



2017 Economic Development Grant Report

Rapid City Are Economic Development Partnership Grant for Annual Meeting:

As a public/private partnership, BHE's \$5,000 investment in and \$1,000 sponsorship of the RCEDP was a vital component in our private sector investment into growing the Rapid City area economy. We were able to serve 21,605 people in 2017, which is a modest increase over 2016. Our assistance includes a host of economic development services including business attraction, business retention, workforce development, innovation/entrepreneurship, a revolving loan fund, providing deal flow for the City's grant fund, market information on demographics, education, healthcare, infrastructure, amenities, labor and real estate markets, and overall market intelligence, all of which we are able to provide to our clients free of charge due to the generous support of our private and public sector partners.

While our organization remains focused on our several areas of expertise, we also regularly resource referrals to other community entities and organizations that can help extend our reach (City, County, GOED, SBDC, BHCED, among others).

Spearfish Economic Development Grants:

In 2017, Spearfish Economic Development Corporation (SEDC) was awarded three grants through Black Hills Energy's Economic Development Grant Program:

"Connections" magazine ad - \$250 - Thanks to Black Hills Energy's support, SEDC was able to purchase a ½ page advertisement in the Spearfish Area Chamber of Commerce's "CONNECTIONS" magazine (3000 copies printed). This membership directory and relocation guide is a valuable tool for businesses, residents and consumers. The publication is sent to individuals seeking to relocate their homes or businesses to Spearfish, and is used as a workforce recruiting tool by local employers. SEDC's advertisement was geared toward workforce attraction and business recruitment.

SEDC website - \$3000 - Black Hills Energy also supported the launch of SEDC's newly designed and improved website. This contemporary and engaging new site is a vital component of our business recruitment and workforce attraction efforts. The targeted audience includes new and existing businesses, site selectors, real estate professionals, job seekers, SEDC members, public partners and the media.

SEDC Annual Meeting Sponsorship - \$1000 - Black Hills Energy helped sponsor this year's SEDC Annual Meeting which is the premier economic development event in our community. This event brings about 300 business, public and community leaders in attendance.

Lead Deadwood Development Corp.:

Scholarship to attend FabTech in 2017 - \$1,000 – BHE granted a \$1,000 scholarship for Lori Fredrich, Deadwood Lead Development Corp., to attend the 2017 FabTech Expo in Chicago, IL and represent the Rushmore Region and her community at the Black Hills Energy booth. The Expo is the largest metals work and welding manufacturing and design trade show in the USA. BHE supports ED executives from the BHE service area in promoting their community and region they reside. The scholarship supports the cost of the ED executive travel expense.

Sturgis Economic Development Corp (SEDC):

2017 Annual Meeting of Members - \$700.00 - 87 economic development partners attended our annual meeting. They received updates on economic development projects including industrial, residential and retail from the SEDC director. They also heard from the Sturgis City Mayor and Meade County Commission Chair regarding City and County economic development initiatives. All economic indicators continue on an upward trend, with no decline anticipated in 2018.

2017 Semi Annual Meeting of Members and Annual SEDC Board Retreat - \$350.00 - 57 economic development partners attended our semi-annual meeting. The purpose of this meeting was for our development partners to provide input to the Board prior to the Board's annual retreat. The next week, the SEDC Board incorporated those comments into their strategic planning discussion and created their Plan of Work for 2018. Their 2018 focus priorities are continued growth in retail, residential and industrial development.

Tuition for IEDC Annual Conference in Toronto, Canada - \$1,000 - This grant covered one-third of the costs SDEC Executive Director to attend the International Economic Development Council's annual meeting. The City of Sturgis, in partnership with SEDC, received the gold award for Excellence in Economic Development resulting from multi-year recovery efforts following 2013's Storm Atlas. While at the conference, the SEDC director was able to attend continuing education seminars on economic development issues.

Rushmore Region Alliance:

In 2017, Black Hills Community Economic Development's Rushmore Region Alliance Committee was granted an award of \$3,000 in order to further the group's marketing efforts. The grant dollars were used to fund the update of the www.rushmoreregion.com website that is used to market to site selectors and provide economic, demographic, and business information on the six-county area that encompasses the Black Hills.

Southern Hills Economic Development Corp (SHEDCO):

Workforce Housing Grant - \$5,000 - The funds from BHE were used to further our housing development project which is much needed. Since the influx of the call center employees at the VA we have had a critical shortage of workforce housing. The funds have enabled us to identify properties, contact developers and discuss our needs as well as theirs, and to determine

infrastructure needs as well as how they will be addressed. Aside from the housing study we also completed a study to determine "how much house" is affordable by various sectors of the community and who can provide those floor plans at an appropriate margin.

Operation Support - \$5,000 – SHEDCO received funds from BHE to support their operations in 2017 as the City of Hot Springs declined funding support which placed SHEDCO in need for additional funding to continue its operations. This allowed SHEDCO to pay staff in order to maintain momentum in projects that include: regional and national marketing efforts, website operation, workforce housing, industrial park planning and business partnership opportunities.

SHEDCO Community Economic Development Annual Meeting - \$1,000 - SHEDCO holds an annual meeting in the first quarter of each year which presents year-end updates of activities that were conducted by SHEDCO. The meeting brings about 80-100 private and public stakeholders to learn about SHEDCO mission and projects each year.

SHEDCO Annual Economic Development Banquet - \$500 – Black Hills Energy sponsors the SHEDCO annual economic development banquet as this event brought about 100 community businesses, government agencies and entrepreneurs together to celebrate the success of the Southern Hills communities in 2017. The event was held in Hot Springs.

Southern Hills Future Foundation - \$15,000 – Southern Hills Future Foundation (SHFF) was formed in 2016 with the support of key businesses (funding and leadership) to help the operation of the organization. Black Hills Energy contributed to Southern Hills Future Foundation along with other key businesses to support the mission of planning for any transition that may include the VA Hospital properties during future closing by the Dept. of the Interior. The organization will also focus on development and support opportunities that involved preservation of historic buildings in the Southern Hills region. As a partner in SHFF, BHE is represented on the SHFF board of directors.

Custer Area Chamber of Commerce:

Custer Area Chamber of Commerce - \$1,000 – Black Hills Energy was one of several businesses that sponsored the Southern Hills area hospitality training which brings businesses from the hospitality field together to prepare businesses and employees for the tourism season in 2017. This has been a success due to the planning of the Custer Chamber in partnership with the Hills City and Keystone Chamber of Commerce.

Custer Economic Development Corp:

Custer Community Re-assessment Project - \$2,500 – The Community Re-assessment project was used to research what we have accomplished since 2010 and in helping us to determine what is next. We coordinated a SHEDS (Southern Hills Economic Development Summit) in March 2, 2018. We had 18 people attend representing Custer, Hill City, Keystone, Hot Springs & Edgemont (Hermosa could not get anyone to attend, however discussion with some of the community leaders yesterday excites me that they are setting up an ED group in the community).

to be able to play in the sandbox with the rest of the Southern Hills). The GOED had several in attendance via Lori Frederick and 3 from Dakota Resources; Kristi Wagner facilitated. By the end of the 4 hour session, one who was there “because he was told to be” commented, “When do we meet again, this was awesome!” Hot Springs volunteered for “we got next” TBD – probably August. Great discussion and breaking up of the “silos” of info into “planer information” available to all. Grant funds also paid for the space rental (Pine Room @ Custer County Annex), Dakota Resources facilitation contract, beverages and other supplies.

City of Sturgis:

Sturgis Mayor Ride - \$3,500 – The Sturgis Annual Mayor Ride kick off the Sturgis Motorcycle Rally. During 2017 there were over 300 in attendance for this event which bring motorcycle enthusiasts from across the globe to learn about the beauty of the Black Hills and what the region has to offer. The city of Sturgis also use this event as an opportunity to promote economic development through presentations and material presented during the luncheon. Finally, it is also used to raise funds for the Sturgis volunteer fire department. BHE participates in the ride as ambassadors to the Black Hills region.

Black Hills Badlands & Lakes Association:

Black Hills Badlands & Lakes (BHB&L) Annual Meeting & Conference - \$500 – Tourism is South Dakota 2nd largest industry. BHE funds were used for BHB&L annual meeting and conference to support the noon luncheon key note speaker. The event is held in Rapid City with over 250 businesses and public agencies sharing best business practices, reporting on the economic impact tourism has presented in the past year, sharing the 2018 marketing plan for this economic development industry.

Black Hills State University:

BHSU School of Business - \$2,500 – BHE has granted funds to support the BHSU School of Business Advisory Board. The funds are being used to support meetings of the School of Business Student Advisory Board as well as faculty meetings, and was also used to pay for some expenses associated with the visit of our AACSB Peer Review Team (PRT) on their pre-visit here in March. For the most part, the money went to food & beverage - coffee/snacks for meetings, and meals during the PRT visit. BHE has a representative serving on this advisory board.