

Five Thriving Minnesota Communities: *Bemidji*



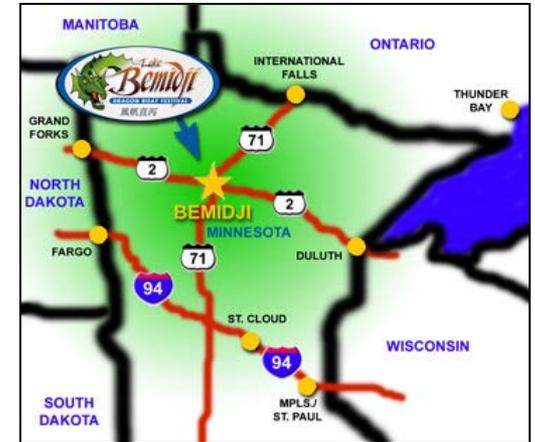
Management
Analysis
& Development

Bemidji



Bemidji Leads!

- First city on the Mississippi River and becoming the Northern Minnesota 'hub' of healthcare, commerce and education
- Repositioning itself – developing solid businesses, capitalizing on demographics, significant and gains in education, health services, and infrastructure-contingent technology businesses



Institute of Technology, Entrepreneurship and Innovation

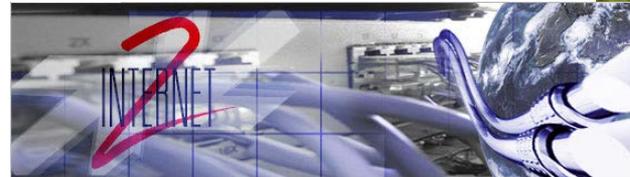
- Services provided by Bemidji State's College of Business, Technology and Communication
- Friendly front-door for the region's businesses, entrepreneurs, and technology innovators
- Technical assistance and customized training, on- and off-campus
 - Industrial and engineering design, prototype engineering
 - Healthcare and business management
 - Cost analysis and market research assistance



Infrastructure

■ Transportation

- Bemidji area has 8 trucking firms that handle freight shipping needs in the region and around the entire U.S.
- US Federal highways 2 and 71 intersect in Bemidji, provide east-west and north-south access
- Jefferson Bus Lines provides inter-city transportation, and two transit systems meet intra-city transportation needs



■ Telecommunications

- 3 advanced telecommunications providers in Greater Bemidji
- The City is fully wired with fiber optics that can meet almost any business' need for high-speed connectivity
- Bemidji State U – portal connection to **Internet2** enables high-end research and telecommunications work for qualified companies

Selected Industry Projections

Projected 7.6% growth (2009-2019), all industries

	2009 Jobs	2009-2019 percent change	Numeric Change	Total Projected Jobs
Educational Services	21,655	3.2%	690	22,345
Health Care (ambulatory health care services, nursing and residential care facilities, hospitals)	29,253	23.3%	6,818	36,071
Professional & Business Services, Professional & Technical Services	13,706	22%	3,004	16,710
Leisure & Hospitality	24,330	7.5%	1,833	26,163

DEED analysis 2011, Minnesota's Northwest Planning Region

EXB Solutions, Inc.

- Systems engineering services – tests for high-reliability and safety-critical systems in the aerospace, defense, and medical industries
- Customers based throughout the US; HQ in Bemidji, other offices in Wayzata, MN; Phoenix; and Huntsville, AL
- Federal HUB Zone certification



EXperience Based Solutions™
EXB's Engineering Services are Focused on High-Reliability & Safety-Critical Systems

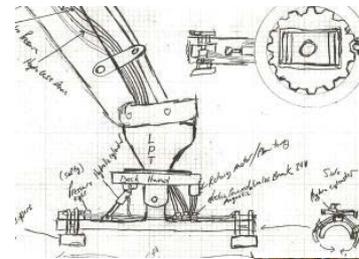
EAPC

- One of the top 200 fastest growing architecture, engineering, wind energy consulting and construction management firms in the United States
- Offices in North Dakota; Bemidji, Minnesota; and Vermont
- Clients across the US and Canada – wind energy, heavy industry, commercial architecture, forensic engineering



LaValley Industries

- Innovative pipe handling solutions for pipeline and directional drilling industries: the Deckhand
- Growing multi-million dollar company
- Supported by DEED's small business development center, IDEA award from the Northwest Minnesota Foundation, and a \$250,000 loan from a local bank
- Designed and manufactured in Bemidji
- Internationally distributed across the US, Canada Australia



Forest and Paper Products

National and international forest & paper-product companies

- **Potlatch Corporation**

- HQ in Washington State
- Manufacturing facilities in MN, AR, ID, MI
- 223 thousand acres of forestland in Minnesota
- 2010 revenues \$540 million

- **Dacotah Paper Company**

- **Norbord, Inc.**

- **International Paper**

Northwest Technical College



Antonio Oquias from Fotolia.com

Natural resources and mining, agriculture, forestry, fishing & hunting	2009 Jobs	2009-2019 percent change	Numeric Change	Total Projected Jobs
	9,504	2.3%	221	9,725

Sanford Health of *NOW* Northern Minnesota: *HIRING*

- Regional healthcare rival to the Mayo Clinic; research and care
- Sanford investing \$70 million in Bemidji complex in next 10 years
 - 2 medical centers, 8 clinics
 - 14.4 thousand square miles served; pop: 142,500
 - 1,500 employees; 125 physicians and advanced practice providers
 - 143 licensed beds
- Centers of excellence in cancer, pediatrics, heart, orthopedics & sports, women's health
- Sanford is the largest, rural, non-profit health care system in the nation with presence in 8 states, Belize, Ireland; HQ in the Dakotas



Regional Government Center

Approx. 3,000 public administration employees¹

- US Federal Building and other federal offices
 - FBI (Minneapolis satellite office)
 - Bureau of Indian Affairs, Indian Health Service MN District Office
 - Dept. of Navy; Dept. of Defense, Defense Security Services
 - US Dept. of Energy
 - US Drug Enforcement Administration, Diversion Investigators
 - US DOT FAA Vortac Facility, Airports District Office
 - USDA, Agriculture Service Center, Wildlife Services

- Beltrami County seat

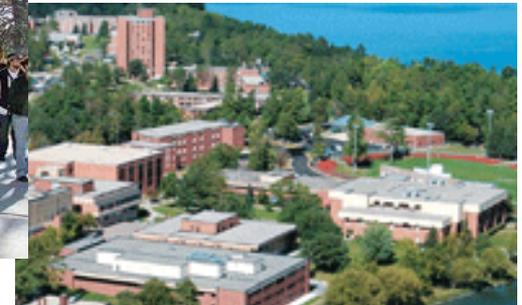


¹US Census 2005-09 ACS,
60-mile catchment area

Bemidji State University

Minnesota State Colleges & Universities

- “Top-tier” Midwest university (U.S. News and World Report)
- Enrollment: 5,300 undergraduate and graduate students
- Students hail from 45 states; hundreds of students from 40 countries
- Stand-out for writing programs and conferences, with a focus on technical writing and new media
- Eco-friendly campus; programs in aquatic biology, environmental studies; nationally-recognized Outdoor Program Center
- Active exchange programs with European, Malaysian, & South Korean universities
- Vibrant arts programs



Northwest Technical College

- Focused, technology-based education
- 1,600 students; associated degrees & certificates
- Community/business customized training
- Innovative sustainability living programs
 - Sustainable Environment Technologies
 - Design, integrate and maintain renewable and traditional energy systems
 - Renewable Energy Entrepreneurship
 - Technical & small business skills
 - Wind Energy



Concordia Language Village

Premiere language & cultural immersion program in the US

- Programs for pre-schoolers to seniors, families; professionals and educators; summer camp 7-18
- ~ 9,500 participants annually from all 50 states and 40+ countries (2009-10)
- 900 summer staff from 30+ countries, including China, Japan, Egypt, South Korea, Central and South America, Africa, the Netherlands, Europe
- 800-acre site on the shore of Turtle River Lake
- 15 languages, including German, French, Spanish, Norwegian, Russian, Nordic languages, Chinese, Japanese, Korean, English, Italian, and Arabic
- Total revenue: \$13 million (Operating and gifts – 2009-10)
- Visits and support from the UN and dignitaries from 15+ countries
- 2.35% of BJI enplanements



Natural Destination

- Connected to pristine woodlands and lake region through network nationally known trails, road systems, the **Mississippi headwaters** and Lake Bemidji
- Itasca State Park, Lake Bemidji State Park and Chippewa National Forest
- Lakes; biking, hiking, fishing, canoeing, camping and golf
- Resorts and cabins



Destination	Annual visitors (2010)
Itasca State Park	550,599
Lake Bemidji State Park	151,678

Arts, History & Culture

- Red Lake and Leech Lake summer Pow Wows
- Art galleries and festivals; live theatre and summer stock; opera; chorale, symphony & jazz; coffee house music
- Bemidji Community Art Center
 - Juried fine arts festival, “Art in the Park”
 - 2-day festival every summer, since 1967
 - 120 artists and 8,000 visitors from across the country



March 2012

Management Analysis & Development
Minnesota Management & Budget

Sports & Events

- **Sanford Center** – new center for social, cultural and recreational events in north-central Minnesota
 - Serves the broader region, expected to have a \$13 million annual impact on the economy of north-central Minnesota
 - Seats 4,000 to 6,000 for concerts, conventions, trade shows, festivals, and NCAA hockey
- “Curling Capital – USA”
 - Home of many U.S. Curling Olympic athletes
- Youth and Collegiate Division 1 Hockey
- Polar Plunge! and week-long sports events on frozen Lake Bemidji, and a 5K



Population Features

Education

	Beltrami County	United States
Associate's degree	9.3%	7.5%
Bachelor's degree	18.4%	17.6%
Graduate/professional degree	10.7%	10.3%
Post-secondary degrees TOTAL	38.4%	35.4%
H.S. graduate or higher	89%	85%

Household Income

(Beltrami County)

	Count	Percent
\$50,000 - \$74,999	3,413	20.4%
\$75,000 - \$99,999	1,905	11.4%
\$100,000 - \$149,999	1,518	9.1%
\$150,000 - \$199,999	275	1.6%
\$200,000+	250	1.5%
TOTAL	7,361	44%

US Census 2006-10
American Community Survey

Marketing Opportunities

- **Education** – international travel, specials/student fares to fly home or attract families to visit
- **Arts & Festivals** – packages to bring tourists to the area
- **Highlight recreation and parks**, year-round outdoor activities
- **Engage growing business community** and economic development organizations