

ND Economic Development Foundation Strategic Plan Benchmark Update – January 9, 2007



Top	Target
Bottom	Latest Available

	2000	2001	2002	2003	2004	2005	2006
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%	66% (btd)

Site Selection Magazine ranking on ND's Department of Commerce (See Footnotes for explanation)							
				N/A	N/A	N/A	

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			0.4%	0.4%	0.4%	0.4%	0.4%
	0.38%	0.46%	0.53%	0.62%	0.67%		

Industry R&D Expenditures as a percent of Gross State Product			0.2%	0.4%	0.5%	0.7%	0.9%
	0.47%	1.87%*	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
	22	-94	98	365	625	639	

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
		-6,196	-4,078	-2,366	1,428	-3,498	-1,277

Population Change		-4,844	-2,700	-1,029	3,228	-1,243	1,262
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	2000	2001	2002	2003	2004	2005	2006
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	23

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	140	160	175	190	205
				99		96	46 (btd)

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	9	-18	-8	9	26	18	10
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New Private Sector Businesses in Business Services	75	81	78	77	174	143	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 Domestic Product by State (Annual Growth Rate)	5.3%	4.4%	7.3%	9.2%	4.6%	7.5%	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 – January 9, 2007



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 12/31/06, 41 developers out of 62 development organizations, or 66%, had partnered.
- As of 12/31/06, \$194,819.02 has been approved out of \$250,000 allocated for the 2005-07 biennium.

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>
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
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
October 2006	Worker's Compensation Premium Rates	Oregon Department of Consumer & Business Services	#1 lowest premium rate
12/19/2006	State Competitiveness Report 2006	Beacon Hill Institute at Suffolk University	#5 overall, #1 in infrastructure

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 in 2001, the sampling and estimation methodologies used to produce state estimates were modified from previous years to yield better accuracy and precision and to reduce erroneous fluctuations in year-to-year estimates due to small sample sizes of R&D performers by state. The new sampling methodology selects known R&D performers with a higher probability than nonperformers and selects with certainty the largest 50 companies in each state based on payroll thus providing more coverage of R&D performers.

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.”
- Due to methodology changes instituted in 2005, worksite data are now reported as a unique count of worksites in business at any time during the calendar year, rather than a four-quarter annual average; this change in methodology conforms to the way quarterly data are collected, processed, and reported. These numbers reflect the methodology change applied to previous years, but the website does not.

Year	2000	2001	2002	2003	2004	2005
Total Private Ownership	22,994	22,900	22,998	23,363	23,988	24,627
Yearly Change	22	-94	98	365	625	639

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

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

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	641,193							
2001	636,349	-4,844	7,691	5,959	1,732	759	-6,955	-6,196
2002	633,649	-2,700	7,681	5,996	1,685	440	-4,518	-4,078
2003	632,620	-1,029	7,862	5,996	1,866	-287	-2,079	-2,366
2004	635,848	3,228	8,081	5,851	2,230	1048	380	1,428
2005	634,605	-1,243	8,300	5,681	2,619	602	-4,100	-3,498
2006	635,867	1,262	8,380	5,886	2,494	836	-2,113	-1,277

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 - \$ 466,225
 - o Total - \$1,678,511
- *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.
- Example of a news story includes the Wall Street Journal's front page story titled "Energy Boom Lifts Small -Town Hope on Northern Plains" appearing on December 1, 2006.

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	
Commerce Portal	ndcommerce.com	N/A	16,539	18,470	24,974	30,027	8,826	14,992	*
ED&F	growingnd.com	129,521	285,261	364,881	389,756	434,578	358,188	44,547	*
Ambassadors	luvnd.com					5,615	11,896	29,706	
Tourism	ndtourism.com				2,423,817	4,019,543	262,219	421,555	*

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

Average Monthly Unique Visitors

		2000	2001	2002	2003	2004	2005	2006	
Commerce Portal	ndcommerce.com			3,405	3,421	4,181	1,413	1,984	*
ED&F	growingnd.com			4,746	4,455	5,327	5,259	1,956	*
Ambassadors	luvnd.com					260	810	1,217	
Tourism	ndtourism.com				15,794	25,450	28,059	32,739	*

*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 December 31, 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	46 (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.

- | | |
|--|--|
| <ol style="list-style-type: none"> 1. Buhler – Fargo 2. CBF Group – Fargo 3. Cirrus Design – Grand Forks 4. Imation – Wahpeton 5. Infinity Windows – Fargo 6. M&K Welding – Beulah 7. Northwest Airlines – Minot 8. Pemstar – Dunseith | <ol style="list-style-type: none"> 9. Pepsi Americas – Fargo 10. Remington Hybrid Seed – Mapleton 11. Ritescreen – Fargo 12. SEI – Grand Forks 13. Specialty Export Productions – Hatton 14. Sysco Food Services – Fargo 15. Unisys Shared Service Center – Bismarck 16. 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.

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|--|--|
| <ol style="list-style-type: none"> 1. Alien Technologies – Fargo 2. American Express – Dickinson 3. AWM Staffing – Hazen 4. Bobcat – Bismarck 5. Cirrus Design – Grand Forks 6. Eagle Creek Software – Valley City 7. eTelecare Global Solutions – Minot 8. Goodrich Corporation – Jamestown 9. Great River Energy – Underwood 10. Grizella Corp – Hebron 11. Hensley Aircraft – Devils Lake 12. Holland America – Williston | <ol style="list-style-type: none"> 13. IDA Corporation – Fargo 14. La Rinascente – Hope 15. Marvin Window and Doors – Grafton and Fargo 16. Minot Milling – Minot 17. NavTeq – Fargo 18. Northland Products – Finley 19. ProAudio Partners – Hannaford 20. SEI – Grand Forks, Fargo 21. Specialty Export Productions – Watford City Region 22. Tarnell USA – Walhalla 23. Unisys Shared Service Center – Bismarck 24. UpStream – Fargo |
|--|--|

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.

- | | |
|---|--|
| <ol style="list-style-type: none"> 1. Champ Industries – Jamestown 2. FPL Energy Operating Services – Edgeley 3. Archer Daniels Midland Company – Velva 4. Bobcat – Fargo 5. PPM Energy – Rugby 6. Verety – Wishek 7. LM Glasfiber – Grand Forks | <ol style="list-style-type: none"> 8. US BioHankinson – Hankinson 9. Trail King Industries, Inc. – West Fargo 10. Enviro Shield Products – Williston 11. ADI Manufacturing – Mayville 12. Nova CTI – Belcourt 13. Blue Flint Ethanol – Underwood |
|---|--|

- During 2006, the Department of Commerce began research and subsequent planning for its first out-of-state workforce recruitment event. The event, called Experience North Dakota, was held in St. Paul, MN, on Nov. 18. The results were overwhelmingly positive and plans are now underway for another Experience North Dakota event in Denver in May 2007. Preliminary results from the St. Paul event include:

1. 439 total guests in attendance
2. 28 North Dakota exhibits
3. About 260 job seekers
4. 14 new Ambassadors signed up

Commerce is also tracking the number of follow up interviews conducted and the number of people hired. In addition, those North Dakota leaders who completed evaluations of the event unanimously said they would consider joining the Department of Commerce for similar events.

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
Missouri River Ag	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. (Masonite)	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 King Industries	West Fargo	150 employees
Killdeer Mountain Mfg.	Dickinson	100 employees
LM Glasfiber	Grand Forks	200 employee expansion
Spiritwood Energy LLC	Spiritwood	40 employees + \$157 million facility
JLG Industries	Oakes	20 employees expansion

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 conversion to the North American Industrial Classification System (NAICS), we made 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
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>)
- Data has been revised from previous reports due to a change in methodology.

Year	2000	2001	2002	2003	2004	2005
Manufacturing	855	837	829	838	864	882
Yearly Change	9	-18	-8	9	26	18

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 made some educated inclusions of sectors formerly under the Business Services Standard Industrial Classification (SIC) that this originally measured.
- Data has been revised from previous reports due to a change in methodology.

Year	2000	2001	2002	2003	2004	2005
Finance and Insurance	1,595	1,652	1,642	1,673	1,777	1,792
Professional & Technical Services	1,645	1,669	1,757	1,803	1,873	2,001
Total Business Services	3,240	3,321	3,399	3,476	3,650	3,793
Yearly Change	75	81	78	77	174	143

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 Domestic Product by State (Annual Growth Rate)

- The Bureau of Economic Analysis renamed Gross State Product (GSP) on October 26, 2006 to Gross Domestic Product (GDP) by state.

Year	ND GDP (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	\$ 24,397	\$ 1,705	7.5%	7 th largest percentage growth since 2000 among states in U.S.

2005 North Dakota Industry Detail (latest available)	2005	% of total
Total Gross Domestic Product by State (millions of current dollars)	\$ 24,397	100%

Agriculture, forestry, fishing, and hunting	\$	1,472	6%
Mining	\$	812	3%
Utilities	\$	661	3%
Construction	\$	1,144	5%
Manufacturing	\$	2,205	9%
Wholesale trade	\$	1,982	8%
Retail trade	\$	1,795	7%
Transportation and warehousing, excluding Postal Service	\$	992	4%
Information	\$	925	4%
Finance and insurance	\$	1,463	6%
Real estate, rental, and leasing	\$	2,143	9%
Professional and technical services	\$	827	3%
Management of companies and enterprises	\$	199	1%
Administrative and waste services	\$	412	2%
Educational services	\$	107	0%
Health care and social assistance	\$	2,194	9%
Arts, entertainment, and recreation	\$	123	1%
Accommodation and food services	\$	600	2%
Other services, except government	\$	591	2%
Government	\$	3,751	15%

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