

## DEMOGRAPHICS

demographics

### Population

North Dakota (2000 census) 642,200

### MSAs

Fargo - Moorhead 174,367  
Grand Forks - East Grand Forks 97,478  
Bismarck - Mandan 94,719

### Employment Profile (2006 Annual Avg.)

Mining & Natural Resources 4,669  
Utilities 3,222  
Construction 18,265  
Manufacturing 26,009  
Wholesale Trade 19,057  
Retail Trade 43,223  
Transportation & Warehousing 8,931  
Information 7,489  
Finance & Insurance 15,358  
Real Estate, Rental & Leasing 3,349  
Professional, Scientific & Technical Services 11,810  
Management of Companies & Enterprises 3,762  
Administrative & Waste Services 12,750  
Educational Services (private) 1,558  
Health Care & Social Assistance 46,520  
Leisure & Hospitality 31,573  
Other Services 11,154  
Public Services 64,115

### Total Nonfarm Employment

332,814



## SUCCESS STORIES

success stories

### Microsoft Business Solutions ~

[www.microsoft.com/BusinessSolutions](http://www.microsoft.com/BusinessSolutions)

1,333+ employees and division HQ in Fargo

- North Dakota-grown Great Plains Software acquired for \$1.1 billion in April 2001

### ING ~ [www.ing.com](http://www.ing.com)

750+ employees at Customer Service Operations center in Minot

### Amazon.com ~ [www.amazon.com](http://www.amazon.com)

300+ employees at Internet Distribution Center in Grand Forks

### Goodrich Corporation ~ [www.goodrich.com](http://www.goodrich.com)

Building aerospace cargo systems and replacement military structures in Jamestown

### Great River Energy ~ [www.greatriverenergy.com](http://www.greatriverenergy.com)

Capitalizing on reducing the carbon footprint of business in North Dakota Leader in the energy industry - using coal power plants heat sources to process ethanol and barley

### Steffes ~ [www.steffes.com](http://www.steffes.com)

Leading manufacturer of electric thermal storage equipment, offering creative solutions for heating efficiencies using off-peak and renewable energy sources

### LM Glasfiber ~ [www.lmglassfiber.com](http://www.lmglassfiber.com)

Manufacturing fiberglass blades for wind turbines in Grand Forks

# North Dakota



## QUICK FACTS

Quality of life, combined with a great place to work, play and do business.

**North Dakota**  
DEPARTMENT OF COMMERCE

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North Dakota Business Development Team

**North Dakota**  
DEPARTMENT OF COMMERCE

## STRATEGIC INCENTIVE ADVANTAGES

### Property Tax Exemptions

- Up to 5-year property tax exemption
  - Additional 5 years available for agricultural processors or a project located in property leased from a governmental entity
  - In lieu of a property tax exemption, in full or part, a company may negotiate a fixed or graduated rate for a period not to exceed 20 years
  - No personal property, including equipment, materials in process, and accounts receivable

### Corporate Tax Exemptions

- Five-year corporate income tax exemption for new or expanding technology based business
  - Wage, salary and research credits available

### Sales Tax Exemptions

- Sales and use tax exemptions on manufacturing/computer/telecommunication equipment, water, electricity, and interstate communications for technology-based business

### Financial Incentives

- North Dakota Development Fund
  - Gap financing loan and equity program
- PACE program - interest buy down program at Bank of North Dakota
- Match Program - some of the lowest interest rates in the nation for "A" rated companies

### Job Training Programs

- One-stop job training assistance - both state and federal programs available for businesses
- Workforce 2020 - state-funded program for training new technologies and processes
- New Jobs Training Program
  - "no cost" program utilizing employee withholding tax

### Workers Compensation

- Lowest workers compensation premium rates in the nation

## COMPETITIVE BUSINESS COST ADVANTAGES

### Power

- Power offered at industrial rates well below national average
  - avg. 5.49 cents/kh
- State exports nearly 70% of electricity produced
- Supporting "green" business trend by developing renewable energy sources

### Real Estate/Facilities

- weighted averages for Fargo, ND, according to NAI Global
- Rent/lease
  - \$13.00-\$20.00/sf to rent quality office space
  - \$4.00-\$6.00/sf to rent industrial space
- Development Construction Costs
  - \$11.00-\$16.00/sf to build in commercial building district

### Public Policy

- Person-to-person access to public officials
- Constitutionally balanced budget - no deficit - \$1.2 billion surplus
- Only state-owned bank in the nation offers business expansion funds

### Taxes

- #3 in nation for lowest cost of doing business (2007 Milken Institute)
- State Legislature lowered top corporate income tax rate from 10.5% to 6.5%



## INFRASTRUCTURE ADVANTAGES

### Transportation

- Two major Interstates: I-94 East/West, I-29 North/South
- Foreign trade zone
- Two Canada-Mexico Trade Corridors
  - Fourth largest port of entry for Canadian goods by truck and rail
  - 24-hour ports of entry along the North Dakota-Canadian Border
  - Extensive Cargo Rail by Burlington Northern Santa Fe and Canadian Pacific
  - BNSF - main line route including Seattle to Chicago
  - CP - main line route including Vancouver to Chicago
- Four International airports - Bismarck, Fargo, Grand Forks and Minot
- Four additional commercial airports - Devils Lake, Dickinson, Jamestown and Williston

### Voice/Data

- 100% fiber optic broadband communication network links all regions of the state
- Minimal investment needed to reach major fiber trunk
- Two OC-48 SONET Rings provide strong redundancy
- Connectivity ranging from T-1 to OC-12, ISDN, ATM, xDSL, frame relay, SONET, satellite, cable and wireless service
- Ideal physical environment with minimal risk of natural disasters

## EDUCATION, WORKFORCE & QUALITY OF LIFE ADVANTAGES

### Primary/Secondary

- 12.9 to 1 student to teacher ratio - 2006
- #4 overall in achievement indicators for K-12
- #2 for highest public high school graduation rate - 2007
- #3 in SAT Test Scores - 2005

### Post Secondary

- #3 in college continuation rate for high school graduates - 2006
- #3 in college participation rates for 19 year olds - 2007
- Nineteen college and university campuses, including 2 major research universities

### Workforce Proficiency

- Right-to-work state - Union membership less than 10%
- Unisys Shared Service Center - Bismarck (325 employees - accounts payable)
  - Annual Turnover Rate - 11% compared to industry standard of 35-40%
  - Absenteeism Rate - 1%
  - Worldwide accounts payable and payroll
  - 10 Languages spoken: Nordic Languages, French, Dutch, German, Spanish, Portuguese, Italian, Vietnamese and Korean

### Quality of Life

- #1 safest state in the nation for 10 out of last 11 years (Morgan Quinto Press)
- Clean air, abundant recreational opportunities, quality education & family-friendly