

## APPLICATION FOR CERTIFICATION AS A TOURISM PRIMARY-SECTOR OPERATOR IN THE STATE OF NORTH DAKOTA

NORTH DAKOTA DEPARTMENT OF COMMERCE/TOURISM SFN 62300 (04-2023)

### **Business Information**

Please Print				
Applicant (Business Name)		FEIN Num	FEIN Number	
Contact Name	Title	Telephone	Telephone Number	
Business Location	City	State	ZIP Code	
Mailing Address	City	State	ZIP Code	
Website		currently operating in North Dakota o operate business in North Dakota		
Email Address	Secretary of State  Non-profit orga	☐ For-profit business is registered with the ND Office of the Secretary of State ☐ Non-profit organization is registered with the ND Office of the Secretary of State*		
*Non-profit organizations do not include government entities	· ·			
Step 1 – Business Description  Brief description of business, including:  • How many days per year business will be open to the pul • Briefly describe what your business does to generate out				
Step 2 – Length of Stay  Describe how this project will capture out-of-state visitors for at Does your business provide an experience that is not readily available.			ence.	

Step 3– Sales and Markets *				
Annual Gross Sale Amount (generated through your North Dakota business of recent year). If this is your first year in operation, please provide 3-year projections. \$			☐ Actual sales ☐ Projected sales	
Are other experiences like yours availa  Yes	able in North Dakota?	☐ No, not co	urrently available in North Dakota.	
Where do/will you gain sales from you from your North Dakota business only			or the categories shown below as sales	
Within North Dakota	National (res	st of U.S.)	International	
%		%	%	
rather than redistributing funds from one *Commerce requires quarterly reports of *Please be aware that information submexcept as required by law; however, if youblic information and subject to disclost *Step 4 –Agritourism* Complete this section only if your tourisportion below. Note: Definitions can be	on visitor numbers with annua nitted in Section 3 of this appl you submit additional applicati sure. m offering might be considere	ication will be kept confide ions to access incentives,	ential within North Dakota government,	
Business location	m farm headquarters			
Who runs the business?  Farm operator and farm operator	or's partners	es		
Business ownership Part of regular farm enterprise	☐ Investor-owned			
Is the agritourism business filed as a s ☐ Yes ☐ No	eparate legal entity from the p	production agriculture bus	siness?	
Describe how the agritourism project fi	its in with the production agric	culture business.		
The undersigned certifies that the i	nformation provided in this	document is true and	accurate.	
Name (Please print)		Title		
Signature		Date		

#### Qualifications:

Companies must meet minimum qualifications to be designated a primary-sector tourism business. This certification is necessary to apply for certain financial and tax incentives designated for North Dakota primary-sector businesses.

If not already registered, it's best to begin by registering your company with the ND Office of the Secretary of State at <a href="https://firststop.sos.nd.gov">https://firststop.sos.nd.gov</a>. For assistance call 701-328-2904 or email <a href="mailto:sosbir@nd.gov">sosbir@nd.gov</a>.

#### Below are definitions to keep in mind:

"Primary sector business" means an individual, corporation, limited liability company, partnership, or association certified by the department of commerce division of economic development and finance which through the employment of knowledge or labor adds value to a product, process, or service which results in the creation of new wealth.

"New wealth" means revenues generated by a business in this state through the sale of products or services to:

- a. Customers outside of this state; or
- Customers in this state if the products or services were previously unavailable or difficult to obtain from a business in this state.

"Production agriculture" means the production of crops and livestock on or near a farm as part of the regular farm enterprise directed by a farm operator and the farm operator's partners. The term does not include an investor-owned livestock feeding or milking operation located apart from a farm headquarters which is managed by employees.

"Tourism" means all tourism-related businesses and activities which serve as destination attractions. This includes:

- 1. Accommodations Lodging options that are distinct from traditional hotels/motels or short-term homestays. This can include historic restorations, boutique hotels, bed and breakfasts, outdoor (glamping) or cultural-themed lodging, hunting lodges or resorts and other types of accommodations that provide services and amenities and offer a unique and memorable experience for visitors. Unique accommodations that can help to enhance the tourism experience by providing visitors with a more personalized and immersive experience and can also help diversify the range of lodging options available in a destination.
- 2. **Culinary experiences** Restaurants, cafes, breweries, and wineries
  - a. Breweries or wineries that offer tours and/or event space
  - b. Themed restaurant destination built in conjunction with a larger tourism project

- c. Cultural or regional cuisine attractions that highlight that area's culture (Native American cuisine, Scandinavian, German-Russian heritage)
- 3. Themed education and entertainment attractions
- 4. Recreation
  - a. Value-added equipment rentals
  - b. Guide and outfitter services
  - c. Complete experience packages
- 5. Agritourism attractions
  - a. Farm stays to include tours, activities, or events
  - b. Full-service guest ranches
- Focused niche activities that provide value-added services
  - a. Historical or cultural
  - b. National Park/monument visitors
  - c. Scenic beauty or natural distinctions
  - d. Unique community amenities

Please provide responses as they relate to your business location in North Dakota only. Your responses in the shaded areas will be kept confidential within North Dakota government. You will be notified of your status by letter within two weeks of receiving your application.

The North Dakota Department of Commerce has the authority to audit any figures presented, particularly at recertification. Certification is valid for four years from certification date. Commerce requires quarterly reports on visitor numbers with annual breakdown by state, province, territory and/or country.

#### Instructions for qualified business:

Use this form only for certification by the North Dakota Department of Commerce Division of Economic Development and Finance as a primary-sector business as defined in NDCC 1-01-49.

# Submit a completed application or if you have questions, you can contact:

North Dakota Department of Commerce Economic Development & Finance Division PO Box 2057 Bismarck, ND 58502-2057

Or you can call:

701-328-5300 for assistance.