

215 South Cascade Street  
PO Box 496  
Fergus Falls, Minnesota 56538-0496  
218 739-8200  
[www.otpc.com](http://www.otpc.com) (web site)



**VIA ELECTRONIC FILING**

October 27, 2009

Darrell Nitschke  
Executive Secretary and Director of Administration  
North Dakota Public Service Commission  
State Capitol  
600 East Boulevard, Dept. 408  
Bismarck, ND 58505-0480

**Re: In the Matter of the Application of Otter Tail Power Company for Authority to Increase Rates for Electric Utility Service in North Dakota  
Case No. PU-08-862**

**AND**

**In the Matter of the Application of Otter Tail Power Company's Annual Filing for Renewable Resource Cost Recovery Factor  
Case No. PU-08-742**

Dear Mr. Nitschke:

This letter is being filed in reply to a request from Pat Fahn following the October 26, 2009 Commission work session on the above-referenced rate case settlement. Mr. Fahn asked that I provide the company's response to Commission questions regarding the economic development expense that was included in the Settlement Agreement and specifically to clarify whether the company would be willing to remove the economic development expenses from the rate case revenue requirement.

Otter Tail believes that the economic development expenses should be included in the revenue requirement and not removed from the settlement for the following reasons:

1. The amount included represents expenditures that were actually incurred;
2. The expenditures were incurred pursuant to a Commission directive to make such expenditures;

3. Whether to include economic development expense was not a point of controversy in the rate case proceedings – only the amount was disputed (Advocacy Staff Witness Majoros proposed \$391,000, OTP proposed \$500,000, the LIG Intervenors did not take a position on the amount that should be authorized for recovery);
4. The settlement represents a fair compromise of the amount at issue, in the middle of the parties' positions in the case;
5. The settlement on this issue is part of the overall comprehensive compromise settlement that resolves all issues in the case – to single it out would ignore concessions on other issues made by the company in arriving at the overall settlement;
6. Removing the economic development expenses would be an abrupt shift in the Commission's policy on economic development for Otter Tail, and Otter Tail should be given an adequate advance opportunity to adjust its operations to accommodate such a change;
7. Several persons expressed support at the public input sessions in this matter for Otter Tail's economic development program; if they had been notified that it was possible that the program would be discontinued, they might have participated more fully in these proceedings to advocate for continuation of the program;
8. Because the continuation of Otter Tail's overall economic development program was not in dispute in these proceedings, the record is not complete on the ratepayer benefits of the program and other aspects of the program that justify its continuation, including the economic benefit of slowing outward migration from the very small rural towns Otter Tail serves (on average populations of 400 or less) and thus reducing the burden of stranded distribution costs on other Otter Tail customers.

Otter Tail believes the Commission's questions about the economic development funds included in the revenue requirement can be better addressed by adding conditions to the approval of the Settlement Agreement as follows:

1. Otter Tail will provide information to the Commission through Periodic Information Exchange (PIE) meetings at least annually to explain how its economic development funds are being spent and how its economic development program is producing ratepayer benefits;
2. Otter Tail will include a full economic justification for whatever economic development proposal it makes in its next general rate case.

By adding these conditions to the approval of the Settlement Agreement, the concerns expressed by the Commission may be properly addressed and the consequences of an abrupt change in policy direction can be avoided (both for Otter Tail and for those small communities who rely on Otter Tail's economic development assistance). Such an approach would also ensure that the Commission's Order in this matter reflects the factual record in the case and allow Otter Tail and other parties to

more fully develop a factual record and make policy arguments for and/or against the continuation of Otter Tail's economic development program in Otter Tail's next general rate case.

Finally, Otter Tail would like to provide answers to specific questions that were raised during the October 26 work session.

1. The entire economic development expense included in the revenue requirement is for dollars actually spent in North Dakota. The amount included in the settlement does not include any funds spent in other states. Since 1989, Otter Tail has spent in excess of \$500,000 on average annually in the State of North Dakota on economic development. (Brutlag Direct Testimony at 20).
2. The program dollars are spent on several categories pursuant to guidelines that have been developed by the Commission, including community matching grants, labor dedicated to economic development, loan pool participation and other miscellaneous expenses. (Brutlag Direct Testimony at 21).
3. To provide more detailed information on the kinds of projects that are being funded by the Otter Tail economic development program, I am attaching Otter Tail's response to Advocacy Staff's Information Request No. ND02-009. This response provides a schedule of economic development expenditures from 2005 through 2008, information on the projects that received matching grant funds, and projects planned for 2009. The intent of providing this Information Request response is to provide an overview of the recipients of economic development funds.

Otter Tail hopes that this explanation of its position on economic development is adequate to assure the Commission that approval of the existing Settlement Agreement is appropriate under the circumstances. The conditions on approval suggested above will allow for additional information to be gathered by the Commission at PIE meetings and in the company's next general rate case so that an adequate record may be developed upon which the Commission may make a fully informed decision on how it should handle economic development expenses for Otter Tail.

Should the Commission have any further questions on this matter, please feel free to contact me at any time.

Sincerely,

*/s/ Bruce Gerhardson*

Bruce Gerhardson  
Associate General Counsel  
BG/dm

Enclosures

c: Richard Savelkoul  
Annette Bendish

Otter Tail Corporation d/b/a  
OTTER TAIL POWER COMPANY  
North Dakota Case No: PU-08-862

Response to: North Dakota Public Service Commission  
Analyst: Diller\_King\_02  
Date of Request: 1/28/2009  
Date Received: 1/28/2009  
Date Due: 2/27/2009

---

Information Request No. ND 02-009

Please refer to the \$500,000 request for economic development activities as discussed on pages 18-21 of Ms. Brutlag's testimony.

- a. Provide a schedule showing the economic development expenditures made in 2005, 2006, 2007 and 2008, including a description of each project, the amount spent and the resulting benefits from that project.
- b. Provide a list of the projects expected to be undertaken in 2009, including a description of each project, the amount budgeted and the expected benefits from that project.

**RESPONSE:**

- a. See Attachment 1 to IR ND 02-009 for schedule of economic development expenditures in 2005 through 2008. Attachment 2 to IR ND 02-009 provides more information on the grant program during these years.
- b. The following is a list of projects currently planned for 2009. There are several additional projects that are not public information because of trade secrets and the completion of financing that is under review and consequently are not included here.
  1. **Finley- Grocery Store**-Construction of a new grocery store for Finley. The present facility has been condemned and is not repairable. A grant of \$10,000 will be provided for the project to match a number of other funding sources for the project. The proposed total cost of the project is \$500,000. This will retain 4 full-time jobs and add 2 full-time positions for a full service bakery. The result will be to maintain an important service in the community, provide new products presently not available, and add additional employment. It will also replace a building in disrepair and require the construction of a new facility in the community. Technical assistance has been and is being provided on the project.

Responding Witness: Bernadeen Brutlag  
Title: Manager, Regulatory Services  
Department: Regulatory Services  
Telephone: (218) 739-8289  
Date of Response: 2/24/2009

2. **Oakes-Green Vision Group-** Research the feasibility of the construction of a processing facility for the use of non-food sugar beets as a feedstock for biofuels. Irrigated acres of non-food sugar beets will be the main feed stock. The facility would be located in Oakes. A grant of \$500 will be provided to match funds from APUC and other funding resources. Construction would be underway before the end of 2009. Employment levels are estimated at 30 full-time positions. Technical assistance is being provided on the project. A company has been identified who is interested in building and owning at least two such facilities.
3. **Devils/Carrington-“Super Feeds Project”** – The construction of at least 5 feed mills in North Dakota using co-products from other food processing facilities to make a new High Value Feed. Testing is already underway at the NDSU Carrington Livestock Facility. The project has been working with a number of exporting interests and several countries on the product. Several countries have made visits to Carrington for meetings and samples. Construction of at least one facility is planned by the end of the year. A grant of not more than \$20,000 is planned for the project. To date \$500,000 has been secured for the present work.
4. **Bottineau-Green House Project-** A Center of Excellence has been approved for MSU-Bottineau for a training and production facility. Feasibility work is underway for construction of Organic Green Houses to be constructed in North Dakota. These will be Tier Two facilities providing predetermined vegetables for resale in the region and beyond. Work is underway on the project to use renewable heating systems or “Green Systems.” A \$10,000 grant is planned. Construction for the first facility is planned for the third quarter of 2009. This will create a new market, new jobs, and help use empty buildings in cities as well as rural areas.
5. A number of requests have been received in the last quarter of 2008 and the first quarter of 2009 to address line of credit issues and on going funding issues that are facing businesses in North Dakota. No grants will be provided for these projects. Technical assistance will be provided to help solve some of the problems and identify possible funding avenues. Because of the nature of the issues, the names of the companies and projects are not being provided.
6. **Tolna-Cabinet Shop-** Work is underway to use the closed Tolna School for a cabinet shop. The client presently manufactures cabinets for a number of contractors in North Dakota, Minnesota, and Canada. He is looking for a large available facility to handle product flow and inventory. A \$10,000 grant is planned for the project after the business plan is complete and financing is in place. Employment levels are projected to be 10 full-time positions at the opening of the facility and 5 additional full-time positions after 6 months. Project cost estimates are \$100,000.

Responding Witness: Bernadeen Brutlag  
Title: Manager, Regulatory Services  
Department: Regulatory Services  
Telephone: (218) 739-8289  
Date of Response: 2/24/2009

7. **Harvey-Northern Lights**-A local entrepreneur is working on a business plan for a wellness center and spa in Harvey. Work is underway on the financials. A building that has been vacant for a number of years will be remodeled and used. A \$2,000 grant is proposed for the project. The project will employ 2 full-time staff. Total project costs are estimated at \$20,000.
8. **Casselton-The Foss Shop**-Work is underway to remodel an empty build for a new auto body shop. No shop is presently located within 25 miles of Casselton. In addition, painting of some small parts will be done for several regional businesses. A grant request of \$5,000 is proposed. Total project cost estimates are \$240,000.
9. **Fair Market Housing Projects**. Several cities are working on new housing development projects to address fair market needs in the rural areas.
10. Other projects as they develop during the year.

Responding Witness: Bernadeen Brutlag  
Title: Manager, Regulatory Services  
Department: Regulatory Services  
Telephone: (218) 739-8289  
Date of Response: 2/24/2009

**ND Economic Development - 2005**

**Summary**

Grants	182,250
Labor	190,289
Loans writeoffs	-
Misc	24,950
<b>Total</b>	<b>397,489</b>

Comp	BU	CC	Acct	Sub	Activity	Proj	FERC1	FERC2	Dec-05 Bal
100	030	0020	5100	1100	0031	100020	40100	91200	14,579.56
100	030	0030	5100	1100	0031	100030	40100	91200	27,158.18
100	030	0060	5100	1100	0031	100060	40100	91200	14,216.55
100	030	0080	5100	1100	0031	100080	40100	91200	1,976.05
100	030	0620	5100	1100	0031	100620	40100	91200	128,088.62
100	030	0620	5100	1100	0031	102017	40100	91200	4,270.23
						<b>Labor</b>			<b>190,289.19</b>
100	030	0620	5101	2500	0031	100620	40100	91200	1,665.93
						<b>Misc empl expense</b>			<b>1,665.93</b>
100	020	0690	5101	2600	0031	100692	40100	91200	23.73
100	030	0020	5101	2600	0031	100020	40100	91200	40.98
100	030	0060	5101	2600	0031	100060	40100	91200	59.40
100	030	0080	5101	2600	0031	100080	40100	91200	36.36
100	030	0620	5101	2600	0031	100620	40100	91200	3,567.54
100	030	0620	5101	2600	0031	102017	40100	91200	57.93
100	030	0620	5101	2600	0031	102037	40100	91200	5.79
100	030	0690	5101	2600	0031	100693	40100	91200	24.49
						<b>Meals</b>			<b>3,816.22</b>
100	030	0620	5102	0000	0031	100620	40100	91200	12.74
100	030	0690	5102	0000	0031	100693	40100	91200	250.00
						<b>Dues, subscriptions &amp; books</b>			<b>262.74</b>
100	030	0030	5103	0000	0031	100030	40100	91200	29.58
100	030	0080	5103	0000	0031	100080	40100	91200	40.00
100	030	0620	5103	0000	0031	100620	40100	91200	8,929.39
100	030	0620	5103	0000	0031	102017	40100	91200	143.50
100	030	0620	5103	0000	0031	102037	40100	91200	144.53
						<b>Travel</b>			<b>9,287.00</b>
100	030	0620	5105	0000	0031	100620	40100	91200	850.59
						<b>Telephone</b>			<b>850.59</b>
100	030	0620	5106	1000	0031	100620	40100	91200	141.03
100	030	0020	5106	2000	0031	100020	40100	91200	10.00
100	030	0030	5106	2000	0031	100030	40100	91200	64.00
100	030	0060	5106	2000	0031	100060	40100	91200	56.00
100	030	0620	5106	3000	0031	100620	40100	91200	50.96
100	030	0620	5106	4000	0031	100620	40100	91200	120.09
						<b>Miscellaneous office exp</b>			<b>442.08</b>
100	030	0620	5110	1000	0031	100620	40100	91200	5,200.00
						<b>Professional services</b>			<b>5,200.00</b>
100	030	0030	5116	0000	0031	100030	40100	91200	3,025.00
100	030	0060	5116	0000	0031	100060	40100	91200	100.00
100	030	0690	5116	0000	0031	100693	40100	91200	182,550.00
						<b>Miscellaneous exp</b>			<b>185,675.00</b>
									<b>397,488.75</b>

**ND Economic Development - 2006**

**Summary**

Grants	153,325
Labor	197,473
Loans writeoffs	-
Misc	76,563
<b>Total</b>	<b>427,361</b>

Comp	BU	CC	Acct	Sub	Activity	Proj	FERC1	FERC2	Dec-06 Bal
100	030	0020	5100	1100	0031	100020	40100	91200	7,442.02
100	030	0030	5100	1100	0031	100030	40100	91200	28,430.01
100	030	0060	5100	1100	0031	100060	40100	91200	14,080.44
100	030	0080	5100	1100	0031	100080	40100	91200	2,148.06
100	030	0610	5100	1100	0031	102017	40100	91200	235.45
100	030	0620	5100	1100	0031	100620	40100	91200	134,310.43
100	030	0620	5100	1100	0031	102017	40100	91200	9,144.59
100	030	0300	5100	1110	0031	100060	40100	91200	666.47
100	030	0870	5100	1110	0031	100030	40100	91200	1,015.37
100	030	0030	5100	1120	0031	100030	40100	91200	1,015.37
100	030	0060	5100	1120	0031	100060	40100	91200	666.47
100	030	0300	5100	2100	0031	100060	40100	91200	(666.47)
100	030	0870	5100	2100	0031	100030	40100	91200	(1,015.37)
						<b>Labor</b>			<b>197,472.84</b>
100	030	0620	5101	2500	0031	100620	40100	91200	2,549.41
						<b>Misc empl expense</b>			<b>2,549.41</b>
100	030	0030	5101	2600	0031	100030	40100	91200	52.84
100	030	0060	5101	2600	0031	100060	40100	91200	16.00
100	030	0080	5101	2600	0031	100080	40100	91200	13.13
100	030	0620	5101	2600	0031	100620	40100	91200	3,680.36
100	030	0620	5101	2600	0031	102017	40100	91200	17.33
100	030	0690	5101	2600	0031	100693	40100	91200	7.99
						<b>Meals</b>			<b>3,787.65</b>
100	030	0030	5102	0000	0031	100030	40100	91200	300.00
100	030	0620	5102	0000	0031	100620	40100	91200	3.27
						<b>Dues, subscriptions &amp; books</b>			<b>303.27</b>
100	030	0030	5103	0000	0031	100030	40100	91200	341.26
100	030	0060	5103	0000	0031	100060	40100	91200	82.50
100	030	0620	5103	0000	0031	100620	40100	91200	11,581.24
100	030	0620	5103	0000	0031	102017	40100	91200	136.17
						<b>Travel</b>			<b>12,141.17</b>
100	030	0620	5105	0000	0031	100620	40100	91200	2,278.78
						<b>Telephone</b>			<b>2,278.78</b>
100	030	0620	5106	1000	0031	100620	40100	91200	194.34
100	030	0030	5106	2000	0031	100030	40100	91200	28.00
100	030	0060	5106	2000	0031	100060	40100	91200	34.00
100	030	0080	5106	2000	0031	100080	40100	91200	38.00
100	030	0620	5106	3000	0031	100620	40100	91200	30.00
100	030	0620	5106	4000	0031	100620	40100	91200	95.91
						<b>Miscellaneous office exp</b>			<b>420.25</b>
100	030	0620	5107	0000	0031	100620	40100	91200	11.91
						<b>Materials and Operating Supplies</b>			<b>11.91</b>
100	030	0030	5116	0000	0031	100030	40100	91200	(8,255.08)
100	030	0060	5116	0000	0031	100060	40100	91200	(200.00)
100	030	0620	5116	0000	0031	100620	40100	91200	500.00
100	030	0620	5116	0000	0031	102017	40100	91200	21.30
100	030	0690	5116	0000	0031	100693	40100	91200	210,079.18
100	070	0550	5116	0000	0031	100550	40100	91200	6,250.00
						<b>Miscellaneous exp</b>			<b>208,395.40</b>
									<b>427,360.68</b>

**ND Economic Development - 2007**

**Summary**

Grants	149,000
Labor	232,535
Loans writeoffs	-
Misc	45,973
<b>Total</b>	<b>427,508</b>

Comp	BU	CC	Acct	Sub	Activity	Proj	FERC1	FERC2	Dec-07 Bal
100	030	0020	5100	1100	0031	100020	40100	91200	4,721.58
100	030	0030	5100	1100	0031	100030	40100	91200	38,338.79
100	030	0060	5100	1100	0031	100060	40100	91200	14,277.16
100	030	0080	5100	1100	0031	100080	40100	91200	2,918.76
100	030	0090	5100	1100	0031	100090	40100	91200	1,525.23
100	030	0610	5100	1100	0031	102017	40100	91200	2,588.20
100	030	0620	5100	1100	0031	100620	40100	91200	157,682.93
100	030	0620	5100	1100	0031	102017	40100	91200	10,482.31
						<b>Labor</b>			<b>232,534.96</b>
100	030	0620	5101	2500	0031	100620	40100	91200	2,733.64
100	030	0620	5101	2500	0031	102017	40100	91200	82.14
						<b>Misc empl expense</b>			<b>2,815.78</b>
100	030	0030	5101	2600	0031	100030	40100	91200	225.44
100	030	0060	5101	2600	0031	100060	40100	91200	39.87
100	030	0620	5101	2600	0031	100620	40100	91200	4,797.17
100	030	0620	5101	2600	0031	102017	40100	91200	23.32
						<b>Meals</b>			<b>5,085.80</b>
100	030	0620	5102	0000	0031	100620	40100	91200	108.78
						<b>Dues, subscriptions</b>			<b>108.78</b>
100	030	0030	5103	0000	0031	100030	40100	91200	117.37
100	030	0620	5103	0000	0031	100620	40100	91200	9,858.55
100	030	0620	5103	0000	0031	102017	40100	91200	30.90
100	030	0690	5103	0000	0031	100693	40100	91200	1,348.91
						<b>Travel</b>			<b>11,355.73</b>
100	030	0620	5105	0000	0031	100620	40100	91200	1,971.10
						<b>Telephone</b>			<b>1,971.10</b>
100	030	0620	5106	1000	0031	100620	40100	91200	128.14
						<b>Postage and shipping</b>			<b>128.14</b>
100	030	0020	5106	2000	0031	100020	40100	91200	13.00
100	030	0030	5106	2000	0031	100030	40100	91200	529.00
100	030	0060	5106	2000	0031	100060	40100	91200	15.00
100	030	0080	5106	2000	0031	100080	40100	91200	20.00
						<b>Miscellaneous office exp</b>			<b>577.00</b>
100	030	0620	5106	4000	0031	100620	40100	91200	347.53
						<b>Other misc office expense</b>			<b>347.53</b>
100	030	0620	5107	0000	0031	100620	40100	91200	81.24
						<b>Materials and operating supplies</b>			<b>81.24</b>
100	010	0690	5116	0000	0031	100691	40100	91200	25.56
100	030	0030	5116	0000	0031	100030	40100	91200	588.00
100	030	0690	5116	0000	0031	100693	40100	91200	165,578.82
100	070	0550	5116	0000	0031	100550	40100	91200	6,250.00
						<b>Miscellaneous exp</b>			<b>172,442.38</b>
100	030	0620	5240	3000	0031	100620	40100	91200	60.00
						<b>Total</b>			<b>60.00</b>
									<b>427,508.44</b>

**ND Economic Development - 2008**

**Summary**

Grants	140,000
Labor	216,248
Loans writeoffs	-
Misc	<u>25,925</u>
Total	<u>382,173</u>

Comp	BU	CC	Acct	Sub	Activity	Proj	FERC1	FERC2	Dec-07 Bal
100	030	0030	5100	1100	0031	100030	40100	91200	42,851.88
100	030	0060	5100	1100	0031	100060	40100	91200	9,310.10
100	030	0080	5100	1100	0031	100080	40100	91200	3,012.54
100	030	0090	5100	1100	0031	100090	40100	91200	2,645.49
100	030	0610	5100	1100	0031	102017	40100	91200	1,495.85
100	030	0620	5100	1100	0031	100620	40100	91200	144,514.45
100	030	0620	5100	1100	0031	102017	40100	91200	11,669.66
100	030	0620	5100	1100	0031	102037	40100	91200	748.35
						<b>Labor</b>			<b>216,248.32</b>
100	030	0620	5101	2500	0031	100620	40100	91200	2,145.28
100	030	0690	5101	2500	0031	100693	40100	91200	2,290.00
						<b>Misc empl expense</b>			<b>4,435.28</b>
100	030	0030	5101	2600	0031	100030	40100	91200	432.49
100	030	0060	5101	2600	0031	100060	40100	91200	40.35
100	030	0620	5101	2600	0031	100620	40100	91200	3,327.36
100	030	0620	5101	2600	0031	102017	40100	91200	44.25
100	030	0620	5101	2600	0031	102037	40100	91200	55.37
						<b>Meals</b>			<b>3,899.82</b>
100	030	0620	5102	0000	0031	100620	40100	91200	610.00
						<b>Dues, subscriptions</b>			<b>610.00</b>
100	030	0620	5103	0000	0031	100620	40100	91200	8,778.42
100	030	0620	5103	0000	0031	102017	40100	91200	458.60
100	030	0620	5103	0000	0031	102037	40100	91200	126.95
						<b>Travel</b>			<b>9,363.97</b>
100	030	0620	5105	0000	0031	100620	40100	91200	1,925.02
						<b>Telephone</b>			<b>1,925.02</b>
100	030	0620	5106	1000	0031	100620	40100	91200	52.73
						<b>Postage and shipping</b>			<b>52.73</b>
100	030	0020	5106	2000	0031	100020	40100	91200	13.00
100	030	0060	5106	2000	0031	100060	40100	91200	(102.00)
						<b>Miscellaneous office exp</b>			<b>(89.00)</b>
100	030	0620	5106	4000	0031	100620	40100	91200	148.36
						<b>Other misc office expense</b>			<b>148.36</b>
100	030	0030	5116	0000	0031	100030	40100	91200	500.00
100	030	0620	5116	0000	0031	100620	40100	91200	64.65
100	030	0690	5116	0000	0031	100693	40100	91200	138,763.87
100	070	0550	5116	0000	0031	100550	40100	91200	6,250.00
						<b>Miscellaneous exp</b>			<b>145,578.52</b>
						<b>Total</b>			<b><u>382,173.02</u></b>

2005 Grant Projects	Location	Grant Project Funding	Total Project Cost	Project Description
Harvey Bakery	Harvey	4,000	145,000	Retain a business saving 2 jobs and creating 2 jobs. Technical assistance provided
Tarnel USA	Walhalla	15,000	688,500	Trailer Manufacturer retain 23 jobs add 30. Primary sector project. Technical assistance provided.
Restaurant	McVillie	2,000	15,000	Reopen café retaining important community service 12 part time jobs. Technical assistance provided
N.D. Dept of Commerce	Bismarck	500	unknown	Business and professional recruitment effort. Staff also attended event.
MCI	Pembia	25,000	2,000,000	Retain business and several hundred jobs. Worked with state on this retention project.
Schmitz Ins	Colgate	2,000	17,500	New start up business 2 jobs. Technical assistance provided.
Keller Hudson	Carrington	5,000	64,000	Inbound customer service center for the construction industry Az, Ne. Wash. Calif. Or.
Sheyenne Tooling	Cooperstown	5,000	210,000	Create 10 jobs add new equipment and increase customer base. Technical assistance provided.
Goodrich	Jamestown	20,000	9.62m	Transfer two product lines to North Dakota adding 154 jobs helped to retain facilities in North Dakota.
J.W. Grain	Garrison	2,000	20,000	Expand bean marketing business increase exports. Add 10 jobs. Technical assistance provided
Fitness Center	Washburn	2,500	95,811	Renovate abandoned building into usable facility. Add 6 jobs. Technical assistance provided
Sannes Antiques	McVillie	2,000	40,000	Use empty building to restore and sell antiques nationwide. 3 jobs. Technical assistance provided
Raendance	Langdon	10,000	127,840	On line company importers and salvage companies. 10 jobs. Technical assistance provided
Development	Hanaford	10,000	257,500	Building built to house several businesses. Added 15 jobs. Technical assistance provided.
Downtown	Walhalla	15,000	150,000	Funding for downtown improvement project. Added 10 jobs. Technical assistance provided.
Dakota Brands	Jamestown	15,000	1.5m	Construction of additional space. Expanding food product lines. Technical assistance provided.
Burbaum's	Hankinson	3,000	366,600	Maintaining of important community service. Bulk Dealer. 2 new jobs. Technical service provided

2005 Grant Projects	Location	Grant Project Funding	Total Project Cost	Project Description
Real Truck	Jamestown	10,000	1.4m	Expansion of internet marketing firm. Truck parts. 33 new jobs. Technical assistance provided.
Day Care	Carrington	2,500	138,900	Opening of needed day care services to meet business needs. Added 8 jobs.
To Market	Jamestown	5,000	410,000	Marketing patented products and design. National in scope. 3 jobs. Technical assistance provided
Vet Clinic	Cassleton	10,000	1.8m	Expansion of vet clinic. Regional in scope. Retain 31 added 16. Technical assistance provided
Correctional Facility	Rugby	10,000	7.6m	Creation of Multi County facility first of 2 grants. Technical assistance provided
Wellnes Center	Carrington	2,500	138,500	Wellness center for the region. Create 3 jobs. Technical assistance provided.
Gardendwellers	Churchs Ferry	1,000	15,000	Utilize abandon property to grow organic vegetables and fruit markets.2 jobs. Supported provided
GAIA - Mandree	Garrison	2000	8000	Relocation and Expansion of Data Entry Div of Mandree Ent. 12 jobs. Technical support provided.
Bowdon Café	Bowdon	1,250	5250	Installing Off Peak Heat to lower café's costs. Technical support provided.
Total		182,250		

2006 Grant Projects	Location	Grant Project Funding	Total Project Cost	Project Description
NPMI	New Rockford	10,000	100,000	Marketing and Accounting firm of ND made products 12 Jobs. Technical assistance provided
Sew Wild & Woody	Harvey	2,000	11,000	Makes and sells wild life theme products for resale 2FT & 2 PT jobs. Technical assistance provided
Comet Day Care	Underwood	10,000	125,000	Childcare for region service for local business 3FT 7 10PT Jobs. Technical assistance provided
Memorial Dinner	Granville	1,600	6,000	Remodel and reopen café 4FT Jobs Provides meals for Seniors. Technical assistance provided
All American Biodiesel	York	2,850	400,000	Remodel old School for plant 14 FT Jobs. Technical assistance provided
McHenry County	Rugby	500	10,000	Create a canine unit in region 1 FT Jobs. Technical assistance provided
AfterThoughts	Harvey	2,000	44,700	Refurbish old church into North Dakota products store 2 FT Jobs. Technical assistance provided.
Wrangler Foods	Buffalo	3,000	88,600	Reopen former store reuse empty building 2 FT Jobs. Technical assistance provided.
Prairie Arts Center	New Rockford	10,000	60,000	Remodel city block. Coffee shop,theater,dance studio 3 FT 15 PT Jobs. Technical assistance.
Veretry	Fessenden	2,500	115,000	Reuse abandoned building for building computers 16FT Jobs. Technical assistance provided.
Ringdahl	Jamestown	5,000	415,000	Nation wide EMSand EMT training facility 4 FT Jobs. Technical assistance provided
Firefighters	Garrison	3,000	75,000	Museum for ND Fighting Tourism stop 2 FT Jobs. Technical assistance provided.
9AB	Lisbon	10,000	500,000	Strip mall for multi businesses 40 FT Jobs. Technical assistance provided.
Corrections Facility	Rugby	10,000	7.6 m	Multi county corrections facility. Technical assistance provided.
Café	Anamoose	2,500	39,500	Reopened abandoned building for a café 3 FT Jobs. Technical assistance provided

2006 Grant Projects	Location	Grant Project Funding	Total Project Cost	Project Description
Family Store	Underwood	2,500	232,500	Reopened closed grocery store bring back services 5 FT. Technical assistance provided
Champ Ind.	Jamestown	10,000	1.2m	Expand an out of state business to ND. Makes parts for others. Technical assistance provided
Jan's Mall	Leeds	2,500	95,466	Reopen abandoned building add a RV park.3 FT Jobs. Provide technical assistance.
Maras Trucking	Enderlin	2,000	84,500	Trucking firm to service crushing plant. 3 FT Jobs. Technical assistance provided
Vision Media	Cassleiton	10,000	138,100	Move radio station from Mn.11 FT Jobs. Technical assistance provided.
Graphicbuddy	Carrington	2,000	38,000	Manufacture and install signs 2FT jobs 2 PT Job. Technical assistance provided
Native Am. Cell	Ft Totten	3,875	500,000	Repair and refurbish cell phones 40 FT. Technical assistance provided
Candiska Community Co	Ft Totten	10,000	125,000	Develop Training and production green house facility.7 FT Jobs. Technical assistance provided.
Willow Berry	Devils Lake	5,000	122,100	Internet marketing of North Dakota products. 3 FT. Technical assistance provided
Northwest Tire	Mapleton	20,000	2.m	Regional distribution center. 40 FT Jobs. Technical assistance provided
Tublicks	Wyndmere	4,500	100,000	Livestock feed product. 9FT. Technical assistance provided.
Pugsley's	Devils Lake	5,000	137,700	Test kitchen and new product development. Retain 23 add 10 FT. Technical assistance provided.
Central Cinema	Harvey	1,000	27,000	Remodel theater retaining service. 4FT jobs. Technical service provided
NDED		5000		1st installment on a 3 year pledge.
Total		158,325		

2007 Grant Projects	Location	Grant Project Funding	Total Project Cost	Project Description
Bear Creek Lodge	Vernoa	5,000	27,000	Reopen closed school building for hunting lodge space for two other businesses. 4FT, Technical assistance provided
Data Com	Cooperstown	10,000	1.1m	Software sales and implementation Co. Remodel empty building. 10 FT, technical assistance provided.
Community Store	Wimbledon	5,000	107,000	Add a bakery to present store for contract sales to other organizations. 5FT, technical assistance provided.
Equipment USA	Mapleton	25,000	2.225m	Relocate tire changing equipment company from Florida to ND. 15 FT, technical assistance provided
NP Envirofuels	Munich	5,000	91,000	Study for Biofuels facility in Munich. Will serve North Central ND. Technical assistance provided.
Dakotas Finests	Cassleton	10,000	192,000	Fine Chocolate candy facility. Plus a store front coffee shop. Fill an empty building on Main St. 4FT, technical assistance provided.
Karizma	Hankinson	1,000	70,000	Opened a new salon and spa. New building on empty lot. New service in town. 2FT, technical assistance provided.
ND Department of Commerce	Bismarck	600	Unknown	Business and professional recruitment effort. OTP attended
Renewables Group	Kindred	10,000	100,000	Feasibility study for construction of a renewable fuels or food grade oils plant.
Precision Results	Jamestown	10,000	499,023	Building expansion of present facility, to increase production and market of operation. 21 FT, technical assistance provided.
Tech Center	Leeds	5,000	137,360	Reopen closed facility for Noridan expansion to Leeds. Incoming call center 38 FT and 20 PT, technical assistance provided.
Dakota Ventures	Bottineau	1,000	300,000	Development and organization of a regional equity fund for rural North Dakota
Quality One	Devils Lake	20,000	440,000	Expansion of FL based business to ND. Reused empty bldg. 30 FT jobs, technical assistance provided.

2007 Grant Projects	Location	Grant Project Funding	Total Project Cost	Project Description
Jacobson Hardware	Rolla	5,000	96,159.00	Reopened hardware store and filled an abandon bldg, plus space for a barbershop. 6 FT, technical support provided
ND Branded Beef	Harvey	20,000	430,000	Reopened closed locker facility processing ND raised livestock. 21 FT, technical support provided.
Eagle Fisheries	Binford	4,500	112,500	Reopened closed processing facility, processing fish products for east coast markets. 8FT, technical assistance provided.
Binford Store	Binford	10,000	280,000	Reopened and rebuilt store lost to fire, maintaining community services. 3FT& 3PT, technical support provided.
Correctional Facility	Rugby	10,000	Unknown	Added additional treatment equipment and staff to present facility. 3 FT, technical support provided.
Crystal Service	Pembina	1,000	23,500	Reopend local service station. 4 FT, technical assistance provided.
Family Chiropractic	Enderlin	1,000	20,000	Filled an abandoned bldg bringing in new professional services. 2FT, technical assistance provided.
Organic Cupboard	Enderlin	1,000	90,000	Opened organic food store using empty bldg. Renewable heating system installed. 3 FT, technical support provided.
NDED		5,000		2nd installment of a pledge
Tolna Business Inc	Tolna	5,000		Will help purchase computers. Technical support provided
<b>Total</b>		<b>170,100</b>		

2008 Grant Projects	Location	Grant Project Funding	Total Project Cost	Project Description
WCCO Belting	Wahpeton	20,000	3.1m	18,000 sq ft expansion to increase the production and increase exports. 30 FT, technical assistance provided.
Wellness Center	Enderlin	5,000	125,000	To create a wellness facility to serve area businesses and employees. 2 FT, technical assistance provided
LRSC	Devils Lake	5,000	7.5m	Development of a wind facility training program at LRSC to support the new industry. 3FT
Vocation Facility	Rolla	10,000	1.115m	Construction of a new facility to address disabled adults needs. 12 FT, technical assistance provided
RHA	Rutland	7,500	372,500	Remodel and reopening of housing for the area. Saved 24 families from leaving the community. Technical assistance provided.
JSDC	Jamestown	15,000	250,000	Regional Revolving Fund for gap funding.
Gjovik Repair	Tolna	2,500	145,000	New start up repair business for farm and more. 2 FT, technical support provided.
CYC Bowling	Carrington	10,000	500,000	2 businesses. Replace destroyed alley. 8 FT, technical assistance provided.
CDC	Parshall	5,000	100,000	Develop a revolving loan fund. 2 projects funded. 5 FT, technical support provided.
Dr.s Office	Garrison	2,000	57,900	Recruit a Chiropractor and move to empty building. 2 FT, technical support provided.
Wellness Center	Garrison	2,000	100,000	Remodel abandon building. 2FT, Technical support provided.
Daycare	Washburn	5,000	50,000	Renovated old office building, needed service in region. 5 FT, technical assistance provided.
EDC	Drayton	1,000	50,000	Upgrade local housing to kick start growth. Technical assistance provided.
JSDC	Jamestown	500	5,000	Professional recruitment program.
CDC	Martin	500	10,000	Revolving loan fund to help local businesses, 2 projects funded.
Community Store	Michigan	10,000	190,000	Reopen vacated grocery to support local businesses and services. 4 FT
Daycare	Anamoose	2,000	10,000	Expanding existing service to area. 2 FT, technical assistance provided.

2008 Grant Projects	Location	Grant Project Funding	Total Project Cost	Project Description
Locker & Store	Bowdon	10,000	170,000	Reopen closed facility due to death. Needed service by hunters and locals. Technical assistance provided.
Springs Golf Course	Gwinner	5,000	1.7m	Course, club house and housing sites. 3 FT & 20 PT, technical assistance provided.
Prairie Authority	Cooperstown	15,000	1.4m	New building, houses 2 manufacturing businesses. 10 FT, technical assistance provided.
Days Gone By	Tuttle	1,500	15000 + In Kind	Local café and store front. Local and hunter needs. 4 FT.
NDED Pledge		5,000		last installment of a \$15,000 pledge.
Conac Capital Fund	Bottineau	500		Consulting fee expense
Total		140,000		