

ND Economic Development Foundation Strategic Plan Benchmark Update – October 4, 2006



Top	Target
Bottom	Latest Available

	2000	2001	2002	2003	2004	2005	2006 (YTD)
GOAL 1: Develop a Unified Front for Economic Development Based on Collaboration and Accountability							
% of local Economic Development organizations participating in state marketing strategy <i>(numbers reflect biennium totals)</i>			--	30%	40%	50%	54%
				85%		78%	55% (btd)

Site Selection Magazine ranking on ND's Department of Commerce <i>(See Footnotes for explanation)</i>				N/A	N/A	N/A	
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GOAL 2: Strengthen Linkages Between the State's Higher Education System and Economic Development Organizations & Private Businesses

Academic R&D Expenditures as a percent of Gross State Product	0.38%	0.46%	0.4%	0.4%	0.4%	0.4%	0.4%
			0.53%	0.62%	0.67%		

Industry R&D Expenditures as a percent of Gross State Product	0.47%	1.87%*	0.2%	0.4%	0.5%	0.7%	0.9%
			0.77%	1.00%			

*NSF changed survey methodology

GOAL 3: Create Quality Jobs that Retain North Dakota's Current Workforce and Attract New Skilled Labor

Net Job Growth			1,800	1,400	1,700	2,700	4,300
	3,900	1,950	150	2,800	5,250	7,100	

New Private Sector Businesses			174	77	105	162	257
	204	42	57	526	459	2,225	

Average Annual Wage			\$26,252	\$27,389	\$28,688	\$30,167	\$31,847
	\$24,683	\$25,707	\$26,550	\$27,629	\$28,987	\$29,955	

Per Capita Personal Income	\$25,106	\$25,879	\$26,427	\$28,651	\$29,021	\$31,230	
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Net Migration			2,088	662	1,302	2,768	4,410
		-6,370	-4,072	-2,077	1,350	-2,205	

Population Change		-4,901	-2,668	-520	3,257	369	
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ND Economic Development Foundation Strategic Plan Benchmark Update – October 4, 2006



	2000	2001	2002	2003	2004	2005	2006 (YTD)
GOAL 4: Create a Strong Marketing Image on the State's Numerous Strengths, Including Workforce, Education and Quality of Place							
Positive National/Out of State Media Exposure (favorable mentions)	2	7	5	12	33	26	10

Number of ND DOC Web Site Hits Per Month	N/A	16,539	18,470	24,974	30,027	8,826*	12,819
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*ITD changed method for counting hits

Number of Leads Generated by the ND DOC (numbers reflect biennium totals)		40		99		96	41 (btd)
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GOAL 5: Accelerate Job Growth in Sustainable, Diversified Industry Clusters to Provide Opportunities for the State's Economy

Net Job Growth in Manufacturing	1,100	150	-350	-150	1,050	1,250	600
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Net Job Growth in Business Services	550	-250	1,150	800	650	950	900
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Net Job Growth in Leisure and Hospitality	300	50	450	100	800	500	
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Net Job Growth in Healthcare Services	450	550	650	950	550	800	
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New Private Sector Businesses in Manufacturing	25	-1	-9	4	22	67	10
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New Private Sector Businesses in Business Services	130	77	69	124	109	411	42
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Number of Utility Patents per 100,000	13.2	15.1	11.4	8.6	8.3	11.5	24.5
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GOAL 6: Strengthen ND's Business Climate to Increase Global Competitiveness

Gross State Product (Annual Growth Rate)	5.3%	4.4%	7.3%	9.2%	4.6%	6.5% (est.)	3.3%
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Venture Capital Investments (thousands)	\$6,054	\$1,017	\$0	\$14,500	\$2,000	\$0	\$12,078
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Merchandise Export Value (per capita - based on 2000 census = 642,200)	\$975	\$1,255	\$1,338	\$1,330	\$1,569	\$1,846	\$1,528
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ND Economic Development Foundation Strategic Plan Benchmark Update – October 4, 2006



Footnotes

GOAL 1: Develop a Unified Front for Economic Development Based on Collaboration and Accountability

Share of local Economic Development organizations participating in statewide marketing strategy

- During the 2001-03 biennium, 48 developers out of 56 development organizations, or 85%, had partnered.
- During the 2003-05 biennium, 51 developers out of 65 development organizations, or 78%, had partnered.
- As of 09/29/06, 34 developers out of 62 development organizations, or 55%, had partnered.
- As the interest and effectiveness in organized economic development grows, so does the number of local organizations forming and hiring a part-time or full-time person to address economic development efforts.
- The number of total participants in the Partners in Marketing program dropped slightly for two reasons; first, we awarded fewer grants for larger amounts in the 2003-05 biennium, and second, we granted \$192,000 in the 2001-03 biennium and \$175,000 in the 2003-05 biennium.
- 15 months into the 2005-07 biennium, \$175,153.32 has been approved out of \$250,000 allocated.

Site Selection Magazine ranking on ND's Department of Commerce

- Site Selection Magazine's 2005 Competitiveness Award only lists top ten states – ND not listed and is dominated by larger states.
- In addition, we have identified several other rankings that recognize North Dakota's competitive advantages and performance. They include:

<u>Date</u>		<u>Ranking Organization</u>	<u>ND Rank</u>
May 2005	Worker's Compensation Premium Rates	Oregon Department of Consumer & Business Services	#1 lowest premiums
8/11/2005	Milken Institute Cost of Doing Business Index	Milken Institute	#2 lowest costs
5/4/2006	Best places for business and careers	Forbes	Fargo #3, Bismarck #4, Grand Forks #28 for Best Smaller Metros
5/19/2006	State Competitiveness Report 2005	Beacon Hill Institute at Suffolk University	#6 overall, #1 in infrastructure, #2 in security
May 2006	Best Cities for doing Business	Inc. Magazine	Bismarck ranked 51, Fargo 102, & Grand Forks 118 out of 393 total cities
8/15/2006	2006 Mayor's Challenge™	Expansion Management	Fargo & Grand Forks listed as 5-star Business Opportunity Metros; Bismarck listed as 4-star
8/16/2006	Best States for Business	Forbes	#13 overall, #3 in Business Costs

GOAL 2: Strengthen Linkages Between the State's Higher Education System and Economic Development Organizations & Private Businesses

Academic R&D Expenditures as a percent of Gross State Product

- Source: National Science Foundation (<http://www.nsf.gov/statistics/nsf06323/tables.htm>)

Year	Academic R&D	Gross State Product	% of GSP
2000	\$ 67,406,000	\$ 17,752,000,000	0.38%
2001	\$ 84,574,000	\$ 18,527,000,000	0.46%
2002	\$ 106,078,000	\$ 19,880,000,000	0.53%
2003	\$ 133,615,000	\$ 21,703,000,000	0.62%
2004	\$ 151,710,000	\$ 22,692,000,000	0.67%

- ND ranked fourth for fiscal year 2004 in per capita Academic R&D Expenditures
- ND had the largest percentage growth in Academic R&D Expenditures from 2000 to 2004

Industry Research & Development Expenditures as a percent of Gross State Product

- Source: National Science Foundation (<http://www.nsf.gov/statistics/nsf06314/tables/nd.pdf>)

Year	Industry R&D	Gross State Product	% of GSP
2000	\$ 83,000,000	\$ 17,752,000,000	0.47%
2001*	\$ 347,000,000	\$ 18,527,000,000	1.87%
2002	\$ 154,000,000	\$ 19,880,000,000	0.77%
2003	\$ 216,000,000	\$ 21,703,000,000	1.00%

* Beginning with 2001, the methodology to produce statistics by state was modified from previous years to address the recurring problem of large year-to-year variation in many state estimates. This variability was caused by many factors including the potential inefficiency of the sample at state levels, the rarity of R&D expenditures, and the large weights often associated with companies that report R&D in the survey for the first time. Under the new methodology, a portion of the amount of R&D reported by some companies not selected for the sample with certainty is allocated among all the states in which there was industrial activity. Note that there was no change to the methodology for estimating the number of R&D performers in each state. This estimate continued to be calculated by summing the weights of the companies that actually reported R&D activity in a given state.

GOAL 3: Create Quality Jobs that Retain North Dakota's Current Workforce and Attract New Skilled Labor

Net Job Growth

- Source: Provided by Job Service North Dakota's Labor Market Information – Current Employment Statistics (CES) – NonFarm Wage & Salary Employment(<http://www.state.nd.us/jsnd/warehouse/CES.asp>)

Year	2000	2001	2002	2003	2004	2005
Employment	327,700	329,650	329,800	332,600	337,850	344,950
Yearly Change	3,900	1,950	150	2,800	5,250	7,100

New Private Sector Businesses per 100,000

- Source: Provided by Job Service North Dakota's Labor Market Information – Quarterly Census of Employment & Wages (data derived from Employee Contribution Report, as required by the ND Unemployment Insurance filings) (<http://www.state.nd.us/jsnd/bin/lmidata.pl/industry>)
- While Angelou Economics included the "per 100,000," it is unclear how they applied this measure given the targets they also provided. Therefore, the numbers are provided straightforwardly without any application of the per 100,000.

Year	2000	2001	2002	2003	2004	2005
Total Private Ownership	21,318	21,360	21,417	21,943	22,402	24,627
Yearly Change	204	42	57	526	459	2,225

Average Annual Wage

- Source: Provided by Job Service North Dakota's Labor Market Information – Quarterly Census of Employment & Wages (data derived from Employee Contribution Report, as required by the ND Unemployment Insurance filings) (<http://www.state.nd.us/jsnd/bin/lmidata.pl/industry>)
 - o Data includes private and government

Per Capita Personal Income

- Source: U.S. Bureau of Economic Analysis (<http://www.bea.gov/bea/regional/statelocal.htm>)
- This measure includes income for self-employed, agriculture and other businesses not required to submit unemployment reports, and thus not counted in Average Annual Wage.

Net Migration & Population Change

- 2000 figures appear as an anomaly due to census versus estimates

Components of Population Change in North Dakota

Year	Population Estimate (July)	Change from Prior Year	Births	Deaths	Natural Increase	International In-Population	Movement to other States	Net Migration
2000	641,140							
2001	636,239	-4,901	7,614	5,921	1,693	687	-7,057	-6,370
2002	633,571	-2,668	7,599	5,995	1,604	753	-4,825	-4,072
2003	633,051	-520	7,780	5,994	1,786	698	-2,775	-2,077
2004	636,308	3,257	7,965	5,810	2,155	606	744	1,350
2005	636,677	369	8,068	5,506	2,562	703	-2,908	-2,205

Source: U.S. Census Population Estimates (<http://www.census.gov/popest/datasets.html>)

GOAL 4: Create a Strong Marketing Image on the State's Numerous Strengths, Including Workforce, Education and Quality of Place

Positive National/Out of State Media Exposure (favorable mentions)

- Advertising equivalency* from positive national stories (Economic Development & Finance only):
 - o 2003 - \$ 112,319
 - o 2004 - \$ 596,646
 - o 2005 - \$ 503,321
 - o 2006 ytd - \$ 93,294
 - o Total - \$1,305,580
- *determined by multiplying the size of article by the advertising rate for the publication
- Dept. of Commerce has hosted 32 business and industry journalists from 2003 through September 2006.
- Examples of news stories include the Wall Street Journal's story titled "The Great Plains" appearing on August 30, 2006 and April 7, 2006 edition of "After the Bell" on Bloomberg TV.

Number of ND DOC Web Site Hits Per Month

- While website "hits" are listed as the benchmark, unique visitors is a much more useful measure.
 - o Where 1 page with 3 files or graphics that load can count as 3 hits, a "unique visitor" is 1 individual who enters your site and is only counted once until they are inactive on for 30 minutes.
- Currently, the www.ndcommerce.com website contains the Workforce Development and Community Services division and is a portal to Economic Development & Finance and Tourism divisional websites.

Average Monthly Web Site Hits

		2000	2001	2002	2003	2004	2005	2006 YTD
Commerce Portal	ndcommerce.com	N/A	16,539	18,470	24,974	30,027	8,826	12,819 *
ED&F	growingnd.com	129,521	285,261	364,881	389,756	434,578	358,188	63,456 *
Ambassadors	luvnd.com					5,615	11,896	28,596
Tourism	ndtourism.com				2,423,817	4,019,543	262,219	425,455 *

*ITD changed their method for counting hits, making historical comparisons impossible.

Average Monthly Unique Visitors

		2000	2001	2002	2003	2004	2005	2006 YTD
Commerce Portal	ndcommerce.com			3,405	3,421	4,181	1,413	1,769 *
ED&F	growingnd.com			4,746	4,455	5,327	5,259	2,128 *
Ambassadors	luvnd.com					260	810	1,114
Tourism	ndtourism.com				15,794	25,450	28,059	34,416 *

*ITD changed their method for counting unique visitors, making historical comparisons impossible.

Number of Leads Generated by the ND DOC

- Numbers represent the 1999-2001, 2001-2003 and 2003-2005 biennium totals. Plus 2005-2007 biennium-to-date as of April 30, 2006.
- Lead, in this case, is identified as a real project where either a Request for Proposal or site visit was made by a company representative.

	1999-2001	2001-2003	2003-2005	2005-2007
Lead referrals to local economic developers and communities	40	99	96	32 (btd)

2001-2003 Out-of-State Company Expansion Announcements* in North Dakota

*note: out-of-state company expansion announcements = expansion where company headquarters or decision-making is made outside our borders.

- | | |
|--|---|
| 1. Buhler – Fargo | 10. Pemstar – Dunseith |
| 2. CBF Group – Fargo | 11. Pepsi Americas – Fargo |
| 3. Cirrus Design – Grand Forks | 12. Remington Hybrid Seed – Mapleton |
| 4. Direct Response Technologies – Beulah | 13. Ritescreen – Fargo |
| 5. Imation – Wahpeton | 14. SEI – Grand Forks |
| 6. Infinity Windows – Fargo | 15. Specialty Export Productions – Hatton |
| 7. M&K Welding – Beulah | 16. Sysco Food Services – Fargo |
| 8. Northwest Airlines – Minot | 17. Unisys Shared Service Center – Bismarck |
| 9. Northwest Alfalfa –Tioga | 18. Western Polymer – Grand Forks |

2003-2005 Out-of-State Company Expansion Announcements* in North Dakota

*note: out-of-state company expansion announcements = expansion where company headquarters or decision-making is made outside our borders.

- | | |
|---|---|
| 1. Alien Technologies – Fargo | 14. IDA Corporation – Fargo |
| 2. American Express – Dickinson | 15. La Rinascente – Hope |
| 3. AWM Staffing – Hazen | 16. Marvin Window and Doors – Grafton and Fargo |
| 4. Bobcat – Bismarck | 17. Minot Milling – Minot |
| 5. Cirrus Design – Grand Forks | 18. NavTeq – Fargo |
| 6. DataTic Technologies – Langdon and Fargo | 19. Northland Products – Finley |
| 7. Eagle Creek Software – Valley City | 20. ProAudio Partners – Cooperstown |
| 8. eTelecare Global Solutions – Minot | 21. SEI – Grand Forks, Fargo |
| 9. Goodrich Corporation – Jamestown | 22. Specialty Export Productions –Watford City Region |
| 10. Great River Energy – Underwood | 23. Tarnell USA – Walhalla |
| 11. Grizella Corp – Hebron | 24. Unisys Shared Service Center – Bismarck |
| 12. Hensley Aircraft – Devils Lake | 25. UpStream – Fargo |
| 13. Holland America – Williston | 26. Vanguard Mfg. – Cavalier |

2005-2007 Out-of-State Company Expansion Announcements* in North Dakota

*note: out-of-state company expansion announcements = expansion where company headquarters or decision-making is made outside our borders.

- | | |
|--|---|
| 1. Champ Industries – Jamestown | 6. Verety – Wishek |
| 2. FPL Energy Operating Services – Edgeley | 7. LM Glasfiber – Grand Forks |
| 3. Archer Daniels Midland Company – Velva | 8. US BioHankinson – Hankinson |
| 4. Bobcat – Fargo | 9. Trail King Industries, Inc. – West Fargo |
| 5. PPM Energy – Rugby | 10. Blue Flint Ethanol – Underwood |

- North Dakota's economic development efforts took on a new direction in 2001 with the formation of the Department of Commerce, a comprehensive marketing plan and the strategic plan the North Dakota Economic Development Foundation prepared. From November 2001 to August 2006, the following results related to our marketing efforts have been achieved, in partnership with several groups (outlined below):

1. Sixteen out-of-state business events were held with over 2,000 guests attending.
2. Four new companies have expanded their operations in North Dakota. (Either company executives attended one of these events or a guest who attended an event referred a company executive to the DOC to begin a relationship.)

3. More than 27 local or regional economic development organizations have partnered with DOC to host and sponsor these business events.
4. 1,109 individuals have signed up to be North Dakota Ambassadors.
5. Twenty business executives representing nine different North Dakota communities have spoken on behalf of the state and publicly discussed with event guests how their companies grow and prosper in North Dakota.
6. Twenty-eight businesses have contributed financially to these out-of-state marketing efforts.

GOAL 5: Accelerate Job Growth in Sustainable, Diversified Industry Clusters to Provide Opportunities for the State's Economy

Net Job Growth in Manufacturing

- Source: Provided by Job Service North Dakota's Labor Market Information – Current Employment Statistics (CES) – NonFarm Wage & Salary Employment(<http://www.state.nd.us/jsnd/warehouse/CES.asp>)

Year	2000	2001	2002	2003	2004	2005
Manufacturing Employment	23,900	24,050	23,700	23,550	24,600	25,850
Yearly Change	1,100	150	-350	-150	1,050	1,250

- Expansion Announcements since July 1, 2003

Alien Technology Corp.	Fargo	Around 300 employees; opening in 2006
Hebron Brick	Hebron	\$15 million expansion
Sioux Manufacturing	Fort Totten	20 employees
La Rinascente Pasta	Hope	15-20 employees
Cavendish Farms	Jamestown	\$2 million equipment expansion
Soaring Eagle Outerwear	Minot	30 employees
Northland Products	Finley	6-15 employees
Minot Milling	Minot	8 employees + \$7.9 million expansion
Goodrich Corporation	Jamestown	100-150 employees + \$4 million expansion
Fargo Assembly	Fargo, Lisbon, Edgeley, Ellendale, Michigan, Lehr	60 added in Fargo and 40 among other ND plants
Summer's Harvest	Colgate	10-12 employees
Superior Grains	Williston	13-40 employees
Steffes Corporation	Dickinson	45 already hired in 2004
Summers Manufacturing	Devils Lake	38,000 sf addition with 13-20 new staff
Mid-America Aviation Inc.	West Fargo	20 new employees with new contract
Metro-Trak	Cooperstown	10 employees
Tarnel USA	Walhalla	6-16 employees
Marvin Windows and Doors	Grafton, Fargo	40-80 new employee expansion
Cardinal Glass	Fargo	25-50 employee expansion; 100,000 sf
LM Glasfiber	Grand Forks	100 employee expansion
Red Trail Energy	Richardton	36 employees + \$80 million facility
Great River Energy	Underwood	30 employees + \$65 million facility
PrimeBoard Inc.	Wahpeton	7-22 employees
Northwood Mills	Northwood	9-17 employees + \$7 million facility
Bobcat Company	Bismarck	100 employees + \$9.5 million facility
Killdeer Mountain Mfg.	Killdeer	45 employees
Champ Industries	Jamestown	40 employees
Turtle Mountain Mfg.	Belcourt	15-50 employees
Trail Kind Industries	West Fargo	150 employees

Net Job Growth in Business Services

- Source: Provided by Job Service North Dakota's Labor Market Information – Current Employment Statistics (CES) – NonFarm Wage & Salary Employment(<http://www.state.nd.us/jsnd/warehouse/CES.asp>)
- Due to the recent conversion to the North American Industrial Classification System (NAICS), we are forced to make some educated inclusions of sectors formerly under the Business Services Standard Industrial Classification (SIC) that this originally measured.

Year	2000	2001	2002	2003	2004	2005
Finance and Insurance	13,600	13,700	14,850	15,200	15,400	15,600
Professional & Technical Services	9,400	9,050	9,050	9,500	9,950	10,700
Total Business Services Employment	23,000	22,750	23,900	24,700	25,350	26,300
Yearly Change	550	-250	1,150	800	650	950

- Expansion Announcements since July 1, 2003

Navteq	Fargo	60 employee expansion
Grizella Corp	Hebron	3-14 eventual employees
eTelecare Global Solutions	Minot	100 employees
ING Minot Service Center	Minot	75 employees
American Express	Dickinson	5 expansions with 170 new employees
SEI	Grand Forks	60 & 30 employee expansions
Datatic Technologies	Langdon	Up to 12 employees
AWM Staffing	Hazen	4 to start with more after a year
I C System Inc.	Fargo	100 employees and add 5,000 sf
Laducer & Associates	Belcourt	Opened with 40, 150 by 2005
Noridian Administrative Services	Fargo	\$7.1 million addition and 44 staff
Upstream	Fargo	20 employee expansion
Upstream (2 nd expansion)	Fargo	170 employee expansion
Midwest Telemark Int'l	Fessenden	24-30 employees
Amazon.com	Grand Forks	100-200 employee expansion
Eagle Creek Software	Valley City	20-100 employees
Holland America	Williston	34 + 15 employees

Net Job Growth in Leisure and Hospitality

- Most tourism businesses are found in this sector.
- Source: Provided by Job Service North Dakota's Labor Market Information – Current Employment Statistics (CES) – NonFarm Wage & Salary Employment(<http://www.state.nd.us/jsnd/warehouse/CES.asp>)

Year	2000	2001	2002	2003	2004	2005
Leisure & Hospitality Employment	29,350	29,400	29,850	29,950	30,750	31,250
Yearly Change	300	50	450	100	800	500

Net Job Growth in Healthcare Services

- Source: Provided by Job Service North Dakota's Labor Market Information – Current Employment Statistics (CES) – NonFarm Wage & Salary Employment(<http://www.state.nd.us/jsnd/warehouse/CES.asp>)

Year	2000	2001	2002	2003	2004	2005
Healthcare and Social Assistance	42,400	42,950	43,600	44,550	45,100	45,900
Yearly Change	450	550	650	950	550	800

New Private Sector Businesses in Manufacturing

- Source: Provided by Job Service North Dakota's Labor Market Information – Quarterly Census of Employment & Wages (data derived from Employee Contribution Report, as required by the ND Unemployment Insurance filings) (<http://www.state.nd.us/jsnd/bin/lmidata.pl/industry>)

Year	2000	2001	2002	2003	2004	2005
Manufacturing	799	798	789	793	815	882
Yearly Change	25	-1	-9	4	22	67

New Private Sector Businesses in Business Services

- Source: Provided by Job Service North Dakota's Labor Market Information – Quarterly Census of Employment & Wages (data derived from Employee Contribution Report, as required by the ND Unemployment Insurance filings) (<http://www.state.nd.us/jsnd/bin/lmidata.pl/industry>)
- Due to the recent conversion to the North American Industrial Classification System (NAICS), we are forced to make some educated inclusions of sectors formerly under the Business Services Standard Industrial Classification (SIC) that this originally measured.

Year	2000	2001	2002	2003	2004	2005
Finance and Insurance	1,513	1,523	1,538	1,605	1,649	1,792
Professional & Technical Services	1,490	1,557	1,611	1,668	1,733	2,001
Total Business Services	3,003	3,080	3,149	3,273	3,382	3,793
Yearly Change	130	77	69	124	109	411

Number of Utility Patents per 100,000

- Source U.S. Patent and Trademark Office (<http://www.uspto.gov/web/offices/ac/ido/oeip/taf/reports.htm>)
- It is assumed that the "per 100,000" by Angelou is relative to population. 6.42 was used for the per 100,000 conversion (642,000 - 2000 Census)

Year	2000	2001	2002	2003	2004	2005
Utility Patents	85	97	73	55	53	74
Per 100,000	13.2	15.1	11.4	8.6	8.3	11.5

GOAL 6: Strengthen ND's Business Climate to Increase Global Competitiveness

Gross State Product (Annual Growth Rate)

Year	ND GSP (Millions of current dollars)	Annual \$ Change (Millions)	Annual % Change	Notes
2000	\$ 17,752	\$ 899	5.3%	
2001	\$ 18,527	\$ 775	4.4%	
2002	\$ 19,880	\$ 1,353	7.3%	
2003	\$ 21,703	\$ 1,823	9.2%	4th largest percentage growth over 2002 among states in U.S.
2004	\$ 22,692	\$ 989	4.6%	
2005	\$ 24,178	\$ 1,486	6.5%	7 th largest percentage growth since 2000 among states in U.S.

2004 North Dakota Industry Detail (latest available)

Total Gross State Product (millions of current dollars)	2004 \$ 22,692	% 100%
Agriculture, forestry, fishing, and hunting	\$ 1,405	6%

Mining	\$ 580	3%
Utilities	\$ 631	3%
Construction	\$ 1,088	5%
Manufacturing	\$ 2,036	9%
Wholesale trade	\$ 1,833	8%
Retail trade	\$ 1,703	8%
Transportation and warehousing, excluding Postal Service	\$ 882	4%
Information	\$ 861	4%
Finance and insurance	\$ 1,398	6%
Real estate, rental, and leasing	\$ 2,039	9%
Professional and technical services	\$ 722	3%
Management of companies and enterprises	\$ 198	1%
Administrative and waste services	\$ 365	2%
Educational services	\$ 100	0%
Health care and social assistance	\$ 2,035	9%
Arts, entertainment, and recreation	\$ 115	1%
Accommodation and food services	\$ 559	2%
Other services, except government	\$ 553	2%
Government	\$ 3,588	16%

Source: Bureau of Economic Analysis, U.S. Department of Commerce (<http://www.bea.gov/bea/regional/gsp.htm>)

Venture Capital Investments

Venture Capital Investments in North Dakota Companies

Year - Qtr	Investment Amount	# of Deals
2000 - 3	\$ 6,054,000	1
2001 - 2	\$ 1,017,000	1
2003 - 1	\$ 7,000,000	1
2003 - 4	\$ 7,500,000	1
2004 - 1	\$ 2,000,000	1

Source: The MoneyTree™ Report by PricewaterhouseCoopers and the National Venture Capital Association based on data from Thomson Financial (<http://www.pwcmoneytree.com>)

Merchandise Export Value (per capita)

U.S. Merchandise Exports by State

Year	ND Merchandise Exports	Annual Percent Change	2000 Population	Merchandise Export Value Per Capita
2000	\$ 625,917,000	-10.48%	642,200	\$ 975
2001	\$ 806,110,000	28.79%	642,200	\$ 1,255
2002	\$ 859,383,000	6.61%	642,200	\$ 1,338
2003	\$ 854,072,000	-0.62%	642,200	\$ 1,330
2004	\$ 1,007,927,000	18.01%	642,200	\$ 1,569
2005	\$ 1,185,397,000	17.61%	642,200	\$ 1,846

Sources: Office of Trade and Industry Information (OTII), Manufacturing and Services, International Trade Administration, U.S. Department of Commerce (<http://tse.export.gov/>)