



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 Number	
Contact Name	Title	Telephone Number	
Business Location	City	State	ZIP Code
Mailing Address	City	State	ZIP Code
Website	<input type="checkbox"/> Business currently operating in North Dakota <input type="checkbox"/> Planning to operate business in North Dakota		
Email Address	<input type="checkbox"/> For-profit business is registered with the ND Office of the Secretary of State <input type="checkbox"/> Non-profit organization is registered with the ND Office of the Secretary of State*		

*Non-profit organizations do not include government entities and institutes of higher education.

Step 1 – Business Description

Brief description of business, including: <ul style="list-style-type: none"> • How many days per year business will be open to the public. • Briefly describe what your business does to generate out-of-state revenue.

Step 2 – Length of Stay

Describe how this project will capture out-of-state visitors for at least 4-6 hours or one overnight stay. Does your business provide an experience that is not readily available in North Dakota? If so, describe the experience.

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 <https://firststop.sos.nd.gov>. For assistance call 701-328-2904 or email sosbir@nd.gov.

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
- b. 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

6. **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.