



INDUSTRY FACTS

**\$5.66
BILLION**
INDUSTRY
OUTPUT 2023
PER BEA

**108% GDP
GROWTH**
2012-2023
PER BEA

82%
OF ND EXPORTERS
ARE SMALL
BUSINESSES

7.6%
OF STATE GDP PER
2023 BEA STATS

Updated 1.08.2025



MANUFACTURING OPPORTUNITIES

Advanced manufacturing companies doing business in North Dakota include Doosan (Bobcat), John Deere, CNH Industrial, Air Liquide and Caterpillar.

Due to an abundance of energy, a skilled workforce, and a business-friendly climate (due in part to being the only state in the nation with its own state bank), North Dakota has enjoyed robust expansion in primary sector activity. Strong market growth, both domestically and internationally, has contributed to a healthy manufacturing economy.

Manufacturing and technology-based businesses in North Dakota face a serious threat from international competition. North Dakota manufacturers are not immune to the pressures of globalization and competition.

The Department of Commerce has concluded, through its work with manufacturing leaders and associations across the state, that future expansion of our manufacturing sector will come not from substantial labor growth, but rather from innovation and productivity gains, as well as a strong focus on developing foreign markets. State policy has been put into place to help stimulate and incentivize growth in this area.

PARTNERS

North Dakota Trade Office

The North Dakota Trade Office (NDTO) continues to increase its efforts to expand North Dakota's exports to high-demand foreign markets. In 2023, North Dakota led the nation in export growth, with a 45% increase over the previous year. Continued support and funding for the NDTO are essential to continued market growth for our state's manufacturers, producers, and exporters. Find more information at www.NDTO.com.

Impact Dakota

Impact Dakota is dedicated to providing world-class support and services to our friends and neighbors at North Dakota manufacturing and ag-processing companies. Our team of manufacturing industry experts conducts detailed needs assessments, outlines potential solutions, and provides technical assistance that delivers significant financial impacts. In 2024, our clients reported impressive results from the projects support provided by Impact Dakota, including \$126.1M in total sales retained/gained, 781 jobs retained/gained, \$2.2M in total cost savings, and \$6.3M in total new investments. As the official representative of the MEP National Network in North Dakota, we are a key part of the U.S. Department of Commerce's nationwide Manufacturing Extension Partnership (MEP) network, which is integral to the United States Manufacturing Sector Infrastructure.

TRADE AND TRANSPORT BY THE NUMBERS



Two foreign trade zones



Two Canada-Mexico trade corridors



Top five export markets Canada, Mexico, Australia, Czech Republic, Germany



Five international airports



Two major interstates I-94 East/West and I-29 North/South



Two Mainline Railroads Burlington Northern Santa Fe and Canadian Pacific



Manufacturers in North Dakota account for **7.6% of the total output** in the state, employing 6.8% of the workforce.

Areas of service include, but are not limited to:

- **Workforce Development** — Enhancing skills and capabilities to meet the demands of modern manufacturing.
- **Advanced Manufacturing** — Implementing cutting-edge technologies and processes to improve efficiency and innovation.
- **Supply Chain Optimization** — Streamlining purchasing, supplier quality, and logistics to reduce risks & ensure a robust supply chain.
- **Continuous Improvement** — Driving ongoing enhancements in processes, efficiency, and productivity.
- **Regulatory Compliance** — Ensuring adherence to standards such as ISO9001, AS9100, ISO13485 QMS; Global Food Safety (HACCP, PCQI, SQF); Cybersecurity (NIST SP 800-171/CMMC); and OSHA Safety.
- **Business Operations Optimization** — Focusing on strategy, structure, people, methods, communications, metrics, and rewards to optimize overall business performance.

Impact Dakota is committed to fostering growth and excellence in North Dakota's manufacturing sector through our comprehensive and specialized services.

STRATEGIC INCENTIVE ADVANTAGES

Workforce

- New Jobs Training Program — Grant program reimbursing employee withholding taxes.
- Operation Intern — Grant program designed to create new internships and apprenticeships in North Dakota's target industries.
- Career Builders Scholarship and Loan Repayment Program — Public/private matching fund program to promote skilled workforce jobs requiring a two year degree or less.

Financial Incentives

- Angel Match Program - Matches early-stage equity investments into primary sector businesses up to \$250,000.
- North Dakota Development Fund, Inc. — Gap financing loan and equity program.
- PACE Program — Interest buy-down program at Bank of North Dakota.
- MATCH Program — Loans at U.S. Treasury yield rate + 0.25%.
- Legacy Investment for Technology (LIFT) Loan Fund — Innovation loan fund to support technology. Low (0-2%) interest financing for research and development in target diversification sectors.

Income Tax Exemptions

- Five-year corporate income tax exemption for new or expanding primary sector business.

Sales Tax Exemptions

- Sales and use tax exemption on machinery and equipment.
- Utilities are not taxed in state.

Property Tax Exemptions

- Up to a five-year 100% property tax exemption.
- Additional five years are available for agricultural processors.
- Payment in lieu of a property tax exemption. A company may negotiate a fixed or graduated tax rate for a period not to exceed 20 years.
- Personal property is not taxed, including equipment, materials in process and accounts receivable.

Tax Credits

- Automation Tax Credit — Tax credit designed to promote factory automation in North Dakota.
- Investment tax credits for business investors.