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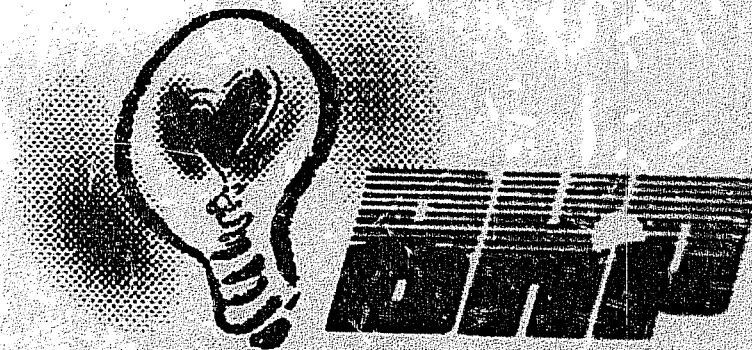
BLACK HILLS POWER AND LIGHT

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MAY 12 2000

SOUTH DAKOTA PUBLIC
UTILITIES COMMISSION

**1999
ECONOMIC
DEVELOPMENT
ANNUAL REPORT**



Black Hills Power & Life!

Energy...for a lifetime.

"To promote the economic growth of our state and communities by establishing and maintaining partnerships with economic development groups in order to achieve locally established and supported goals that will enhance the profitable growth of BHP and the communities we serve."

BLACK HILLS POWER AND LIGHT COMPANY

P.O. BOX 1400

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RAPID CITY, SOUTH DAKOTA 57709

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RECEIVED

May 5, 2000

MAY 05 2000
SOUTH DAKOTA PUBLIC
UTILITIES COMMISSION

Mr. William Bullard, Jr.
Executive Director
South Dakota Public Utilities Commission
State Capitol Building
500 East Capitol Avenue
Pierre, SD 57501

SUBJECT: 1999 ECONOMIC DEVELOPMENT ANNUAL REPORT

Dear Mr. Bullard:

In accordance with SDPUC Docket EL95-003, enclosed is Black Hills Power & Light's (BHP) 1999 Economic Development Annual Report. The report was compiled for you and the Public Utilities Commission in order to recognize BHP's economic development activities in the Black Hills communities we serve.

The report includes documentation of activities involving community support through BHP's GOLD Community Grant Program, South Dakota Future Fair, West River Economic Development Coalition, BHP's Business Enhancement Program, SD GOLD Achievement Awards Program, Rapid City Economic Development Partnership Group, and Black Hills Business Council, to name a few.

During 1999, BHP contributed to several events and projects that impacted the Black Hills communities:

- BHP contributed \$25,000 for the renovation project of the Lead Opera House
- BHP's Business Enhancement Program contributed \$22,069 to 30 businesses for energy efficient enhancements.
- We contributed \$17,200 to nine communities through BHP's GOLD Community Grant Program.
- BHP contributed \$17,023 to the Rapid City Economic Development Partnership for a Black Hills Community Air Quality Study.
- We contributed \$10,000 to Black Hills Autumn Expedition.
- BHP was again a major sponsor of SD Future Fair contributing \$5,000 in 1998 and \$1,300 in 1999.

Mr. William Bullard, Jr.
May 5, 2000
Page 2

- Approximately \$9,480 was spent on membership fees to the nine organizations supporting economic development in their communities.
- We contributed \$7,500 to the West River Economic Development Coalition.
- We contributed \$5,000 to five businesses through BHP's Kick Start Grant Program.
- BHP contributed \$1,500 to the GOED GOLD Community Achievement Awards Program.

These are just some highlights of BHP's activities in economic development. Enclosed is a 1999 budget breakdown of actual expenditures for economic development activities.

BHP would like to recognize its employee involvement in economic development through community organizations, board, committees, and task forces. Their participation is an important resource that creates an added value to these groups that support economic development. We would also like to recognize Black Hills Corporation's mission to offer fiber-optic and state-of-the-art telecommunications throughout the northern Black Hills through its newly formed subsidiary, Black Hills FiberCom.

If you have any questions about the 1999 report, please contact me at (605) 721-2381 or e-mail me at jmusera@blackhillspower.com.

Sincerely,



Mitch Usera
Manager Energy & Marketing Services

C: Kyle White, Vice-President
Marketing & Regulatory Affairs

Black Hills Power and Light

1999 Economic Development Annual Report

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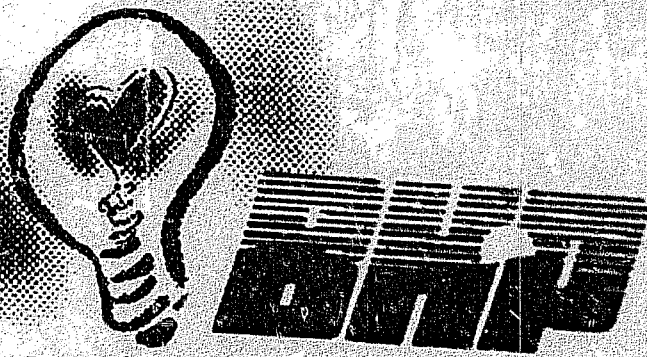
Energy...for a lifetime.



Black Hills Power & Life!

BLACK HILLS POWER AND LIGHT

**1999
Economic
Development
Plan**



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"To promote the economic growth of our state and communities by establishing and maintaining partnerships with economic development groups in order to achieve locally established and supported goals that will enhance the profitable growth of BHP and the communities we serve."

1999 Economic Development Plan

INTRODUCTION

Black Hills Power and Light Company (BHP) is an investor-owned utility company serving approximately 57,000 customers throughout a 9,200 square mile area in Western South Dakota, Eastern Wyoming, and Southeastern Montana.

The economic prosperity of our service territory is vitally important to us and the customers and communities we serve. BHP has developed programs and services to assist both existing businesses and potential customers in our service territory. Since each community is unique, our intent is to offer a flexible package of economic development programs that benefit the community, our customers, and BHP. Our support will be through:

- Economic Development Objectives
- Financial Assistance
- Business Development Service Program
- Business Enhancement Program
- Small Business Kick-Start Grants
- Site and Spec Building Development
- Regional & Local Marketing Support
- Cooperative Marketing & Programs
- Community Involvement & Sponsorships

ECONOMIC DEVELOPMENT OBJECTIVES

To promote the economic growth of our states and communities by establishing and maintaining partnerships with economic development groups in order to achieve locally established and supported goals that will enhance the profitable growth of BHP and the communities we serve.

BHP's Economic Development Support Requirements:

BHP encourages the development of all businesses, including minority-owned businesses. To qualify for financial or joint venture assistance from BHP, BHP's Business Development Service program, or BHP's energy efficiency grants and incentives, there are several requirements that must be met and reviewed for approval by BHP's Economic Development Committee:

1. The business, manufacturer or development project must be located within BHP's service territory.
2. The project or manufacturer must be able to stimulate the economy through new, good paying jobs created by the development activity.

3. The local support must be evident through such vehicles as Revolving Loan Fund, Site Assistance Programs, Community Redi-Funds, Tax Credits, and the efforts of local financial and utility companies.
4. The new company or proposed development must be able to present a business profile or plan, which shows potential employment and economic growth for the community it plans to reside in.
5. The manufacturer or development's electric usage, as well as load factor/peak coincidence can be projected.

Economic Development Committee:

BHP's Economic Development Committee will review requests made by communities and development organizations requesting financial assistance. The Area Manager will participate on the committee when the request or presentation for request is from the specific area of interest. The Area District Manager will also screen applicants from their area before presenting or recommending that the committee review the request. The Manager of Marketing Services, who will also be a full-time member of the Committee, will represent Rapid City.

Each request will be reviewed as unique opportunities and presented based on the economic growth and activity of the proposal.

The Committee members are:

Dan Landguth, BHC Chairman, President, & CEO
Ev Hoyt, BHP President & COO
Jim Mattern, BHP Vice President, Corporate Administration
Kyle White, BHP Vice President, Marketing & Regulatory Affairs
Mutch Usera, BHP Manager, Energy & Marketing Services

Industry Resource Team:

BHP's Resource Team will be available to work with new and existing industrial and commercial businesses that are in our service territory. The Resource Team will focus on various areas of interest such as electric rates, system demand, power line relocation, new power line planning, site development, and national trade information.

The Resource Team will consist of experts from the various departments of BHP (District Operations, Distribution Services, Energy & Marketing, Finance Department, etc.) depending on the needs of the prospective customer. Coordinated by the Manager of Energy & Marketing Services, the Resource Team will be activated in response to a request by the customer or an economic development organization to assist in gathering information and/or research for the customer interested in locating a business in BHP's service territory.

FINANCIAL ASSISTANCE

BHP supports economic development loan funds available in BHP communities. These loans are established by the economic development corporations and have received contributions in communities served by BHP. Our goal is to encourage growth through leveraged financial packaging. Realizing that each community is unique, our assistance must stay flexible to meet the various needs of the community.

Community Revolving Loan Programs:

We will participate in a new West River Loan program through the United States Department of Agriculture (USDA) Rural Development Intermediary Relending Program. The West River Foundation submitted an application on behalf of the West River Economic Development Coalition for a \$1 million loan to be used for relending purposes. A 25% cash match is required for each loan made. West River Electric Association officially agreed to participate in the program by making its revolving loan fund available as part of the application. The amount of \$230,000 (\$80,000 from WREA and \$150,000 from federal agency) was factored into the IRP application as a pledge from WREA. Likewise, Northern Hills Community Development, Inc. pledged \$20,000 from its funds to be used as a match.

However, due to advanced commitments for WREA funds from the \$230,000 pledge, there are not enough funds to assist future loan applicants. BHP will assist in the fund through a \$30,000 pledge to be used by the IRP Selection Committee for businesses within BHP's service territory. The commitment will be based on a short term loan to be repaid within a 5-year period. This fund will be used as a short-term solution until loan funds are recaptured by businesses making payments on their loan commitment.

Rapid City Air Quality Support For Area Industries:

The construction of any facility or the expansion or upgrade of an existing facility, either of which results in increased annual NOx emissions of 40 tons or more, requires emission modeling analysis to insure the quality of the background (ambient) air is not being impaired. If no background air quality data is available, the source becomes responsible for establishing one year's data to establish the baseline. This typically takes 18 months from start to finish. This includes review and selection of contractor, mobilization and set-up of equipment, data compilation and final report. The facility is fully responsible for all costs and faces a minimum of an 18-month project delay.

The information from the reports is very important to manufacturers and industrial companies throughout the Black Hills region. This information will be utilized to meet compliance in NOx emissions as well as help create a better understanding of air quality within the Black Hills and State of South Dakota.

The state has provided pricing information that indicated approximately \$33,700 to procure the necessary hardware. The state agrees to be responsible for all maintenance, annual operating costs, and labor. The state would also own the site and compile the data on an ongoing basis so that NOx data will always be available and current, for use by any company that may need it.

The Rapid City Area Economic Development Partnership Group (RCAEDP) has agreed to purchase the equipment and collect the funds needed for the project. They will solicit funds from manufacturing and industrial companies in our region. Presently, there are several companies interested in supporting this project and have pledged funds for RCAEDP.

Black Hills Power will commit \$20,000 to Rapid City Area Economic Development for community support in this the project. The funds will be presented at the request by the RCAEDP in the Spring of 1999.

BUSINESS DEVELOPMENT SERVICE PROGRAM

The goal is to continue support and assistance for existing and new businesses through loan programs and other activities which are available through the Economic Development Corporation's and BHP's Business Development Service Program.

BHP's Economic Development rate structures, incentives or adjustments for new manufacturers and developments must meet the Business Development Service requirements. The Business Development Service was approved by the South Dakota Public Utility Commission on August 1, 1995. Tariff eligibility requirements include:

Available:

At points on the Company's existing transmission or distribution facilities supplied by its interconnected transmission system within Butte, Custer, Fall River, Lawrence, Meade, and Pennington Counties of South Dakota.

Applicable:

To customers requiring an appropriate response to non-standard, unique or specialized electric services and/or to meet competitive forces in the energy services markets in a manner that satisfies the needs of participating customers while balancing the interests of the participating customers, the non-participating customers, and the Company.

Character of Service:

Alternating current, 60 hertz, at the voltage and phase of the Company's established transmission or distribution system most available to the location of the customer.

Eligibility:

Customers requesting Business Development Service (BDS) will be considered upon written application to the Company if one or more of the following conditions is shown by the customer to exist:

1. The customer accepts non-standard electric service for new or existing load;

2. The customer has unique requirements for new load;
3. The customer intends to acquire its electric service for new or existing load from a source other than the Company absent service under this rate by showing:
 - a. The customer demonstrates a competitive alternative, energy source or business location, to the Company's standard tariff rates;
 - b. The comparative economics, including but not limited to availability of capital, environmental impacts and assessment of risk, of the alternative over the Company's standard tariff rates are material;
 - c. The alternative is demonstrated to be technologically feasible and legally permissible;
 - d. The customer has taken substantial steps to fairly evaluate the alternative sufficient to establish the customer's actual ability to utilize the alternative within a reasonable period of time.

Upon receipt of the customer's written application, and such additional information as the Company may require, the Company and the applying customer may, at the sole discretion of either party, commence negotiation of rates and terms and conditions of service under this tariff. If a mutually acceptable agreement is reached, the agreement and full support for it shall be forwarded to the Commission for their file of contracts with deviations as authorized by this rate schedule.

Contract Provisions:

All mutually acceptable service agreements will meet these minimum standards.

1. The initial service term shall not be less than three years;
2. No service term shall exceed 7 years without the inclusion of language providing for renegotiations by the Company;
3. The minimum written notice of cancellation by either party shall be nine months;
4. The customer shall not be eligible for any discounts or service conditions except as provided for in the service agreement;
5. The compensation to be received under the service agreement during its term shall exceed the marginal cost to the Company of performance under the contract;
6. The rate for metered service will be designed to encourage the customer to improve load factor, and will be calculated using the customer's on-peak kVA;

7. Minimum contract demand is 250 kVA;
8. The terms and conditions of service shall be those contained in the service agreement between the Company and the customer;
9. Identification of the rate schedule that customer would have received service under in lieu of BDS.

Rate:

All charges for service under this rate shall be the charges contained in the contract between the Company and the customer.

Confidentiality:

Upon request of the Company or the customer, upon good cause shown by affidavit, all terms and conditions of any service agreement under this rate schedule and any supporting information shall be protected from disclosure as confidential in accordance with the Commission's Administrative Rules provided for in Section 20.10:01:41 and 20.10:01:42.

BUSINESS ENHANCEMENT PROGRAM

The purpose of BHP's Business Enhancement Program is to help our Commercial and Industrial electric customers gain a competitive edge in their area of business through the use of Electro-technologies. In return for our support, BHP expects the customers to sign a 3 to 5 year contract with BHP for their future electrical needs.

Economic development incentives through the implementation of new "Electro-technologies" will help BHP implement its long term contracting strategies. The new Electro-technologies will aid our customers in reducing their electrical costs as well as upgrading their older electrical equipment.

Through the use of energy efficient electro-technologies and power quality support, Commercial and Industrial customers will improve productivity in their operations and lower their cost in energy usage. This allows a long-term investment in equipment that helps reduce peak demand for BHP while reducing operational costs for the Commercial and Industrial customer.

Program Benefits:

BHP benefits from the Business Enhancement Program in many ways:

- * Customer loyalty
- * Brand Identity
- * Attraction of new businesses

- * Securing of long term contracts
- * Development of a working relationship with our trade allies
- * Customer comfort and satisfaction (may use additional energy as a result)

1999 Budget Plan for Business Enhancement Program:

Lighting

\$500 maximum rebate per account per year. Customers are eligible for additional rebates up to a maximum of \$5,000 per account when they sign a three-year GS Large contract extension or, for smaller customers, when they sign a three-year all requirements electric power service contract.

In 1998, 60 lighting rebates were issued. 52 of the rebates were less than \$500 and totaled \$7,940.76, while the other 8 rebates were over \$500 and totaled \$21,262.88.

Once the \$50,000 budget is reached, lighting incentives cease for the year. A customer may spread their work out over several years (RC School District, City of RC, etc.). BHP will continue to provide customer assistance in evaluating the energy savings with lighting retrofit projects.

Power Factor Improvement

Reduced demand charges are the primary incentive for power factor improvement. Customer savings amounted to \$7,600.00 in 1998, as a result of Power Factor correction projects.

Most of the first year cost savings and a significant portion of the cost savings each year thereafter is a result of BHP lowering the Customer's contract capacity and treating the 11 month ratchet as if the PF improvement had always been in place. In 1997, BHP required the customer to sign a three-year Electric Power Service contract extension in order to lower their contract capacity.

In 1997, there were 13 power factor correction projects completed. In 1998 there were four (4) power factor improvements. BHP financed one (1) of the projects at zero percent interest. BHP waived the interest it would have charged (\$227.80 @ 8 1/2%) on the loan (\$2,505.00) and counted the waived interest as a Business Enhancement incentive.

Custom Packages

There are other electro-technologies in addition to those stated above that may qualify for an economic development incentive including water loop heat pumps, geothermal loop fields, heating or air conditioning systems, water heating systems, power quality equipment and energy management systems. Financing, project design assistance or an economic development rate may also be options to consider. Business attraction and innovative solutions to a customer's electrical needs will be the focus of the custom packages.

These economic development incentives would be negotiated on a case-by-case basis and BHP would expect the customer to sign at least a three-year contract extension or, if a smaller customer, sign a three-year all requirements contract for electric service. Economic development rates would require a negotiated contract for up to seven years.

SMALL BUSINESS DEVELOPMENT KICK-START GRANT PROGRAM:

The program is designed for qualified small businesses located in BHP's small communities with populations of fewer than 10,000. The Kick-Start amount may range up to \$1,000 per customer applicant.

Qualifications for the cash grant:

- * Applicant's business facilities must be a customer of BHP electric services.
- * Applicant must have good credit standing with all local loan agencies.
- * Grant is available to new or existing small businesses less than 2 years old. Small business is defined as a business with fewer than 15 employees.
- * Business must meet all qualified licensing for the operation of their establishment.

BHP's Kick-Start Grant is available for new small businesses needing assistance in starting their businesses through a small grant for support in employee training, electric business equipment, or facility enhancements for energy efficiency improvements. Grants will not be used for business debt or employee compensation.

Process:

- * All applications will be available at the Small Business Development Center's Rapid City Office in Room 204 of the Rushmore Plaza Civic Center, 444 Mt. Rushmore Road. Applicants can also call SBDC at (605) 394-5311.
- * Completed applications will be faxed to the Manager of Energy & Marketing Services at Black Hills Power and Light at (605) 342-0945.
- * The applicant's request will be reviewed by the District Manager, Manager of Energy & Marketing Services, and Vice President of Marketing & Regulatory Affairs. The Small Business Development Center, Western South Dakota Region, will also be available for reference and consultation of the approval review.
- * SBDC will mention the grant program to clients that have a good possibility of economic viability, as defined by:
 1. Having future profit potential and cash flow sufficient enough to support the liabilities and the operating cycle of the business.

2. A well-defined, substantial, and accessible market for their products or services.
3. Management with skills and capabilities in the industry they serve as well as a sufficient level of business skills.

When approved, the BHP District Manager will present a check in the amount of the funding request to the applicant or supplier. A press release will be developed and mailed to the local media for grant recognition. A financial request application form is included in this plan.

SITE AND SPECULATIVE BUILDING DEVELOPMENT

BHP supports and encourages the development of commercial and residential sites and speculative buildings that can produce a positive economic climate, as well as meet the development standards and support of the city, county, and state.

BHP will participate in a speculative building project located in the Sturgis Industrial Park. The speculative building will be coordinated by the Sturgis Industrial Development Corporation and will include funding support from local and regional organizations. BHP will participate with a 0% interest loan of \$20,000 to be recovered at the sale of the 20,000-sq. ft. speculative building.

BHP will also participate in a speculative building located in the Spearfish Industrial Park. The 15,000-20,000 sq. ft. facility is under design and will include participants from the Spearfish Economic Development Corporation and local businesses. BHP will participate with a 0% interest loan of up to \$20,000 to be paid in full when the facility is sold.

BHP Internet Home Page Upgrade:

BHP will develop a new section in the BHP Homepage (www.blackhillspower.com) that will feature industrial and commercial properties available throughout its service area.

The page will highlight industrial parks, existing facilities as well as spec-buildings. This will allow us to promote properties to companies interested in locating in the Black Hills area. Completion of this homepage addition will be September 1, 1999.

COOPERATIVE MARKETING SUPPORT

Several Black Hills communities will be working with the Governor's Office of Economic Development to target potential manufacturers interested in relocation of their businesses in order to reside in the Black Hills.

BHP will actively participate and support the Rapid City Area Economic Development Partnership Group, Black Hills Business Council, and West River Economic Development Coalition in this effort through sponsorship of new business hostings, the Black Hills Buffalo Roundup, and through several business recruitment missions.

scheduled in 1999. These efforts are scheduled throughout the year based on a strategic marketing plan from the Governor's Office of Economic Development, Black Hills Business Council, and West River Economic Development Coalition.

Business Recruitment Missions include:

- Manufacturers Plant & Engineering Conference, Chicago, IL – March
- International Call Center Management Conference, Chicago, IL - August
- Medical Manufacturers Trade Show & Conference, Minneapolis, MN - October

Promotional Support:

BHP will support the promotional and marketing efforts designed by the local communities through cooperative sponsorship of the various mediums used to promote their communities.

Cooperative support will include:

The Rapid City Area Economic Development Partnership Internet Upgrade
Lead Business Community Promotional Booklet
Black Hills Business Council – Legislative Open & Business Day in Pierre

To ensure the success of new businesses in the Black Hills communities, BHP will support and encourage new businesses to enroll in available business workshops, seminars, and training that will aid in the success of the business. BHP will participate as a co-sponsor of these workshops, and other training programs coordinated by the community. This support can include BHP staff support and financial contributions. The request for sponsorship support will be assessed by the District Manager and Manager of Marketing Services with approval by the President of BHP.

BHP's Home Page:

BHP's Home Page was primarily developed for promoting our products, services, electricity pricing, electric generation, and economic development programs. Also included are unique features such as "The Doorway To The Black Hills." This feature allows users to access information about tourism, business, education, and other Black Hills organizations of interest to users. It was developed as a Directory of "Who's-Who" on the Internet in the Black Hills. It is intended to make it easy for individuals to "evaluate" the Black Hills from their computer.

During 1998, we advertised the "Doorway to the Black Hills" through the local Chamber of Commerce offices. Businesses in Custer, Belle Fourche, Hot Springs, and Rapid City have contacted us to be linked to the page. We will continue promoting this feature in the small communities.

The Economic Development page features BHP's programs and services available to our commercial and industrial customers. It is also available to prospective companies interested in knowing more about BHP's service area and programs. The page also lists all of BHP's commercial and industrial rate tariffs.

BHP will also include a new section to the Economic Development portion. This section will feature industrial and business development properties and parks located in the BHP service area. Industrial Parks that will be listed in this section include:

Fountain Springs Business Park, Rapid City
South Creek Industrial Park, Rapid City
Pete Lien's Business Park, Rapid City
Spearfish Industrial Park, Spearfish
Sturgis Industrial Park, Sturgis

COMMUNITY INVOLVEMENT

Community involvement is the key to BHP's economic development strategies and goals. There are 19 communities in which BHP is presently an active member, including payment of annual membership dues. Some communities have combined their efforts to achieve success in meeting their economic development goals. For specific information regarding the economic development organizations that are represented in each community, refer to the Economic Development Organizational Profile section of the plan.

The goal for community involvement is to strengthen the communities by supporting strategically planned projects that are located within BHP's service territory. Although financial contributions are often requested, a personal commitment by key employees can often have as great or greater impact.

Part of our support for the economic development organizations in each community will be that key BHP employees will participate on boards, committees, and task forces on a regular basis. This will ensure continued communication of the economic development activities in each district as well as focus on key projects and goals that can impact BHP's load forecast and customer growth.

A BHP district manager or an assigned employee will represent BHP as part of the economic development organization in their district. This will develop support for the organization from BHP and maintain an active communication link for participating in the activities related to economic development. BHP employees are also encouraged to support and attend local and area activities that promote economic development through workshops, conferences, tradeshows, and seminars.

Employees participating in an economic development organization within their community include:

Rapid City Revolving Loan Foundation – Board	Ev Hoyt
West River Economic Development Coalition Advisory Board	Ev Hoyt
West River Economic Development Coalition – Steering Committee	Mutch Usara
Rapid City Area Economic Development Partnership - Board	Gary Fish
RC Economic Development Advisory Committee	Jim Mattern
	Stuart Wevik
	Kyle White
	Mutch Usara
West River IRP Loan Review Committee	Mutch Usara
Black Hills Business Council	Mutch Usara
Custer Chamber/Economic Development Committee	Kristy Schmitz
Community Action Resource Enterprise	Mutch Usara
Twin City Development Corporation – Board	Jim Jeffery

Economic development activities will be included in the district monthly and quarterly reports. Energy & Marketing Services will monitor the activities and assist the District Managers as a support staff for their community.

COMMUNITY SUPPORT AND PROGRAMS

BHP will participate in cooperative sponsorship activities that promote and inform companies of the positive lifestyle and economic growth within BHP's service territory within South Dakota and Wyoming. Activities include support and sponsorship of area economic development videos, brochures, and trade shows.

The cooperative advertising request will be presented to the Manager of Energy & Marketing Services and the area District Manager for review and approval based on the following guidelines:

- * The advertisement or event promotes BHP's service territory.
- * Includes involvement of other businesses and utilities.
- * BHP receives the list of company contacts from the Cooperative Program.
- * BHP is recognized as a participating sponsor.
- * BHP's cost does not exceed 1/4 of the total cost of the promotional campaign.

BHP's GOLD Community Grant Program:

The South Dakota GOLD Program is designed to encourage all South Dakota communities, regardless of size, to plan, initiate and carry out a program for complete community and economic development. Through this program it is possible for all activities to be carried out by members of the community at the local level.

Members of each local community determine the success of the GOLD Program. Through their own initiative, community members can improve the economic development potential of their community. Each community will develop a program tailored to the needs of that community. Particular facets of the community's local program, along with the community's goals and objectives, will be based on the needs within that community.

The program assists communities by taking them through a series of phases:

- * Identify a development organization.
- * Research and gather information about the community.
- * Identify opportunities and establish goals.
- * Create a working plan for the first twelve months.
- * Evaluate first 12 months of progress, and establish a plan for the second 12 months.

GOLD community members located within BHP's service territory include:

- | | |
|-----------------|---------------|
| * Belle Fourche | * Custer |
| * Deadwood | * Edgemont |
| * Hill City | * Hot Springs |
| * Keystone | * Newell |
| * Spearfish | * Lead |
| * Sturgis | |

Black Hills Power and Light will offer the Black Hills Gold communities a grant program designed to assist communities in need of financial assistance in order to complete their community project or goal. The grant request must be submitted no later than April 15, 1999.

Benefits:

- * BHP will demonstrate a presence and support in community projects that encourage or create economic development and beautification of the community.
- * BHP may receive media coverage which will display a positive perception for BHP.
- * BHP will have development plans for review regarding communities within their service territories. This will allow BHP to develop action plans to meet the individual community's projects.

The community may apply for only one grant within their GOLD community membership. BHP will send out information about the Grant Program in early March, 1999. To qualify for BHP Grant support, a community must be a member of the GOLD program. They must complete a BHP GOLD Community Grant Program application, which is available at the community's local BHP district office or they may contact BHP's Energy & Marketing Services Department.

Process:

- Applications must be submitted by April 15, 1999. Community action plan must be included.
- Maximum Grant amount awarded to a qualified community is \$2,000.
- BHP's GOLD Grant Committee will review each application to determine the level of the grant to be awarded to the community.
- Only one GOLD Grant will be presented to each community.

Grant Committee members include:

- Rapid City District Manager
- Northern Hills Manager
- Southern Hills Manager
- Manager, Energy & Marketing Services
- Vice President, Marketing & Regulatory Affairs

The District Manager and Manager of Marketing Services will present the GOLD Grant to the community during a scheduled meeting presentation. Media coverage will also be requested for the presentation.

The GOLD Community Achievement Award Program:

The South Dakota GOLD Community Achievement Award Program is a new program designed by the Governor's Office of Economic Development to recognize the unique and progressive community projects being implemented in GOLD communities across the State of South Dakota.

The program is similar to the GOED's Community of the Year program; however, this award program focuses on individual projects. The program is solely sponsored by utility companies from across the State. Each utility company contributes \$500 to the program. The money is then allocated based on one Excellence Award and two Merit Awards. During 1997, seven utility companies contributed to the award program. They were Black Hills Power and Light, Northern States Power, Northwestern Public Service, South Dakota Rural Electric Association, Mid American Energy Company, Otter Tail Power Company, Montana Dakota Utilities and West River Electric Association.

Black Hills Power and Light will continue to sponsor the program with a \$1,500 sponsorship gift based on equal sponsorship by other utilities. The awards are presented to communities during the GOED's Annual Conference and Awards Banquet.

Black Hills Autumn Expedition:

Black Hills Autumn Expedition is a newly formed group of Economic Development, Chamber of Commerce, and tourism executives promoting local and regional events

through the fall season of October. Communities represented at this event include: Deadwood, Custer, Custer State Park, Hot Springs, Keystone, Spearfish, and Rapid City.

These communities recognize the numerous events held during the fall months and have developed a strategy to unite the events under one banner in order to communicate the events as a Feature for the Black Hills. Using this collaborated promotional approach will increase visitors from outside of the Black Hills area. Each event has a unique audience, yet when consolidated into a package promotional campaign, there are cross-interests where visitors may decide to stay in the Hills longer than if they are only aware of a specific event. This is beneficial to every community since this is the time of year when tourism is at its minimum.

Events that are being targeted as a potential draw for visitors include:

- Black Hills Pow Wow
- Black Hills Buffalo Round Up
- Rushmore International Marathon
- Native American Day at Crazy Horse Memorial
- Black Hills Art Galleries and Studio Tour
- Spearfish Canyon Scenic Route
- Custer's Buffalo Wallow Chili Cook-Off
- Custer's State Park Arts Festival
- The Journey Museum Featured Art Exhibits

Black Hills Power and Light, along with Black Hills Corporation and Black Hills FiberCom will sponsor the promotional program that will include marketing and promotional materials. The promotional aspect of the program will include a Press Conference and press coverage throughout the state along with the new brochure used to promote the two-week event.

West River Economic Development Coalition:

Black Hills Power and Light supports and recognizes organizations that work to enhance and assist businesses in need of business development. The West River Business Service Center (formerly the Small Business Development Center) is an organization that has a proven track record of doing just that.

The West River Business Service Center (WRBSC) was created to coordinate the three organizations: Business Information Center (BIC), Small Business Development Center (SBDC) and SCORE. The consolidation of the three organizations has created efficiency and productivity in preparation of business plans, educating new and existing businesses in business management, and developing skills and resources to make management decisions.

Small Business Development Center (SBDC):

Since 1994, the Rapid City SBDC area office helped clients obtain more than \$10 million in financing and created 427 new jobs in Western South Dakota. The group utilizes two professional consultants who both have practical experiences and business degrees. Their function is to help entrepreneurs who are thinking about going into

business to develop a comprehensive business plan that will allow them to go to the banks and to work with them to set up their SBA loan applications or other types of financing. They work with existing businesses to help them with all types of business problems and arrive at solutions that will keep them viable. SBDC works with the West River SCORE Chapter to furnish business expertise in order to provide as much assistance as possible to help these business owners. During 1998, the loans made by SBA/Banks in Western South Dakota totaled \$8,060,300.

West River SCORE Chapter (SCORE):

SCORE means Service Corps of Retired Executives. The SBDC refers clients with little or no business experience to SCORE who in turn work them through the "How to start your own business" program. The SCORE chapter uses dual counseling (two or more SCORE members) whenever possible to provide the best service possible to clients. Another valuable service of SCORE is the Business Consulting and coaching programs. The personnel of SCORE include over 100 volunteer past business owners, who consult by appointment with anyone thinking about going into business or those existing businesses who ask for assistance.

Business Information Center (BIC):

This is a new Small Business Administration sponsored organization that places a full time SBA representative in western South Dakota. The function of this office is to provide business information to anyone, to travel throughout the West River area to assist bankers and others involved in SBA lending, and to coordinate the marketing of the West River Business Center so that the FREE, confidential, and professional services of all members of the WRBSC are effective.

The addition of the Business Information Center has been a great support in the form of Internet access and a voluminous library along with computer business software and videotapes pertaining to all phases of business.

Sponsorship Funding Support:

The 1998 budget to operate the program is \$180,000 of which \$90,000 is federal money from the Small Business Administration. The remaining \$90,000 must be raised locally. (\$45,000 can be in-kind and \$45,000 must be cash.)

An advisory board was also developed in 1998, in order to coordinate and direct the activities under the West River Economic Development Coalition. Members include Business leaders throughout western South Dakota.

In the past, SBDC has collected its needed funding through businesses from across the state. BHP contributed \$5,000 to the SBDC and \$1,500 to SCORE during 1998. We will contribute \$7,500 as a combination support sponsorship for the 1999 program year.

South Dakota Future Fair:

South Dakota Future Fair provides an opportunity for progressive companies to showcase their cutting-edge products and services to area residents excited by the latest technological advances in a variety of areas. Exhibits will be explained and demonstrated so average citizens can understand them.

Nationally known speakers are also planned for this event. Speakers present topics of national and regional interest in areas of technology and education. Proceeds of Future Fair will go to four \$1,000 scholarships to be used for any college, university or technical institute across the state. The event is scheduled for January 14 & 15, 2000 at the Rushmore Plaza Civic Center.

BHP will continue to be a major sponsor of Future Fair, along with other businesses (Rapid City Journal, US West, Rapid City Regional Hospital, SDSM&T, Norwest Bank, Black Hills State University, and KOTA Broadcast Company). Major sponsorship consists of a \$5,000 investment per event and active participation in the coordination and planning of the event.

Major sponsors receive headline recognition as a major sponsor along with 2 booths to display their technology and services to the public. The event will be managed by the Rapid City Area Economic Development Partnership. This will ensure administrative support for the event, as well as develop a direct tie to an organization that involves community support and awareness towards economic development and education.

Black Hills Power & Light 1999 Economic Development Budget

PROGRAM DESCRIPTION	BUDGET
Economic Development Memberships: Rapid City, Lead, Deadwood, Spearfish, Hot Springs, Custer, Sturgis, Belle Fourche, Northern Hills Community Development, Inc	\$10,000
GOLD Community Grant Program	10,000
Environmental Air Quality Study (RCAEDP)	20,000
Business Enhancement Program - Power Quality Improvements	5,000
Business Enhancement - Lighting Rebate Program	30,000
Kick Start Grant Program	10,000
Black Hills Autumn Expedition	10,000
West River Economic Development Coalition	7,500
GOED GOLD Community Awards Program - Sponsorship	1,500
South Dakota Future Fair	2,500
General Marketing Cooperative Support: Black Hills Business Council Marketing Support - \$2,000 Rapid City Area ED Partnership Internet Page - \$4,000 GOED Recruitment Mission - \$2,000 Lead Economic Development Econ. Dev. Promotion - \$1,000 Miscellaneous Marketing - \$2,500	11,500
TOTAL	\$118,000
1996 Economic Development Expenditures	\$ 39,647
1997 Economic Development Expenditures	159,473
1998 Economic Development Expenditures	83,463
1999 Proposed Economic Development Budget	118,000
4-YEAR TOTAL	\$ 400,583

Budget does not include Community Loan Programs for:

Sturgis Speculative Building Project	\$20,000
West River Foundation IRP Program	\$30,000
Spearfish Speculative Building Project	\$20,000

BELLE FOURCHE DEVELOPMENT CORPORATION

510 1/2 National Street
Belle Fourche, SD 57717

BUTTE COUNTY: 605-892-2494
FAX: 605-892-4633
E-MAIL: belchmbr@DTG.com

Ellis Tripp, Chairman

Type of Organization: Development Corporation
Service Area: Belle Fourche Area
Main Activities: Enhance economic well being of community and promote industrial development
Target Constituencies: No specific socio-economic focus

SERVICES DIRECTLY PROVIDED:

Financial Management Assistance
Business Financing
Import or Export Assistance
Site Selection
Procurement Assistance
Grant Application Assistance
Marketing Assistance
Community Economic Development Training

SERVICE FOCUS:

Business Recruitment 25%
Business Start-Ups 75%

TYPE OF BUSINESS CLIENTS:

The organization's business clients are generally distributed as follows:

Industrial or Manufacturing Firms 100%

FINANCIAL ASSISTANCE PROGRAMS:

Revolving Loan Fund:

The purpose of the loan program is: Business or commercial development

Loan Fund Parameters:

Amount Available to Lend \$80,000
Average Interest Rate 13.5%
Average Term 7 Years

BHP Representative: Tony Hay

BELLE FOURCHE, CITY OF

606 6th Avenue

Belle Fourche, SD 57717

BUTTE COUNTY: 605-892-2494

FAX: 605-892-2784

Gloria Landphere, Treasurer

Type of Organization: City
Service Area: Belle Fourche Area
Main Activities: City government and pass-through funding agent for local
Development corporations
Target Constituencies: No specific socio-economic focus

SERVICES DIRECTLY PROVIDED:

Business Planning Assistance	Business Financing
Procurement Assistance	Site Selection
Marketing Assistance	Grant Application Assistance

SERVICE FOCUS:

Business Recruitment	25%
Business Start-Ups	75%

TYPE OF BUSINESS CLIENTS:

The organization's business clients are generally distributed as follows:

Industrial or Manufacturing Firms	100%
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FINANCIAL ASSISTANCE PROGRAMS:

Grants:

The purpose of the loan program is: CDBG programs

Revolving Loan Fund:

The purpose of the loan program is: Business or commercial development

Loan Fund Parameters:

Amount Available to Lend	NONE
Average Interest Rate	8%
Average Term	5 Years

<u>Percentage of Loans Made For:</u>	Fixed Assets	100%
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BHP Representative: Tony Hay

CAMPBELL COUNTY ECONOMIC DEVELOPMENT CORPORATION NORTHEAST WYOMING ECONOMIC DEVELOPMENT

P. O. Box 3948
Gillette, WY 82717

CAMPBELL COUNTY: 307-686-2603
FAX: 307-686-7268
E-MAIL: CCEDC@VCN.com

Susan Bigelow, Executive Director

Type of Organization: Development Partnership
Service Area: Campbell, Weston, and Converse Counties
Main Activities: Local business development, economic research/publications, industrial recruitment and marketing
Target Constituencies: Assistance is provided to anyone requesting it and typically consists of business counseling and providing information and financial packaging. Target marketing for industrial recruitment primarily in manufacturing, with specific emphasis on precision machining, tools and dies, plastics and ceramics.

SERVICES DIRECTLY PROVIDED:

- Business Planning Assistance
- Publications
- Grant Writing Assistance
- Economic Research
- Project Development Assistance
- Economic Impact Analysis
- Business Counseling
- Information Clearing House
- Involvement in State and Regional Economic Development Planning

SERVICE FOCUS:

Industrial Recruitment	30%
Local Business Development	30%
Research and Publications	20%
BHPL Questionnaire Responses	10%
General	10%

TYPE OF BUSINESS CLIENTS:

Client base varies from large multi-national corporations to micro-business enterprise, energy companies, manufacturing concerns, service companies and even retail operations on occasion. CCEDC is widely recognized as an excellent source of information and everyone including private and public entities utilizes this service and our publications.

BHP Representative: Dick Bratton

**CUSTER CHAMBER OF COMMERCE
ECONOMIC DEVELOPMENT COMMITTEE**

447 Crook Street
Custer, SD 57730

CUSTER COUNTY: 605-673-2244
FAX: 605-673-3726
E-MAIL: custerchamber@GWTC.net

Cindy Mayers, Executive Director

Type of Organization: Chamber of Commerce
Service Area: Custer County
Main Activities: Attract light industry and retiree community, retention of current businesses and upgrade or add to infrastructure
Target Constituencies: No specific socio-economic focus

SERVICES DIRECTLY PROVIDED:

- General Management Assistance
- Business Financing
- Business Planning Assistance
- Site Selection
- Procurement Assistance
- Grant Application Assistance
- Marketing Assistance
- Community Economic Development Training
- Employee Training

SERVICE FOCUS:

Business Recruitment	25%
Business Start-Ups	25%
Retirement Recruitment	25%
Business Retention	25%

TYPE OF BUSINESS CLIENTS:

The organization's business clients are generally distributed as follows:

- Tourism-related businesses (existing and proposed)
- Retiree Re-location
- Call Centers

BHP Representative: Kristy Schmitz

DEADWOOD ECONOMIC DEVELOPMENT CORPORATION

P. O. Box 532
Deadwood, SD 57732

LAWRENCE COUNTY: 605-578-2082
FAX: 605-578-2084
E-MAIL: econdev@deadwood.net

Chuck Turbville, Executive Director

Type of Organization: Development Corporation
Service Area: Deadwood Area
Main Activities: Creating new jobs and diversifying job markets
Target Constituencies: No specific socio-economic focus

SERVICES DIRECTLY PROVIDED:

Business Planning Assistance
Business Financing
Procurement Assistance
Site Selection
Marketing Assistance
Grant Application Assistance

SERVICE FOCUS:

Business Recruitment 25%
Business Start-Ups 25%
Business Retention 25%
Other Infrastructure 25%

TYPE OF BUSINESS CLIENTS:

The organization's business clients are generally distributed as follows:

Industrial or Manufacturing Firms 50%
Service Firms 50%

FINANCIAL ASSISTANCE PROGRAMS:

Revolving Loan Fund:

The purpose of the loan program is: Business or commercial development

Loan Fund Parameters:

Amount Available to Lend \$50,000
Average Interest Rate 5%
Average Term 10 Years

SHP Representative: Jim Jeffery

EDGEMONT, CITY OF

P. O. Box A
Edgemont, SD 57735

FALL RIVER COUNTY 605-662-7422
FAX: 605-662-7922

Gayle Hinesley, Executive Director

Type of Organization: City
Service Area: Edgemont
Main Activities: Retain the vitality of the ranching industry, improve solid waste treatment, retirement services and tourism.
Target Constituencies: Ranchers

SERVICES DIRECTLY PROVIDED:

- Business Financing
- Grant Application Assistance
- Site Selection

SERVICE FOCUS:

Water or Sewer Systems	60%	Business Retention	5%
Affordable Housing	10%	Business Expansion	5%
Business Recruitment	5%	Other Infrastructure	5%
Business Start-Ups	5%	Other Purposes	5%

TYPE OF BUSINESS CLIENTS:

The organization's business clients are generally distributed as follows:

Service Firms	50%
Industrial or Manufacturing Firms	50%

FINANCIAL ASSISTANCE PROGRAMS:

Revolving Loan Fund:

The purpose of the loan program is: Business or commercial development

Loan Fund Parameters:

Amount Available to Lend	\$50,000
Average Interest Rate	5%

Percentage of Loans Made For:

Fixed Assets	100%
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BHP Representative: Robert Foster

HOT SPRINGS CHAMBER OF COMMERCE ECONOMIC DEVELOPMENT COMMITTEE

c/o Mueller Civic Center
601 S. 6th Street
Hot Springs, SD 57747

FALL RIVER COUNTY: 605-745-4140
FAX: 605-745-5849
E-MAIL: florence@GWTC.net

Deb Irano, Director

Type of Organization: Chamber of Commerce
Service Area: Hot Springs Area
Main Activities: Business district revitalization, improvement and beautification
Target Constituencies: No specific socio-economic focus

SERVICES DIRECTLY PROVIDED:

Procurement Assistance
Business Financing
Site Selection
Employee Training
Community Economic Development Training

SERVICE FOCUS:

Business Recruitment	25%
Business Start-Ups	25%
Business Retention	25%
Micro Enterprises	15%
Affordable Housing	5%
Other Infrastructure	5%

TYPE OF BUSINESS CLIENTS:

The organization's business clients are generally distributed as follows:

Service Firms	35%
Retail Firms	30%
Industrial Firms	10%
Other Firms	20%

BHP Representative: Robert Foster

(LEAD) TWIN CITY AREA DEVELOPMENT CORPORATION

P. O. Box 735
Lead, SD 57754

LAWRENCE COUNTY: 605-584-3546
FAX: 605-584-2209

Laurie Eide, Executive Director

Type of Organization: Development Corporation
Service Area: Lead, Deadwood, and Central City
Main Activities: Lead Lot Sale Program and promote and encourage new industry and business
Target Constituencies: No specific socio-economic focus

SERVICES DIRECTLY PROVIDED:

Business Planning Assistance
Procurement Assistance
Grant Application Assistance
Site Selection

SERVICE FOCUS:

Business Recruitment	25%
Business Start-Ups	25%
Business Retention	50%

TYPE OF BUSINESS CLIENTS:

The organization's business clients are generally distributed as follows:

Retail Firms	100%
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FINANCIAL ASSISTANCE PROGRAMS:

Revolving Loan Fund:

The purpose of the loan program is: Business or commercial development

Loan Fund Parameters:

Amount Available to Lend	\$50,000
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BHP Representative: Jim Jeffery

NEWCASTLE AREA CHAMBER OF COMMERCE

P. O. Box 68
Newcastle, WY 82701

CHAMBER OFFICE: 307-746-2739
FAX: 800-835-0157
E-MAIL: nacoc@trib.com

Nancy Rumney, Secretary

Type of Organization: Development and Retention Partnership
Service Area: Newcastle
Main Activities: Local business retention and local business, economic,
industrial and tourism development.
Target Constituencies: Assistance is provided to anyone requesting it and typically
consists of business counseling.

SERVICES DIRECTLY PROVIDED:

Area Promotion
Literature Distribution
Information Resource
Networking resources to related regional and state agencies

BHP Representative: Jim Bunch

NORTHERN HILLS COMMUNITY DEVELOPMENT

P. O. Box 218
Sturgis, SD 57785

MEADE COUNTY: 605-347-5837
FAX: 605-347-5223
E-MAIL: vharter@BHSSC.TIE.net

Jim Doolittle, Executive Director

Type of Organization: Development Corporation
Service Area: Butte, Lawrence, Meade, and Pennington Counties
Main Activities: Coordinate and facilitate development efforts of communities in Northern Black Hills Region.
Target Constituencies: No specific socio-economic focus

SERVICES DIRECTLY PROVIDED:

Financial Management Assistance	Business Financing
Business Planning Assistance	Site Selection
General Management Assistance	Grant Application Assistance
Community Economic Development Training	

SERVICE FOCUS:

Business Recruitment	40%	Business Start-Ups	20%
Business Expansion	15%	Business Retention	10%
Water or Sewer Systems	5%	Other Infrastructure	10%

TYPE OF BUSINESS CLIENTS:

The organization's business clients are generally distributed as follows:

Industrial or Manufacturing Firms	70%
Retail Firms	15%
Service Firms	15%

FINANCIAL ASSISTANCE PROGRAMS:

Revolving Loan Fund:

The purpose of the loan program is: Start-up & Expansion

Loan Fund Parameters:

Amount Available to Lend	NONE
Average Interest Rate	8%

Percentage of Loans made for: Fixed Assets 100%

Other Programs: Loan Guarantees

BHP Representative: Tony Hay

RAPID CITY AREA ECONOMIC DEVELOPMENT PARTNERSHIP

444 Mount Rushmore Road
Rushmore Plaza Civic Center
Rapid City, SD 57709

PENNINGTON COUNTY: 605-343-1880
FAX: 605-343-1916
E-MAIL: info@RAPIDDEVELOPMENT.com

Bob DeMersseman, President
Julie Gregg, Vice-President

Type of Organization: Development Partnership
Service Area: Pennington County
Main Activities: Improve quality of life and increase personal income levels by fostering a vital business climate which provides quality new jobs, attracts new business, help existing businesses and promotes entrepreneurship.
Target Constituencies: No specific socio-economic focus

SERVICES DIRECTLY PROVIDED:

Financial Management Assistance	Import or Export Assistance
Business Planning Assistance	Business Financing
Marketing Assistance	Site Selection

SERVICE FOCUS:

Business Recruitment	25%	Business Start-Ups	25%
Business Expansion	15%	Business Retention	10%
Administrative, Etc.	25%		

TYPE OF BUSINESS CLIENTS:

The organization's business clients are generally distributed as follows:

Industrial or Manufacturing Firms	70%
Service Firms	15%

FINANCIAL ASSISTANCE PROGRAMS:

Pennington County Economic Development Fund and Revolving Loan Fund

Committees:

Rapid City Foundation	Ev Hoyt
Rapid Fund	Ev Hoyt
Business Retention/Expansion	Jim Mattern and Mutch Usera
New Business Attraction	Kyle White and Mutch Usera

SPEARFISH CHAMBER OF COMMERCE

P. O. Box 550
Spearfish, SD 57783

LAWRENCE COUNTY: 605-642-2626
FAX: 605-642-7310
E-MAIL: spfcoc@spearfish.sd.us

Lisa Langer, Executive Director

Type of Organization: Chamber of Commerce
Service Area: Black Hills Area
Main Activities: Provide leadership and economic growth, promote small businesses and monitor legislation.
Target Constituencies: No specific socio-economic focus.

SERVICES DIRECTLY PROVIDED:

- Marketing Assistance
- Business Financing
- Business Planning Assistance
- Site Selection
- General Management Assistance
- Training Workshops
- Community Economic Development Training

SERVICE FOCUS:

Business Retention	50%
Business Recruitment	15%
Business Start-Ups	10%
Business Expansion	10%
Affordable Housing	5%
Other Infrastructure	10%

TYPE OF BUSINESS CLIENTS:

The organization's business clients are generally distributed as follows:

Retail Firms	25%
Service Firms	25%
Industrial or Manufacturing Firms	25%
Other Firm Types	25%

FINANCIAL ASSISTANCE PROGRAMS:

No locally administered funding assistance

BHP Representative: Mike Shultz

SPEARFISH ECONOMIC DEVELOPMENT CORPORATION

P. O. Box 550
Spearfish, SD 57783

LAWRENCE COUNTY: 605-642-3832
E-MAIL: SEDC@spearfish.sd.us

Bryan Walker, Executive Director

Type of Organization: Development Corporation
Service Area: Spearfish Area
Main Activities: Recruit businesses that employ primary jobs
Target Constituencies: No specific socio-economic focus

SERVICES DIRECTLY PROVIDED:

Marketing Assistance
Business Financing
Business Planning Assistance
Site Selection
General Management Assistance
Business Expansion

SERVICE FOCUS:

Business Recruitment	50%	Business Retention	30%
Business Start-Ups	10%	Community Development	10%

TYPE OF BUSINESS CLIENTS:

The organization's business clients are generally distributed as follows:

Industrial or Manufacturing Firms	40%
Service Firms	30%
Retail Firms	20%
Other Firm Types	10%

FINANCIAL ASSISTANCE PROGRAMS:

Revolving Loan Fund:

The purpose of the loan program is: Assist businesses in creating primary jobs

Loan Fund Parameters:

Amount Available to Lend	\$112,000
Average Interest Rate	5%

<u>Percentage of Loans made for:</u>	Fixed Assets	95%
	Working Capital	5%

BHP Representative: Mike Shultz

WESTON COUNTY ECONOMIC DEVELOPMENT BOARD

P. O. Box 319
Upton, WY 82730

WESTON COUNTY: 307-468-9338

Dan Epperson, Executive Director
Steve Hampton, Chairman

Type of Organization: Development Corporation
Service Area: Weston County
Main Activities: Enhance economic well being of community and promote industrial development and tourism.
Target Constituencies: No specific socio-economic focus

SERVICES DIRECTLY PROVIDED:

Grant Writing Assistance
Real Estate Locating
Marketing Assistance

SERVICE FOCUS:

Tourism Promotion	40%
Business Recruitment	30%
Business Start-Ups	30%

TYPE OF BUSINESS CLIENTS:

The organization's business clients are generally distributed as follows:

Service Firms	50%
Industrial or Manufacturing Firms	50%

FINANCIAL ASSISTANCE PROGRAMS:

No locally administered funding assistance

BHP Representative: Jim Bunch

1999 ECONOMIC DEVELOPMENT ACTIVITIES

(Actual Expenses)

<u>ECONOMIC DEVELOPMENT MEMBERSHIP DUES</u>	<u>AMOUNT</u>
Rapid City Area Econ. Development Partnership	\$5,000
SD Chamber & Econ. Development Council	100
West River Econ Development Coalition	7,500
Custer Chamber of Commerce	250
Belle Fourche Chamber of Commerce	250
Hot Springs Chamber of Commerce	250
Black Hills Business Council	2,000
South Dakota Chamber & Economic Development Council	130
Northern Hills Economic Development Corporation	1,000
Spearfish Economic Development	500
Total	\$16,980.00

<u>COMMUNITY GOLD GRANT PROGRAM</u>	<u>AMOUNT</u>
Hill City Community Development	\$2,000
Deadwood Chamber of Commerce	2,000
City of Hot Springs	2,000
Edgemont Chamber of Commerce	2,000
Lead Chamber of Commerce	2,000
Custer Chamber of Commerce	2,000
Twin City Area Development	2,000
Spearfish Economic Development	2,000
Belle Fourche Area Chamber of Commerce	1,200
Total	\$17,200.00

<u>CONTRIBUTIONS & SPONSORSHIP PROGRAMS</u>	<u>AMOUNT</u>
Lead Opera House – Renovation Project	\$25,000
Rapid City & Black Hills Community Air Quality Study	17,023
Black Hills Resource Conservation & Development Conf.	500
City of Hot Springs – Community Lighting Project	2,000
Greater Fall River Health Services	2,000
Black Hills Autumn Expedition Promotional Sponsorship	10,000
GOED Gold Awards – Sponsor	1,500
Rapid City Economic Development Homepage Design	4,000
Total	\$62,023.00

KICK START GRANT PROGRAM	AMOUNT
Elk Horn Café – Hot Springs	\$1,000
Fall River Construction Company – Hot Springs	500
Video Country – Hot Springs	500
Ore Car Express – Lead	1,000
Timeless Treasure – Hot Springs	2,000
Total	\$5,000.00

BUSINESS ENHANCEMENT PROGRAM	INCENTIVE	AMOUNT
Lighting Incentive Program (See detail report) (See Lighting Section for details)		\$ 22,069
	Total	0
		\$22,069.00

MISCELLANEOUS	AMOUNT
Lead Area Chamber of Commerce	\$ 1,000
Economic Development Marketing Brochure	
SD Future Fair – Miscellaneous	1,309
Black Hills Business Council Legislature Open	183
Chicago Manufactures (GOED) Recruitment Mission	1,581
Chicago Call Center (GOED) Recruitment Mission	1,615
Total	\$5,688.00

1999 Grand Total	\$128,960.00
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Four-year Commitment - Summary	
1996 Economic Development Expenditure	\$ 34,647
1997 Economic Development Expenditure	159,473
1998 Economic Development Expenditure	83,463
1999 Economic Development Expenditure	128,960
4 YEAR TOTAL	\$406,543.00

CONTINUATION

1 -

1999 REBATES

Listed by Month of Issue

Saturday, January 18, 2000

COMPANY NAME:	REBATE DATE	KW SAVINGS	KWH SAVINGS	SAVINGS	TOTAL REBATE	
LIGHTING REBATES						
December, 1999						
Lead-Deadwood Wastewater Treatment Pl	12/27/1999	6	22,200	\$1081.00	\$723.36	
Meade County Courthouse	12/27/1999	21.5	53,710	\$3742.00	\$2399.20	
Meade County Highway Department Sho	12/27/1999	3.1	5,580	\$550.00	\$375.24	
Meade County Law Enforcement Center	12/27/1999	10.8	64,800	\$3450.00	\$1296.96	
Sturgis Community Health Care Center	12/28/1999	4.1	32,450	\$1580.00	\$497.04	
SUBTOTALS:	Rebate Count This Month:	5	45.50	178,740	\$10,403.00	\$5,291.80
November, 1999						
Clock Tower Office Plaza	11/01/1999	28	72,800	\$3372.00	\$3378.24	
NEW Management Company	11/01/1999	17.6	45,760	\$3321.00	\$2118.24	
SUBTOTALS:	Rebate Count This Month:	2	45.60	118,560	\$6,693.00	\$5,496.48
October, 1999						
Country Bluff Apartments	10/06/1999	2.8	27,600	\$2185.00	\$143.28	
Moyle Petroleum	10/06/1999	6.2	16,120	\$1428.00	\$754.32	
Spec's Advertising	10/06/1999	0.3	780	\$50.00	\$37.44	
SUBTOTALS:	Rebate Count This Month:	3	9.30	44,500	\$3,663.00	\$935.04

COMPANY NAME

REBATE DATE KW SAVINGS

KWH SAVINGS

SAVINGS

TOTAL REBATE

August, 1999

FAIRWAY HILLS	08/19/1999	1.1	9.636	\$575.00	\$141.17
FARMER'S GALLERY	08/19/1999	2.4	7.500	\$625.00	\$96.00
First Presbyterian Church	08/12/1999	9.6	14.400	\$1500.00	\$1152.00
Flack Hoffman Realtors	08/12/1999	1.3	3.100	\$290.00	\$156.24
Real Estate Center	08/30/1999	2.8	5.600	\$510.00	\$115.20
SUBTOTALS:		5	17.20	\$3,500.00	\$1,660.61

July, 1999

South Dakota Army National Guard	07/29/1999	1	92.700	\$6200.00	\$4916.32
SUBTOTALS:		1	92.700	\$6,200.00	\$4,916.32

June, 1999

GRUM ELECTRIC	06/09/1999	4.29	12.870	\$1090.00	\$514.80
Deadwood Development Co.	06/21/1999	3.2	18.040	\$1375.00	\$131.20
PAPER WAREHOUSE	06/28/1999	4.6	16.500	\$1300.00	\$555.36
Rapid Soft Water Service	06/21/1999	0.23	370	\$27.00	\$28.32
SUBTOTALS:		4	12.32	\$3,792.00	\$1,229.68

May, 1999

4 Aces Casino	05/24/1999	9.2	44.160	\$2400.00	\$369.12
B&B Auto Salvage	05/03/1999	1.17	4	\$300.00	\$140.40
Morman, Smil & Shepher	05/03/1999	7.4	20.000	\$1800.00	\$296.64
Versille Carpets & Interiors	05/25/1999	1	2.800	\$200.00	\$40.80
SUBTOTALS:		4	18.77	\$4,700.00	\$846.96

COMPANY NAME:	REBATE DATE	KW SAVINGS	KWH SAVINGS	SAVINGS	TOTAL REBATE
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March, 1999

City of Spearfish	03/16/1999	0.5	2,200	\$96.00	\$20.40	
Seibert Construction	03/31/1999	0.7	500	\$38.00	\$87.12	
Storage Unlimited	03/29/1999	6.8	29,920	\$2343.00	\$820.08	
Slove Stop & Spa	03/16/1999	0.6	1,950	\$160.00	\$24.00	
Western States Fire Protection	03/31/1999	2.8	4,200	\$435.00	\$336.96	
SUBTOTALS:	Rebate Count This Month:	5	11.40	38,770	\$3,072.00	\$1,288.56

February, 1999

Scull Construction	02/22/1999	3.3	12,540	\$1000.00	\$404.52	
SUBTOTALS:	Rebate Count This Month:	1	3.30	12,540	\$1,000.00	\$404.52

January, 1999

SUBTOTALS:	Rebate Count This Month:	0				
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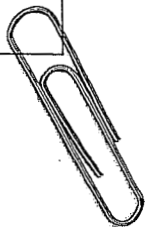
TOTALS:	LIGHTING REBATE COUNT	30	204.59	640,790	\$43,023.00	\$22,069.97
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1998 Lighting Rebate Budget	\$50,000.0	Amount Remaining:	\$27,930.03
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Continuation

2

of pages



PEOPLE



COURTESY PHOTO

Pictured above right from the left, Bryan Walker Director of SEDC accepts a check for \$2000 from Mike Shultz, BHP District Manager, right. Funds awarded to SEDC will go toward landscaping the newly installed Spearfish Business & Industry Park entrance sign purchased by the Development. Also pictured is Mutch Usera, BHP Manager of Marketing and Development and Lisa Langer, Chamber Director.

Black Hills Power and Light presents grant to Spearfish Economic Development Corporation

Black Hills Power and Light (BHP) presented \$2000 in grant funding to Spearfish Economic Development Corporation (SEDC) for participation in the South Dakota gold Community Program.

BHP's Grant Program was designed to encourage communities located within the service area to plan, initiate and carry out a community enhancement project or program for the betterment of the community

"This has been the third year we have

offered this program to the Black Hills communities," said Mutch Usera, Manager of Marketing and Economic Development.

"Black Hills Corporation, Black Hills Fiber Com and BHP are committed to supporting economic development in the communities we serve.

This is just one way in which we have demonstrated that commitment."

To receive a grant award, the community must be a member of the south Dakota

GOLD Program and offer an economic development enhancement plan.

"SEDC is very appreciative of the support BHP has lent to our economic development efforts," Bryan Walker, Director of SEDC noted.

"It is our intent to invest this money in the Spearfish Business & Industry Park by landscaping the newly installed entrance sign which was also purchased by money received from BHP.

Research makes cents

Western Research Alliance forming to promote research

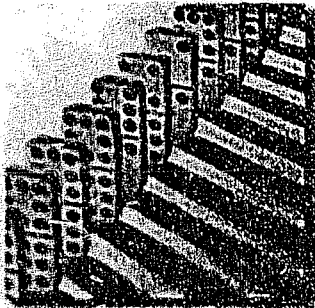
A number of individuals interested in promoting research as an economic development tool recently held an organizational meeting to investigate the possibilities of forming the Western Research Alliance. The alliance will initially focus on mechanisms to bring the relevant individuals, businesses, governmental entities, and universities from Rapid City and the Black Hills area together.

Major objectives of the alliance will be to assemble researchers who would like:


- To obtain an understanding of research being performed in this geographic area
- An opportunity to network with other area researchers
- To explore ideas for joint research projects and related funding and
- To promote and access capital and marketing viability

A kick-off event will be held this fall. For more information or to be included in a mailing list, please contact the Rapid City Area Economic Development Partnership at 343-1880 or email thaverly@rapiddevelopment.com.

You're thinking that a health care plan that keeps employees in line may not be as effective as one that helps each individual choose the plan that's best for them.



Managed care versus benefits management.
The ball's in your court.

You're thinking **FIRST**  **FIRST AMERICAN ADMINISTRATORS**

RAPID CITY: (605) 343-2509 • SIOUX FALLS: (605) 361-5710

Bender joins West River business staff

Jody Bender joined the West River Business Service Center staff July 1 as a full-time business consultant. Based at the Rushmore Plaza Civic Center, the Business Service Center is a one-stop information and technical assistance facility. Bender will provide free, confidential, one-on-one consulting for people interested in starting or acquiring businesses, or needing help with existing businesses in the areas of marketing, market analysis, research, expansion, finances, and more.



Bender

In addition to meeting clients in Rapid City, she will travel regularly to chambers of commerce in Belle Fourche, Custer, Hot Springs, Lead, Spearfish, and Sturgis, and to Lead's city hall. More information about services in Rapid City and in outlying communities can be obtained by

BHP presents GOLD grants to eight Hills communities

Black Hills Power and Light presented \$15,200 in grant funding to eight communities participating in the South Dakota GOLD Community program. Grants were presented to organizations in Deadwood, Lead, Custer, Sturgis, Hill City, Hot Springs, Belle Fourche, and Spearfish. BHP's grant program was designed to encourage communities located within BHP's service area to plan, initiate, and carry out community enhancement projects or programs for the betterment of the total community. Grant funding will assist communities in projects from local revolving loan fund programs, historic preservation projects, and signs for community business and industrial parks, and economic development community promotional materials.

Coming Soon...

Smart Center

Video-conferencing equipment
for use by
business and professional individuals and groups
... initial connect charges for FREE!

West River Business Service Center
Rushmore Plaza Civic Center, room 203

Opening October 1, 1999

Chamber Cha

News from your Lead Area Chamber of Commerce – July 1999

640 W. Main, Suite A • Lead, SD 57754
605-584-1100 (phone) • 605-584-2209 (fax) • leadcoc@mato.com (email) • www.lead.sd.us (web)

MEMBERSHIPS COMING IN STRONG

Memberships to the Lead Area Chamber of Commerce are coming in strong! The membership base is well over 160 and continues to grow. Please welcome our new members and say thank you to the following charter members who have recently renewed.

New Members

Hi-Grade Convenience Mart
Circle B Ranch
Runyan Chiropractic
Terry Peak Lodge
Dennie & Bev York
Wet Edge Gallery & Studio
Lockwood Cabin @ Deer Mountain
Padgett Business Services
Spearfish Canyon Foundation
Deadwood Designs
Deadwood Gulch Resort
Recreational Springs Resort
Johnson Rentals/One-on-One Wellness
Deadwood-Lead Medical Center
Pronto Auto Supply

New Members

MDU
IMPAK
MS Mail
Rhonda Radcliff
Miller Rentals
Super 8
Gold Dust
Clark Printing
West Main Lodge

Renewing Members

TDG Communications
Gary & Joanne Goodrich
Salon #10
Chaput Memorial Chapel
Black Hills Focus Groups
Subway
Jon's Computers
Video Adventure
TLC Greenhouse
First National Bank
Cardinal Printing
JL's Gifts
Blackstone Manor
Anderson's Janitorial
Railway Lantern Bed & Breakfast

CHAMBER RECEIVES \$2,000 GOLD GRANT FROM BHP&L

In addition to a \$1,000 marketing grant received earlier this year from BH Power & Light, the Lead Area Chamber of Commerce has also received a \$2,000 GOLD Community Grant from Black Hills Power & Light as well. The Chamber hopes to use this grant money to replace the mile high sign located on Lead's Main Street and to reprint the Historic Walking Tour Brochure. In addition to the \$2,000 received by the Lead Chamber, Twin City Area Development was also the recipient of a \$2,000 GOLD Grant. The Development Corporation plans to use this money to reestablish their revolving loan fund. Thanks again Black Hills Power & Light!!!

CONTINUATION

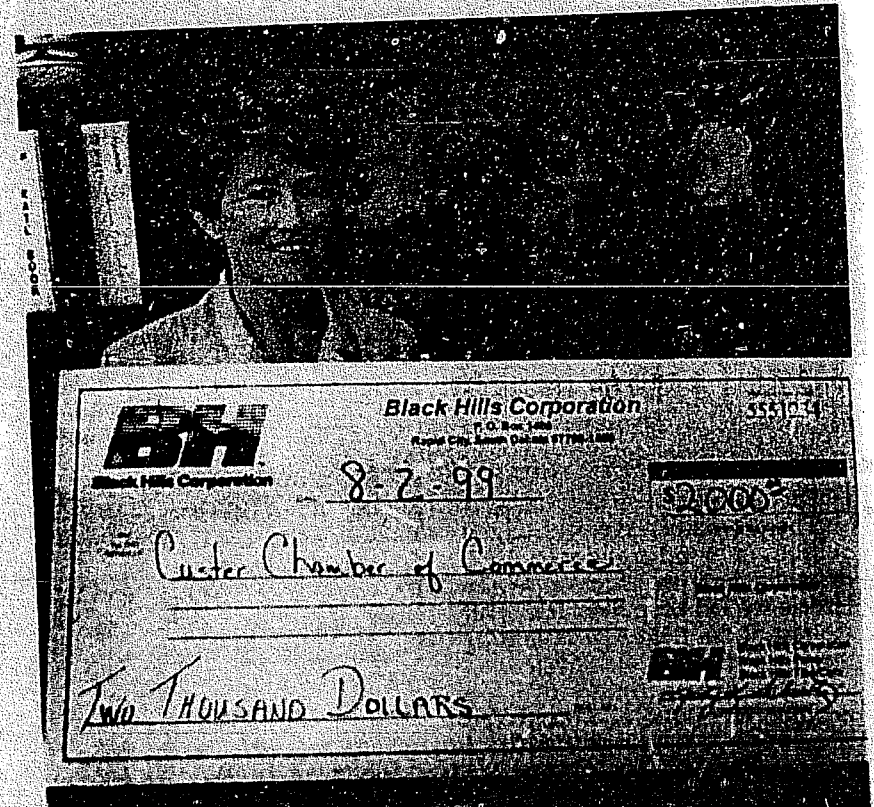
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Community N

BHP&L presents Gold Community Grant to Chamber

Black Hills Power and Light District Manager, Kristy Schmitz, left, is shown presenting Chamber Executive Director, Cindy Mayes, with a check for \$2,000 to assist the Custer County Chamber of Commerce with the purchase of new downtown Christmas lighting decorations. Black Hills Power and Light presented a total of \$15,200 to eight communities participating in the SD GOLD

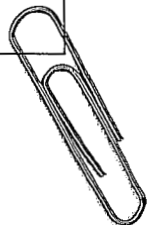
Community Program. BHP's grant program was designed to encourage communities located within BHP's service area to plan, initiate and carry out a community enhancement project or program for the betterment of the total community. The grants are offered once a year during April. Grant proposals are reviewed by the town district manager and key leaders at BHP.



Continuation

4

of pages



emotional support.

With gratitude,
The Family of Helen Blessing

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Black Hills Power presents GOLD grants to Custer County Chamber

Black Hills Power and Light (BHP) has awarded a \$2000 grant to the Custer County Chamber of Commerce to assist with the purchase of new downtown Christmas lighting decorations. BHP presented a total of \$15,200 to eight communities participating in the South Dakota GOLD Community Program. Grants were presented to organizations in the communities of Deadwood, Lead, Custer, Sturgis, Hill City, Hot Springs, Belle Fourche and Spearfish.

BHP's Grant Program was designed to encourage communities located within BHP's service area to plan, initiate and carry out a community enhancement project or program for the betterment of the total community. "This has been the third

year we have offered this program to the Black Hills Communities," said Mutch Usera, Manager of Marketing and Economic Development. "Black Hills Corporation, Black Hills FiberCom, and Black Hills Power and Light are committed to supporting economic development in the communities we serve. This is just one way in which we have demonstrated that commitment."

To receive a grant award, the community must be a member of the South Dakota GOLD Program and offer an economic development enhancement plan. Grants are offered once a year during April. The Grant proposals are reviewed by the town district managers and key leaders at BHP.

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High Country Herald July 14, 1999



Jenniges
MASONRY

Specialists in
Native-Stone
Block • Brick • Concrete
Construction
Over 20 years of local
experience

Kevin Jenniges
RR 2, Box 118,
Custer, SD 57730
(605) 673-2033

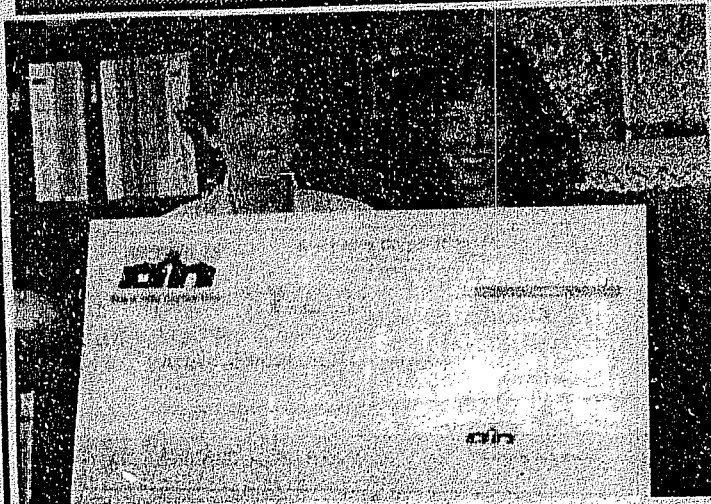
WANTED: QUILTS TO BE PU
- Share the beauty of that tree

CUSTER PIECEMAKERS GU
QUILT AND LAC
During Gold Discovery
AT SCHOOL MULTI-PURPC

Display will be set up Friday Mor
display items during the hours of
Friday 23. Quilts may be dropp
Shop -before Friday- please lab
(show will open at 1:00pm on F

High Country Herald 8-11-99

BHP Donates \$2000 to Chamber



Black Hills Power & Light District Manager Kristy Schmitz is shown presenting Chamber Executive Director Cindy Mayes with a check for \$2000 to assist the Custer County Chamber of Commerce with the purchase of new downtown Christmas lighting decorations. BHP presented a total of \$15,200 to eight communities participating in the South Dakota GOLD Community Program.

BHP's grant program was designed to encourage communities located within BHP's service area to plan, initiate and carry out a community enhancement project or program for the betterment of the total community. The grants are offered once a year during April. Grant proposals are reviewed by the town district manager and key leaders at BHP.

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PHOTO

Free dump day revised

Staff Reports

Changes are expected soon in the free dump day at the Material Recovery Facility.

According to Hot Springs Mayor Karleen Kirchner, sever-

al people have been abusing the new policy which started when the green recycling bins were taken away. For the past two months, local residents have been allowed to get a pass at City Hall which allowed them to use the MRF one day a month. Kirchner said some people have dumped 7,000 and 6,000 pounds of construction waste since the new policy was started.

"I said if you abuse it, you will lose it," said Kirchner.

A new ordinance will be written. Until that time, only one truck load a month will be allowed.

At the city council meeting last week, councilor Don Powell

reported no outstanding bills were paid at the MRF. They will be paid according to need. The total amount due was \$8,808.93.

"They are having a serious shortfall at the MRF again," Powell said. "We need to make some serious decisions in the near future."

According to fellow councilor William Hacker, the Public Works Committee is trying to organize a meeting with state officials and area state representatives to ask them for a solution to the problem.

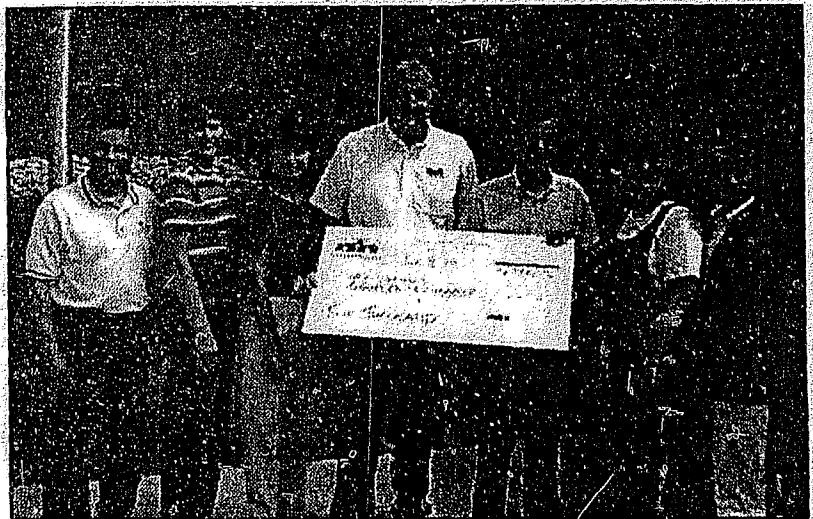
"We need some help to get out of this problem," added Hacker.

Births Elsewhere



Caitlynn Marianne Emick

Caitlynn Marianne Emick was born May 21, 1999 at 3:24 p.m. at Irwin Army Community Hospital in Fort Riley, Kansas. She weighed 7 pounds, 6.9 ounces and was 19 inches long. Parents are John and Traci Emick of Black Hawk. Maternal grandparents are Bob and Mary Crane of Black Hawk. Paternal grandparents are Harley and Diane Emick of Oral. Maternal great-grandmothers are Hazel Harrison of Nisland, and Louise Crane of Bethalto, Ill. Paternal great-grandmother is Gerda Walker of Swansea, Ill.



Grant to Chamber for health care

"Mutch" Usera and Bob Foster of Black Hills Power and Light presented the Hot Springs Chamber of Commerce economic development committee a check for \$2,000 grant. The GOLD community grant will be used to support community health care. Other economic development committee representatives there for the check presentation includes Jim and Darla Stevens, Karri Fischer and Joyce Farrell.

Calendar



LETTERS & NOTES

Dear Deb,

Thank you for attending my recent Heartland Expressway meeting at the Rapid City Area Chamber of Commerce. I appreciate your involvement in this important issue.

The Heartland Expressway is a critical safety and economic development project for South Dakota. My staff and I have been in constant communication with each community, county, and business leaders from the Black Hills region over the past three years.

I believe the meeting accomplished the goals we hoped it would. The meeting provided South Dakota Department of Transportation (SDDOT) Deputy Secretary Jim Jenssen an opportunity to update area officials about the SDDOT's plans for Heartland. Second, the meeting gave local officials an opportunity to stress the importance of keeping this project in the forefront for state, local, and federal decision makers. I am confident this dialogue heightened understanding and helped to solidify and identify common goals for Black Hills area community leaders, such as yourself.

Thanks again, Deb, for your participation in our Heartland Expressway meeting. I look forward to continuing our positive and productive working relationship.

Very truly yours,
John Thune
Member of Congress

AG OLYMPICS

The Ag Committee is once again sponsoring the Ag Olympics at the Fall River County Fair. This is an attempt to increase community involvement in the county fair. The Ag Olympics teams will be comprised of two to three business people from a business and one 4-H member. We will coordinate the 4-H member for the teams. The teams will compete in up to three different relays. The teams may be comprised of the business owner, employees, or business representatives. This will last about one hour.

Don't miss the fun. Call the Chamber Office for a registration form - 745-4140

NEWS RELEASE

BHP PRESENTS GOLD GRANT TO HOT SPRINGS CHAMBER

Black Hills Power and Light (BHP) designed its grant program to encourage communities located within BHP's service area to plan, initiate, and carry out a community enhancement project or program for the betterment of the total community. "This has been the third year we have offered this program to the Black Hills communities," said Mutch Usera, Manager of Marketing and Economic Development. "Black Hills Corporation, Black Hills FiberCom, and Black Hills Power and Light are committed to supporting economic development in the communities we serve. This is just one way in which we have demonstrated that commitment."

To receive a grant award, the community must be a member of the South Dakota GOLD Program and offer an economic development enhancement plan. Grants are offered once a year during April. The Grant proposals are reviewed by the town district managers and key leaders at BHP.

The Hot Springs Chamber of Commerce, received \$2000, for their GOLD goal to support community health care.

EVENTS/PROMOTION COMMITTEE

The newly formed Events/Promotion Committee will meet in July to plan our next event, the annual Craze Days/Flea & Farmers Market. If you would like to get involved in this committee give Deb a call—we could use your help!

SOURCE: HOT SPRINGS CHAMBER OF COMMERCE
JULY 1986



HOT SPRINGS AREA CHAMBER OF COMMERCE

SEPTEMBER 1999

SEPTEMBER CHAMBER MEETINGS & EVENTS

September	7	Beautification	5:00 p.m. Norwest Bank
September	8	Ag Tourism (Meetings Beginning in October)	Noon - MCC
September	13	Chamber Board & Economic Development (Special Health Services Meeting)	Noon MCC
September	21	Ambassadors	Noon

CHAMBER COMMITTEE MEETINGS HIGHLIGHTS Spring & Summer

AG: Awarded three Ag Scholarships to graduating seniors. Donated \$200 to the Little Britches Rodeo for belt buckles. Held the 6th Grade Ag Education tour visiting the Feedlot, Old Homestead and learned to identify weeds and grasses. Had picnic at Angostura. At the County Fair helped with the Pen of Three and donated \$200 for prizes, helped with noon meal on Saturday and held the Ag Olympics with eight teams participating and the winner receiving the traveling trophy and \$90 in beef certificates.

AMBASSADORS: Since the last report in February we have visited twenty three new businesses, one relocation and five new managers.

BEAUTIFICATION: Contacted businesses to Adopt a Pod. Received three applications for Paint the Town Project. Working on designs for the entrance to Hot Springs' signs. Had a booth at the Earth Day Celebration and held Clean-up Day, April 24th. Southern Hills Signs made signs for Adopt a Pods and they were distributed and placed. Painted the Todd Holloway home on June 5th for Paint the Town Project. Organized and held the 4th of July Duck Race.

ECONOMIC DEVELOPMENT: Five people attended the GOED conference in Pierre. Applied and were awarded a \$2000 grant from Black Hills Power & Light Company and was designated to be given to the Greater Fall River Healthcare Services. Attended the DOT public input meeting on the Heartland Express that was held in Rapid City. Wrote a letter to Senator Daschle asking for \$100,000 in appropriation funds for Economic Development for the future of Hot Springs. Received \$5000 from Golden West Telecommunications for community development. Will be hosting an informational meeting on September 20th for a company called MedQuist. Participating in a Labor Availability Study for the Southern Hills. Will be helping Greater Fall River Healthcare Services to get the correct information out on the proposal to establish a new hospital district and encourage people to vote in favor of the district.

EVENTS/PROMOTION: Planned and held the annual Easter Egg Hunt. Planned Crazy Days/ Flea & Farmers Market. Will help with the downtown Christmas Tree lighting and will do Hot Springs Bucks give-away program at the same time.

TOURISM: Designed and printed new Hot Springs brochures. Sold map and motel directory ads and had new ones printed. Donated \$250 for music in the park for the summer season. Held hospitality training May 19th. Did radio promotion ads for the season. Agreed to help two high school students produce a brochure for Southern Hills Mountain Bike Trail. Preparing for the 2nd Annual Badger Clark Hometown Poetry Gathering to be held October 1 & 2.

CUSTER

You should see the Hills from here!

June 28, 1999

Mutch Usara, Manager
Marketing Services
Black Hills Corporation
P.O. Box 1400
Rapid City, SD 57709

Dear Mutch:

The commitment that Black Hills Corporation has made to the GOLD communities of Western South Dakota as a partner in local economic development efforts is second to none. We appreciate your financial support of so many projects that strengthen our communities.

The Custer County Chamber of Commerce is very pleased to have Black Hills Corporation as a partner in our Christmas lighting project. Thank you for the \$2000 grant that will assist in this investment. Your generosity is greatly appreciated.

Sincerely,

CUSTER COUNTY CHAMBER OF COMMERCE


Cindy Mayes
Executive Director

Cc: Kristy Schmitz



Mutch Usara
Black Hills Power & Light
PO Box 1400
409 Deadwood Avenue
Rapid City, SD 57709

September 7, 1999

Dear Mutch,

The Lead Area Chamber of Commerce would to thank Black Hills Corporation for the \$2,000 GOLD Community Grant the Chamber recently received. The mile-hi sign and walking tour brochure that will be completed with this grant money will be of great benefit to the Chamber as well as the entire city of Lead.

The assistance the Lead Area Chamber of Commerce has received from Black Hills Corporation during these first challenging years of building a new Chamber of Commerce has been sincerely appreciated. We are also looking forward to the new realm of opportunity that will be created with Black Hills FiberCom. Thank you again.

Lead the Way!

Sincerely,

Karen Everett
Executive Director

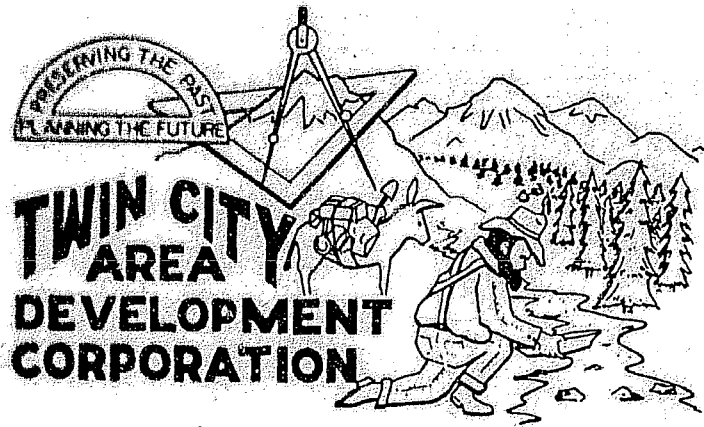
cc: Jim Jeffrey

LEAD AREA CHAMBER OF COMMERCE

640 W. Main St., Suite A, Lead, SD 57754 • phone: (605) 584-1100 • fax: (605) 584-2209

E-mail: leadcoc@mato.com • www.lead.sd.us

Serving the
Lead-Deadwood
Area



P.O. Box 735
Lead, S. Dak. 57754
(605) 584-3546

July 15, 1999

Black Hills Power & Light
Mutch Usera, Manager
Marketing Services
PO Box 1400, 625 Ninth Street
Rapid City, SD 57709

Dear Mutch:

Twin City Area Development Corporation would like to Thank You for offering the Gold Grant program to communities in the Black Hills. We appreciate your continued commitment to support economic development.

Receiving this grant will enable us to continue our revolving loan fund program, and to continue promoting the City of Lead.

Thank You, again for your support.

Sincerely,

Laurie

Laurie L. Eide
Executive Director



Spearfish

ECONOMIC DEVELOPMENT CORPORATION

June 25, 1999

Mutch Usara,
Manager, Marketing Services
Black Hills Power and Light
PO Box 1400
Rapid City, SD 57709

Dear Mutch,

On behalf of the Spearfish Economic Development Corporation (SEDC) and the City of Spearfish, I would like to extend a BIG thanks to Black Hills Power & Light for the generous gift SEDC recently received.

Over the last few years, SEDC has made developing the Spearfish Business & Industry Park, one of its top priorities. Although it's been a slow process, SEDC through the participation of company's like yours has made progress towards achieving its goal. I am happy to report that currently work is in progress to professionally landscaping the entrance of the Spearfish Business & Industry Park. This activity would not have been possible if it were not for BHP's recent gift.

Again, thank you. Black Hills Power & Light has been, and always will be a vital partner in the successes enjoyed by SEDC.

Sincerely,

A handwritten signature in dark ink, appearing to read "Bryan Walker". The signature is fluid and cursive, with the first name "Bryan" being more prominent than the last name "Walker".

Bryan Walker
Director

P.S. Please pass on my gratitude to all those involved in making our request a reality.

NEXT

DOCUMENT (S)

BEST IMAGE

POSSIBLE



BLACK HILLS POWER, AND LIGHT GRANT — Kristy Schmitz and Wade Neugebauer, representing Black Hills Power and Light, present a check for \$2,000 to Teresa Norton (left), president of the Heart of the Hills Economic Development Corporation. The grant is part of the South Dakota GOLD Community Program, which awarded a total of \$15,200 to eight communities in the Black Hills. This is the third year for the program, which is used to carry out community enhancement projects. The Hill City grant will be used for a variety of projects related to Hill City's GOLD Community status. The grants demonstrate the commitment by Black Hills Corporation, Black Hills Power and Light and FiberCom to economic development in the region.



GOVERNOR'S OFFICE OF
ECONOMIC DEVELOPMENT

February 3, 1999

719 1288
888 484
781 1781

Mitch Usera
Black Hills Power and Light Company
PO Box 1400
Rapid City, SD 57709-1400

888-477-4136

Dear Mitch:

888-477-4136

Thank you again for agreeing to participate in the GOLD Achievement Awards. I am enclosing an invoice for the donation for your convenience.

888-477-4136

The deadline has passed for submitting applications and we hope to get the applications to you for your consideration before the end of the month. We will probably have you vote by mail due to the busy schedules of all the judges.

Thank you again for your support. We look forward to seeing you at the Conference in April.

Sincerely,

Ann Gesick Johnson
SD GOLD Program

Enclosure (1)



Weather

Forecast: Windy. This will make it hard to have nice hair. Highs in the 60s, but wind chills possible. Slim chance of precip.

Belle Fouch

P

WEDNESDAY, APRIL 14, 1999

BELLE FOURCHE, S.D.



Belle Fourche City Councilwoman Anetta Albright received a 10-year GOLD Community plaque from Charlie Van Gerpen of the Governor's Office of Economic Development at Pierre April 7. Looking on are Belle Fourche Economic Development and Chamber member Paul Gremse, left, and Belle Fourche Chamber Director Jeff Rutz.

Belle brings home the GOLD

Belle Fourche was one of nine South Dakota communities taking home a total of \$19,000 in prize money following the presentation of the GOLD awards at the Governor's Economic Development Conference April 7 in Pierre.

The awards program, a friendly competition between South Dakota GOLD communities focuses on individual project accomplishments during the past year.

Belle Fourche won \$2,000 in the Innovative Projects category for turning the closure of Detachment 21 Air Force housing into an opportunity to build a new middle school.

Other winners in the Innovative Projects competitions were Platteau, which took home \$650 for combining

its school library and the old community library into its new Community Resource Center, and Goldex, which received \$650 for the completion of an athletic complex.

In the Business, Industrial and Agricultural Development category, Pierre earned a \$2,000 award for the work that city did in attracting Electronic Systems, Inc. after a local manufacturing firm closed. Miller was awarded \$650 for reuniting Duckwall Variety Store, and Freeman won \$650 for its new Super 8 Motel.

Winners in the Beautification, Enhancement and Community Promotions category were: Edgemont, \$2,000 for its efforts to revive tourism in that community by completing the Mickelson Trail and converting the

old sale barn into a municipal campground and horse camp, Elk Point, \$650 for its clean up efforts at Heritage Park and the addition of the Secret Garden, and Custer, \$650 for the construction and revitalization of historic Gunderson Park.

The cash prizes were donated by the following sponsors: Black Hills Power and Light, \$1,500; MidAmerican Energy, \$1,500; Northern States Power, \$1,500; Northwestern Public Service, \$1,500; Otter Tail Power, \$1,500; MHI, \$1,500; East River Electric Power Cooperative, \$550; Rushmore Electric Power Cooperative, \$250; and West River Electric Association, \$250.



◆ CHAMBER UPDATE ◆

MAY 1999

SOUTH DAKOTA MICROLOAN

Small businesses are the backbone of South Dakota's economy. That's why helping these businesses grow is a priority of the Governor's Office of Economic Development.

The GOED's newest financing program—MicroLoan South Dakota—was established to help small businesses grow and help small communities remain viable. Its biggest advantages are that it is the first GOED financing program that offers businesses access to working capital and it is subordinated debt.

By working with the GOED and local bankers, small businesses will be able to secure a loan that can be used for working capital, equipment, real estate or other fixed asset project costs.

Here's a quick look at what needs to be done to apply for a loan through MicroLoan South Dakota.

Step 1: Secure a primary lender

Once you know what your financing needs are, talk to your local banker or other lending institution. The primary lender must fund at least 50 percent of the project.

Step 2: Submit MicroLoan S D application

With a primary lender on board, you are ready to contact the Governor's Office of Economic Development and submit a complete application.

Step 3: Wait for Approval

All complete applications will go before the board within 90 days of being received.

HOW IT WORKS:

- * The maximum loan amount is \$20,000, with the minimum amount set at \$1,000.
- * The primary lender must fund at least 50% of project costs, with the other 50% coming from MicroLoan South Dakota and equity contributions (determined by the primary lender).
- * Three percent interest (although the board may adjust this rate on a quarterly basis)
- * Five-year loan amortized over the useful life of the asset being financed.
- * The application fee is one percent of the loan amount (whichever is greater)
- * Additional expenses for the applicant include: filing fees for security instruments, title insurance, appraisals, and surveys required. The applicant will also pay any other costs associated with the closing of the loan.

CONGRATULATIONS BELLE FOURCHE

Belle Fourche has been named a GOLD Community for the tenth consecutive year. GOLD stands for Guide to Opportunities for Local Development. Yearly, each GOLD community has to update and submit a new action plan to the GOED office. The action plan is nothing more than a comprehensive action plan with both short and long-term goals. This year Belle Fourche used the Vision 2000 Comprehensive Plan as its base for new projects. The BFACC, Center of the Nation Building, Belle Fourche Middle School, Landfill improvements, Can-Am Highway, Peace Memorial and City Beautification are all projects of past GOLD action plans. The 1999 Action plan's new projects include Signage for the Historical Walking Tour, Volunteer Recognition Banquet, Downtown Revitalization and the Community "Smart Center". Long term projects include the Medical Mall, new museum and River Front Beautification.

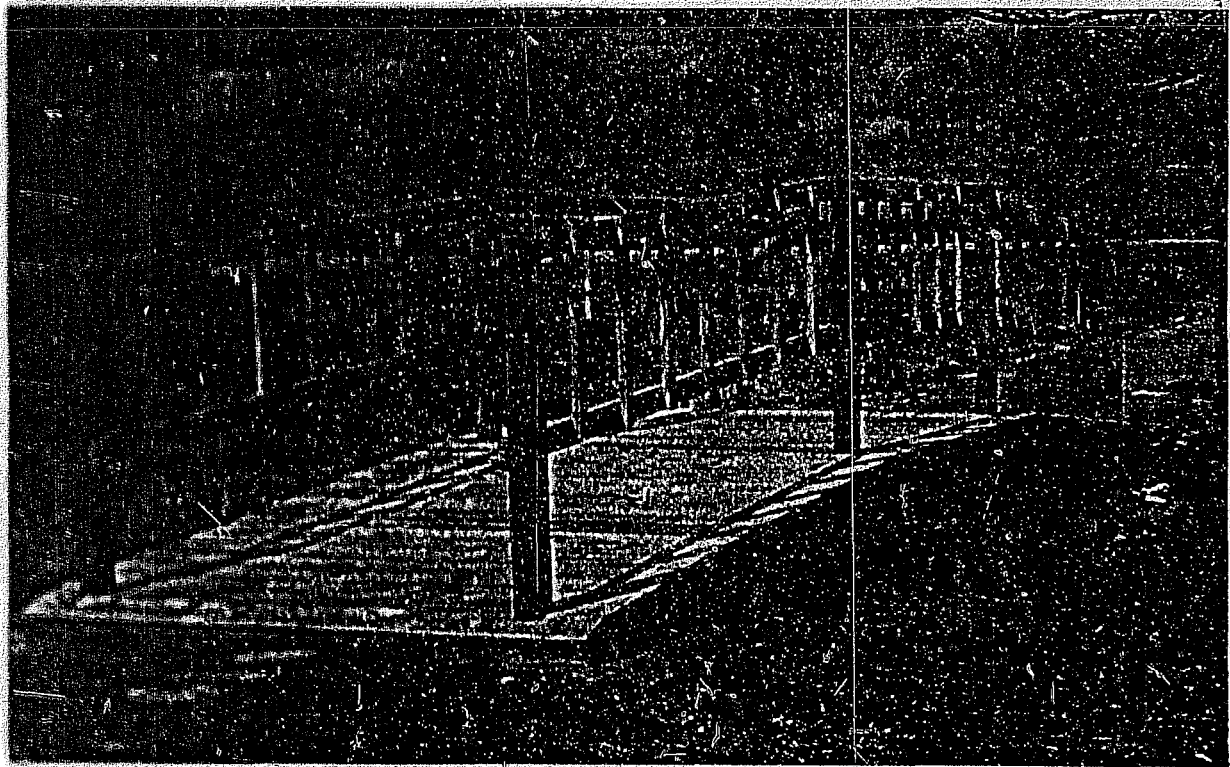
Each of these projects are chaired by a single individual or organization such as the Museum Board or the Health Task Force. Whether the project is a short or long-term project depends on the goals and complexity of the project. The success of the project is depend upon the project group members and we would like to Thank all the project members for their hard and dedicated work in the completion of their projects over the past ten years.

This year the Belle Fourche Middle School which has been a Gold project for several years, received the Yearly State Gold Community Award in the category of Innovative Projects. This category covers the areas of youth involvement/ education or training. Congratulations to all the individuals that worked on this excellent facility. Thank You for a job Well done.

"The best way to predict the future is to invent it", a quote by Alan Kay, Scientist and Inventor. The GOLD Program through citizens, organizational and governmental teamwork, coupled with the power of vision and a united common purpose can invent the community's future.



Karen Wagner, Middle school principal, and Superintendent Bill O'Dea accepted the Gold Award which Belle Fourche received at the Governor's Conference on Economic Development. The award was presented at the Chamber meeting by Chamber Director Jeff Rutz who brought back the first-place Gold Award from the state meeting for the motivation project of the Middle School. (Photo by Faye L. Kennedy)



The new Heritage Park bridge. Photo courtesy of Virginia VonHaden.

Elk Point City employees design and build new bridge for Heritage Park

Not only do the Elk Point City Street Department employees do the normal, everyday things, they also design and build bridges.

Well, at least one anyway.

The department recently completed the design and construction of a new bridge on the Heritage Park walkway. The bridge crosses an overflow channel between the Heritage Park pond and Interstate 29.

A new bridge was needed after heavy rains last year washed out

a smaller bridge at the same location. The loss of the bridge left a gap in the trail system in the park.

Members of the Elk Point Garden Club found out that replacing the bridge with a metal structure that would withstand future flooding would cost \$1,600.

Enter the design crew of John Walker, Mark Mapstone and Matt Mulheron. They were able to design a bridge made of green treated pine for a total cost of \$500.

The bridge was built by mem-

bers of the city's Street Department in two days. The structure is 24 feet long and eight feet wide.

Support posts for the bridge were set in concrete and weed stopper mesh and rocks were placed beneath the bridge to prevent a washout.

Thanks to the \$650 award won by the Elk Point GOLD Committee and the Elk Point Garden Club at the recent state GOLD meeting, those funds will be used to pay for the bridge.

A decorative border made of stylized, black and white floral and leaf patterns. The border is composed of two vertical stems on the left and right sides, each topped with a large, ornate flower. The bottom of the border features a wide, horizontal band of intricate floral designs, including what looks like a large, stylized flower or leaf motif in the center. The overall style is reminiscent of Art Deco or mid-century modern graphic design.

Elk Point Garden Club

January 22, 2000

Dear Sponsor of the GOLD Achievement Awards,

The Elk Point Garden Club attended the Governor's Economic Development Conference held in Pierre last April. We were very excited to be chosen as one of the recipients of the GOLD achievement awards.

Thanks so much for your contribution to the GOLD program. Your contribution makes projects such as ours a reality. Enclosed are some clippings from our local newspaper.

Thanks again.
Sincerely,

Julia A. Curry

The Elk Point Garden Club

FREEMAN COMMUNITY DEVELOPMENT CORPORATION

P.O. Box 43
Freeman, South Dakota 57029

Phone: 605-925-4444
FAX: 605-925-7127
E Mail: freemansd@gwtc.net

April 12, 1999

Match Users
Black Hills Power and Light Company
PO Box 1400
Rapid City, South Dakota 57709-1400

Dear Mr. Users:

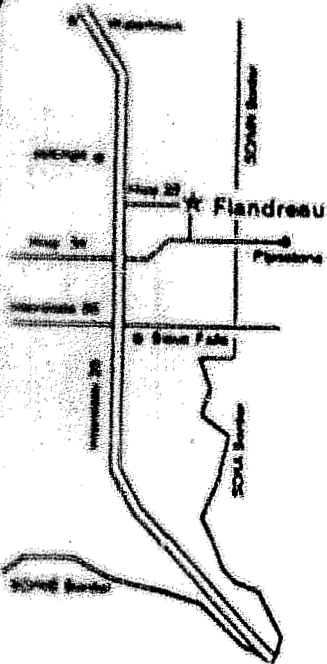
Thank you for recognizing Freeman with a GOLD Achievement Award in the category of Business, Industrial & Agricultural Development for our Super 8 Motel project. Small communities throughout South Dakota are continually striving to be the choice location for business and residential expansion. Public recognition for our efforts is a wonderful stimulant, and a monetary reward is better yet. Your generosity in supporting community projects does not go unnoticed.

The check will be deposited into our Freeman Community Development Corporation account earmarked for special projects in the area of economic development. Thank you again for your gift and support of our community.

Sincerely,



Sharon Schamber
Development Coordinator



Flandreau Improvement Corporation

PO Box 342
Flandreau, SD 57028-0342
(605) 997-2353

April 12, 1999

Mutch Usara
Black Hills Power and Light Company
P O Box 1400
Rapid City, SD 57709-1400

Dear Mutch,

The Flandreau Improvement Corporation would like to take this opportunity to say A BIG THANK YOU to you for providing the funding for prizes for the "GOLD Achievement Awards".

Small organizations such as ours has very limited financial resources, and your monetary gift really helps our efforts to move our community forward.

We are very proud of Flandreau and the tireless energy of some of our citizens that help with these projects.

Again, we would like you to know how much our community appreciates the generosity of your company. We plan to use the money to buy something very special for our new library.

Sincerely,

Arlyce Deraldall, Administrative Assistant FIC/C&C

An organization dedicated to the betterment of Flandreau

The Chamber.

BELLE FOURCHE

Center of the Nation
415 FIFTH AVENUE
BELLE FOURCHE, SD 57717

605/892-2676
FAX: 605/892-4633

Mr. Mutch Usera
Black Hills Power and Light Company
PO Box 1400
Rapid City, SD 57709

April 12, 1999


Dear Mr. Usera,

I would like to take a moment of your valuable time to thank you, your company, and all the employees of Black Hills Power and Light Company for your continued partnering with the GOED Office on the Annual GOLD Community Awards.

It was truly a pleasure to be selected as an award winner. The recognition and monetary award are truly appreciated. The award serves as a great motivator for the next community project.

Once again, a big "Thank You" for your continued support and sponsorship of the GOLD Community Award Program.

Sincerely,



Jeff Rutz
Executive Director

CENTER of the NATION



On Hand Economic Development Corporation

120 WEST SECOND STREET - PO BOX 69

MILLER, SOUTH DAKOTA 57362

PHONE 605-853-2705

April 12, 1999

Mutch Usera
Black Hills Power and Light Company
PO Box 1400
Rapid City, SD 57709-1400

Dear Mutch Usera;

I would like to take this opportunity to Thank You for sponsoring the Gold Community Achievement Awards that were presented at the SD Governor's Conference of Economic Development. We will be putting our award to good use in preparing another project for the Miller community. Again, **Thank You** very much for your generous gift to On Hand Economic Development.

Sincerely;

Robert L. Blachford
President



Julia Curry and Valero Beeck, center, received a \$650 Beautification, Enhancement and Community Promotion Award for Heritage Park in Elk Point during the 1999 GOLD Community Achievement Awards ceremony, held April 7, in Pierre. Others pictured are, from left, Mark Rodvold,

MidAmerican Energy Company; Richard Benda, GOED; Kevin Magstadt, Montana Dakota Utilities; Dave Behle, Rushmore Electric Power Cooperative; and Brian Boyer, West River Electric Association.

Elk Point wins GOLD achievement award

Elk Point was one of nine communities that went home with a total of \$10,000 in prizes following the presentation of the GOLD Awards at the Governor's Economic Development Conference held April 7, in Pierre.

In the Beautification, Enhancement & Community Promotions category, Elk Point received a \$650 prize for its cleanup efforts at Heritage Park and the addition of a Secret Garden.

Valero Beeck, the coordinator of the Elk Point GOLD program, said the Elk Point Garden Club did most of the organizing and work on the project. The award will go to the Garden Club for further work in Heritage Park.

One of the projects the Garden Club will be working on will be a bridge to span a small ditch on the walking trail. The bridge was washed out after heavy rains last year.

Edgemont won a \$2,000 prize in the category and Centerville won a second \$650 prize.

The awards program, a friendly competition between South Dakota GOLD communities, focuses on individual project accomplishments for the past year. The cash prizes were donated by MidAmerican Energy, East River Electric Power Cooperative, Black Hills Power and Light, Northern States Power Company, Northwestern Public Service Company, Otter Tail Power Company, Montana-Dakota Utilities Company, Rushmore Electric Power Cooperative, and West River Electric Association.

In another award, Governor Janklow recognized Stan Schmiedt of Centerville as the winner of the Excellence in Economic Development Award, an award to recognize an outstand-

ing volunteer in the area of economic development. Schmiedt is the father of Barb Wurtz of Elk Point.

TO
SMALL TOWN
AMERICA

Mr. Mutch,

just a note to thank you and
your colleagues for the opportunity to
compete for the GOED Development
achievement award. More importantly,
thank you for contributing financially
to economic enhancement efforts statewide.

J. Procter
PEOCC

Box 548 • 800 West Dakota • Pierre • South Dakota • 57501

Dear Mr. Usera,

The Edgemont SOBD Committee members would like to thank you for your support of the SOBD Achievement Awards. The Awards not only give communities such as ours the financial resources to carry out their goals but go a long way in instilling pride and sense of accomplishment to those who gave their time and talent to make their community a better place for all.

We in Edgemont are particularly thankful for your support, and I hope you will be able to see first hand all the benefits your donations have garnered for our small community.

Sincerely,

A handwritten signature in cursive script, appearing to read "Paul J. Hinesley". The signature is written in dark ink and is positioned to the right of the word "Sincerely,".

5/3/99

Mutch Usera
Black Hills Power and Light Company
PO Box 1400
Rapid City, SD 57709-1400

Dear Mutch & Staff,

Thank you so much for sponsoring the GOLD Community Achievement Awards at the Governor's Development Conference. Stan Schmiedt of Centerville was selected in the Excellence in Economic Development Award and Centerville also received a cash award in the beautification category for our beach project.

The recognition has given our community and development corporation a big boost. Your contribution is making it possible for us to fund more projects to improve our community.

Thanks again for all that you do for us!

Sincerely,


Centerville Development Corporation

MAKE PLANS TO ATTEND THE

BLACK HILLS AUTUMN EXPEDITION

11 Days Packed with Great Western Events & Destinations



OCT. 1-2 BADGER CLARK COWBOY POETRY GATHERING, HOT SPRINGS • OCT. 1-3 OKTOBERFEST, DEADWOOD • OCT. 3-4 CUSTER STATE PARK ARTS FESTIVAL, CUSTER STATE PARK • OCT. 3 BUFFALO WALLOW CHILI COOKOFF, CUSTER STATE PARK
 OCT. 4 BUFFALO ROUNDUP, CUSTER STATE PARK • OCT. 4-7 THE JOURNEY MUSEUM BLACK HILLS POW WOW PROGRAMS, RAPID CITY • OCT. 5-7 BLACK HILLS CENTRAL RAILROAD, HILL CITY • OCT. 9-10 BLACK HILLS POW WOW & ART EXPO, RAPID CITY • OCT. 9 YMCA FUN RUN/WALK, KEYSTONE • OCT. 10 MT. RUSHMORE INT'L MARATHON, RAPID CITY • OCT. 11 NATIVE AMERICAN DAY CELEBRATION, CRAZY HORSE MEMORIAL OCT. 1-11 BLACK HILLS ARTISTS, GALLERIES & STUDIO TOUR, BLACK HILLS REGION • OCT. 1-11 SPEARFISH CANYON & PETER NORBECK SCENIC DRIVES PLUS 5 NATIONAL PARKS

OCTOBER 1-11, 1999

BLACK HILLS & SOUTH DAKOTA

For more information, call Black Hills, Badlands & Lakes Association at 605/355-3600.
 SPECIAL THANKS TO BLACK HILLS CORPORATION & ITS SUBSIDIARIES FOR MAKING THIS ADVERTISEMENT POSSIBLE.

INVITATION

BLACK HILLS AUTUMN EXPEDITION

*A Cross-Marketing Venture featuring
Black Hills Events, Activities and Destinations*

You are invited to attend a
PRESS CONFERENCE

Friday, May 7, 1999 at 2:00 p.m.

The Journey Museum Theater
Hosted by Black Hills Corporation
Refreshments will be served

Black Hills Central Railroad + Black Hills Central Reservations + Black Hills
Pow Wow Association + Crazy Horse Memorial + Custer County Chamber of
Commerce + Custer State Park + Deadwood Chamber of Commerce +
Heritage Village + Hot Springs Chamber of Commerce + Keystone Chamber
of Commerce + Mount Rushmore International Marathon + Rapid City Arts
Council + Spearfish Chamber of Commerce + The Journey Museum +

THE JOURNEY MUSEUM IS LOCATED AT 222 NEW YORK STREET, 1 1/2 BLOCKS EAST OF THE RUSHMORE PLAZA HOLIDAY INN, OFF 5TH STREET.



May 9, 1999

Journal photo/Pat Dobbs

Rapid City public works director of engineering and utilities Dan Bjerke points out fish in Canyon Lake to Sen. Tom Daschle Saturday as he and EPA Administrator Carol Browner, left, and state Environmental Secretary Nettie Myers walk through the park with Mayor Jim Shaw. State and federal officials attended the National Drinking Water Advisory Council meeting here during Clean Water Week.

state and local officials discussed how new regulations will affect small water systems, particularly in South Dakota.

Expanding or obtaining a new water source could cost \$1 million in Rapid City, said city water superintendent John Wagner. Ozonizing, a disinfecting treatment for water, could increase costs an additional \$5 million over the next six years. Major changes in the radon standards

valuation, the water of the quality is questionable. The water is high in radon, and people can't drink it. The water they drank years ago is not as good. "The area environment, but the water is not clean enough."

Tourism focuses on fall

■ Industry hopes to lengthen season through a series of autumn events.

By Dan Daly
 Journal Staff Writer

The first Black Hills tourist season was back in 1888 — and in 1889, the industry started trying to figure out how to make the season longer, Bill Honerkamp said with a chuckle.

"And we've been talking about it ever since," he said.

Honerkamp, president of the Black Hills, Badlands & Lakes Association regional tourism group, was only half joking.

Breaking out of the June-July-August tourist season has long been an industry goal. Events like the Buffalo Roundup in Custer State Park and the Mount Rushmore International Marathon have helped push the season into September and October.

Beginning this year, those events and others will be packaged into an 11-day visitor marathon called the Black Hills Autumn Expedition. The promotion will run Oct. 1 to Oct. 11. (See list.)

Organizers on Friday said the new campaign will give more promotional muscle than each event had alone.

Advertisements this year are running in an array of travel publications, said Michelle Lintz, executive director of the Rapid City Convention & Visitors Bureau.

Each ad will list the 800 number of Black Hills Central Reservations, she said. The visitor industry created the agency — another cross-promotional venture — to make it easy and inexpensive for travelers to book packages that include everything from airline tickets to hotel rooms.

Autumn Expedition events

Events and activities that will be promoted as part of the 11-day Black Hills Autumn Expedition:

- Oct. 1-2: Badger Clark Cowboy Poetry Gathering, Hot Springs.
- Oct. 1-3: Oktoberfest, Deadwood.
- Oct. 2-4: Custer State Park Arts Festival.
- Oct. 3: Buffalo Wallow Chili Cookoff, Custer State Park.
- Oct. 4: Buffalo Roundup, Custer State Park.
- Oct. 4-7: The Journey Museum Black Hills Pow Wow programs, Rapid City.
- Oct. 5-7: Black Hills Central Railroad, Hill City.
- Oct. 8-10: Black Hills Pow Wow & Art Expo, Rapid City.
- Oct. 9: YMCA Fun Run/Walk, Keystone.
- Oct. 10: Mount Rushmore International Marathon, Rapid City.
- Oct. 11: Native American Day Celebration, Crazy Horse Memorial.
- Oct. 1-11: Black Hills Artists, Galleries & Studio Tour, throughout the Black Hills.
- Oct. 1-11: Spearfish Canyon and Peter Norbeck Scenic Drives.

Expedition organizers also printed a splashy gold-and-black Black Hills Autumn Expedition brochure-poster. On one side, the brochure lists details about all of the events, and it folds out into an 18-inch poster on the other side.

Craig Pugsley, visitor services coordinator for Custer State Park, said the idea for the Autumn Expedition

grew out of a conversation he had with Jacci Bloom of the Black Hills Pow Wow Association. She told him the association was rescheduling its annual powwow to complement the park's popular buffalo roundup. She wondered if there would be any way to cross-promote the events.

"During the conversation, it became apparent that there were a number of other organizations that could be brought in, too," Pugsley said.

Before long there were 15 different tourism groups putting together the 11-day schedule of events, from a cowboy poetry gathering in Hot Springs to a tour of the fall colors in

Spearfish Canyon.

The idea is not so much to attract visitors for all 11 days, Pugsley said, but to persuade people to come out for some events or extend a vacation that already was planned.

On Friday, Black Hills Corp. and its subsidiaries Black Hills Fiber-Com and Black Hills Power & Light, donated \$10,000 to help promote the expedition events.

"We see the promotion as an opportunity for economic development, which also unites the Black Hills communities," said Mutch Users, marketing manager for Black Hills Power & Light.

Honerkamp noted that the so-called shoulder seasons — especially the fall — are increasingly important to South Dakota's visitor industry.

Last year, he estimated that visitors in September spent about \$30 million, compared with \$40 million in June. October visitor sales were a healthy \$22.9 million.

Honerkamp, too, noted that some of the old industry rivalries seem to be fading. Groups are willing to work together on things like Central Reservations and the Autumn Expedition.

"I think that's the key to success, and I think this will be a success," he said.



Black Hills Autumn Expedition

A joint marketing effort is underway to promote Fall events scheduled in Black Hills communities during October 1-11. This effort is directed at creating interest and building attendance at special events that in the past have been promoted on an individual basis. A joint marketing brochure and poster is under development that will be used to cross-promote all the events including the Black Hills Pow Wow, the Black Hills Mount Rushmore International Marathon, the Journey Museum, studio tours hosted by the Black Hills Artist Network, the Badger Clark Cowboy Poetry Gathering, the Buffalo Roundup, Arts Festival and Chill Cookoff, and Native American Day at Crazy Horse Memorial and more. The corporate sponsor for the brochure is Black Hills Power & Light. This is another great example of Black Hills communities working together to maximize our efforts in order to build a stronger tourism economy.

BLACK HILLS TRAVEL COUNCIL

Did you know that the Black Hills communities also joined hands this year to form a Black Hills Travel Council. By pooling our resources, the Black Hills region was able to attend more travel and vacation shows than ever before. With our first successful show season behind us, we are looking forward to continuing this effort as we evaluate the shows we participated in this year and research additional opportunities for next year.

COMING TO CUSTER

David Owen, President,
South Dakota
Chamber of Commerce & Industry

The purpose of the South Dakota Chamber of Commerce is to affect public policy so that business survival is a function of the marketplace not some edict from the capital. We stand in the seam between business and government.

If the Business Agenda is to have significance it must be based on a broad understanding of business needs, desires and concerns. The challenge is simple.

We can't learn what's needed by staying in Pierre. We need to get out of here!

It has been a long-standing tradition with the State Chamber to hold post-legislative meetings across the state in the months shortly following the legislative session. I just finished my first lobbying activities on behalf of South Dakota business and I'm looking forward to a discussion meeting to report to business people in the Custer area.

The purpose of the meeting will be to summarize the issues from the past session which will have an effect on the business community and to discuss issues which will be at the forefront of the summer interim study committees and the 2000 Legislature.

Topics will include taxes (inheritance tax, sales taxes, property taxes); special needs of manufacturers; tourism promotion and development; workers compensation; and any issue important to businesses in Custer.

A meeting with David Owen is scheduled for April 21 at noon at the Bavarian Restaurant. Lunch will be served for a \$5 charge.

START

OF

RETAKE

NEXT

DOCUMENT (S)

BEST IMAGE

POSSIBLE

Black Hills Autumn Expedition

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END

OF

RETAKE

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RAPID CITY ARTS COUNCIL
DAHL FINE ARTS CENTER
713 Seventh Street
Rapid City, SD 57701-3695

Phone: (605) 394-4101
Fax: (605) 394-6121
E-mail: rcac@tic.net

May 19, 1999

Karen Gundersen Olson
Black Hills Autumn Expedition/ Black Hills Artist Network

Mutch Usera
Black Hills Corporation
P.O. Box 1400
Rapid City, SD 57709

Dear Mutch:

On behalf of all the partners of the Black Hills Autumn Expedition, I would like to thank you and Black Hills Corporation, Black Hills Power & Light, and Black Hills FiberCom for your very generous donation of \$10,000. Your support of our cross-marketing endeavor made the development and printing of our first class brochure possible.

We are also very grateful that Black Hills Corporation, Black Hills Power & Light, and Black Hills FiberCom hosted our inaugural press conference. We felt it was successful and credit you and Barbara Thirstrup. Again, thank you.

Sincerely,



Karen Gundersen Olson
Black Hills Autumn Expedition/ Black Hills Artist Network

Black Hills Artist Network/Rapid City Arts Council
Black Hills Central Railroad
Black Hills Central Reservations
Black Hills Pow Wow Association
Crazy Horse Memorial
Custer County Chamber of Commerce
Custer State Park

Deadwood Chamber of Commerce
Heritage Village
Hot Springs Chamber of Commerce
Hot Springs Cowboy Poetry Galbering
Keystone Chamber of Commerce
Rapid City Convention & Visitors Bureau
Spearfish Chamber of Commerce
The Journey Museum

May 28, 1999

Dear Mutch,

Thank you for your support and assistance with the Autumn Expedition, the press conference, and everything. You and Black Hills Corporation made the difference when it came to launching this project.

Thanks,

John



SPEARFISH

CLANDED COUNCIL

P.O. Box 550

Spearfish, SD 57783

(605) 642-2626



Black Hills Pow Wow Association

P.O. Box 8131 • Rapid City, SD 57709 • (605) 341-0925

June 10, 1999

Julio "Nutch" Usera
Manager Marketing Services
Black Hills Power and Light Company
P.O. Box 1400
Rapid City, SD 57709-1400

Dear Mr. Usera,

The Black Hills PowWow Association would like to thank Black Hills Corporation, Black Hills Power and Light, and Black Hills Fiber Com for the \$10,000 contribution to the Marketing Coop venture that developed the brochure to cross-promote the "Autumn Exhibition". We are excited about the exposure that the brochure can do to help promote the Black Hills PowWow & Art Expo, October 8-10 and the other 12 events that are happening the first 11 days of October. With our change of dates for our event, our partnership with these other organization is a great way to help market our event.

Sincerely,

Stephanie Charging Eagle
President

Board Members

Dennis Worcester
Bey RunningBear
Melbert PrairieChicken
Ronnie Theisz
Joe LendsHisHorse
Nancy Ashley
Tom BadHeartBull
Beth Rypkema

Come Dance With Us



AREA CHAMBER OF COMMERCE

801 South 6th Street, Hot Springs, South Dakota 57747
(605) 745-4140 • 1-800-325-6991 • FAX (605) 745-5231

May 29, 1999

Black Hills Power & Light
Mutch Usera & Barb Thirstrup
P.O. Box 1400
Rapid City, SD 57709-1400

Dear Mutch and Barb,

Just wanted to drop a quick note to say a huge THANK YOU for all you have done to support the Black Hills Autumn Expedition. Your financial support, guidance, ideas, input and representation at the press conference were all tremendously appreciated.

We're so pleased with this regional cross-marketing concept, the teamwork that went into it and the resulting promotional pieces. We can't wait for October!

Once again - thanks to both of you and Black Hills Corp. for your support!

Sincerely,

A handwritten signature in black ink, appearing to read "Deb". The signature is stylized with a large, looped initial "D" and a smaller "eb" following it.

Deb Eiring
Director
Hot Springs Area Chamber of Commerce

BARTS & MITZ —

JUST A NOTE TO THANK-YOU
FOR YOUR PARTICIPATION IN THE
AUTUMN EXPEDITION! FIRST OFF —
IT'S A GREAT CONCEPT. SECONDLY —
IT REPRESENTS BH COMMUNITIES
WORKING TOGETHER!

AGAIN —
MY SINCEREST
THANKS.

Come see us ☺
BACK!

Sam Edmund

Friday, May 7, 1999

FOR IMMEDIATE RELEASE

Contact: Karen Gundersen Olson
Black Hills Autumn Expedition/Black Hills Artist Network
713 7th Street
Rapid City, SD 57701
(605) 394-4101

or

Lynda Clark
Black Hills Autumn Expedition/The Journey Museum
222 New York Street
Rapid City, SD 57701
(605) 394-6923

**HILLS AREA PARTNERS UNVEIL BLACK HILLS AUTUMN EXPEDITION,
A NEW JOINT-MARKETING PROMOTION**

"We are pleased to sponsor the Black Hills Autumn Expedition on behalf of Black Hills Corporation, Black Hills Power & Light, and Black Hills FiberCom," stated Mutch Usera, Marketing Manager of Black Hills Power & Light, during a press conference, Friday. "We see the promotion as an opportunity for economic development which also unites the Black Hills communities." Black Hills Autumn Expedition, a cooperative cross-marketing campaign for the fall tourism season, held a press conference May 7, 1999 at The Journey Museum. Combining the efforts of fifteen area entities, (including major tourism players from throughout the Black Hills) Black Hills Autumn Expedition seeks to increase visitorship to the Black Hills from October 1 through October 11, 1999.

Black Hills Artist Network/Rapid City Arts Council
Black Hills Central Railroad
Black Hills Central Reservations
Black Hills Pow Wow Association
Crazy Horse Memorial
Custer County Chamber of Commerce
Custer State Park
Deadwood Chamber of Commerce
Heritage Village
Hot Springs Chamber of Commerce
Hot Springs Cowboy Poetry Gathering
Keystone Chamber of Commerce
Rapid City Convention & Visitors Bureau
Spearfish Chamber of Commerce
The Journey Museum

-MORE-

Hosted, and sponsored in part, by Black Hills Corporation, the Black Hills Autumn Expedition press conference introduced this new cross-marketing campaign to area civic leaders and media. Speakers highlighted some of the events, activities, and destinations, involved in this heavy-duty project. "The Mt. Rushmore International Marathon is so eager to cross-promote with the other communities and events involved in the Autumn Expedition," stated Michelle Lintz of the Rapid City Convention and Visitors Bureau. "I don't think you can over promote any event. As a Convention and Visitors Bureau, we welcome increased exposure for the entire area, especially during one of our shoulder seasons."

The partners rolled out the new Black Hills Autumn Expedition brochure/poster, which is designed to attract high-end travelers to the Black Hills during the increasingly popular fall tourist season. Due to the unprecedented level of cooperation between organizations, Black Hills Autumn Expedition expects high-profile coverage in a number of regional tourism magazines. Black Hills Corporation's Barbara Thirstrup presented Black Hills Autumn Expedition partners with a \$10,000 check to market the project. Karen Gundersen Olson, Rapid City Arts Council, thanked Black Hills Corporation, Black Hills Power & Light, and Black Hills FiberCom for "their vision in recognizing the enormous benefit to tourism of this major marketing effort for the entire Black Hills region."

The idea for the Black Hills Autumn Expedition cross-marketing venture progressed out of conversations between the Black Hills Pow Wow Association's Jacci Bloom and Custer State Park's Craig Pugsley. With the rescheduling of the Black Hills Pow Wow to October, both agreed that a cooperative marketing effort between the Buffalo Round-up and the Pow Wow would be beneficial. They began inviting other organizations with October events to the table for meetings beginning January, 1999. The partnership steadily expanded as more Black Hills tourism organizations joined, working enthusiastically to grow one another's events. "We felt it was a great opportunity to cross-promote all the events and enhance the shoulder season" said Pugsley. Black Hills Corporation, Black Hills Power & Light, and Black Hills FiberCom generously assisted by funding the Black Hills Autumn Expedition brochure/poster. Barbara Thirstrup and Mutch Usera worked closely with the powerhouse marketing

partnership to make the project happen.

Dancers and drummers from the Black Hills Pow Wow Association performed. Representatives from South Dakota's congressional delegation and from the Governor's office attended. Black Hills Autumn Expedition partners shared samples of products available during their October events.

For more information, please contact Lynda Clark at the Journey Museum 394-6923, 222 New York Street, Rapid City.

-END-

[☆]
Rapid City



Star of the West

Black Hills Power & Light
Black Hills Construction
Black Hills FiberCom

On behalf of the Rapid City Convention & Visitors Bureau,
thank you for your contribution to the Black Hills Autumn
Expedition. Because marketing dollars are scarce,
particularly in smaller markets like ours, having the
ability to pool marketing funds regionally, especially with
companies such as yours is vital to our continued
success in the Black Hills tourism industry.
Thank you again!

Michelle Conroy

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Rapid City Journal

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Concrete firm plans move to Rapid City

By Dan Daly
Journal Staff Writer

A Minnesota company that makes concrete-fabricating equipment will move to Rapid City, Gov. Bill Janklow announced Thursday. The move could mean 50 new jobs here in the next two to three years.

American Concrete Products of Fergus Falls, Minn., plans to move its entire operation to Rapid City by next summer, company President Jim Lampy said. At least eight of its 15 workers will move with the company.

"We'd like to see them all move out here, but that's probably not going to happen," Lampy said. "We're basically going to build a business from scratch, so we need to hire (staff) in all the disciplines you can name."

American Concrete Products makes and refurbishes concrete mixers, molders, packagers and other equipment. It sells the equipment to makers of concrete blocks, culverts and other concrete products.

Eighty percent of the company's products are shipped out of the United States. In addition to selling new and remanufactured equipment, the company also sends its staff all over the world to do service work, Lampy said.

"We need all types of employees. We're kind of a heavy-metal manufacturing (firm), but we need management types and accounting people, everything that it takes to make a business run," he said. The company also will hire machinists, metal fabricators and laborers. "We'll do our training, and we intend to be at the top of the pay scale in Rapid City," he added.

Janklow said American Concrete Products pays \$10 to \$17 per hour, plus full benefits. The governor made the announcement during a luncheon speech to Rapid City business people Thursday. The governor said American Concrete Products would bring diversity to the Rapid City economy.

"Jim, it really gives me great pleasure as the governor of this state to ... let you know that you've just come to a state where profit is not a dirty word. You get to keep what you earn," Janklow told Lampy. The crowd of more than 300 people applauded.

Lampy said, "It's a difficult decision. We're leaving homes we've

Move: New jobs

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lived in all our lives. ... We're here because of the cliches — because of the great places and because of the great faces."

The company will invest \$1.5 million to build and equip a 25,000-square-foot building in South Creek Industrial Park. It should be ready by June or July.

Bob DeMerseman, president of the Rapid City Economic Development Partnership, said American Concrete Products is a good, well-paying company that requires skilled labor. He said the company

will hire students from Western Dakota Technical Institute's new machinist program.

This was Janklow's third Rapid City jobs announcement in little more than a month. On Nov. 2, he announced that Conseco Finance will add 500 jobs at its call center. On Nov. 29, he announced that SCI Systems Inc. will hire another 400 workers at its electronics plant.

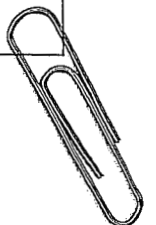
Janklow said a Rapid City businessman complained to him about losing workers to the new firms. Janklow told him that he believes a rising tide will lift all boats and that he will keep bringing new, better paying jobs to South Dakota.

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FRONTIERS

"FORGING OUR FUTURE"

Vision Document

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Long Range Plan for the Black Hills Region

January 1999