



**SW REAP (RURAL ECONOMIC AREA PARTNERSHIP)**  
Terracrafters, LLC - \$10,000

**BCDC STORE FRONT GRANTS:**  
\$1953.50 APPROVED IN APPLICATIONS FOR 2014  
\$1000 MAXIMUM MATCH)  
Bachemeier Chiropractic  
The Finder/Bowman County Pioneer  
Verizon Wireless

**BANK OF ND-PACE/FLEX PACE CONTINUED COMMUNITY MATCH FUNDING IN 2014: \$14,211.14**  
Crossroads RV & Marine Repair -Paid in Full  
Dale's Clothing  
Dr. Jennifer Sarsland -Paid in Full  
Erickson's Meat Market  
LD Paulson Enterprises  
Subway  
SW Auto

**2014 BND-FLEX PACE APPROVED BUY DOWNS:**  
West Plains Mill Properties, LLC.  
BCDC Match \$55,756 - Bank of ND \$223,024  
Lutheran Social Services - The Landing  
BCDC Match \$89,000 - Bank of ND \$166,285

**RENAISSANCE ZONE - CITY OF BOWMAN**  
Remodel of Brosz Engineering  
Senn Residence

**BCDC MICRO-LOAN FUND (REQUIRES A 1:1 MATCH)**  
No applications received in 2014

# 2014 BUSINESS SUCCESS STORIES

## UPTOWN BAR & GRILL

Kara Longland felt she could provide additional services to the community by opening a restaurant. With assistance from the SBDC in business planning, financial packaging, marketing and general management, Kara was able to bring the Uptown Bar & Grill to life with a comprehensive menu and expanded hours of operation.

## TERRACRAFTERS

After years of working with concrete, Darby Clapper decided it was time to seize the opportunity of owning his own business in a favorable construction environment. He knew he could find that back home in Bowman and the surrounding area. Specializing in concrete work and a background in general construction, Darby received assistance from the SBDC with business planning and financial packaging.

## MENDOZA PLUMBING AND SPRINKLER SERVICES

The Mendoza brothers came to the SBDC seeking assistance with business planning and licensing. After successful consultation, they were prepared to start promoting their 39 years of combined service in the plumbing industry.

## NORTHERN PLAINS GRAIN & MILLING

The available facility of the Rhame Elevator was a perfect opportunity for growth. The BCDC was able to offer assistance in the purchase of the Elevator via a community match for the BND PACE Buy Down program. Currently, Northern Plains is focused on green/yellow peas, lentils, flax, safflower, & sunflowers and is excited to grow and work with the local ag community.

## STAY INFORMED

@GrowingBowman

Growing Bowman County

Growing Bowman County E-Newsletter

## RELOCATION AND VISITOR PACKETS

In 2014, 29 information packets were sent out for relocation information, hunting and potential visitors. Requests came from 20 states and provinces, Texas, Washington, California, Wyoming, Illinois, Tennessee, Kentucky, Idaho, North Dakota, Mississippi, South Dakota and Pennsylvania.

## FROM THE DIRECTOR



I'm so proud of the year we had and the team we've built here at the BCDC. It was a big step adding a tourism position to our office but created an asset that we will work diligently to sustain long-term. Whereas most communities have offices for tourism, small business development, chambers of commerce and economic development spread out, we capitalize on our resources by combining them into one office allowing our organization to best fulfill its mission and produce a better end result. In 2014, we focused strongly on leadership development, business development for existing businesses, quality of life initiatives, and improving online marketing through social media and the BowmanND.com website.

The Bowman County Development Corporation has taken on several new projects and we feel positive about their progress towards successful outcomes. We are currently researching the feasibility of an industrial park to contribute to the long-term economic vitality of our county. In addition, a workforce recruitment campaign was developed and continues to be implemented as a follow-up to our newly revamped website. The BCDC also played a key role in starting a community foundation for Bowman and Slope Counties, a great long-term asset for our communities. And last but not least, focus remains on building the leadership base in our community through professional development and networking opportunities.

Looking forward into 2015, there are many factors that we will be monitoring to ensure that we are able to best serve in the economic development of our communities and county. We have generated great momentum in the past year and will continue to build on that in 2015.

Sincerely,  
Teran Doerr

## BOARD OF DIRECTORS

President - Justin Wolbaum 2015  
Vice President - Duane Bowman 2016  
Treasurer - Kevin Bucholz 2017  
Secretary - Julie Lockert 2016  
Director - Karen Feist 2015  
Director - Scott Hardy 2017  
Director - Mark Ballard 2015  
City of Bowman Representative - Lyn James  
City of Scranton Representative - OPEN  
Bowman County Representative - Rick Braaten

## OFFICE STAFF

Teran Doerr, Executive Director  
Laura Weber, Business Assistant  
Cathy Hedge, Executive Secretary  
Aurora Keppler, Tourism Assistant

## GAMING MANAGEMENT

Debbie Bucholz  
Tom Sedevie



Our mission is to encourage and assist in the development of employment, industry, tourism and economic attributes within Bowman County.

# 2014 ANNUAL REPORT



*"I cannot express nor will I ever be able to thank the SBDC enough for the help they have provided me from the beginning of my idea and still today... The entire office has stood behind me...as well as the community...I will be forever grateful for the help and support I have and continue to have..."*  
Kara Longland, Owner, Uptown Bar & Grill

## BOWMAN-SLOPE COMMUNITY FOUNDATION

Created in November under the North Dakota Community Foundation, this endowment fund will be a permanent and flexible general purpose charitable account that will support organizations and projects in our communities for years to come. Fundraising and grant awards will be managed by a volunteer advisory committee with representation from both counties and all communities.

## TOURISM PILOT

The mission of the Bowman County Development Corporation includes promoting Tourism. Strategically, it is important for us to highlight the tourism aspects of our area to improve our overall economy. With enhanced resources, we are better able to market, serve and entice visitors to extend their stay in our community. With the help of a \$12,000 grant from Tax & Tourism, the BCDC was able to launch a pilot program for a part-time Tourism Assistant. This position has created community directories for guests in all local hotel rooms, generates a monthly event listing that is sent to area businesses, helps promote all local community events and much more. The program was a huge success in 2014 and has already been approved to come out of pilot status for 2015.

# 2014 MAJOR PROJECTS

## WEBSITE UPGRADE

The BCDC was awarded a Partners in Marketing Grant for the upgrade of our BowmanND.com website. The grant required only a 10% community match and was split between all the entities represented by the site. The website features a fresh new look, is mobile ready and allows for full editing capabilities.

## WORKFORCE CAMPAIGN

The BCDC kicked off a workforce campaign in 2014. With the development of table tents, new signage, advertising and expanded job listings on our website, we will promote Bowman County as a great place to live, work and play.

## AIRPORT INDUSTRIAL PARK FEASIBILITY STUDY

With the construction of a new airport, a great opportunity opened up to pursue the addition of an industrial park in Bowman County. The Bowman County Commission granted the BCDC funds to conduct a feasibility study to explore developing the existing airport into a future industrial park. This would provide a great opportunity to diversify our economy and add to our community's tax base.

## ABLE, INC. RBEG STUDY

The BCDC worked in collaboration with ABLE, Inc. to explore the opportunity to expand their small and emerging business in Bowman. The BCDC applied and was granted a \$50,000 USDA Rural Business Enterprise Grant to offer technical assistance in this possible venture.

Providing opportunities to cultivate leaders is a strategic focus of the BCDC. The Rural Leadership North Dakota Short Course kicked-off a series of development opportunities and community-minded projects in 2014. With over 30 participants representing diverse backgrounds of the region, the RLND Short Course allowed for personal, professional, and community growth. Throughout the Short Course, participants identified areas they would like to see growth within our communities and created action plans to make it happen. Building a network of individuals interested and passionate about leadership is crucial for continued progression of Bowman County. Leadership sustainability and development will continue to be a focus of 2015. The following were all driven by participants of the short course.

### BURGERS IN THE PARK

provided community engagement  
May through September

### EMPOWERING LEADERS

created a continued effort to bring leadership development to Bowman County

### GET ENGAGED

articles highlighting various civic organizations

### CAREER FAIR

high school students learned about regional career opportunities from 38 local professionals

### COMMUNITY

participants learned of new opportunities for involvement and are now more engaged in their community

# PARTNERS' REPORTS

The Bowman County Development Corporation continues to partner with other organizations to strengthen the resources we are able to offer the community.

## CHAMBER OF COMMERCE

We continue to partner with the Bowman Area Chamber of Commerce and share resources. The arrangement is a huge asset not only to our office but the community as well. For greater ease of management, the Executive Secretary is now employed by the BCDC and contracted to the BACC 50% of the time.

## TAX AND TOURISM

Committee Members: Kevin Bucholz, Lyn James, Jamie Svihovec, Joyce Hestekin and Teran Doerr  
2014 Total income for 1% Capital Funds \$59,776.13  
2014 Total income for 2% Promotional Funds \$29,391.50  
Funds are generated via a hospitality and lodging tax for the City of Bowman.

MONIES SPENT  
IN 2014 **\$89,167.63**

## SMALL BUSINESS DEVELOPMENT CENTER

The Small Business Development Center continues to be invaluable to our organization and allows us to leverage resources to better serve the business community. 45 local clients were supported through the Small Business Development Center & Bowman County Development Corporation including:

**11 New Starts**

**2 Expansions**

**32 Various Assistances**

(business plans, financial pro formas, funding application assistance, technical assistance, relocation/expansion information, marketing)

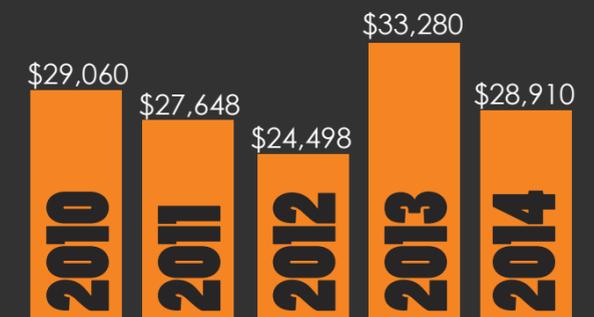
In addition to these numbers, the Development Corporation worked on 60 other leads, recruitments, requests and business and professional development opportunities.

The SBDC contracts the BCDC to provide business consultations for southwest North Dakota. The BCDC is better able to serve the community with this partnership as it leverages funds into our community, creates a greater network of resources and allows us to provide a higher level of service to business clients.

## NETWORKING AND BUSINESS DEVELOPMENT

To run a successful business, constant innovation and learning play a major role. The BCDC recognizes that upholding and maintaining our current businesses is important and plays a role by partnering with a wide variety of entities to bring Business Development opportunities right to Bowman County. The Business Technology Accelerated Program, a five part series featuring a variety of topics from social media to new POS technology, the RLND Short Course, Stress Management at the Workplace, Shop Local Campaign, Leadership and Action, and Emotional Intelligence, were some of the many programs brought to Bowman County in 2014.

## RENTAL INCOME COMPARISON BY YEAR



## ALL SEASONS ARENA

2014 was a good year but with the loss of Motocross this fall, the arena did not generate as much rental income. Major events held included: NDHSRF, Wrangler Team Roping, Joe Beaver Clinic, Barb Williams Barrel Series, Headless Horsemen, Triple Turn Classic, and the PRCA Rodeo.

## BOWMAN COUNTY DEVELOPMENT CORPORATION

REVENUE	2014	2013	2012	TOTAL
Bowman County	\$74,195	\$51,715	\$49,275	\$175,185
City of Bowman	\$46,445	\$38,716	\$35,854	\$121,015
City of Rhame	\$3,000	\$2,500	\$2,500	\$8,000
City of Scranton	\$6,000	\$5,000	\$5,000	\$16,000
Gaming Proceeds	\$24,956	\$42,124	\$51,674	\$118,754
SBDC	\$18,616	\$18,903	\$14,658	\$52,176
Chamber	\$27,294	\$1,950	\$1,444	\$30,688
Tax & Tourism	\$18,903	\$5,700	\$109	\$24,712
Projects	\$42,234	\$70,887	\$28,447	\$141,568
Other	\$18,306	\$13,756	\$12,480	\$44,541
<b>TOTAL</b>	<b>\$279,949</b>	<b>\$251,251</b>	<b>\$201,439</b>	<b>\$732,639</b>
EXPENDITURES				
Salaries & Benefit	\$145,243	\$106,756	\$109,984	\$361,983
General	\$42,409	\$44,651	\$42,685	\$129,745
Interest Buy-Downs	\$0	\$20,020	\$6,267	\$26,287
Projects	\$57,269	\$75,083	\$33,483	\$165,835
<b>TOTAL</b>	<b>\$244,921</b>	<b>\$246,510</b>	<b>\$192,419</b>	<b>\$683,850</b>
<b>NET</b>	<b>\$35,028</b>	<b>\$4,741</b>	<b>\$9,020</b>	<b>\$48,789</b>

VERIFIED IMPACTS	2014	2013	2012	TOTAL
PACE - Community	\$144,755	\$20,020	\$6,267	\$171,042
PACE - BND Portion	\$389,308	\$36,095	\$14,634	\$440,037
SW REAP	\$10,000	\$75,157	\$25,300	\$110,457
Micro Loan	\$0	\$2,000	\$0	\$2,000
Other Loan Source	\$2,274,990	\$327,000	\$2,674,000	\$5,275,990
Personal Equity	\$638,085	\$201,969	\$725,861	\$1,565,915
Grant Funds	\$160,978	\$78,967	\$2,028,615	\$2,268,560
<b>TOTAL</b>	<b>\$3,618,116</b>	<b>\$741,208</b>	<b>\$5,474,677</b>	<b>\$9,834,001</b>

## FINANCIAL STATEMENTS

\* These numbers demonstrate investment into our business community through a variety of programs, commercial and private investments.