



NORTH DAKOTA SMALL BUSINESS DEVELOPMENT CENTERS

Your Ideas - Our Expertise - Your Success



2023 Annual Year End Report Williston Regional Center

WILLISTON STATE COLLEGE SBDC PERFORMANCE

	<u>2022</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>	<u>4 Yr Total</u>	<u>Avg/Year</u>
Clients Served	436	387	352	301	1,476	369
Sessions	N/A	1,123	1,422	1,111	3,656	914
Service Hours	1,972	1,905	1,501	1,401	6,779	1,695

LOANS FOR THE REGION

<u>Service Area</u>	<u>2022</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>	<u>4 Yr Total</u>	<u>Avg/Year</u>
ND Address	66,790,000	37,774,659	53,630,000	22,364,861	\$180,559,520	\$45,139,880
Out of State	\$0	\$0	\$0	\$0	\$0	\$0
Total	\$66,790,000	\$37,774,659	\$53,630,000	\$22,364,861	\$180,559,520	\$45,139,880

* All projects are in the region. The category is the home address of the client.

	<u>2022</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>	<u>4 Yr Total</u>	<u>Avg/Year</u>
New Business Started	44	23	39	30	92	23
Relocation	1	1	2	2	5	1
Expansion	27	15	17	12	44	11
Retention	2	1	1	0	2	1
Purchase	0	1	1	1	3	1
Purchase (1st Time Owner)	2	4	0	3	7	2
Jobs Created	160	123	138	161	422	106
Jobs Retained	10	6	50	587	643	161
Jobs Supported	2212	2526	1335			
Disaster	-	112	19			

<u>Clients Are:</u>	<u>2022</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>
Male	52%	53%	59%	58%
Female	48%	47%	41%	42%
In Business	63%	64%	65%	57%
New Business				
Not Yet Started	31%	32%	35%	43%

<u>Business Organization</u>	<u>2022</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>
Sole Proprietorship	10%	10%	10%	10%
Partnership	1%	1%	1%	3%
Corporation	3%	3%	4%	2%
S. Corporation	6%	6%	6%	5%
LLC	53%	47%	50%	44%
Non-Profit Corp.	1%	1%	1%	0%
Not Set	19%	30%	27%	0%
Undecided	7%	2%	1%	37%

<u>Business Type</u>	<u>2022</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>
Construction	8%	6%	5%	4%
Manufacturing	2%	1%	2%	
Retail Trade	15%	10%	13%	13%
Real Estate	2%	2%	0%	1%
Health/Social	4%	5%	3%	3%
Food Services	14%	10%	15%	14%
Other Services	14%	14%	20%	15%
Transportation	8%	7%	10%	13%
Art, Rec & Ent.	5%	3%	4%	
Mining	6%	3%	4%	
Undecided	10%	8%	11%	30%



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	<u>Clients 2022</u>	<u>Clients 2021</u>	<u>Clients 2020</u>	<u>Clients 2019</u>	<u>4 Yr Total</u>	<u>Avg/Year</u>
Williams County	355	318	266	223	1162	291
McKenzie County	52	36	53	55	196	49
Divide County	13	12	19	15	59	15
Burke County	2	2	1	3	8	2
Mountrail County	2	2	0	0	4	1
North Dakota	12	17	13	5	47	12
Out of State	-	-	-	-	-	-
Total	436	387	352	301	1476	369

TOTAL DOLLARS AWARDED

	<u>Econ Activity 2022</u>	<u>Econ Activity 2021</u>	<u>Econ Activity 2020</u>	<u>Econ Activity 2019</u>	<u>4 Year Total WSC Center</u>	<u>4 Year Average</u>
SBA & Bank Loans	\$43,859,718	\$26,148,605	\$36,179,812	\$22,364,881	\$128,553,016	\$32,138,254
Other Capital	\$8,200,293	\$3,301,760	\$3,049,136	\$2,073,950	\$16,625,139	\$4,156,285
Equity Raised	\$14,733,153	\$8,324,294	\$14,401,052	\$10,152,851	\$47,611,350	\$11,902,838
Total	\$66,793,164	\$37,774,659	\$53,630,000	\$34,591,682	\$192,789,505	\$48,197,376
COVID -PPD & EIDL		\$25,000	\$13,243,035			

* Includes housing and community projects.

Williston Regional Center

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Contributing funders for the WSC SBDC Office

- Williston Economic Development (STAR Fund)
- Williston Area Chamber of Commerce
- Williston State College Foundation
- American State Bank
- Bank of Tioga
- BNC Burke-Divide Electric Cooperative
- City of Tioga
- Divide County EDC
- Divide County JDA
- Farmers State Bank - Crosby
- First International Bank - Williston and Watford City
- First National Bank and Trust -Williston and Crosby
- Cornerstone Bank of New Town
- Cornerstone Bank of Watford City
- McKenzie County JDA
- Northwest Communications Cooperative
- Nemont Telephone
- Reservation Telephone
- Tri-County Regional Development Council
- Western Cooperative Credit Union

A big thank you to the SBDC contributors whose help is crucial to the strength and performance of the Williston State College SBDC Center.