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# Petroleum Industry's Economic Contribution to North Dakota in 2013



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## ACKNOWLEDGMENTS

Special thanks are extended to Ron Ness, President, North Dakota Petroleum Council, for his leadership, guidance, and information throughout the study, and to Tessa Sandstrom, North Dakota Petroleum Council, who assisted and shared responsibility for administering the surveys, collecting data, and soliciting industry cooperation in the study.

Several individuals were helpful at various stages of the study. Our appreciation and thanks are extended to:

Justin Kringstad (North Dakota Pipeline Authority)  
Lynn Helms (North Dakota Department of Mineral Resources)  
Bruce Hicks (North Dakota Department of Mineral Resources)  
Alison Ritter (North Dakota Department of Mineral Resources)  
Nathan Kirby (North Dakota Department of Mineral Resources)  
Rick Ross (Whiting Petroleum Company)  
Terry Kovacevich (Marathon Oil)  
Barry Schumacher (Workforce Safety and Insurance)  
Tim Rasmussen (MDU Resources Group)  
Taylor K. Lee (State Land Department)  
Jolene M. Vidal (Office of State Tax Commissioner)  
Kathy Strombeck (Office of State Tax Commissioner)  
Robert Swithers (U.S. Forest Service)  
Cody Huseby (Rocky Mountain Oil Journal)  
Randy Coon (Department of Agribusiness and Applied Economics)  
Edie Nelson (Department of Agribusiness and Applied Economics)  
Norma Ackerson (Department of Agribusiness and Applied Economics)

The study authors and study sponsors would like to thank all the companies and individuals that took the time to complete and return the survey materials. This study, with its reliance on industry data, would not have been possible without industry cooperation.

Thanks are given to Norma Ackerson for document preparation, Edie Nelson for work with the study surveys, and to our colleagues for reviewing this manuscript.

Financial support was provided by the North Dakota Petroleum Council. We express our appreciation for their support.

The authors assume responsibility for any errors of omission, logic, or otherwise. Any opinions, findings, or conclusions expressed in this publication are those of the authors and do not necessarily reflect the views of the North Dakota Petroleum Council or the NDSU Department of Agribusiness and Applied Economics.

A single copy of this publication is available free of charge. Please address your inquiry to the Department of Agribusiness and Applied Economics, North Dakota State University, PO Box 5636, Fargo, ND 58105-5636, phone (701-231-7441), fax (701-231-7400), or e-mail: [edie.nelson@ndsu.edu](mailto:edie.nelson@ndsu.edu). This publication is also available electronically at the following web site: <http://ageconsearch.umn.edu/>

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## EXECUTIVE SUMMARY

The purpose of this study was to estimate the economic contribution of crude oil and natural gas exploration, extraction, transportation, and processing in North Dakota in 2013. Expenditures made in North Dakota by oil companies represented the direct impacts of the industry. Secondary economic impacts result from the spending and respending of the direct impacts and were estimated using the North Dakota Input-Output Model.

Surveys were used to collect production, expenditure, and employment data for the petroleum industry in North Dakota. Oil operators (i.e., firms that own or operate oil wells) in the state were surveyed to obtain information on in-state expenses for oil and gas exploration, expenses for oil and gas extraction/production, general business expenditures, employment, oil and gas output, and information on leasing and drilling activity. A similar survey was conducted for firms engaged in pipeline transportation, crude oil rail loading, and processing of crude oil and natural gas in North Dakota. A third survey was conducted of firms providing services, inputs, and equipment in the oil fields. A fourth survey of leasing/brokerage firms was used to gather data on lease bonuses paid to in-state and out-of-state mineral owners.

The survey of oil operators produced financial data on 37 percent of North Dakota's oil and natural gas production in 2013. Secondary data, obtained from government agencies, were combined with survey data to estimate royalties, lease bonuses, and severance taxes.

Total in-state expenditures in 2013 for oil and gas exploration (e.g., seismic testing, well drilling, well completions) were estimated from survey data and statewide drilling statistics. A total of 2,183 wells were completed in 2013. Average expense per well for oil operators was estimated at \$6.9 million, yielding about \$15 billion in total financial outlays for well development. Financial data on expenses for well development were obtained from oil operators, and adjustments to the capital costs to drill and complete a well were performed to reflect specific inputs supplied by in-state sources. The net effect of removing expenses for those capital outlays revealed that about 52 percent of the cost to complete a well in North Dakota in 2013 represented economic leakage and was not included in the industry's direct economic impacts. The direct impact per well completed in the state was estimated at \$3.3 million. The combination of in-state expenses for exploration and lease bonuses resulted in \$7.6 billion in direct impacts in 2013. The secondary economic impacts associated with exploration activities were estimated at \$12.8 billion. The in-state gross business volume (direct and secondary impacts) of exploration/development activities was estimated at \$20.4 billion in 2013.

Estimates of oil and gas extraction/production expenses, general business expenses for oil operators, private and public mineral royalties, and state severance taxes were derived from survey data and secondary information obtained from various government agencies.



The state had 8,949 producing wells (average monthly) which combined for nearly 313.8 million barrels of oil and 347.6 million mcf of natural gas in 2013. Those volumes of oil and gas production resulted in an estimated \$2 billion for in-state expenditures for extraction/production, \$696 million for general business expenses, \$2.9 billion in state severance taxes, and a combined \$2 billion of in-state private and public oil and gas royalties. Total direct impacts for oil and gas production were estimated at \$7.7 billion in 2013. Total secondary economic impacts associated with production activities were estimated at \$7.6 billion. The in-state gross business volume of oil and gas extraction/production was estimated at \$15.3 billion in 2013.

In-state expenditures for transportation of crude oil, pipeline operation, crude oil rail loading facilities, natural gas processing, and crude oil refining were estimated to have a direct impact in North Dakota of \$957 million in 2013. Total secondary economic impacts associated with processing and transporting crude oil and natural gas were estimated at \$1.9 million. Processing and transporting crude oil and natural gas generated a gross business volume of \$2.8 billion in 2013.

The petroleum industry was estimated to have capital expenditures between \$3.1 billion to \$3.3 billion for infrastructure projects in the state in 2013. After adjustments for economic leakage (the portion of expenditures not captured in the North Dakota economy), it was estimated that about \$1.4 billion to \$1.5 billion were captured in the North Dakota economy. The gross business volume associated with infrastructure spending in North Dakota was estimated to range from \$4.5 to \$4.7 billion in 2013. Infrastructure spending, as defined in this report, would represent additional economic activity beyond that created by the exploration, production, and processing segments of the industry.

Industry-wide direct and secondary economic impacts from the petroleum industry were estimated at \$17.7 billion and \$25.4 billion, respectively. The gross business volume for the entire industry, including infrastructure spending, in North Dakota in 2013 was estimated at \$43 billion.

Additional measures of the petroleum industry's economic importance to the state include direct employment for 55,137 full-time jobs, economy-wide personal income of \$9.3 billion, statewide retail sales of \$11.3 billion, direct contributions to local and state government tax revenues of \$4.1 billion, indirect contribution of \$354 million in state government general tax collections, and secondary employment of 26,403 full-time equivalent jobs.

Comparing various production statistics between previous studies revealed that the number of producing wells, oil and gas production, and drilling activities all increased in the state. Oil prices among the five studies were highest in 2011. From 2005 to 2013, expenditures for exploration (i.e., general exploration, well drilling, well completions, and

lease bonuses) in the state increased nearly 1,400 percent in real terms (i.e., correcting for inflation). By comparison, expenditures for oil and natural gas production over the same period paralleled changes in oil and gas output and were estimated to increase by 600 percent in real terms. Processing and transportation activities also showed substantial growth over the period due to increased processing and transportation volumes and expansion of processing and pipeline capacities. Economic activity associated with the processing segment of the industry increased in real terms by 530 percent from 2005 to 2013. Overall, the gross business volume (i.e., direct and secondary economic effects) of the industry was estimated to increase 8-fold (850 percent) in real terms from \$4.5 billion in 2005 to \$38.6 billion in 2013 (excluding infrastructure spending). Infrastructure spending was not included in earlier assessments; however, when capital expenditures for infrastructure projects are added to the other segments of the industry, the gross business volume for the petroleum sector in 2013 was estimated at \$43 billion.

# **PETROLEUM INDUSTRY'S ECONOMIC CONTRIBUTION TO NORTH DAKOTA IN 2013**

DEAN A. BANGSUND

NANCY M. HODUR\*

## **INTRODUCTION**

North Dakota's largest basic sector industries, which include agriculture, manufacturing, and energy, provide much of the economic stimuli for the state's economy. These large industries are generally comprised of distinct sectors or economic groups. For example, agriculture in North Dakota often is considered a combination of crop production and livestock. The energy industry in North Dakota also is comprised of several distinct sectors that are commonly treated as separate activities. North Dakota's energy industries can be conveniently separated into the activities that produce and distribute electricity, coal, petroleum, and renewable fuels.

While separating the energy industry into similar activities is relatively straight forward, identifying the economic players within those sectors is less clear. In the case of electricity generation, a handful of firms and generating facilities exist within the state. The same situation exists with coal production – a handful of companies operate at a limited number of locations. However, the industrial organization associated with oil and natural gas production is different. Rather than having a handful of firms and a limited number of site-specific facilities and locations, the petroleum industry involves hundreds of firms and a multitude of facilities spread throughout the western third of North Dakota.

North Dakota has been a top 10 oil-producing state for over a decade. To those familiar with North Dakota's economy, the petroleum sector has always been an important part of the state's economic base. Recent upswings in oil production became prevalent in the 2000s. In 2006 during the beginning of the latest expansion of oil field development, the first comprehensive economic assessment of the petroleum industry in the state was conducted (Bangsund and Leistritz 2007). Another assessment was conducted two years later (Bangsund and Leistritz 2009). Since that time, North Dakota has witnessed an unprecedented increase in oil production. Since 2012, North Dakota has ranked second in oil production behind Texas (U.S. Department of Energy 2014).

The expansion of oil development associated with shale formations that started in the mid-2000s has continued to garner local, state, and national headlines. No longer is the rapid development of the oil patch in North Dakota a phenomenon only visible to those working in the industry or living in western North Dakota. The economic value of the rapidly expanding

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petroleum industry is difficult to follow as the industry has grown and expanded beyond historical precedents. However, as the state continues to adjust to an ever-expanding petroleum sector, policymakers, legislators, and business leaders would benefit from an understanding of the economic effects of the industry.

Determining the economic contribution of a given industry quantifies its importance to state and local economies. Not only can the economic impacts to the state and local economies be measured, but the effects on specific economic sectors and related industries also can be identified. In addition, economic studies can demonstrate the susceptibility of the North Dakota economy to fluctuations in factors affecting petroleum exploration and production, demonstrate the economic dependence of the state on natural resource-based industries, and indicate the economic impacts that could result from potential changes in policies which affect the petroleum industry.

## **OBJECTIVES**

The purpose of this report is to estimate the economic contribution (direct and secondary effects) of the petroleum industry to the economy of North Dakota. Specific objectives include

- 1) estimate the economic size of petroleum exploration, extraction, and processing sectors,
- 2) estimate in-state spending on petroleum industry infrastructure, and
- 3) provide estimates of industry-wide employment, tax revenues, and other key economic measures.

## **BACKGROUND**

The industrial organization of the petroleum industry in the United States often is divided into upstream and downstream components. The upstream components of the petroleum industry generally include exploration, development, and production of crude oil and natural gas. The downstream components include transportation, processing, distribution, marketing, and retail delivery of petroleum products.

### **Industry Organization**

The petroleum industry in North Dakota consists of both upstream and downstream components. For this study, the petroleum industry was defined to only include in-state exploration, extraction/production, transportation, and processing of crude oil and natural gas. Exploration can be generally thought of as the process of finding mineral resources. Extraction or production is the process of developing and recovering mineral resources. Transportation components of the industry, in this study, were limited to the movement of oil and gas from wells to collection points, and then on to processing facilities located either in-

state or out-of-state. Petroleum processing in North Dakota included refining of crude oil and natural gas processing. The distribution, marketing, and retail sale of processed petroleum products (e.g., diesel, gasoline, kerosene, motor oil, lubricants, propane, natural gas) were not included.

The exploration and extraction phases of the petroleum industry are not organized like other industries in the state. Firms that own producing wells (oil operators) contract much of the work of exploration and extraction of oil and gas to other firms that specialize in various aspects of those processes. As a result, much of the expenditures incurred in the state for oil and gas production start with the oil operator but flow through the various firms engaged in providing support and service within the oil fields. While oil operators represent a mix of small to large firms, a majority of the prominent oil operators in North Dakota also have operations in other states. For many oil operators, their operations in North Dakota do not represent the majority of their oil and gas revenues. As a result of having operations and/or headquarters in other states, net revenues from North Dakota oil and gas production may leave the state for a variety of reasons. However, North Dakota is still the beneficiary of exploration and discovery expenses from firms that may have minimal operations in the state.

Oil and gas wells typically have three types of economic interests. These players are often referred to as royalty interests, owner/operator interests, and working interests. Royalty interests receive a share of the value of a well's output but do not share in the expenses associated with the well. Owner and working interests share, based on various percentages or arrangements, the remaining revenues and all of the expenses of a well. The well owner or operator is generally responsible or in charge of all operations. The owner arranges to have work completed for most of the necessary activities associated with the well, and charges working interests for their share of the expenses. As a result of these typical arrangements, the total number of firms receiving revenues and incurring expenses from oil and gas wells in North Dakota is unknown. However, the number of oil operators (firms that own or operate wells) is known.

For various reasons, the magnitude of economic effects of oil and gas production are not necessarily equivalent to the market value (i.e., price times quantity) of oil and gas produced. Exploration and extraction technologies use specialized inputs and services, many of which are not available in North Dakota and must be purchased from out-of-state sources. Many oil operators have operations and/or are headquartered in other states, and revenues for some firms may leave the state to be used for projects elsewhere. The same situation may exist where firms use resources obtained from out-of-state operations for oil and gas exploration in the state. In addition, oil operators headquartered out-of-state often have minimal general business expenses in the state. Similarly, firms that only have working interests in producing wells may or may not have physical operations in the state. All of these factors make it problematic to base economic importance of the petroleum industry solely on the value of oil and gas production.

## Production Statistics

Oil and gas production is limited to the western third of North Dakota (Figure 1). While crude oil has been produced in 19 western counties, 17 counties are currently producing crude oil (North Dakota Department of Mineral Resources 2014a). Of the 17 counties producing oil, production is concentrated in Billings, Dunn, Bowman, McKenzie, Mountrail and Williams Counties. Those counties accounted for 90 percent of state oil production in 2013 (North Dakota Department of Mineral Resources 2014a). Production in key counties has fluctuated over the last 50 years as new oil deposits are found and developed in various locations in the state (Figure 2). Since 2002, major increases in oil production have occurred in Bowman, McKenzie, Dunn, and Mountrail Counties.

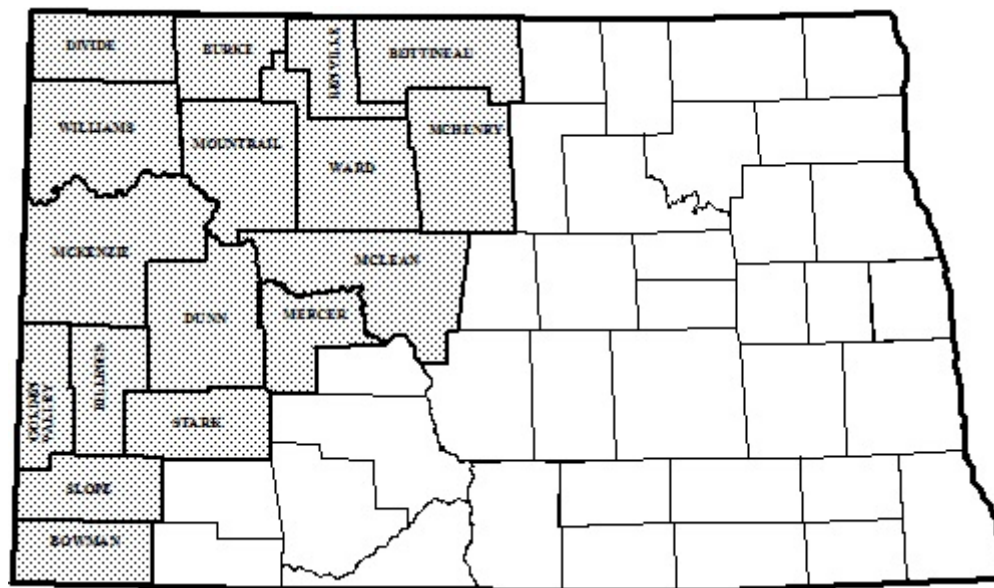


Figure 1. Oil Producing Counties, North Dakota

Nationally, North Dakota is eighth among all oil producing states based on cumulative crude oil production from 1981 through 2013 (Figure 3) (U.S. Department of Energy 2014). Based on crude oil production in 2013, North Dakota ranked second nationally among oil producing states. North Dakota accounted for about 14 percent of domestic crude oil (excluding federal off-shore) production in 2013.

North Dakota is less of a factor in domestic natural gas production. From 1981 through 2013, North Dakota accounted for only 0.44 percent of national production (U.S. Department of Energy 2014). North Dakota was ranked 13<sup>th</sup> in natural gas production in 2013.

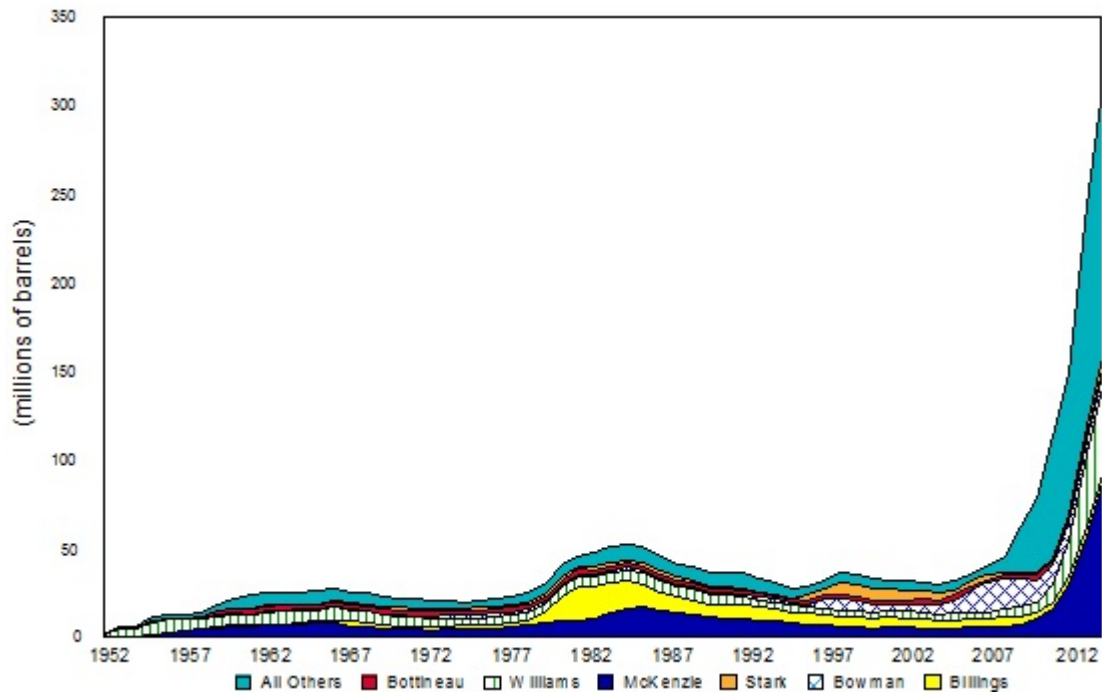


Figure 2. Historic Oil Production, Key Counties, North Dakota, 1952 through 2013  
Source: North Dakota Department of Mineral Resources (2014a).

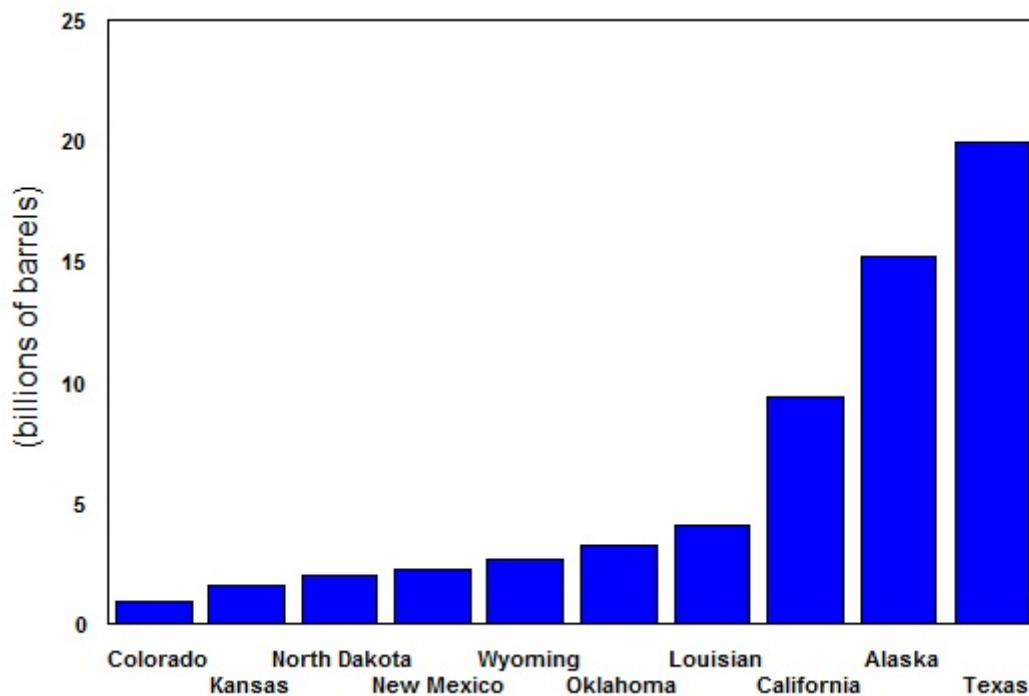


Figure 3. Top States in Cumulative On-Shore Crude Oil Production, United States, 1981 through 2013  
Source: U.S. Department of Energy (2014).

Oil production in North Dakota has fluctuated substantially since commercial production began in the early 1950s (Figure 4). Overall, there have been four periods of rapid growth in oil production in North Dakota. The first period was from 1951 through 1962, the second period occurred from 1974 to 1984, the third period from 1994 to 1997, and the current period which began in 2003. After historic highs in 1984, overall oil production in the state declined rapidly for 10 years. Since 1994, oil production in the state has seen two periods of expansion and one period of declining production. Crude oil production in the state has been rapidly increasing since 2010.

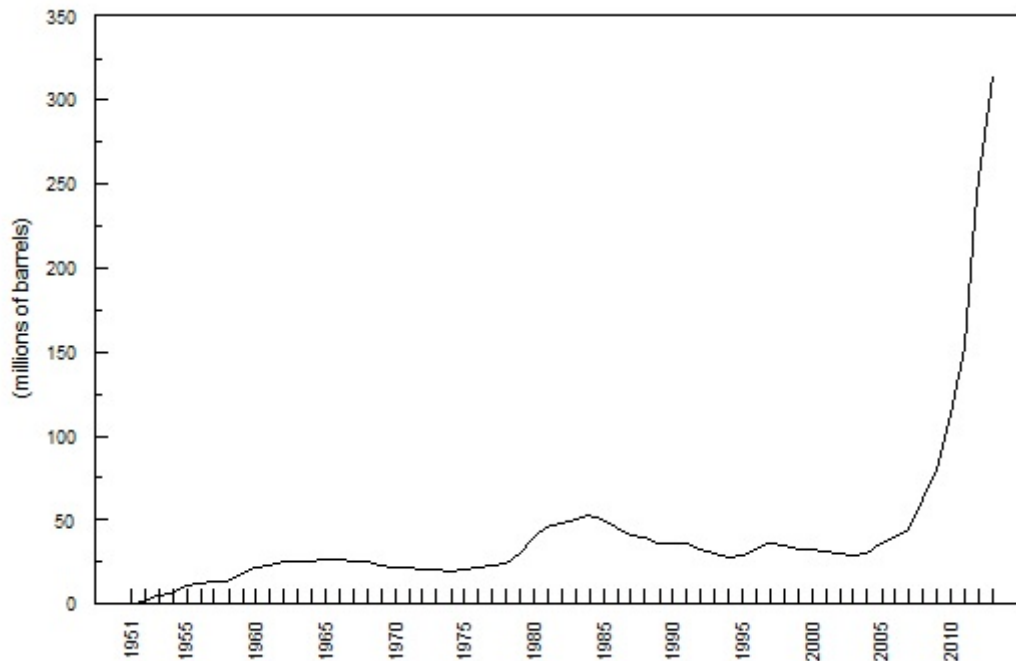


Figure 4. Crude Oil Production, North Dakota, 1951 through 2013

Source: North Dakota Department of Mineral Resources (2014a).

The annual value of oil production in North Dakota was estimated using monthly average price and production data from the North Dakota Department of Mineral Resources (2014a). The overall value of oil production in North Dakota, in nominal terms, has generally paralleled oil production despite price fluctuations over time (Figure 5). Nominal oil prices were converted to real dollars (2013) using the Gross Domestic Product-Implicit Price Deflator (U.S. Department of Commerce 2014). In real terms, from 1980 to 2000 the value of crude oil production in North Dakota largely declined (Figure 6). However, in both real terms and nominal terms, the value of crude oil production in the state has increased substantially since 2000 (Figure 6).



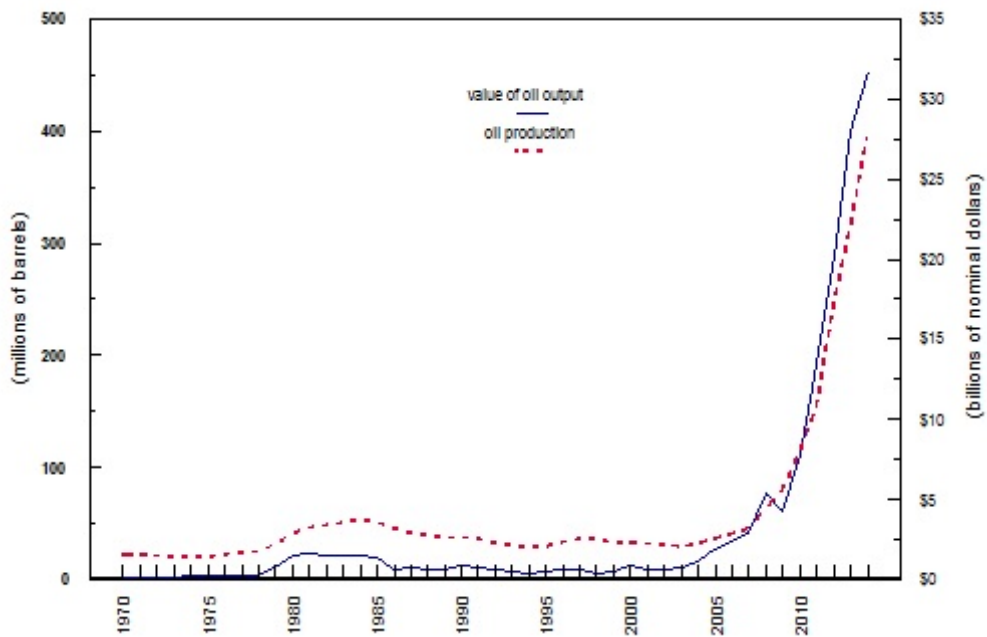


Figure 5. Production and Market Value of Crude Oil, North Dakota, 1970 through 2014  
Source: North Dakota Department of Mineral Resources (2014a).

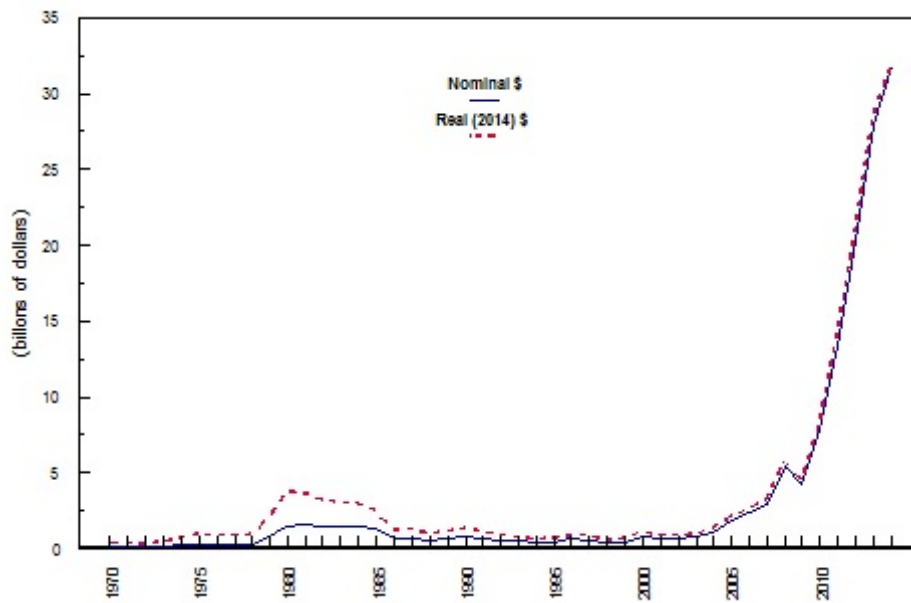


Figure 6. Value of Crude Oil Production in Nominal and Real Dollars, North Dakota, 1970 through 2014

## PROCEDURES

An economic contribution analysis, as defined in this study, represents an estimate of all relevant in-state expenditures and returns associated with an industry. The economic contribution approach to estimating economic activity has been used for several other industries in North Dakota (Bangsund and Leistritz 1995a, 1995b, 1998, 1999, 2004, 2005, 2010; Coon et al. 2012a, 2012b).

### Data Collection

Due to the complexities of how the oil and gas industry is structured, and that in-state effects (i.e., first round spending or direct impacts) from oil and gas production in any given year may not equal the market value of oil and gas production, an expenditure-based approach to measuring the economic size of the petroleum industry was used in this study. In this approach, a sample of firms active in the petroleum industry in North Dakota were asked to provide estimates of the amount of expenditures made to entities (i.e., individuals, firms, and governments) in North Dakota. Four separate survey efforts were conducted for the study and provided the basis for most of the economic data needed to complete the study.

### Oil Operators

Firms that own or operate oil wells in the state were surveyed to obtain information on expenses for oil and gas exploration and extraction/production, general business expenses in the state, employment, physical measures of oil and gas production, and leasing and drilling activity (Appendix A). The North Dakota Petroleum Council provided names and addresses for 61 oil operators in the state. The survey process started with sending cover letters and a questionnaire to each firm on the mailing list. A second mailing was conducted for all firms that had not responded<sup>1</sup> to the first mailing. After two mailings, dissemination of survey materials and solicitation of industry cooperation were deferred to the study sponsor.

The combination of two mailings and personal contacts of oil operators conducted by the study sponsor resulted in useable information from 11 firms. The firms' production from owned/operated wells represented 37 percent of the state's 2013 production of crude oil and natural gas (Table 1). An additional follow-up data request was initiated for companies participating in the study to obtain detailed financial data on well completion costs to delineate in-state versus out-of-state supplies for those inputs.

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<sup>1</sup>Firms with non-deliverable addresses, those who responded with completed questionnaires, and those who indicated they would not or could not participate were excluded in the second mailing.

Table 1. Basic Production Statistics from Survey of Oil Operators, North Dakota, 2013

Number of firms responding with useful information	11
Number of wells owned or operated in North Dakota (11 firms)	3,789
Crude oil production in 2013 in North Dakota (11 firms)	115,645,000 barrels <sup>a</sup>
Natural gas production in 2013 in North Dakota (11 firms)	121,837,000 mcf <sup>a</sup>
Number of oil wells drilled in 2013 with financials (8 firms)	763

<sup>a</sup> Output from wells operated or owned. Does not include production from working interests.

### Pipelines and Processors

Another survey was conducted for firms engaged in pipeline transportation of crude oil and unprocessed natural gas produced in North Dakota, firms operating crude oil rail loading facilities, and firms involved with processing of crude oil and natural gas in North Dakota. The survey was used to obtain estimates of the amount and type of expenditures made in North Dakota and in-state employment by those firms (Appendix B). A mailing list of 12 firms operating pipelines, gas processing plants, and oil refineries were provided by the North Dakota Petroleum Council. The firms on the mailing list received two mailings, with some firms being contacted numerous times by industry representatives. A total of eight firms provided useable information. While representative data for industry activities in this segment of the industry were obtained through the survey, a breakout of survey data for crude oil pipelines, natural gas processing plants and pipelines, crude oil refineries, and rail loading facilities is not possible due to confidentiality reasons. Firms operating pipelines for the transport of refined or processed petroleum products were not included in the study.

### Service and Support

A third survey was used to obtain information from firms that provide service and support to oil operators in the state. The survey solicited information on the type and extent of involvement in the petroleum industry, in-state expenditures, and employment in North Dakota (Appendix C). The mailing list was obtained from lists of contractors or vendor lists provided by firms responding to the oil operator survey and from a list of oil servicing firms provided by the North Dakota Petroleum Council. Oil operators were asked to provide lists of firms with whom they contract for the provision of various exploration, extraction/production, and transportation services in North Dakota. The vendor or contractor lists provided by the oil operators and the list of service firms provided by the North Dakota Petroleum Council were processed to remove the names of oil operators, government offices/agencies, pipeline firms, and processors, as well as firms without complete addresses. A total of 500 firms were randomly selected from a final list of 965 firms. Undeliverable

addresses were present on 61 of the 500 firms. An initial mailing resulted in 69 firms responding, with 59 firms providing useable information.

### Leasing and Brokerage

A survey of companies providing leasing services to petroleum sector firms was conducted to obtain information on oil leasing activities in North Dakota. A questionnaire was developed to obtain information necessary to estimate the amount of lease bonuses on private land in North Dakota (Appendix D). The study sponsor distributed the questionnaire to eight firms. The survey resulted in obtaining useable financial information from four firms. Lease bonuses for government mineral ownership were obtained by contacting the appropriate federal and state agencies.

Data obtained from the oil operators survey represented 37.2 percent of oil and gas output in the state, and revealed an average, weighted by dollar volumes, in-state royalty payment percentage of 40.3 percent. The in-state payment percentage for private royalties was used with the data from the survey of lease/brokerage firms to estimate in-state lease bonus payments.

### Estimation Techniques

The survey of oil operators, survey of processors/pipeline operators, and survey of oil firms providing services and contract work in the oil fields provided data for two critical aspects of the study. First, data from the oil operator and processor surveys were used to set the level of spending in North Dakota. In other words, the data were used to determine the number of dollars spent in the state. Second, data from all three surveys (i.e., operators, processors, service firms) were used to determine the distribution of spending among various sectors of the North Dakota economy.

The survey of oil operators provided financial data on about 37 percent of all oil and gas production in the state in 2013. In addition, survey respondents provided information on exploration expenses, wells drilled, and operating expenses. Benchmark expenses for extraction/production, transportation, and operational expenses (e.g., general administrative costs) were estimated per barrel of oil equivalent<sup>2</sup> (BOE). Total state production in 2013, expressed in BOE, was then used with survey estimates of in-state expenditures per BOE to generate state-level estimates for production, transportation, and administrative spending. Benchmark expenses for exploration were estimated on a per-well completed basis and were used with data on the number of wells completed in North Dakota in 2013. Data from the survey of oil lease/brokerage firms were used with data from the North Dakota State Land

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<sup>2</sup>Barrel of oil equivalent places oil and gas production on a common basis, and is estimated by dividing mcf of natural gas by 6 and adding barrels of oil.

Department to estimate lease bonus payments for private mineral leases. Other economic components of the petroleum industry's direct impacts, such as severance taxes, public lease bonuses, and royalty revenues represented a combination of survey data, state-level statistics, and information obtained from various state and federal governmental agencies.

The survey of service and support firms for oil and gas production in North Dakota provided estimates of in-state spending by various types of expenses (e.g., salaries/wages, utilities, office supplies, business services) (Appendix C). The percentage of spending in various categories by firms responding to the survey was used to allocate state-level expenditures for exploration and extraction to various economic sectors of the North Dakota Input-Output Model. The amount of spending was determined using data from the survey of oil operators, while the survey of service and support firms provided insights on how those dollars impacted various sectors of the North Dakota economy.

### Input-Output Analysis

Economic activity from a project, program, policy, or activity can be categorized into direct and secondary impacts. Direct impacts are those changes in output, employment, or income that represent the initial or first-round effects of the project, program, policy, or activity. Secondary impacts (sometimes further categorized into indirect and induced effects) result from subsequent rounds of spending and respending within the economy. This process of spending and respending is sometimes termed the multiplier process, and the resultant secondary effects are sometimes referred to as multiplier effects (Leistritz and Murdock 1981).

Input-output (I-O) analysis is an economic tool that traces linkages among sectors of an economy and calculates the total business activity resulting from a direct impact in a basic sector (Coon et al. 1985). The North Dakota I-O Model has 17 economic sectors, is closed with respect to households (households are included in the model), and was developed from primary (survey) data from firms and households in North Dakota.

Empirical testing has shown the North Dakota Input-Output Model is sufficiently accurate in estimating gross business volume, personal income, retail activity, and gross receipts in major economic sectors in North Dakota. Over the period 1958-2013, estimates of statewide personal income derived from the model averaged within 10 percent of comparable values reported by the U.S. Department of Commerce (Coon et al. 2015, Bureau of Economic Analysis 2015). Coon et al. (2015) measured the statistical differences between the estimates of personal income from the two sources and found the absolute average difference was 7.07 percent, mean difference was -4.71 percent, and Theil's  $U_1$  coefficient was 0.0395 for the 1958 to 2013 period.

## ECONOMIC IMPACTS

The economic contribution of the petroleum industry was primarily based on estimates of in-state expenditures from exploration, extraction, transportation, and processing of crude oil and natural gas. Estimates of in-state expenditures were combined with estimates of oil and gas royalties, state severance taxes, and lease bonuses to determine total direct impacts. Subsequently, the direct impacts were applied to the North Dakota Input-Output Model to estimate the secondary impacts. Secondary impacts result from the respending of direct impacts within the economy. The following section is divided into six major parts: (1) direct impacts, (2) secondary impacts, (3) employment, (4) tax revenue, (5) infrastructure spending, and (6) total economic impacts.

### Direct Impacts

From an economic perspective, direct impacts are those changes in economic output, employment, or income that represent the initial or first-round effects of a project, program, or activity. The direct impacts from the petroleum industry in North Dakota included expenditures for (1) oil and gas exploration, (2) oil and gas extraction/production, (3) transportation of crude oil and unprocessed gas, and (4) processing crude oil and natural gas. Direct impacts also included various revenue streams originating from either oil and gas exploration, such as lease bonuses, or oil and gas production, such as severance taxes and royalty payments. The following sections describe these direct economic impacts.

#### Exploration/Development

The economic effects of exploration come from expenditures within North Dakota for a variety of activities that involve searching and discovering viable oil and gas resources. Exploration was defined to include, but not limited to, seismic testing, geological research, lease expenses, other environmental research, land survey work, excavation, road building, construction of drill site, construction and delivery of electricity, pipeline development, and all other activities associated with drilling and completing oil and/or gas wells (Appendix A).

Estimates of total 2013 in-state expenditures for exploration were derived from the survey of oil operators and used with drilling statistics from the North Dakota Department of Mineral Resources (2014a). Gross expenditures for exploration, drilling, and well completion were estimated at about \$6.9 million per well drilled in North Dakota in 2013. The petroleum industry completed 2,183 wells in North Dakota in 2013, yielding about \$15 billion in total financial outlays for well development. Financial data on expenses for well development were obtained from oil operators. Considering the rapid expansion of well drilling, and the volume of economic activity, adjustments to the capital costs to drill and complete a well were performed to reflect specific inputs only supplied by in-state sources. Examples of well development expenses that were determined to be primarily supplied by

out-of-state firms included drill bits, well casing, well head equipment, conductor pipe, fuel, cement, packers, christmas tree, sucker rod, heater/treater, fracture materials, and emissions control. Removing input expenses supplied primarily by out-of-state sources revealed that about 48 percent of the capital cost to complete a well came from in-state sources. Therefore, the \$6.9 million completion cost per well in North Dakota in 2013 was adjusted to reflect about \$3.3 million of expenses captured in the North Dakota economy.

Lease bonuses retained or paid to in-state entities were estimated at \$427.5 million in 2013, which included \$49.6 million for state leases, \$4.1 million for federal leases (Office of Natural Resources Revenue 2014, U.S. Forest Service 2014), and about \$300 million for private mineral leases. The \$4.1 million in federal lease bonuses represented the portion of those leases that were returned to the North Dakota state government. Disbursements of lease bonuses from tribal lands back to North Dakota are not reported; however, tribal lease bonuses are contained within gross estimates of lease bonuses on Federal lands reported by the Office of Natural Resource Revenue. Total payments for oil leases tied to private land in North Dakota were estimated at \$737 million; however, data from the survey of lease/brokerage firms and data on in-state mineral royalty payments obtained from oil operators suggest that about 40.2 percent (\$296.8 million) was paid to in-state addresses.

The combination of in-state well completion expenses and lease bonuses resulted in \$7.6 billion in direct impacts in 2013 (Table 2). In-state expenditures for general exploration and well drilling/completion were allocated to various economic sectors of the North Dakota Input-Output Model using information from the survey of service and support firms (Table 2). State and federal lease bonuses were allocated to the *Government* sector and private lease bonuses were allocated to the *Households* (personal income) sector.

Table 2. Direct Impacts from General Exploration, Drilling Activities, and Lease Bonuses, North Dakota, 2013

Economic Sector	In-state Expenditures (000s \$)
Communications and Public Utilities	81,972
Retail Trade	2,584,019
Finance, Insurance, and Real Estate	426,686
Business and Personal Services	603,819
Professional and Social Services	301,145
Households (personal income)	3,333,620
Government	278,142
Total	7,609,403

### Extraction/Production

The economic effects of extraction/production come from expenditures for a variety of activities that involve bringing crude oil and natural gas from underground formations to the earth's surface. Extraction/production was defined to include, but not limited to, all activities associated with the removal of crude oil and natural gas from the ground, and maintenance and periodic inspections of equipment used to extract oil and gas, and other production related activities, such as well work overs, well idling, shutdown, and abandonment activities (Appendix A). Also included in this segment of the industry are the general business expenditures incurred by oil operators in North Dakota. Examples of these expenditures include, but are not limited to, office rent, office supplies, wages and salaries, communications, public utilities, business and professional services, insurance, and interest expenses (Appendix A). Royalty revenues, both private and public, were included as direct impacts in the extraction/production segment of the petroleum industry. Collections from state severance taxes, which include the gross production tax and extraction tax, also were included in the direct impacts.

Estimates of total in-state expenditures in 2013 for extraction/production and general business expenses were derived from the survey of oil operators and estimated on a BOE



basis. Data obtained from the survey of oil operators for general business expenses and oil and gas production expenses were specific to expenses paid to entities within North Dakota.

North Dakota produced 313,824,003 barrels of oil and 347,587,869 mcf of natural gas in 2013 (North Dakota Department of Mineral Resources 2014a). Those volumes of oil and gas production resulted in an estimated \$2 billion for in-state expenditures for extraction/production and \$696 million for general business expenses. State oil and gas royalties were about \$304 million (North Dakota State Land Department 2014). Total federal royalties returned to North Dakota were about \$349 million, which includes tribal royalties (Office of Natural Resources Revenue 2014, U.S. Forest Service 2014). Separate estimates of tribal royalties are not published by the Office of Natural Resources Revenue.

Private royalties were based on production data obtained from the survey of oil operators and information on the distribution of in-state and out-of-state mineral payments. Overall royalty percentages reported by oil operators were estimated at 17.52 percent and 17.43 percent of well output for oil and gas, respectively. The total value of oil and gas production was estimated at \$28.762 billion using data obtained from the North Dakota Department of Mineral Resources (2014a) and the North Dakota Office of State Tax Commissioner (2014b). Total royalties were estimated by applying the industry-wide oil and gas royalty percentages to the gross sales value of crude oil and estimated sales value of natural gas. Private royalties were estimated by subtracting state and gross federal royalties from estimated total royalties. Private royalties (i.e., both in-state and out-of-state mineral owners) from oil and gas production in North Dakota in 2013 were estimated to be \$4.048 billion. In-state payments of private royalties were estimated by applying the percentage of in-state versus out-of-state mineral owners royalty payments (40.2 percent) to the estimated total private royalties (\$4.048 billion). The in-state percentage of mineral ownership (40.2 percent) was estimated from private royalty payments made by oil operators in the state. The survey of oil operators provided information on total private mineral payments from North Dakota wells (includes both mineral owners who reside in the state and those that live elsewhere) and total private in-state mineral payments from North Dakota wells (only private mineral payments going to North Dakota mailing addresses).

In-state private royalties in 2013 were estimated at \$1.630 million (without adjustments for severance taxes) or \$1.425 million net of severance taxes (severance taxes were included as a separate component of direct impacts and subtracted from private in-state mineral royalty payments).

Total collections from the gross production tax and extraction tax in calendar year 2013 were about \$1.345 million and \$1.556 million, respectively (North Dakota Office of State Tax Commissioner 2014a). Those tax collections were included in the extraction/production segment of the petroleum industry.

Total direct impacts in the extraction/production segment of the petroleum industry in North Dakota in 2013 were estimated at \$6.982 million (Table 3). Data from the survey of firms providing oil field services and data obtained from the survey of oil operators were used to allocate the in-state expenditures for oil production to various sectors of the North Dakota Input-Output Model. Direct impacts for general business expenses for oil operators, royalties, and state severance taxes also were allocated to various sectors of the North Dakota Input-Output Model (Table 3).

Table 3. Direct Impacts from Oil and Gas Extraction and Production Activities, North Dakota, 2013

Economic Sector	In-state Expenditures (000s \$)
Construction	39,988
Transportation	16,370
Communications and Public Utilities	29,496
Manufacturing	129,261
Retail Trade	752,760
Finance, Insurance, and Real Estate	186,373
Business and Personal Services	209,619
Professional and Social Services	84,878
Households (personal income)	2,500,433
Government	3,729,571
Total	7,678,749

### Processing

The processing segment of the petroleum industry included transportation of crude oil and natural gas by truck and pipeline to collection points and processing centers, natural gas processing, and crude oil refining. In-state transportation expenses paid by oil operators were

estimated on a BOE equivalent. Those expenses were extrapolated based on state production statistics. Estimates of in-state expenditures for natural gas pipeline operation, crude oil pipeline operation, natural gas processing, crude oil rail loading facilities, and crude oil refining were obtained from the survey of processors. Results from the survey of processors were combined with state statistics to estimate state-level expenditures.

Direct impacts included \$307 million in transportation expenses paid to in-state entities by oil operators. Processing activities, which included pipeline transportation of unprocessed natural gas and crude oil, natural gas processing, crude oil rail loading, and crude oil refining were estimated to have in-state expenditures of \$650 million. One-time spending for infrastructure by processors was included in processing expenditures in previous industry assessments; however, infrastructure spending was estimated separately in this study. Processors were directed to omit any infrastructure spending in their operational expenditures (Appendix C). Total direct impacts of \$957 million were allocated to the North Dakota Input-Output Model (Table 4). To avoid double counting of potential impacts, in-state purchases of crude oil and unprocessed natural gas by processors were excluded in the study.

Table 4. Direct Impacts from Oil and Gas Processing, North Dakota, 2013

Economic Sector	In-state Expenditures (000s \$)
Construction	58,006
Transportation	425,208
Communications and Public Utilities	76,900
Manufacturing	15,743
Retail Trade	39,741
Finance, Insurance, and Real Estate	100,571
Business and Personal Services	39,276
Professional and Social Services	4,519
Households (personal income)	152,165
Government	45,075
Total	957,204

#### Total Direct Impacts

Direct impacts are defined as the initial or first-round effects of a project, program, or activity. The petroleum industry in North Dakota was divided into several segments or components for purposes of reporting study results. Total direct impacts for the petroleum industry included in-state expenditures for oil and gas exploration/development, oil and gas extraction/production, transportation of crude oil and unprocessed gas, processing crude oil and natural gas, lease bonuses, severance taxes, and royalty payments.

Total direct impacts from the petroleum industry in North Dakota in 2013 were estimated at \$16.2 billion (Table 5). Exploration/development (i.e., primarily well drilling and well completion) and oil extraction/production accounted for nearly equal shares of the industry's direct impacts, 46.8 and 47.3 percent, respectively. Processing and transportation accounted for the remaining 5.9 percent of the industry's direct impacts.

Expenditures and revenues which constitute the petroleum industry's direct impacts were allocated to various economic sectors of the North Dakota Input-Output Model. The sectors of the North Dakota economy that received the greatest direct impacts were *households* (economy-wide personal income) (\$6 billion), *government* (tax collections and public royalties) (\$4 billion), *retail trade* (\$3.4 billion), *business and personal services* (\$853 million), and *finance, insurance, and real estate* (\$714 million) (Table 5).

Table 5. Total Direct Impacts, Petroleum Industry, North Dakota, 2013

Economic Sector	Industry Component			Totals
	Exploration	Extraction	Processing	
	----- 000s \$ -----			
Construction		39,988	58,006	97,994
Transportation		16,370	425,208	441,578
Communications and Public Utilities	81,972	29,496	76,900	188,368
Manufacturing		129,261	15,743	145,004
Retail Trade	2,584,019	752,760	39,741	3,376,520
Finance, Insurance, and Real Estate	426,686	186,373	100,571	713,630
Business and Personal Services	603,819	209,619	39,276	852,714
Professional and Social Services	301,145	84,878	4,519	390,542
Households (personal income)	3,333,620	2,500,433	152,165	5,986,218
Government	278,142	3,729,571	45,075	4,052,788
Total	7,609,403	7,678,749	957,204	16,245,356

## Secondary Impacts

Secondary economic impacts result from subsequent rounds of spending and responding within an economy. Input-output (I-O) analysis traces linkages (i.e., the amount of spending and responding) among sectors of an economy and calculates the total business activity resulting from a direct impact in a basic sector (Coon et al. 1985). An economic sector is a group of similar economic units (e.g., communications and public utilities, retail trade, construction).

This process of spending and responding can be explained by using an example. A single dollar from an in-state wheat producer (*Households* sector) may be spent for a loaf of bread at the local store (*Retail Trade* sector); the store uses part of that dollar to pay for the next shipment of bread (*Transportation* and *Agricultural Processing* sectors) and part to pay the store employee (*Households* sector) who shelved or sold the bread; the bread supplier uses part of that dollar to pay for the grain used to make the bread (*Agriculture-Crops* sector) ... and so on (Hamm et al. 1993).

Secondary economic impacts were estimated separately for exploration, production, and processing components of the petroleum industry. Results from the North Dakota Input-Output Model revealed that secondary economic impacts from exploration in North Dakota in 2013 would be about \$12.8 billion (Table 6). The \$7.68 billion in direct impacts for oil and gas extraction (production) activities produced an estimated \$7.67 billion in secondary economic impacts. Finally, the transportation and processing segment of the petroleum industry was responsible for about \$1.9 million in secondary economic impacts. Total secondary economic impacts from all components of the petroleum industry were estimated at \$22.3 billion. Across all three major components of the petroleum industry, considerable secondary impacts were generated in the *retail trade* (\$7 billion), *households* (economy-wide personal income) (\$2.6 billion), *finance, insurance, and real estate* (\$2.8 billion), and *communications and public utilities* (\$1.8 million) sectors (Table 6).

Table 6. Total Secondary Impacts, Petroleum Industry, North Dakota, 2013

Economic Sector	Industry Component			Totals
	Exploration	Extraction	Processing	
	----- 000s \$ -----			
Construction	767,739	527,582	99,520	1,394,841
Transportation	117,773	77,489	179,513	374,775
Communications and Public Utilities	1,088,041	658,502	147,921	1,894,464
Agricultural Processing and Miscellaneous Manufacturing	496,570	522,819	65,814	1,085,202
Retail Trade	3,987,047	2,462,497	512,400	6,961,944
Finance, Insurance, and Real Estate	1,657,536	1,057,506	198,279	2,913,321
Business and Personal Services	880,402	488,888	77,647	1,446,937
Professional and Social Services	967,746	584,119	79,732	1,631,597
Households (personal income)	1,458,468	415,992	251,521	2,125,981
Government	588,995	362,908	153,986	1,105,889
Other sectors <sup>a</sup>	729,998	330,113	86,191	1,146,302
Total	12,788,506	7,668,345	1,855,569	22,312,420

<sup>a</sup> Includes various agricultural and mining sectors.

## Employment

The petroleum industry is responsible for creating and supporting direct and secondary employment. Direct employment is a measure of the number of full-time jobs within an industry. Secondary jobs are an estimate of employment outside of an industry, but employment that is created from the industry's economy-wide economic activity.

### Direct Employment

Direct employment is a term used to describe jobs that are considered to be a part of an industry. For example, workers operating an oil drilling rig would represent direct employment in the petroleum industry. Similarly, someone who works at a natural gas processing plant or crude oil refinery would be considered direct employment in the petroleum industry.

While employment figures are frequently reported by various governmental agencies and are broken into a hierarchy of categories (e.g., North American Industry Classification System), deriving specific estimates of employment for large basic-sector industries can be problematic. Much of the problem arises in defining the type of job, and attributing to which industry(s) created that employment. For example, the process of drilling an oil well typically requires developing a road and a drilling site; work that requires heavy construction with earth moving or excavating equipment. Most oil companies will contract that work to local firms that specialize in heavy construction or excavating. The individuals performing the road building and preparation of the drill site are likely to be employed with some type of construction firm, and as a result, those jobs are typically classified and reported by government agencies as construction.

Government agencies (e.g., Bureau of the Census, Bureau of Labor Statistics) that track employment often base the classification of those jobs on the type of activities that generate the most revenue for a firm (primary activities). In this example, the primary activity for this firm is likely to be construction, even if the revenues for the construction firm are derived from road building and drill site preparation for an oil firm. However, in the case of assigning which basic-sector industry created that employment, it may be more accurate to suggest those jobs exist as a result of the petroleum industry rather than the construction industry. Yet, in other cases, the level of oil well drilling activity may be insufficient to sustain employment in heavy construction for an entire year. Those situations result in seasonal or part-time job creation. The challenge is to measure or estimate the total number of full-time jobs created and sustained by the petroleum industry, even if those jobs appear to be part of another industry or are only created for part of a year.

A recent assessment of direct jobs relating to the oil and gas industry in North Dakota was published in 2014 by Job Service North Dakota. The goal of the study was to address many of the issues identified above, that is, how many jobs in other sectors are actually employment within the oil and gas industry. Job Service North Dakota (2014) conducted the



study on behalf of the North Dakota Legislature to better understand the magnitude and location of employment in the industry.

As discussed above, various metrics can be used to determine the industry classification for employment. Job Service North Dakota evaluated all private sector jobs covered by unemployment insurance in North Dakota during calendar year 2013. Private, self-employed workers are generally not required to report employment information to government agencies or required to contribute to unemployment insurance programs. Individuals employed in those capacities were not measured in the study.

Job Service North Dakota (2014) estimated that statewide direct employment in the petroleum industry was 55,137 jobs in 2013. The study reported employment in the petroleum industry in five groups: oil and gas drilling, extraction, production, and refining; infrastructure development; professional services; transportation; and wholesale and manufacturing. Statewide, 15.3 percent of all private sector jobs covered by unemployment insurance were in the oil and gas industry. Total wages/salaries for employment covered by the study was estimated at \$17.5 billion, of which 28.5 percent was attributable to the petroleum industry. Jobs associated with the oil and gas industry in North Dakota had higher wages, on average, than jobs outside the industry.

Previous studies have used several data sources and estimation techniques to measure employment in the petroleum sector. Those previous estimates, along with results from Job Service North Dakota (2014) are presented in Table 7.

## Survey Data

Previous studies of the economic contribution of the petroleum industry relied on survey data to estimate statewide employment (Bangsund and Hodur 2013). This study used the data from Job Service North Dakota (2014) which specifically addressed the issue of statewide employment in the industry.

Table 7. Estimates of Direct Employment, North Dakota Petroleum Sector, 2003 Through 2013

Source	Estimates of Direct Employment in Petroleum Sector <sup>a</sup>										
	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003
<u>NDSU Survey Data<sup>b</sup></u>	na	na	40,856	na	18,328	na	11,812	na	5,051	na	na
<u>Job Service North Dakota</u>											
Statewide NAICS code 211 (oil and gas extraction)	1,983	1,616	1,167	844	704	544	432	427	474	445	443
Statewide NAICS code 213 (support activities for mining) <sup>c</sup>	22,032	20,627	13,759	8,119	4,608	4,651	3,103	2,688	2,090	1,605	1,334
Total	24,015	22,243	14,926	8,963	5,312	5,195	3,535	3,115	2,564	2,050	1,777
Oil & Gas Drilling, Extraction, Production, & Refining	24,254	na	na	na	na	na	na	na	na	na	na
Infrastructure Development	9,541	na	na	na	na	na	na	na	na	na	na
Professional Services	5,055	na	na	na	na	na	na	na	na	na	na
Transportation	10,173	na	na	na	na	na	na	na	na	na	na
Wholesale Trade and Manufacturing	6,114	na	na	na	na	na	na	<u>na</u>	<u>na</u>	<u>na</u>	<u>na</u>
Total <sup>d</sup>	55,137	na	na	na	na	na	na	na	na	na	na
<u>Workforce Safety and Insurance<sup>e</sup></u>											
Oil and Gas Operations (WSI code 1320)			7,188	3,954	2,622	2,100	1,496	1,063	957	1,003	na
Oil Refining-Synthetic Fuels Mfg (WSI code 1321)			1,064	1,003	994	981	953	919	896	821	na
Oil and Gas Development-Drilling (WSI code 1322)			12,039	8,147	4,867	4,256	2,914	2,000	1,738	1,175	na
Oil and Gas Well Suppliers/Equip. Dealers (WSI code 6204)			2,642	1,609	954	640	423	316	254	186	na
Oil Well Trucking (WSI code 6205)			10,162	4,085	2,076	1,565	908	672	492	337	na

- continued -

Table 7. Continued

Source	Estimates of Direct Employment in Petroleum Sector <sup>a</sup>										
	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003
<u>Workforce Safety and Insurance<sup>c</sup> (continued)</u>											
Oil Well Servicing (WSI code 8605)			12,557	5,691	2,977	2,747	1,780	1,487	1,266	1,043	na
Clerical Office Employees (WSI code			<u>2,173</u>	<u>1,257</u>	<u>924</u>	<u>856</u>	<u>737</u>	<u>662</u>	<u>601</u>	<u>561</u>	na
Total			51,603	27,800	16,879	14,322	10,190	7,983	6,921	5,864	na
<u>Oil and Gas Division, Dept. of Mineral Resources, Petroleum Sector Coefficients<sup>f</sup></u>											
	46,979	42,826	32,709	25,618	14,153	16,548	10,959	9,996	7,662	6,507	6,116

na=not available.

<sup>a</sup> Petroleum sector defined to include exploration, production, processing, and transportation of crude oil and unprocessed natural gas. Does not include distribution from processors to retail markets or sale of petroleum products in retail outlets.

<sup>b</sup> Industry-wide employment, including estimates for employment in manufacturing, construction, wholesale trade, transportation, and self-employed individuals. Based on data collected from surveys of oil operators, processing firms, pipeline companies, and businesses that provide products and technical services in the petroleum industry in North Dakota.

<sup>c</sup> Support activities for mining include drilling oil and gas wells, support activities for oil and gas operations, support activities for coal mining, support activities for metal mining, and support activities for nonmetallic minerals mining.

<sup>d</sup> Job Service North Dakota (2014) examination of all private employment with unemployment insurance classified as working in the Oil and Gas Industry. Employment estimates do not include sole proprietors or self-employed individuals not contributing to unemployment insurance.

<sup>e</sup> Represents a head count of employees (not full-time equivalent jobs) for fiscal years. Some duplication of employee counts exists in the data. Employee counts for the Professional and Business Representatives and Clerical Office Employees categories represent a strong connection to companies working in the petroleum sector. Employee counts in all categories only include sole proprietors and self-employed individuals who voluntarily opt to participate in workers' compensation system.

<sup>f</sup> The Oil and Gas Division of the North Dakota Department of Mineral Resources recently compiled employment coefficients for various activities in the oil and gas industry in North Dakota. Bangsund and Hodur (2012) describe the use of those coefficients to provide estimates of direct employment in the petroleum sector. Estimates of direct employment in the oil and gas industry, using Oil and Gas Division coefficients, were part of a research project to forecast employment, housing, and population for the Williston Basin (Bangsund and Hodur 2013; 2014). Oil and Gas Division coefficients do not include petroleum refining and represent employment in oil producing counties only.

Sources: Job Service North Dakota (2014, 2013, 2012, 2011, 2010, 2009, 2008, 2007, 2006, 2005, 2004), North Dakota Workforce Safety and Insurance (2014), Bangsund and Hodur (2012), and Bangsund and Hodur (2013, 2014).

## Job Service North Dakota

Job Service North Dakota reports employment and wages/salaries by county, multi-county region, and for the state using the North American Industry Classification System (NAICS). The NAICS is a federal standard for measuring, collecting, and reporting business activity in the United States. The classification system consists of specific codes, aggregated into 20 broad industry groupings (e.g., Utilities, Construction, Education, Health Care, Finance and Insurance, Manufacturing, Wholesale Trade).

Data are presented for NAICS codes 211 and 213. NAICS code 211 is classified as oil and gas extraction. NAICS code 213 is classified as support activities for mining. Within code 211, there are specific codes for oil and gas extraction (2111), which is further broken into code 211111 (crude petroleum and natural gas extraction) and 211112 (natural gas liquid extraction). Similarly, code 213 (support activities for mining) is further broken into codes 213111 (drilling oil and gas wells), 213112 (support activities for oil and gas operations), 213113 (support activities for coal mining), 213114 (support activities for metal mining), and 213115 (support activities for nonmetallic minerals mining). However, NAICS codes are only available at the 3-digit level for the above employment classifications.

The combination of NAICS code 211 and 213 represents a fairly narrow interpretation of employment in the petroleum sector. A number of specific business activities which are part of the petroleum industry are contained in NAICS codes for other industries. For example, code 23 (construction) contains oil and gas pipeline and related structures construction (code 23712). Other examples include codes 31 through 33 (manufacturing) which include codes 324110 (petroleum refineries), 324191 (petroleum lubricating oil and grease manufacturing), and 324199 (all other petroleum and coal products manufacturing). The same situation also exists for codes 48 and 49 (transportation and warehousing), which include all of the activities associated with crude oil and unprocessed natural gas pipelines. A recent assessment of direct jobs relating to the oil and gas industry in North Dakota was published in 2014 by Job Service North Dakota and addresses the concerns of identifying employment related direct to oil and gas activities that are reported in non-oil and gas economic sectors.

## Workforce Safety and Insurance

Workforce Safety and Insurance (WSI) manages and regulates the workers' compensation system in North Dakota. As part of that system, WSI tracks employees in North Dakota. Workforce Safety and Insurance uses a classification system for defining employment that consists of 142 categories based on the type of work activity performed. Several of those categories are specific to various activities in the petroleum sector. The classifications directly attributable to the petroleum sector include Oil and Gas Operations (code 1320), Oil Refining - Synthetic Fuels Manufacturing (code 4740), Oil and Gas Development - Drilling (code 6203), Oil

and Gas Well Suppliers or Equipment Dealers (code 6204), Oil Well Trucking (code 6205), Oil Well Servicing (code 6206), Oil and Gas Instrument Logging (6208), Geologists and Scouts (code 8605). Some petroleum sector employment can be traced through Professional and Business Representatives (code 8747) and Clerical Office Employees (code 8805). Other employment classifications contain petroleum sector employees but are not distinguished or credited as being part of the petroleum sector.

Workforce Safety and Insurance does not provide measures of full-time employment, but rather tracks the number of employees by job classification. The subtle difference between tracking a job versus an employee is that if an employee has more than one employer during the year that individual is counted twice. Further if an employee works at any time during the year, that individual is included within the WSI data even if the position or duration of work was temporary. Therefore, the head-count data from WSI can include temporary work and can include duplications from those who worked for more than one employer during the year.

The WSI data has some employees placed in job classifications that are not attributable to the petroleum sector, even if those activities occur within the petroleum sector. Examples of those classifications include Street and Road Construction (code 6042), Sewer-Water-Gas-Pipeline Construction (code 6301), and Trucking and Hauling - Interstate and Intrastate (code 7215). Further, employment that would remain unmeasured includes employees performing repairs, consulting, or other professional functions within the petroleum industry as those positions fall within other employment codes. WSI information also does not count self-employed or sole proprietors, unless they are required to report to WSI or voluntarily contribute to the workers' compensation system.

Based on WSI data, the petroleum sector had over 51,600 employees working in the petroleum sector during fiscal year 2011 (Table 7) (North Dakota Workforce Safety and Insurance 2012). The greatest number of employees was found in oil well servicing activities (12,557 individuals), oil well drilling activities (12,039 individuals), oil well trucking (10,162 individuals), oil and gas operations (7,188 individuals), and oil and gas well suppliers (2,642 individuals). Those categories collectively accounted for 86 percent of the workers in the petroleum sector in North Dakota in fiscal year 2011.

Workforce Safety and Insurance employee data were obtained back to fiscal year 2004, which represents an approximate beginning period for the current oil shale development in the state (Table 7) (Workforce Safety and Insurance 2012). From fiscal year (FY) 2004 to FY2011, the number of employees working in the petroleum sector increased by 780 percent. A regional analysis of employment in the core activities of the petroleum sector (NAICS codes 211 and 213) by Job Service North Dakota showed similar levels of employment change over the period; a 628 percent increase from 2004 to 2011 (Table 7). By comparison, overall production of crude oil in the state has increased by 390 percent from 2004 to 2011. It would appear that direct employment in the petroleum sector has increased slightly greater than the overall change in oil

production over the period. The substantial increases in employment have resulted from disproportionately greater increases in drilling activities in 2011.

### Oil and Gas Division Coefficients

The Oil and Gas Division of the North Dakota Department of Mineral Resources has conducted an examination of the labor requirements for various segments of the oil and gas industry (North Dakota Department of Mineral Resources 2012c). That effort produced details on the amount and type of labor required for drilling, fracking, construction of oil field gathering systems, well operations, well maintenance, oil and gas transportation, and associated processing activities. The coefficients are expressed as a labor requirement per unit of activity (e.g., employment per drilling rig, service employment per well).

Using those coefficients, along with historic estimates of rig counts and operating wells, can produce estimates of employment in the petroleum sector. Bangsund and Hodur (2012) describe the use and application of those coefficients in a model that embodies the Oil and Gas Division coefficients. Output from that model shows similar trends and levels of employment as found with estimates from Job Service North Dakota (Table 7). However, the use of Oil and Gas Division coefficients produces a lower estimate of direct employment than the methods used in this study and provides a lower measure of employment obtained from Workforce Safety and Insurance data. Differences may be attributable to the interpretation of what constitutes direct employment in the industry. Other differences may be related to the degree of well servicing employment in the early periods of Bakken/Three Forks wells.

This study uses a fairly broad definition of direct employment that crosses over a wide range of service and support activities in the oil fields. Some of those service and support jobs are not likely counted in the Oil and Gas Coefficients. Also, jobs associated with crude oil processing are included in the survey data but not included in the Oil and Gas Division coefficients. Finally, Oil and Gas Division coefficients likely underestimate the degree of well servicing employment in the early periods of Bakken/Three Forks wells. Nevertheless, direct employment, as measured by using employment coefficients, shows similar overall rates of change in employment in the petroleum sector (Table 7).

### Secondary Employment

Secondary employment is a term used to describe jobs that are created and supported by the volume of business activity generated by an industry, but does not include jobs that are part of the industry. Direct employment and secondary employment are two distinctly different measures.

Due to recent examinations of the rate of secondary job creation in the Williston Basin by Bangsund and Hodur (2012), estimates of secondary employment for the petroleum industry in this study were modified from the methods used in previous industry assessments. To arrive at

estimates of state-level secondary job creation by the petroleum industry, the analysis was divided into two components. Estimates of statewide secondary job creation were developed from North Dakota's economic base data set (Coon et al. 2013) for a 15-year period prior to 2005. Those estimates were generated using traditional methods associated with productivity ratios<sup>3</sup> and secondary business volume. Secondary business volume was generated using the North Dakota Input-Output Model with petroleum sector Sales to Final Demand from North Dakota's economic base data set (Coon et al. 2013). The economic base data set does not contain estimates of in-state expenditures associated with oil and gas exploration. Adjustments to employment estimates were performed to account for the missing expenditures associated with oil exploration in the state over the period. Further, the economic base data set assigns estimates of oil and gas royalties and lease bonus payments to the Households sector (economy-wide personal income).

The secondary job creation resulting from net in-state oil and gas royalties and in-state lease bonuses over the period also were estimated. Therefore, historic estimates of secondary job creation, using North Dakota's economic base data set, were estimated using techniques consistent with recent economic contribution analyses (Bangsund et al. 2012; Coon et al. 2012a, 2012b; Bangsund et al. 2011; Bangsund and Leistritz 2010). Estimates of secondary employment created by the petroleum sector from 2000 to 2004 were averaged and represent a traditional level of secondary job support in the North Dakota economy.

The second portion of the analysis relied on recent observations that traditional methods of estimating secondary employment are overestimating job creation in the state (Bangsund and Hodur 2012). To account for the incremental change in secondary job creation attributable to the industry since 2005, the methods developed by Bangsund and Hodur (2012) to assign employment coefficients to direct employment in the industry were used in this study. Estimates of direct employment prior to 2005 were obtained from an employment model developed by Bangsund and Hodur (2012) that combines historical data on drilling rigs and well counts in combination with employment coefficients from the Oil and Gas Division of the Department of Mineral Resources. Average employment prior to 2005 was subtracted from estimates of direct employment in 2005, 2007, 2009, and 2011 (years for which economic contribution analyses were performed). The net gain in direct employment within the industry was then multiplied by secondary job coefficients (multipliers) to estimate the incremental increase in secondary job creation above historical observations. The combination of the incremental change in secondary job creation and historical observations for secondary job creation represent a state-wide estimate of total secondary job support attributable to the industry. The industry was expected to have supported 26,403 full-time secondary jobs in North Dakota in 2013.

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<sup>3</sup>A measure of the amount of business activity needed in an economic sector to support one full-time job.

## Government Revenues

Governmental revenues, usually based on tax collections, are another important measure of the economic impact of an industry on an economy. The petroleum industry in North Dakota, specifically oil and gas production, is responsible for substantial amounts of state and local government revenues. One distinction is that unlike many other industries in North Dakota, severance taxes (taxes placed on the value of oil and gas removed from the ground) collect money based on gross revenues produced by the industry. In contrast, taxation for most other industries is more traditional and usually limited to real property and net income. Another distinction that makes the petroleum industry different from other industries in the state is that governments can hold oil and gas leases and receive royalties from the value of oil and gas production. Of course, the petroleum industry also generates revenues from traditional sources, such as personal income, corporate income, sales and use, and property tax collections.

Severance taxes, sales and use taxes, personal income taxes, corporate income taxes, property taxes, royalties, lease bonuses, charitable donations, and licenses, fees, and permits combined for \$4.1 billion in government revenues that were directly attributable to the petroleum industry in North Dakota in 2013 (Table 8). Exploration/development, extraction/production, and processing segments of the industry were responsible for about 7, 92, and 1 percent, respectively, of the total government revenues from the petroleum industry in North Dakota.

Severance taxes accounted for 71 percent of all government revenues from the petroleum industry in North Dakota in 2013. The second largest source was government royalties at 16 percent, followed by the most common general taxes (i.e., property, personal income, sales and use, and corporate income) at 7 percent. The remainder of government revenues represented lease bonuses, permits/fees/licenses, and miscellaneous revenues.

In addition to the government revenues that were included as direct impacts, collections from personal income and sales and use taxes were estimated based on the secondary economic activity generated by the petroleum industry. Secondary economic impacts in the *Retail Trade* sector were used to estimate revenue from sales and use taxes. Economic activity in the *Households* sector (which represents economy-wide personal income) was used to estimate personal income tax collections. Total collections of personal income and sales and use taxes arising from secondary economic activity were estimated at \$354 million (Table 8).



Table 8. State and Local Government Revenues Attributable to the Petroleum Industry, North Dakota, 2013

Revenue Type	Revenue included as part of direct impacts	Revenue estimated from secondary economic impacts
	----- 000s \$ -----	
Sales and Use Taxes	62,566	322,300
Property Taxes	141,257	not applicable
Personal Income Tax	24,234	31,900
Corporate Income Tax	26,288	not available
Royalties	654,324	not applicable
Severance Taxes	2,901,382	not applicable
Lease Bonuses	53,777	not applicable
Licenses, Permits, Fees	54,563	not available
Charitable Donations	12,524	not available
Undetermined Taxes <sup>a</sup>	121,841	not applicable
Total	4,052,789	354,200

<sup>a</sup> Represents general in-state taxes paid to local and state government that were not specifically identified by survey respondents.

## Infrastructure Spending

The petroleum industry in North Dakota has been adding infrastructure to the Williston Basin since the beginning stages of developing the Bakken/Three Forks Formations. Additional transportation capacity has been added to the region in the form of new export pipelines, expansions of existing crude oil pipelines, crude oil gathering systems, and crude oil rail loading facilities. New gas plants and expansions of existing plants have been added to the region, along with associated expansion and development of new collection systems to capture and transport natural gas and natural gas liquids to processing locations. Additional infrastructure added by the petroleum industry includes office buildings, regional transportation and distribution centers, worker housing, frac water re-cycling facilities, and general facility and building upgrades and renovations. Capital expenditures for many forms of infrastructure have not been directly included in the previous industry assessments (Bangsund and Leistritz 2007, 2009, 2010), as industry expenditures have focused on expenditures associated with well drilling/completion, oil and gas production, transportation, and processing operations.

Separate surveys of oil operators, processors/shippers, and oil field service companies included a standardized set of questions specific to various categories of infrastructure development and capital expenditures in North Dakota (Appendices A, B, and C). The surveys were explicit in that expenditures were to represent projects in North Dakota for calendar year 2013.

Information to estimate capital expenditures for infrastructure came from survey data and secondary sources containing published estimates of project costs. Some estimates of capital expenditures represent discrete projects (e.g., gas plant) whereas other estimates represent projects that have less definable start and finish dates and less site-specific designations (e.g., oil field gathering systems).

Estimating industry-wide infrastructure spending in 2013 requires addressing several key issues. First, timing of the start and completion of project-based infrastructure (e.g., gas plant) does not necessarily coincide with the study time frame. Projects can be initiated in one year and completed in another (e.g., started in 2013 while completion may not occur until 2014 or later). Survey data represented expenditures made for project(s) in 2013, while various secondary estimates of capital expenditures represent total costs for specific projects that might involve spending over extended periods. Therefore, the first task was to reconcile secondary data on infrastructure costs with the anticipated timing of project-based expenditures. A project's total cost does not necessarily require all spending to occur in a single year, or occur solely in 2013.

Information was not available, on an industry-wide basis or on a project basis, to determine what portion of capital expenditures was captured in the North Dakota economy. For example, a substantial portion of the cost of a new gas processing plant or pipeline represents

specialized equipment. Specialized equipment is acquired from out-of-state sources as primary suppliers are not available in North Dakota. Other studies have identified that a high proportion of specialized equipment for various types of processing facilities constructed in North Dakota results in economic leakage (Bangsund et al. 2012; Coon et al. 2012a; Leistritz 1995).

Two problems exist with current infrastructure spending. The portion of those capital expenditures captured in the North Dakota economy is unknown. Also, the distribution of in-state capital expenditures among various economic sectors is unknown. The survey questionnaires did not solicit information on the above issues. cursory information on those details was obtained from conversations with industry officials. For purposes of this study, it was assumed that labor represented two-thirds of capital expenditures while equipment/materials represented the other one-third. Within that split, an additional assumption was made regarding the approximate portion that was retained or circulated within the North Dakota economy. About 60 percent of labor was expected to be captured in North Dakota and 10 percent of material and equipment was captured in North Dakota. The adjustments resulted in about 44 percent of capital expenditures circulating in the North Dakota economy. Leistritz (1995) found that in-state capture of labor and materials associated with the ProGold corn processing plant in the Red River Valley was 43 percent.

Based on published estimates of project expenditures, survey data, and extrapolation of survey data in combination with unpublished data, the petroleum industry was estimated to have spent around \$3.2 billion on infrastructure projects in the state in 2013 (Table 9). After adjustments for economic leakage (the portion of expenditures not captured in the North Dakota economy), it was estimated that about \$1.5 billion were captured in the North Dakota economy (Table 9).

The gross business volume associated with infrastructure spending in North Dakota was estimated to range from \$4.5 to \$4.7 billion in 2013 (Table 10). Infrastructure spending, as defined in this report, would represent additional economic activity beyond that created by the exploration, production, transportation, and processing segments of the industry.

Table 9. Infrastructure Investment Spending, Petroleum Industry, North Dakota, 2013

			Capital Expenditures <sup>a</sup>			
Category/Projects	Company	Description <sup>b</sup>	Incurred in 2013		Retained in North Dakota	
			Low	High	Low	High
			----- millions \$ -----			
Gas Processing Plants			752.4	753.5	326.0	326.5
Stateline II Gas Plant	ONEOK	100 mmcf/d				
Garden Creek II Gas Plant	ONEOK	100 mmcf/d				
Garden Creek III Gas Plant	ONEOK	120 mmcf/d				
Watford City Gas Plant	Hiland Partners	50 mmcf/d				
Little Missouri/W. City Gas Plant	Targa	20 mmcf/d				
Tioga Gas Plant (expansion)	Hess	130 mmcf/d				
DeWitt Gas Plant	USG	3 mmcf/d				
Hay Butte	Caliber	10 mmcf/d				
Red Wing Creek	True Oil	6 mmcf/d				
Midstream Gas Projects (excluding gas processing plants)			490.7	490.7	236.6	236.6
Gas gathering systems	ONEOK					
Gas midstream projects	Hiland Partners					
North Dakota Export Logistics	Hess					
Ethane Pipeline	Vantage	430 mile/80 mile in US				

Table 9. Continued

			Capital Expenditures <sup>a</sup>			
Category/Projects	Company	Description <sup>b</sup>	Incurred in 2013		Retained in North Dakota	
			Low	High	Low	High
			----- millions \$ -----			
Midstream Gas Projects (excluding gas processing plants) (continued)			490.7	490.7	236.6	236.6
Grasslands gathering	Targa					
Tioga lateral pipeline	Alliance					
Bison midstream	Bison Midstream					
USG Midstream	USG					
USG Wheatland pipeline	USG					
Prairie Rose pipeline	Pecan					
Crude Oil Pipelines			304.5	310.5	143.9	146.5
Bakken expansion program	Enbridge	145,000 bopd				
High Prairie Pipeline	Saddle Butte	150,000 bopd				
Double H Pipeline	Hiland	50,000 bopd				

Table 9. Continued

			Capital Expenditures <sup>a</sup>			
Category/Projects	Company	Description <sup>b</sup>	Incurred in 2013		Retained in North Dakota	
			Low	High	Low	High
			----- millions \$ -----			
Crude Oil Rail Loading Facilities			363.7	402.0	157.6	174.2
New Town	Dakota Plains	80,000 bopd				
Gascoyne	Enerco	65,000 bopd				
Palermo		160,000 bopd				
Epping	Inergy	160,000 bopd				
Tioga (phase 2)	Hess	65,000 bopd				
Dickinson	Bakken Oil Express	200,000 bopd				
Berthold	Enbridge	70,000 bopd				
Fryburg	Great Northern Midstream	60,000 bopd				
Ross/Manitou	Plains All American	65,000 bopd				
Zap/Beulah (phase 2)	Global Partners	80,000 bopd				
Fairview, MT	Northstar Transloading	20,000 bopd				

Table 9. Continued

Category/Projects	Company	Description <sup>b</sup>	Capital Expenditures <sup>a</sup>			
			Incurred in 2013		Retained in North Dakota	
			Low	High	Low	High
			----- millions \$ -----			
Crude Oil Gathering Systems <sup>c,d</sup>			515.7	515.7	247.4	247.4
Water Re-cycling Facilities <sup>c,d</sup>			171.9	199.7	74.5	86.6
Housing and Lodging <sup>c,d</sup>			59.4	69.0	28.7	33.4
Office and Other Facilities <sup>c,d</sup>			243.5	282.9	117.7	136.8
Other (miscellaneous) <sup>c,d,e</sup>			235.9	246.3	101.2	105.5
Total			3,137.5	3,270.3	1,433.5	1,493.3

<sup>a</sup> Represent an estimate of capital expenditures spent in calendar year 2013. Capital expenditures in 2013 will not necessarily equal the total estimated cost of any particular project. Dollars retained in North Dakota represent estimates of the portion of capital expenditures captured and circulated in the North Dakota economy (i.e., local and regional suppliers of labor, materials, and equipment).

<sup>b</sup> mmcf/d = million cubic feet per day. bpd = barrels per day.

<sup>c</sup> Estimated based on extrapolation of survey data.

<sup>d</sup> Only includes expenditures for firms surveyed as part of the oil and gas industry.

<sup>e</sup> Based on survey of firms providing service and support in the oil fields, and represented miscellaneous or unclassified infrastructure investments. This category also includes capital expenditures for development of the crude oil refinery in Dickinson.

Sources: North Dakota Pipeline Authority (2014), Energy Policy Research Foundation, Inc. (2012), North Dakota Department of Mineral Resources (2014a), North Dakota Public Service Commission (2014), and confidential survey data.

Table 10. Total (Direct and Secondary) Economic Impacts, Infrastructure Spending, Petroleum Industry, North Dakota, 2013

Economic Sector	Range of Impacts <sup>a</sup>		
	Low	High	Average
	----- 000s \$ -----		
Construction	322,103	337,840	329,972
Transportation	21,529	22,418	21,973
Communications and Public Utilities	224,328	233,410	228,869
Manufacturing	90,691	94,362	92,527
Retail Trade	933,292	971,395	952,344
Finance, Insurance, and Real Estate	816,694	850,864	833,779
Business and Personal Services	470,567	490,446	480,507
Professional and Social Services	166,257	172,844	169,551
Households (personal income)	1,147,135	1,193,171	1,170,153
Government	140,613	146,356	143,485
Other sectors <sup>b</sup>	136,073	141,698	138,885
Gross Business Volume	4,469,283	4,654,803	4,562,043

<sup>a</sup> Based on range of expenditures captured in North Dakota economy (see Table 9).

<sup>b</sup> Includes various agricultural and mining sectors.



## Total Economic Impacts

The total economic effect of an industry on a local, state, or regional economy can be measured by estimating the total amount of business activity generated by that industry. Total business activity, sometimes called gross business volume, is generally defined as a combination of direct and secondary economic impacts. Direct impacts are those changes in output, employment, or income that represent the initial or first-round effects of a project, program, policy, or activity. Secondary impacts (sometimes further categorized into indirect and induced effects) result from subsequent rounds of spending and respending within an economy. This process of spending and respending is sometimes termed the multiplier process, and the resultant secondary effects are sometimes referred to as multiplier effects. Further, additional economic measures, such as personal income, tax revenue, and employment, are often used to measure the relative size of an industry.

The petroleum industry in North Dakota was defined to include exploration/well development, extraction/production, transportation, and processing of crude oil and natural gas. Direct impacts were based on in-state expenditures, private and public royalties, taxes, lease bonuses, and expenditures retained in North Dakota for infrastructure development. Direct impacts were allocated to various sectors of the North Dakota Input-Output Model to generate estimates of the secondary economic impacts.

The direct impact of exploration/development in 2013 was estimated at \$7.6 billion. Total secondary economic impacts associated with well drilling and completion activities were estimated at \$12.8 billion. The in-state gross business volume of exploration activities was estimated at \$20.4 billion in 2013 (Table 11).

The direct impact of extraction/production in 2013 was estimated at \$7.7 billion. Total secondary economic impacts associated with extraction and production activities were estimated at \$7.7 billion. The in-state gross business volume of oil and gas extraction was estimated at \$15.3 billion in 2013 (Table 11).

The transportation and processing component of the petroleum industry was estimated to have a direct impact in North Dakota of \$957 million. Total secondary economic impacts associated with processing and transporting crude oil and natural gas were estimated at \$1.9 billion. The in-state gross business volume of processing and transporting crude oil and natural gas was estimated at \$2.8 billion in 2013 (Table 11).

About \$1.4 billion to \$1.5 billion of infrastructure spending were captured in the North Dakota economy after adjusting total capital expenditures for economic leakage (the portion of expenditures not captured in the North Dakota economy). The gross business volume associated with infrastructure spending in North Dakota was estimated to range from \$4.5 to \$4.7 billion in 2013. Infrastructure spending, as defined in this report, would represent additional economic activity beyond that created by the exploration/development, extraction/production, transportation, and processing segments of the industry.

Industry-wide direct impacts from the petroleum industry were estimated at \$17.7 billion in 2013. Total secondary economic impacts associated with the industry were estimated at \$25.4 billion. The gross business volume for the petroleum industry in North Dakota in 2013 was estimated at \$43 billion (Table 11).

Additional measures of the petroleum industry's economic importance to the state include direct employment for 55,137 full-time jobs, economy-wide personal income of \$9.3 billion, statewide retail sales of \$11 billion, direct contributions to local and state government revenues of \$4.1 billion, indirect contribution of \$354 million in state government tax collections, and secondary employment of 26,403 full-time equivalent jobs. For every dollar spent in the state by the petroleum industry, another \$1.43 in additional business activity was generated.

Some generic or average impact figures can be produced for basic oil and gas production statistics. Based on a gross business volume of \$38.5 billion for the petroleum industry (not including infrastructure spending), total economic effects in North Dakota would be about \$104 per BOE, or if impacts were only evaluated for crude oil production, total effects would be \$123 per barrel. Based on active wells in the state, the overall economic effect (direct and secondary impacts from all segments of the industry) per well (averaged for all producing wells) would be about \$4.3 million annually.

Table 11. Total (Direct and Secondary) Economic Impacts, Petroleum Industry, North Dakota, 2013

Economic Sector	Industry Component				Totals
	Exploration	Extraction	Processing	Infrastructure <sup>a</sup>	
	----- 000s \$ -----				
Construction	767,739	567,570	157,526	329,972	1,822,807
Transportation	117,773	93,859	604,721	21,973	838,327
Communications and Public Utilities	1,170,013	687,998	224,821	228,869	2,311,701
Manufacturing	496,570	652,080	81,557	92,527	1,322,733
Retail Trade	6,571,066	3,215,257	552,141	952,343	11,290,808
Finance, Insurance, and Real Estate	2,084,222	1,243,879	298,850	833,779	4,460,729
Business and Personal Services	1,484,221	698,507	116,923	480,506	2,780,157
Professional and Social Services	1,268,891	668,997	84,251	169,550	2,191,690
Households (personal income)	4,792,088	2,916,425	403,686	1,170,153	9,282,352
Government	867,137	4,092,479	199,061	143,484	5,302,162
Other sectors <sup>b</sup>	778,189	510,043	89,237	138,885	1,515,365
Gross Business Volume	20,397,909	15,347,094	2,812,773	4,562,043	43,119,819

<sup>a</sup> Represents an average of a low estimate (\$4.5 billion) and a high estimate (\$4.7 billion) of the gross business volume of infrastructure spending in the state.

<sup>b</sup> Includes various agricultural and mining sectors.

## COMPARISON OF PREVIOUS INDUSTRY ASSESSMENTS

The first comprehensive economic evaluation of the petroleum industry in North Dakota was conducted in 2006 and was reflective of conditions present in the industry in calendar year 2005 (Bangsund and Leistritz 2007). A second assessment was conducted two years later and was reflective of conditions present in the industry during calendar year 2007 (Bangsund and Leistritz 2009). A third study was conducted in 2010 analyzing industry activity in 2009 (Bangsund and Leistritz 2010). A fourth study was conducted in 2012 analyzing industry activity in 2011 (Bangsund and Hodur 2013). The results reported in this study were based on conditions present in the industry in calendar year 2013.

Comparing various production statistics between 2005, 2007, 2009, 2011, and 2013 revealed that the industry has dramatically increased the number of producing wells, oil and gas production, and drilling activities in the state (Table 10). Nominal oil and gas prices in 2005, 2007, 2009, and 2011 were adjusted for inflation using the Gross Domestic Product-Implicit Price Deflator. Crude oil prices over the 2005 to 2009 period were similar, but prices in 2011 were considerably higher than observed in the previous periods. Prices received for natural gas have decreased over the 2005 to 2013 period. Oil production has increased 780 percent from 35 million barrels to 313.8 million barrels over the period. Gas production jumped from around 58 million mcf in 2005 to over 347.6 million mcf in 2013. In addition to increases in oil and gas production, exploration/development activities in the state continued to increase as the number of wells completed in the state went from 240 in 2005 to 2,187 in 2013 (Table 12).

Methods and data sources between the four studies were largely unchanged, although refinements in data collection and estimation techniques have been implemented since the first economic assessment in 2005. In the 2007 study, a separate survey of lease/brokerage firms was initiated to help generate estimates of in-state lease bonuses on private land in North Dakota. By comparison, lease bonuses on private land in 2005 were based on information obtained from the survey of oil operators and data on well drilling activity. Firms providing oil field services were not surveyed in the 2007 study, but those firms were surveyed in the 2005, 2009, and 2011 studies. Several refinements were implemented in the 2011 study. Detailed data on well drilling and well completion costs were obtained from oil operators to examine economic leakage associated with well drilling and well completion activities. Also, estimation of in-state mineral royalty revenues was refined based on payment data obtained from oil operators in the state. Finally, the 2011 study collected survey data on infrastructure spending by the industry. The 2013 study expanded the survey of firms to include rail loading facilities.

Table 12. Oil and Gas Production Statistics, North Dakota, 2005, 2007, 2009, 2011, and 2013

Measures of Industry Output	Calendar Year 2005	Calendar Year 2007	Calendar Year 2009	Calendar Year 2011	Calendar Year 2013	Percent Change	
						2005 - 2013	2011 - 2013
Crude oil (barrels)	35,659,583	45,057,874	79,706,495	153,015,266	313,801,706	780.0	105.1
Natural gas produced (mcf)	57,970,459	70,799,663	92,491,011	155,424,007	347,640,253	499.7	123.7
Natural gas sold (mcf)	50,695,691	55,094,857	65,077,431	98,216,881	232,816,380	359.2	137.0
Number of operating/active wells (monthly average)	3,391	3,759	4,190	5,555	8,949	163.9	61.1
Number of wells completed	240	336	522	1,271	2,183	809.6	71.8
Average annual price per barrel of crude oil in North Dakota*	\$51.41 nominal \$59.25 real	\$65.10 nominal \$69.08 real	\$54.03 nominal \$57.87 real	\$87.69 nominal \$90.54 real	\$89.21 nominal \$89.21 real	73.5 50.6	1.7 -1.5
Average annual price per mcf of natural gas in North Dakota*	\$8.57 nominal \$9.88 real	\$6.69 nominal \$7.10 real	\$3.75 nominal \$4.02 real	\$3.56 nominal \$3.68 real	\$3.29 nominal \$3.29 real	-61.6 -66.7	-7.7 -10.6

\* Nominal dollars adjusted to real (2013) dollars using the Gross Domestic Product-Implicit Price Deflator.

Source: Oil and Gas Division, North Dakota Industrial Commission (2014).

In 2005, the survey of oil operators resulted in obtaining information from 17 firms representing about 19 percent of oil and gas production in the state (Table 13). In 2007, the survey of oil operators obtained information from 14 firms representing about 34 percent of oil and gas production (i.e., BOE) in the state. In 2009, 13 firms provided useable information representing about 43 percent of state production. In 2011, 10 firms provided useable information representing about 31 percent of state production. Overall, firms responding to the survey have averaged about one-third of state production (Table 13). The survey of processors in the five studies resulted in nearly identical survey participation by industry representatives (data not presented).

Table 13. Summary of Oil Operator Surveys, North Dakota, 2005, 2007, 2009, 2011, and 2013

Description	2005	2007	2009	2011	2013
Number of firms surveyed (first mailing)	135	140	84	60	61
Number of firms responding with useful information (2 or more mailings)	19	14	13	10	11
Number of wells owned/operated by survey respondents	1,633	1,897	2,105	2,161	3,789
Share of state totals	49%	50%	50%	39%	42%
Crude oil production by survey respondents	8,062,219	13,503,595	34,480,312	46,861,655	113,331,223
Share of state totals	23%	30%	43%	31%	36%
Natural gas production by survey respondents	10,289,325	34,360,934	51,011,755	51,137,922	108,257,277
Share of state totals	18%	48%	54%	33%	31%
Barrel of Oil Equivalent (BOE)	9,777,106	19,230,418	42,982,271	57,089,239	131,299,339
Share of state totals	22%	34%	45%	32%	37%
Number of wells completed by survey respondents	75	126	274	384	689
Share of state totals	29%	37%	52%	30%	32%

Several notable changes were observed with oil and gas exploration/development between 2005 and 2013 (Table 14). The number of wells completed increased from 240 per year in 2005 to 2,183 per year in 2013. The average cost to drill and complete a well in the state increased in real terms from \$1.7 million in 2005 to \$9.1 million in 2011, but decreased to just under \$7 million in 2013. The result of both an increase in the number of wells drilled and the change in the cost to complete oil wells increased exploration/development expenditures by the industry by about 1,600 percent from 2005 to 2013. However, well completion costs were evaluated for economic leakage, which adjusted total in-state expenditures. Those adjustments indicated that in-state expenditures per well completions went from \$1.7 million in 2005 to \$3.3 million in 2013, an 91 percent increase.

The gross business volume (direct and secondary economic effects) associated with exploration/development went from around \$1.4 billion in 2005 to about \$20.4 billion in 2013, which reflect adjustments to the in-state capture of well drilling and completion expenses. The amount of direct expenditures for only exploration/development activities in 2007, 2009, and 2011 exceeded the sum of direct expenditures for all other segments (i.e., production, processing, and transportation) of the industry (see Tables 14 and 15). However in 2013, industry expenditures for well development were nearly equal to expenditures associated with oil production.

Table 14. Comparison of Economic Estimates, Exploration Component of Petroleum Industry, North Dakota, 2005, 2007, 2009, 2011, and 2013

Category	2005*	2007*	2009*	2011*	2013	Percent Change	
						2005 - 2013	2011 - 2013
Number of wells drilled & completed in the state	240	336	522	1,271	2,183	810	72
----- 000s \$ -----							
Average total cost per well completed	1,743	4,681	5,018	9,410	6,868	294	-27
In-state expenditures per well completed	1,743**	4,681**	5,018**	4,642	3,325	91	-28
Lease bonuses							
Net federal and state	19,760	9,771	162,094	108,983	53,777	172	-51
Private***	74,968	100,236	220,868	332,394	296,830	296	-11
Direct Impacts							
Well Drilling****	418,290	1,572,923	2,619,309	5,899,654	7,258,796	1,635	23
Lease Bonuses	94,728	110,006	382,962	441,378	350,607	270	-21
Total Direct	513,018	1,682,928	3,002,271	6,341,032	7,609,402	1,383	20
Secondary Impacts	893,000	2,981,000	5,064,000	11,046,000	12,789,000	1,332	16
Gross Business Volume	1,406,000	4,664,000	8,067,000	17,387,000	20,398,000	1,351	17

\* Nominal 2005, 2007, 2009, and 2011 dollars adjusted for inflation using Gross Domestic Product-Implicit Price Deflator and reflect 2013-equivalent dollars.

\*\* Per-well expenses in the 2005, 2007, and 2009 studies were based on reported total costs to complete a well in North Dakota. The 2011 and 2013 studies refined the estimate to consider economic leakage associated with purchases of inputs primarily supplied by out-of-state firms.

\*\*\* Estimation techniques for private lease bonuses in North Dakota differed between the 2005 study and the subsequent studies. Private lease bonuses were not adjusted for in-state mineral ownership in the 2005 study, and were based primarily on data obtained from the survey of oil operators. Private lease bonuses represented only payments to in-state mineral owners in the 2007, 2009, 2011, and 2013 studies and were based primarily on a survey of oil lease/brokerage firms and in-state and out-of-state royalty payments reported by oil operators.

\*\*\*\* Numbers in 2011 and 2013 reflect economic leakage associated with well drilling and completion activities.

Changes in oil and gas production have implications on the gross business volume of the industry in the state. Based on the reported expenses associated with oil and gas production, volume of production has a greater effect than the expenses per unit of output (i.e., in-state expenditures per BOE) (Table 15). Also, increases in the overall royalty rates paid on mineral

ownership have contributed to increased royalty payments, which were considered a direct impact in the estimation of gross business volume. Likewise, collections of severance taxes, also considered a direct impact, increased substantially, reflecting an increase in the overall value of oil and gas production in the state. From 2005 to 2013, total direct expenditures for oil and gas production increased by about 632 percent. The gross business volume from oil production increased by 470 percent over the period (Table 15).

The processing sector of the petroleum industry also showed substantial increase in expenditures over the 2005 to 2013 period (Table 16). Some of the increase came from expansion of pipeline capacity and expansion of natural gas processing capacity in the state. Some change in expenditures was a result of greater processing volumes, pipeline shipments, and growth in rail shipments. The other change came from a substantial increase in transportation expenses reported by oil operators. Overall, the change in direct expenditures in this segment of the industry reflected an increase in processing/transporting volumes and an increase in transportation expenses. The gross business volume for the processing and transportation component of the petroleum industry increased by about 560 percent from 2005 through 2013 (Table 16).



Table 15. Comparison of Economic Estimates, Oil and Gas Extraction/Production Component of Petroleum Industry, North Dakota, 2005, 2007, 2009, 2011, and 2013

Category	2005*	2007*	2009*	2011*	2013	Percent Change	
						2005 - 2013	2011 - 2013
Oil and gas production (BOE terms)	45,321,000	56,858,000	95,122,000	178,919,267	371,741,748	720	108
Production and General Business Expense per BOE	\$13.97	\$16.82	\$11.86	\$10.31	8.08	-42.1	-21.6
Royalties**							
Oil	13.0	14.9	16.6	17.58	17.52	34.4	-0.3
Gas	13.3	14.2	16.7	17.35	17.43	31.2	0.4
----- 000s \$ -----							
Direct Impacts							
Production Expenditures	350,793	483,608	640,541	962,452	2,002,584	471	108
General Business Expenses	251,558	388,305	413,596	669,057	696,438	177	4
Royalties							
Net federal and state	43,160	60,711	74,107	312,180	653,480	1,414	109
Private***							
Total	227,028	404,434	695,042	2,119,363	4,047,540	1,163	91
In-state	na	217,629	378,284	824,111	1,424,865	na	555
Total Royalties	270,188	278,340	452,390	1,136,292	2,078,346	669	83
Severance Taxes	175,772	274,197	420,951	1,338,313	2,901,382	655	217
Total Direct Impacts	1,048,311	1,424,449	1,927,478	4,106,114	7,678,749	632	87
Secondary Impacts	1,623,000	2,143,000	2,631,000	4,824,000	7,668,000	372	59
Gross Business Volume	2,672,000	3,576,000	4,558,000	8,931,000	15,347,000	474	72

\* Nominal 2005, 2007, 2009, and 2011 dollars adjusted for inflation using Gross Domestic Product-Implicit Price Deflator and reflect 2013-equivalent dollars.

\*\* Average percentage of production. Data obtained from oil operator survey and based only on owned/operated wells.

\*\*\* Direct comparisons between the 2005 and later studies are difficult. Private royalties in the 2005 study were not adjusted for in-state versus out-of-state mineral ownership. As such, private royalties in 2005 represented a gross measure of payments. Total payments of private royalties in 2007, 2009, 2011, and 2013 were adjusted for in-state mineral ownership. Private royalties in 2013 and 2011 were net of severance taxes. Severance tax adjustments were not performed on 2007 and 2009 net private in-state royalties.

Table 16. Comparison of Economic Estimates, Processing Component of Petroleum Industry, North Dakota, 2005, 2007, 2009, 2011, and 2013

						Percent Change	
Category	2005*	2007*	2009*	2011*	2013	2005 - 2013	2011 - 2013
----- 000s \$ -----							
Direct Impacts							
Transportation	30,750	75,900	74,100	213,500	306,500	897	44
Processing and							
Pipeline Activities	121,900	210,800	258,800	277,000	650,700	434	135
Total Direct Impacts	152,650	286,700	332,900	490,500	957,200	527	95
Secondary Impacts	274,400	488,000	606,700	924,200	1,855,600	699	101
Gross Business Volume	427,100	774,700	939,600	1,414,700	2,812,800	559	99

\* Nominal 2005, 2007, 2009, and 2011 dollars adjusted for inflation using Gross Domestic Product-Implicit Price Deflator and reflect 2013-equivalent dollars.

Some of the most closely monitored measures of the petroleum industry are estimates of government revenues. Government revenues attributable to the petroleum industry stem from collections of property, sales and use, personal income, and corporate income taxes. Other direct revenue sources include royalties on oil and gas production and lease bonus payments. The largest single source of government revenue in the state has been from severance taxes. Overall, not all sources of government revenues changed in equal proportion over the period; however, collectively governmental revenues from the petroleum industry increased by \$4.1 billion or over 1,000 percent in real terms over the period (Table 17). The largest single increase (\$2.7 billion) comes from changes in the collection of severance taxes which went from \$172 million in 2005 to \$2.9 billion in 2013.

Table 17. Estimates of State and Local Government Revenues Generated by Petroleum Industry, North Dakota, 2005, 2007, 2009, 2011, and 2013

						Percent Change	
State and Local Government Revenues	2005*	2007*	2009*	2011*	2013	2005 - 2013	2011 - 2013
	----- 000s \$ -----						
Included as Direct Impacts							
Sales and Use, Property, and Income taxes	42,600	113,500	127,900	204,500	254,400	497	24
Royalties**	43,900	61,100	74,500	312,900	654,300	1,392	109
Severance Taxes	175,800	274,200	421,000	1,338,300	2,901,400	1,551	117
Lease Bonuses (net federal and state)	19,800	9,800	163,100	108,900	53,800	172	-51
Licenses, Fees, Permits, Donations, and undetermined taxes	41,700	110,900	94,800	361,400	188,900	353	-48
Totals	323,700	569,400	880,300	2,326,000	4,052,800	1,152	74
Estimated from Secondary Economic Activity							
Sales and Use	41,300	81,100	123,600	250,300	322,300	681	29
Personal Income	11,100	17,700	20,300	29,900	31,900	198	8
Direct and Secondary Estimates of State and Local Government Revenues	376,100	668,200	1,024,200	2,606,200	4,407,000	1,072	69

\* Nominal 2005, 2007, 2009, and 2011 dollars adjusted for inflation using Gross Domestic Product-Implicit Price Deflator and reflect 2013-equivalent dollars.

\*\* Net federal and state royalties from oil and gas production, and included royalties from processing activities returned to North Dakota entities by the U.S. Department of Interior, Office of Natural Resources Revenue (2014).

Employment in the industry also showed substantial change from 2005 through 2013. While employment has increased in all segments of the industry, the greatest increase in employment has been observed by the firms providing service and support in the oil patch (Table 17). These firms provide construction, drilling, transportation, repairs, well maintenance, and a host of other service-based operations in the oil patch. Overall, total direct employment within the industry was estimated to increase by nearly 50,000 FTE jobs from 2005 to 2013 (Table 18).

Table 18. Direct and Secondary Employment, Petroleum Industry, North Dakota, 2005, 2007, 2009, 2011, and 2013

Category	2005	2007	2009	2011	2013	Percent Change	
						2005 - 2013	2011 - 2013
Direct Employment							
Oil Operators	1,118	1,402	1,668	2,269	not estimated	103	36
Service and Support	3,463	9,831	15,911	37,737	not estimated	990	137
Processing and Pipelines	471	579	748	850	not estimated	80	14
Totals	5,051	11,812	18,328	40,856	not estimated		
Direct Employment (Source: Job Service North Dakota 2014)							
Oil and Gas Drilling, Extraction, Production, and Refining					24,254		
Infrastructure Development					9,541		
Professional Services					5,055		
Transportation					10,173		
Wholesale Trade and Manufacturing					6,114		
Total					55,137	992 <sup>a</sup>	35 <sup>a</sup>
Secondary Employment	15,171	17,612	17,729	18,703	26,403	74	41
Direct and Secondary	20,222	29,424	36,057	59,559	81,540	303	37

<sup>a</sup> Percentage change based on Job Service North Dakota (2014) compared to survey estimates from previous studies.

All segments of the industry showed substantial gains in direct and secondary economic impacts (Table 19). The causes for those increases varied by segment of the industry. In exploration, the increase in drilling activity combined with an increase in the cost per well resulted in substantial changes in gross business volume. Gross business volume associated with extraction/production was largely similar to changes in oil and gas production. After correcting for inflation, natural gas prices decreased over the period while oil prices showed little change from 2005 through 2009, but increased substantially from 2009 through 2013. An increase in transportation expenses, expansions of industry infrastructure (i.e., gas plants and pipeline capacities), and increased processing volumes contributed to an increase in the gross business volume for the processing/transportation segment of the industry.

The petroleum industry in North Dakota showed real growth in each of the five studies. The exploration segment of the industry increased in real terms by over 1,383 percent, and was the primary reason for the magnitude of the increases in the industry's gross business volume. In real terms, direct impacts from exploration/development in 2011 were greater than the entire industry's direct impacts in 2009. The difference in gross business volume for exploration/development in

2005 and 2013 was \$19 billion. The gross business volume for extraction/production segment of the industry increased by \$12.7 billion or by 474 percent from 2005 to 2013. Economic activity associated with the processing and transportation segment of the industry increased by over \$2.4 billion over the same period. The gross business volume for the entire industry increased over 8-fold over the period from \$4.4 billion in 2005 to \$38.6 billion in 2013 (excluding infrastructure spending) (Table 19). Other notable increases included direct employment expanding by nearly 1,000 percent and government revenues rising over 1,000 percent.

Table 19. Key Economic Values, Petroleum Industry, North Dakota, 2005, 2007, 2009, 2011, and 2013

						Percent Change	
Category	2005*	2007*	2009*	2011**	2013	2005 - 2013	2011 - 2013
	----- 000s \$ -----						
<u>Direct Impacts</u>							
Well Development	513,000	1,682,900	3,002,200	6,341,000	7,609,400	1,635	23
Extraction/Production	1,048,300	1,424,500	1,927,500	4,106,100	7,676,800	471	108
Processing/Transp.	152,700	286,700	333,000	490,500	957,200	897	44
All Segments	1,714,000	3,394,100	5,262,700	10,937,600	16,245,400	848	49
Infrastructure							
Spending	na	na	na	1,180,300	1,463,400	---	24
Grand Total	1,714,000	3,394,100	5,106,500	12,117,900	17,708,800	---	37
<u>Secondary Impacts</u>							
Well Development	893,200	2,981,000	5,064,500	11,046,000	12,788,500	1,332	15
Extraction/Production	1,623,300	2,143,000	2,630,500	4,824,800	7,668,300	372	59
Processing/Transp.	274,400	488,000	606,700	924,200	1,855,600	576	101
All Segments	2,790,900	5,612,000	8,301,700	16,794,900	22,312,400	699	33
Infrastructure						---	---
Spending	na	na	na	2,497,400	3,098,600	---	---
Grand Total	2,790,900	5,612,000	8,301,700	19,292,300	25,411,000	---	32
<u>Gross Business Volume</u>							
Well Development	1,406,200	4,664,000	8,066,700	17,386,900	20,397,900	1,351	17
Extraction/Production	2,671,600	3,576,200	4,558,000	8,930,900	15,347,100	474	72
Processing/Transp.	427,100	774,600	939,600	1,414,700	2,812,800	559	99
All Segments	4,504,900	9,014,800	13,564,300	27,732,500	38,557,800	756	39
Infrastructure						---	---
Spending	na	na	na	3,677,700	4,562,000	---	---
Grand Total	4,504,900	9,014,800	13,564,300	31,410,200	43,119,800	---	37
Governmental Revenues	387,600	700,800	1,082,000	2,734,100	4,496,800	600	152
Industry-wide Employment	5,051	11,812	18,328	40,856	55,137	992	35

na = not available.

\* Nominal 2005, 2007, 2009, and 2011 dollars adjusted for inflation using Gross Domestic Product-Implicit Price Deflator and reflect 2013-equivalent dollars.

\*\* Infrastructure spending represented average of a low and high estimate.

## SUMMARY

The purpose of this study was to estimate the economic contribution of the petroleum industry in North Dakota in 2013. The petroleum industry was defined to include exploration/development, extraction/production, transportation, and processing of crude oil and natural gas. Also included in this study was an assessment of capital expenditures for infrastructure projects. Exploration was defined to include, but not limited to, seismic testing, geological research, lease expenses, other environmental research, land survey work, excavation, road building, construction of drill site, construction and delivery of electricity, pipeline development, and all other activities associated with drilling and completing oil and/or gas wells. Extraction/production was defined to include, but not limited to, all activities associated with the removal of crude oil and natural gas from the ground, and maintenance and periodic inspections of equipment used to extract oil and gas, and other production related activities, such as well work overs, well idling, shutdown, and abandonment activities. Transportation was limited to the movement of oil and gas from wells to collection points, and then onto processing facilities located either in-state or out-of-state. Petroleum processing in North Dakota included refining of crude oil and natural gas processing.

Due to the complexities of how the oil and gas industry is structured, and that in-state effects (i.e., first round spending or direct impacts) from the petroleum industry in any given year may not equal the market value of oil and gas production, an expenditure-based approach to measuring the economic size of the petroleum industry was used in this study. In this approach, only money spent in North Dakota by companies involved in the petroleum sector was included in the study and represented the direct impacts of the industry. In addition to in-state expenditures for exploration/development, extraction/production, transportation, and processing activities, private and public royalties, lease bonuses, and severance taxes also were included as direct impacts. Secondary economic impacts result from the spending and respending of the direct impacts and were estimated using the North Dakota Input-Output Model.

Four separate surveys were used to collect production, expenditure, and employment data for the petroleum industry in North Dakota. Firms that own or operate oil wells in the state were surveyed to obtain information on in-state expenses for oil and gas exploration, oil and gas extraction/production, general business expenses, expenditures for infrastructure projects, employment, oil and gas production, and drilling activity. A similar survey was conducted for firms engaged in pipeline transportation of crude oil and unprocessed natural gas and included firms involved with processing of crude oil and natural gas in North Dakota. A third survey was conducted to obtain expenditure patterns and capital outlays for infrastructure projects associated with businesses that supply services and inputs to the oil fields. A fourth survey involved lease/brokerage firms and was used to obtain information on leasing activity in the state.

The survey of oil operators produced financial data on about 36 percent of North Dakota's oil and gas production in 2013. Also, financial data were collected on pipeline transportation, gas processing, and crude oil refining. The survey of lease/brokerage firms and data obtained from oil operators were used to estimate leasing activity on private lands in the state. Secondary data,

obtained from government agencies, were combined with survey data to estimate royalties, lease bonuses, and severance taxes. Secondary data also were used in estimating project-based capital costs for selected infrastructure projects in the state (e.g., gas plants, pipeline expansions).

Estimates of total in-state expenditures in 2013 for oil and gas exploration/development were derived from the survey of oil operators and used with drilling statistics from the North Dakota Department of Mineral Resources. A total of 2,183 wells were completed in 2013. Average expense per well for oil operators was estimated at just under \$7 million, yielding about \$15 billion in total financial outlays for well development. Financial data on expenses for well drilling and completion were obtained from oil operators, and adjustments to the capital costs to drill and complete a well were performed to reflect specific inputs supplied by in-state sources. The net effect of removing expenses for those capital outlays revealed that about 52 percent of the cost to complete a well in North Dakota in 2013 represented economic leakage that was not included in the industry's direct economic impacts. The direct impact per well completed in the state was estimated at \$3.3 million. The combination of in-state expenses for exploration and lease bonuses resulted in \$7.6 billion in direct impacts in 2013. The secondary economic impacts associated with exploration activities were estimated at \$12.8 billion. The in-state gross business volume (direct and secondary impacts) of exploration activities was estimated at \$20.4 billion in 2013 (Figure 7).

Estimates of oil and gas extraction/production expenses, general business expenses for oil operators, private and public royalties, and state severance taxes were derived from survey data and secondary information obtained from various government agencies. The state averaged 8,949 active wells per month in 2013 that produced 313.8 million barrels of oil and over 347 million mcf of natural gas. Total direct impacts for oil and gas production were estimated at \$7.7 billion in 2013. Total secondary economic impacts associated with oil and gas production were estimated at \$7.7 billion. The in-state gross business volume of oil and gas extraction/production was estimated at \$15.3 billion in 2013 (Figure 7).

The processing component of the petroleum industry was estimated to have a direct impact in North Dakota of \$957 million. Total secondary economic impacts associated with processing and transporting crude oil and natural gas were estimated at \$1.9 million. The in-state gross business volume of processing and transporting crude oil and natural gas was estimated at \$2.8 million in 2013 (Figure 7).

The petroleum industry was estimated to have spent between \$3.1 billion to \$3.3 billion on infrastructure projects in the state in 2013. After adjustments for economic leakage (the portion of expenditures not captured in the North Dakota economy), it was estimated that about \$1.4 billion to \$1.5 billion were captured in the North Dakota economy. The gross business volume associated with infrastructure spending in North Dakota was estimated to range from \$3 to \$3.2 billion in 2013. Infrastructure spending, as defined in this report, would represent additional economic activity beyond that created by the exploration, production, transportation, and processing segments of the industry.



Industry-wide direct impacts from the petroleum industry were estimated at \$16.2 billion in 2013 (not including infrastructure spending). Total secondary economic impacts associated with the industry were estimated at \$22.3 billion. The gross business volume for the petroleum industry in North Dakota in 2013 was estimated at \$38.6 billion (Figure 7). When including in-state expenditures for infrastructure projects, the petroleum industry was estimated to have \$17.7 billion, \$25.4 billion, and \$43.1 billion in direct impacts, secondary impacts, and gross business volume, respectively.

Additional measures of the petroleum industry's economic importance to the state include direct employment for 55,137 full-time jobs, economy-wide personal income of \$9.3 billion, statewide retail sales of \$11 billion, direct contributions to local and state government revenues of \$4.1 billion, indirect contribution of \$354 million in state government tax collections, and secondary employment of 26,403 full-time equivalent jobs. For every dollar spent in the state by the petroleum industry, another \$1.43 in additional business activity was generated.

A number of comparisons to information collected and estimated for 2005, 2007, 2009, and 2011 was made to similar figures for 2013. While energy prices were not directly used in the study to generate estimates of industry activity, prices directly influence some measures of industry output, such as tax collections and royalties. Oil prices increased from 2005 to 2007 in real terms by 26 percent to around \$65 per barrel, but decreased to 2005 levels in 2009. Prices in 2009 remained well below the extreme price spikes observed in 2008; however, prices in 2011 and 2013 remained above annual values for 2005, 2007, and 2009. Gas prices, both in nominal and real terms, decreased by 67 percent from 2005 to 2013. Oil production increased from 35 million barrels to 313.8 million barrels over the period. Gas production jumped from around 58 million mcf in 2005 to over 347.6 million mcf in 2013. In addition to increases in oil and gas production, exploration/development activities continued to increase as the number of wells completed in the state went from 240 in 2005 to 2,187 in 2013.

# North Dakota Petroleum Industry

## Key Segments of the Industry



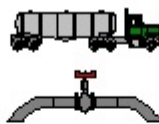

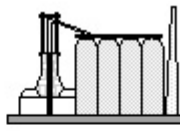
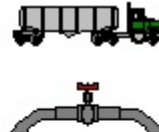
	Exploration	Extraction	Transportation	Processing	Infrastructure	Distribution	Retail
	drilling and locating oil reserves 	bringing oil and gas to the surface 	moving oil and gas from pumps to processing centers 	oil refining and natural gas processing 	construction of plants, pipelines, and other facilities 	moving products from processors to retail markets 	selling petroleum products to end users
Direct Impacts	\$7.6 billion	\$7.7 billion	\$957 million		\$1.5 billion	not included	
Secondary Impacts	\$12.8 billion	\$7.7 billion	\$1.9 million		\$3.1 billion		
Gross Business Volume	\$20.4 billion	\$15.3 billion	\$2.8 million		\$4.6 billion		
Direct Employment	55,137 full-time equivalent jobs						
Secondary Employment	26,403 full-time equivalent jobs						
Direct Government Revenues	\$278 million	\$3.7 billion	\$45 million				

Figure 7. Economic Effects of Key Segments of the North Dakota Petroleum Industry, 2013

All segments of the industry showed substantial gains in direct and secondary economic impacts over the period. In exploration, the increase in drilling activity combined with an increase in the cost per well resulted in substantial changes in gross business volume. Changes in gross business volume associated with extraction/production were largely similar to changes in oil and gas production. An increase in transportation expenses, expansions of industry infrastructure (i.e., gas plants and pipeline capacities), and increased processing volumes all contributed to an increase in the gross business volume for the processing/transportation segment of the industry.

The exploration segment of the industry increased in real terms by over 1,300 percent from 2005 to 2013, and had the greatest effect on the growth in the overall gross business volume for the entire industry over that period. The difference in gross business volume for exploration/development from 2005 to 2013 was nearly \$19 billion. The gross business volume for extraction/production segment of the industry increased by \$12.7 billion or by 470 percent. Economic activity associated with the processing and transportation segment of the industry increased by \$2.4 million over the period. The gross business volume for the entire industry increased by 750 percent in real terms over the period from \$4.2 billion in 2005 to \$38.6 billion in 2013 (Table 16). Other notable increases included direct employment expanding by over 900 percent and government revenues rising by 1,000 percent.

The petroleum industry was estimated to have spent between \$3.1 billion to \$3.3 billion on infrastructure projects in the state in 2013. After adjustments for economic leakage (the portion of expenditures not captured in the North Dakota economy), it was estimated that about \$1.4 billion to \$1.5 billion were captured in the North Dakota economy. Combining exploration, production, transportation, processing, and infrastructure spending revealed the petroleum sector had a \$43 billion gross business volume in the state in 2013.

## CONCLUSIONS

Changes in energy prices, drilling activity, and oil and gas production in North Dakota have made the petroleum industry one of the largest single basic-sector industries in the state. Comparisons of the industry's economic importance in 2013 with previous estimates from 2005, 2007, 2009, and 2011 reveal the industry has increased 8-fold (750 percent) in economic size in eight years (i.e., 2005 to 2013). While some of that increase can be directly attributable to an increase in the number of producing wells, which has led to increased oil and gas production, the primary reason for the substantial increase has been due to expenditures for oil drilling and well completion activities.

The economic contribution of the petroleum industry was measured based on factors present in the industry in 2013. As such, the figures presented in this report represent a snapshot in time, and will not necessarily reflect the future economic impact of the industry. The economic importance of the industry will increase and decrease with changes in variety of factors that affect petroleum exploration, extraction/production, and processing levels. The economic importance of the industry is subject to change as illustrated by comparisons among economic output in 2005, 2007, 2009, 2011, and 2013. The gross business volume associated with exploration increased by over 1,300 percent in real terms over the period. A combination of a substantial increase in the number of oil wells drilled and increases in the cost per well completed were the reasons for the change. Other comparisons over the period reveal that changes in impacts from oil and gas extraction/production more closely mirrored changes in output, while increases in economic activity associated with the processing sector of the industry were tied to both increases in state oil and gas production, but also to expanded capacity of the industry's infrastructure, and increased transportation activity.

The industry was estimated to have capital expenditures for infrastructure-related projects in the state ranging from \$3.1 to \$3.3 billion in 2013. The industry is expanding infrastructure to meet the current and future anticipated needs associated with increased crude oil and natural gas production, well counts, and workforce. Considering that this study only examined one year of capital expenditures for petroleum-sector infrastructure, the level of investment by the industry to expand capabilities in the Williston Basin reinforces the expected future value of developing the Bakken and Three Forks Formations.

Few other basic-sector industries in North Dakota, outside of various agricultural industries and the lignite industry, have had similar comprehensive assessments of their economic importance. The figures reported in this study are substantial, and comparisons to other basic-sector industries may be helpful in placing results from this study in context. The wheat industry and the coal industry are two examples of large basic-sector industries that have had economic assessments performed to measure their economic contribution to North Dakota's economy. From

2001 through 2003, the production, transportation, handling, and processing of wheat in North Dakota was estimated to produce a gross business volume of \$4.4 billion (in 2011 dollars) annually. In 2011, the coal industry in North Dakota was estimated to generate over \$2.9 billion in gross business volume (Coon et al. 2012b). Estimates of the gross business volume, in real terms, for the petroleum industry were \$4.5 billion in 2005, \$9 billion in 2007, \$13.6 billion in 2009, \$31.4 billion in 2011 (including infrastructure impacts), and \$43 billion in 2013 (including infrastructure). Direct employment figures for the wheat industry would not be comparable to those in this study; however, direct employment in the coal industry was estimated at 4,087 FTE positions, compared to around 55,000 FTE jobs in the petroleum industry in 2013.

Several studies were released in recent years that identified potential long-term growth in well counts and oil and gas production in North Dakota (Bentek Energy 2012, North Dakota Department of Mineral Resources 2012c, KLJ 2012 [see Bangsund and Hodur {2013} for projections from the KLJ study]). All of these independent assessments, while not necessarily agreeing on the exact path or future size of the industry, confirm expectations that the petroleum sector in North Dakota will continue to grow over the next two decades, and will be considerably larger (i.e., well counts, oil and gas output) in the future. This study demonstrates the economic benefits of expanding oil production in the state, and the economic value that oil and gas development can have on the state's economy. Of particular interest from a policy perspective is the potential to capture economic activity from the anticipated growth in the development of the Bakken/Three Forks Formations. Shale oil development is now occurring in numerous locations in North America and given that most oil operators in the state also are active in other shale plays across the continent, the economic opportunity of developing the Bakken/Three Forks Formations in North Dakota should not be taken for granted. North Dakota has an enormous potential for continued economic growth in its economy that can come from development of shale energy in the state.

Regardless of the economic measure used, currently the petroleum industry is one of the largest basic-sector industries in North Dakota. Considering that the industry's direct impacts (i.e., first round of spending) are concentrated geographically in the western portion of the state, the economic health of western North Dakota is perhaps tied more to the petroleum industry than any other single industry. Yet, despite the strong influence of the petroleum industry in western North Dakota, the magnitude of the contributions to both the state and local governments and the sheer volume of secondary economic effects in nearly all sectors of the North Dakota economy would suggest that the economic effects of the industry are felt statewide. Current activity levels in the petroleum industry clearly make it one of the key forces in the North Dakota economy.

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**APPENDIX A**

**Questionnaire, Oil Operators,  
North Dakota, 2013**

# Contribution of the Petroleum Industry to the North Dakota Economy

## Survey of Oil Operators

Department of Agribusiness and Applied Economics  
North Dakota State University  
and  
North Dakota Petroleum Council

## Instructions and Guidelines for Filling Out the Questionnaire

Data provided from this survey will be used to help estimate the economic contribution of the oil industry to the North Dakota economy. The goal is to determine how much money the oil industry spends in North Dakota. All expenditure data will be synthesized in a manner that only industry-wide totals will be reported. In no way will any information presented in the study identify or be reflective of any single firm or operation.

The following is a list of general guidelines for the questionnaire.

1. Use information from 2013 or your most recently completed fiscal year.
2. Expenditures should be expressed in U.S. dollars.
3. If the actual amount of the expenditure is not easily determined or is not readily known, please provide an estimate of the expense.
4. For contractor expenditures (Part II of this questionnaire), please include all expenditures made for services provided in North Dakota, even if the office or headquarters of the contractor or service provider is not located in North Dakota.

For infrastructure expenditures (Part III of the questionnaire), include costs associated with the various categories for 2013.

For general expenditures for day-to-day operations (Part IV of the questionnaire), include only how much your company paid out to entities in North Dakota.

If you cannot identify whether an expenditure was made in North Dakota or in another state, indicate this on the form.

Definitions for some expenditure items and their corresponding Standard Industrial Classification (SIC) code listing are included to help in determining allocation of expenditures.

Please complete the survey by **June 5<sup>th</sup>** and mail the questionnaire in the return envelope.

If you have questions, please contact:

Dean Bangsund  
701-231-7471

Email: [d.bangsund@ndsu.edu](mailto:d.bangsund@ndsu.edu)

or

Dr. Nancy Hodur  
701-231-7357

Email: [nancy.hodur@ndsu.edu](mailto:nancy.hodur@ndsu.edu)

Department of Agribusiness and Applied Economics  
North Dakota State University  
 Fargo, ND 58108-6050

## Part I - - General Information

Business Name: \_\_\_\_\_  
Mailing Address: \_\_\_\_\_  
Contact Person: \_\_\_\_\_

The following questions pertain only to wells for which your company is the operator.

Number of producing oil wells in ND in 2013 for which your company was the operator _____		
	<b>Oil</b>	<b>Gas</b>
Total production from your operated wells in 2013	_____ bbls	_____ mcf
Operator interest share of production	_____ %	_____ %
All royalty interest share of production	_____ %	_____ %
Remaining working interest share of production	_____ %	_____ %

Total number of employees working in North Dakota: _____ (Full-time equivalents)	
Number of jobs (FTE's) above dedicated to exploration/drilling	_____
Number of jobs (FTE's) above dedicated to general production/extraction	_____

## **Part II. Payments made to **Contractors, Sub-contractors,** and **Consultants****

The following instructions pertain to **Part II** of the Questionnaire.

- 1) Only report contracted expenses for wells in North Dakota for which your company serves as the operator even if your company's stake in those wells is small. Do not include expenses for wells for which your company only has a working interest share—those expenses will be reported by other oil operators.
- 2) Please include the total cost for the contracted service for those wells. The total cost will include your company's share of the costs as well as the costs billed to the working interest holders on the well.
- 3) Please indicate expenses for producing wells, wells currently being drilled, and wells that were drilled, but never used.
- 4) Only include contracted expenses for the last year.
- 5) Please include all expenditures made for services provided in North Dakota, even if the office or headquarters of the contractor or service provider is not located in North Dakota.

<b>Part II.</b> <b>Type of Contracting Work Performed</b>	<b>Payments for work done in North Dakota</b>
<b>General Exploration</b> Examples of services include lease brokerage costs (lease arrangements and landowner negotiations), landman expenses, environmental services, seismic testing and geological research	\$
<b>Drilling Activities (Capital Investments)</b> Examples of services include land survey work, excavation, road building, construction of drill site, other drill site preparations such as providing electricity, setting up storage facilities, etc., erecting derrick, mudding operations, spudding operations, wellbore casing, case perforation, logging, fracing services, wellhead placement, pipeline development and construction, and any other services provided that are associated with drilling activities  This category of expenses should include all phases of drilling for both primary wells and secondary/tertiary/EOR injection wells	\$
<b>Oil and Gas Extraction and Production (Operating Expenses)</b> Examples of services include pump, well, and storage tank maintenance and servicing; daily & weekly well visits for tank switching, periodic inspections, general monitoring, and other activities; well stimulations; well work overs; well idling, shutdown, and/or abandonment activities	\$
<b>Transportation</b> Include expenses for <u>truck transportation</u> of oil from well site to pipeline collection points (terminal) and expenses for truck transportation of other products and by-products from well site to secondary locations, also include all charges for transportation of gas and oil <u>by pipeline or rail</u> until products are sold to a purchaser or buyer	\$
<b>Any other services</b> or activities provided by contracted arrangements not listed above:  <div> <div>_____ (please specify)</div> <div>_____ (please specify)</div> <div>_____ (please specify)</div> <div>_____ (please specify)</div> </div>	<div> <div>\$ _____</div> <div>\$ _____</div> <div>\$ _____</div> <div>\$ _____</div> </div>



**Part III.** This section relates to your company's expenses associated with infrastructure development in North Dakota. To avoid double counting, do not include any expenditures here that are reported in Part II dealing with exploration, drilling/well development, or operating expenses. Please report total expenditures in 2013 for the following categories with respect to infrastructure in North Dakota. Figures can be rounded to thousands.

**If your company had no expenses in a particular category, please enter zero.**

Infrastructure Categories	Expenses for projects in North Dakota in 2013
<b>Oil Field Gathering Systems</b> Construction of oil pipeline gathering systems (field systems) to move crude oil to transmission pipelines or rail facilities.	\$
<b>Gas Midstream Projects</b> Construction of gas gathering systems, construction of gas plants, construction of fractionation facilities, and pipelines for distribution of gas to main pipelines.	\$
<b>Oil Shipment Facilities</b> Facilities for shipment of crude oil, including pipeline capacity enhancements, rail loading facilities, and any storage facilities associated with those facilities.	\$
<b>Water Treatment Facilities</b> Construction expenses for water disposal facilities, frac water recycling facilities, and any distribution systems (in-field pipelines) for movement of frac and brine water to treatment or disposal facilities.	\$
<b>Housing and Lodging</b> Include expenses associated with the construction/development of man camps, lodging facilities at work sites, and construction of other housing projects (e.g., company owned apartments and houses). NOTE: please include all lodging expenses for actual housing of workers (motel rooms, meals, other arrangements) that are not related to constructing housing infrastructure in Section II.	\$
<b>Office and Other Facilities</b> Expenditures for construction/development of company offices, central facilities, maintenance facilities, and holding/transit facilities.	\$
<b>Other Facilities</b> Please specify	\$

**Part IV.** The following expenses relate to your company's general business operations in North Dakota and should represent expenses paid only to North Dakota entities. These expenses should not include any payments made to oil industry contractors or consultants associated with exploration or extraction. Please refer to the accompanying sheet for definitions and clarification of what expenses should be included in the expenditure categories.

**If your company had no expenses in a particular category, please enter zero.**

<b>General Business Expenses</b>	<b>Expenses paid to North Dakota entities</b>
Building and equipment leases (e.g., office space, vehicles)	\$
Business and personal services	\$
Professional and social services	\$
Communications	\$
Construction	\$
Public utilities	\$
Employee wages and salaries	\$
Employee benefits (retirement, health insurance, etc.)	\$
Payroll taxes (FICA, etc.)	\$
Insurance	\$
Interest, finance, and banking expenses	\$
Retail trade	\$
Wholesale trade	\$
Research and development	\$
North Dakota taxes:	
Property	\$
Income	\$
Sales and use	\$
Transportation (note: pipeline expenses should be reported in Part II)	\$
Any miscellaneous payments to working interests	\$
Any miscellaneous payments to royalty interests	\$
Other expenses (please specify).	\$

### Definitions for Expenditure Categories—Part III of Questionnaire

The following definitions are derived from Standard Industrial Classification Manual (SIC codes) and have been provided to assist in allocating expenses into common categories. If needed, please refer to the following web site for additional examples of the expenses included in each category: [http://www.osha.gov/pls/imis/sic\\_manual.html](http://www.osha.gov/pls/imis/sic_manual.html) Each category has several Major Group numbers, which contain additional detail on the type of activities in each category.

**Construction:** Includes expenses for construction projects, such as construction (including new work, additions, alterations, remodeling, and repairs) of residential, industrial, public, office, warehouse, and other buildings and structures. (Major Groups 15, 16, and 17)

**Transportation:** Includes expenses for railroad, motor freight, water transportation, air transportation, and other transportation to include packing and crating services, and rental of transportation equipment. (Major Groups 40, 41, 42, 43, 44, 45, 46, and 47)

**Communications:** Includes expenditures for telephone, telegraph, radio, television, satellite services, Internet transactions, and other communication services. (Major Group 48)

**Public Utilities:** Includes expenses for natural gas, electricity, water supply, and sanitary (sewer & garbage) services. (Major Group 49)

**Wholesale Trade:** Expenses paid to establishments primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, or professional users; or to other wholesalers, or acting as agents in buying merchandise for or selling merchandise to such persons or companies. (Major Groups 50 and 51)

**Retail Trade:** Includes expenses for building materials, hardware, food, general merchandise, office supplies, automobile fuel, computers, eating and drinking establishments, work uniforms, and most other business and office-related supplies. (Major Groups 52, 53, 54, 55, 56, 57, 58, and 59)

**Finance, Insurance, and Real Estate:** Includes expenses for loan service, interest on loans, investment counseling, insurance, real estate transactions, brokerage fees, and any other financial service expenditures. (Major Groups 60, 61, 62, 63, 64, 65, 66, and 67)

**Business and Personal Services:** Examples of business and personal services include expenses for advertising, collection services, photocopying/duplication/printing services, equipment rental, computer services, computer software, security services, tax preparation, automotive/equipment/miscellaneous repairs, entertainment, janitorial services, and overnight lodging. (Major Groups 70, 72, 73, 75, 76, 78, 79, and 87)

**Professional and Social Services:** Includes expenses for health/pharmaceutical, medical, legal, educational, research and development, child care, vocational training, and other professional services. (Major Groups 80, 81, 82, 83, 84, 86, 88, and 89)

**Part V. Drilling Activity in North Dakota.** Please summarize your company's drilling activities in North Dakota over the past year.

<b>Drilling</b>	<b>2013</b>
Overall number of wells drilled	
Number of wells drilled that were plugged (dry holes)	
Number of wells drilled that went into production (completed as a producer)	

**Part VI. Mineral Royalty Payments.** This section is looking for total private mineral royalty payments and mineral payments mailed to entities in North Dakota.

<b>Payments to Private Mineral Royalty Owners</b>	<b>2013</b>
<p>Gross Payment of mineral royalties to all private mineral owners associated with oil and gas wells in North Dakota</p> <p>Note: Only include payments to private mineral owners, <u>exclude</u> payments to working interests and public mineral owners (e.g., state, Federal).</p>	
<p>Gross Payments for private mineral royalties that went to North Dakota addresses</p> <p>Note: This is the portion of the payment above that went to some entity (person, bank, trust) in North Dakota.</p>	

**Part VII. List of Contractors/Venders.** Please provide the name and mailing address of all companies that your firm has contracted with over the last year to perform work in the oil fields in North Dakota. Please include all companies even if they do not have a North Dakota address. If a computer listing is not available, please use the following space to provide the information.

Name of Company

Address (street, city, state, zip)

This image shows a blank sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

Please add sheets or attach printouts as needed.

## **Thank You for completing this questionnaire!**

Please return the questionnaire in the postpaid envelope.

If you would like a copy of the study results mailed to you, make sure you have provided a mailing address in Part I of the questionnaire. Otherwise, you may contact Edie Nelson in the Department of Agribusiness and Applied Economics at North Dakota State University for more information on our departmental reports. Phone (701)231-7441, fax (701)231-7400, email: [ndsu.agribusiness@ndsu.edu](mailto:ndsu.agribusiness@ndsu.edu) or visit our departmental listing of research reports on the internet at

<http://ageconsearch.umn.edu/>

Study results should be available at the end of 2014.

**APPENDIX B**

**Questionnaire, Processors,  
North Dakota, 2013**

# Contribution of the Petroleum Industry to the North Dakota Economy

## Survey of Gas Pipelines and Gas Plants

Department of Agribusiness and Applied Economics  
North Dakota State University  
and  
North Dakota Petroleum Council



## Instructions and Guidelines for Filling Out the Questionnaire

Data provided from this survey will be used to help estimate the economic contribution of the oil industry to the North Dakota economy. The goal is to determine how much money the oil industry spends in North Dakota. All expenditure data will be synthesized in a manner that only industry-wide totals will be reported. In no way will any information presented in the study identify or be reflective of any single firm or operation.

The following is a list of general guidelines for the questionnaire.

1. Use information from 2013 or your most recently completed fiscal year.
2. Expenditures should be expressed in U.S. dollars.
3. If the actual amount of the expenditure is not easily determined or is not readily known, please provide an estimate of the expense.
4. Only include expenditures made to businesses, governments, or individuals in North Dakota.
5. If you cannot identify whether an expenditure was made in North Dakota or in another state, indicate this on the form.
6. Definitions for some expenditure items and their corresponding Standard Industrial Classification (SIC) code listing are included to help in determining allocation of expenditures.
7. We would prefer to have the questionnaire completed and returned by **July 15, 2014**.

If you have questions, please contact:

Dean Bangsund  
701-231-7471  
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Department of Agribusiness and Applied Economics  
North Dakota State University  
Fargo, ND 58108-6050

## Part I - - General Information

Business Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Total MCF of gas processed in the last year for operations and facilities located  
in North Dakota (if applicable) \_\_\_\_\_

Percent of gas processed that was from North Dakota sources \_\_\_\_\_

Percent of gas processed that was from sources in other states \_\_\_\_\_

Percent of gas processed that was from Canadian sources \_\_\_\_\_

Total MCF of gas transported in the last year for operations and facilities located  
in North Dakota (if applicable) \_\_\_\_\_

Percent of gas transported that was from North Dakota sources \_\_\_\_\_

Percent of gas transported that was from sources in other states \_\_\_\_\_

Percent of gas transported that was from Canadian sources \_\_\_\_\_

Number of employees in North Dakota (full-time equivalents) in 2013 \_\_\_\_\_

## Part II: Annual Expenses

The following expenditures should represent expenses paid only to North Dakota entities. Please refer to the accompanying sheet for definitions and clarification of what expenses should be included in the expenditure categories.

<u>Operating Expenses in 2013</u>	Expenses paid to North Dakota entities
Building and equipment leases (e.g., office space, vehicles)	\$
Business and personal services	\$
Professional and social services	\$
Communications	\$
Construction	\$
Public Utilities	\$
Employee wages and salaries	\$
Employee benefits (retirement, health insurance, etc.)	\$
Payroll taxes (FICA, etc.)	\$
Insurance	\$
Interest, finance, and banking expenses	\$
Purchases of gas (from ND sources)	\$
Transportation	\$
Retail Trade	\$
Research and Development	\$
North Dakota Taxes	\$
Property	\$
Income	\$
Sales and Use	\$
Other expenses (please specify)	\$
	\$
	\$

## Definitions for Expenditure Categories

The following definitions are derived from the Standard Industrial Classification Manual (SIC codes) and have been provided to assist in allocating expenses into common categories. If needed, please refer to the following web site for additional examples of the expenses included in each category: [http://www.osha.gov/pls/imis/sic\\_manual.html](http://www.osha.gov/pls/imis/sic_manual.html) Each category has several Major Group numbers, which contain additional detail on the type of activities in each category.

**Construction:** Includes expenses for construction projects, such as construction (including new work, additions, alterations, remodeling, and repairs) of residential, industrial, public, office, warehouse, and other buildings and structures. (Major Groups 15, 16, and 17)

**Transportation:** Includes expenses for railroad, motor freight, water transportation, air transportation, pipeline transportation of petroleum, and other transportation to include packing and crating services, and rental of transportation equipment. (Major Groups 40, 41, 42, 43, 44, 45, 46, and 47)

**Communications:** Includes expenditures for telephone, telegraph, radio, television, satellite services, Internet transactions, and other communication services. (Major Group 48)

**Public Utilities:** Includes expenses for natural gas, electricity, water supply, and sanitary (sewer & garbage) services. (Major Group 49)

**Wholesale Trade:** Expenses paid to establishments primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, or professional users; or to other wholesalers, or acting as agents in buying merchandise for or selling merchandise to such persons or companies. (Major Groups 50 and 51)

**Retail Trade:** Includes expenses for building materials, hardware, food, general merchandise, office supplies, automobile fuel, computers, eating and drinking establishments, work uniforms, and most other business and office-related supplies. (Major Groups 52, 53, 54, 55, 56, 57, 58, and 59)

**Finance, Insurance, and Real Estate:** Includes expenses for loan service, interest on loans, investment counseling, insurance, real estate transactions, brokerage fees, and any other financial service expenditures. (Major Groups 60, 61, 62, 63, 64, 65, 66, and 67)

**Business and Personal Services:** Examples of business and personal services include expenses for advertising, collection services, photocopying/duplication/printing services, equipment rental, computer services, computer software, security services, tax preparation, automotive/equipment/miscellaneous repairs, entertainment, janitorial services, and overnight lodging. (Major Groups 70, 72, 73, 75, 76, 78, 79, and 87)

**Professional and Social Services:** Includes expenses for health/pharmaceutical, medical, legal, educational, research and development, child care, vocational training, and other professional services. (Major Groups 80, 81, 82, 83, 84, 86, 88, and 89)

### Part III: Infrastructure Expenditures

This section relates to your company's expenses associated with infrastructure development in North Dakota. To avoid double counting, do not include any expenditures here that are reported in Part II that may have already been included in your annual operating expenses. Please report total expenditures in 2013 for the following categories with respect to infrastructure in North Dakota. Figures can be rounded to thousands.

**If your company had no expenses in a particular category, please enter zero.**

Infrastructure Categories	Expenses for projects in North Dakota in 2013
<b>Oil Field Gathering Systems</b> Construction of oil pipeline gathering systems (field systems) to move crude oil to transmission pipelines or rail facilities.	\$
<b>Gas Midstream Projects</b> Construction of gas gathering systems, construction of gas plants, construction of fractionation facilities, and pipelines for distribution of gas to main pipelines.	\$
<b>Oil Shipment Facilities</b> Facilities for shipment of crude oil, including pipeline capacity enhancements, rail loading facilities, and any storage facilities associated with those facilities.	\$
<b>Water Treatment Facilities</b> Construction expenses for water disposal facilities, frac water recycling facilities, and any distribution systems (in-field pipelines) for movement of frac and brine water to treatment or disposal facilities.	\$
<b>Housing and Lodging</b> Include expenses associated with the construction/development of man camps, lodging facilities at work sites, and construction of other housing projects (e.g., company owned apartments and houses). NOTE: please include all lodging expenses for actual housing of workers (motel rooms, meals, other arrangements) that are not related to constructing housing infrastructure in Section II.	\$
<b>Office and Other Facilities</b> Expenditures for construction/development of company offices, central facilities, maintenance facilities, and holding/transit facilities.	\$
<b>Other Facilities</b> Please specify	\$

## **Thank You for completing this questionnaire!**

Please return the questionnaire in the postpaid envelope.

If you would like a copy of the study results mailed to you, make sure you have provided a mailing address in Part I of the questionnaire. Otherwise, you may contact Edie Nelson in the Department of Agribusiness and Applied Economics at North Dakota State University for more information on our departmental reports. Phone 701-231 7441, fax 701-231-7400, email: [ndsu.agribusiness@ndsu.edu](mailto:ndsu.agribusiness@ndsu.edu) or visit our departmental listing of research reports on the internet at <http://agecon.lib.umn.edu>

Study results should be available the end of 2014.

**APPENDIX C**

**Questionnaire, Service and Support Firms,  
North Dakota, 2013**

# Contribution of the Petroleum Industry to the North Dakota Economy

## Survey of Firms Providing Service and Support in the North Dakota Petroleum Industry

Department of Agribusiness and Applied Economics  
North Dakota State University  
and  
North Dakota Petroleum Council



## Instructions and Guidelines for Filling Out the Questionnaire

Data provided from this survey will be used to help estimate the economic contribution of the oil and gas industry to the North Dakota economy. The goal is to determine how much money is spent in North Dakota. All expenditure data will be synthesized in a manner that only industry-wide totals will be reported. In no way will any information presented in the study identify or be reflective of any single firm or operation.

The following is a list of general guidelines for the questionnaire.

1. Use information for activities in 2013.
2. If you are unsure of a specific figure please use your best estimate. Remember, your best estimate is going to be better than our best guess!!
3. When answering questions pertaining to spending patterns, please remember that we are only interested in information on expenditures made to businesses, governments, or individuals in North Dakota.
4. If you cannot determine if a particular expense was incurred in North Dakota or if the expense was made to another company or individual in a different state, please indicate this on the form.
5. Please return the questionnaire by September 8, 2014.
6. If you have questions, please contact:

Dean Bangsund  
701-231-7471  
Email: [d.bangsund@ndsu.edu](mailto:d.bangsund@ndsu.edu)

or

Nancy Hodur  
701-231-7357  
Email: [nancy.hodur@ndsu.edu](mailto:nancy.hodur@ndsu.edu)  
Department of Agribusiness and Applied Economics  
North Dakota State University  
Fargo, ND 58108-6050

## General Information

Business Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Contact Person: \_\_\_\_\_

### Part I - Activity in the Petroleum Sector

What percent of your company's overall business comes from the petroleum industry?

- a) 1 to 20%
- b) 21 to 40 %
- c) 41 to 60%
- d) 61 to 80%
- e) 81 to 100%

Of the revenues your company receives from work in the petroleum industry, what percent of those revenues come from activities in North Dakota?

- a) 1 to 20%
- b) 21 to 40 %
- c) 41 to 60%
- d) 61 to 80%
- e) 81 to 100%

How many total employees does your business have? \_\_\_\_\_ full-time equivalents

How many employees work in North Dakota? \_\_\_\_\_ full-time equivalents

(For part-time, seasonal, or temporary workers, please estimate how many full-time equivalents their jobs would account for. E.g., 4 part-time workers employed for 3 months each would equal 1 full-time job).

## Part II - Revenues Spent in North Dakota

The next three sections ask for information on your company's spending patterns in North Dakota.

**Please Note:**

It is important for our study that we be able to distinguish the difference between revenues earned in North Dakota versus expenditures made in North Dakota. This holds for both firms headquartered out-of-state and firms that are headquartered in North Dakota.

When answering the following question, we want you to think about only your business activities in North Dakota and how much your company spends (expenses and costs) in the state relative to your gross revenues from North Dakota sources.

Please estimate (make an educated guess if needed) what percent of your company's gross revenues associated with the petroleum industry in North Dakota are spent in North Dakota.

\_\_\_\_\_ percent

### Part III - Infrastructure Spending in North Dakota

This section relates to your company's expenses associated with infrastructure development in North Dakota in 2013. Figures can be rounded to thousands.

**If your company had no expenses in a particular category, please enter zero.**

Infrastructure Categories	Expenses for projects in North Dakota in 2013
<b>Oil Field Gathering Systems</b> Expenditures for the construction of oil pipeline gathering systems (field systems) to move crude oil to transmission pipelines or rail facilities.	\$
<b>Gas Midstream Projects</b> Construction of gas gathering systems, construction of gas plants, construction of fractionation facilities, and pipelines for distribution of gas to main pipelines.	\$
<b>Oil Shipment Facilities</b> Facilities for shipment of crude oil, including pipeline capacity enhancements, rail loading facilities, and any storage facilities associated with those facilities.	\$
<b>Water Treatment Facilities</b> Construction expenses for water disposal facilities, frac water recycling facilities, and any distribution systems (in-field pipelines) for movement of frac and brine water to treatment or disposal facilities.	\$
<b>Housing and Lodging</b> Include expenses associated with the construction/development of crew camps, lodging facilities at work sites, and construction of other housing projects (e.g., company owned apartments and houses). NOTE: do not include lodging expenses for actual housing of workers (motel rooms, meals, other arrangements).	\$
<b>Office and Other Facilities</b> Expenditures for construction/development of company offices, central facilities, maintenance facilities, and holding/transit facilities.	\$
<b>Other Facilities</b> Please specify	\$

## Part IV - Estimates of Business Expenditures in North Dakota

To avoid double counting, do not include any expenditures here that you reported in the infrastructure categories in the previous section.

Please think about your company's business expenses in North Dakota. We would like you to estimate (or guess if needed) the approximate level of business expenses your company had in 2013.

General estimates for these figures are sufficient (e.g., \$2,000 in supplies, \$100,000 in services).

Types of Expenditures in North Dakota	Estimated Expenditures in North Dakota in 2013
Wages and Salaries	\$
Office expense ( <i>e.g., computers, software, photocopying, paper, postage, other supplies, office rent/lease, office equipment, subscriptions for magazines and periodicals</i> )	\$
Interest and Insurance ( <i>examples include bank expenses, loan interest, liability and casualty premiums</i> )	\$
Communications and Utilities ( <i>examples include phone, Internet, electricity, water, natural gas, sewer, garbage, etc</i> )	\$
Supplies and Equipment ( <i>examples include vehicles, industrial equipment, specialized machinery, fuel, lubricants, chemicals, tires, tools, hardware, building materials, replacement parts, and miscellaneous inputs</i> )	\$
Services ( <i>examples include repairs and maintenance, tax preparation, construction work, legal, meals, lodging, snow removal, shipping and transportation, and any miscellaneous business service</i> )	\$
North Dakota Taxes	\$
Property taxes	
Other taxes ( <i>income, unemployment</i> )	\$
Licenses, Permits, and Government Fees	\$
Other Expenses ( <i>please specify the expense</i> )	\$

## **Thank You for completing this questionnaire!**

Please return the questionnaire in the postpaid envelope.

If you would like a copy of the study results mailed to you, make sure you have provided a mailing address in Part I of the questionnaire. Otherwise, you may contact Edie Nelson in the Department of Agribusiness and Applied Economics at North Dakota State University for more information on our departmental reports. Phone 701-231 7441, fax 701-231-7400, email: [ndsu.agribusiness@ndsu.edu](mailto:ndsu.agribusiness@ndsu.edu) or visit our departmental listing of research reports on the internet at <http://agecon.lib.umn.edu>

Study results should be available at the end of 2014.

**APPENDIX D**

**Questionnaire, Leasing/Brokerage Firms,  
North Dakota, 2013**

# **Contribution of the Petroleum Industry to the North Dakota Economy**

Department of Agribusiness and Applied Economics  
North Dakota State University  
and  
North Dakota Petroleum Council

## **Confidential Survey of Oil Leasing Firms**

Company \_\_\_\_\_  
Contact Person \_\_\_\_\_

Total bonus payments paid out for oil leases in North Dakota in 2013      \$ \_\_\_\_\_

Of the total above, what percentage went to:  
% \_\_\_\_\_ In-state residents (North Dakota addresses only)  
% \_\_\_\_\_ Federal agencies  
% \_\_\_\_\_ ND State agencies

Total net lease acres made by your firm in North Dakota in 2013      \_\_\_\_\_

Of the total above, what percentage was represented by:  
% \_\_\_\_\_ Private acreage  
% \_\_\_\_\_ Federal acreage  
% \_\_\_\_\_ State acreage

Please consider September 30 as completion date for this survey.

Thank you for completing this questionnaire. The material you provide is kept strictly confidential and will be averaged with data from other firms.

Please mail your completed questionnaire to:

Dean Bangsund  
Dept of Agribusiness and Applied Economics  
North Dakota State University  
NDSU Dept 7610  
PO Box 6050  
Fargo, ND 58108-6050

Please call or e-mail Dean Bangsund, NDSU, for any questions regarding this survey or the study of the Petroleum Industry in North Dakota. .

Ph.                701-231-7471

E-mail: [d.bangsund@ndsu.edu](mailto:d.bangsund@ndsu.edu)