



## BISMARCK VISION FUND APPLICATION - FORM 1

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.  
Please allow 3 - 4 weeks for consideration.

GENERAL CONTACT INFORMATION		
Business Name: Great Plains Restorative Services		<b>FOR INTERNAL USE ONLY</b>
Business Address: 1212 East Main Avenue		Date Received:
City: Bismarck	State: ND	Zip Code: 58501
Project Address: See Above		Date to Vision Fund Committee:
City:	State:	Zip Code:
Contact: Greg Lord		Date to Commission:
Business Phone Number: 701-503-4002		Date Commission Approved:
Cell Number: 701-226-1869		
Federal Tax ID Number: [REDACTED]		
E-Mail: gregplord@msn.com		
Date Business Established: Approx. 1992		
Amount Vision Fund Funds Requested: \$92,792.95		
Funding Amount Approved:		Other:
FINANCIAL INFORMATION		
Total Project Cost: \$2,950,000		Owner's Equity: \$700,000
PURPOSE OF REQUEST		
<input checked="" type="checkbox"/> New Business <input checked="" type="checkbox"/> Business/Equipment Updates <input type="checkbox"/> Business Expansion <input type="checkbox"/> Other:		
BUSINESS OWNERSHIP INFORMATION		
<b>Ownership Structure</b> <input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> Partnership <input checked="" type="checkbox"/> Limited Liability Corporation <input type="checkbox"/> Public Corporation <input type="checkbox"/> Other:		
<b>Key Owner Names</b> <i>(List all with a 20% interest or more)</i> Mark Thompson Steve Herman _____ _____ _____	<b>% Ownership</b> 26 26 _____ _____ _____	<b>Social Security Number</b> [REDACTED] [REDACTED] - - - - - -
<b>Key Management Name/ Phone Number</b> Greg Lord _____ _____ _____	<b>Titles</b> CEO _____ _____ _____	



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EMPLOYEE INFORMATION				
<b>Current Employees</b>	Full-Time: 59	Avg. Salary: 45,800	Part-Time: N/A	Avg. Salary:
<b>3-Year Projection</b>	Full-Time: 79	Avg. Salary: 51,296	Part-Time:	Avg. Salary:
<b>5-Year Projection</b>	Full-Time: 99	Avg. Salary: 55,400	Part-Time:	Avg. Salary:
How many jobs will this project create?	Full-Time: 59 retain, 40 new		Part-Time: N/A	
Average salary of new jobs?	Full-Time: 45,800		Part-Time:	
PROJECT INFORMATION				
<p>Please provide a summary of the project.</p> <p>The project is for the funding working capital associated with the purchase of the business from CHI/St. Alexius. Without this transaction, the business in its former name, Great Plains Rehab Services, was to close costing the area 65 jobs plus services for over 14,000 people statewide.</p>				
<p>Describe what your company does to add value to your product, process or service.</p> <p>Great Plains Restorative Service (formerly Great Plains Rehabilitation Services) provides medical equipment and supplies, custom orthotics and prosthetics. Customers/patients place 36,000 medical product orders per year. Customers/patients are from Bismarck and Mandan, central and western North Dakota. Customers/patients medical needs would be underserved if the business was not in operation.</p>				
<p>Describe the economic impact this project will have on the city of Bismarck.</p> <p>Great Plains Restorative Services is projected to provide \$14M revenue annually with 65 full-time jobs to the community. Business growth will add 40 new jobs to the Bismarck/Mandan area by 2027.</p>				
<p>Has or will this project receive any other incentive? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No</p> <p>If yes, please explain.</p>				
<p>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.</p> <p>Please see attached.</p>				



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*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 10/5/20

\_\_\_\_\_  
Applicant/Business Owner

\_\_\_\_\_  
Date

**GREAT PLAINS RESTORATIVE SERVICES, LLC**

1212 East Main Avenue

Bismarck, ND 58501

***SCOPE/PLAN OF CARE/SERVICES***

***DESCRIPTION:***

Great Plains Restorative Services (GPRS) is a North Dakota based medical product (DMEOP) facility that provides medical products and services to the general public, hospitals, clinics, physician offices and assistive care facilities.

The product services are provided in a variety of settings. The retail store facilities are located at 1212 E Main, Bismarck and 584 12th St W, Dickinson ND.

GPRS provides product services in the following areas:

- A. Respiratory care services
- B. Home Medical equipment & supply
- C. Custom orthotics & prosthetics
- D. Home and vehicle accessibility
- E. Seating and mobility, complex rehab products and services

The CEO of Great Plains Restorative Services is responsible for organization, operation and efficiency of service and reports to the GPRS Board of Directors. The COO is responsible for the daily operations of each service area. The COO reports to the CEO. The GPRS supervisors and branch manager reports to the COO. Staff provide services and report to the supervisors of their respective area.

***POPULATIONS AND TYPE OF PATIENTS SERVED:***

The predominate patient population age groups served are infant, pediatric, adolescent, adult and geriatric. All diagnostic groups are served.

**CRITERIA FOR ENTRY, ADMISSION AND TREATMENT:** At Great Plains Restorative Services, we accept only those patients whose health care needs are identified by a physician or licensed independent medical practitioner. These needs are properly met by the services we offer.

#### *ASSESSMENT OF PATIENT NEEDS AND TREATMENT:*

Evaluations/assessments are performed by qualified staff (as documented through licensure, credentialing, or competence). Assessment includes review of medical records, patient (or responsible guardian) interview, physical and functional assessment. Based on the assessment a plan of care is implemented under the direction of a physician or licensed independent medical practitioner. The patient and/or authorized guardians are involved in decision making and ultimately determine the plan of care. Services are offered to patients throughout the spectrum of functional disabilities from highly involved and complex conditions such as upper and lower limb prosthetics and orthotics, home oxygen and ventilators to less complex such as over the counter soft goods, medical supplies and equipment. The patient's level of pain is monitored and managed and if necessary, treatment is modified appropriately. The goal of services provided is to assist individuals to return to previous function, to be cared for in an alternative care setting (skilled, unskilled, or home), or hospice.

#### *FREQUENT PROCEDURES / SERVICES / PROCESS:*

##### Respiratory Care Services

An allied health specialty which assists physicians in the management and treatment of the patient with abnormalities of the heart and lungs.

1. Product services include:

Oxygen & oxygen concentrators; portable oxygen systems; volume ventilators; medical compressors; ultrasonic nebulizers; percussors; suction units; apnea monitors; respiratory supplies; Lifeline personal response systems.

##### Home Medical Equipment (HME)

This specific service offers over 5,000 different items of durable and consumable medical supplies for home and healthcare facility use.

1. Product services include:

Bathroom safety equipment; hospital beds and accessories; dressings, bandages, gauzes; urinary supplies; traction equipment; TENS units & accessories; wheelchairs; walkers; pressure sore treatment and prevention products; CPM machines; ostomy supplies; electric breast pumps; nursing supplies; orthopedic footwear; 3-wheel powered vehicles; infant phototherapy; SADD lights; canes and crutches; enteral food pumps; self-help aids.

## Orthotic & Prosthetic Services (O&P)

This service offers a full complement of orthotic and prosthetic devices and mastectomy management. This process occurs through offering these individuals external devices known as orthotics and/or prosthetics in an environment conducive to their education in use and function of these devices.

1. Orthotics

Is the science pertaining to external assistive devices for bio-mechanical use. Working in concert with the physician and other health professionals, our O&P staff provide state-of-the-art orthotic devices for the functionally impaired people.

2. Prosthetics

Is the division of medical care dealing with segmental body loss and amputation. We work in conjunction with the physician and other health care professionals to provide upper and lower extremity prosthetics.

## Home and vehicle accessibility

This service provides assistive mobility and environmental devices for both public and private facilities and vehicles.

1. Product services include:

Patient lifts; elevators; driving controls; scooter caddies; stairway lifts; van conversions; porch lifts; wheelchair ramps; Mater voice system/communication devices; Workstation modifications; Tubmate bathtub devices; special modular residential modifications; grab bar installation.

## Seating and mobility, complex rehab products and services

This service provides assistive technology to wheelchairs, seating systems and special positioning systems for the moderate to the severely disabled clients.

1. Product services include:

Custom wheelchair seating systems; adaptive controls; environmental controls; positioning systems; cushioning and biomechanical devices.

# Exhibit A: Great Plains Restorative Services

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	\$277,979.19
BND BUYDOWN AMOUNT	\$180,686.47
COMMUNITY BUYDOWN AMT	\$97,292.72
PRESENT VALUE BND	\$172,329.76
PRESENT VALUE COMMUNITY	\$92,792.95
CREATED DATE	10/11/2023
PRINCIPAL	\$2,250,000.00
YIELD RATE	8.5000
BORROWING RATE	3.5000
AMORTIZATION	54
PAYMENT	\$50,423.05

Loan without buydown				
#	Payment	Principal	Interest	Balance
1	\$50,423.05	\$34,485.55	\$15,937.50	\$2,215,514.45
2	\$50,423.05	\$34,206.72	\$16,216.33	\$2,181,307.73
3	\$50,423.05	\$34,457.09	\$15,965.96	\$2,146,850.64
4	\$50,423.05	\$35,723.09	\$14,699.96	\$2,111,127.55
5	\$50,423.05	\$34,970.77	\$15,452.28	\$2,076,156.78
6	\$50,423.05	\$35,716.94	\$14,706.11	\$2,040,439.84
7	\$50,423.05	\$35,488.16	\$14,934.89	\$2,004,951.68
8	\$50,423.05	\$36,221.31	\$14,201.74	\$1,968,730.37
9	\$50,423.05	\$36,013.04	\$14,410.01	\$1,932,717.33
10	\$50,423.05	\$36,276.63	\$14,146.42	\$1,896,440.70
11	\$50,423.05	\$36,989.93	\$13,433.12	\$1,859,450.77
12	\$50,423.05	\$36,812.90	\$13,610.15	\$1,822,637.87
13	\$50,423.05	\$37,512.70	\$12,910.35	\$1,785,125.17
14	\$50,423.05	\$37,356.93	\$13,066.12	\$1,747,768.24
15	\$50,423.05	\$37,630.36	\$12,792.69	\$1,710,137.88
16	\$50,423.05	\$39,117.14	\$11,305.91	\$1,671,020.74
17	\$50,423.05	\$38,192.11	\$12,230.94	\$1,632,828.63
18	\$50,423.05	\$38,857.18	\$11,565.87	\$1,593,971.45
19	\$50,423.05	\$38,756.06	\$11,666.99	\$1,555,215.39
20	\$50,423.05	\$39,406.94	\$11,016.11	\$1,515,808.45

Loan with buydown				
#	Payment	Principal	Interest	Balance
1	\$41,048.05	\$34,485.55	\$6,562.50	\$2,215,514.45
2	\$40,884.03	\$34,206.72	\$6,677.31	\$2,181,307.73
3	\$41,031.31	\$34,457.09	\$6,574.22	\$2,146,850.64
4	\$41,776.01	\$35,723.09	\$6,052.92	\$2,111,127.55
5	\$41,333.47	\$34,970.77	\$6,362.70	\$2,076,156.78
6	\$41,772.40	\$35,716.94	\$6,055.46	\$2,040,439.84
7	\$41,637.82	\$35,488.16	\$6,149.66	\$2,004,951.68
8	\$42,069.09	\$36,221.31	\$5,847.78	\$1,968,730.37
9	\$41,946.57	\$36,013.04	\$5,933.53	\$1,932,717.33
10	\$42,101.63	\$36,276.63	\$5,825.00	\$1,896,440.70
11	\$42,521.21	\$36,989.93	\$5,531.28	\$1,859,450.77
12	\$42,417.08	\$36,812.90	\$5,604.18	\$1,822,637.87
13	\$42,828.73	\$37,512.70	\$5,316.03	\$1,785,125.17
14	\$42,737.10	\$37,356.93	\$5,380.17	\$1,747,768.24
15	\$42,897.94	\$37,630.36	\$5,267.58	\$1,710,137.88
16	\$43,772.51	\$39,117.14	\$4,655.37	\$1,671,020.74
17	\$43,228.38	\$38,192.11	\$5,036.27	\$1,632,828.63
18	\$43,619.60	\$38,857.18	\$4,762.42	\$1,593,971.45
19	\$43,560.11	\$38,756.06	\$4,804.05	\$1,555,215.39
20	\$43,942.99	\$39,406.94	\$4,536.05	\$1,515,808.45

Interest Buydown			
#	Int. Buydown	BND (65.00%)	Comm. (35.00%)
1	\$9,375.00	\$6,093.75	\$3,281.25
2	\$9,539.02	\$6,200.36	\$3,338.66
3	\$9,391.74	\$6,104.63	\$3,287.11
4	\$8,647.04	\$5,620.58	\$3,026.46
5	\$9,089.58	\$5,908.23	\$3,181.35
6	\$8,650.65	\$5,622.92	\$3,027.73
7	\$8,785.23	\$5,710.40	\$3,074.83
8	\$8,353.96	\$5,430.07	\$2,923.89
9	\$8,476.48	\$5,509.71	\$2,966.77
10	\$8,321.42	\$5,408.92	\$2,912.50
11	\$7,901.84	\$5,136.20	\$2,765.64
12	\$8,005.97	\$5,203.88	\$2,802.09
13	\$7,584.32	\$4,936.31	\$2,658.01
14	\$7,685.95	\$4,995.87	\$2,690.08
15	\$7,525.11	\$4,891.32	\$2,633.79
16	\$6,650.54	\$4,322.85	\$2,327.69
17	\$7,194.67	\$4,676.54	\$2,518.13
18	\$6,803.45	\$4,422.24	\$2,381.21
19	\$6,862.94	\$4,460.91	\$2,402.03
20	\$6,480.06	\$4,212.04	\$2,268.02

21	\$50,423.05	\$39,328.17	\$11,094.88	\$1,476,480.28
22	\$50,423.05	\$39,616.03	\$10,807.02	\$1,436,864.25
23	\$50,423.05	\$40,245.26	\$10,177.79	\$1,396,618.99
24	\$50,423.05	\$40,200.57	\$10,222.48	\$1,356,418.42
25	\$50,423.05	\$40,815.09	\$9,607.96	\$1,315,603.33
26	\$50,423.05	\$40,793.56	\$9,629.49	\$1,274,809.77
27	\$50,423.05	\$41,092.15	\$9,330.90	\$1,233,717.62
28	\$50,423.05	\$42,266.81	\$8,156.24	\$1,191,450.81
29	\$50,423.05	\$41,702.29	\$8,720.76	\$1,149,748.52
30	\$50,423.05	\$42,279.00	\$8,144.05	\$1,107,469.52
31	\$50,423.05	\$42,316.99	\$8,106.06	\$1,065,152.53
32	\$50,423.05	\$42,878.22	\$7,544.83	\$1,022,274.31
33	\$50,423.05	\$42,940.57	\$7,482.48	\$979,333.74
34	\$50,423.05	\$43,254.87	\$7,168.18	\$936,078.87
35	\$50,423.05	\$43,792.49	\$6,630.56	\$892,286.38
36	\$50,423.05	\$43,892.01	\$6,531.04	\$848,394.37
37	\$50,423.05	\$44,413.59	\$6,009.46	\$803,980.78
38	\$50,423.05	\$44,538.36	\$5,884.69	\$759,442.42
39	\$50,423.05	\$44,864.35	\$5,558.70	\$714,578.07
40	\$50,423.05	\$45,698.89	\$4,724.16	\$668,879.18
41	\$50,423.05	\$45,527.23	\$4,895.82	\$623,351.95
42	\$50,423.05	\$46,007.64	\$4,415.41	\$577,344.31
43	\$50,423.05	\$46,197.21	\$4,225.84	\$531,147.10
44	\$50,423.05	\$46,660.76	\$3,762.29	\$484,486.34
45	\$50,423.05	\$46,876.88	\$3,546.17	\$437,609.46
46	\$50,423.05	\$47,219.99	\$3,203.06	\$390,389.47
47	\$50,423.05	\$47,657.79	\$2,765.26	\$342,731.68
48	\$50,423.05	\$47,914.44	\$2,508.61	\$294,817.24
49	\$50,423.05	\$48,334.76	\$2,088.29	\$246,482.48
50	\$50,423.05	\$48,618.94	\$1,804.11	\$197,863.54
51	\$50,423.05	\$48,974.80	\$1,448.25	\$148,888.74
52	\$50,423.05	\$49,403.58	\$1,019.47	\$99,485.16
53	\$50,423.05	\$49,694.87	\$728.18	\$49,790.29
54	\$50,423.05	\$49,790.29	\$352.68	(\$280.08)
	\$2,722,844.70	\$2,250,000.00	\$472,564.62	

21	\$43,896.65	\$39,328.17	\$4,568.48	\$1,476,480.28
22	\$44,065.98	\$39,616.03	\$4,449.95	\$1,436,864.25
23	\$44,436.11	\$40,245.26	\$4,190.85	\$1,396,618.99
24	\$44,409.83	\$40,200.57	\$4,209.26	\$1,356,418.42
25	\$44,771.31	\$40,815.09	\$3,956.22	\$1,315,603.33
26	\$44,758.64	\$40,793.56	\$3,965.08	\$1,274,809.77
27	\$44,934.29	\$41,092.15	\$3,842.14	\$1,233,717.62
28	\$45,625.26	\$42,266.81	\$3,358.45	\$1,191,450.81
29	\$45,293.19	\$41,702.29	\$3,590.90	\$1,149,748.52
30	\$45,632.43	\$42,279.00	\$3,353.43	\$1,107,469.52
31	\$45,654.78	\$42,316.99	\$3,337.79	\$1,065,152.53
32	\$45,984.91	\$42,878.22	\$3,106.69	\$1,022,274.31
33	\$46,021.59	\$42,940.57	\$3,081.02	\$979,333.74
34	\$46,206.47	\$43,254.87	\$2,951.60	\$936,078.87
35	\$46,522.72	\$43,792.49	\$2,730.23	\$892,286.38
36	\$46,581.26	\$43,892.01	\$2,689.25	\$848,394.37
37	\$46,888.07	\$44,413.59	\$2,474.48	\$803,980.78
38	\$46,961.47	\$44,538.36	\$2,423.11	\$759,442.42
39	\$47,153.23	\$44,864.35	\$2,288.88	\$714,578.07
40	\$47,644.13	\$45,698.89	\$1,945.24	\$668,879.18
41	\$47,543.16	\$45,527.23	\$2,015.93	\$623,351.95
42	\$47,825.75	\$46,007.64	\$1,818.11	\$577,344.31
43	\$47,937.26	\$46,197.21	\$1,740.05	\$531,147.10
44	\$48,209.94	\$46,660.76	\$1,549.18	\$484,486.34
45	\$48,337.07	\$46,876.88	\$1,460.19	\$437,609.46
46	\$48,538.90	\$47,219.99	\$1,318.91	\$390,389.47
47	\$48,796.43	\$47,657.79	\$1,138.64	\$342,731.68
48	\$48,947.40	\$47,914.44	\$1,032.96	\$294,817.24
49	\$49,194.64	\$48,334.76	\$859.88	\$246,482.48
50	\$49,361.81	\$48,618.94	\$742.87	\$197,863.54
51	\$49,571.14	\$48,974.80	\$596.34	\$148,888.74
52	\$49,823.36	\$49,403.58	\$419.78	\$99,485.16
53	\$49,994.71	\$49,694.87	\$299.84	\$49,790.29
54	\$49,935.51	\$49,790.29	\$145.22	\$0.00
	\$2,444,585.43	\$2,250,000.00	\$194,585.43	

21	\$6,526.40	\$4,242.16	\$2,284.24
22	\$6,357.07	\$4,132.10	\$2,224.97
23	\$5,986.94	\$3,891.51	\$2,095.43
24	\$6,013.22	\$3,908.59	\$2,104.63
25	\$5,651.74	\$3,673.63	\$1,978.11
26	\$5,664.41	\$3,681.87	\$1,982.54
27	\$5,488.76	\$3,567.69	\$1,921.07
28	\$4,797.79	\$3,118.56	\$1,679.23
29	\$5,129.86	\$3,334.41	\$1,795.45
30	\$4,790.62	\$3,113.90	\$1,676.72
31	\$4,768.27	\$3,099.38	\$1,668.89
32	\$4,438.14	\$2,884.79	\$1,553.35
33	\$4,401.46	\$2,860.95	\$1,540.51
34	\$4,216.58	\$2,740.78	\$1,475.80
35	\$3,900.33	\$2,535.21	\$1,365.12
36	\$3,841.79	\$2,497.16	\$1,344.63
37	\$3,534.98	\$2,297.74	\$1,237.24
38	\$3,461.58	\$2,250.03	\$1,211.55
39	\$3,269.82	\$2,125.38	\$1,144.44
40	\$2,778.82	\$1,806.30	\$972.62
41	\$2,879.89	\$1,871.93	\$1,007.96
42	\$2,597.30	\$1,688.24	\$909.06
43	\$2,485.79	\$1,615.76	\$870.03
44	\$2,213.11	\$1,438.52	\$774.59
45	\$2,085.98	\$1,355.89	\$730.09
46	\$1,884.15	\$1,224.70	\$659.45
47	\$1,626.62	\$1,057.30	\$569.32
48	\$1,475.65	\$959.17	\$516.48
49	\$1,228.41	\$798.47	\$429.94
50	\$1,061.24	\$689.81	\$371.43
51	\$851.91	\$553.74	\$298.17
52	\$599.69	\$389.80	\$209.89
53	\$428.34	\$278.42	\$149.92
54	\$207.46	\$134.85	\$72.61
	\$277,979.19	\$180,686.47	\$97,292.72