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Back in our spring issue, I wrote that the first quarter of 2019 had been incredibly busy. Now well into the second quarter, and quickly approaching the start of the third quarter, I can report that things have not slowed down. Fortunately for you, our members, our work has been productive as we continue to make important strides in shaping state policy, growing our membership, and serving our members.

**Representing GNDC During the Interim Session.** The North Dakota legislative session wrapped up in late April. While it is good to have the 2019 session in the books, the legislative process continues albeit at a slower pace.

Interim committee work has already begun with the selection of legislative studies and the establishment of various interim committees. As these committees work over the next 18 months in preparation for the 2021 legislative session, GNDC will be at the State Capitol weighing in on issues of importance to our members. We will keep you posted on developments and are happy to answer any questions or consider any ideas you may have. As always, feel free to contact our Director of Government Affairs Matt Gardner or myself at any time.

**MACE Session.** Last month, I attended the Mid-America Chamber Executives (MACE) conference. I was joined at the event by many of our state’s local chamber leaders. When I came on board with GNDC last year, I made a commitment to strengthening the state chamber’s relationship with our local chambers. This conference, on the heels of the legislative session, gave me another chance to do just that.

Also, during the conference, I had the great opportunity to meet with my counterparts from Minnesota, South Dakota, and Nebraska, all of whom are facing many of the same public policy questions and challenges as we are in North Dakota: How to retain and attract workforce, invest in infrastructure, and ensure strong and vibrant business climates for our states. These types of interactions are invaluable in trying to see what legislative issues may be coming our way from other parts of the country. Most importantly, whether it was with my fellow state chamber executives or with my fellow North Dakota chamber leaders, we are all able to collaborate in coming up with ideas on how we can better serve you, our members.

**Policy Summit.** Summers for GNDC means working (in air conditioned comfort) on the annual Policy Summit. We started work on planning our signature event months ago and have identified four issues of focus for this year’s Summit: Trade and tariffs, health insurance, North Dakota’s income tax, and the state gas tax. These four issues build off of the work we did during the legislative session on GNDC’s core policy pillars: Infrastructure, workforce development and retention, and our state’s business climate.

These four areas are of vital importance to all North Dakota businesses. The uncertain future of trade has added an unnecessary level of uncertainty for too many North Dakota businesses. The question before us is whether there will be a return to “normal” or if this is a new reality we need to adjust to. By any measure, it is the most important question to ask for a state economy as commodity dependent as ours. Of course, health care costs remain a persistent concern but the question as to why it costs so much merits serious discussion. The legislative session also saw questions raised regarding North Dakota’s state income tax (Should we get rid of it?) and gas tax (Should it be increased?). Now is the perfect time, and the Policy Summit is the perfect venue, to ask these questions and have a serious conversation.

We will be unveiling our complete Policy Summit agenda later this summer. Look for information in your mailboxes, inboxes, and online at ndchamber.com.

**GNDC’s New Communications Director.** Finally, GNDC is pleased to welcome Amanda Remyse to the team as our new director of communications. Amanda joins us from the state commerce department where she collaborated with North Dakota businesses and led many projects and initiatives. She will be GNDC’s first full-time communications director in almost three years and will join our established and excellent team of Matt Gardner, GNDC government affairs director; Chris Kalash, GNDC membership services director; and Susan Daou, GNDC operations manager.

April marked my one-year anniversary as GNDC president and CEO. With a year under my belt, a successful legislative session behind us, and a full GNDC team at the ready, I am happy to report we are firing on all cylinders and we have no plans to slow down in our work for you.
THE SWEET TASTE OF SUCCESS

A Commitment To Innovation Has Made Baker Boy A National Leader In Food Manufacturing

Submitted By Baker Boy

The manufacturing industry often brings to mind images of assembly lines crafting machinery or workers pouring molten steel.

But there's another side to the industry often overlooked by the general public – food manufacturing. In North Dakota, no one does bakery manufacturing better than Baker Boy.

The 64-year-old company that began as a small-town bakery in Hebron has grown into a modern and innovative – yet still family owned – Dickinson-based manufacturing company that is constantly investing into its plant, employees and future.

“When we started the manufacturing side of the business in the late 1970s and early 1980s, we started as Baker Boy Supply,” Baker Boy President Guy Moos said. “At that time, we made primarily dough products. Donut dough, cookie doughs, cinnamon roll doughs and bun doughs – those types of products. Today, we have 215 employees that come together to make nearly 300 products distributed across an 18-state region. As we grow and expand beyond that region, we’re always working to improve and perfect our products, and to help customers in any way we can.”

Baker Boy’s most recent focus has been on donuts. The company is investing nearly $11 million into the modernization of its
IN FOCUS: MANUFACTURING

donut line. This summer, Baker Boy is installing equipment to increase its donut line capacity from 5,000 donuts an hour to around 22,000 donuts an hour. The addition includes donut icing, glazing and topping capabilities. The expansion and additions to the donut line will allow Baker Boy to re-enter the thaw-and-sell donuts marketplace it bowed out of following employment challenges created by the Bakken oil boom early in the decade.

“We’re completely renovating one side of the plant to increase the size and capabilities of our donut line,” Moos said. “We’re committed to making donuts at a higher level than we ever have, and investment in automation is helping us hurdle the employment challenges that we continue to face in the race to attract talented employees to western North Dakota.”

Making Magic

Baker Boy’s spirited reinvigoration for donut manufacturing was spurred by the creation of a new product. In August 2018, Baker Boy became the first bakery manufacturer in North America to sell yeast-raised ring donuts that had been injected with filling. These donuts were branded Magic Ring® Donuts, and have become known throughout Baker Boy’s traditional market region that includes the Great Plains, Pacific Northwest and Rocky Mountain states.

Magic Ring Donuts are injected with an eight-point filling system engineered specifically for Baker Boy. The donuts are then sold frozen, undecorated and bulk packed to send to customers in 60-count cases. Supermarkets, convenience stores, restaurants and multiple other types of operators then decorate the Magic Ring Donuts to their own specifications to sell to consumers. Baker Boy’s injection equipment can also be modified to inject any type of donut – whether it’s a ring donut, a long john or a Bismarck.

“We discovered the idea in Europe, where American donuts are very popular right now,” Moos said. “Knowing there was nothing like this in the North American marketplace, we began to learn more about what kind of innovation and equipment it takes to make a donut like that, and in less than two years we’d brought Magic Ring Donuts into the American marketplace.”

The first three flavors of Magic Ring Donuts launched by Baker Boy were filled-donut favorites Raspberry Jelly and Bavarian Crème, as well as an innovative new dual-injected Chocolate & Bavarian Crème donut. The immediate success of those flavors led the company to add two new flavors in January 2019 – Blueberry Jelly and Strawberry Cream Cheese, which is injected with both Strawberry Jelly and Cream Cheese fillings.

Magic Ring Donuts use Baker Boy’s signature yeast-raised ring donut recipe perfected by its late founder Marvin Moos. The donuts are then filled through its automated injection process that leaves the donuts untouched by human hands.

“What we’ve found is that consumers love having delicious filling in every bite without the overwhelming glob of jelly or crème falling out – such as with a traditional Bismarck or Paczki – and having the jelly end up on their chin, or worse, their shirts,” said Baker Boy marketing manager Dustin Monke.

After successfully reaching much of its market region with Magic Ring Donuts within their first nine months in the marketplace, Baker Boy launched the products nationally in June at the 2019 International Deli Dairy Bakery Association Show in Orlando, Fla. There, Baker Boy put its products in front of thousands of potential
IN FOCUS: MANUFACTURING

customers and spoke to them about not only the Magic Ring Donuts, but also the company’s investment in donut automation.

“Ears perk up when you explain how much more we’re going to be able to do with donuts thanks to the donut-line automation upgrades we’re installing this summer,” Monke said. “We already knew donuts were a very on-trend product right now, but we learned that because of labor challenges for stores everywhere, the marketplace has a huge interest in fully finished donuts. Many stores just don’t have the staffing to make donuts at store level anymore. That’s where the automation process comes in.”

Monke said Baker Boy plans to debut three fully finished thaw-and-serve Magic Ring Donuts in October at the National Association of Convenience Stores Show in Atlanta. Those new products will become the centerpiece of Baker Boy’s new line of thaw-and-serve iced and glazed donuts made with its new automated donut line.

Baker Boy is far from finished innovating either. Its research-and-development team is constantly working on new donut filling concoctions. The next Magic Ring Donut to launch will be a whole grain apple-filled donut geared toward the K-12 schools segment. That product will be available in time for the 2019-20 school year.

Using Tax Reform

A tool driving the innovation and donut line modernization has been the Tax Cuts and Jobs Act. The new tax reform policies allowed Baker Boy to purchase new equipment, expand its operations and free up dollars to market not only the new Magic Ring Donuts, but many other new donut products it plans to launch later in 2019.

“We had our accountants investigate how much money we’d be able to save or defer each year with the new tax reform,” Moos said. “We learned the savings would be significant, so we began asking what more we could do to reinvest and grow our business.”

Baker Boy is planning further investment over the next three years to further complement its donut project, which will also create more skilled labor positions within its plant.
“This is a huge project, and it’ll allow us to grow sales significantly,” Moos said. “Most importantly, we’re going to be taking bakery assistants and training them to be operators in our plant. It’ll allow employees who potentially are working at an entry-level position to grow into a more skilled and higher-paying role within our organization.”

More than donuts

Baker Boy’s 149,000 square-foot complex in Dickinson isn’t just about donuts, however. It houses sophisticated and innovative manufacturing lines capable of producing more than 50,000 cases of premium bakery products each week for foodservice, bakery, convenience store, school and private-label customers.

As food trends change and labor issues continue to stifle operators in all segments, Baker Boy is seeing sales for baked buns and sandwiches continue to increase. One of its top-selling products has been its pre-sliced Square Sandwich Croissant, a layered butter croissant used throughout the country by commissaries, supermarket and convenience store delis, as well as restaurants.

“It’s one of those sandwich carriers that’s very versatile,” Monke said. “It goes well with anything.”

Doughs still hold a huge share of Baker Boy’s profits, however, as in-store bakeries continue to see a call from customers who want their buns, breads and donuts made fresh daily.

“The product that you’ll likely see the most throughout North Dakota is our Hamburger Bun Dough,” Monke said. “It has long been one of our top-selling items to supermarkets and grocery store bakeries.”

Whether it is for its time-tested buns, trendy croissants, or innovative new Magic Ring Donuts, Moos said “Baker Boy will continue to invest into its manufacturing capabilities and maintain a modern plant that ensures safe, healthy and delectable food is reaching customers’ plates”.

“Customers are the focus of everything we do,” Moos said. “Our long-term growth and survival depends on our ability to be innovative with our facility, the processes we use and the products we offer, and hire the right people to make it all happen.”
IN FOCUS: MANUFACTURING

Now that the hustle and bustle of the legislative session has wrapped up, and direction has been established for North Dakota for the next two years, it is now our responsibility at Commerce to put some of those votes into motion. A couple of these bills, which were passed, will be sneaking their way into this series. Of noteworthy importance to manufacturing operations were bills regarding apprenticeships, scholarships, research and development and the one that I probably get asked about the most, HB1040. Let us start off by digging into this one a bit more.

HB 1040, the 21st-century Manufacturing Workforce Incentive (dubbed the ‘automation tax credit’) bill essentially incorporates a new tax incentive program based on the previous program that was allowed to sunset back in 2017. There are a few points of differentiation between this new program and its predecessor, which I will point out below.
Incentive: The automation tax credit provides a tax incentive of up to 20% of the cost of manufacturing machinery and equipment used to automate manufacturing processes. One caveat to keep in mind, however: In the past, there was up to $2M per year appropriated to this incentive ($4M/biennium). This bill puts in place $1M per year ($2M/biennium). If more than $1M is claimed, the actual amount the taxpayer will receive will be a pro rata share of the 20% based on the total claims.

Qualifications: Primary Sector designation must be applied for through the North Dakota Department of Commerce. To be considered, a company must add value to a product, process or service, resulting in the creation of new wealth. Automation equipment must be new or used automation and robotic equipment used to upgrade or advance a manufacturing process (does not provide for replacement equipment). This equipment must: Improve job quality by at least 5% (in average wages or safety improvement) or increase productivity by at least 5%

Timeline: This act is effective for taxable years beginning after December 31, 2018.

How It Works: Although subject to change, this will likely be very similar to the previous automation tax credit process:

1. Apply to Commerce for Primary Sector designation (good for 4 years).
2. Apply to Commerce for tax credit (must include all receipts for the automation equipment).
3. Commerce reviews application and forwards it to the Tax Department for review.
4. Tax Department returns application to Commerce.
5. Commerce Issues preliminary notification of eligibility to taxpayer and Tax Department.
6. Tax Department conducts calendar year-end review to determine the final allocation of available credits to all applicants.
7. Tax Department issues final notification of credit to taxpayer with final tax credit amount on or about February 28.

Please note:
- This is not just for robots!
- Applications must be filed no later than January 31 of the calendar year following the calendar year in which the purchases were made.
- Keep your receipts! You will need Invoices or other documentation as evidence of the purchase.
- Within one year after claiming a tax credit, the taxpayer shall file with the tax commissioner a report documenting the improved job quality or increased productivity and any other information as required by the tax commissioner. Failure to do so is grounds for disallowing the credit.

So, in summary, we have our new automation tax credit (nomenclature yet to be determined), essentially in effect. With the manufacturing labor shortage we are experiencing across the nation, North Dakota’s legislature has put one foot forward to help increase the state’s manufacturing capacity through automation. For questions regarding this or other manufacturing related incentives, please be sure to reach out. We will be covering additional incentives in subsequent articles, so stay tuned, and be sure to save your receipts!

David Lehman is the Advanced Manufacturing Business Development Manager at the North Dakota Department of Commerce. He can be reached at (701) 328-5378 or by email at dlehman@nd.gov.
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North Dakota Manufacturing Index

North Dakota manufacturers total output in 2017.
North Dakota manufactured goods export in 2018.
North Dakota manufactured goods exports with free trade agreement nations in 2018.
Manufactured Goods Exports
Manufactured goods to Free Trade Agreement Partners (2018)

658 Manufacturing firms in North Dakota (2016)
25,830 North Dakotans are employed in manufacturing.

The average annual compensation of North Dakotans

North Dakota’s Top Five Export Markets

83.28% Canada
3.47% Australia
3.25% Mexico
1.39% Germany
0.84% United Kingdom

9,959 North Dakota jobs supported by goods exports (2016).

Manufacturing Matters to North Dakota’s Future. And North Dakota Needs Free Trade.

Sources: National Association of Manufacturers, Center for Manufacturing Research, January 2018
The 66th legislative session is history and GNDC has a long list of accomplishments that will positively impact North Dakota’s business community.

In this work as the voice for business, we listened to North Dakota’s business leaders. This is where the breadth and depth of our members came through as the best tool in GNDC’s tool box.

Starting last July, policy committees were formed comprised of North Dakota business leaders from a variety of industries and regions to closely examine issues related to infrastructure investment, workforce challenges facing employers, and our state’s overall business climate. The committees were central in developing the GNDC’s legislative policy agenda, which served as the framework for the 2019 legislative session. Because of this, GNDC had multiple key wins in each of these priority areas, which we’ve highlighted in our biennial ‘2019 Legislative Report’ publication.

Nearly all sectors and trades have associations representing specific industries on specific issues but the GNDC is the only organization that represents general business interests and focuses on all-encompassing policies that affect North Dakota’s overall business climate. So, as we do in every session, we focused on other core issues affecting businesses throughout North Dakota. Specifically, GNDC zeroed in on defeating issues that would increase taxes, the costs of health care, and workforce safety and insurance premiums. We also tirelessly fought to cut the regulatory red tape that hamstrings our businesses.

Another aspect of how our members bring strength to GNDC’s policy positions is the interaction from our members with lawmakers during the legislative session. A prime case in point is the fight to secure the automation tax credit. A strong coalition of North Dakota manufacturers played a decisive role in reviving this essential tax credit for automating manufacturing processes. The program will both encourage investment in North Dakota companies but also help with our workforce shortage and provide quality, higher paying jobs. The testimony, phone calls and e-mails received from our manufacturers helped push this bill over the finish line. GNDC used a similar approach on a variety of other bills throughout session with great success.

Policy advocacy is the reason why GNDC exists. It’s the heart of our mission. Connecting members with their elected representatives and positively influencing decisions on behalf of North Dakota’s business community is one of greatest rewards for GNDC members. Our members are the catalysts through which we are able to keep North Dakota open for business.

By Matt Gardner, GNDC Director of Government Affairs
2019 has been a year of growth and a year of change for the Bismarck Mandan Chamber EDC. Most notably, the Bismarck-Mandan Chamber of Commerce merged with the Bismarck-Mandan Development Association on January 1.

Our membership and investors continue to grow. The staff continues to engage in the community to provide member services and events. Our volunteer leadership — from the Board of Directors to our active committees — all point toward our organizational excellence.

Drivers for Success

Holding fast to a strong work ethic, Bismarck-Mandan workers thrive on the values of hard work, honesty and respect. Bismarck-Mandan has been making national headlines for our low unemployment rate. To offer a snapshot, the unemployment rate for Bismarck-Mandan was 2.4% in July 2018 compared to 3.9% for the United States. Our community is among the lowest unemployment rates in the nation.

Our MSA surpasses 125,000 people. Bismarck-Mandan is transitioning from a big town to a small city, and we have the jobs, retail and residential growth to prove it. In Livability.com’s Best Places to Live 2016, Bismarck not only ranked in the top 100 — it was rated #7 out of 2,100 cities.

Business climate is thriving in Bismarck-Mandan. WalletHub ranks North Dakota in the Top 10 states to start a business. The state consistently ranks at the top for economic growth:
- #1 Highest Growth in Small Businesses
- #1 Most Accessible Financing
- #1 in Industry Variety
- #1 Startups per Capita

Financial Services

Bismarck-Mandan is recognized as the region’s business and financial center, as well as a principle area for development. There are dozens of financial institutions in this community with continued construction of new facilities. In addition to private institutions, Bismarck is home to the only state-owned bank in the nation, the Bank of North Dakota. Beyond banking, there are numerous investment, accounting and other financial institutions, all stable and continuing to see growth.

Energy

The energy industry is paramount to the success of Bismarck-Mandan and North Dakota as a whole. The large reserves of lignite coal, natural gas and oil make North Dakota a net exporter of natural gas and electricity. The energy industry employs more than 10,000 people locally.

Western North Dakota is part of a region containing more than 800-years worth of economically recoverable lignite coal. About 79% of the lignite mined in North Dakota is used to produce electricity, 13.5% is used to generate synthetic natural gas and 7.5%
is used to create fertilizer products. North and northwest of Bismarck-Mandan, five lignite coal mines are in full operation. Combined, these five mines produce about 30 million tons of coal annually, according to the Lignite Energy Council. Eleven units at six generating stations use the mined coal to generate 4,000 megawatts of low-cost, reliable baseload electricity. More than 2 million homes, farms and businesses in the upper Midwest use the coal-based electricity produce in North Dakota.

North Dakota boasts the only commercial-sized coal gasification plant in the United States. Located 80 miles northwest of Bismarck-Mandan, Dakota Gasification Company’s Great Plains Synfuels Plant near Beulah supplies synthetic natural gas made from lignite to 400,000 homes and businesses. The plant is also part of the world’s largest carbon sequestration project. Since 2000, the synfuels plant has captured and transported more than 24.5 million metric tons of CO2 to Canada to assist in enhanced oil recovery.

There is more to the North Dakota energy industry than traditional coal and oil resources. Hydroelectricity has been powering North Dakota since 1953. Garrison Dam, located 75 miles northwest of Bismarck-Mandan, has five turbines that can generate 95,000 to 109,250 kilowatts of power, depending on the turbine.

Basin Electric Power Cooperative and other companies are continuing to expand their energy portfolios with innovative uses for renewable resources such as wind. Basin Electric currently has two projects and purchases wind power from three others. With North Dakota’s great record for wind, the eyes of the nation seem to be on this state when it comes to constructing turbines.

Healthcare

In Bismarck-Mandan, health care is not simply a top priority, but a leading industry. With 24-hour access to some of the greatest health care in the country, it’s no wonder North Dakota is ranked the 9th healthiest state in the United Health Foundation’s “2014 America’s Health Rankings” report.

There are two major hospitals in the area, Sanford Health and CHI St. Alexius Medical Center. Sanford Health has over 230 beds and 209 physicians; CHI St. Alexius has more than 300 beds and 215 physicians. Each of the major hospitals boasts clinics throughout the community and feature Level II Trauma Centers, as well as a wide array of other specialties to ensure residents remain healthy.

Bismarck-Mandan is also home to the Bismarck Cancer Center. The Bismarck Cancer Center gives patients in our area the opportunity to receive world-class cancer treatment and care while remaining close to home and close to loved ones. CHI St. Alexius and Sanford of Bismarck have worked together to build and operate the Bismarck Cancer Center.

Bismarck-Mandan healthcare has a strong tie to the educational community. The University of North Dakota’s Center for Family Medicine provides innovative and professional care to patients while simultaneously serving as a venue for new physicians to complete their residencies. Medical students from Grand Forks are joined by Bismarck nursing students. The University of Mary and NDSU Nursing at Sanford provide a steady stream of students and future employees for the medical community. CHI St. Alexius educates respiratory therapists and radiology technicians, helping to round out the “home-grown” health care.

Chamber EDC Merger

The discussion of a merger between the Chamber of Commerce and BMDA began in October 2017. The merger was predicated by three factors: a change in leadership, a convergence of the organizations’ missions, and a desire to more efficiently use resources.

Since December 2017, Brian Ritter had served a dual role as President of the Chamber and President and CEO of BMDA. Discussion of a merger is not a new conversation, Ritter said. This question has been asked numerous times over the last 20-30 years. The missions of both organizations had become increasingly convergent.

“(The missions) were coming together more and more,” Ritter said. “There is a desire on the part of both organizations to more effectively use the resources we have been given. Those … things are what drove the conversation and caused us to ask, ‘Is this best?’”

Ritter said the goal is to create a stronger value proposition for a merged organization — a bigger, better, stronger entity. The new Chamber EDC has a combined investment and a combined membership. It has resulted in a louder, more effective voice.

“We are looking for a stronger, unified business community voice,” Ritter said.

The merged organization offers a simplified governance structure and a simplified dues structure. It has created a stronger business community voice and enhanced existing programs. By using efficiencies gained in the merger, Ritter said they can dedicate resources to areas that they couldn’t before. By merging, the Chamber EDC can dedicate one person to workforce and talent attraction — two of the biggest issues in the Bismarck-Mandan business community.

Ron Day is the Past-Chair of the Chamber Board of Directors and...
the Government and Public Affairs Manager for Marathon Petroleum Corp.

“You can always stay status quo,” Day said, “but I think with … how businesses have to change, how city government has to change, we have to stay relevant in leading that change.”

**Economic Development**

The economic development efforts of the Bismarck Mandan Chamber EDC can be classified in one of five ways: the support of entrepreneurs, business retention & expansion, new business attraction, workforce development and talent attraction. Through activities specific to each of these five areas, we will continue to create new jobs, stimulate new investment and expand the economic base of Bismarck-Mandan and the surrounding area.

**Support of Entrepreneurs:** The Chamber EDC is a “feeder” rather than a “leader” in this area. We seek to develop our community’s entrepreneurs by supporting events that bring them together and then address any specific gaps that exist, such as finance or real estate.

**Business Retention & Expansion (BRE):** The Chamber EDC facilitates a formal BRE Program by which staff conducts one-on-one visits with existing companies in an effort to pro-actively identify & address issues affecting a particular company and those issues impacting our business community as a whole.

“Whether you are a one-person mom and pop shop or a 700-plus employee business like Doosan Bobcat, everybody should feel they are wanted and needed in the community, because we need them all,” said Nathan Schneider, Vice President for Economic Development.

**New Business Attraction:** The Chamber EDC has identified three primary targets for our new business attraction efforts: value-added energy, value-added agriculture & equipment manufacturing. These industries provide the greatest chance for success in our region.

**Workforce Development:** The Chamber EDC facilitates multiple workforce development programs focused on experiential learning in both K12 and Higher Education. The intention of these programs is to retain the talent that currently calls Bismarck-Mandan home.

**Talent Attraction:** The Chamber EDC is also engaged in focused and flexible initiatives to attract talent from outside Bismarck-Mandan to our community in an effort to fill our community’s thousands of open jobs.

**Legislative Advocacy**

Bismarck-Mandan has a unique advantage among North Dakota communities as the home of the North Dakota State Capitol. The Bismarck Mandan Chamber EDC works to capitalize on its location in the capital city and works to be influential at local, state, and federal levels.

Planning for the 2019 North Dakota Legislative Assembly began more than a year in advance. In December 2017, the Chamber EDC brought together the Government Affairs committee, Local Issues committee, legislators, and others to identify legislative priorities. Infrastructure, workforce, and behavioral health and healthcare were the primary areas of focus.

“We relied on the skill sets and expertise of our members to help guide the legislative agenda,” said Ryan Parsons, Vice President for Chamber.

The funding of infrastructure is a high priority. Parsons said Bismarck-
Mandan needs the growth of infrastructure for the community to grow and develop.

As a merged organization, Parsons said the Chamber EDC is in tune with the needs of area employers. Workforce has been the No. 1 priority for several years. That ranges from talent attraction and retention to encouraging career readiness and identifying opportunities to fill those workforce skill gaps present in our region.

Behavioral health has been a legislative focus for two sessions in a row. Parsons said businesses have voiced the need for behavioral health support, including resources to provide the assistance employees need.

“I thought it was very inclusive, very strategic to take the time to meet with stakeholders, our local legislators and our local leaders,” said Marnie Walth, chair of the Chamber EDC Government Affairs committee and Strategic Planning and Public Policy Director for Sanford Health. “The committee took in the information and feedback form the different stakeholders that we met with and used that information for the agenda strategy.”

**Events & Programming**

Recently, the Chamber EDC introduced the Professional Development Series. The series was two-part summer programming. It was aimed at small businesses to help them on topics like marketing and employee engagement.

The talent advantage portion was created in partnership with the Dale Carnegie of North Dakota. Michelle Wall focused on employee engagement, as well as attracting, retaining, and growing employees.

Marketing focused on the ways small businesses can operate on a small marketing budget. The session highlighted different ways to execute a social media push, as well as learning where your audience is on social media.

“Most of our (Chamber EDC) members are that small business, 1-20 employees,” said Shay Peterson, Membership Engagement Director. “We wanted to hone in and focus on them and show them the opportunities that are still available to them.”

In 2017 the Chamber EDC founded its annual Workforce Summit. The economic strength of Bismarck-Mandan, and North Dakota, is unquestionably connected to the education and skills of our community. A diversely skilled an educated workforce further enables our region's ability to be economically competitive on a local, national, and global level.

The 2018 year saw the return of Lemonade Day. Last year, 556 kids participated in Lemonade Day, up from 360 in 2017. Lemonade Day won Event of the Year at the 2019 Mid-America Chamber Executives conference.

David Leingang, Community Growth Director, said the Chamber EDC staff did a lot more in-person recruiting at family-oriented events in the community.

“We learned a lot from our first year on how to reach the youth and engage them,” Leingang said. “We took a different approach of being more in-person at family events — whether it was large consignment sales or family fun fairs or Bismarck Larks baseball games. Our staff did a great job of teaming up and manning our Lemonade Day booth.”

MDU Resources Group is one of the Main Squeeze sponsor of Lemonade Day.

“I think it’s a great program to instill in young people the importance to understanding how to start a business, how to get involved in a business,” said Cory Fong, Director of Communications and Public Affairs for MDU Resources. “The entrepreneurial spirit that Lemonade Day captures is in all of us. For young people at an early age to discover that is important. We want young people to be thinking about how they can go into business and what skills they need to acquire in order to be successful.”

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GNDC ADDS SIX NEW DIRECTORS TO ITS BOARD

GNDC is pleased to welcome Matt Dunlevy, Martin Hannig, Tonya Holmstrom, Vaune Johnson, Kevin Magstadt, and Kurt Schley to its Board of Directors.

“GNDC had an application process that provided us with an abundance of riches,” said Arik Spencer, GNDC President and CEO. Spencer stated that what set Dunlevy, Hannig, Holmstrom, Johnson, Magstadt, and Schley apart from other applicants was they provided what the GNDC board needs at the moment.

“We received many excellent applications. Ultimately, we selected these six directors because their breadth of experiences and the regions and industries they represent are what we need represented on our board at this time,” noted Spencer.

- **Matt Dunlevy** is President and CEO of SkySkopes, a nationally leading unmanned aircraft systems flight operations company based in Grand Forks. He has led the company through a transformation, growing it in under three years to become North Dakota’s first unmanned aircraft startup certified by the Federal Aviation Administration to fly commercially.

- **Martin Hannig** is General Manager of John Deere Electronic Solutions (JDES) in Fargo. He joined John Deere in 1993 as a Welding Engineer at Dubuque Works in Iowa. Since 2017, Hannig has led all aspects of the JDES business, which includes providing advanced electronic systems supporting John Deere worldwide as well as OEM customers from facilities in Fargo; Torreon, Mexico; and Pune, India.

- **Tonya Holmstrom, CPA** is a partner of Schmitz-Holmstrom LLP (formerly Widmer Roel PC) of Bismarck. She has more than 11 years of public accounting experience with emphasis in business, individual, and non-profit taxation. Holmstrom specializes in assisting start-up businesses with business planning and tax consulting.

- **Vaune Johnson** is the Market President for Cornerstone Bank in Dickinson. She has been in banking since 1996. In addition to her new role with GNDC, Vaune also serves as the chair of the North Dakota Banker’s Association Legislative Committee and as a member of the American Bankers Association Grassroots Committee.

- **Kevin Magstadt** is Director of Business Development for Kraus-Anderson Construction Company in Bismarck. In addition to overseeing business development, he is also responsible for the company’s marketing. Magstadt has more than 39 years of experience in client, community, and government relations as well as project management and strategic initiatives.

- **Kurt Schley** is the president of CHI St. Alexius Health. He oversees CHI St. Alexius Health’s 287-bed medical center in Bismarck and seven critical access hospitals in North Dakota and South Dakota as well as an array of clinics and other health care services throughout the region.

According to GNDC bylaws, the Board of Directors may consist of up to 28 members who serve three-year terms, which are staggered so approximately one-third of directors are elected at each annual meeting.

“We are making a concerted effort to ensure, as much as possible, broad a cross-section of North Dakota’s business community is represented by our board,” added Spencer. “We believe this new team will provide new perspectives to guarantee the interests of all GNDC members are represented.”
GNDC is pleased to announce the addition of Amanda Remynse as the organization’s new director of communications. She formally began her duties on June 19.

Remynse comes to GNDC from the North Dakota Department of Commerce where she has worked for more than five years. She had served as the department’s workforce talent and project coordinator where she spearheaded a number of projects. She held prior positions with Job Service North Dakota and worked for Bismarck-based marketing agency, KK BOLD.

As communications director, Remynse will oversee GNDC’s internal and external communications and marketing efforts, including the ‘Report on Business’ and ‘Dakota Digest,’ serve as the organization’s principal media contact, as well as providing assistance in government relations and in the coordination of GNDC events.

“While I’ve served in various areas of state government for over nine years, this opportunity was one that I couldn’t pass up due to the caliber of organization and the team that’s currently in place to make North Dakota’s business climate the best in the nation. I am excited to get started and hope to hit the ground running,” stated Remynse.

Remynse may be reached at (701) 222-0929 or at amanda@ndchamber.com.

GNDC is now accepting applications to join our Board of Directors.

Applicants must work for a current GNDC member and submit a resume with a cover letter expressing their interest in serving on GNDC’s volunteer board of directors. Cover letters should highlight the applicant’s business and civic leadership as well as public policy experience. Consideration will be given to industry, company size, and geography to ensure balanced representation and diversity on the board.

Applications are due by Friday, August 2 and may be sent to GNDC President & CEO Arik Spencer at arik@ndchamber.com. All applications will be reviewed by the GNDC governance committee, which will recommend candidates to the full board for election in September.

If you have any questions, please contact GNDC at (701) 222-0929.
During the postwar economic boom, President Eisenhower built out the roads, waterways, and bridges that became the arteries of American commerce. His ambitious infrastructure plan, including the Interstate Highway System that bears his name, helped lay the foundation for the biggest economic expansion of the last 100 years.

President Eisenhower made history by building an infrastructure system unrivaled by any in the world. President Trump can make it again by updating that system for the modern era.

The need for Congress and the administration to come together on a bipartisan plan to revitalize the physical platform of our economy is more urgent today than ever before. That’s because our nation’s infrastructure, although once the envy of the world, is now severely outdated. Our highways were developed in the 1960s, and our power lines are fast approaching the end of their life spans. Meanwhile, our inland waterways are managed with 100-year-old locks and dams. We’re essentially running a 21st century economy on a 20th century operating system – and Americans everywhere are paying the price.

Consider the facts: The average driver forks out $533 in vehicle repairs each year as a consequence of our dilapidated roads. And our economy loses $9 billion annually from flight delays, a result of our aging airports and air traffic control systems. Unless we act now to address this problem, it could cost businesses $7 trillion and destroy 2.5 million jobs by the year 2025.

The good news? America’s voters recognize the need for urgency. Nearly 80% say that it is extremely important that the government invest more in infrastructure. Public support is there – the only thing missing is the political willpower. That’s why the U.S. Chamber of Commerce is working closely with Congress and the administration to rally support for a commonsense plan to fix America’s infrastructure.

What we are witnessing is a groundswell of bipartisan support on this issue. Take, for example, the Chamber’s partnership with the AFL-CIO. In March, AFL-CIO President Richard Trumka and I joined forces to press our leaders for action on infrastructure during a House Ways and Means Committee hearing – just one of many times we have testified together on Capitol Hill. If business and labor can find common ground on this issue, then Republicans and Democrats should be able to do the same.

No doubt the cost of repairing our infrastructure will be great – but far greater is the cost of inaction. That’s why we call on President Trump and members of Congress to work together to restore our nation’s infrastructure to help power the next century of economic growth.

Thomas J. Donohue is the president and CEO of the U.S. Chamber of Commerce.
Businesses, labor unions, and other advocates have come together to tell leaders that rebuilding America’s infrastructure is a national imperative.

Let’s talk about the politics of getting an infrastructure deal done. Everyone knows we need to repair and improve it. (It’s at D+ grade.) Everyone also knows it will cost a lot of money – President Trump and Democratic Congressional leaders have tossed around a figure of $2 trillion a few weeks ago.

The question is where that money will come from. The obvious answer is raising federal fuel fees – i.e. the gas tax. A modest increase is one part of the U.S. Chamber’s plan.

Politicians and pundits think doing this would be politically disastrous.

However, the idea that raising the gas tax is a guaranteed political disaster is a myth.

Let’s look at the states to see what’s happened. Here are the states that have raised it since 2016:

- Alabama
- Arkansas
- Ohio
- Oklahoma
- California
- Indiana
- South Carolina
- Tennessee
- Utah
- West Virginia
- New Jersey
- Montana

Most of these states are “red” and Republican. Many conservative state legislators who would be repelled at any suggestions of a tax hike voted for investing in roads and bridges.

In Alabama earlier this year, a special session of the newly-installed state legislature took the legal minimum five days to pass a gas tax increase and have it signed into law.

If raising the gas tax was so toxic, we’d see voters punishing politicians at the ballot box, but massive voter blowbacks have been nonexistent.

In New Jersey, every legislator that voted for a gas tax increase was re-elected.

And in the case of California, voters had a chance last year to repeal the 2017 gas tax increase. It was defeated.

The U.S. Chamber crunched some numbers to provide more evidence that the idea that voting for a gas tax hurts lawmakers politically by looking at Republican-led state legislatures that voted to increase the gas tax since 2016.

Two things you should notice.

First, there was overwhelming support among Republican legislators for the increase.

Second, an overwhelming number of Republicans who voted for the increase and sought re-election won.

The document sums up the politics of the gas tax:

Voters don’t penalize lawmakers who invest in repairing the roads, bridges, highways, and other critical infrastructure in their communities. On the contrary, voters want action. Nearly 80% say that it is extremely important that the government invest more in infrastructure.

It’s not that people are fans of higher taxes. They’re not. It’s that they’re tired of crumbling infrastructure.

Take small business owners. The most recent MetLife & U.S. Chamber of Commerce Small Business Index found: “Sixty-two percent rated local roads and bridges as average, poor, or very poor quality. U.S. highways didn’t rate much better. Fifty-two percent had the same opinion of them.”

Whether it’s a mom stuck in traffic trying to get her kids to softball practice or a plumber who has his van in the shop because a pothole broke a wheel, people want better infrastructure.

Nearly 80% of voters say it’s important that government invest more in infrastructure.

The federal gas tax hasn’t been raised since 1993. It’s lost nearly 40% of its purchasing power. At the same time the condition of our roads and bridges have deteriorated.

U.S. Chamber President and CEO Tom Donohue urged Congress to act and warned of inaction: “The longer we wait to make this investment, the worse our infrastructure will get, and the more it will cost us – not only in money to fix it, but in lost time, lost productivity, and lost lives… things we can never get back.”

Sean Hackbarth is a senior editor and writer for the U.S. Chamber of Commerce where he focuses on public policies affecting businesses including energy, agriculture, health care, and regulations.
Registration is now open for the 2019 GNDC Policy Summit.

This year’s summit will be held at Bismarck’s Ramkota Hotel and Convention Center on Tuesday, September 10 starting at 10:00 AM (CDT). Previous annual summits had always been in August. According to GNDC President and CEO Arik Spencer, this change serves to better accommodate those attending.

“The August date always fell in one of the busiest times of summer where many are vacationing or getting their children ready for school or off to college. We feel having the event after Labor Day, in the final days of summer, works better for people’s schedules,” said Spencer.

While the date has changed the purpose of the event remains the same: To provide a forum to discuss the major issues impacting North Dakota businesses in an open, respectful, thoughtful, and informative manner.

Topics for this year’s summit are:
• Trade and Tariffs – A Changing Landscape
• Should North Dakota Get Rid of the Income Tax?
• Health Insurance – Why Does It Cost So Much?
• Should North Dakota Raise the Gas Tax?

Ronald Eidshaug with the U.S. Chamber of Commerce will deliver the keynote speech, ‘Big Federal Issues and Why We Should Care.’

“Last year was my first Policy Summit as president and CEO,” observed Spencer. “At the time I said I wanted to make sure the Policy Summit generated more light rather than heat. That has not changed. We have a good thing going with our summit. Our attendees have repeatedly given us high marks. We’re going to keep doing what works and, hopefully, give our attendees more of what they want.”

Registration and information about the Summit and ND Chamber PAC reception may be found at ndchamber.com/events. All questions may be directed to ndchamber@ndchamber.com or at (701) 222-0929.
In December, I told you that Watford City High School (WCHS) is the first school in North Dakota to adopt the Youth Entrepreneurs (YE) program. YE is a public 501(c)(3) nonprofit organization and is funded by private donations. The program began in a single classroom in 1991 and has since equipped more than 30,000 young Americans with the entrepreneurial skills, values, and vision to pursue their dreams.

They developed a business and entrepreneurship curriculum that has been approved for credit by the North Dakota Department of Career and Technical Education. YE educators that are part of a funded program at their schools are offered both from the YE training and curriculum team as well as from a YE relationship manager to ensure they have the tools they need to make the program a success. GNDC promoted YE at our January CEO Roundtable in Dickinson. GNDC member First International Bank and Trust has taken on the role of champion in the roll out in Watford City. First International’s Gretchen Stenehjem hopes to see YE implemented in more schools across the state until every school district has this program available for students with an interest in entrepreneurship.

Learning what it takes to develop a business idea, what it takes to make a profit, and how to market your product or service are all part of the program. Market Day is the culmination of most of the year’s work on their pop-up business idea in Mr. Cummings’ class. “Market Day is the day that makes it all make sense [for the students],” says Cummings. On Market Day, students set up a “market” and sell their products. WCHS held its Market Day on April 10 just inside the front doors in the commons area. The community was invited to stop at the school and see that the YE students had for sale; high school students were also given time to stop and buy the goods that classmates had created in class.

Market Day really is the day that “makes it all make sense.” Walking into the WCHS commons area and seeing students’ booths with the products that they made laid out neatly for people to buy was impressive. Other students, teachers and the public were invited to come see what Mr. Cummings’ students had for sale. Some students ran out of product.

Later in the day, I stopped to see the YE class using what they learned in class to determine their profits and pay back the “loans” they received from Mr. Cummings. Calculating net profit and loss was real life learning. I saw the light bulb going on as students realized that they had made money. Another great part of this program, the part that makes many students see the value, is that the students keep their profits from Market Day.

Small businesses are the backbone of America. There are huge American businesses that started as a nothing more than a dream. This year, a group of students at WCHS learned from Aaron Cummings how to take steps to make those dreams into reality. YE provides an entire curriculum, but parts of it can be applied in many educational areas. The North Dakota Department of Career and Technical Education has approved it for use in Marketing Education programs. According to the YE website, “YE is a for-credit class offered in high schools across the country. This full-scale version of our program provides educators with hands-on training and dedicated staff support, while students are offered a myriad of mentorship and learning opportunities both inside and outside the classroom.”

For information about getting YE into your school district, contact Ashley Scheideman at Youth Entrepreneurs by email Ashley@youthentrepreneurs.org or call her at 316-828-3933.
GNDC MEMBERS IN THE NEWS

ConocoPhillips awards more than $273,000 to local organizations in North Dakota

ConocoPhillips has awarded $273,274 in charitable grants to 17 organizations throughout North Dakota. The grants are part of the company’s annual investments in local communities. This year’s recipients range from education and conservation to first responders and other local service providers. ConocoPhillips has offices in Dickinson and Watford City.

“At ConocoPhillips, we believe it’s important to build strategic relationships with organizations in the areas where we live and work,” said Peter Bazin, Williston operations and maintenance superintendent. “All of our philanthropic contributions this year are going to organizations that provide vital services to the local communities in North Dakota through local services or conservation, and we are pleased to be able to support their efforts.”

Scheels donates $140,000 to Minot State Dome seating project

Scheels and the Minot State University Development Foundation announced the donation of $140,000 to assist in the seating project and renovation of the Minot State Dome. The renovation will help the facility maintain its status as one of the top sporting venues in North Dakota and the upper Great Plains. The seating project will also help ensure the community of Minot stays in the rotation for regional and state tournaments, which will provide a boost to the Minot State Athletic Department’s recruiting efforts.

BSC designated a National Center of Academic Excellence in Cyber Defense Education

The National Security Agency and the Department of Homeland Security have designated Bismarck State College as a National Center of Academic Excellence in Cyber Defense Education (CAE-CDE) through academic year 2024. The two federal organizations stated that BSC’s ability to meet the increasing demands of program criteria will serve the nation well in contributing to the protection of the National Information Infrastructure.

The CAE-CDE designation is for associate, bachelor, masters and doctoral programs that meet the CAE-CD program’s stringent criterion. BSC offers an Associate of Applied Science (AAS) in Cybersecurity and Computer Networks, a Bachelor of Applied Science (BAS) in Cybersecurity and Information Technology as well as numerous industry certifications. Professor Matthew Frohlich says the designation is a significant stamp of approval for the program that qualifies BSC graduates for federal jobs in the cyber field.

Pioneer Equipment Dealers Association to Serve North Dakota, South Dakota, and Minnesota

The Pioneer Equipment Dealers Association (Pioneer EDA), a newly-formed trade association serving farm equipment dealers in Minnesota, North Dakota, and South Dakota started operations on April 1.

Pioneer EDA was formed by a historic merger of the North Dakota Implement Dealers Association (NDIDA) and the Minnesota-South Dakota Equipment Dealers Association (MSDEDA). Headquartered in Fargo, ND, the Pioneer EDA represents over 350 mainline and shortline farm equipment dealerships across the tri-state region. Areas of focus include legislative representation, manufacturer relations, industry news, regulatory compliance, workforce development, and dealer education.

Lewis & Clark Development Group marks 50 years

Lewis & Clark Development Group is celebrating its 50th anniversary. The group was officially founded in March 1969 as Lewis & Clark 1805 Resource Conservation and Development. Today, LCD Group is a collaboration of the Lewis & Clark Regional Development Council (RDC), Lewis & Clark Certified Development Company (CDC), and CommunityWorks North Dakota.

Together, these entities provide businesses with loans, revolving loan funds, and the SBA 504 loan program. Local governments have come to rely on LCD Group for Community Development Block Grants for critical financing for infrastructure and public improvements. And, as the state’s only NeighborWorks America® organization, LCD Group is North Dakota’s leading affordable housing resource.

Over the years, LCD Group is responsible for more than $600 million in public and private investments throughout North Dakota. A 50th anniversary celebration is planned at its Mandan offices on June 27.
SkySkopes featured in Forbes Magazine

Grand Forks-based SkySkopes was recently featured in Forbes Magazine. The company specializes in unmanned aircraft systems flight operations and was the first North Dakota UAS start-up to be certified to fly commercially by the FAA. SkySkopes provides aerial inspections, energy audits, and other services. It was featured in an article with two other companies as innovators in the drone industry.

Essentia Health appoints new COO

Essentia Health has appointed Al Hurley as chief operating officer for its West Market, which includes eastern North Dakota and northwestern Minnesota. Hurley has been serving as senior vice president of operations for this market since November 2018.

Prior to joining Essentia, Hurley was in Bismarck, where he was chief operating officer responsible for operational performance at another health system and oversaw their medical center, long-term care and ambulatory services in central and western North Dakota. His previous experience also includes over 15 years of senior leadership in Iowa, Montana and Texas.

Odney Announces New Leadership Team

Odney, a full-service advertising and communications agency headquartered in Bismarck, announced that longtime President/CEO Patrick Finken and Corporate Creative Director Mike Bruner have formally stepped down to make way for new agency ownership and leadership.

Longtime Odney professionals Kyle Niess, Gwen Butler and Brekka Kramer have joined CEO Shane Goettle and President/Managing Partner Don Larson as Odney stockholders. Niess, Butler, and Kramer Kyle are serving as vice presidents.

Widmer Roel PC is now Schmitz-Holmstrom LLP

Certified Public Accountants Michael T. Schmitz and Tonya Holmstrom have announced that Widmer Roel is now Schmitz-Holmstrom LLP. The change took effect on June 1. The accounting firm is based in Bismarck with an office in Hazen. Schmitz-Holmstrom provides a full range of accounting, tax and other consulting services for businesses and individuals.

Have a news item you’d like to share?
Contact Membership Services Director Christopher Kalash at (701) 222-0929 or at chris@ndchamber.com

If you are reading this, so are your potential customers!

Please contact GNDC at 701-222-0929 or at ndchamber@ndchamber.com with any questions or further inquiries.
The Greater North Dakota Chamber is the only business association in North Dakota that advocates for companies of all sizes and industries. We lead the way in building the best possible business environment for our state. GNDC is pleased to welcome these businesses and associations who have joined our organization or recently renewed their membership.

### New Members

- iSight RPV Services
- Northern Plains UAS Test Site
- Property Resources Group - Cassie Bowers
-STEMflash Media
- TrueNorth Equipment

### Renewed Members

- A.D.A P. T., Inc.
- Affordable Housing Developers, Inc.
- Alerus Financial
- Altria Client Services LLC
- American Crystal Sugar Co.
- Amity Technology, LLC
- Arvig
- Aspen Group LLP
- AT&T
- Baker Boy
- Bank of North Dakota
- BEK Communications Cooperative
- Beulah Chamber of Commerce
- Bismarck State College
- BNCCORP, Inc.
- Bobcat Company
- Border States Paving, Inc.
- Cardinal IG Company
- Cavendish Farms
- CHS
- Coca-Cola
- Cole Papers, Inc.
- Collins Aerospace
- Com-Del Innovation
- Comstock Construction Inc.
- Concorde General Agency Inc.
- Consulate General of Canada
- Credit Union Association of the Dakotas
- Creedence Energy Services
- Dakota Awards, Inc.
- Dakota Growers Pasta Co.
- Dakota Western Bank
- Direct Travel
- Dora Hospitality
- Dot's Pretzels
- Ellingson
- Enel Green Power North America, Inc.
- Energy Tech Systems, Inc.
- Enerplus Resources (USA) Corp.
- EOG Resources, Inc.
- Epic Companies
- Far North Insurance, Inc.
- Fredrikson & Byron, P.A.
- Gate City Bank - Corporate
- General Equipment & Supplies Inc.
- Hunting Works for North Dakota
- Image Printing, Inc.
- Independent Community Banks of ND
- Integreon Managed Solutions
- J.R. Simplot Company
- Jamestown Tourism
- Jamestown/Stutsman Development Corp.
- Jobbers Moving & Storage
- John Deere Electronic Solutions
- Johnson & Johnson
- KLJ
- Koch Companies Public Sector LLC
- MDU Resources Group, Inc.
- MEI Electric
- Menard, Inc - Bismarck
- Midco
- Minot Sash and Door, Inc.
- Moog Inc.
- National Information Solutions Cooperative
- Newman Signs, Inc.
- Nodak Insurance Company
- North Dakota Afterschool Network
- North Dakota Association of Builders
- North Dakota Association of Rural Electric Cooperatives
- North Dakota Dental Association
- North Dakota Division of Vocational Rehabilitation
- North Dakota Ethanol Council
- Northwest Iron Fireman, Inc.
- NRG Technology Services
- Payroll Professionals Inc.
- PhRMA
- Planning Team Financial Advisors
- Primacy Strategy Group
- Ramsey National Bank
- Red River Oilfield Services, Inc.
- Red Trail Energy L.L.C.
- Robert Gibb and Sons, Inc.
- Roers
- Sanford Health Fargo
- Stinson Leonard Street LLP
- Stockmen’s Livestock Exchange
- Terhorst Manufacturing Co.
- The Printers, Inc.
- U.S. Bank - Bismarck
- U.S. Foods North Dakota Group
- Utility Shareholders of North Dakota
- VISIONBank
- Vogel Law Offices - Fargo
- Walmart
- Western State Bank
- Whiting Petroleum Corporation
- Woodland Resort
- Zuger Kirmis & Smith
The Greater North Dakota Chamber’s ND Chamber PAC is a non-partisan, pro-business political action committee that...

Supports state and federal candidates who support North Dakota’s job creators

Supports causes that protects free market principles

Advances policies to ensure North Dakota remains the best state in the nation to do business

Join the ND Chamber PAC Capitol Club

Make your voice heard. Join other business leaders by contributing today and be part of our ND Chamber PAC Capitol Club.

To become a member, simply make a contribution of $141, or one dollar for each member of the legislative assembly.

Membership levels are:
- Capitol Club: $141 or more
- Capitol Club Captain: $250 or more
- Capitol Club Champion: $500 or more

Capitol Club members will receive a lapel pin and an invitation to an exclusive Capitol Club reception with lawmakers.

Your investment in the ND Chamber PAC will help GNDC amplify our voice, deepen our impact, and keep North Dakota open for business.

To learn more about the ND Chamber PAC or donate, log onto [www.ndchamber.com](http://www.ndchamber.com) or call (701) 222-0929
Save The Date

Mark Your Calendars For These Upcoming Events

2019 Policy Summit
September 10 – Bismarck

CEO Roundtable
November 6 – Williston

Register online at: www.ndchamber.com