

# BISMARCK-MANDAN NORTH DAKOTA

## COMMUNITY PROFILE





## TABLE OF CONTENTS

LOCATION

WORKFORCE

UTILITIES

DOING BUSINESS

COMMUNITY

**BISMARCK**  **MANDAN**  
**MAKE YOUR MARK**



## BISMARCK-MANDAN

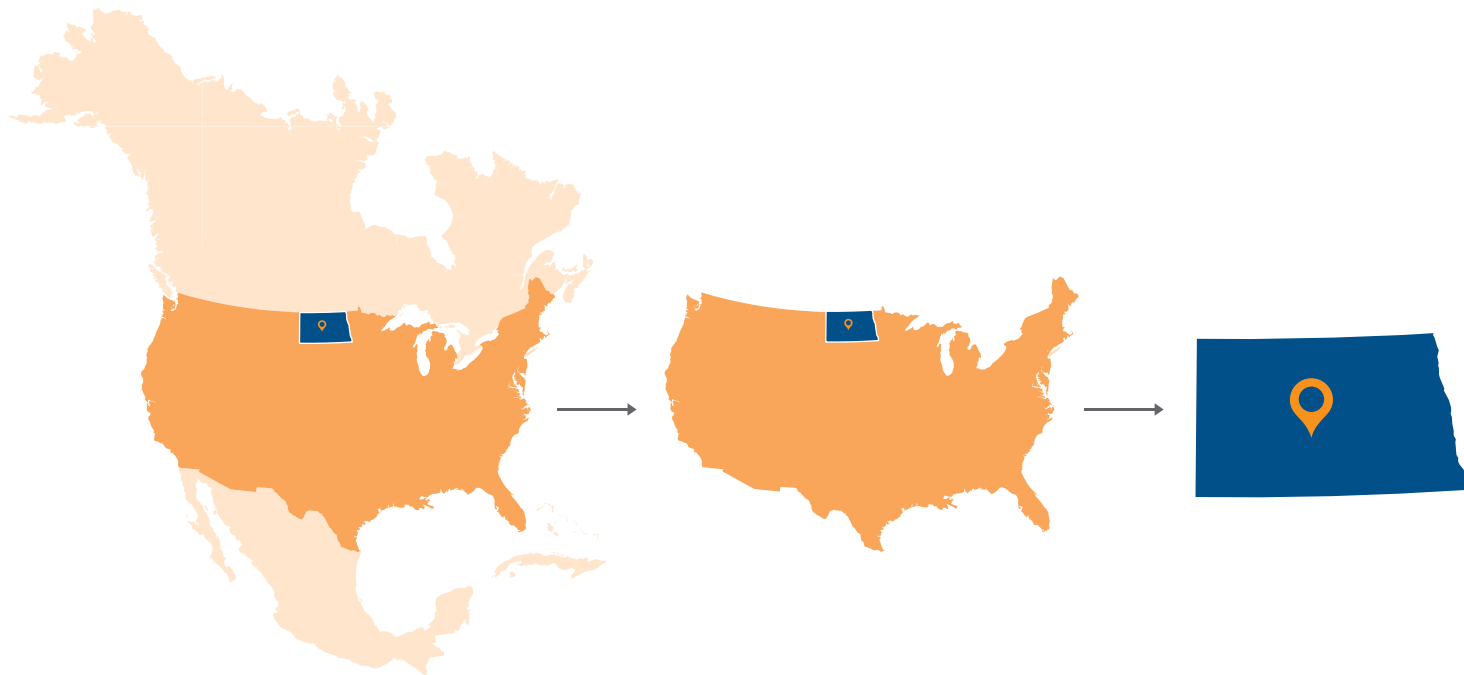
The mighty Missouri River flows between Bismarck and Mandan, in the heart of North Dakota, in the middle of the United States, and at the center of possibilities for your business to make its mark.

The Bismarck-Mandan MSA has over 125,000 residents, with a trade area of more than 240,000. As the state capital, we also draw people from throughout the state beyond our trade area. Abundant natural resources, particularly in energy and water, fueled a boom in the energy industry in western North Dakota, with several major companies headquartered in Bismarck-Mandan. The expansion from production agriculture to value-added processing has been natural with the ready availability of raw materials and energy. As one of the fastest growing metros in the U.S., Bismarck-Mandan is home to a diversified economy, including manufacturing, healthcare, IT, energy, education and agriculture.

Bismarck-Mandan is simply a great place to live and work. It is a solid community of businesses and individuals that offer mutual support to assure continued traditions of working hard, caring for one another and enjoying life to its fullest.

It's the place to make your mark.

Bismarck and Mandan are centrally located in North America. North Dakota is located at the U.S.-Canada border, an ideal location for companies looking for a central North American location that allows access to markets in the United States and Canada. A combined system of air, rail and ground transportation provide the connections needed for your business to anywhere in North America and the world.







## MARKET ACCESS

According to Esri, the Bismarck-Mandan region has eight million U.S. households (21 million people) within a one-day drive (600 miles). This includes Denver, Minneapolis, Omaha and Kansas City.

Within a one-and-a-half-day drive (900 miles), there are approximately 28 million U.S. households (71 million people). This distance picks up Chicago, Milwaukee, St. Louis and Oklahoma City.

## TRANSPORTATION

Bismarck-Mandan enjoys Class I rail service provided by both BNSF Railway and CP Railway with inter-rail connections provided by Dakota, Missouri Valley & Western Railroad, a locally-owned short-line railroad. Numerous regional and national trucking firms provide over-the-road ground transportation options with direct access to U.S. Interstate 94 and U.S. Highway 83, the backbones of a system of high-quality, toll-free roads. The Bismarck Airport is a full-service commercial airport with several FBOs on site as well. Daily service to Minneapolis, Denver and Chicago, plus additional flights to Phoenix, Las Vegas, Orlando and Dallas-Ft. Worth provide connections anywhere within the United States and worldwide.

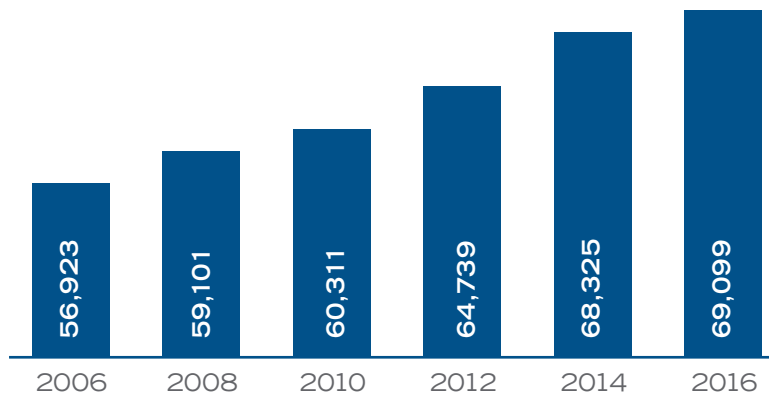


Bismarck-Mandan is home to a reliable, well-trained workforce with a strong desire to succeed. Approximately 77,000 workers live within a 45-minute radius of Bismarck-Mandan; 122,000 within a 90-minute drive.

## POPULATION

	2000 Census	2010 Census	2016 Census Estimate
Bismarck	55,532	61,272	72,417
Burleigh County	69,416	81,308	94,487
Mandan	16,718	18,331	21,769
Morton County	25,303	27,471	30,809
Bismarck-Mandan MSA	94,719	108,779	125,296

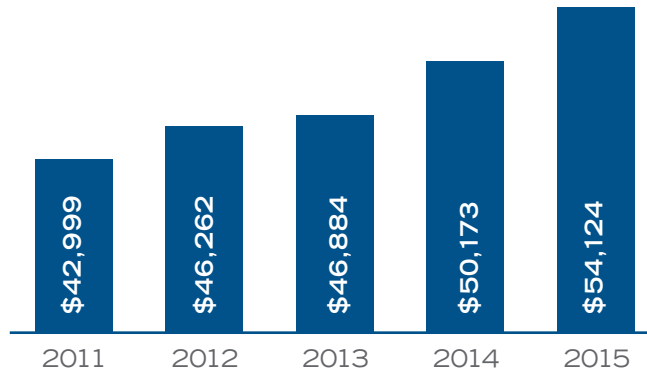
## ANNUAL AVERAGE EMPLOYMENT



Current Employment Statistics (CES), Job Service North Dakota

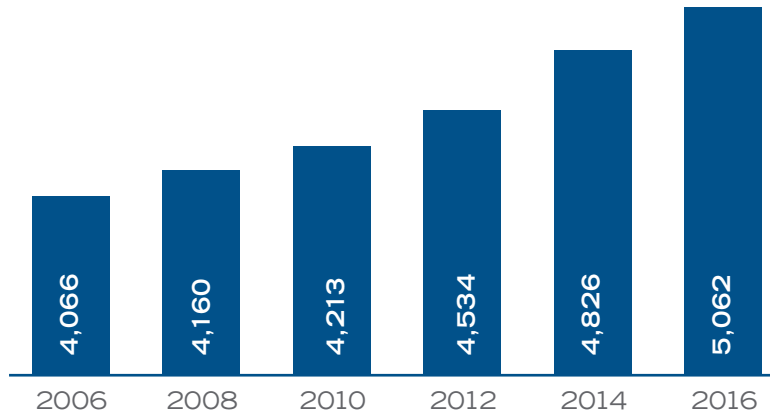
## BISMARCK-MANDAN MSA INCOME

Per capita income



US Bureau of Economic Analysis

## WORKSITES



Job Service North Dakota Bismarck-Mandan Area Profile



## MAJOR EMPLOYERS

State of North Dakota .....	4,600
Sanford Health .....	3,284
Bismarck Public School District .....	2,187
CHI St. Alexius .....	2,044
U.S. Government .....	1,200
City of Bismarck .....	988
Bismarck State College .....	719
Mandan Public School District .....	697
Aetna .....	660
University of Mary .....	642
Housing Industry Training (HIT) .....	641
MDU Resources Group .....	592
Bobcat/Doosan Company .....	582
Missouri Slope Lutheran Care Center .....	560
Basin Electric Power Cooperative .....	560
Mid-Dakota Clinic .....	550
Dan's Supermarkets .....	476
Missouri Valley YMCA .....	475
National Information Systems Cooperative (NISC) .....	450
Walmart North .....	365
Burlington Northern Santa Fe Railway .....	323
Cloverdale Foods .....	320
Burleigh County .....	315
Walmart South .....	300
Baptist Home .....	265
Walmart Mandan .....	237
Scheels Sports .....	236
United Tribes Technical College .....	225
Kadrmass, Lee & Jackson .....	214

## WAGE RATES BY SELECTED OCCUPATIONS

TITLE	HOURLY MEDIAN
Accountants and Auditors .....	27.86
Administrative Service Managers .....	37.95
Automotive Service Techs and Mechanics .....	19.36
Bookkeepers, Accountants and Audit Clerks .....	17.61
Claims Adjusters, Examiners and Investigators .....	25.73
Computer Operators .....	18.86
Computer User Support Specialists .....	22.54
Computer Systems Analysts .....	33.37
Counter and Rental Clerks .....	14.62
Customer Service Representatives .....	15.31
Executive Secretaries and Administrative Assistants .....	24.17
Financial Managers .....	52.85
Food Processing Workers .....	16.77
Heating, Air Conditioning and Refrigeration Mechanics .....	22.75
Loan Officers .....	31.64
Machinists .....	23.64
Maintenance and Repair Workers (General) .....	17.60
Network and Computer Systems Administrators .....	33.70
Plumbers, Pipefitters and Steamfitters .....	27.76
Receptionists and Information Clerks .....	15.42
Sheet Metal Workers .....	23.57
Stock Clerks and Order Fillers .....	14.51
Surveying and Mapping Technicians .....	22.19
Welders, Cutters, Solderers and Brazers .....	20.00

Job Service North Dakota Occupational Employment Survey, 2016 Edition

Ample utilities including reliable power and an abundance of quality water are available in Bismarck-Mandan. And rates for power, water and natural gas are among the lowest in the country.

## ELECTRIC POWER

	DEMAND COMPONENT		ENERGY COST	
	Winter (Oct – May)	Summer (June – Sept)		
<b>PRIMARY SERVICE</b> (Primary service is applicable to customers that own their own transformers, related equipment and distribution facilities downstream of the meter, satisfactory to the Company at primary voltages of 2,400 volts or greater)  Basic Service Charge \$100.00			Energy Charge	1.751¢/kWh
	\$11.00/kW	\$9.50/kW	** Plus F&PP	2.394¢/kWh
			* Plus ECRR	0.071¢/kWh
	GRRR \$0.82212/kW	GRRR \$0.82212/kW	* Plus TCA	0.350¢/kWh
	KVAR \$3.35	KVAR \$3.35	* Plus RRCA	.620¢/kWh
			<b>TOTAL</b>	<b>5.186¢/kWh</b>
	DEMAND COMPONENT		ENERGY COST	
	Winter (Oct – May)	Summer (June – Sept)		
<b>SECONDARY SERVICE</b>  Basic Service Charge \$56.00			Energy Charge	2.751¢/kWh
	\$9.50/kW	\$12.50/kW	** Plus F&PP	2.470¢/kWh
			* Plus ECRR	0.071¢/kWh
	GRRR \$0.82212/kW	GRRR \$0.82212/kW	* Plus TCA	0.350¢/kWh
			* Plus RRCA	.620¢/kWh
			<b>TOTAL</b>	<b>6.262¢/kWh</b>

\*\* adjust monthly

\* adjust annually

## NATURAL GAS

Average Cost for Industrial Users (\$ per mcf)	\$0.718/dk – plus cost of gas (2016 avg was \$2.884/dk) and base rate \$1,000.00/month
Firm Contract Rates	\$0.730/dk – plus cost of gas (2016 avg was \$3.948/dk) and base rate \$20.00/month
Interruptible Service Rates	\$1.112/dk – plus cost of gas (2016 avg was \$2.884/dk) and base rate \$175.00/month

Bismarck and Mandan are fortunate to have an almost unlimited supply of high-quality water from aquifers and the Missouri River. Capacities of treated water and waste-water treatment facilities exceed current demands in order to stay ahead of projected residential and commercial/industrial needs.

## WATER TREATMENT

	BISMARCK	MANDAN
Rated Capacity (mgd)	30	12
Average Daily Demand (mgd)	10	2.79
Peak Demand (mgd)	22.4	6.66

## WASTE-WATER TREATMENT

	BISMARCK	MANDAN
Type of Service	Secondary Treatment - Trickling Filters	Extended Aeration Activated Sludge
Rated Capacity (mgd)	7.5	2.2
Average Daily Demand (mgd)	6.7	1.6
Peak Demand (mgd)	19.46	2.5

## SANITATION

Method of solid waste disposal in the two-city area is landfill.

## BROADBAND

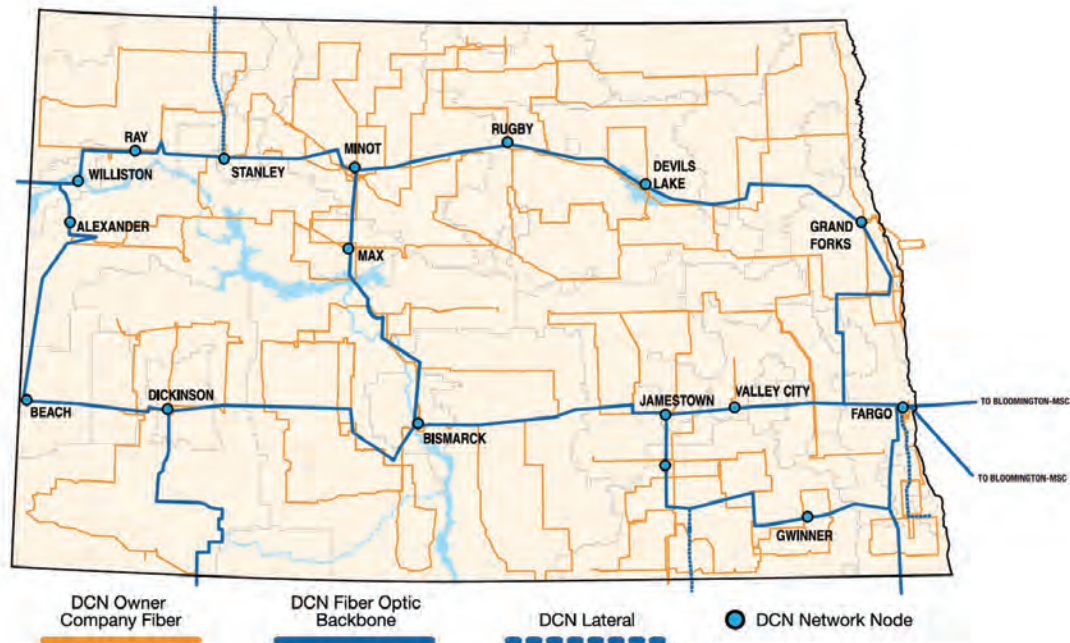
On average in the United States, only 5% of households have fiber internet. In North Dakota, local telcos provide fiber to most of our state's rural areas, in many areas offering 100% coverage. Keeping pace with rapid changes in the technology arena and integrating those advances benefits all North Dakotans. The fiber backbone map reveals the immense network created by these telcos, which branches off the Dakota Carrier Network. The state of North Dakota recognizes the importance of investing in technology and deploys DCN's network to bring gigabit-capable broadband services to 300+ locations across the state including state agencies, higher-education institutions and K-12 school districts.

### Dakota Carrier Network regional fiber network



DCN's high-speed network enables businesses to compete on a worldwide stage as data travels across North Dakota and around the world. The fiber-optic network is supported 24 hours a day, seven days a week by industry-certified, highly skilled technicians in a state-of-the-art Network Operations Center in Bismarck.

### Dakota Carrier Network state fiber network





## TAX STRUCTURE

North Dakota has clear, concise tax codes and a competitive state tax structure for corporate and individual income tax as well as sales and use tax.

- Individual income tax rates from 1.10% to 2.90%
- Corporate income tax rates from 1.41% to 4.31%
- State sales tax rate of 5%; Bismarck city sales tax rate of 1%; Mandan city sales tax rate of 1.75%; Burleigh County and Morton County sales tax rate of 0.5%
- Business tax incentives can be applied for and granted for corporate income tax and property tax

## TAX EXEMPTIONS AND CREDITS

- Exemptions of up to 100% of local real estate property taxes can be obtained for up to five years for primary sector businesses, and up to ten years for projects involving processing of ag products.
- A five-year exemption on property taxes related to improvements on existing commercial properties is available to qualified projects.
- A North Dakota corporate income tax exemption of up to 100% can be obtained for qualified projects for up to five years.
- If the previously noted tax exemption is not claimed, a new business or industry may claim a state income tax credit equivalent to 1% of all wages and salaries paid for the first three years of operation and ½ of 1% of wages and salaries paid in the fourth and fifth years of operation.
- Machinery or equipment used solely and directly in a new and expanding manufacturing or agricultural processing plant can be exempt from sales and use taxes.
- Computer and telecommunications equipment for new or expanding primary sector business can be exempt from sales and use taxes.
- There is no warehouse tax in North Dakota. Inventory stored in or transferred through the state is not taxed.

## INCENTIVES FOR BUSINESS

The **Bismarck Vision Fund** and **Mandan Growth Fund** are city sales tax supported funds that provide assistance to businesses that wish to locate or expand in Bismarck and Mandan. Both offer a flexible assortment of financing opportunities, such as interest buydowns, reduced interest loans, equity positions and other individually tailored financial incentives and exemptions.

In addition, North Dakota is the only state in the nation to own, control and operate its own development bank. The capacity to arrange financing was a benefit when the bank was established in 1919, and it remains so today. The Bank of North Dakota and other state and local programs offer an array of financing opportunities, such as interest buydowns, reduced interest loans, equity positions and other individually tailored financial incentives and exemptions.

**PACE/Flex PACE Programs:** Accessible through the Bank of North Dakota (BND). BND participation in the buydown may be between 65% and 85% with the balance coming from community sources. Qualifying projects must request BND participation in 50% to 80% of the loan as well.

**North Dakota Opportunity Fund:** Loans for business start-ups and expansions. If a business owner is able to raise at least 10% of the equity needed for a project, the fund helps by filling the gap between what the owner has available to invest and the amount a bank is willing to loan. Interest rates average between 5% and 6%.



Photo courtesy of Two Track Malting Company



**North Dakota Development Fund:** Provides flexible gap financing through debt and equity investments for new or expanding primary sector businesses. The fund makes investments through direct loans, participation loans and subordinated debt and equity investments.

**Business Development Loans:** The Bank of North Dakota's Business Development Loan Program assists new and existing businesses obtain loans that have a higher degree of risk than would normally be acceptable to a lending institution. It may be used to start or expand a new business or for refinancing.

**New Venture Capital Fund:** The Bank of North Dakota may provide funding via debt or equity for early stage companies that can show clear proof of completed product development and market acceptance as evidenced by growing sales.

**Beginning Entrepreneur Loan:** The Bank of North Dakota may provide up to an 85% loan guarantee to a financial institution to assist qualified applicants in business start-up financing.

**SBA 504 Loan Program:** Long term, fixed-rate financing. SBA contributes up to 40%, the borrower provides 10% in cash equity and remaining fund requirements are obtained from local lending.

## JOB TRAINING

Job Service North Dakota administers many federally funded workforce training programs along with the North Dakota New Jobs Training Program. The type of training provided through these funding sources is classroom training, on-the-job training and occupational upgrading. Here is a closer look at a couple of these programs.

**Workforce Innovation and Opportunity Act (WIOA):** WIOA is a federally funded program and has eligibility requirements targeted toward specific segments of the population (i.e., dislocated workers, low income, unemployed as a result of foreign competition, etc.). Training assistance is normally provided in the form of reimbursements to the business for extraordinary costs incurred in providing on-the-job training (OJT). The reimbursement is calculated up to 50% of the hourly wage paid to the employees during the training period. Individuals enrolled under the WIOA must be determined eligible for the program and warrant the funding. A formal contract between Job Service North Dakota and the business must be developed, signed and in place prior to the individuals' employment start date.

**The Federal Bonding Program:** Job Service North Dakota participates in the Federal Bonding Program. This program benefits employers who hire “at-risk” job seekers through the use of free-of-charge bonds. The bond serves as an insurance policy for job honesty. Job seekers who may have a risk factor in their personal background have the Federal Bonding Program as a job placement tool to assist them in securing employment.

**North Dakota New Jobs Training Program:** This program offers incentives to primary sector businesses that are creating new employment opportunities through business expansion and relocation to the state by providing no-cost funding to help offset the cost of training new employees.

To qualify, your business must be in a primary sector industry and either be relocating to the state or expanding employment in the state. The new jobs created must pay a minimum of \$10 per hour plus benefits within the first 12 months of employment. Under the North Dakota New Jobs Training Program, your business obtains funds in the form of a loan, a repayable grant or under a self-financing option.

The loan can be obtained from a commercial lender, local development corporation, Bank of North Dakota or other qualified lender. The state, a city or local development corporation could issue repayable grants. The loan or grant, plus interest, is repaid through state income tax withholding generated from the new job positions created.

Bismarck-Mandan consistently ranks at or near the top of quality-of-life measurements such as safety, healthcare, education, recreation and environment. Bismarck was designated an All-American City in 1997, and the metro area regularly lands in top spots on lists such as Forbes Best Places for Business and Careers, the Milken Institute's Best Performing Cities and CNN Money's Best Places to Live.

People thrive best where they feel safe and connected, where they are supported and enriched. Quality schools, excellent medical care, ample recreation possibilities, community involvement and neighborhood support continue to make Bismarck-Mandan very hospitable.

## K-12 EDUCATION

Elementary Schools .....	30	2017-18 K-12 Opening Day Enrollment	
Middle Schools .....	5	Bismarck Public Schools .....	12,861
High Schools .....	7	Mandan Public Schools .....	3,746
Career & Technical Education Facilities .....	2	Bismarck-Mandan Private Schools .....	1,793
		Total .....	18,400
Average Daily Attendance Rate .....	96.2%		
2017 High School Graduates .....	1,041		

## HIGHER ED

There are three college campuses in the Bismarck-Mandan community: Bismarck State College, University of Mary and United Tribes Technical College. Area students are also able to earn degrees from Dickinson State University, Minot State University and Valley City State University via their cooperative agreements with Bismarck-area campuses. Combined, there are over 180 degree programs to choose from.

### Fall 2017 Opening Day Enrollment

Bismarck State College (state-assisted 2-year college) .....	3,756
United Tribes Technical College (Native American 2-year college) .....	427
University of Mary (private 4-year college) .....	3,200
Total .....	7,383

## AVERAGE REAL ESTATE SELLING PRICE (2016)

	BISMARCK	MANDAN
2 or fewer bedrooms	\$204,376	\$224,838
3 bedrooms	\$238,894	\$194,154
4 or more bedrooms	\$297,935	\$253,823
Condos/Townhomes/Twin Homes	\$203,912	\$211,633

Bismarck-Mandan Board of Realtors

## COST OF LIVING

	100%	13.24%	28.04%	10.31%	11.16%	4.36%	32.89%
Bismarck MSA	Composite Index	Grocery Items	Housing	Utilities	Transportation	Healthcare	Misc. Goods & Services
2nd Quarter 2017	98.0	102.3	93.0	87.9	102.0	113.1	100.3
1st Quarter 2017	98.5	103.8	91.8	85.2	108.0	113.1	101.3
Annual Average 2016	97.0	101.1	96.0	85.1	106.9	113.2	95.2
Annual Average 2015	101.4	106.4	105.5	85.1	107.1	109.7	98.0
Annual Average 2014	100.7	102.4	103.7	89.1	101.8	109.1	99.5

C2ER COLI Survey

National average = 100





## HEALTHCARE

Two regional medical centers, Sanford Health and CHI St. Alexius Health, as well as a wide array of clinics are located in Bismarck. In addition, Vibra Hospital in Mandan offers long-term acute care, and an array of options are available for assisted living and long-term nursing care in the greater community. The hospitals and clinics are state-of-the-art, with 575+ beds available, over 350 physicians and more than 7,500 total healthcare professionals to serve you. At the Bismarck Cancer Center, CHI St. Alexius Health and Sanford Health combine to form a team of highly skilled healthcare professionals with cutting-edge equipment.

## GOVERNMENT

Bismarck is the state capital, with Bismarck and Mandan as the county seats of Burleigh and Morton Counties. Bismarck-Mandan, and North Dakota as a whole, have accessible, informal, hands-on elected and appointed officials. Our state and local government leaders recognize the importance of business growth and sound economic development, and that creates a positive attitude toward business among our leadership.

## QUALITY OF LIFE

4 distinct seasons .....	85° F average temperature in July
5 national airlines .....	Delta, United, American, Frontier, Allegiant
19 minutes .....	average commute time to work
36.5 .....	average age of the population
1 Missouri River .....	for boating, swimming, jet skiing or just soaking up the sun
96 miles .....	of paved recreational trails in Bismarck and Mandan
9 golf courses .....	including nationally-ranked Hawktree Golf Club
1 golf dome .....	for year-round practice
1 Community Bowl .....	for the best seat in the house for football, soccer and track
10 campgrounds .....	within a 15-mile radius of Bismarck-Mandan
71 public parks .....	located throughout Bismarck-Mandan neighborhoods
65 feet of plunging water fun .....	and an 800-foot waterway of a lazy river at Raging Rivers Waterpark
3 each .....	hockey arenas, indoor aquatic centers and outdoor public swimming pools
Another 3 .....	AWHL's Bismarck Bobcats hockey, Northwoods League Bismarck Larks baseball and CIF's Bismarck Bucks football
600 animals .....	at the Dakota Zoo
23 art and culture venues .....	spotlights on galleries, music, theatre and dance
30 movie screens .....	and refills on popcorn
More than 175 .....	places to eat, drink and be merry
8,600 seat indoor multi-use arena ..	to host sporting events, concerts, theatre, conferences and trade shows
\$57.1 million .....	expansion to North Dakota's museum, the Heritage Center
138th annual .....	Mandan 4th of July Rodeo, a community-wide celebration that began 10 years before North Dakota statehood



A stylized map of the United States is shown in a light orange color against a darker orange background. A location pin icon, consisting of a blue circle with an orange dot in the center, is placed over the central part of the country, specifically over the Great Plains region. The text "BISMARCK" and "MANDAN" is in blue, and "MAKE YOUR MARK" is in orange.

**BISMARCK**  **MANDAN**  
**MAKE YOUR MARK**



**BISMARCK MANDAN**  
DEVELOPMENT ASSOCIATION

**bmda.org**

400 E Broadway Ave., Suite 417 | Bismarck, ND 58501

Nathan Schneider, Director of Business Development

701-222-5530 (office) | 701-204-3908 (mobile)

[nschneider@bmda.org](mailto:nschneider@bmda.org)