

Climate of Community & Economic Development, Part 2

FINAL RESULTS • 2022



Survey respondents were asked to select the building blocks that their economic development organization is primarily responsible for and partner with in their service area.

Primary percentage = percent of respondents who say they are primarily responsible for the building block.

Secondary percentage = percent of respondents who say they are not primarily responsible, but instead partner with other organizations.



New Business Attraction

37 OF 39 RESPONDENTS

Types of businesses wanting to add to se		Ę	513			85		14	18
	68%	JOBS	ADDED IN		BU	SINESSES		FM	ΡΤΥ
Manufacturing			2022			ED IN 2022			RONTS
	65%								
Retail				IN	DUS	TRIAL PARI	٢S		
	62%								
Value-added ag		4	9%			83		1.1	79
	62%				A 1	/AILABLE		-	ABLE
Industrial	F 49/		ERATING JSTRIAL			LOTS IN		ACRI	ES IN
Ag services	54%	P	ARKS		IN	DUSTRIAL PARKS			STRIAL RKS
Ag scivices	43%								
Ag development	4070		Average			Available		ailable	
	43%		Industria	l Paı	rk	Lots	4	Acres	
Food service	4070		Less than 1,000		0	15		85	
	41%				-	19		03	
Professional services		1,001 - 2,500		5		4			
	41%	2,501 - 5,000		5		16			
Personal services						•		10	
	27%	5,001 - 15,000		1		26			
Medical services			15,001 or	more	е	5		164	
	16%					-			
Grocery									

Grocery

Unique activities EDOs include in new business attraction

2nd floor initiatives Core Historic District Facade programs Historic building preservation Upgrading infrastructure and attractiveness of industrial park Utilize tax incentives Focus on attracting commercial rather than industrial development Land purchased for industrial park Owner of business incubator in industrial park

Owner of 30,000 square foot spec building for new or expanding business to occupy

Custom built storage units with amenities to support a new business to have a smaller "storefront" rental unit





Existing Business Development

36 OF 39 RESPONDENTS

BUSINESSES EXPANDED IN 2022

937

BUSINESS OWNERS MET WITH IN 2022

56%

% OPERATING A REVOLVING LOAN FUND

.		
559	18 9	983

AVERAGE VALUE OF REVOLVING LOAN FUND



% OF DEPLOYED REVOLVING LOAN FUNDS

Types of technical assistance
EDOs offer to businesses

	42%
SBDC access	
	22%
Other	
	19%
Training	
	19%
	1370
Classes	
	170/
	17%
Mentoring	
-	4 4 07
	14%
One-on-one coaching	

Other includes:

- Assistance opportunities & technical tips relayed via email or newspaper
- Subscription with Lightcast EMSI
- Connect businesses to organizations
- Workforce development and downtown development
- Loans
- Business visits
- LIIP grant to extend frontage road
- Co.Starters training
- Leadership development

Average Revolving Loan Fund	Deployed	Value
Less than 1,000	\$220,000	\$248,000
1,001 - 2,500	\$94,784	\$218,333
2,501 - 5,000	\$244,725	\$739,474
5,001 - 15,000	\$345,000	\$1,125,000
15,001 or more	\$615,857	\$1,029,694





Entrepreneur Support 29 OF 39 RESPONDENTS

3%

% HOSTING AN ENTREPRENEUR RESOURCE FAIR

31%

% OFFERING PROGRAMMING TO NEW BUSINESS OWNERS

38%

% ENGAGING IN YOUTH ENTREPRENEUR INITIATIVES

29

START UP BUSINESSES ADDED IN 2022

76%

% OFFERING MENTORING TO NEW BUSINESS OWNERS



Quality of life initiatives EDOs are actively working on

	61%
Beautification & Daycare (tie)	
	55%
Community events & Park and recreation (tie)	
	48%
Tourism	42%
Arts & Outdoor recreation (tie)	46 /0
	33%
Newcomer resources	5576
	30%
Cultural development &	
Quality of life programs (tie)	07%
Wellness initiatives	27%
	24%
Placemaking & Safety (tie)	24 /0
	319/
Healthcare & Youth	21%
programming (tie)	
	15%
Senior programming	
	12%
Broadband	
	9%
Emergency services & Social organizations (tie)	
	6%
Green initiatives	6%
	2%
Access to a library	3%





Infrastructure 28 OF 39 RESPONDENTS

Infrastructure projects EDOs are actively working on

	86%
Housing development infrastructure	
	43%
Industrial park infrastructure	
	36%
Commercial development infrastructure	
	25%
Road projects	
	14%
Water expansion	
	14%
Other	
-	4%
Broadband	
	4%
Energy development	

Other includes:

- Support work
- Railroad access to industrial park
- Walking safe routes
- Hydrology study to modify flood plain proposal





64

HOUSES REHABBED IN 2022

42 SINGLE-FAMILY

HOMES DEVELOPED IN 2022

210

MULTI-FAMILY UNITS DEVELOPED IN 2022

RESIDENTIAL LOTS DEVELOPED IN 2022

271

11

AVERAGE NUMBER

OF HOUSES FOR

SALE

AVERAGE NUMBER OF UNITS AVAILABLE FOR RENT

6

11

AVERAGE NUMBER OF RESIDENTIAL LOTS AVAILABLE FOR SALE





Community Engagement

25 OF 39 RESPONDENTS

52%

% HOSTING AN ANNUAL GATHERING

64%

% UTILIZING COMMUNITY VOLUNTEERS

76%

% HIRING AN OUTSIDE CONSULTANT FOR COMMUNITY ENGAGEMENT

Ways EDOs engage residents

Hosting community gatherings, events, meetings, and info sessions

Community engagement process from coaching work Committee assignments Partnerships with businesses Community initiatives under Healthy Hometown umbrella Visiting with current businesses

Hosting community meetings

Ways EDOs engage volunteers

Community forums Organizational development Managing day-to-day of EDO Specific organizational projects Spreading word about events Clean up days Improvement projects Housing rehab Community events Community garden Task force participation

00

Leadership Development

19 OF **39** RESPONDENTS



% MANAGING A LOCAL LEADERSHIP PROGRAM 84

NUMBER OF LEADERSHIP PROGRAM GRADUATES IN 2022





Public Policy 17 OF 39 RESPONDENTS

Public policies in place in service area

	00%
Utilizing a TIF	88%
	76%
Implementing discretionary tax formulas to support housing improvements and business development	
	76%
Investing in quality of life and recreational amenities	
	65%
Demolition of dilapidated houses and buildings	
	53%
Investments in workforce attraction/retention incentives	
	53%
Implementing the second penny city sales tax Municipal Gross Receipts Tax	and/or
	53%
Implementing local Main Street initiatives for beautification and facade improvements	
	53%
Engaging a code enforcement officer	
	47%
Prioritizing financial investments for paid staff housing, chamber, and economic developmen organizations, along with joint agreements on impacts	t
	35%
Prioritizing planning & zoning	
	24%
Implementing business improvement districts	J 4 9/
	24%
Creating an ecosystem of supporting local bus increase local sales tax	
	24%
Owning and supplementing	

Owning and supplementing local daycare facilities

Key public policies EDOs are advocating for

	82%
Quality housing	
	65%
Education and daycare	
	29%
Government affairs	
Regulation and taxation	24%
	12%
Energy	
	12%
Healthcare	0%
equality	0%
	0%
Community safety	





Workforce Development & Education

25 OF 39 RESPONDENTS

80%

% PARTNERING WITH BUILD DAKOTA PROGRAM

80%

% SUPPORTING CTE INITIATIVES



% WITH WORKFORCE ATTRACTION INCENTIVES

Workforce & Development Initiatives & Ideas

Career / job fair Build Dakota Roadshow Scholarship fair

FAFSA completion session

Career Here! for high schoolers

Workforce needs survey of businesses and individual employees

> Workforce Wednesday Solution group

Share job openings on own website

Satelite nursing program

Website for local businesses to post employment & quality of life assets in same place

Weekly calendar and job opening flyer

Workforce posts on social media

Countrywide workforce recruitment program

Reverse career fair (Job Info Pickup Day)

Workforce satistifaction surveys

Collegepalooza



Storytelling & Marketing

20 OF 39 RESPONDENTS

	85%
	05/0
Facebook	
	80%
	BU /0
Local newspaper	
	769/
	75 %
Own website	
	A E 9/
	45%
Print materials	
	25%
	35%
Regional newspaper	

Marketing tools utilized by EDOs

	30%
LinkedIn	
	30%
Instagram	
	30%
eNewsletter	
	25%
Radio	
	25%
Magazine	

	25%
Video	20%
	20%
Regional TV news	
	15%
Twitter	
	15%
Podcast	
	5%
TikTok	



Service areas represented





Dakota Resources conducted the Climate of Community and Economic Development part 2 survey in December 2022. The survey was sent to 150 economic development organizations across the state with 39 organizations responding, resulting in a 26% response rate. This report includes data that was self-reported by economic development organizations. The data was cleaned, organized, and analyzed by Dakota Resources staff. Outliers were removed when statistically appropriate. Dakota Resources' mission is to connect capacity and capital to empower rural communities. We are a certified Community Development Financial Institution (CDFI) and an equal opportunity employer and provider. Learn more at dakotaresources.org.