Vision Fund Committee

MEETING
May 28, 2026

Tom Baker Meeting Room	City/County Office Building 221 N 5th St Bismarck, ND 58501	4:00 PM

AGENDA

1. Call to Order
2. Public Comment
3. Approval of Meeting Minutes
4. Receive Vision Fund Financial Statements.
5. Maximize Chiropractic Flex PACE Interest Buy-Down Application
6. Bismarck Business Pitch Challenge
    - Location
    - Prize
    - Timeline
    - Application and Rules
7. Vision Fund Scoring Matrix
8. ND Opportunity Fund Letter of Support Scoring Matrix
9. Other Business

ADJOURN
The next regular meeting date is scheduled for June 25, 2026, at 4:00 PM in the Tom Baker Meeting Room.

MEETING OF THE VISION FUND COMMITTEE

4/23/2026 - MINUTES

AGENDA

1. Call to Order

The Vision Fund Committee met on April 23, 2026, in the Tom Baker Meeting Room, City/County Building, 221 N 5th St, Bismarck. Vice Chair Andrea Peterson called the meeting to order at 4:00 PM. Committee members present included Jade Scherr, Andrea Peterson, Mayor Mike Schmitz, and Joel Stugelmeyer. Chair Michael Frohlich was absent.

2. [Public Comment]

No public comment was received.

3. Approval of Meeting Minutes

- Member Stugelmeyer moved to approve the minutes as presented and Mayor Schmitz seconded. Upon a roll call vote, all voted aye. M/C.

4. Receive Vision Fund Financial Statements

Member Stugelmeyer asked about the $94,274 listed in the difference column for Surya, LLC, questioning if the amount was an error. City Administration will check with City Finance and report back on the amount at the May meeting.

5. Extension for Simply Golden Properties, LLC

Noah Vroman, Business Development Coordinator for the Bismarck-Mandan Chamber EDC, gave an update on the Simply Golden Properties project. The project is approaching the 12-month deadline to begin using Vision Fund funds, but construction is not yet complete. The team is requesting a nine-month extension to allow time to finish construction.

- Member Stugelmeyer moved to approve the extension and Member Scherr seconded. Upon a roll call vote, all voted aye. M/C.

6. 43 Land, LLC Application

Noah Vroman, Business Development Coordinator for the Bismarck-Mandan Chamber EDC, provided a brief overview of the application by 43 Land, LLC. The project is a proposed development involving a land purchaser and construction. Mr. Vroman noted that the final financing details were still being determined.

Ben Woodside and Luke Moormann spoke as owners of the project. They presented the overall vision for a technology-driven, multi-sport training facility combining Shoot 360 basketball with flexible gym space for basketball, volleyball, and baseball. Mr. Woodside highlighted the community and economic benefits, addressed concerns about demand and competition, and outlined revenue streams such as memberships, camps, and rentals. Mr. Moormann focused on local programming and detailed planned offerings such as teams, camps, homeschool programs, and mental health-focused support. Mr. Moormann expressed confidence in the loan demand and day-to-day operations of the facility.

The committee expressed interest in the project but raised concerns about financial specifics, demand certainty, and risk, especially given incomplete funding details and the project's startup nature.

- Member Stugelmeyer moved to approve the application up to $107,000 and make the recommendation to the City Commission, and Member Scherr seconded. Upon a roll call vote, Members Scherr, Stugelmeyer, and Mayor Schmitz voted aye. Member Petersen voted nay. M/C.

7. Jab Investments, Inc. Application

Heather Pitsiladis and Andrea Birst presented a request by JAB Investments (dba) Glance Spa and Salon, for up to $70,431.87 from the Vision Fund's Flex Pace buydown program to support their existing downtown Bismarck location. The business plans to modernize and expand its spa area by upgrading the plumbing, electrical and interior spaces, and reorganizing treatment areas to improve efficiency and client experience. The project is expected to increase the property's appraised value by $340,000 and will create seven new jobs.

Committee members raised concerns about whether the project is actually providing a unique service to the community and if remodels should qualify for funding rather than new developments.

Mayor Schmitz moved to deny the project but to send to the City Commission for a letter of support to the Opportunity Fund, and Member Stugelmeyer seconded.
Discussion:

- Member Stugelmeyer asked if there was sufficient time to get the letter of support recommendation on the agenda for the upcoming Commission meeting.
- Mayor Schmitz confirmed that the recommendation would have to be on the May 12th Commission agenda.

Upon a toll call vote, all voted aye. M/C.

8. Vision Fund Budget Discussion

Noah Vroman, Business Development Coordinator for the Bismarck-Mandan Chamber EDC, started a discussion on how the City of Bismarck should structure funding for the Vision Fund. Two options were proposed, one being a straightforward annual appropriation, and the other would set a low/high mechanism that would trigger additional funding requests when certain thresholds are met. The current baseline is near $250,000 annually, with consideration of increasing support for loan programs and development projects. Mayor Schmitz noted that the recommendation would need to come before upcoming budget cycle meetings. The general consensus of the group was support for moving forward with a structured request to the City Budget Committee, while keeping flexibility for future funding needs.

- Mayor Schmitz moved that the Vision Fund put a request to the Budget Committee to consider for the 2027 budget year, in addition to the $250,000 for economic development contract, an additional $250,000 for Vision Fund loan capacity, and Member Scherr seconded. Upon a roll call vote, all voted aye. M/C.

9. Vision Fund Policy Discussion

A. Noah Vroman, Business Development Coordinator for the Bismarck-Mandan Chamber EDC, proposed creating a Target Industry Advisory Board for annual recalibration of Vision Fund Goals, that would review and recommend a prioritized target industry to the Vision Fund Committee. The board would compile a designated scoring advantage within the application evaluation metric for the upcoming cycle, ensuring alignment between funding decisions and strategic economic development priorities. The board would consist of a member from the following groups: the Vice President of Economic Development at the Chamber EDC, the Bank of North Dakota, the City of Bismarck, and the North Dakota Department of Commerce. The general consensus of the Committee is to have a member from the Vision Fund Committee represented on the board.
    - Member Scherr moved to form the Target Industry Advisory Board to include a representative from the Vision Fund Committee, and Member Stugelmeyer seconded. Upon a roll call vote, all voted aye. M/C.

B. Mr. Vroman presented two options for revising the Vision Fund Scoring Matrix. The group discussed the proposed updates to item six on the scoring matrix, specifically how start-up businesses are evaluated. The Committee members agreed that the current revenue-based percentage system unintentionally penalizes start-ups and supported shifting to fixed-dollar amount revenue benchmarks instead. Questions were raised about how the proposed revenue ranges were determined and emphasized the need for benchmarks that realistically reflect expected start-up performance and economic impact. The Committee agreed that this discussion was a starting point and directed Mr. Vroman to gather information from other developmental organizations, lenders, comparable funds in North Dakota cities, and past Vision Fund recipients to better inform appropriate revenue tiers. The Committee will continue the discussion at the next meeting.

C. Mr. Vroman started discussion regarding a scoring matrix to help the City Commission evaluate requests for letters of support. He proposed the matrix as a way to bring consistency and give a clear distinction between project types, noting that letters of support have recently caused confusion at the City Commission level. The group discussed having the letters of support reviewed at the Vision Fund level and then go to the Commission as a recommendation by the Vision Fund Committee but agreed that they would not want to prolong applications by creating an additional step. Mayor Schmitz noted that Mr. Vroman was trying to address a reoccurring discussion at the City Commission regarding letters of support. The group tabled the discussion and will visit it again to determine whether it falls within the Vision Fund's scope.

10. Other Business

ADJOURN

There being no further business to discuss, the meeting was adjourned at 5:31 PM.

CITY OF BISMARCK, NORTH DAKOTA
VISION FUND
BALANCE SHEET

	5/21/2026 2026 YTD	12/31/2025	12/31/2024	12/31/2023
ASSETS				
Cash and Investments (actual)	$ 949,317	$ 903,045	$ 1,214,744	$ 928,556
Reserved Cash Balance (approved not drawn)	(295,082)	(281,664)	(433,841)	(348,888)
Subtotal Cash and Investments	654,235	621,381	780,903	579,668
Accounts Receivable	-	-	-	3,189
Notes Receivable (approved not drawn)	295,082	281,664	433,841	348,888
Notes Receivable	1,268,932	1,181,345	823,474	284,603
Subtotal Notes Receivable	1,564,014	1,463,010	1,257,315	636,680
Total Assets	$ 2,218,249	$ 2,084,391	$ 2,038,218	$ 1,216,348
FUND BALANCE (EQUITY)				
Nonspendable (Notes Receivable)	1,268,932	1,181,345	823,474	284,603
Restricted (approved not drawn and dev. partners)	420,082	281,664	433,841	348,888
Committed (Available for Committee's Use)	529,235	621,381	780,903	582,857
Total Fund Balances	2,218,249	2,084,391	2,038,218	1,216,348
Total Liabilities and Fund Balances	$ 2,218,249	$ 2,084,391	$ 2,038,218	$ 1,216,348
# of Projects Remaining at $107,692 before Depletion	4.91	5.65	5.83	4.33

CITY OF BISMARCK, NORTH DAKOTA
VISION FUND
INCOME STATEMENT

	5/21/2026 2026 YTD	12/31/2025	12/31/2024	12/31/2023
REVENUES				
Investment Income	$ 6,121	$ 46,172	$ 71,840	$ 23,539
Miscellaneous	2,737	-	30	-
Total Revenues	8,858	46,172	71,870	23,539
EXPENDITURES				
Professional Consultants - ChamberEDC ($200K)	100,000	200,000	200,000	200,000
Professional Consultants - Downtowners ($50K)	25,000	50,000	50,000	-
Total Expenditures	125,000	250,000	250,000	200,000
Excess (Deficiency) of Revenues Over (Under) Expenditures	(116,142)	(203,828)	(178,130)	(176,461)
OTHER FINANCING SOURCES (USES)				
Transfers In	250,000	250,000	1,000,000	-
Net Change in Fund Balance	133,858	46,172	821,870	(176,461)
Fund Balances, Beginning of Year	2,084,391	2,038,219	1,216,349	1,392,810
Fund Balances, Ending	$ 2,218,249	$ 2,084,391	$ 2,038,219	$ 1,216,349

Vision Fund Loan Information
May 21, 2026

BORROWER	INTEREST RATE	CONTRACT LENGTH	REPAYMENT START DATE	ORIGINAL AMOUNT	RECEIVABLE BALANCE 12/31/2024	RECEIVABLE BALANCE 12/31/2025	RECEIVABLE BALANCE 5/21/2026	DIFFERENCE
Laughing Sun Brewing Company, LLC	2%	5/18/2018 - 12/1/2030	6/1/2026	103,337	103,337	103,337	103,337	-
JB Lozensky Properties, LLP	2%	12/31/2018 - 6/1/2036	7/1/2029	39,627	39,627	39,627	39,627	-
Activities for Learning Inc	2%	12/23/2019 - 1/23/2038	7/1/2030	32,611	32,611	32,611	32,611	-
CK Properties	2%	5/3/2022 - 7/1/2037	4/1/2030	105,698	105,698	105,698	105,698	-
Simson Holding Company (Bismarck Aero Center Corp.)	2%	1/31/2024 - 9/1/2032	10/1/2027	106,745	106,745	106,745	106,745	-
Cloverdale Foods Company	0%	3/19/2024 - 1/1/2031	2/1/2026	133,503	133,503	133,503	129,045	(4,459)
Venture Building Company, LLC (Epic Homes)	2%	9/19/2024 - 7/1/2040	3/1/2035	107,692	107,692	107,692	107,692	-
CMK Holdings LLC (dba Knutson Companies)	2%	12/17/2024 - 3/1/2034	4/1/2029	107,692	107,692	107,692	107,692	-
Great Plains Restorative Services	2%	12/17/2024 - 12/1/2030	1/1/2027	86,567	86,567	86,567	86,567	-
Superior Precast, LLC	2%	9/5/2025 - 3/1/2035	4/1/2030	250,180	-	250,180	250,180	-
New Freedom Family Center	2%	12/16/2025 - 8/1/2032	9/1/2027	107,692	-	107,692	107,692	-
Surya LLC (Light Spring)	2%	12/22/2025 - 12/1/2040	7/1/2034	94,274	-	-	94,274	94,274
TOTAL NOTES RECEIVABLE				1,275,619	$ 823,474	$ 1,181,345	$ 1,271,161	$ 89,815

Approved Loan Buydowns Not Yet Drawn:

Simply Golden Properties, LLC	2%			100,287.20
Ahlgren Properties (Armor Interactive)	2%			87,102.96
43 Land LLC (Shoot 360)	2%			107,692.30
				295,082.46
			Total	$ 1,463,009.55

BISMARCK VISION FUND APPLICATION

Please complete and return to the Bismarck Mandan Chamber EDC
1640 Burnt Boat Drive, Bismarck, North Dakota 58503.

Applications will be reviewed by the Bismarck Vision Fund Committee.

GENERAL CONTACT INFORMATION

Business Name: Maximized Chiropractic	**FOR INTERNAL USE ONLY**
Borrower's Name: (If Different Than Business Name)	Date Received:
Business Address: 1680 E Capitol Ave	Date to Vision Fund Committee:
City: Bismarck State: ND Zip Code: 58501	Date to Commission:
Project Address: 1720 Burnt Boat Dr	Date Commission Approved:
City: Bismarck State: ND Zip Code: 58503	Funding Amount Approved:
Contact: Alex Coleman	Other:
Business Phone Number: 701-751-6000 Cell Number: 701-426-3823	
Federal Tax ID Number: 46-2923243	
E-Mail: dralex@maximizedchiro.com	
Date Business Established: 2013	
Amount Vision Fund Funds Requested:	

FINANCIAL INFORMATION

Total Project Cost: $2.2M Owner's Equity: $220k

PURPOSE OF REQUEST

☐ New Business ☐ Business/Equipment Updates ☑ Business Expansion ☐ Other:

BUSINESS OWNERSHIP INFORMATION

Ownership Structure

☐ Sole Proprietorship ☐ Partnership ☑ Limited Liability Corporation
☐ Public Corporation ☐ Other:

Key Owner Names (List all with a 20% interest or more)	**% Ownership**	**Social Security Number**
Alex Coleman	100	- -
		- -
		- -
		- -
		- -

Key Management Name/ Phone Number	**Titles**

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Please allow 3 - 4 weeks for consideration.

EMPLOYEE INFORMATION				
Current Employees	Full-Time: 9	Avg. Salary: $50k	Part-Time: 2	Avg. Salary: $10k
3-Year Projection	Full-Time: 17	Avg. Salary: $75K	Part-Time: 4	Avg. Salary: $15k
5-Year Projection	Full-Time: 20	Avg. Salary: $85K	Part-Time: 4	Avg. Salary: $15k

How many jobs will this project create?	Full-Time: 6 in 2-3 years, 10-15 in 5	Part-Time: 2
Average salary of new jobs?	Full-Time: $75k	Part-Time: $15k

COMPANY INFORMATION

Has the company or any of the principals ever been involved in bankruptcy? ☐ Yes ☑ No

Plant/Facilities/Office Locations: 1

Current Employees	Full-Time: 9	Avg. Salary: $50k	Part-Time: 2	Avg. Salary: $10k

Briefly outline employee benefits provided:

PTO, mat leave, chiropractic care for entire family, amenities usage

SOURCES

USES

	Bismarck Vision Fund Amount	Bank Amount	Equity Amount	Other Amount	Total Amount
Land Acquisition	$	$ 1.1MM	$ 220M	$ 880M	$ 2.2 MM
Acquisition of/or improvements to building	$	$	$	$	$
Acquisition of machinery or equipment	$	$	$	$	$
Inventory Purchased	$	$	$	$	$
Other	$	$	$	$	$
TOTALS:	$	$ 1.1MM	$ 220M	$ 880M	$ 2.2 MM
PACE/FLEX PACE Buydown	$ 107	$	$	$ X of BND	$ Total F Pace

BISMARCK VISION FUND APPLICATION

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PROJECT INFORMATION

Please provide a summary of the project.

We are hoping to acqure 1720 Burnt Boat Drive to transition into a comprehensive "Family Wellness Destination" featuring a newly established Occupational and Physical Therapy division, and expanding our existing lactation, family chiropractic, and massage therapy departments. The building is 15,788 sq ft. We will occupy over 50% of the building immediately and will expand into the other areas of the building over the next 5 years as expansion continues. To house this expansion and revitalize the aging property, we are executing a $500,000 capital investment. This is split evenly between a $250,000 interior medical build-out and a $250,000 exterior renovation.

Describe what your company does to add value to your product, process or service.

We add value by transforming a standard boring clinical visit into a deeply integrated, community-focused support system. We empower our patients to make informed choices for their entire family. We don't just provide alternative health care, our patients become a part of our "Maximized Family". By focusing on support, empowerment, education, and community we have maintained consitent growth since our beginning in 2013. We are wanting to add even more value to our patients by adding the new therapy division. This will lead to less office visits for busy families, more congruent care, and greater results for families. Our commitment to the patient experience has directly translated to a superior service. This has been recognized by earning "best of" awards for many categories for the last 6 years.

Describe the economic impact this project will have on the city of Bismarck.

High quality job creation: This expansion will create many new jobs for a high-demand pediatric population. Over time, the expansion will include more therapists (PT, OT, ST) and chiropractors. These jobs will bring in more tax revenue for the city.
Direct capital investment: We are injecting $500k into an aging building on a main artery street. This will enhance the curb appeal and elevate the surrounding property values. This significant construction supports local contractors and will also result in more tax revenue.
Importing "new money" to Bismarck: Because our integrated pediatric and family wellness model is highly specialized, we actively draw in new patients from outside our city limits. This acts as an economic driver, bringing out-of-town families into Bismarck who then spend money on local dining, fuel, and retail.

Has or will this project receive any other incentive? ☐ Yes ☑ No
If yes, please explain.

Please attach a brief (no more than two pages) description of business, trade area served, kind of jobs to be created, and any other information that may help describe this project and demonstrate eligibility criteria are met.

BISMARCK VISION FUND APPLICATION - FORM 2

Please complete and return to the Bismarck Mandan Chamber EDC
1640 Burnt Boat Drive, Bismarck, North Dakota 58503.

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Please allow 3 - 4 weeks for consideration.

List of Required Attachments:

A. A completed business plan to include two (2) years pro forma financial statements. (Only for New Business Ventures)

B. If applying for a PACE or Flex PACE buy down, an amortization schedule from the Bank of North Dakota.

For any direct loans, other than PACE or Flex PACE buy down funding, from the Bismarck Vision Fund the following may be required:

1. Financial statements for the past three (3) fiscal years, including: balance sheets, income statements, statements of changes in financial position, and notes to financial statements.
2. Most recent interim financial statements (balance sheets, income statements, if available).
3. Federal tax returns filed by the business for the previous three years.
4. Pro forma balance sheet, income statement, and cash flow statement for the 24 months following the loan closing that shows the financial position of the business, including the proposed financing.
5. Signed personal financial statements dated as of the date of the application for any person who owns 20% or more interest in the business. In addition, include data privacy forms signed by each individual submitting personal financial statements. (Information Release form attached)
6. Any other information, including a key person insurance policy which may be available to secure the loans, which would assist us in processing your application as efficiently as possible.
7. Information concerning any pending or threatened litigation or administrative proceeding or any outstanding administration orders, judgment, or injunctions.

The data which you supply to the Bismarck Vision Fund will be used to assess your firm's qualifications for a business loan. We will not be able to process your financial application without it. There is a possibility this data might constitute a public record if and when a loan is approved, and, at this time, the data may be examined by anyone.

FOR INTERNAL USE ONLY
Borrower: Maximized Chiropractic
Use of Funds: Flex PACE Community Match
Amount: 107,962
Interest Rate: 1.75%
Term: 79 months
Fees: 1%
Security Requirement: N/A
Personal/Corporate Guaranty: N/A
Payment Term: Up to 300 months, starting after the term of the loan
Payment: 7318.34
Estimated Closing Date:

Additional information or documentation may be requested if deemed necessary.

Be advised as per North Dakota open records law that applications may be released to the public if requested except for portions subject to NDCC 44-04-18.4 pertaining to confidentiality of trade secret, proprietary, commercial and financial information.

Certification and Authorization
I/We certify that all information set forth in this application is a true representation of the facts pertaining to the proposing business for the purpose of obtaining funding under the Bismarck Vision Fund.

I/We understand and acknowledge that any willful misrepresentation of the information contained in this application could result in disqualification from the program, requiring any funds already disbursed to be repaid in full to the City of Bismarck.

The undersigned specifically authorizes the Bismarck Mandan Chamber EDC or its representatives to conduct a background check on the applicant, including the checking of references and the verification of any information on the application.

I understand that personal and/or business information may be requested pursuant to this applicant for an incentive and I hereby give my consent for such information to be provided to the Bismarck Mandan Chamber EDC, Vision Fund Committee, the City of Bismarck or its representatives. I also understand that the Bismarck Vision Fund Committee and the City of Bismarck retain the decision as to whether this incentive application is approved, disapproved, or modified. It is my right to accept or decline the incentive amount and terms approved by the program.

The applicant further certifies that he/she has read and understands the Bismarck Vision Fund Guidelines. The applicant must comply with all local, state and federal regulations. It is understood that all funding commitments are contingent upon the availability of program funds.

Release of Information
The applicant hereby authorizes any third party to release to the Bismarck Vision Fund and/or the Bismarck Mandan Chamber EDC without limit, any and all financial information regarding the applicant that is requested by the Bismarck Mandan Chamber EDC, it's representatives or employees. Further, the applicant hereby authorizes release of said records and information by the Bismarck Mandan Chamber EDC to a third party, as deemed necessary by the Bismarck Mandan Chamber EDC, it's representatives or employees.

All owners, officers or partners must sign this application.

Signatures:

Applicant/Business Owner — Date: 5-14-26

Applicant/Business Owner — Date

Exhibit A: Maximized Chiropractic

LOAN NUMBER	
LOAN TYPE	Flex PACE
LEAD BANK	

NOTE: The borrower and originating lender should be aware that the fund will provide a set stream of subsidy payments (interest buydown) based upon the payment schedule below. The amount of the borrower's payment, the amortization and all other terms of the loan shall be governed by the promissory note. The balances shown here, other than the specific buydown amounts, are intended for illustrative purposes only.

Buydown Account Details

INTEREST BUYDOWN AMOUNT	307692.36
BND BUYDOWN AMOUNT	200000.00
COMMUNITY BUYDOWN AMT	107692.36
PRESENT VALUE BND	183457.38
PRESENT VALUE COMMUNITY	98784.80
CREATED DATE	3/11/2026
PRINCIPAL	$1,100,000.00
YIELD RATE	6.2500
BORROWING RATE	1.7500
AMORTIZATION	300
PAYMENT	$7,318.34

Loan without buydown

#	Payment	Principal	Interest	Balance
1	$7,318.34	$1,589.17	$5,729.17	$1,098,410.83
2	$7,318.34	$1,406.75	$5,911.59	$1,097,004.08
3	$7,318.34	$1,604.78	$5,713.56	$1,095,399.30
4	$7,318.34	$1,422.96	$5,895.38	$1,093,976.34
5	$7,318.34	$1,430.62	$5,887.72	$1,092,545.72
6	$7,318.34	$1,628.00	$5,690.34	$1,090,917.72
7	$7,318.34	$1,447.08	$5,871.26	$1,089,470.64
8	$7,318.34	$1,644.01	$5,674.33	$1,087,826.63
9	$7,318.34	$1,463.72	$5,854.62	$1,086,362.91
10	$7,318.34	$1,471.60	$5,846.74	$1,084,891.31
11	$7,318.34	$2,044.56	$5,273.78	$1,082,846.75
12	$7,318.34	$1,490.52	$5,827.82	$1,081,356.23
13	$7,318.34	$1,686.28	$5,632.06	$1,079,669.95
14	$7,318.34	$1,507.62	$5,810.72	$1,078,162.33
15	$7,318.34	$1,702.91	$5,615.43	$1,076,459.42
16	$7,318.34	$1,524.90	$5,793.44	$1,074,934.52
17	$7,318.34	$1,533.10	$5,785.24	$1,073,401.42
18	$7,318.34	$1,727.71	$5,590.63	$1,071,673.71
19	$7,318.34	$1,550.65	$5,767.69	$1,070,123.06
20	$7,318.34	$1,744.78	$5,573.56	$1,068,378.28

Loan with buydown

#	Payment	Principal	Interest	Balance
1	$3,193.34	$1,589.17	$1,604.17	$1,098,410.83
2	$3,062.00	$1,406.75	$1,655.25	$1,097,004.08
3	$3,204.58	$1,604.78	$1,599.80	$1,095,399.30
4	$3,073.67	$1,422.96	$1,650.71	$1,093,976.34
5	$3,079.18	$1,430.62	$1,648.56	$1,092,545.72
6	$3,221.30	$1,628.00	$1,593.30	$1,090,917.72
7	$3,091.03	$1,447.08	$1,643.95	$1,089,470.64
8	$3,232.82	$1,644.01	$1,588.81	$1,087,826.63
9	$3,103.01	$1,463.72	$1,639.29	$1,086,362.91
10	$3,108.69	$1,471.60	$1,637.09	$1,084,891.31
11	$3,521.22	$2,044.56	$1,476.66	$1,082,846.75
12	$3,122.31	$1,490.52	$1,631.79	$1,081,356.23
13	$3,263.26	$1,686.28	$1,576.98	$1,079,669.95
14	$3,134.62	$1,507.62	$1,627.00	$1,078,162.33
15	$3,275.23	$1,702.91	$1,572.32	$1,076,459.42
16	$3,147.06	$1,524.90	$1,622.16	$1,074,934.52
17	$3,152.97	$1,533.10	$1,619.87	$1,073,401.42
18	$3,293.09	$1,727.71	$1,565.38	$1,071,673.71
19	$3,165.60	$1,550.65	$1,614.95	$1,070,123.06
20	$3,305.38	$1,744.78	$1,560.60	$1,068,378.28

Interest Buydown

#	Int. Buydown	BND (65.00%)	Comm. (35.00%)
1	$4,125.00	$2,681.25	$1,443.75
2	$4,256.34	$2,766.62	$1,489.72
3	$4,113.76	$2,673.94	$1,439.82
4	$4,244.67	$2,759.04	$1,485.63
5	$4,239.16	$2,755.45	$1,483.71
6	$4,097.04	$2,663.08	$1,433.96
7	$4,227.31	$2,747.75	$1,479.56
8	$4,085.52	$2,655.59	$1,429.93
9	$4,215.33	$2,739.96	$1,475.37
10	$4,209.65	$2,736.27	$1,473.38
11	$3,797.12	$2,468.13	$1,328.99
12	$4,196.03	$2,727.42	$1,468.61
13	$4,055.08	$2,635.80	$1,419.28
14	$4,183.72	$2,719.42	$1,464.30
15	$4,043.11	$2,628.02	$1,415.09
16	$4,171.28	$2,711.33	$1,459.95
17	$4,165.37	$2,707.49	$1,457.88
18	$4,025.25	$2,616.41	$1,408.84
19	$4,152.74	$2,699.28	$1,453.46
20	$4,012.96	$2,608.42	$1,404.54

21	$7,318.34	$1,568.39	$5,749.95	$1,066,809.89
22	$7,318.34	$1,576.83	$5,741.51	$1,065,233.06
23	$7,318.34	$1,955.19	$5,363.15	$1,063,277.87
24	$7,318.34	$1,595.84	$5,722.50	$1,061,682.03
25	$7,318.34	$1,788.75	$5,529.59	$1,059,893.28
26	$7,318.34	$1,614.05	$5,704.29	$1,058,279.23
27	$7,318.34	$1,806.47	$5,511.87	$1,056,472.76
28	$7,318.34	$1,632.46	$5,685.88	$1,054,840.30
29	$7,318.34	$1,641.25	$5,677.09	$1,053,199.05
30	$7,318.34	$1,832.93	$5,485.41	$1,051,366.12
31	$7,318.34	$1,659.95	$5,658.39	$1,049,706.17
32	$7,318.34	$1,851.12	$5,467.22	$1,047,855.05
33	$7,318.34	$1,678.84	$5,639.50	$1,046,176.21
34	$7,318.34	$1,687.88	$5,630.46	$1,044,488.33
35	$7,318.34	$2,240.97	$5,077.37	$1,042,247.36
36	$7,318.34	$1,709.02	$5,609.32	$1,040,538.34
37	$7,318.34	$1,898.87	$5,419.47	$1,038,639.47
38	$7,318.34	$1,728.44	$5,589.90	$1,036,911.03
39	$7,318.34	$1,917.76	$5,400.58	$1,034,993.27
40	$7,318.34	$1,748.06	$5,570.28	$1,033,245.21
41	$7,318.34	$1,757.47	$5,560.87	$1,031,487.74
42	$7,318.34	$1,946.01	$5,372.33	$1,029,541.73
43	$7,318.34	$1,777.40	$5,540.94	$1,027,764.33
44	$7,318.34	$1,965.40	$5,352.94	$1,025,798.93
45	$7,318.34	$1,797.55	$5,520.79	$1,024,001.38
46	$7,318.34	$1,807.22	$5,511.12	$1,022,194.16
47	$7,318.34	$2,349.34	$4,969.00	$1,019,844.82
48	$7,318.34	$1,829.59	$5,488.75	$1,018,015.23
49	$7,318.34	$2,016.18	$5,302.16	$1,015,999.05
50	$7,318.34	$1,850.29	$5,468.05	$1,014,148.76
51	$7,318.34	$2,036.32	$5,282.02	$1,012,112.44
52	$7,318.34	$1,871.21	$5,447.13	$1,010,241.23
53	$7,318.34	$1,881.28	$5,437.06	$1,008,359.95
54	$7,318.34	$2,066.47	$5,251.87	$1,006,293.48
55	$7,318.34	$1,902.52	$5,415.82	$1,004,390.96
56	$7,318.34	$2,087.14	$5,231.20	$1,002,303.82
57	$7,318.34	$1,924.00	$5,394.34	$1,000,379.82
58	$7,318.34	$1,934.35	$5,383.99	$998,445.47
59	$7,318.34	$2,464.79	$4,853.55	$995,980.68
60	$7,318.34	$1,958.03	$5,360.31	$994,022.65
61	$7,318.34	$2,141.14	$5,177.20	$991,881.51
62	$7,318.34	$1,980.09	$5,338.25	$989,901.42
63	$7,318.34	$2,162.60	$5,155.74	$987,738.82
64	$7,318.34	$2,002.38	$5,315.96	$985,736.44
65	$7,318.34	$2,013.16	$5,305.18	$983,723.28
66	$7,318.34	$2,194.78	$5,123.56	$981,528.50
67	$7,318.34	$2,035.81	$5,282.53	$979,492.69
68	$7,318.34	$2,216.82	$5,101.52	$977,275.87
69	$7,318.34	$2,058.70	$5,259.64	$975,217.17
70	$7,318.34	$2,069.78	$5,248.56	$973,147.39
71	$7,318.34	$2,418.81	$4,899.53	$970,728.58

21	$3,178.38	$1,568.39	$1,609.99	$1,066,809.89
22	$3,184.45	$1,576.83	$1,607.62	$1,065,233.06
23	$3,456.87	$1,955.19	$1,501.68	$1,063,277.87
24	$3,198.14	$1,595.84	$1,602.30	$1,061,682.03
25	$3,337.04	$1,788.75	$1,548.29	$1,059,893.28
26	$3,211.25	$1,614.05	$1,597.20	$1,058,279.23
27	$3,349.79	$1,806.47	$1,543.32	$1,056,472.76
28	$3,224.51	$1,632.46	$1,592.05	$1,054,840.30
29	$3,230.84	$1,641.25	$1,589.59	$1,053,199.05
30	$3,368.84	$1,832.93	$1,535.91	$1,051,366.12
31	$3,244.30	$1,659.95	$1,584.35	$1,049,706.17
32	$3,381.94	$1,851.12	$1,530.82	$1,047,855.05
33	$3,257.90	$1,678.84	$1,579.06	$1,046,176.21
34	$3,264.41	$1,687.88	$1,576.53	$1,044,488.33
35	$3,662.63	$2,240.97	$1,421.66	$1,042,247.36
36	$3,279.63	$1,709.02	$1,570.61	$1,040,538.34
37	$3,416.32	$1,898.87	$1,517.45	$1,038,639.47
38	$3,293.61	$1,728.44	$1,565.17	$1,036,911.03
39	$3,429.92	$1,917.76	$1,512.16	$1,034,993.27
40	$3,307.74	$1,748.06	$1,559.68	$1,033,245.21
41	$3,314.51	$1,757.47	$1,557.04	$1,031,487.74
42	$3,450.26	$1,946.01	$1,504.25	$1,029,541.73
43	$3,328.86	$1,777.40	$1,551.46	$1,027,764.33
44	$3,464.22	$1,965.40	$1,498.82	$1,025,798.93
45	$3,343.37	$1,797.55	$1,545.82	$1,024,001.38
46	$3,350.33	$1,807.22	$1,543.11	$1,022,194.16
47	$3,740.66	$2,349.34	$1,391.32	$1,019,844.82
48	$3,366.44	$1,829.59	$1,536.85	$1,018,015.23
49	$3,500.78	$2,016.18	$1,484.60	$1,015,999.05
50	$3,381.34	$1,850.29	$1,531.05	$1,014,148.76
51	$3,515.29	$2,036.32	$1,478.97	$1,012,112.44
52	$3,396.41	$1,871.21	$1,525.20	$1,010,241.23
53	$3,403.66	$1,881.28	$1,522.38	$1,008,359.95
54	$3,536.99	$2,066.47	$1,470.52	$1,006,293.48
55	$3,418.95	$1,902.52	$1,516.43	$1,004,390.96
56	$3,551.88	$2,087.14	$1,464.74	$1,002,303.82
57	$3,434.42	$1,924.00	$1,510.42	$1,000,379.82
58	$3,441.87	$1,934.35	$1,507.52	$998,445.47
59	$3,823.78	$2,464.79	$1,358.99	$995,980.68
60	$3,458.92	$1,958.03	$1,500.89	$994,022.65
61	$3,590.76	$2,141.14	$1,449.62	$991,881.51
62	$3,474.80	$1,980.09	$1,494.71	$989,901.42
63	$3,606.21	$2,162.60	$1,443.61	$987,738.82
64	$3,490.85	$2,002.38	$1,488.47	$985,736.44
65	$3,498.61	$2,013.16	$1,485.45	$983,723.28
66	$3,629.38	$2,194.78	$1,434.60	$981,528.50
67	$3,514.92	$2,035.81	$1,479.11	$979,492.69
68	$3,645.25	$2,216.82	$1,428.43	$977,275.87
69	$3,531.40	$2,058.70	$1,472.70	$975,217.17
70	$3,539.38	$2,069.78	$1,469.60	$973,147.39
71	$3,790.68	$2,418.81	$1,371.87	$970,728.58

21	$4,139.96	$2,690.97	$1,448.99
22	$4,133.89	$2,687.03	$1,446.86
23	$3,861.47	$2,509.96	$1,351.51
24	$4,120.20	$2,678.13	$1,442.07
25	$3,981.30	$2,587.84	$1,393.46
26	$4,107.09	$2,669.61	$1,437.48
27	$3,968.55	$2,579.56	$1,388.99
28	$4,093.83	$2,660.99	$1,432.84
29	$4,087.50	$2,656.88	$1,430.62
30	$3,949.50	$2,567.18	$1,382.32
31	$4,074.04	$2,648.13	$1,425.91
32	$3,936.40	$2,558.66	$1,377.74
33	$4,060.44	$2,639.29	$1,421.15
34	$4,053.93	$2,635.05	$1,418.88
35	$3,655.71	$2,376.21	$1,279.50
36	$4,038.71	$2,625.16	$1,413.55
37	$3,902.02	$2,536.31	$1,365.71
38	$4,024.73	$2,616.07	$1,408.66
39	$3,888.42	$2,527.47	$1,360.95
40	$4,010.60	$2,606.89	$1,403.71
41	$4,003.83	$2,602.49	$1,401.34
42	$3,868.08	$2,514.25	$1,353.83
43	$3,989.48	$2,593.16	$1,396.32
44	$3,854.12	$2,505.18	$1,348.94
45	$3,974.97	$2,583.73	$1,391.24
46	$3,968.01	$2,579.21	$1,388.80
47	$3,577.68	$2,325.49	$1,252.19
48	$3,951.90	$2,568.74	$1,383.16
49	$3,817.56	$2,481.41	$1,336.15
50	$3,937.00	$2,559.05	$1,377.95
51	$3,803.05	$2,471.98	$1,331.07
52	$3,921.93	$2,549.25	$1,372.68
53	$3,914.68	$2,544.54	$1,370.14
54	$3,781.35	$2,457.88	$1,323.47
55	$3,899.39	$2,534.60	$1,364.79
56	$3,766.46	$2,448.20	$1,318.26
57	$3,883.92	$2,524.55	$1,359.37
58	$3,876.47	$2,519.71	$1,356.76
59	$3,494.56	$2,271.46	$1,223.10
60	$3,859.42	$2,508.62	$1,350.80
61	$3,727.58	$2,422.93	$1,304.65
62	$3,843.54	$2,498.30	$1,345.24
63	$3,712.13	$2,412.88	$1,299.25
64	$3,827.49	$2,487.87	$1,339.62
65	$3,819.73	$2,482.82	$1,336.91
66	$3,688.96	$2,397.82	$1,291.14
67	$3,803.42	$2,472.22	$1,331.20
68	$3,673.09	$2,387.51	$1,285.58
69	$3,786.94	$2,461.51	$1,325.43
70	$3,778.96	$2,456.32	$1,322.64
71	$3,527.66	$2,292.98	$1,234.68

72	$7,318.34	$2,093.93	$5,224.41	$968,634.65
73	$7,318.34	$2,273.37	$5,044.97	$966,361.28
74	$7,318.34	$2,117.44	$5,200.90	$964,243.84
75	$7,318.34	$2,296.24	$5,022.10	$961,947.60
76	$7,318.34	$2,141.19	$5,177.15	$959,806.41
77	$7,318.34	$2,152.72	$5,165.62	$957,653.69
78	$7,318.34	$2,330.56	$4,987.78	$955,323.13
79	$7,318.34	$2,176.84	$5,141.50	$953,146.29
	$578,148.86	$146,853.71	$431,295.15	

72	$3,556.76	$2,093.93	$1,462.83	$968,634.65
73	$3,685.96	$2,273.37	$1,412.59	$966,361.28
74	$3,573.69	$2,117.44	$1,456.25	$964,243.84
75	$3,702.43	$2,296.24	$1,406.19	$961,947.60
76	$3,590.79	$2,141.19	$1,449.60	$959,806.41
77	$3,599.09	$2,152.72	$1,446.37	$957,653.69
78	$3,727.14	$2,330.56	$1,396.58	$955,323.13
79	$3,616.46	$2,176.84	$1,439.62	$953,146.29
	267616.37	146853.71	120762.66	

72	$3,761.58	$2,445.03	$1,316.55
73	$3,632.38	$2,361.05	$1,271.33
74	$3,744.65	$2,434.02	$1,310.63
75	$3,615.91	$2,350.34	$1,265.57
76	$3,727.55	$2,422.91	$1,304.64
77	$3,719.25	$2,417.51	$1,301.74
78	$3,591.20	$2,334.28	$1,256.92
79	$861.75	$560.14	$301.61
	307692.36	200000.00	107692.36

Bismarck

City of Bismarck FLEX PACE Application Scoring Matrix

****This scoring system is ONE aspect of the evaluation process for a project. It is NOT the sole determiner. The final decision is left to the discretion of the committee. ****

Applicant Name:

Wild Properties, LLC

Please use the following when scoring each application. Applicant can score up to 14 points.

1. Is 50% of the ownership from investors that live within 50 miles of the city of Bismarck?

Up to 1 point

- ○ No .... 0 points
- ⊗ Yes .... 1 point

Total Points 1

2. Will project financing be provided by a financial institution with a physical location in the city of Bismarck?

Up to 1 point

- ○ No .... 0 points
- ⊗ Yes .... 1 point

Total Points 1

3. How many Full Time Equivalent Employees will this project create? *Up to 3 points*

- ◯ No Additional Employees .... 0 points
- ◯ 1-7 .... 1 point
- ☒ 8-14 .... 2 points
- ◯ 15+ .... 3 points

Total Points 2

4. What is the average wage, as compared to the Bismarck Mandan MSA average wage from JSND, for the new Full Time Equivalent Employees this project will create? *Up to 2 points*

- ◯ Below Average .... 0 points
- ☒ Avg – 120% .... 1 point
- ◯ 121% or more .... 2 points

Total Points 1

5. What is the cost of property and equipment acquired or contributed to the project? *Up to 3 points*

- ◯ $0 - $100,000 .... 0 points
- ◯ $100,001 – 750,000 .... 1 point
- ◯ $750,001 – 1,500,000 .... 2 points
- ☒ $1,500,001 + ... 3 points

Total Points 3

6. How much additional revenue will the project have the opportunity to generate for the business? (Based on Year 1-3 Average. Projections required.) *Up to 2 points*

- ◯ 0% – 10% OR Startup .... 0 points
- ◯ 11% – 20% .... 1 point
- ☒ 21% + ... 2 points

Total Points 2

7. Is the project providing an unmet or under-met need in the city of Bismarck? (Please provide narrative.) *Up to 1 point*

- ○ No .... 0 points
- ☒ Yes .... 1 point

Total Points 1

8. Has the applicant or majority owner used a local business incentive program either in the current project or in the last 5 years? (i.e., Vision Fund, Property Tax Exemption, Renaissance Zone, etc.) If yes, please provide explanation. *Up to 1 point*

- ○ Yes .... 0 points
- ☒ No .... 1 point

Total Points 1

Total Overall Points Scored 12

Unlikely	Minimal	Adequate	More Likely
7 or less	8 - 9	10 - 11	12 - 14

ADDITIONAL INFORMATION:

Is the city providing infrastructure costs over max local match for Flex PACE? If yes, please provide narrative.

☐ Yes ☒ No

If financing real estate, is the project at least 51% applicant occupied real estate?

☒ Yes ☐ No

Applicant Signature: [signature] Date: 5-14-26

BMCEDC Staff Signature: [signature] Date: 05/08/26

****This scoring system is ONE aspect of the evaluation process for a project. It is NOT the sole determiner. The final decision is left to the discretion of the committee. ****

2025 Bismarck Business Pitch Challenge Application

Name of Team Leader:	**Team Leader Phone:**
Team Leader Address:	**Team Leader Email:**

Business Name:

ELIGIBILITY FACTORS:
Status — Is your business started yet? Yes No

If YES, date It became operational ***(open to the public, first sale/service, etc.)?***
Must be less than 2 years old as of entry deadline.

Has your business earned more than $250,000 yet in gross revenue? Yes No
If yes, the business is not eligible for the competition.

Category — Does the business format match with or closely resemble any of the following <u>ineligible</u> business descriptions?
Yes No
☐ **Real estate sales or development**
☐ **Franchise**
☐**Affiliate marketing**
☐**Multi-level marketing**
☐ **Licensed dealership**
☐ **Club affiliation requirement to conduct business**
☐ **Non-profit**

If yes, the business is not eligible for the competition.

Location — Is your business currently operable in Bismarck? Yes No
If not current operable or in Bismarck, do you have plans to locate in Bismarck in the next 13 months or by Nov 1, 2026? Yes No
Proposed location (if known): ______________________________

Team Member Names and Each Individual's Role in Business

Name: ____________________ **Role:** ____________________
Name: ____________________ **Role:** ____________________
Name: ____________________ **Role:** ____________________
Name: ____________________ **Role:** ____________________

Expertise *(Relevant prior education, training, employment, business experience or other unique qualifications):*

What Is Your Business (in 25 words or less)? *A straightforward description of product(s) and/or service(s) as it might appear in a news release?*

Product(s)/Service(s) Provided by the Business:
Value Proposition (What innovation, service, or feature makes your business or product attractive to customers?):
Target Market *(Who is most likely to need or want and then buy your products or services? What are their common characteristics such as demographics or behaviors? Indicate the estimated number within your defined market area?):*
Differentiation *(What will make your idea or business stand out in the market place? What distinguishes your product/service from your competitors? Why do your customers need your product/service?)***:**
How Do You Plan to Make Money? *(Please explain revenue streams and expenses such as cost of goods, labor, etc. Describe how you will make money and what products/services will generate that revenue. List areas that you expect to spend the most money on.)*
What Is Your Product-Market Fit? *(Will your product or service be marketed internationally, nationally, regionally, statewide, in the Bismarck-Mandan metro area, or is it more specific to Bismarck? And how does it fill a need or want in this market?)*
What Is Your Public Benefit to Bismarck? *(Examples include local sales tax revenue, filling vacant or under-utilized property, increased incomes stemming from self-employment and/or employment of others, increased property tax base, social value, impact on users or other businesses, etc.)*
How Would You Use the Prize Money & Support Services if Selected as the Winner? *(Such as to lease or acquire real estate, for leasehold improvements, equipment, research and development, marketing, inventory or other enhancements. What investment are you making and/or financing have you secured in comparison to the value of the prizes available?*

Attach a TWO-PAGE executive summary of your business plan (PDF file of 5MB or less) addressing these questions & topics:

- What is the business?
- What product or service does the business provide?
- Target market & differentiation — What is the target market? How will the business differentiate its product from competing products in the marketplace and gain a sustainable competitive advantage?
- Financing — How much money has been invested to date, or how much is the applicant planning to invest? How much financing or additional equity investment is needed to advance the business? What are the uses for the additional financing? How will this improve the business? Include revenue and expense projections.
- Management team — What educational backgrounds, experiences and strengths will enable applicants to achieve the business objectives?

The deadline for submitting applications is Aug. 18, 2025. Entries may be submitted to the application link listed on the Chamber EDC Website.

Applicant Verification
The undersigned certifies that the information in this application is a true representation of the facts pertaining to the business or proposed business for the purpose of participating in the Bismarck Business Pitch Challenge and possible award of prizes. I/we have read all contest rules. I/we understand that any willful misrepresentation of information contained in this application could result in disqualification from the competition.

Signature of Team Leader:

Applicant/Business Owner Printed Name ____

Applicant/Business Owner Signed Name ____

Date: ____

2026 Bismarck Business Pitch Challenge
Competition Overview & Rules

Entry Deadline: August 2026 Finalists Announced By: Sept. 1st, 2026 Presentations: October 2026

The Bismarck Business Pitch Challenge is a competition for entrepreneurs and startup businesses hosted by the City of Bismarck and the Bismarck Mandan Chamber EDC, supported by the ND Small Business Development Center. Goals include:

- Inspiring and supporting a culture of entrepreneurism,
- Assisting prospective and start-up businesses in fine-tuning ideas and plans to secure investment, financing and other support as needed,
- Advancing businesses from concept to launch, from early stage to success and profitability.

The competition is for aspiring entrepreneurs and early startups who could use a boost on their entrepreneurial journey in Bismarck, N.D.

Eligibility & Rules

1) We are looking for entrepreneurs and start-up businesses who are located in Bismarck, willing to locate here, or in a 10-mile radius within Burleigh County. The business can be either physically active in Bismarck or a virtual market that's serving clients in a broader area. Basing your business in or near Bismarck may be a prerequisite for certain prizes.

   a) Businesses competing in the Business Pitch Challenge do not have to be registered with the N.D. Secretary of State's Office. However, a business selected for any funding is required to register their business with a Bismarck -based address. Brick and mortar commercial locations are preferred.

2) Preference will be given to companies/proposals that bring with them teams of talented, diverse, and value-additive individuals; and demonstrate that any prize money and/or support services will have a meaningful impact on company growth.

3) Phase, scope & type of projects
   a) Projects should be beyond idea stage. The contest is for start-ups and innovative projects that are less than 2 years old with less than $250,000 in cumulative revenue.
   b) Home-based businesses are eligible as long as they show clear, concise plans to grow beyond part-time, self-employment (generating personal income only for the proprietor).
   c) Businesses such as real estate, franchises, affiliate marketing, multi-level marketing, licensed dealerships, those requiring a club affiliation for the conduct of business, and not-for-profit are NOT eligible.

4) An individual or team can only enter once per contest. A member of a team is not eligible to enter as an individual with a separate business plan. Re-entry in future years' competitions

is allowed for all but winning business concepts provided other eligibility requirements are still met. Individuals or teams that were part of a winning concept may re-enter with a different business proposal or concept.

5) Every team entered must have an appointed team leader.

6) Contestants should be aware no member of the selection committee, judging panel or audience will be required to sign a confidentiality or non-disclosure agreement. If you find this to be a concern, consult with an attorney about risks of publicizing your business plan. Final presentations are open to the public.

Format

1) Entries must be submitted to the application link listed on the Chamber EDC Website.

2) Four finalists will be determined by a minimum five-person selection committee. Members of the selection committee may include but are not limited to representatives of the Bismarck Vision Fund, Mandan Growth Fund Committee, City of Bismarck, Bismarck Mandan Chamber EDC, NDSBDC, and Lewis and Clark Development Group. The selection committee has the right to throw out any idea that appears fake or inappropriate for presentation to a public forum.

3) All applicants will be notified of their status in the competition no later than Sept. 12, 2025. All entrants will receive score sheets.

4) Finalists are required to meet with a SBDC coach who will assist in optimizing the application, business plan and presentation toward the ultimate goal of launching or growing a business. Finalists may submit revised applications and executive summaries no later than October 8, 2025.

5) Finalists will pitch their final business plan to judges October 15, 2025. Presentations are open to the public. The competition will begin at 5:30 p.m. Finalists have 5-7 minutes to present their business plan. This will be followed by a 10-minute question and answer session with the judges. Finalists will receive scorecards and evaluations within 48 hours following the competition.

Presentation Guidelines

1) Objective – To define the idea or concept by summarizing and explaining a product, service or value proposition in a short duration of time (5-7 minutes). This is not a sales pitch, but rather a description of the validity of the business idea.

2) Introduction – Participants are expected to introduce their team members and the opportunity, need or problem their business is trying to address.

3) Audio/visual – A PC-based laptop and projection system will be available. Use of technology is welcome, but not required. Any props must be safe and limited to a quantity, weight and size that can be easily managed by the entrant and or his or her team in no more than 5 minutes each before and after the presentation.

Selection & Judging Criteria

As the selection committee and judges review applications, they will consider two categories of scoring: Business Plan and Community Benefit Impact:
Business Plan:

1) Content of plan —thoroughness and quality of the business information, research and analysis.
2) Creativity, innovation or market differentiation —product, technology or service distinction from others in the market or in the field.
3) Target market identification — type and quantity of customers most in need or want of the product or service
4) Market fit — the need or opportunity within the current market.
5) Scalability — potential to grow and generate income beyond self-employment and other expansion opportunities.
6) Strength of leadership team — expertise to manage and plans for additional key people as needed.
7) Use of prizes & support services — leveraging of prizes with additional capital investment including the ratio of applicant investment to prizes, impact on business launch or growth.
8) Feasibility — probability of successful launch or longer-term establishment and success.

Community Benefit Impact:
1) Increasing the property tax base,
2) Filling vacant or underutilized properties
3) Generating local sales tax revenue
4) Income generation
5) **Jobs creation (2 points for this question)**
6) Providing products or services missing or in short supply in the market (Unique Need)
7) Positive social value impact on community or other businesses.

Additional criteria for finalists advancing to the live presentation round only:
1) Delivery — clarity, quality and effectiveness of oral and visual presentation.
2) Question and answer session — ability to answer with expertise.
3) Bankable or investable — whether the evaluator would approve a loan or invest.

Four finalists will be selected on rank or relative order (i.e. first = 1 pt, second=2 pts, third = 3 pts, etc.) by selection committee members with the lowest total being most favorable.

Tie breaker — In the event of a tie, contest officials will break the tie on the basis of total score from both the application and business plan as well as the live presentation. If there is still a tie, contest officials will look to the highest total score from the live presentation.

PRIZES- LIST TO BE COMPILED