



Happy Holidays from Impact Dakota!

Upcoming EVENTS

Lean Enterprise High Performance Manufacturing Training Scheduled

Impact Dakota is in the process of recruiting for a new rounds of Lean Enterprise High Performance Manufacturing (LEHPM) training which starts on **January 17th in Fargo** and **February 28th in Dickinson**. Additional sessions scheduled - check out our [events page](#) for details.

The Impact Dakota LEHPM training helps businesses achieve higher profitability by building internal capability and capacity to improve **QUALITY, COST, and DELIVERY**. This training is based on the Lean Enterprise Certification (LECP) body of knowledge and uses standards developed and judged by the Society of Manufacturing Engineers (SME) in partnership with Association for Manufacturing Excellence (AME) and the Shingo Institute.

[Click here for LEHPM Information and Registration](#)

Additional training opportunities being scheduled:

Please watch our calendar of events for additional training to be announced soon. If you have a need for training that isn't on the list below, please reach out to [Gordon](#). We are here to help!

- Basics of HACCP - late March/early April
- Quality Management Systems - Internal Auditor Training
- Cybersecurity
- Lean 101
- Lean 101 + Simulation

Impact Dakota Events



MFG Virtual Meeting Series: Implementing Change to Control Business Costs

January 12 • 10:00 a.m. (CT)

This session will look at organizations that have implemented specific changes in their facilities to control costs to their bottom lines - improving their ability to operate efficiently.

SPEAKERS:
Gordon Court – Impact Dakota, Business Development & Account Executive
Holly Anderson – Elinor Coatings, CEO
Jeff Edberg – Spectrum Aeromed, Vice President of Operations

[Click here to register for this meeting](#)

What's the Big Deal about a NAICS Code?

Why should you get a manufacturing NAICS Code?
 A NAICS (North American Industry Classification System) code is assigned by the business owner to describe the primary revenue-generating activity of the company. They are used by local, state, and federal entities for statistical purposes as well as for non-statistical reasons that can benefit you. A business that has multiple activities or lines of business can designate multiple NAICS codes. For example, a company may identify a manufacturing, retail sales, and service industry NAICS codes (three separate) if they work and support/provide goods/services in multiple different ways.

Benefits of having a NAICS Code

MANUFACTURING in Lehman's Terms

As we lead up to the legislative session, there has been a lot going on at the North Dakota Department of Commerce. This includes proposals for many new and expanded programs to help alleviate our workforce challenges and to grow our primary sector businesses in North Dakota. For this month, however, I have invited **Hannah Lange**, the North Dakota Development Fund Venture Financing Manager, to provide some specifics regarding the Angel Match Program that was recently rolled out at the North Dakota Department of Commerce.

Raising Capital in North Dakota

New Angel Match Program aims to AMP-ify early-state investments in North Dakota startups

Over the last few years, North Dakota has increased its investment in businesses within the state. Programs like the Innovation Technology Loan Fund (LIFT), Bank of North Dakota's PACE program, and House Bill 1425, which committed a portion of Legacy Fund earnings to be invested within the state have helped develop a capital landscape within the state, giving companies access to the capital they need to grow their businesses right here in North Dakota.

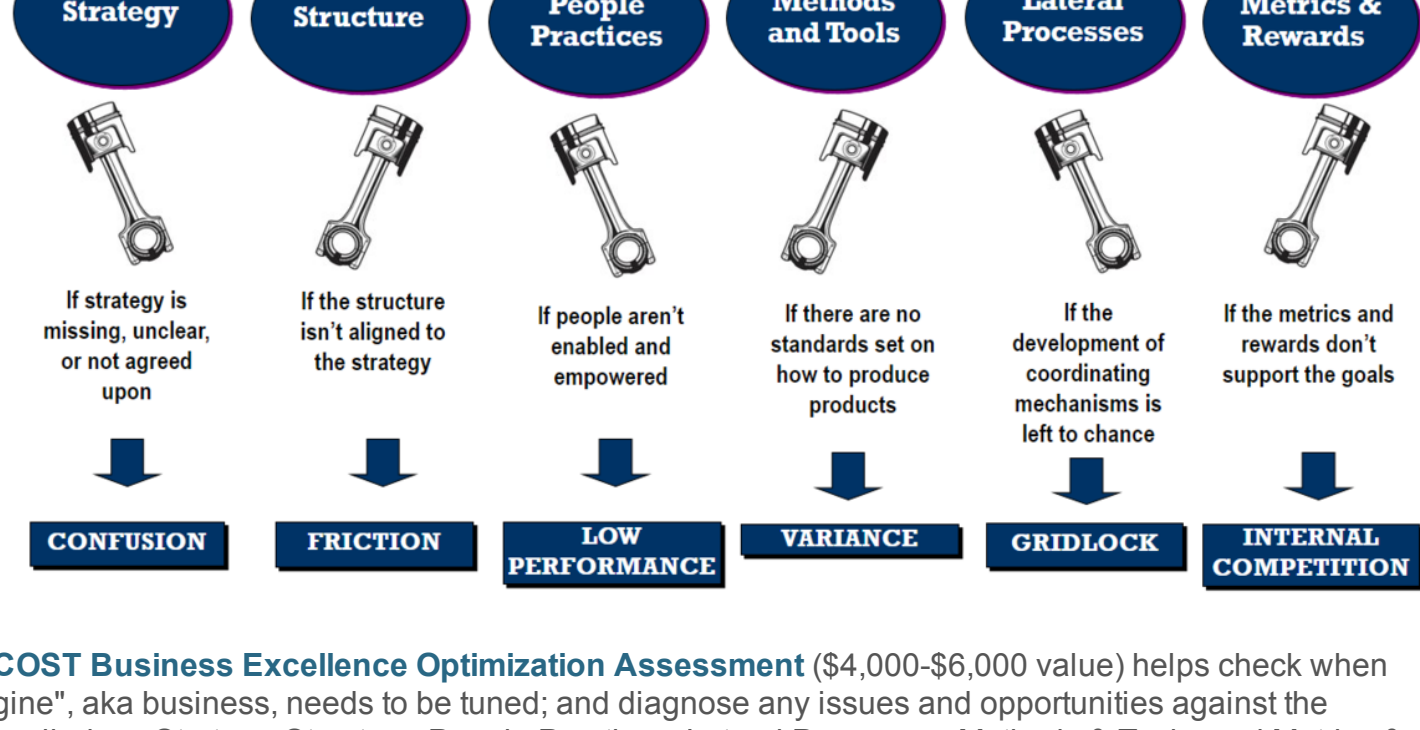


The North Dakota Development Fund (NDDF) developed the Angel Match Program (AMP) as a solution to bridge this gap in the market and prepare companies for later-stage financing tools. The AMP, funded through the federal [State Small Business Credit Initiative](#) (SSBCI), matches equity investments into primary sector businesses headquartered in North Dakota up to \$250,000 per company.

[Read Complete Lehman's Terms Article](#)

Is your business operating at peak performance? We're here to help.

The Straight6 Model



Our **NO-COST Business Excellence Optimization Assessment** (\$4,000-\$6,000 value) helps check when your "engine" cyl, aka business, needs to be tuned; and diagnose any issues and opportunities against the Straight6 cylinders: Strategy, Structure, People Practices, Lateral Processes, Methods & Tools, and Metrics & Rewards.

Please contact [Gordon](#) if you have any questions, or if you would like to take action on the Business Excellence Optimization offering. [Click here](#) to schedule your no-cost assessment.

PEOPLE + PROCESSES in alignment with Organizational Strategy = RESULTS

[Learn how BisX can make a difference in your company!](#)



State of North Dakota
Office of the Governor
 Brent Sanford
 Lt. Governor

Brent Sanford

Celebrating the 2022 North Dakota Manufacturing Day proclamation
 From left: Eric Kittelson, Fisher Industries; Darcy Vaughan, Impact Dakota; Laurie Schaffer, Impact Dakota; Lyle Arnold, Impact Dakota; Lt. Governor Brent Sanford; Gordon Court, Impact Dakota; Andrea Pfennig, Greater North Dakota Chamber; Dana Hager, Economic Development Association of North Dakota; Dave Lehman, ND Department of Commerce

Supply Chain Scouting System

Impact Dakota is partnering with NIST Manufacturing Extension Partnership (NIST MEP) and our nationwide network of 50 other MEP Centers across the U.S. and Puerto Rico to help solve supply chain gaps encountered by manufacturers, government entities, and critical service providers.

DO YOU HAVE A GAP? ARE YOU ABLE TO FILL A GAP?

— Open Opportunities —

- Paper Expandable File / Custom Printed Manilla Folders
- Future Acquisitions Planning
- Ink and Printing Materials
- IT Equipment
- Various Foreign Spare Parts
- 336.4 kcmil ACSS

- Stereomicroscope
- Centrifuge 5920R
- 210T - Nylon, crinkle - ombre dyed - For Hammocks
- Water Purifier
- Autosampler and Chromatography System

[Current Opportunities Details](#)

SINCE 2001...



\$425 MILLION IN NEW AND RETAINED SALES

\$115 MILLION IN COST SAVINGS

\$229 MILLION IN NEW INVESTMENTS

4,056 IN NEW JOBS CREATED OR JOBS RETAINED

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