
Alexander	\$1,500	\$1,000	\$1,000	\$1,000	\$1,000	\$5,500
Anamoose	0	0	0	1,200	1,200	2,400
Berthold	1,500	1,500	1,500	1,500	1,500	7,500
Beulah	0	0	0	0	1,500	1,500
Bottineau	1,500	1,750	1,750	1,750	1,750	8,500
Bowbells	1,500	1,000	1,250	1,250	1,250	6,250
Burlington	500	800	800	1,000	1,750	4,850
Butte	0	0	0	800	1,250	2,050
Carpio	0	500	500	500	1,500	3,000
Center	0	0	0	0	750	750
Coleharbor	0	1,500	1,500	1,500	1,500	6,000
Columbus	0	0	1,000	1,000	1,000	3,000
Crosby	1,500	1,500	1,500	1,500	1,500	7,500
Drake	0	0	0	1,500	1,250	2,750
Esmond	0	0	1,000	1,000	1,000	3,000
Garrison	1,500	2,000	2,000	2,000	2,000	9,500
Glenburn	1,500	1,500	1,500	1,500	0	6,000
Granville	0	0	1,500	1,500	1,500	4,500
Grenora	0	0	0	1,000	1,000	2,000
Harvey	1,500	1,750	1,750	1,750	1,750	8,500
Hazen	0	1,500	1,500	1,500	1,500	6,000
Karlsmuhe	0	0	0	1,500	1,250	2,750
Kenmare	1,500	2,000	2,000	2,000	2,000	9,500
Lansford	1,500	1,500	1,500	1,500	1,500	7,500
Leeds	0	1,250	1,250	1,250	1,250	5,000
Lignite	0	0	1,000	1,000	1,000	3,000
Maddock	0	0	0	1,250	1,250	2,500
Makoti	1,500	1,500	1,500	1,500	1,500	7,500
Max	1,500	1,500	1,500	1,500	1,500	7,500
Mohall	0	0	1,750	1,750	2,000	5,500
Newburg	0	1,500	1,500	1,500	1,500	6,000
New Town	1,500	1,500	0	1,750	0	4,750
Parshall	0	1,750	1,750	1,750	1,750	7,000
Pick City	0	0	0	0	1,250	1,250
Powers Lake & Battle View	0	0	1,250	1,250	1,250	3,750
Ray	0	500	1,250	1,250	1,250	4,250
Riverdale	0	1,500	1,500	500	0	3,500
Rugby	1,500	2,000	2,000	2,000	2,000	9,500
Sawyer	1,500	1,500	1,500	1,500	1,500	7,500
Sherwood	0	0	1,250	1,250	1,250	3,750
Stanley	1,500	2,000	2,000	2,000	2,000	9,500
Stanton	0	0	0	0	1,500	1,500
Tioga	0	1,750	1,750	1,750	1,750	7,000
Towner	1,100	1,750	1,500	1,500	1,500	7,350
Turtle Lake	1,500	1,500	1,500	1,500	1,500	7,500
Underwood	0	500	1,700	1,750	0	3,950
Velva	0	1,750	1,750	1,750	1,750	7,000
Watford City	1,500	1,500	1,500	1,500	1,500	7,500
Westhope	0	1,750	1,750	1,750	1,750	7,000
<b>TOTAL:</b>	<b>\$28,600</b>	<b>\$46,800</b>	<b>\$56,000</b>	<b>\$64,250</b>	<b>\$65,700</b>	<b>\$261,350</b>

# 1. TOWNS WITHIN 60 MILES OF MINOT

COMMUNITY	1991 MATCH	1992 MATCH	1993 MATCH	1994 MATCH	1995 MATCH	TOTAL MATCH
Berthold	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$7,500
Burlington	500	800	800	1,000	1,750	4,850
Carpio	0	500	500	500	1,500	3,000
Coleharbor	0	1,500	1,500	1,500	1,500	6,000
Garrison	1,500	2,000	2,000	2,000	2,000	9,500
Glenburn	1,500	1,500	1,500	1,500	0	6,000
Granville	0	0	1,500	1,500	1,500	4,500
Kenmare	1,500	2,000	2,000	2,000	2,000	9,500
Lansford	1,500	1,500	1,500	1,500	1,500	7,500
Makoti	1,500	1,500	1,500	1,500	1,500	7,500
Max	1,500	1,500	1,500	1,500	1,500	7,500
Mohall	0	0	1,750	1,750	2,000	5,500
Newburg	0	1,500	1,500	1,500	1,500	6,000
Parshall	0	1,750	1,750	1,750	1,750	7,000
Powers Lake & Battle View	0	0	1,250	1,250	1,250	3,750
Riverdale	0	1,500	1,500	500	0	3,500
Rugby	1,500	2,000	2,000	2,000	2,000	9,500
Sawyer	1,500	1,500	1,500	1,500	1,500	7,500
Sherwood	0	0	1,250	1,250	1,250	3,750
Stanley	1,500	2,000	2,000	2,000	2,000	9,500
Towner	1,100	1,750	1,500	1,500	1,500	7,350
Turtle Lake	1,500	1,500	1,500	1,500	1,500	7,500
Underwood	0	500	1,700	1,750	0	3,950
Velva	0	1,750	1,750	1,750	1,750	7,000
Westhope	0	1,750	1,750	1,750	1,750	7,000
<b>TOTAL:</b>	<b>\$18,100</b>	<b>\$31,800</b>	<b>\$38,500</b>	<b>\$37,750</b>	<b>\$36,000</b>	<b>\$162,150</b>

## 2. TOWNS WITHIN 61-90 MILES OF MINOT

COMMUNITY	1991 MATCH	1992 MATCH	1993 MATCH	1994 MATCH	1995 MATCH	TOTAL MATCH
Anamoose	\$ 0	\$ 0	\$ 0	\$1,200	\$1,200	\$2,400
Bottineau	1,500	1,750	1,750	1,750	1,750	8,500
Bowbells	1,500	1,000	1,250	1,250	1,250	6,250
Butte	0	0	0	800	1,250	2,050
Drake	0	0	0	1,500	1,250	2,750
Harvey	1,500	1,750	1,750	1,750	1,750	8,500
Karlsruhe	0	0	0	1,500	1,250	2,750
Lignite	0	0	1,000	1,000	1,000	3,000
New Town	1,500	1,500	0	1,750	0	4,750
Pick City	0	0	0	0	1,250	1,250
Tioga	0	1,750	1,750	1,750	1,750	7,000
<b>TOTAL</b>	<b>\$6,000</b>	<b>\$7,750</b>	<b>\$7,500</b>	<b>\$14,250</b>	<b>\$13,700</b>	<b>\$49,200</b>

## 3. TOWNS 91-MILES OR MORE OF MINOT

COMMUNITY	1991 MATCH	1992 MATCH	1993 MATCH	1994 MATCH	1995 MATCH	TOTAL MATCH
Alexander	\$1,500	\$1,000	\$1,000	\$1,000	\$1,000	\$5,500
Beulah	0	0	0	0	1,500	1,500
Center	0	0	0	0	750	750
Columbus	0	0	1,000	1,000	1,000	3,000
Crosby	1,500	1,500	1,500	1,500	1,500	7,500
Esmond	0	0	1,000	1,000	1,000	3,000
Grenora	0	0	0	1,000	1,000	2,000
Hazen	0	1,500	1,500	1,500	1,500	6,000
Leeds	0	1,250	1,250	1,250	1,250	5,000
Maddock	0	0	0	1,250	1,250	2,500
Ray	0	500	1,250	1,250	1,250	4,250
Stanton	0	0	0	0	1,500	1,500
Watford City	1,500	3,000	1,500	1,500	1,500	7,500
<b>TOTAL:</b>	<b>\$4,500</b>	<b>\$7,250</b>	<b>\$10,000</b>	<b>\$12,250</b>	<b>\$16,000</b>	<b>\$50,000</b>
<b>GRAND TOTAL:</b>	<b>\$28,600</b>	<b>\$46,800</b>	<b>\$56,000</b>	<b>\$64,250</b>	<b>\$65,700</b>	<b>\$261,350</b>



### C3. RURAL MARKETING MATCHING FUND USES (1995):

COMMUNITY	REMARKS
<b>ALEXANDER</b>	Used the money to promote the city. Working to bring in new businesses. MAGIC Fund: \$1,000      Community: \$1,000
<b>ANAMOOSE</b>	Helped fund community brochures. Purchased Christmas street lighting to improve the looks of the community. MAGIC Fund: \$1,200      Community: \$1,679
<b>BERTHOLD</b>	Helped to refinance Meat Market. MAGIC Fund: \$1,500      Community: \$1,500
<b>BEULAH</b>	Billboard advertising and postcard followup. MAGIC Fund: \$1,500      Community: \$2,150
<b>BOTTINEAU</b>	Travel expenses for Community Coordinator to bring in businesses into Bottineau. Brought in 2 telemarketing firms and a caramel factory. Working on other businesses. Promoted Project Back Home Cooperative. MAGIC Fund: \$1,750      Community: \$2,075
<b>BOWBELLS</b>	The money is in a building fund to be used in the spring to open a medical center. MAGIC Fund: \$1,250      Community: \$2,800
<b>BURLINGTON</b>	Funds used for advertising and promoting the Burlington area. MAGIC Fund: \$800      Community: \$800
<b>BUTTE</b>	Money is in special account. Will be used for business signs on Hwy. this spring to setup RV pads & hookups in city park for hunters & tourists etc. MAGIC Fund: \$1,250      Community: \$1,250
<b>CARPIO</b>	Funds used for purchasing plastic holders and ads in paper. Developed community brochures. MAGIC Fund: \$1,500      Community: \$1,647

**C3. (CONTINUED):**

(1995)

COMMUNITY	REMARKS
<b>CENTER</b>	Highway billboard advertising campaign for Cross Ranch State Park & Nelson Lake. MAGIC Fund: \$750      Community: \$2,625
<b>COLEHARBOR</b>	Funds have not yet been used.
<b>COLUMBUS</b>	Helped grocery store with start up expenses. Working to relocate a business to Columbus and to use the vacant grade school building. MAGIC Fund: \$250      Community: \$250
<b>CROSBY</b>	Equal access through Mideo Cable. Purchased fax machine. Joined IDA. Sent hunting letter. Purchased page on the web/internet. MAGIC Fund: \$1,500      Community: \$2,510
<b>DRAKE</b>	Two community outdoor signs on Hwy east & west of Drake will be completed this spring. MAGIC Fund: \$1,250      Community: \$1,250
<b>ESMOND</b>	State & world wide advertising. Lumber for flower planters, flowers & landscaping for city signs. MAGIC Fund: \$607      Community: \$607
<b>GARRISON</b>	Developed 2 multi-page brochure books. TV ads promoting Garrison area. MAGIC Fund: \$2,000      Community: \$3,200
<b>GRANVILLE</b>	Beauty shop and mailings. MAGIC Fund: \$1,500      Community: \$2,250
<b>GRENORA</b>	Printed a picture brochure. Purchased a copier for economic development office. MAGIC Fund: \$1,000      Community: \$1,000

**C3. (CONTINUED):**

COMMUNITY	REMARKS
<b>HARVEY</b>	Community advertising projects. Developed and designed new brochures. MAGIC Fund: \$1,750      Community: \$1,750
<b>HAZEN</b>	Developed marketing materials for West River Patio Homes Project. MAGIC Fund: \$1,500      Community: \$1,500
<b>KARLSRUHE</b>	Purchased signs for both sides of town. Advertise empty school building. MAGIC Fund: \$1,250      Community: \$1,250
<b>KENMARE</b>	Mailings and recruiting expenses. ED Director expenses. MAGIC Fund: \$2,000      Community: \$4,750
<b>LANSFORD</b>	Remodel & renovated building on main street, rented to new business employing 5 to 8 people. MAGIC Fund: \$1,500      Community: \$1,500
<b>LEEDS</b>	Uniband ad for employment. Community survey. Developed new community brochure. MAGIC Fund: \$1,250      Community: \$1,250
<b>LIGNITE</b>	Painted & installed new windows in Clinic. MAGIC Fund: \$1,000      Community: \$2,500
<b>MADDOCK</b>	Community promotion & outdoor signs at the edge of town. MAGIC Fund: \$850      Community: \$850
<b>MAKOTI</b>	Community advertising. Grocery store fund drive. Local promotions and projects. MAGIC Fund: \$425      Community: \$425

### C3. (CONTINUED):

COMMUNITY	REMARKS
<b>MAX</b>	Start-up a data entry computer program. Trained individuals for this program. Promoted events on TV & newspaper. Promoted "Back Home Program". Attended meetings & seminars. MAGIC Fund: \$725                      Community: \$725
<b>MOHALL</b>	Funds have not yet been used. Plan to go "on line" home page for city & business. Plan to place highway signs.
<b>NEWBURG</b>	Paid off bowling alley loan. Newburg Community Club. Men's bowling league. Nonsense Daze annual community event. MAGIC Fund: \$1,500                      Community: \$3,175
<b>PARSHALL</b>	Billboard advertising on Highway 23 for the Parshall area. Community Housing Needs Survey. MAGIC Fund: \$1,750                      Community: \$4,000
<b>PICK CITY</b>	Billboard advertising. Promoted tourism at Lake Sakakawea & town. MAGIC Fund: \$1,212                      Community: \$538
<b>POWERS LAKE - BATTLE VIEW</b>	Powers Lake Softball Association & Community Club. MAGIC Fund \$1,250                      Community \$3,700
<b>RAY</b>	Developed 2 signs in the parking lot & mall entrance. MAGIC Fund: \$1,925                      Community: \$1,937
<b>RUGBY</b>	Visited business prospects, including travel and promotional materials. Updated & printed new brochures. MAGIC Fund: \$2,000                      Community: \$2,000
<b>SAWYER</b>	Promoted community on the internet & supported the Sawyer Recreation Program. MAGIC Fund: \$500                      Community: \$500
<b>SHERWOOD</b>	Mini business evaluation of Warden Systems of Canada through UND. MAGIC Fund: \$1,250                      Community: \$1,250

### C3. (CONTINUED):

COMMUNITY	REMARKS
<b>STANLEY</b>	Pursued Western North Dakota Veterans Home approval. Established Home Rule Charter. Completed phase II BUILD program. EDC Executive Secretary. Marketing survey. MAGIC Fund: \$2,000      Community: \$2,000
<b>STANTON</b>	Promoted Stanton & Knife River Indian Village. Developed brochures & billboards. Going Places ad. MAGIC Fund: \$1,500      Community: \$2,200
<b>TIOGA</b>	Placed a sign at intersection of Hwy 5 & Hwy 40 to bring in Canadian traffic. MAGIC Fund: \$1,750      Community: \$1,750
<b>TOWNER</b>	Dairy Stabilization Project. ND Cowboy Hall of Fame. MAGIC Fund: \$1,500      Community: \$1,500
<b>TURTLE LAKE</b>	Developed a highway sign. MAGIC Fund: \$1,500      Community: \$1,500
<b>VELVA</b>	Highway sign to promote community. Travel expenses for market survey for potential business. Community advertising. MAGIC Fund: \$1,750      Community: \$1,750
<b>WATFORD CITY</b>	Assisted to retain local Bowling Alley (retained 2 full time & 5 part time jobs). Assisted in financing a local oil field by CSI (retained 10 part time jobs). MAGIC Fund: \$1,500      Community: \$1,500
<b>WESTHOPE</b>	Developed a brochure. Purchased sewing machine for local business. MAGIC Fund: \$1,750      Community: \$2,000
<b>FUNDS SPENT:</b>	
	<b>MAGIC FUND      COMMUNITY</b>
<b>TOTAL:</b>	\$54,494      \$76,393

## **APPENDIX D - JOBS CREATED/RETAINED**

### **D1. EMPLOYER'S PROJECTIONS (FULL-TIME EQUIVALENT) TO DATE, 1990 - 1995:**

COMMUNITY/COMPANY	1994 FTE	1995 FTE	199X FTE
-------------------	----------	----------	----------

#### ***BERTHOLD***

Larry's Meat Shop	2.00	2.00	2.00
Patchwork	5.00	<i>Closed</i>	

#### ***BOTTINEAU***

Bottineau Developers, Ltd	0.00	40.00	54.00
Bottineau Winter Park	0.00	0.00	0.00
Chem Sharp	1.00	Sold	
Dakota Optical	Withdrawn After Approval		
North Central Cattle Feeders	17.00	17.00	17.00
Rodeo Shop Chaps	5.00	5.00	5.00

#### ***BOWBELLS***

Bowbells Inn	<i>Sold</i>		
Nelson Plumbing & Heating	1.00	1.50	2.00

#### ***BURLINGTON***

Yale Hoppers	3.00	<i>Closed</i>	
--------------	------	---------------	--

#### ***CARPIO***

Carpio EDC (Cafe)	1.50	1.50	1.50
-------------------	------	------	------

#### ***CROSBY***

Crosby Self Serve	2.50	3.00	6.00
Quality Pork Co-Op	4.00	4.00	4.00

#### ***DES LACS***

Ag-Mate Manufacturing	15.00	<i>Closed</i>	
-----------------------	-------	---------------	--

#### ***DEVILS LAKE***

Sagen, Inc.	1.00	1.00	1.00
-------------	------	------	------

#### ***DUNSEITH***

Image Systems, Inc.	<i>Withdrawn After Approval</i>		
---------------------	---------------------------------	--	--

#### ***ESMOND***

City of Esmond (SCI)	45.00	<i>Closed</i>	
----------------------	-------	---------------	--



**D1. (CONTINUED):**

COMMUNITY/COMPANY	1994 FTE	1995 FTE	199X FTE
<b>FESSENDEN</b>			
Central Dakota Dev Corp	0.00	41.00	41.00
Nilles Drug	1.00	1.00	1.00
<b>GARRISON</b>			
Golden Age Aviation	2.00	<i>Closed</i>	
<b>GLENBURN</b>			
Glenburn CDC/Cafe	0.00	2.50	2.50
Mickey's Kitchen		<i>Sold</i>	
<b>HARVEY</b>			
Amberland Foods	3.00	3.00	3.00
Harvey Farmers Elevator	9.50	9.50	9.50
Harvey Tire Center	2.00	2.00	2.00
TJ Manufacturing	6.00	7.00	8.00
<b>HAZEN</b>			
Brite Flite	15.00	<i>Closed</i>	
Impact Telemarketing	24.00	44.00	44.00
<b>KENMARE</b>			
Creative Industries	9.00	9.00	9.00
Incabar	2.00	7.00	7.00
Kenmare Dental Clinic	4.00	4.00	4.00
Kenmare EDC (Pro-Entry)	<i>Withdrawn After Approval</i>		
North Dakota Envelope Co.	4.00	8.00	8.00
<b>LANSFORD</b>			
Lansford Betterment (Beauty Shop)	2.00	2.00	2.00
Lansford CBE (Schepp's Dakota Deli)	0.00	4.50	7.00
M. Gates Manufacturing	3.00	3.00	3.00
<b>LEEDS</b>			
Leeds EDC/Land & Dev	0.00	2.00	55.00
Leeds EDC/Uniband Data	0.00	42.00	83.00
<b>LIGNITE</b>			
City of Lignite (Medical Clinic)	0.25	0.25	0.25

**D1. (CONTINUED):**

COMMUNITY/COMPANY	1994 FTE	1995 FTE	199X FTE
<b>MAKOTI</b>			
MDC (Grocery Store)	3.00	3.00	3.00
<b>MAX</b>			
S & H Market		<i>Sold</i>	
<b>MINOT</b>			
Abacus Accounting, Inc.	62.00	62.00	62.00
Banton Ind	21.00	<i>Closed</i>	
Behren's Construction	4.00	4.00	4.00
Bobco	24.00	<i>Closed</i>	
Cal Dak Cabinets	11.00	11.00	11.00
Central Machine & Pump	22.00	19.50	20.50
Choice Hotels	150.00	150.00	150.00
Cloverdale Foods	14.00	14.00	14.00
Creative Media	0.00	5.00	20.00
Dacotah Marketing	25.00	32.00	42.00
Dakota Custom Furniture	6.00	6.00	6.00
DD Schmidt	14.00	14.00	14.00
Degelman Industries	13.00	17.00	22.00
Diversified Industries	52.00	52.00	52.00
Edu-Craft	10.00	<i>Closed</i>	
Everfresh Products, Inc.	0.00	0.00	20.00
Faxx Foods		<i>Withdrawn After Approval</i>	
Fjeld Manufacturing		<i>Closed</i>	
Flexi-Coil, Inc.	0.00	67.00	145.00
Fold-N-Form	50.00	50.00	50.00
FP Bourgault	0.00	10.50	140.50
Gold Star Parts	8.00	8.00	8.00
Granite Springs Water	10.00	11.00	11.00
Infrared Solutions, Inc.	0.00	0.00	0.00
Interstate Brands	245.00	245.00	245.00
Jackets By Price	17.00	17.00	17.00
Lite Form, Inc.	19.00	19.00	19.00
Management Services	0.00	7.00	9.00
Mikela Corporation	0.00	7.00	8.00
Miller Sheet Metal	3.00	3.00	3.00
Minot Restaurant Supply	12.00	12.00	12.00
Minot Vocational Workshop	0.00	19.00	38.00
Monarch Products	0.00	19.00	19.00
MSU(Small Business Mgt)	0.00	1.00	1.00
Northwest Molding & Mfg	0.00	2.00	16.00
Oral Logic	165.00	165.00	165.00



**D1. (CONTINUED):**

COMMUNITY/COMPANY	1994 FTE	1995 FTE	199X FTE
<b>MINOT (con't)</b>			
Pet Chef/GTZ	15.00	<i>Closed</i>	
Pro-Entry	77.00	77.00	77.00
ProMark One	286.00	510.00	510.00
RFI, Inc.	28.00	<i>Closed</i>	
Rice Lake Products	2.00	7.00	9.00
Scherr's Cabinet	2.00	2.00	2.00
Science & Nature Int., Inc.	33.00	<i>Closed</i>	
Soaring Eagle	50.00	50.00	80.00
Souris Basin RLF	0.00	0.00	0.00
Terhorst Manufacturing	28.50	58.00	58.00
Vertical Solutions	2.00	8.00	8.00
<b>MOHALL</b>			
Accel Dakota	<i>Withdrawn After Approval</i>		
Midwest Telemark	21.00	21.00	21.00
<b>PLAZA</b>			
Plaza Betterment, Inc.	10.00	10.00	10.00
<b>POWERS LAKE</b>			
Northwest Veterinary Service	4.50	6.00	8.00
<b>RAY</b>			
Pro-Link	25.50	<i>Closed</i>	
<b>RUGBY</b>			
City of Rugby (Robodyne)	278.00	278.00	278.00
St. Michel Rentals	14.50	14.50	14.50
<b>SAWYER</b>			
Punkin Patch Pheasant Ranch	6.00	6.00	6.00
<b>STANLEY</b>			
IGF Insurance	10.00	10.00	10.00
Stanley EDC (Jack & Jill)	11.00	<i>Closed</i>	
Stanley EDC (Veterans Home)	<i>Withdrawn After Approval</i>		

**D1. (CONTINUED):**

COMMUNITY/COMPANY	1994 FTE	1995 FTE	199X FTE
<b>TOWNER</b>			
Kelly Publishing	10.00	10.00	10.00
Towner CDC (Dairy Project)	8.00	8.00	8.00
<b>TURTLE LAKE</b>			
Jesz Recycling	13.00	<i>Sold</i>	
<b>VALLEY CITY</b>			
Heartland Products, Inc.	20.00	20.00	20.00
<b>WATFORD CITY</b>			
DBK, Inc.	<i>Withdrawn After Approval</i>		
Iron Steer Ent., Inc.	10.00	10.00	10.00
<b>WESTHOPE</b>			
Deva Lifewear	29.00	29.00	29.00
<b>WILDROSE</b>			
Wildrose EDC (Grocery Store)	0.00	3.00	3.00
<b>ZAP</b>			
Mercer-Oliver EDC (Western Munition)	0.00	4.00	74.00
<b>RURAL</b>			
	663.25	699.25	886.25
<b>MINOT</b>			
	1,480.50	1,761.00	2,088.00
<b>TOTAL:</b>	<b>2,143.75</b>	<b>2,460.25</b>	<b>2,974.25</b>

**D2. PER JOB CREATION/RETENTION COSTS (USING PROJECTED # JOBS):**

	1991 (BASE YEAR)	1992	1993	1994	1995
<b>RURAL</b>	\$2,519	\$1,172	\$1,112	\$1,159	\$ 987
<b>MINOT</b>	\$2,350	\$2,453	\$1,974	\$1,813	\$1,961

**D3. JOB CREATION PROJECTS BY NUMBER OF JOBS TO DATE, 1990 - 1995:**

NUMBER OF JOBS INTENDED	NUMBER OF FIRMS ASSISTED	PERCENT
0-10	57	56.4%
11-25	23	22.8%
26-50	11	10.9%
51-100	5	5.0%
101-150	1	1.0%
151-200	1	1.0%
201 or more	3	2.9%
<b>TOTAL:</b>	<b>101</b>	<b>100.0%</b>

**D4. EMPLOYER'S ACTUAL FULL-TIME EQUIVALENT JOBS  
CREATED/RETAINED TO DATE, 1992 - 1995:**

COMMUNITY/COMPANY	1992 ACTUAL FTE	1993 ACTUAL FTE	1994 ACTUAL FTE	1995 ACTUAL FTE
<b>BERTHOLD</b>				
Larry's Meat Shop	0.00	0.00	2.00	2.25
Patchwork	5.00	1.00	1.00	Closed
<b>BOTTINEAU</b>				
Bottineau Developers, Limited	0.00	0.00	0.00	27.00
Bottineau Winter Park	6.00	1.50	3.75	13.75
Chem Sharp	0.00	0.00	2.50	Sold
Dakota Optical		Withdrawn After Approval		
North Central Cattle Feeders	0.00	0.50	.75	.25
Rodeo Shop Chaps	3.00	3.25	3.25	3.00
<b>BOWBELLS</b>				
Bowbells Inn	4.00	2.00	Sold	
Nelson Plumbing & Heating	0.00	0.00	0.00	1.25
<b>BURLINGTON</b>				
Yale Hoppers	1.50	1.00	Closed	
<b>CARPIO</b>				
Carpio EDC (Cafe)	3.00	4.25	4.25	4.25
<b>CROSBY</b>				
Crosby Self Serve	0.00	0.00	5.50	7.25
Quality Pork Co-Op	1.00	3.50	3.50	3.00
<b>DES LACS</b>				
Ag-Mate Manufacturing	12.00	15.00	7.00	Closed
<b>DEVILS LAKE</b>				
Sagen, Inc.	0.00	0.00	0.00	2.50
<b>DUNSEITH</b>				
Image Systems, Inc.		Withdrawn After Approval (Tsfr to Terhorst)		
<b>ESMOND</b>				
City of Esmond (SCD)	0.00	22.00	22.00	Closed

**D4. (CONTINUED):**

COMMUNITY/COMPANY	1992 ACTUAL FTE	1993 ACTUAL FTE	1994 ACTUAL FTE	1995 ACTUAL FTE
<b>FESSENDEN</b>				
Central Dakota Dev Corp	0.00	0.00	0.00	24.00
Nilles Drug	3.75	1.75	2.00	1.25
<b>GARRISON</b>				
Golden Age Aviation	1.00	1.00	1.00	<i>Closed</i>
<b>GLENBURN</b>				
Glenburn CDC/Cafe	0.00	0.00	0.00	2.25
Mickey's Kitchen	3.50		<i>Sold</i>	
<b>HARVEY</b>				
Amberland Foods	0.00	3.50	4.75	2.50
Harvey Farmers Elevator	5.50	30.75	31.75	27.75
Harvey Tire Center	5.00	1.00	6.50	5.50
TJ Manufacturing	0.00	0.00	14.00	19.50
<b>HAZEN</b>				
Brite Flite	0.00	6.75	5.75	<i>Closed</i>
Impact Telemarketing	0.00	0.00	31.00	37.50
<b>KENMARE</b>				
Creative Industries	7.25	8.75	11.00	10.00
Incabar	0.00	0.00	2.50	3.00
Kenmare Dental Clinic	4.00	3.00	3.25	3.00
Kenmare EDC (Pro-Entry)		<i>Withdrawn After Approval</i>		
North Dakota Envelope Co.	0.00	0.00	4.00	4.25
<b>LANSFORD</b>				
Lansford Betterment (Beauty Shop)	1.00	1.00	1.00	1.00
Lansford CBE (Schepp's Dakota Deli)	0.00	0.00	0.00	3.25
M. Gates Manufacturing	3.00	6.25	6.75	5.50
<b>LEEDS</b>				
Leeds EDC/Land & Dev	0.00	0.00	0.00	2.00
Leeds EDC/Uniband Data	0.00	0.00	0.00	0.00
<b>LIGNITE</b>				
City of Lignite (Medical Clinic)	0.00	1.00	.25	.25



#### D4. (CONTINUED):

COMMUNITY/COMPANY	1992 ACTUAL FTE	1993 ACTUAL FTE	1994 ACTUAL FTE	1995 ACTUAL FTE
<b>MAKOTI</b>				
MDC (Grocery Store)	0.00	0.00	0.00	1.50
<b>MAX</b>				
S & H Market	3.00		<i>Sold</i>	
<b>MINOT</b>				
Abacus Accounting, Inc.	4.00	1.25	1.00	1.00
Banton Ind	0.00	0.50	5.75	<i>Closed</i>
Behren's Construction	1.00	0.50	3.25	1.00
Bobco	12.00	8.00	<i>Closed</i>	
Cal Dak Cabinets	10.00	18.00	15.00	15.00
Central Machine & Pump Repair	11.00	18.00	14.75	19.50
Choice Hotels	182.50	185.25	173.75	222.50
Cloverdale Foods	0.00	11.00	14.00	49.25
Creative Media	0.00	0.00	0.00	8.75
DD Schmidt	16.00	13.00	16.00	16.50
Dacotah Marketing	0.00	0.00	30.50	29.50
Dakota Custom Furniture	0.00	4.50	7.50	4.25
Degelman Industries	0.00	0.00	16.00	15.25
Diversified Industries	0.00	0.00	2.50	4.00
Edu-Craft	2.00	0.00	0.00	<i>Closed</i>
Ever-Fresh Products, Inc.	0.00	0.00	0.00	0.00
Faxx Foods		<i>Withdrawn After Approval</i>		
Fjeld Mfg		<i>Closed</i>		
Flexi-Coil, Inc.	0.00	0.00	0.00	55.50
* Fold-N-Form	0.00	0.00	0.00	0.00
FP Bourgault	0.00	0.00	0.00	11.00
Gold Star Parts	5.50	5.00	4.25	4.25
Granite Springs Water	0.00	0.00	9.00	9.75
Infrared Solutions, Inc.	0.00	0.00	0.00	0.00
Interstate Brands	0.00	205.00	230.00	216.50
Jackets By Price	14.00	18.00	14.50	14.50
* Lite Form, Inc.	6.00	0.00	0.00	0.00
Management Services	0.00	0.00	0.00	1.50
Mikela Corporation	0.00	0.00	2.00	4.00
Miller Sheet Metal	1.50	0.50	.50	.25
Minot Restaurant Supply	8.00	7.25	7.00	7.25
Minot Vocational Workshop	0.00	0.00	22.50	109.25
Monarch Products	0.00	0.00	0.00	22.00
MSU (Small Business Mgt Prog)	0.00	0.00	0.00	1.00
Northwest Molding & Mfg	0.00	0.00	0.00	7.50

#### D4. (CONTINUED):

COMMUNITY/COMPANY	1992 ACTUAL FTE	1993 ACTUAL FTE	1994 ACTUAL FTE	1995 ACTUAL FTE
<b>MINOT (con't)</b>				
Oral Logic	25.00	33.00	38.00	38.00
Pet Chef/GTZ	1.00	0.00	Closed	
Pro-Entry	7.75	22.50	30.50	0.00
ProMark One	0.00	228.75	354.00	256.75
RFI, Inc.	16.75	0.00	Closed	
Rice Lake Products	0.00	0.00	1.00	1.00
Scherr's Cabinet	5.00	5.00	9.00	9.00
Science & Nature Int., Inc.	4.00	1.00	Closed	
Soaring Eagle	110.00	73.25	70.50	61.25
Souris Basin Revolving Loan		See Part IX		
Terhorst Manufacturing	19.25	20.25	20.25	41.00
Vertical Solutions	0.00	0.00	4.00	3.50
<b>MOHALL</b>				
Accel Dakota		Withdrawn After Approval		
Midwest Telemark	0.0	0.00	45.50	11.50
<b>PLAZA</b>				
Plaza Betterment, Inc.	4.50	3.50	.25	.25
<b>POWERS LAKE</b>				
Northwest Veterinary Service	0.0	0.00	3.75	6.75
<b>RAY</b>				
Pro-Link	0.0	45.00	22.50	Closed
<b>RUGBY</b>				
City of Rugby (Robodyne)	0.00	5.25	8.50	14.50
St. Michel Rentals	0.00	0.00	4.00	0.00
<b>SAWYER</b>				
Punkin Patch Pheasant Ranch	0.00	2.25	2.25	2.50
<b>STANLEY</b>				
IGF Insurance	3.00	4.00	7.25	7.25
Stanley EDC (Jack & Jill)	6.00	5.75	Closed	
Stanley EDC/Veterans Home		Withdrawn After Approval		
<b>TOWNER</b>				
Kelly Publishing	7.75	7.75	9.75	8.25
Towner CDC (Dairy Project)	0.00	5.00	5.00	5.00

#### D4. (CONTINUED):

COMMUNITY/COMPANY	1992 ACTUAL FTE	1993 ACTUAL FTE	1994 ACTUAL FTE	1995 ACTUAL FTE
<b>TURTLE LAKE</b>				
Jesz Recycling	3.00	5.50	8.00	<i>Sold</i>
<b>VALLEY CITY</b>				
Heartland Products, Inc.	0.00	0.00	27.25	27.00
<b>WATFORD CITY</b>				
DBK, Inc.		<i>Withdrawn After Approval</i>		
Iron Steer Ent., Inc.	0.00	8.25	5.00	0.00
<b>WESTHOPE</b>				
Deva Lifewear	0.00	3.00	17.00	18.00
<b>WILDROSE</b>				
Wildrose EDC/Grocery Store	0.00	0.00	0.00	2.50
<b>ZAP</b>				
Mercer-Oliver EDC/ Western Munitions	0.00	0.00	0.00	5.00
<i>RURAL</i>	96.75	214.00	** 347.00	327.00
<i>MINOT</i>	462.25	879.50	1,117.00	1,261.25
<b>TOTAL:</b>	<b>559.00</b>	<b>1,093.50</b>	<b>1,464.00</b>	<b>1,588.25</b>

Source: *Primary* - North Dakota Employer's Wage and Contribution Report. *Secondary* - MAGIC Fund Jobs Creation Reports and personal verification.

\* Actual Job Creation reflected under Terhorst.

\*\* Image Systems transferred their funds to Terhorst in 1993. Adjusted 94 figure of 351 to 347.



**D5. EMPLOYER'S PROJECTIONS VS. ACTUAL FULL-TIME  
EQUIVALENT JOBS CREATED/RETAINED IN 1995:**

COMMUNITY/COMPANY	FTE INTENDED	FTE ACTUAL	FTE DIFFERENCE
<b>BERTHOLD</b>			
Larry's Meat Shop	2.00	2.25	.25
Patchwork		<i>Closed</i>	
<b>BOTTINEAU</b>			
Bottineau Dev., Ltd	40.00	27.00	-13.00
Bottineau Winter Park	0.00	13.75	13.75
Chem Sharp		<i>Sold</i>	
Dakota Optical		<i>Withdrawn After Approval</i>	
North Central Cattle Feeders	17.00	.25	-16.75
Rodeo Shop Chaps	5.00	3.00	-2.00
<b>BOWBELLS</b>			
Bowbells Inn		<i>Sold</i>	
Nelson Plumbing & Heating	1.50	1.25	-.25
<b>BURLINGTON</b>			
Yale Hoppers		<i>Closed</i>	
<b>CARPIO</b>			
Carpio EDC (Cafe)	1.50	4.25	2.75
<b>CROSBY</b>			
Crosby Self Serve	3.00	7.25	4.25
Quality Pork Co-Op	4.00	3.00	-1.00
<b>DES LACS</b>			
Ag-Mate Manufacturing		<i>Closed</i>	
<b>DEVILS LAKE</b>			
Sagen, Inc	1.00	2.50	1.50
<b>DUNSEITH</b>			
Image Systems, Inc.		<i>Withdrawn After Approval (Tsfr to Terhorst)</i>	
<b>ESMOND</b>			
City of Esmond (SCF)		<i>Closed</i>	

**D5. (CONTINUED):**

COMMUNITY/COMPANY	FTE INTENDED	FTE ACTUAL	FTE DIFFERENCE
<b>FESSENDEN</b>			
Central Dakota Dev Corp	41.00	24.00	-17.00
Nilles Drug	1.00	1.25	.25
<b>GARRISON</b>			
Golden Age Aviation		<i>Closed</i>	
<b>GLENBURN</b>			
Glenburn CDC/Cafe	2.50	2.25	-.25
Mickey's Kitchen		<i>Sold</i>	
<b>HARVEY</b>			
Amberland Foods	3.00	2.50	-.50
Harvey Farmers Elevator	9.50	27.75	18.25
Harvey Tire Center	2.00	5.50	3.50
TJ Manufacturing	7.00	19.50	12.50
<b>HAZEN</b>			
Brite Flite		<i>Closed</i>	
Impact Telemarketing	44.00	37.50	-6.50
<b>KENMARE</b>			
Creative Industries	9.00	10.00	1.00
Incabar	7.00	3.00	-4.00
Kenmare Dental Clinic	4.00	3.00	-1.00
Kenmare EDC (Pro-Entry)		<i>Withdrawn After Approval</i>	
North Dakota Envelope Co.	8.00	4.25	-3.75
<b>LANSFORD</b>			
Lansford Betterment (Beauty Shop)	2.00	1.00	-1.00
Lansford CBE (Schepp's)	4.50	3.25	-1.25
M. Gates Manufacturing	3.00	5.50	2.50
<b>LEEDS</b>			
Leeds EDC/Land & Dev	2.00	2.00	0.00
Leeds EDC/Umband Data	42.00	0.00	-42.00
<b>LIGNITE</b>			
City of Lignite (Medical Clinic)	0.25	0.25	0.00

# D5. (CONTINUED):

COMMUNITY/COMPANY	FTE INTENDED	FTE ACTUAL	FTE DIFFERENCE
<b>MAKOTI</b>			
MDC (Grocery Store)	3.00	1.50	-1.50
<b>MAX</b>			
S & H Market		<i>Sold</i>	
<b>MINOT</b>			
Abacus Accounting, Inc.	62.00	1.00	-61.00
Banton		<i>Closed</i>	
Behren's Construction	4.00	1.00	-3.00
Bobco		<i>Closed</i>	
Cal Dak Cabinets	11.00	15.00	4.00
Central Machine & Pump	19.50	19.50	0.00
Choice Hotels	150.00	222.50	72.50
Cloverdale Foods	14.00	49.25	35.25
Creative Media	5.00	8.75	3.75
DD Schmidt	14.00	16.50	2.50
Dacotah Marketing	32.00	29.50	-2.50
Dakota Custom Furniture	6.00	4.25	-1.75
Degelman Industries	17.00	15.25	-1.75
Diversified Industries	52.00	4.00	-48.00
Edu-Craft		<i>Closed</i>	
Ever-Fresh Products, Inc.	0.00	0.00	0.00
Faxx Foods		<i>Withdrawn After Approval</i>	
Fjeld Mfg		<i>Closed</i>	
Flexi-Coil	67.00	55.50	-11.50
* Fold-N-Form	50.00	0.00	-50.00
FP Bourgault	10.50	11.00	.50
Gold Star Parts	8.00	4.25	-3.75
Granite Springs	11.00	9.75	-1.25
Infrared Solutions, Inc.	0.00	0.00	0.00
Interstate Brands	245.00	216.50	-28.50
Jackets By Price	17.00	14.50	-2.50
* Lite Form, Inc.	19.00	0.00	-19.00
Management Services	7.00	1.50	-5.50
Mikela Corporation	7.00	4.00	-3.00
Miller Sheet Metal	3.00	.25	-2.75
Minot Restaurant Supply	12.00	7.25	-4.75
Minor Vocational Workshop	19.00	109.25	90.25
Monarch Products	19.00	22.00	3.00
MSU(Small Bus Mgt Prog)	1.00	1.00	0.00
Northwest Molding & Mfg	2.00	7.50	5.50

**D5. (CONTINUED):**

COMMUNITY/COMPANY	FTE INTENDED	FTE ACTUAL	FTE DIFFERENCE
<b>MINOT (con't)</b>			
Oral Logic	165.00	38.00	-127.00
Pet Chef/GTZ		<i>Closed</i>	
Pro-Entry	77.00	0.00	-77.00
ProMark One	510.00	256.75	-253.25
RFL Inc.		<i>Closed</i>	
Rice Lake Products	7.00	1.00	-6.00
Scherr's Cabinet	2.00	9.00	7.00
Science & Nature Int., Inc.		<i>Closed</i>	
Soaring Eagle	50.00	61.25	11.25
Souris Basin RLF		<i>See PART IX</i>	
Terhorst Manufacturing	58.00	41.00	-17.00
Vertical Solutions	8.00	3.50	-4.50
<b>MOHALL</b>			
Accel Dakota		<i>Withdrawn After Approval</i>	
Midwest Telemark	21.00	11.50	-9.50
<b>PLAZA</b>			
Plaza Betterment, Inc.	10.00	.25	-9.75
<b>POWERS LAKE</b>			
Northwest Veterinary Serv	6.00	6.75	.75
<b>RAY</b>			
Pro-Link		<i>Closed</i>	
<b>RUGBY</b>			
City of Rugby (Robodyne)	278.00	14.50	-263.50
St. Michel Rentals	14.50	0.00	-14.50
<b>SAWYER</b>			
Punkin Patch Pheasant Ranch	6.00	2.50	-3.50
<b>STANLEY</b>			
IGF Insurance	10.00	7.25	-2.75
Stanley EDC (Jack & Jill)		<i>Closed</i>	
Stanley EDC (Veteran's Home)		<i>Withdrawn After Approval</i>	

**D5. (CONTINUED):**

COMMUNITY/COMPANY	FTE INTENDED	FTE ACTUAL	FTE DIFFERENCE
<b>TOWNER</b>			
Kelly Publishing	10.00	8.25	-1.75
Towner CDC (Dairy Project)	8.00	5.00	-3.00
<b>TURTLE LAKE</b>			
Jesz Recycling		<i>Sold</i>	
<b>VALLEY CITY</b>			
Heartland Products, Inc.	20.00	27.00	7.00
<b>WATFORD CITY</b>			
DBK, Inc		<i>Withdrawn After Approval</i>	
Iron Steer Ent., Inc.	10.00	0.00	-10.00
<b>WESTHOPE</b>			
Deva Lifewear	29.00	18.00	-11.00
<b>WILDROSE</b>			
Wildrose EDC (Gro. Store)	3.00	2.50	-.50
<b>ZAP</b>			
Mercer-Oliver EDC (Western Munitions)	4.00	5.00	1.00
<b>RURAL</b>	699.25	327.00	-372.25
<b>MINOT</b>	1,761.00	1,261.25	-499.75
<b>TOTAL:</b>	<b>2,460.25</b>	<b>1,588.25</b>	<b>-872.00</b>

**Source:** *Primary* - North Dakota Employer's Wage and Contribution Report. *Secondary* - MAGIC Fund Jobs Creation Reports and personal verification.

\* Actual job creation is at Terhorst.



**D6. EMPLOYERS' JOBS PROJECTED VS. JOBS ACTUALLY CREATED  
(CUMULATIVE SUCCESS RATE - 1992 - 1995):**

**RURAL:**

	<i>1992</i>	<i>1993</i>	<i>1994</i>	<i>1995</i>
INTENDED	112.50	276.25	663.25	699.25
ACTUAL	96.75	214.00	347.00	327.00
PERCENT SUCCESS	86.0%	77.5%	52.3%	46.8%

**MINOT:**

	<i>1992</i>	<i>1993</i>	<i>1994</i>	<i>1995</i>
INTENDED	636.00	1,135.00	1,480.50	1,761.00
ACTUAL	462.25	879.50	1,117.00	1,261.25
PERCENT SUCCESS	72.7%	77.5%	75.4%	71.6%

**NOTE: PERCENT OF FIRMS AT OR ABOVE JOB CREATION  
EXPECTATIONS AS OF DECEMBER 31, 1995: 38.3%**

## ***APPENDIX E - WAGES AND FRINGE BENEFITS***

### **E1. PROJECTED WAGE LEVELS VS. ACTUAL:**

#### ***EMPLOYER'S PROJECTED AVERAGE WAGE LEVELS***

	1992	1993	1994	1995
RURAL	\$7.05	\$7.64	\$6.82	\$7.09
MINOT	\$7.27	\$9.04	\$7.92	\$9.40
<b>TOTAL:</b>	\$7.22	\$8.59	\$7.91	\$8.25

#### ***EMPLOYER'S ACTUAL AVERAGE WAGE LEVELS***

	1992	1993	1994	1995
RURAL	\$6.47	\$8.31	\$ 7.61	\$8.73
MINOT	\$7.29	\$9.28	\$10.38	\$9.54
<b>TOTAL:</b>	\$7.17	\$9.09	\$ 9.90	\$9.09

### **E2. FRINGE BENEFITS:**

#### ***REPORT OF ACTUAL JOBS CREATED/RETAINED WITH FRINGE BENEFITS***

YEAR	HEALTH	DENTAL	LIFE	RETIREMENT
1991	<b>NOT REPORTED</b>			
1992	<b>NOT REPORTED</b>			
1993	72.8%	44.1%	45.2%	41.1%
1994	73.8%	61.1%	40.9%	38.9%
1995	44.6%	12.3%	13.8%	4.6%

#### ***EMPLOYERS SHARE OF THE FRINGE BENEFITS BY CATEGORY***

YEAR	HEALTH	DENTAL	LIFE	RETIREMENT
1994	61.9%	71.5%	<b>NOT REPORTED</b>	
1995	60.7%	23.3%	94.2%	50%

*NOTE: In 1995, there were 14 employers that filed incomplete fringe benefits and cost-sharing data, some expressing concern over this reporting requirement.*

### E3. COMMUNITY WAGE IMPACT (Actual Salaries Only):

	1992	1993	1994	1995	WAGE IMPACT TOTAL TO DATE
RURAL	\$1,302,023	\$ 3,776,729	\$ 5,555,909	\$ 6,309,035	\$16,943,696
MINOT	\$8,601,325	\$ 16,813,225	\$24,116,476	\$30,836,395	\$80,367,421
<b>TOTAL:</b>	<b>\$9,903,348</b>	<b>\$20,589,954</b>	<b>\$29,672,385</b>	<b>\$37,145,430</b>	<b>\$97,311,117</b>

### E4. WAGES CREATED FOR EACH \$1.00 IN MAGIC FUND OBLIGATED:

	1992	1993	1994	1995
RURAL	\$2.35	\$5.01	\$6.52	\$6.27
MINOT	\$3.19	\$5.67	\$8.51	\$7.53
<b>TOTAL AVERAGE:</b>	<b>\$3.05</b>	<b>\$5.54</b>	<b>\$6.84</b>	<b>\$7.28</b>

	JOBS	FUNDING
RURAL	327.00	\$ 1,006,141
MINOT	1,261.25	4,094,809
<b>TOTAL</b>		<b>\$ 5,100,950</b>



## **APPENDIX F - FINANCIAL REPAYMENT REPORT**

### **F1. PROJECT FUNDS REPAYABLE TO MAGIC FUND DURING ITS LIFE (CUMULATIVE TO EACH YEAR SHOWN):**

	1991 BASE	1995
Total Funding	\$1,730,762	\$5,393,948
Repayable	\$ 804,990	\$2,295,405
% Repayable	46.5%	42.6%

### **F2. % PAYMENTS COLLECTED OF MAGIC FUNDS FOR JOB CREATION PROJECTS TO DATE, 1990 - 1995:**

YEAR	PAYMENTS REQUIRED	PAYMENTS RECEIVED	% PAYMENTS COLLECTED RATE
1991	\$0.00	\$0.00	0%
1992	\$10,559.00	\$8,023.00	76%
1993	\$83,407.22	\$56,784.00	68%
1994	\$96,708.91	\$94,919.86	98%
1995	\$134,195.78	\$114,930.76	86%

**F3. LOAN REPAYMENT FOR ACTIVITIES FUNDED TO DATE,  
1990 - 1995:**

BUSINESS	PAYMENT DUE	PAYMENT RECEIVED	DIFFERENCE
Abacus Accounting	\$16,670.00	\$16,670.00	\$ 0.00
Banton Industries	1,050.00	0.00	(1,050.00) *
Brite Flite	1,800.00	1,800.00	0.00
Cal Dak Cabinets	3,360.00	3,360.00	0.00
Central Machine & Pump	1,484.00	1,484.00	0.00
Chemsharp	1,437.20	10,144.19	8,706.99 **
Dakota Custom Furniture	2,400.00	1,250.00	(1,150.00)
DD Schmidt	3,000.00	3,000.00	0.00
Fold & Form	18,000.00	18,000.00	0.00
Golden Age Aviation	1,219.92	304.98	(914.94)
Hazen Community Dev	4,018.20	4,018.20	0.00
Heartland Products	5,600.00	5,600.00	0.00
Heartland Products	6,900.00	6,900.00	0.00
Iron Steer	1,255.00	635.00	(620.00)
Lite Form	23,000.00	23,000.00	0.00
Max Community Dev.	2,150.00	0.00	(2,150.00) *
Mikela Corporation	2,500.00	2,500.00	0.00
Pro Entry	7,092.76	1,773.19	(5,319.57)
Quality Pork	2,355.45	2,355.45	0.00
Ray Community Dev.	2,940.00	2,940.00	0.00
Vertical Solutions	8,568.75	8,568.75	0.00
Westhope EDC	627.00	627.00	0.00
Edu-Craft	3,517.50	0.00	(3,517.50) ***
Science and Nature	13,250.00	0.00	(13,250.00) ****
<b>TOTAL:</b>	<b>\$134,195.78</b>	<b>\$114,930.76</b>	<b>(\$19,265.02)</b>
<b>TOTAL AMOUNT DELINQUENT</b>			<b>\$11,204.51</b>

\*Less than 30 days delinquent

\*\*Paid off loan early

\*\*\*Edu-Craft-Cancellation of Debt. Approved MAGIC Fund Screening Committee Aug 18, 1995. Loan of \$30,000 plus \$3,487.50 in delinquent interest.

\*\*\*\*Science & Nature-Cancellation of Debt. Approved MAGIC Fund Screening Committee Aug 18, 1995. Loan of \$50,000 plus \$3,375.00 in delinquent interest.

## **APPENDIX G - ACTIVITIES FUNDED BY THE SOURIS BASIN REVOLVING LOAN FUND**

The Souris Basin Revolving Loan Fund (SBRLF) was funded by a \$400,000 grant to the Souris Basin Planning Council (SBPC) from the Economic Development Administration (EDA) Title IX Long-Term Economic Deterioration Grant and by a \$135,000 matching grant from the MAGIC Fund. The SBRLF was established to provide loans to qualifying new or existing businesses in all seven counties located in North Dakota Planning Region II, which includes: Bottineau, Burke, McHenry, Mountrail, Pierce, Renville, and Ward Counties. The goal of the SBRLF is to assist in the creation of permanent private sector jobs.

COMPANY	AMOUNT & TYPE OF SBRLF/MAGIC FUND ASSISTANCE PROVIDED	TOTAL VALUE OF PACKAGE	CITY	ACTUAL JOBS CREATED (09-30-95)*	PROJECTED JOBS
---------	--	------------------------------	------	--	-------------------

### 1995 SBRLF LOANS:

Davy Pottery II	\$10,000 Revolved Funds	\$30,000	Burlington		1
Schepp's Dakota Deli	\$10,000 Revolved Funds	\$50,000	Lansford	5	4

### 1994 SBRLF LOANS:

Pride Dairies	\$31,000 Revolved Funds	\$93,000	Bottineau	0	1
Incabar USA, INC	\$15,000 Revolved Funds	\$50,000	Kenmare	1	5
Vertical Solutions	\$25,000 Revolved Funds	\$75,000	Minot	5	8
North Dakota Envelope Company	\$19,108 Revolved Funds \$42,027 EDA \$13,865 MAGIC Fund	\$335,000	Kenmare	5	8
Wholesale Supply Company INC.	\$ 3,533 Revolved Funds \$83,100 EDA \$29,367 MAGIC Fund	\$1,000,000	Minot	5	4
Northwest Veterinary Services	\$24,750 EDA \$ 8,250 MAGIC Fund	\$100,000	Powers Lake	3	2
Dun-Rite Enterprises	\$13,000 Revolved Funds	\$46,000	Rugby	4	4

**G. (CONTINUED):**

COMPANY	AMOUNT & TYPE OF SBRLF/MAGIC FUND ASSISTANCE PROVIDED	TOTAL VALUE OF PACKAGE	CITY	ACTUAL JOBS CREATED (09-30-95)*	PROJECTED JOBS
<b>1993 SBRLF LOANS:</b>					
Accel Dakota	\$ 3,858 Revolved Funds \$12,107 EDA \$ 4,035 MAGIC Fund	\$60,000	Mohall	3	15
Oral Logic, Inc (2 Loans)	\$ 435 Revolved Funds \$55,815 EDA \$18,750 MAGIC Fund	\$700,000	Minot	0	35
Central Machining & Pump Repair	\$30,938 EDA \$10,312 MAGIC Fund	\$125,000	Minot	4	5
Davy Pottery	\$ 4,982 Revolved Funds \$ 1,263 EDA \$ 421 MAGIC Fund	\$20,000	Burlington	1	1
Midwest Telemark Int'l, Inc.	\$37,500 EDA \$12,500 MAGIC Fund	\$210,000	Mohall	22	35
Gartner's Jack & Jill	\$30,000 EDA \$10,000 MAGIC Fund	\$120,000	Kenmare	11 jobs retained	11 jobs retained
<b>1992 SBRLF LOANS:</b>					
Abacus Systems (dba) A.S., Inc.	\$37,500 EDA \$12,500 MAGIC Fund	\$425,000	Minot	1	5
Step II	\$37,500 EDA \$12,500 MAGIC Fund	\$825,000	Minot	27	10
Edu-Craft Int'l, Inc.	\$ 7,500 EDA \$ 2,500 MAGIC Fund	\$120,000	Minot	0	15

**NOTES:**

- All "Jobs Created" utilizing SBRLF monies are included in the MAGIC Fund Job Creation totals. Reported "Jobs Created" reflect the actual jobs created/retained for the fiscal period ending September 30, 1995. The SBRLF allows the duration of the loan to create/retain the number of anticipated jobs stated at the time of loan closing.
- Revolved funds are repayments of principal and interest, which are loaned again to meet the goals of the SBRLF guidelines.
- All projects are funded as loans rather than grants due to EDA program guidelines.

**APPENDIX H - GRAND RECAP OF FUNDING  
ASSISTANCE (PROGRAM/PROJECT)  
TO COMMUNITIES, 1990 - 1995:**

COMMUNITY	TOTAL MAGIC FUNDS PROVIDED
Alexander	\$ 5,500
Anamoose	2,400
Berthold	19,000
Beulah	1,500
Bottineau	133,500
Bowbells	20,250
Burlington	8,850
Butte	2,050
Carpio	4,250
Center	750
Coleharbor	6,000
Columbus	3,000
Crosby	34,000
Des Lacs	80,000
Devils Lake	500
Drake	2,750
Esmond	33,000
Fessenden	51,500
Garrison	14,500
Glenburn	13,200
Granville	4,500
Grenora	2,000
Harvey	43,000
Hazen	56,000
Karlsruhe	2,750
Kennmare	63,180
Lansford	36,510
Leeds	81,000
Lignite	11,000
Maddock	2,500
Makoti	17,500
Max	22,500
Mohall	8,060
Newburg	6,000
New Town	4,750

**H. (CONTINUED):**

<b>COMMUNITY</b>	<b>TOTAL MAGIC FUNDS PROVIDED</b>
Parshall	\$ 7,000
Pick City	1,250
Plaza	10,000
Powers Lake & Battleview	5,250
Ray	14,750
Riverdale	3,500
Rugby	142,000
Sawyer	8,000
Sherwood	3,750
Stanley	40,891
Stanton	1,500
Tioga	7,000
Towner	29,900
Turtle Lake	11,500
Underwood	3,950
Valley City	55,000
Velva	7,000
Watford City	12,500
Westhope	35,000
Wildrose	5,000
Zap	65,000
<b>TOTAL:</b>	<b>\$1,267,491</b>

**TOTAL NUMBER OF COMMUNITIES ASSISTED: 56**

## ***APPENDIX I - REPORT OF INFRASTRUCTURE IMPROVEMENTS FUNDED***

---

<b>YEAR</b>	<b>INFRASTRUCTURE IMPROVEMENTS</b>	<b>ASSOCIATED PROJECT</b>	<b>AMOUNT COMMITTED</b>
1994	WATER MAIN	FP BOURGAULT	\$51,000 (amended)



## **APPENDIX J - ECONOMIC DEVELOPMENT FUNDING**

YEAR	ORGANIZATION	FUNCTION	AMOUNT
1994	ND SMALL BUSINESS INVESTMENT CORPORATION	FINANCIAL INVESTMENTS	\$100,000