

Supplier Analysis & Onboarding service

Segmentation and Profiling Reports for City of Minot

9/6/2017

The information regarding actual and/or projected card spend set forth above is provided for discussion purposes only and is based largely upon current industry practices and information that your company has provided to Wells Fargo, including, without limitation, information regarding card spend volume and average transaction size, the portion of card spend volume comprised of “Large Ticket Transactions” as defined by Visa or MasterCard, and interchange rates. Please note that projections by nature may be subject to change and actual results may differ materially based upon various uncertainties, including, but not limited to, business, economic, industry and legal factors affecting assumptions concerning future card spend volume and mix (e.g., travel vs. procurement spend mix, percentage of transactions classified as “Large Ticket” or subject to special interchange pricing programs, interchange rates and/or negotiated terms and discounts, etc.).



Customized A/P Program

City of Minot

This report provides a breakdown of how Wells Fargo and City of Minot will work together to achieve the goal of A/P program automation. By defining which suppliers will be pursued and in what manner they will be paid, our analytical system calculates forecasted outcomes based on interactions with suppliers in the same position as yours using Wells Fargo's vast database of historical enrollment records.

Program expectations summary

Total A/P file volume \$109,010,535

Commercial card

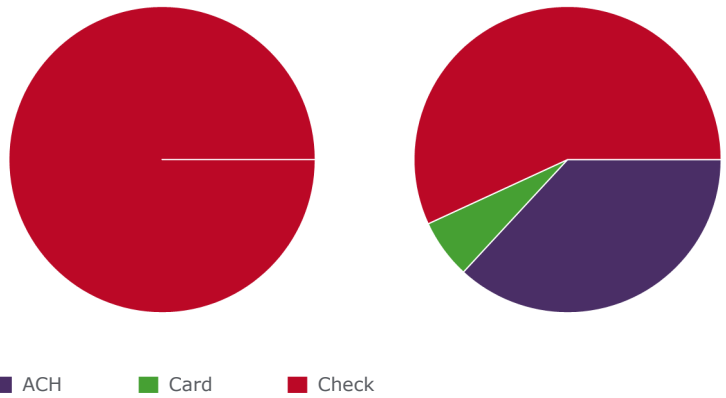
Recommended for onboarding \$88,621,343
 Customized conversion rate 7.68%
 Expected A/P card program size \$6,807,026

ACH

Recommended for onboarding \$102,203,509
 Historical conversion rate 39.32%
 Expected A/P ACH program size \$40,191,101

Current

Target



Wells Fargo's AP card solutions are currently accepted by more than 141,000 merchants. Using your file, we were able to match 84 supplier(s), representing \$1,200,190 in spend, to merchants already processing transactions through our AP payment solutions.

Campaign and forecasted outcomes

	Pursued			Expected		
	Suppliers	Transactions	Spend	Suppliers	Transactions	Spend
Commercial card						
Phone	75	872	\$84,573,628	14	191	\$5,721,883
Mail	764	3,330	\$4,047,715	211	1,007	\$1,085,143
Existing card	0	0	\$0	0	0	\$0
Totals	839	4,202	\$88,621,343	225	1,198	\$6,807,026
ACH						
Initial ACH	390	1,462	\$20,389,192	178	666	\$10,900,983
Card declined ACH	614	3,004	\$81,814,317	312	1,526	\$29,290,118
Totals	1,004	4,466	\$102,203,509	490	2,192	\$40,191,101
Other enrollment data						
Not recommended	0	0	\$0	0	0	\$0
Totals	0	0	\$0	0	0	\$0
Grand totals	1,229	5,664	\$109,010,535	715	3,390	\$46,998,127

City of Minot

Not recommended for automation

	Pursued			Expected		
	Suppliers	Transactions	Spend	Suppliers	Transactions	Spend
Suppliers < \$1	0	0	\$0	0	0	\$0
Totals	0	0	\$0	0	0	\$0

A/P file breakdown

	<\$2,500	<\$7,000	<\$15,000	<\$25,000	<\$50,000	>\$50,000	Total
AP card	\$363,651	\$66,149	\$323,478	\$446,912			\$1,200,190
Level 3 line item	\$336,802	\$259,299	\$111,749	\$1,325,272	\$648,265	\$17,420,206	\$20,101,593
Level 3 summary	\$558,478	\$866,579	\$628,527	\$1,263,673	\$763,859	\$14,752,782	\$18,833,898
Level 2	\$536,065	\$505,268	\$265,666	\$617,258	\$1,361,436	\$14,703,613	\$17,989,305
Level 1	\$250,416	\$309,300	\$246,442	\$879,182	\$251,165	\$28,683,932	\$30,620,437
Non-acceptors	\$567,522	\$609,122	\$713,393	\$2,095,792	\$2,191,172	\$14,088,110	\$20,265,111
Totals	\$2,612,934	\$2,615,717	\$2,289,256	\$6,628,087	\$5,215,898	\$89,648,643	\$109,010,535

Card Acceptor Detail

City of Minot

This report lists suppliers who currently process commercial card payments, along with important information regarding their likelihood of accepting them from your organization.

Card acceptor detail report - Top 100

Supplier name	Acceptor type	Payment terms	Payment type	Average txn.	# of payments	Total spend
AAAE	APC		5486	\$1,017	3	\$3,050
ADS LLC	APC		6803	\$2,298	1	\$2,298
ALL AMERICA CITY GLASS	APC		2526	\$269	1	\$269
ALL AMERICAN TROPHIES	APC		23	\$354	26	\$9,199
ARAMARK	APC		5897	\$491	4	\$1,965
ATSSA	APC		3970	\$185	2	\$369
AUTOMATIONDIRECT.COM	APC		9126	\$614	2	\$1,228
BIBLIOTHECA, LLC	APC		9806	\$2,146	4	\$8,584
BORSHEIM CRANE SERVICE	APC		7962	\$877	3	\$2,630
BROWN & SAENGER	APC		4829	\$310	20	\$6,192
CANADIAN PACIFIC RAILWAY	APC		3838	\$100	1	\$100
CERTIFIED LABORATORIES	APC		9550	\$244	1	\$244
CREATIVE PRINTING	APC		3190	\$357	6	\$2,143
CSB PAINTING INC	APC		9828	\$2,850	1	\$2,850
DAKOTA FIRE EXTINGUISHER	APC		284	\$574	25	\$14,358
DAKOTA SUPPLY GROUP	APC		350	\$19,043	20	\$380,862
DEMCO	APC		299	\$1,545	4	\$6,178
DIAMOND TRUCK EQUIPMENT	APC		3158	\$1,095	1	\$1,095
EIDE BAILLY LLP	APC		330	\$22,075	2	\$44,150
ELECTRO WATCHMAN INC	APC		6623	\$419	1	\$419
FAIRFIELD INN	APC		9782	\$222	1	\$222
FERGUSON ENTERPRISES, INC	APC		5548	\$279	8	\$2,236
FISHER SCIENTIFIC	APC		370	\$142	2	\$284
G & P COMMERCIAL SALES	APC		2226	\$370	24	\$8,887
GAFFANEYS	APC		383	\$314	24	\$7,536
GLASS DOCTOR	APC		6099	\$583	5	\$2,914
GRAND INTERNATIONAL INN	APC		99000	\$1,849	1	\$1,849
GRANITE SPRINGS	APC		397	\$63	24	\$1,509
GREY HOUSE PUBLISHING	APC		407	\$357	1	\$357
HAMPTON INN & SUITES	APC		9808	\$2,900	10	\$29,003
HD SUPPLY WATERWORKS, LTD	APC		8130	\$1,184	22	\$26,057
HIGH POINT NETWORKS, LLC	APC		8306	\$1,241	9	\$11,166
HOLIDAY INN	APC		690	\$347	2	\$694
ICC	APC		5791	\$531	21	\$11,143
INFOGROUP	APC		7903	\$1,995	1	\$1,995
INLAND TRUCK PARTS CO	APC		430	\$859	1	\$859
INTERSTATE BATTERY SYSTEM	APC		6385	\$783	18	\$14,089
INTOXIMETERS	APC		7178	\$170	1	\$170
JOHNSON CONTROLS	APC		454	\$2,090	3	\$6,271
JOHNSTONE SUPPLY	APC		7712	\$255	1	\$255

Supplier name	Acceptor type	Payment terms	Payment type	Average txn.	# of payments	Total spend
KIMBALL MIDWEST	APC		5536	\$165	5	\$823
LAWSON PRODUCTS, INC.	APC		493	\$229	12	\$2,751
LEADSONLINE	APC		7422	\$3,468	1	\$3,468
LOCK DOCTOR	APC		7106	\$74	2	\$148
MCMASTER-CARR	APC		959	\$58	2	\$115
MICROTEL INN & SUITES	APC		6632	\$167	1	\$167
MINOT AUTOMOTIVE CENTER	APC		849	\$1,454	17	\$24,724
MINOT DAILY NEWS	APC		545	\$1,215	33	\$40,086
MOTION INDUSTRIES	APC		5100	\$278	2	\$556
NADA USED CAR GUIDE	APC		6902	\$115	1	\$115
NAPA AUTO PARTS	APC		577	\$1,040	32	\$33,286
NBS CALIBRATIONS	APC		615	\$479	4	\$1,917
NEOPOST USA	APC		8092	\$204	4	\$818
NIESS IMPRESSIONS	APC		4512	\$567	7	\$3,971
NORTHWESTERN EQUIPMENT	APC		1040	\$721	1	\$721
O'REILLY AUTO PARTS	APC		6594	\$27	5	\$134
OCLC	APC		7026	\$1,216	12	\$14,591
PBBS EQUIPMENT CORP	APC		12	\$79	3	\$238
PRAXAIR DISTRIBUTION, INC.	APC		268	\$33	6	\$195
PROQUEST	APC		5199	\$1,873	2	\$3,745
RADISSON HOTEL FARGO	APC		8000	\$265	1	\$265
RECORDED BOOKS	APC		2401	\$732	12	\$8,783
RECOVERY RESOURCES	APC		7796	\$163	5	\$815
RYAN HONDA OF MINOT	APC		368	\$21,900	1	\$21,900
SHI INTERNATIONAL CORP	APC		8838	\$553	1	\$553
SHOWCASES	APC		4458	\$811	3	\$2,433
SHRM	APC		5520	\$199	2	\$398
SIGNCAD SYSTEMS	APC		1284	\$2,200	1	\$2,200
SIMPLEXGRINNELL LP	APC		5632	\$650	3	\$1,949
SLEEP INN	APC		6168	\$89	1	\$89
STAPLES	APC		4500	\$962	31	\$29,815
STAYBRIDGE SUITES	APC		10013	\$544	1	\$544
SWANSTON EQUIPMENT	APC		1954	\$11,981	27	\$323,478
TECTA AMERICA	APC		7915	\$5,395	4	\$21,578
THE MUFFLER SHOP	APC		7538	\$75	1	\$75
TRANE COMPANY	APC		6212	\$600	2	\$1,200
ULINE	APC		5617	\$1,015	2	\$2,030
UNITED RENTALS	APC		6618	\$177	3	\$532
USA BLUE BOOK	APC		3319	\$366	11	\$4,021
VALS CYCLERY	APC		749	\$42	8	\$333
WALLWORK TRUCK CENTER	APC		7928	\$4,625	2	\$9,250
ACOM SOLUTIONS	Level 3 line item		7756	\$2,190	1	\$2,190
ADAPCO, INC	Level 3 line item		6412	\$45,948	2	\$91,896
ADVNT BIOTECHNOLOGIES	Level 3 line item		9747	\$1,715	1	\$1,715
AMANO MCGANN, INC	Level 3 line item		7838	\$28,500	1	\$28,500
AMERICAN ASSN OF AIRPORT EXEC	Level 3 line item		1569	\$2,500	1	\$2,500
AMERICAN PUBLIC TRANSPORTATION	Level 3 line item		9665	\$963	1	\$963

Supplier name	Acceptor type	Payment terms	Payment type	Average txn.	# of payments	Total spend
AMERICAN PUBLIC WORKS ASSN.	Level 3 line item		55	\$2,240	1	\$2,240
AT&T	Level 3 line item		1529	\$1,138	26	\$29,589
B & H PHOTO-VIDEO	Level 3 line item		8361	\$3,549	1	\$3,549
BAKER & TAYLOR BOOKS	Level 3 line item		6298	\$2,955	28	\$82,744
BEST BUY BUSINESS ADVANTAGE AC	Level 3 line item		6652	\$1,827	6	\$10,960
BISMARCK-MANDAN SECURITY, INC	Level 3 line item		8443	\$7,596	13	\$98,750
BNSF RAILWAY COMPANY	Level 3 line item		8513	\$5,748	1	\$5,748
BOBS MAINTENANCE AND REMODELIN	Level 3 line item		9819	\$287	1	\$287
BOOK SYSTEMS, INC	Level 3 line item		7207	\$1,720	1	\$1,720
BORDER STATES ELECTRIC SUPPLY	Level 3 line item		5160	\$1,020	27	\$27,543
BOUND TREE MEDICAL	Level 3 line item		6092	\$753	4	\$3,013
BUILD A SIGN	Level 3 line item		9752	\$106	1	\$106
BULLEX, INC	Level 3 line item		9998	\$12,999	1	\$12,999

AP Card Acceptors

City of Minot

This report lists all suppliers of yours that we were able to match against current acceptors of our AP card solutions. In addition, information about suppliers with known processing restrictions is listed as well.

AP card acceptors summary

	# of suppliers	Total spend
No restriction identified	55	\$961,676
Consolidated Payments	3	\$778
No Email - Portal	11	\$105,596
No Email - Time of Sale	4	\$3,621
Pricing/Fees	4	\$2,866
Transaction Limit	7	\$125,651
Totals	84	\$1,200,190

AP card acceptors detail without restrictions - Top 100

Supplier name	Total spend	Average txn.	Payment terms
DAKOTA SUPPLY GROUP	\$380,862	\$19,043	
SWANSTON EQUIPMENT	\$323,478	\$11,981	
MINOT DAILY NEWS	\$40,086	\$1,215	
HD SUPPLY WATERWORKS, LTD	\$26,057	\$1,184	
MINOT AUTOMOTIVE CENTER	\$24,724	\$1,454	
RYAN HONDA OF MINOT	\$21,900	\$21,900	
DAKOTA FIRE EXTINGUISHER	\$14,358	\$574	
ICC	\$11,143	\$531	
WALLWORK TRUCK CENTER	\$9,250	\$4,625	
ALL AMERICAN TROPHIES	\$9,199	\$354	
G & P COMMERCIAL SALES	\$8,887	\$370	
RECORDED BOOKS	\$8,783	\$732	
BIBLIOTHECA, LLC	\$8,584	\$2,146	
GAFFANEYS	\$7,536	\$314	
BROWN & SAENGER	\$6,192	\$310	
DEMCO	\$6,178	\$1,545	
USA BLUE BOOK	\$4,021	\$366	
NISS IMPRESSIONS	\$3,971	\$567	
LEADSONLINE	\$3,468	\$3,468	
AAAAE	\$3,050	\$1,017	
GLASS DOCTOR	\$2,914	\$583	
CSB PAINTING INC	\$2,850	\$2,850	
LAWSON PRODUCTS, INC.	\$2,751	\$229	
BORSHEIM CRANE SERVICE	\$2,630	\$877	
SHOWCASES	\$2,433	\$811	
ADS LLC	\$2,298	\$2,298	
FERGUSON ENTERPRISES, INC	\$2,236	\$279	
SIGNCAD SYSTEMS	\$2,200	\$2,200	
CREATIVE PRINTING	\$2,143	\$357	
ARAMARK	\$1,965	\$491	

NBS CALIBRATIONS	\$1,917	\$479
GRAND INTERNATIONAL INN	\$1,849	\$1,849
GRANITE SPRINGS	\$1,509	\$63
AUTOMATIONDIRECT.COM	\$1,228	\$614
DIAMOND TRUCK EQUIPMENT	\$1,095	\$1,095
INLAND TRUCK PARTS CO	\$859	\$859
KIMBALL MIDWEST	\$823	\$165
NEOPOST USA	\$818	\$204
RECOVERY RESOURCES	\$815	\$163
NORTHWESTERN EQUIPMENT	\$721	\$721
HOLIDAY INN	\$694	\$347
SHRM	\$398	\$199
ATSSA	\$369	\$185
GREY HOUSE PUBLISHING	\$357	\$357
VALS CYCLERY	\$333	\$42
ALL AMERICA CITY GLASS	\$269	\$269
RADISSON HOTEL FARGO	\$265	\$265
PBBS EQUIPMENT CORP	\$238	\$79
FAIRFIELD INN	\$222	\$222
INTOXIMETERS	\$170	\$170
MICROTEL INN & SUITES	\$167	\$167
LOCK DOCTOR	\$148	\$74
CANADIAN PACIFIC RAILWAY	\$100	\$100
SLEEP INN	\$89	\$89
THE MUFFLER SHOP	\$75	\$75

AP card acceptors detail with restrictions - Top 100

Supplier name	Total spend	Processing restrictions	Additional detail
EIDE BAILLY LLP	\$44,150	Transaction Limit	5000
NAPA AUTO PARTS	\$33,286	Transaction Limit	1000
STAPLES	\$29,815	No Email - Portal	
HAMPTON INN & SUITES	\$29,003	No Email - Portal	
TECTA AMERICA	\$21,578	Transaction Limit	6000
XEROX CORPORATION	\$17,342	No Email - Portal	www.xerox.com
OCLC	\$14,591	Transaction Limit	10000
INTERSTATE BATTERY SYSTEM	\$14,089	No Email - Portal	
HIGH POINT NETWORKS, LLC	\$11,166	No Email - Portal	Yes
JOHNSON CONTROLS	\$6,271	Transaction Limit	20000
PROQUEST	\$3,745	Transaction Limit	50000
FASTENAL COMPANY	\$2,252	No Email - Time of Sale	
ULINE	\$2,030	Transaction Limit	25000
INFOGROUP	\$1,995	No Email - Portal	
SIMPLEXGRINNELL LP	\$1,949	Pricing/Fees	
TRANE COMPANY	\$1,200	No Email - Portal	
MOTION INDUSTRIES	\$556	Pricing/Fees	
SHI INTERNATIONAL CORP	\$553	No Email - Time of Sale	
STAYBRIDGE SUITES	\$544	No Email - Portal	
UNITED RENTALS	\$532	No Email - Time of Sale	



ELECTRO WATCHMAN INC	\$419	Consolidated Payments	
FISHER SCIENTIFIC	\$284	No Email - Time of Sale	
JOHNSTONE SUPPLY	\$255	Pricing/Fees	
CERTIFIED LABORATORIES	\$244	Consolidated Payments	
PRAXAIR DISTRIBUTION, INC.	\$195	No Email - Portal	
O'REILLY AUTO PARTS	\$134	No Email - Portal	No
MCMASTER-CARR	\$115	Consolidated Payments	
NADA USED CAR GUIDE	\$115	No Email - Portal	
MOORE MEDICAL LLC	\$106	Pricing/Fees	

Probable Large Ticket

City of Minot

Wells Fargo believes that the suppliers shown in this report currently have a high likelihood of qualifying for special interchange pricing.

VPP supplier match summary

	# of suppliers	Total spend	% of suppliers	% of spend
Legacy				
Low confidence matches	1	\$16,433	0%	0%
Totals	1	\$16,433	0%	0%

Probable large ticket summary

	# of suppliers	Total spend	% of suppliers	% of spend
Probable large ticket	16	\$19,505,491	1%	18%
Totals	16	\$19,505,491	1%	18%

VPP supplier match detail - Top 100

Customer supplier name	Match confidence	VPP type	Total spend	VPP merchant name
HOMETOWN MOVING & STORAGE	Low	Legacy	\$16,433	HOMETOWN MARKET OF

Probable large ticket detail - Top 100

Supplier name	Supplier ID	Total spend	Average txn.
SOURIS RIVER JOINT WATER RESOU		\$5,294,088	\$378,149
CDM SMITH		\$4,594,792	\$287,175
RICE LAKE CONTRACTING CORP		\$4,261,174	\$532,647
VEIT & COMPANY		\$2,354,239	\$470,848
ENERBASE		\$818,372	\$23,382
THEIN WELL		\$596,575	\$149,144
BUTLER MACHINERY CO.		\$460,257	\$17,047
REPUBLIC PARKING SYSTEM		\$452,007	\$34,770
JOHN BEAN TECHNOLOGIES		\$319,337	\$319,337
BISMARCK-MANDAN SECURITY, INC		\$98,750	\$7,596
ADAPCO, INC		\$91,896	\$45,948
STANDARD SIGNS INC.		\$75,862	\$25,287
ESRI, INC		\$30,300	\$15,150
AMANO MCGANN, INC		\$28,500	\$28,500
DLT SOLUTIONS INC.		\$16,342	\$16,342
BULLEX, INC		\$12,999	\$12,999

This report is for informational purposes only and represents Wells Fargo's assessment of suppliers likely to qualify for VISA special interchange pricing programs at the time it was prepared. Other suppliers of yours that do not appear on this report also may currently or subsequently qualify to receive special interchange pricing from VISA, and all card transactions subject to such special pricing with any supplier (whether or not appearing on this report) will be treated as large ticket transactions for purposes of calculation of revenue share.

Appendix

Average Ticket Segmentation

City of Minot

This report breaks out suppliers into six average ticket segment categories. As average ticket size increases, the likelihood of enrollment for card decreases.

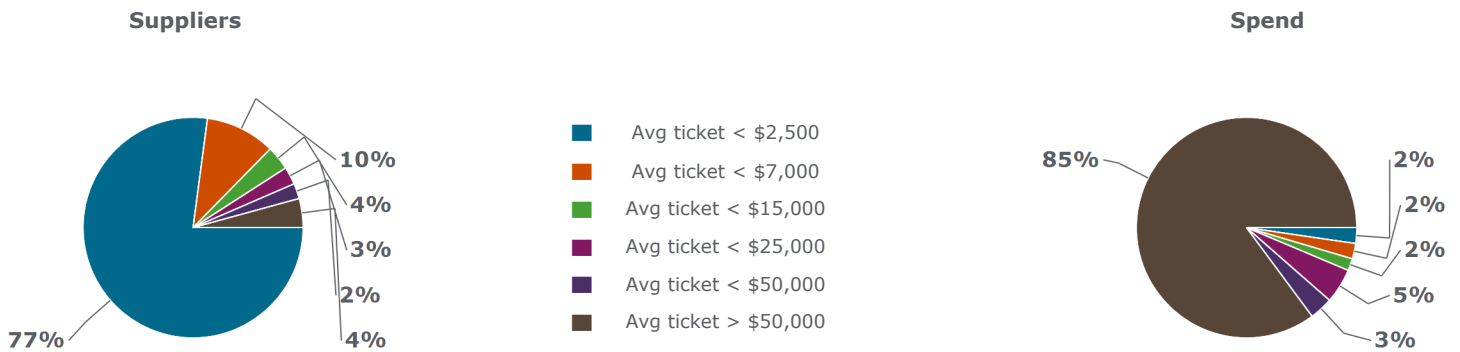
Average ticket segmentation for all suppliers

	# of suppliers	% of suppliers	# of payments	% of payments	Total spend	% of total spend
Avg ticket < \$2,500	923	75%	3,967	70%	\$2,612,934	2%
Avg ticket < \$7,000	132	11%	630	11%	\$2,615,717	2%
Avg ticket < \$15,000	52	4%	226	4%	\$2,289,256	2%
Avg ticket < \$25,000	35	3%	336	6%	\$6,628,087	6%
Avg ticket < \$50,000	28	2%	154	3%	\$5,215,897	5%
Avg ticket > \$50,000	59	5%	351	6%	\$89,648,642	82%
Totals	1,229	100%	5,664	100%	\$109,010,533	100%

Average ticket segmentation for acceptors

	# of suppliers	% of suppliers	# of payments	% of payments	Total spend	% of total spend
Avg ticket < \$2,500	653	77%	3,093	72%	\$2,045,412	2%
Avg ticket < \$7,000	87	10%	483	11%	\$2,006,595	2%
Avg ticket < \$15,000	30	4%	148	3%	\$1,575,863	2%
Avg ticket < \$25,000	22	3%	223	5%	\$4,532,295	5%
Avg ticket < \$50,000	19	2%	95	2%	\$3,024,725	3%
Avg ticket > \$50,000	36	4%	251	6%	\$75,560,532	85%
Totals	847	100%	4,293	100%	\$88,745,422	100%

% of Accepting suppliers and spend



Acceptor Type Segmentation

City of Minot

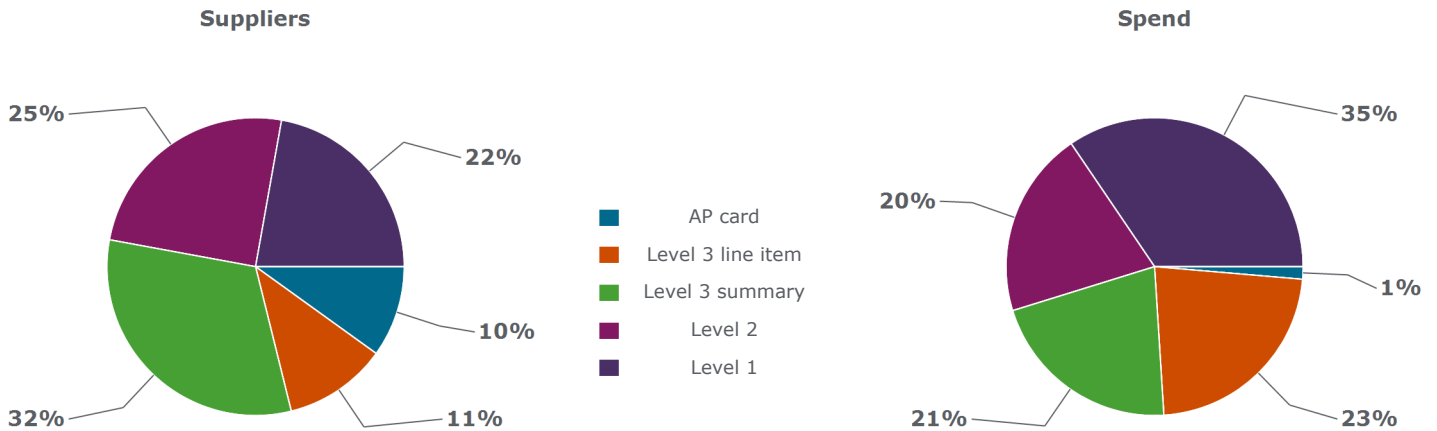
This report represents a breakdown of suppliers based on five distinct card acceptance definitions that indicate their processing sophistication.

Summary total

Total number of acceptors	847	\$88,745,423	
Total spend with acceptors	\$88,745,423	\$20,265,111	
Total spend with non-acceptors	\$20,265,111		

	# of suppliers	% of suppliers	# of payments	% of payments	Total spend	% of total spend
AP card	84	10%	623	15%	\$1,200,190	1%
Level 3 line item	95	11%	639	15%	\$20,101,593	23%
Level 3 summary	269	32%	1,297	30%	\$18,833,898	21%
Level 2	211	25%	994	23%	\$17,989,305	20%
Level 1	188	22%	740	17%	\$30,620,437	35%
Totals	847	100%	4,293	100%	\$88,745,423	100%

% of Accepting suppliers and spend



Card acceptance definitions

- **Wells Fargo AP card (APC)** – Supplier accepts payments through the Wells Fargo AP card solution.
- **Level 3 (L3) line item** – Supplier provides level 3 line item data in addition to detail on descriptions, quantities, and order numbers from participating merchants.
- **Level 3 (L3) summary item** – Supplier provides level 3 summary item data in addition to detail on descriptions, quantities, and order numbers from participating merchants.
- **Level 2 (L2)** – Supplier provides level 1 data and supplemental transaction data, including custom fields.
- **Level 1 (L1)** – Supplier processes commercial card transactions and provides receipt data.
- **Non-acceptor (NA)** – Supplier does not currently accept commercial cards.

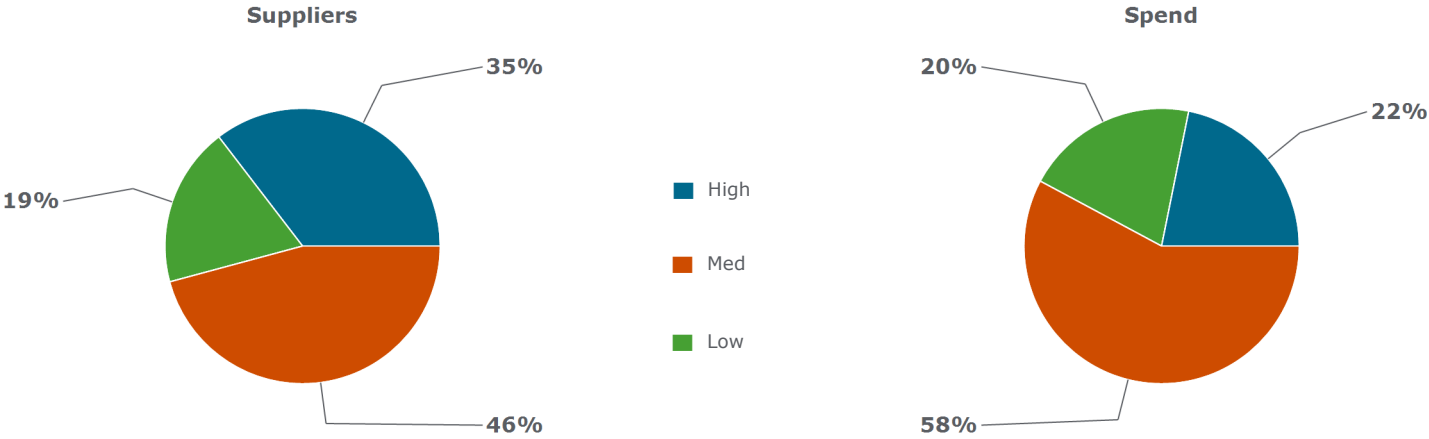
Industry Probability Segmentation

City of Minot

This report provides a breakdown of your accepting suppliers into three segments based on their industry’s historical AP card acceptance rate.

	# of suppliers	% of suppliers	# of payments	% of payments	Total spend	% of total spend
High probability	300	35%	1,505	35%	\$19,374,769	22%
Medium probability	388	46%	2,101	49%	\$51,312,900	58%
Low probability	159	19%	687	16%	\$18,057,757	20%
Totals	847	100%	4,293	100%	\$88,745,426	100%

% of suppliers and spend



Initial ACH Targeted Suppliers Detail

City of Minot

In order of acceptance type, this report lists suppliers that we recommend be pursued for ACH payments.

	Pursued			Expected		
	Suppliers	Transactions	Spend	Suppliers	Transactions	Spend
Initial ACH	390	1,462	\$20,389,192	178	666	\$10,900,983
Card declined ACH	614	3,004	\$81,814,317	312	1,526	\$29,290,117

Initial ACH targeted suppliers detail - Top 100

Supplier name	# of payments	Total spend	Average txn.
GRAHAM CONSTRUCTION SERVICES,	1	\$2,863,810	\$2,863,810
BLUE CROSS BLUE SHIELD	13	\$1,788,381	\$137,568
JOHN T. JONES CONSTRUCTION CO	5	\$1,630,638	\$326,128
STATE WATER COMMISSION	22	\$1,509,407	\$68,609
MATTSON CONSTRUCTION	6	\$1,075,987	\$179,331
MWH AMERICAS, C/O HMJV A JOINT	12	\$1,035,582	\$86,298
ACKERMAN ESTVOLD	22	\$1,009,493	\$45,886
ROLAC CONTRACTING	7	\$738,645	\$105,521
FUSION AUTOMATION INC	9	\$670,998	\$74,555
TOM'S BACKHOE SERVICE	2	\$490,996	\$245,498
FIRST WESTERN INSURANCE	16	\$460,294	\$28,768
S.J. LOUIS CONSTRUCTION	1	\$417,912	\$417,912
ND DEPT OF TRANSPORTATION	20	\$373,925	\$18,696
WESSLEN CONSTRUCTION INC	6	\$367,128	\$61,188
MADC	22	\$365,446	\$16,611
FIRST DISTRICT HEALTH UNIT	15	\$343,387	\$22,892
UNUM LIFE INSURANCE	19	\$308,311	\$16,227
CATERPILLAR FINANCIAL SERVICES	2	\$266,354	\$133,177
WORKFORCE SAFETY & INSURANCE	8	\$266,333	\$33,292
WARD COUNTY AUDITOR	15	\$259,754	\$17,317
RD LAND DEVELOPMENT, LLC	12	\$230,230	\$19,186
MEYER CONTRACTING, INC	1	\$206,012	\$206,012
MINOT ELECTRIC	18	\$199,394	\$11,077
MINOT FIRE RELIEF ASSN.	1	\$173,286	\$173,286
LAVERN MIKKELSON AND KANDI	2	\$170,343	\$85,172
KEY CONTRACTING INC	3	\$134,005	\$44,668
BLUESTONE CONSTRUCTION, INC	2	\$132,694	\$66,347
MINOT PAVING	5	\$128,545	\$25,709
NDDES	2	\$123,852	\$61,926
UNITED COMMUNITY BANK OF ND	1	\$100,000	\$100,000
SRF CONSULTING GROUP	4	\$95,046	\$23,762
TODD FERM CONSTRUCTION LLC	15	\$86,056	\$5,737
LANDMARK STRUCTURES	1	\$85,950	\$85,950

Supplier name	# of payments	Total spend	Average txn.
SUNGARD PUBLIC SECTOR	12	\$84,303	\$7,025
PUBLIC FINANCIAL MGMT	2	\$83,276	\$41,638
ETHANOL PRODUCTS	21	\$81,777	\$3,894
PKG CONTRACTING, INC.	1	\$67,503	\$67,503
GEOLOGIC COMPUTER SYSTEMS	1	\$62,378	\$62,378
DEERE CREDIT, INC	1	\$58,449	\$58,449
SWANSON & WARCUP, LTD	12	\$56,491	\$4,708
KLIMPEL EXCAVATING, INC.	6	\$54,285	\$9,048
TRILLION AVIATION	12	\$53,494	\$4,458
ORANGE SAVINGS BANK	1	\$51,807	\$51,807
ND INSURANCE DEPT	6	\$46,521	\$7,754
ND STATE FAIR	2	\$44,874	\$22,437
OLSON'S TOWING	21	\$43,215	\$2,058
SOURIS BASIN TRANSPORTATION	1	\$42,000	\$42,000
CMT CONCRETE & CONSTRUCTION	8	\$41,367	\$5,171
AMERITAS LIFE INSURANCE CORP	13	\$39,360	\$3,028
V3 STUDIO ARCHITECTURE	1	\$37,711	\$37,711
COOVER-CLARK & ASSOCIATES, INC	4	\$37,235	\$9,309
VERIZON WIRELESS	30	\$36,180	\$1,206
LEVEL UP BUILDER'S CONSTRUCTIO	4	\$34,098	\$8,524
JOB SERVICES OF NORTH DAKOTA	4	\$31,045	\$7,761
3D SPECIALTIES INC.	20	\$29,885	\$1,494
STEEN CONSTRUCTION CO.	1	\$29,516	\$29,516
MINOT CHAMBER OF COMMERCE	16	\$28,735	\$1,796
WARD COUNTY TREASURER	2	\$28,579	\$14,290
COLONIAL LIFE	12	\$28,318	\$2,360
HUBER SPRINKLER SERVICE	10	\$26,526	\$2,653
MVTL LABORATORIES	18	\$25,337	\$1,408
KIMBLE OSTEROOS	1	\$25,000	\$25,000
MORELLI'S DISTRIBUTING INC.	20	\$24,870	\$1,244
BC3 MOBILE HOMES	3	\$23,800	\$7,933
DPC INDUSTRIES, INC.	6	\$22,990	\$3,832
JLG ARCHITECTS	3	\$21,126	\$7,042
VANGUARD APPRAISALS	3	\$20,794	\$6,931
AVESIS	11	\$20,612	\$1,874
ASSINIBOINE RIVER BASIN INITIA	1	\$20,000	\$20,000
CIVICPLUS	1	\$19,978	\$19,978
ROUTEMATCH SOFTWARE	2	\$19,847	\$9,924
CIP CONSTRUCTION TECHNOLOGIES,	1	\$19,715	\$19,715
MOODY'S INVESTORS SERVICE	1	\$19,000	\$19,000
CRAFT BUILDERS, INC	2	\$18,768	\$9,384
MINOT EMPLOYEE DONATIONS	12	\$17,746	\$1,479
XEROX CORPORATION	19	\$17,342	\$913
NET TRANSCRIPTS	20	\$16,230	\$811
ND DEPT OF HEALTH	7	\$16,213	\$2,316
NEWMAN TRAFFIC SIGNS	5	\$16,029	\$3,206

Supplier name	# of payments	Total spend	Average txn.
ND STATE TREASURER	1	\$16,000	\$16,000
CENTRAL TRENCHING INC	2	\$15,940	\$7,970
GPC PROPERTIES	2	\$15,092	\$7,546
SOURIS BASIN PLANNING COUNCIL	6	\$14,876	\$2,479
MEI TECHNOLOGIES	3	\$14,418	\$4,806
BARRY'S EXCAVATING CONSTRUCTIO	1	\$13,530	\$13,530
BREMER	12	\$13,390	\$1,116
GALLAGHER BENEFIT SERVICES, IN	1	\$13,200	\$13,200
U.S. FOODSERVICE	14	\$13,004	\$929
BASE UTILITIES, INC	1	\$12,600	\$12,600
THOMAS NAGEL/NDFOF STATE LODGE	11	\$12,191	\$1,108
UNUM DENTAL	1	\$12,040	\$12,040
VANTAGEPOINT TRANSFER -- 10###	9	\$11,655	\$1,295
PRAIRIE ENGINEERING, P.C.	4	\$10,650	\$2,663
PREFERRED CONTROLS CORP	8	\$10,359	\$1,295
MUNICODE	5	\$10,132	\$2,026
PROVIDENT LIFE & ACC INS CO	13	\$10,042	\$772
LEXIPOL LLC	1	\$8,950	\$8,950
JOHN DEERE FINANCIAL	22	\$8,546	\$388
WINNELSON	14	\$8,442	\$603
FOSS CONSTRUCTION	1	\$8,350	\$8,350