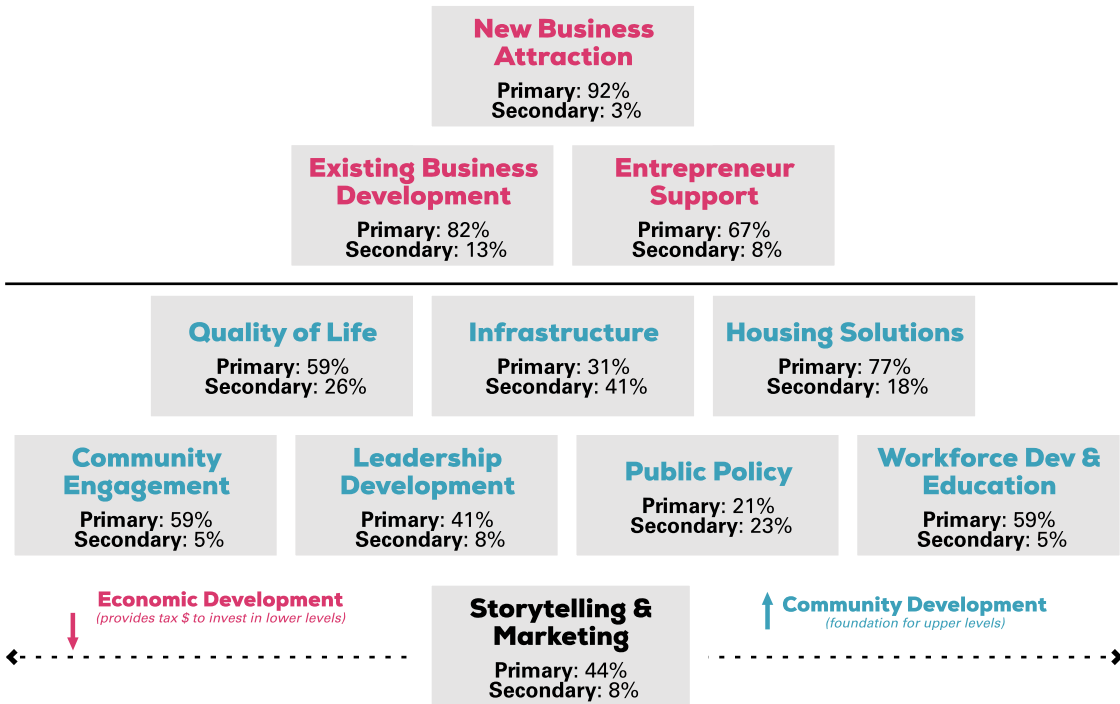


Climate of Community & Economic Development, Part 2

FINAL RESULTS • 2022

The Building Blocks of the Thriving Community Blueprint



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.

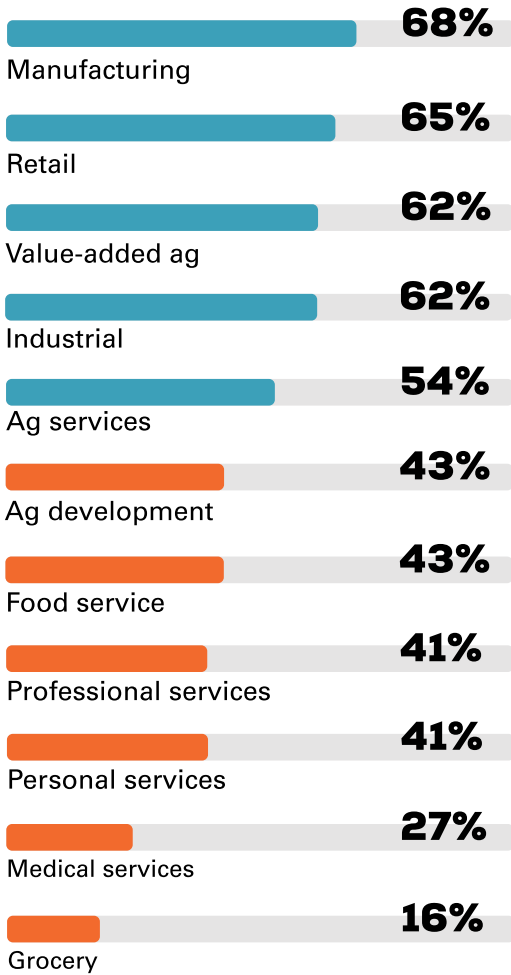
Secondary percentage = percent of respondents who say they are not primarily responsible, but instead partner with other organizations.



New Business Attraction

37 OF 39 RESPONDENTS

Types of businesses EDOs are wanting to add to service area



513

JOBS ADDED IN 2022

85

BUSINESSES ADDED IN 2022

148

EMPTY STOREFRONTS

INDUSTRIAL PARKS

49%

% OPERATING INDUSTRIAL PARKS

83

AVAILABLE LOTS IN INDUSTRIAL PARKS

1,179

AVAILABLE ACRES IN INDUSTRIAL PARKS

Average Industrial Park	Available Lots	Available Acres
Less than 1,000	15	85
1,001 - 2,500	5	4
2,501 - 5,000	5	16
5,001 - 15,000	1	26
15,001 or more	5	164

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

63

BUSINESSES EXPANDED IN 2022

937

BUSINESS OWNERS MET WITH IN 2022

56%

% OPERATING A REVOLVING LOAN FUND

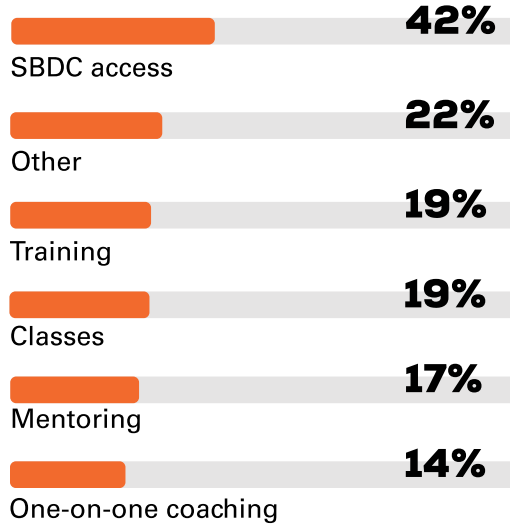
\$598,983

AVERAGE VALUE OF REVOLVING LOAN FUND

38%

% OF DEPLOYED REVOLVING LOAN FUNDS

Types of technical assistance EDOs offer to businesses



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%

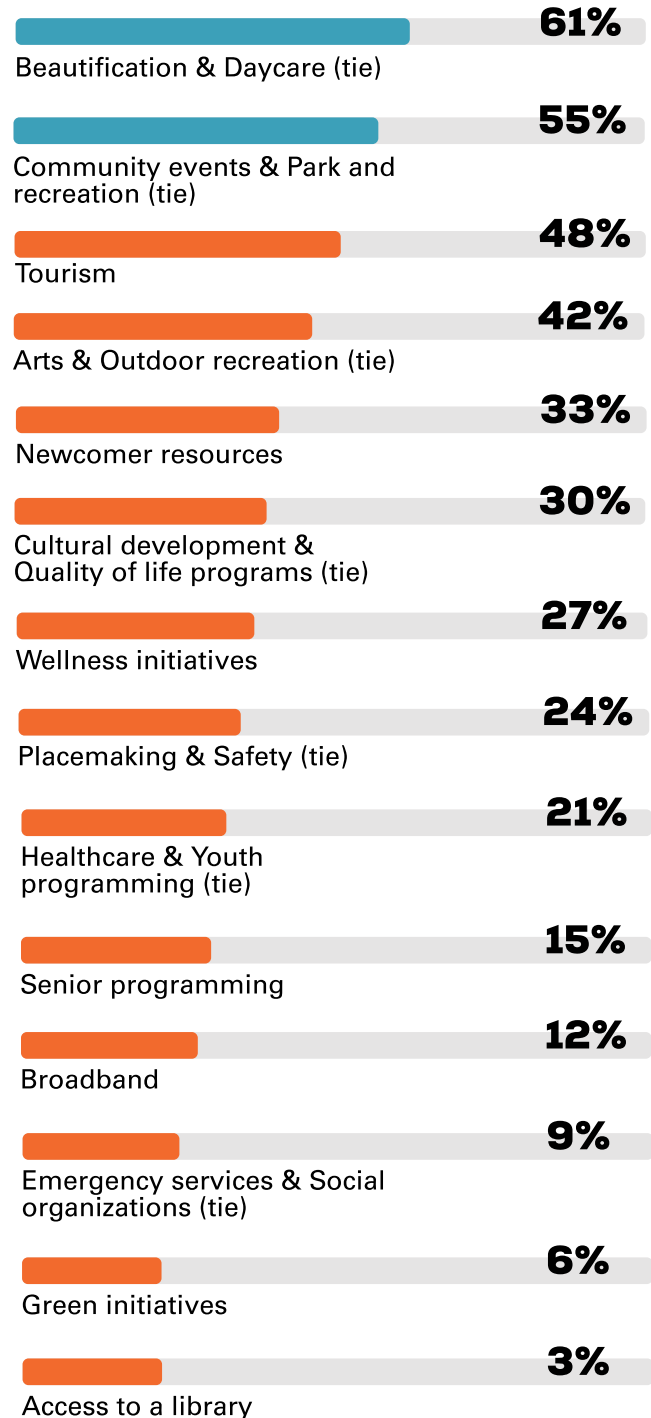
% OFFERING MENTORING TO NEW BUSINESS OWNERS



Quality of Life

33 OF 39 RESPONDENTS

Quality of life initiatives EDOs are actively working on

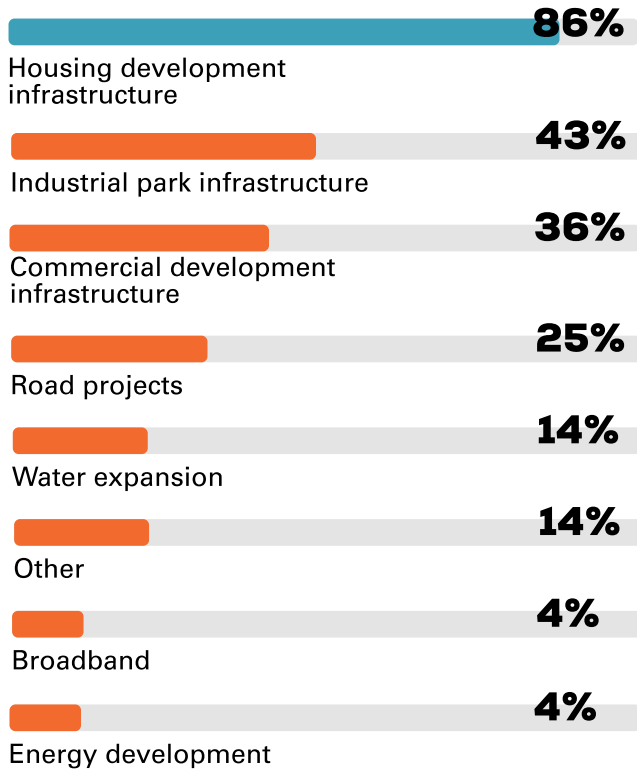




Infrastructure

28 OF 39 RESPONDENTS

Infrastructure projects EDOs are actively working on



Other includes:

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



Housing Solutions

37 OF 39 RESPONDENTS

64

HOUSES REHABBED IN 2022

42

SINGLE-FAMILY HOMES DEVELOPED IN 2022

210

MULTI-FAMILY UNITS DEVELOPED IN 2022

271

RESIDENTIAL LOTS DEVELOPED IN 2022

11

AVERAGE NUMBER OF HOUSES FOR SALE

6

AVERAGE NUMBER OF UNITS AVAILABLE FOR RENT

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



Leadership Development

19 OF 39 RESPONDENTS

42%

% MANAGING A LOCAL LEADERSHIP PROGRAM

84

NUMBER OF LEADERSHIP PROGRAM GRADUATES IN 2022



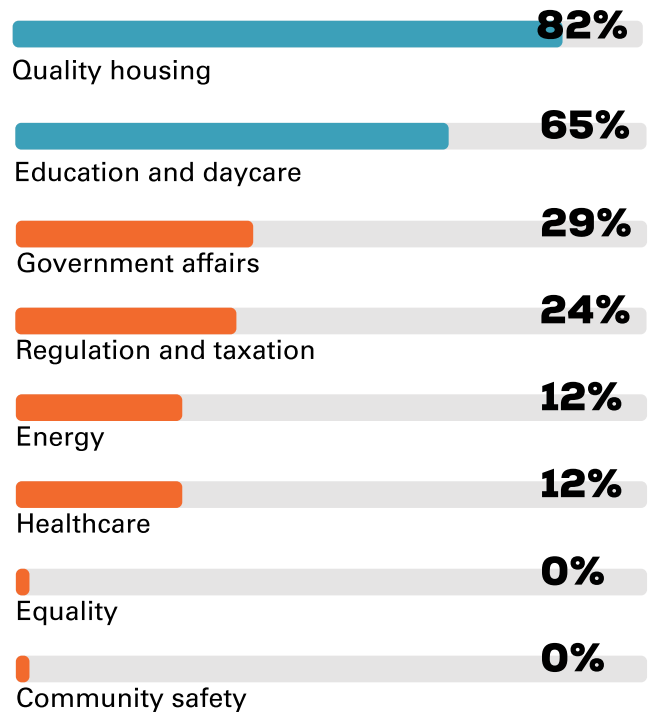
Public Policy

17 OF 39 RESPONDENTS

Public policies in place in service area



Key public policies EDOs are advocating for





Workforce Development & Education

25 OF 39 RESPONDENTS

80%

% PARTNERING WITH BUILD DAKOTA PROGRAM

80%

% SUPPORTING CTE INITIATIVES

44%

% WITH WORKFORCE ATTRACTION INCENTIVES

Workforce & Development Initiatives & Ideas

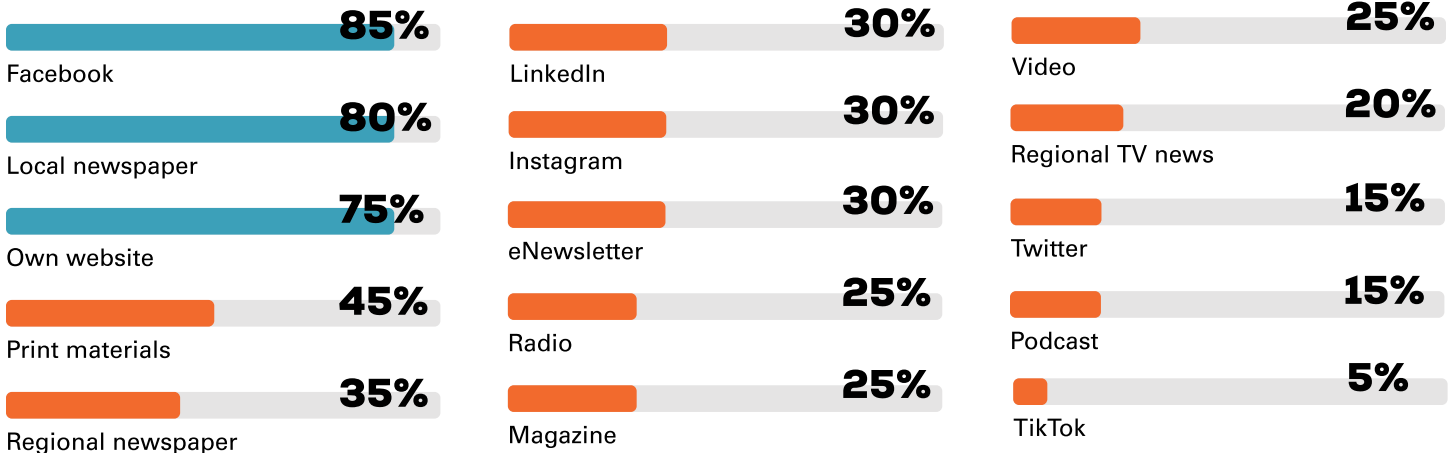
- Career / job fair
- Build Dakota Roadshow
- Scholarship fair
- FAFSA completion session
- Career Here! for high schoolers
- Workforce needs survey of businesses and individual employees
- Workforce Wednesday Solution group
- Share job openings on own website
- Satelite nursing program
- Website for 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 satisfaction surveys
- Collegepalooza



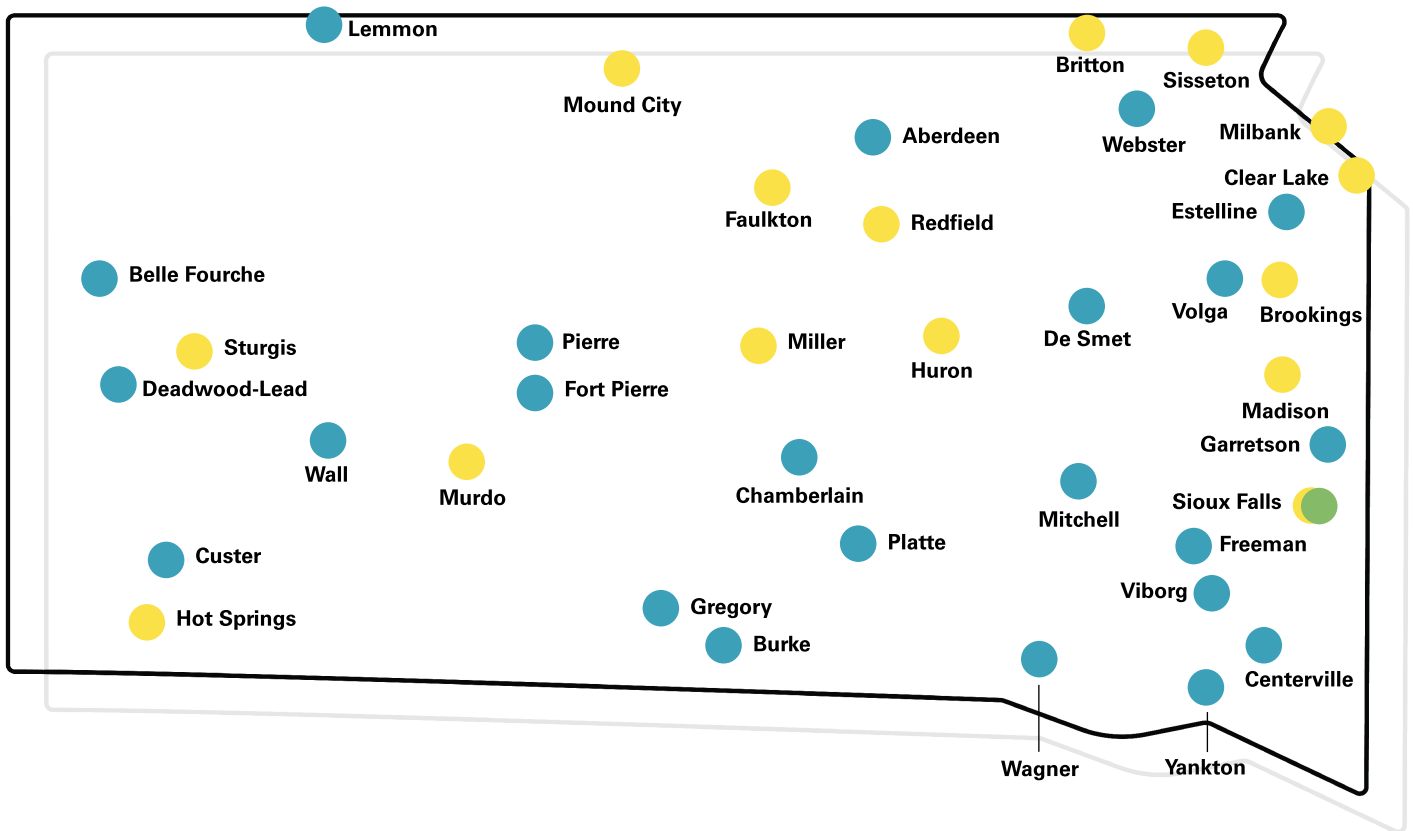
Storytelling & Marketing

20 OF 39 RESPONDENTS

Marketing tools utilized by EDOs



Service areas represented



Key

- CITY
- COUNTY
- REGIONAL

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.