

77N-77N

In the Matter of — IN THE MATTER OF THE FILING BY  
MIDAMERICAN ENERGY COMPANY  
FOR APPROVAL OF ITS 2001  
ECONOMIC DEVELOPMENT REPORT  
AND ITS 2002 ECONOMIC  
DEVELOPMENT PLAN

Public Utilities Commission of the State of South Dakota

DATE	MEMORANDA
12/28 01	Filed and Docketed;
1/3 02	Weekly Filing;
5/14 02	Revised 2002 Economic Development Budget;
5/16 02	Order Approving 2001 Economic Development Report and 2002 Economic Development Plan.
5/16 02	Docket Closed.



MidAmerican Energy Company  
401 Douglas Street  
P.O. Box 778  
Sioux City, Iowa 51102  
(712) 277-2500 telephone

December 27, 2001

Ms. Debra Elofson  
Executive Director  
South Dakota Public Utilities Commission  
State Capitol Building  
500 East Capitol Avenue  
Pierre, SD 57501

RECEIVED

DEC 28 2001

SOUTH DAKOTA PUBLIC  
UTILITIES COMMISSION

Dear Ms. Elofson:

In accordance with Docket No. NG95-019, enclosed please find the original and 11 copies of MidAmerican Energy Company's report on 2001 economic development activities. Please file stamp one copy and return in the enclosed self-addressed stamped envelope.

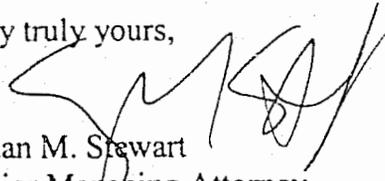
During 2001, our Company continued its commitment to economic development by working directly with and on behalf of communities in our South Dakota service territory. While the downturn in the national economy was felt by all of us, we are optimistic of recovery and look forward to continuing our partnership with state and community leaders.

Our 2001 economic development report is organized into seven sections, as shown in the table of contents. Our actual expenditures are found in the first section. Our 2002 proposed budget is found in the final section.

We respectfully request approval of our 2001 report and our 2002 economic development budget.

If you have any questions, please let me know.

Very truly yours,



Suzan M. Stewart  
Senior Managing Attorney  
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Sioux City, IA 51102  
[smstewart@midamerican.com](mailto:smstewart@midamerican.com)  
Voice: (712) 277-7587  
Fax: (712) 252-7396

Enc.

**SOUTH DAKOTA PUBLIC UTILITIES COMMISSION**

**MIDAMERICAN ENERGY COMPANY**

**SOUTH DAKOTA**

**Partners In  
Change....**

**Partners In  
Success**

**Report to the Commission**

**2001 Economic Development Activities**

**Proposed 2002 Budget for Economic Development Activities**

**December 27, 2001**

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MIDAMERICAN ENERGY COMPANY  
SOUTH DAKOTA  
2001 ECONOMIC DEVELOPMENT  
ACTUAL EXPENDITURES

Development Group Support

Forward Sioux Falls .....	\$12,000
Yankton Area Progressive Growth .....	3,000
Vermillion Development Co. ....	1,000
Sioux Falls Development Foundation .....	850
Minnehaha County Economic Development Association (MCEDA) .....	3,500
(Includes community development support for: Baltic, Brandon, Colton, Dell Rapids and Hartford)	
Lincoln County Economic Development Association (LCEDA) .....	3,500
(Includes community development support for: Beresford, Canton, Harrisburg, Lennox, Tea and Worthing)	

Individual Community Development Support:

Alcester Development Corp .....	\$200
Centerville Development Corp.....	200
Elk Point Gold Program .....	200
Flandreau Improvement Corp .....	200
Montrose Development Corp .....	200
North Sioux City Development Corp.....	200
Salem Development Corp .....	200

Program Subtotal .....

1,400

Economic Assistance Programs

Gold Community Achievement Awards Program .....	1,500
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Business Attraction Incentives

California marketing initiative with South Dakota Governor's Office of Economic Development (GOED) .....	3,500
Allocation of trade show expenses on behalf of South Dakota communities for Plastics USA and Fabtech .....	565
Marketing assistance for available industrial building at North Sioux City .....	1,322
Allocation of travel and associated expenses for MEC developers working with and/or on behalf of South Dakota communities .....	4,458

**TOTAL ACTUAL EXPENDITURES**

**\$36,595**

MIDAMERICAN ENERGY COMPANY  
SOUTH DAKOTA  
2001 ECONOMIC DEVELOPMENT  
ACTUAL EXPENDITURES

Proposed 2001 Budget

Allocation for 2001 ..... \$35,000

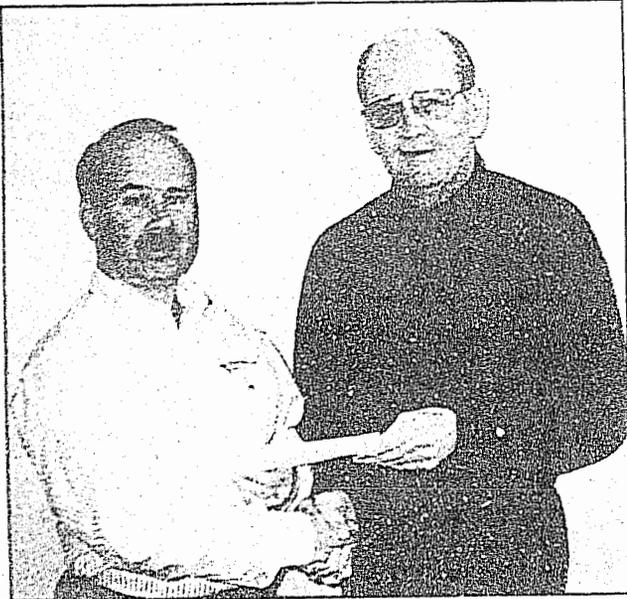
Request For Approval

Actual Economic Development Expenditures for 2001 ..... 36,595  
Less expenses incurred by MEC over and above Proposed Budget ..... ( 1,595)

**ACTUAL 2001 EXPENDITURES REQUESTED FOR SDPUC APPROVAL** \$35,000

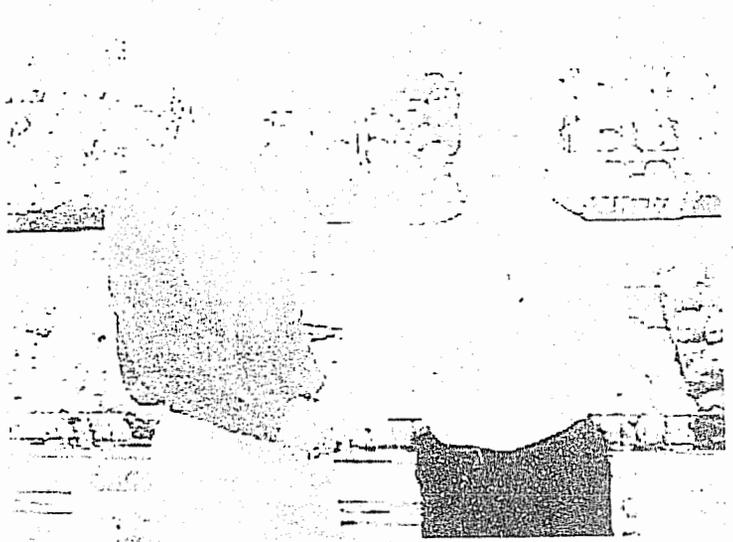
Thursday, November 15, 2001

## MidAmerican Energy contributes to Alcester Development Corp.



MidAmerican Energy Company recently made a \$200 contribution for the community development program in Alcester. "MidAmerican understands the prevalent need for program resources in rural South Dakota. We hope these funds will be utilized to identify and facilitate growth opportunities," said Mark Rodvold, Community Development Consultant for MidAmerican. Owen Buom (right), a member of the Alcester Development Corporation, is shown accepting the contribution from Mr. Rodvold.

## MidAmerican Energy Company donates to community development



Mike VerWey, Centerville Development Corporation, is shown accepting the contribution from Mr. Rodvold.

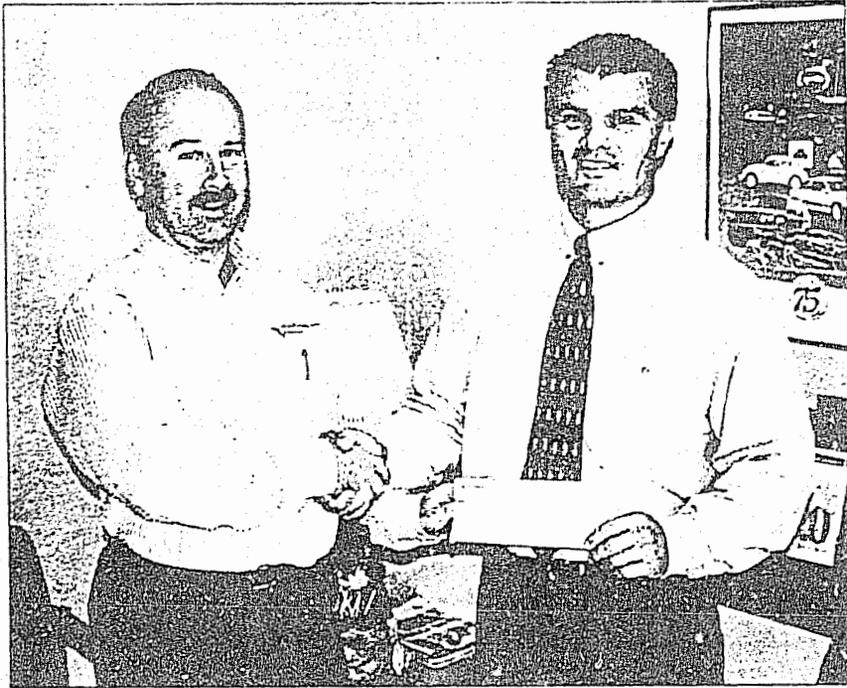
MidAmerican Energy Company recently made a \$200 contribution for the community development program in Centerville.

"MidAmerican understand the prevalent need for program resources in rural South Dakota. We hope these funds will be utilized to identify and facilitate growth opportunities," said Mark Rodvold, Community Development Consultant for MidAmerican.

### Salem Special - Thursday, November 8, 2001



MidAmerican Energy Company recently made a \$200 contribution for the community development program in Salem. "MidAmerican understands the prevalent need for program resources in rural South Dakota. We hope these funds will be utilized to identify and facilitate growth opportunities," said Mark Rodvold, Community Development Consultant for MidAmerican. Darwin Miiller, president of the Salem Development Corporation, is shown accepting the contribution from Mr. Rodvold.



## MidAmerican donates funds

Mark Rodvold, Community Development Consultant for MidAmerican Energy Company, recently presented \$200 contributions to community development programs in Elk Point and North Sioux City.

Rodvold, left, is pictured above presenting the donation to Brad Fowler, vice-president of the Elk Point Commercial Club. Below, Rodvold presented the donation to Sue Harlan, Executive Director of the North Sioux City Economic Development Corporation.

"MidAmerican understands the prevalent need for program resources in rural South Dakota. We hope these funds will be utilized to identify and facilitate growth opportunities," Rodvold said.



Montrose November 16, 2001

## MidAmerican gives Contribution



MidAmerican Energy Company recently made a \$200 contribution for the community development program in Montrose. "MidAmerican understands the prevalent need for program resources in rural South Dakota. We hope these funds will be utilized to identify and facilitate growth opportunities," said Mark Rodvold, Community Development Consultant for MidAmerican. Lenice Wingen (left) of the Montrose Improvement Corporation, is shown accepting the contribution from Mr. Rodvold.

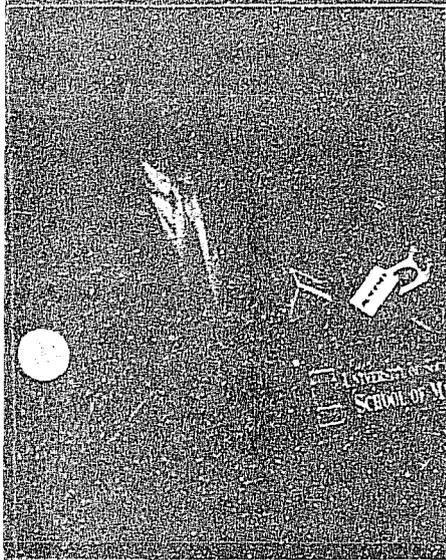
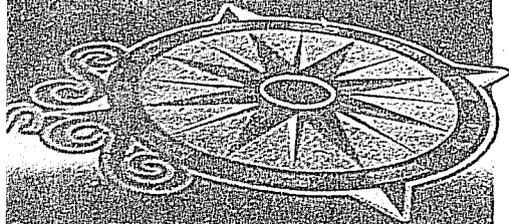
Moody Co. Enterprise, Flandreau, SD, Nov. 7, 2001



## FIC receives gift

MidAmerican Energy Company recently made a \$200 contribution for the community development program in Flandreau. "MidAmerican understands the prevalent need for program resources in rural South Dakota," said Mark Rodvold, Community Development Consultant for MidAmerican. "We hope these funds will be utilized to identify and facilitate growth opportunities." Arlyce Derdall, Flandreau Improvement Corporation, is shown accepting the contribution from Mr. Rodvold.

# Directions



A publication of the

**Sioux Falls**

**Development Foundation**

Volume 15, Number 5  
October - November, 2003

## Hematech relocates research laboratory to Sioux Falls

**B**uilding upon the increasing biotech presence in the Midwest, South Dakota Governor William J. Janklow and Hematech, LLC, a privately-held company pioneering the production of human antibodies in cattle, today announced that the Company will relocate its Kansas-based research laboratory and animal facilities to Sioux Falls, South Dakota.

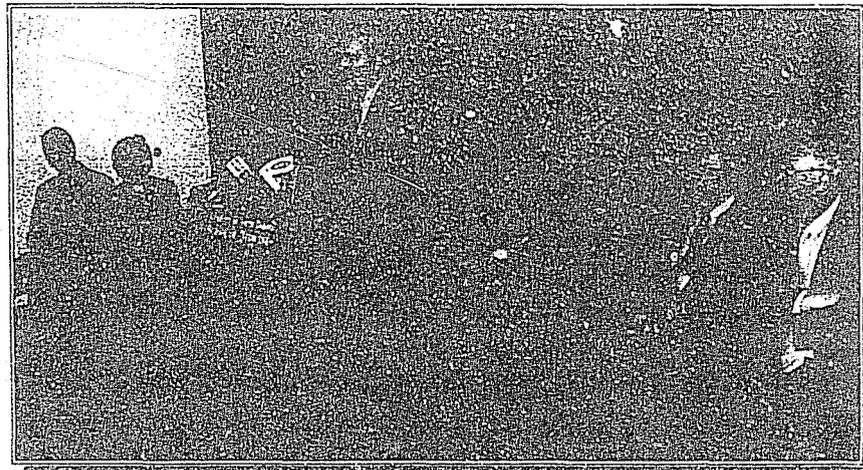
The Sioux Falls lab will be part of Hematech's national network of facilities developing novel production systems that will produce human antibodies to fight a wide variety of diseases including immune system disorders, cancer and AIDS. The lab will occupy space in the Tech III office facility south of the Empire Mall in Sioux Falls, and will initially employ 20 scientists and biotech technicians. Hematech expects that the Sioux Falls site will be ready for occupancy early in 2002.

"Hematech is one of the nation's biotechnology leaders," Janklow said. "This is a company with fabulous potential for helping to solve many of the medical problems of human beings and embarking on a new era of economic development for South Dakota."

"In our search for a new research facility, we evaluated regions from the Twin Cities to Omaha and found Sioux Falls to be the most desirable place for the expansion of our research operations. South Dakota is recognized as one of the nation's leading agricultural areas. Hematech plans to build upon the state's expertise in animal breeding and care to accelerate the development of our animal production systems," commented James M. Barton, CEO and a Director of Hematech. "In addition, we will have access to the state's world class universities and healthcare facilities. The city and state have an attractive business climate and a pool of highly-skilled scientific and biotech employees which will help us realize our full economic and scientific potential."

In addition to the Sioux Falls lab, Hematech has cell and molecular biology laboratories in Worcester, Massachusetts and corporate offices in Westport, Connecticut. The Company works extensively with Trans Ova Genetics at its Genetic Advancement Center in Sioux Center, Iowa. The proximity of Sioux Falls to the Trans Ova facility was another consideration in Hematech's decision to relocate the laboratory to South Dakota.

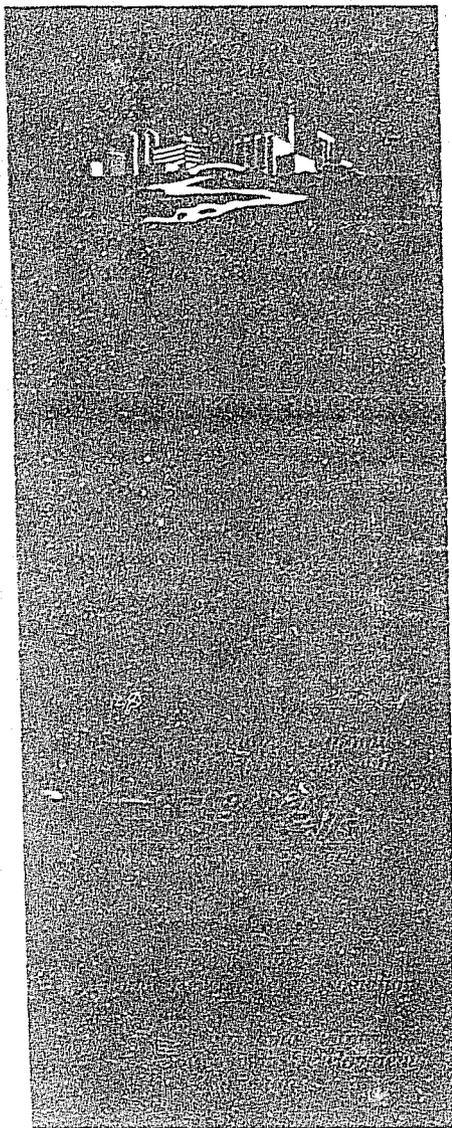
*Continued on page 2...*



*Hematech Chief Science Officer James Robl answered questions from the press following Governor Bill Janklow's announcement of the company's lab relocation.*

## Hematech *continued...*

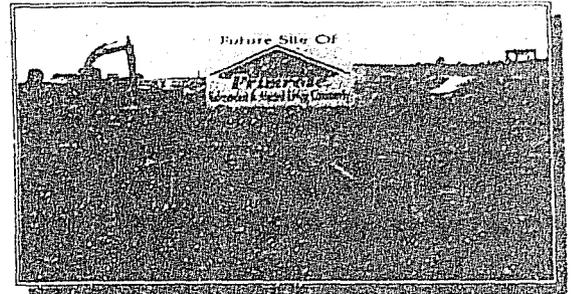
Hematech is a pioneer in the development and production of antibodies for therapeutic uses. Hematech's patented bovine transgenic technologies enable the Company to rapidly produce unlimited quantities of uniform, high affinity, fully human antibodies for a wide variety of disease targets. The Company's primary focus is on the production of targeted polyclonal antibodies used in the treatment of immune deficiencies and a wide variety of other diseases. Hematech is building a diversified portfolio of antibody products that the company will commercialize itself or through licensing arrangements with multiple pharmaceutical partners.



# Breaking Ground

## *Primrose builds retirement community*

Primrose of Sioux Falls will be a 76 unit retirement community consisting of independent and assisted living apartments with a large underground parking facility. The independent living apartments range from 860 to 1060 square feet for one and two bedroom units. Each features a spacious kitchen, balcony or patio, central air and private washer/dryer hook-ups. A central commons area will house a commercial kitchen with dining room, beauty salon, fitness center, library, computer room, lounge areas, chapel, ice cream parlor and elevator. The assisted living residences offer the security of 24 hour care and service for older adults who wish to have the privacy of an apartment. Primrose plans to employ 20 full and part-time workers and should open in late summer, 2002.



## *Habitat for Humanity to construct facility*

The Habitat Warehouse and ReStore will support the cause of affordable housing in the region with a multi-use facility. Included will be warehouse space for storing donated building materials and tools to be distributed for Habitat for Humanity projects throughout South Dakota, Iowa, Nebraska and Minnesota, a large shop and work area for indoor construction of housing components, a training room in which volunteers and others will receive training in house construction and maintenance and a retail sales store, ReStore, which will specialize in making used and surplus building or home improvement materials available to the general public. The facility is located in Sioux Empire Development Park III East.



## *USF rededicates historic campus building*

Glidden-Martin Memorial Hall on the University of Sioux Falls campus was originally completed in 1929 as a residence for 25 students on the upper stories, with offices on the main floor. Believed to be one of the last buildings in Sioux Falls to be constructed of Sioux quartzite, the hall has been named to the National Register of Historic Places. USF plans a \$1.5 million renovation of the hall, and the establishment of the Roger & Ruth Fredrickson School of Education and Center for Christian Thought. After renovation the hall will retain its historic name and will house the Education and Religious Studies departments and the offices of the American Baptist Church of the Dakotas.



# Workforce Development

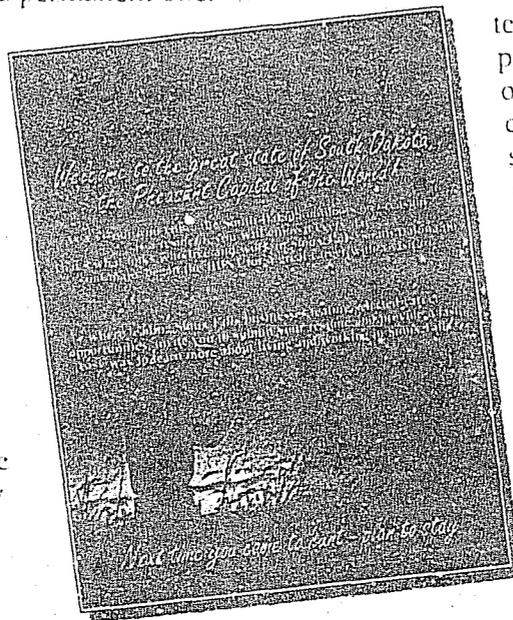
*Hunters get the message: Sioux Falls is a great place to live and work*

The opening weekend of pheasant hunting season brings thousands of out-of-state hunters to South Dakota—most of them passing through Sioux Falls on their way to rural communities and farm fields. This year's hunters were asked to consider making their connection to our state's outdoor activities a permanent one.

A colorful insert in the Argus Leader delivered to the communities in prime pheasant country west of Sioux Falls offered an invitation to hunters. The flyer, sponsored by the Sioux Falls Recruiting Cooperative, a group of 22 local employers seeking professionals, prominently displayed the [www.sfrc.com](http://www.sfrc.com) website address.

"Many of the hunters who flock into the state each fall are business executives and highly trained professionals," said Mary Medema, Workforce

Development Director. "Because they already have a connection to South Dakota and enjoy the lifestyle for one week a year, it's possible they would consider relocating here permanently, if they knew about all the career opportunities in Sioux Falls."



The SFRC website lists technology, sales and other professional positions currently offered by Recruiting Coop companies. Applicants can submit their résumés on-line, or contact the firm by e-mail for more information.

"We know that hunting and fishing is a powerful attraction," Medema said. "People who enjoy the great outdoors need to be reminded that they can have a wonderful life here in South Dakota year-round, thanks to the career options in Sioux Falls."

## Carlson Bank Financial Bank

...with Susan ...  
...state ...  
...Sioux Falls ...

South Dakota is a great state, a great business climate for banking, he said. Sioux Falls is full of good, solid citizens. From work with the corporate girls campaign for United Way, we go into a lot of businesses, and the CIBS are always a good help.



...and ...  
...could get a ...  
...this is a great ...  
...no matter where ...  
...being president ...  
...travelers ...  
...99 ...  
...companies ...

John and Susie have three children: Emily, 19, a sophomore at Augustana; Jennifer, 17, a student at Roosevelt High School; and John Jr., 12. His father's paternal name, Skeels, has traveled back to England and Scotland.

He is president of the Roosevelt Boosters Club and will earn the title of president boy in addition to his work with the Workforce Development Foundation and United Way. Keilna's job with Union Advancement

...for ...  
...years ...  
...years ...

...years ...  
...years ...

Sioux Falls  
Development  
Foundation

# President's Report

By Dan Scott

## Proving ourselves in a whole new world

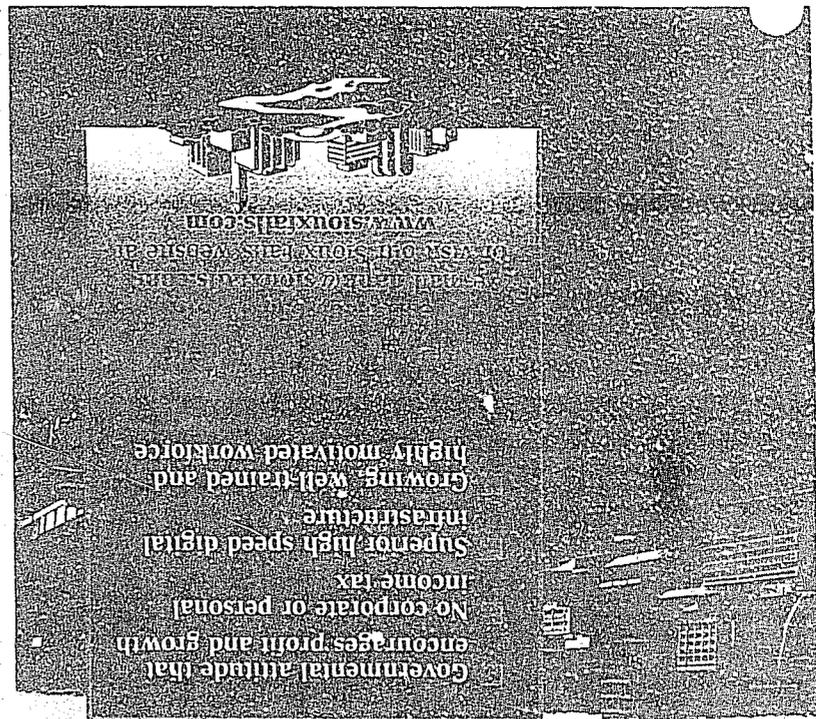
**T**remendous forces are at work on the American economy today. The shock and grief felt by the entire nation in the aftermath of September 11 have given way to the realization that things are very different now. In the way that we travel, in the way that we communicate and in the ways in which we work, it's a whole new world. Adapting to those changes is a challenge we will not escape in Sioux Falls.

In the past, our local economy has proven itself resistant to a number of factors which have negatively affected the nation and other communities and states in our region. This time, however, we can't avoid feeling the effects of today's reality. Things will improve—and Sioux Falls will bounce back better than ever. In the meantime, we have an opportunity to show just what we're made of here in Sioux Falls.

The success of the recent Forward Sioux Falls fundraising campaign has indicated the confidence business people have in the future of this community. The announcement that Hematech will locate a state-of-the-art biotech lab in Sioux Falls ushers in a whole new scientific era for this community. And construction activity is still strong in Sioux Falls.

We have shown that we know how to pull together to make things happen. Now we face another challenge, one which we will overcome together. We must redouble our efforts to promote Sioux Falls, to believe in our common future and to prepare for the days ahead. The indomitable spirit of America is being shown right now—let's show that Sioux Falls has the same spirit.

[www.siouxfallsdevelopment.com](http://www.siouxfallsdevelopment.com)



ADDRESS SERVICE REQUESTED

Sioux Falls, SD 57101  
P.O. Box 907

Development Foundation

Sioux Falls, South Dakota

BUSINESS ADDRESS

Sioux Falls  
Development  
Foundation

# Chairman's Report

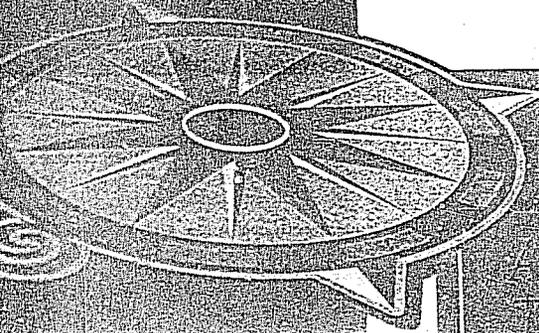
## Points of Pride

**W**e are very excited at the Development Foundation about the decision by Hematech to locate a research lab here in Sioux Falls. The company chose our community because of the strength of our medical community, the quality of our education system and the importance of animal science and ag research to our state. This could be just the start of an influx of biotech firms to Sioux Falls, as this critical industry discovers that this is the best place in America to live and work.

In spite of the blow to the US economy resulting from the tragedy of September 11, Sioux Falls is still having a solid year of construction and growth. Obviously, as President Dan Scott points out in his column in this issue, we will face challenges in the days and weeks ahead. But Sioux Falls will continue to grow and prosper as we have in the past. The Development Foundation is already working on a new marketing campaign for 2002, continuing to target companies in the Twin Cities market, along with biotech firms nationwide.

Please mark your calendars for an important date in December—the Sioux Falls Development Foundation annual meeting. The meeting is scheduled for Tuesday, December 11, and I hope to see you there.

By *Kelby  
Krabberhoff*



### MARK YOUR CALENDAR TODAY!

*Annual Meeting - Scheduled for December 11*

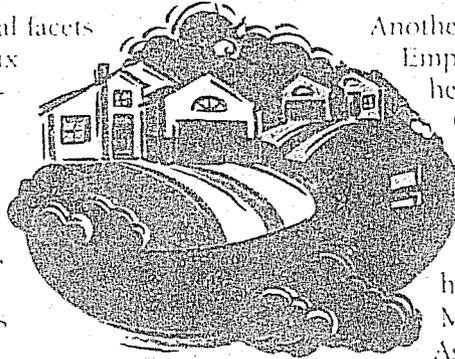
The annual meeting of the Sioux Falls Development Foundation will be held at the Sioux Falls Convention Center, Tuesday, December 11, from 7:00 a.m. to 5:00 p.m. with a pure business meeting beginning at 9:00 a.m. at Room 207. It is the theme of this year's event is:

It is a rare opportunity for business leaders to be recognized for their contributions to the Development Foundation in a relaxed, informal setting. The meeting will also feature the presentation of the Spirit of Sioux Falls Award, given annually to a person who has demonstrated leadership and commitment to the economic development and growth of our community.

You will be receiving an invitation to the meeting, but please mark your calendar **TODAY** for December 11! We look forward to seeing you there.

# Affordable housing initiative is making a difference

One of the most critical facets of the Forward Sioux Falls effort is affordable housing, and the organization leading the charge is the Sioux Empire Housing Partnership. At the group's recent annual meeting, SEHP was able to point with pride to a number of successes achieved during the past year.



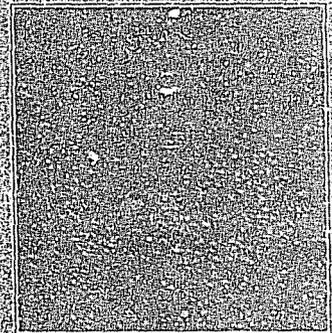
Another successful project of SEHP has been the Employer Mortgage Assistance Program, a project to help employees find affordable family housing. Over 50 homeowners have been placed through EMAP, a benefit to employers and their workers. In addition, the Education Center for Home Ownership has presented seminars for hundreds of potential home owners, and SEHP has been an active partner with the Lincoln and Minnehaha County Economic Development Associations in helping to address affordable housing needs in the communities of those counties. SEHP is really making a difference in our region!

Lacey Park has been an on-going success story for SEHP and Sioux Falls. Originally, more than 20 houses were donated by Avera McKennan and moved to land acquired from the Lacey family. Further development of the Lacey Park neighborhood is ongoing, as more homes are moved and built there.

In the Whittier Neighborhood Revitalization program, seven homes have been improved with SEHP assistance. Not only does this make a difference to the families who will occupy the houses there, it also helps to make the neighborhood itself a better place to live. A number of homes not directly involved in the revitalization project have been improved, as the Whittier area continues its facelift.

## SDSU student wins Spirit of Sioux Falls Scholarship

Jarrod Smart, a manufacturing engineering technology major at South Dakota State University in Brookings, is one of three area students to receive the 2001 Spirit of Sioux Falls Scholarship to



continue their post-secondary business education. Smart's post-secondary coursework has been structured around his interest in construction engineering. Following graduation, Smart plans to open his own business in Sioux Falls, working in the construction field and providing job opportunities to young people.

Smart is carrying a 4.0 grade point average. He has been active in residence hall activities, is a member of the Society of Manufacturing Engineers and Alpha Lambda Delta, the collegiate national honors society. Smart is a second and third grade Sunday school teacher, is a Power House set coordinator and a volunteer at the Banquet in Sioux Falls. He has worked as a building materials estimator at Menards and as a carpenter with Dennis Lewis Homes.

"My experience and interest in the building industry have connected with my education and shone light on my future goals," Smart said. "I think it is only right that any success I have is contributed back to the city that has given me so much."

## YESTERDAY IN SIOUX FALLS



### A new medical facility for the city

Purchased by the US government during World War II, the campus of Columbus College was dedicated as a veterans hospital in 1949. This aerial view from the early 1950s shows the newly completed construction on the hospital grounds. The original buildings at the former Catholic boys' school were constructed in 1921.



# Forward Sioux Falls IV

TAKING SUCCESS TO THE NEXT LEVEL

CAMPAIGN WRAP-UP, December, 2001

## FSF IV campaign reaches fundraising goal

### Investors pledge over \$6.1 million for five-year program

The fundraising campaign of Forward Sioux Falls IV has been successful, and the results once again show the confidence and progressive leadership of our business and professional community. According to Tom Everist, General Chairman of the fundraising campaign, Forward Sioux Falls IV has surpassed its basic \$5.5 million goal. The financial results are not yet final, with pledges still coming in, but as of December 1, 398 investors had pledged \$6,100,000 to the five-year economic development initiative. Additional investments and grants are being sought by Forward Sioux Falls leadership to secure the needed funding for the business accelerator project, as part of the technology initiative contained in the program.

"This measure of success indicates one thing," Everist said, "this community realizes the importance of continuing to move forward—and is willing to invest in that effort, showing confidence and belief in our future together."

Everist said that the fundraising victory was due entirely to the hard work of dozens of volunteers throughout the community, who gave freely of their time to make the fundraising effort an overwhelming success.

"I can't stress enough that this achievement occurred because people throughout the business community believed in Forward Sioux Falls IV from the very beginning," he said. "Our division



Tom Everist

exceeding the goal is proof of that!"

Campaign leadership included representatives of every element of the Sioux Falls business community. Division chairs were **Barry Martin**, Advance Division; **Jim Wilcox**, Leadership Division; **Bill Baker**, Pacesetter Division and **Dave Stadheim** and **Lynda Billars**, co-chairs for the Special Division. Forward Sioux Falls chair **Fred Slunceka** along with Development

chairpeople and every member of each team should be proud of themselves. Obviously, their enthusiasm for the program was communicated throughout the community—

Foundation chair **Kelby Krabbenhoft** and Sioux Falls Area Chamber of Commerce chair **Cathy Clark** were co-chairs of the Campaign Development Council. Also active in the campaign were Sioux Falls Development Foundation president **Dan Scott** and Chamber president **Evan Nolte**. The program is a joint venture of the Development Foundation and the Sioux Falls Area Chamber of Commerce.

The goals of Forward Sioux Falls IV include creating 8,000 new jobs through business development, increasing the workforce by 8,000 new workers, attracting technology based businesses through the establishment of a Technology Business Accelerator and Technology Park and enhancing the quality of life through such means as continuing to grow our affordable housing market.

"This expression of confidence on the part of our investors illustrates that our goals are clearly understood," Slunceka said, "and that this community wants to continue to move forward in this new century with a strong economy and an enhanced future for all our citizens."



Forward Sioux Falls chair Fred Slunceka speaks at the campaign's kick off breakfast.

*Our thanks to the business leaders who invested in the campaign and the volunteers who gave their time and talents.*

# Forward Sioux Falls IV Investors To Date

- A.G. Edwards & Sons, Inc.  
Akers Gifts & Collectibles  
Alick Properties  
Amdahl Construction  
American Electric  
American Family Insurance - Roger White  
Americold Logistics  
Andreas Development Co.  
Arby's Restaurant  
Architectural Roofing & Sheetmetal, Inc.  
Architecture Incorporated  
Argus Leader  
Wilson T. Asfora, MD, FRCSC, PC  
Associated Consulting Engineers, Inc.  
ATI Title Company  
Austad's Golf  
Avera McKennan Hospital & University Health Center  
AWE Financial Services and Insurance  
AXA Advisors  
B.H.I., Inc. - Full Service Contractor  
Baete-Forseth Inc.  
BANKFIRST  
Bartell Co. Real Estate  
Baumgartner's Electric, Inc.  
Bechtold & Anderson  
Beck & Hofer Construction, Inc.  
Beckman Construction, Inc.  
Bell, Inc.  
Bender Commercial Real Estate Services  
Benefit Claims Administration, Inc.  
Bierschbach Equipment & Supply  
Billion Automobile Companies  
Bluestem Capital Company, LLC  
Boomer's Place  
C. Michael Bortscheller, CPA  
Bowden Productions, Inc.  
Boyce, Murphy, McDowell & Greenfield  
Boyer Trucks Sioux Falls  
Boyt Investment Co.  
Brende & Schroeder Law Office, LLP  
Brooks Construction Services, Inc.  
Dick Brown  
Builders Supply Co.  
Dakota King dba Burger King  
Burns Moving & Storage  
Business Aviation Services  
Byrne Companies & VistaComm  
C.A. Rickert & Associates, Inc.  
Canfield Business Interiors  
CAPITAL Card Services, Inc.  
Carlson Distributing Co.  
Carlson Wagonlit Travel  
CCC Information Services, Inc.  
Century Business Products, Inc.  
CH Robinson Company  
Children's Care Hospital & School  
Children's Dental Center  
Children's Home Society of South Dakota  
Chip N Dale Coffee Co.  
Citigroup Foundation  
City Glass & Glazing, Inc.  
Clarke Companies  
Climate Systems, Inc.  
Clipper Jim's Hair Styling & Hair Replacement Center  
Coca-Cola Bottling Company  
Coldwell Banker GKR & Associates - Kim Smith  
Coldwell Banker GKR & Associates - Tim Gette  
Combined Building Specialties, Inc.  
Commercial Interior Decor, Inc.  
Component Manufacturing/Reaves Building Systems  
ComPro, Inc.  
Construction Products & Consultants  
Cornerstone Mortgage  
CorTrust Bank  
Crane & Fowler Investments, LLC  
Creative Croissants  
Creative Surfaces, Inc.  
Dacotah Bank  
Dakota Data Shred  
Dakota Kitchen & Bath, Inc.  
Dakota Riggers & Tool Supply, Inc.  
Dakota Surgical, Ltd.  
DAKOTACARE  
Danforth Meierhenry & Meierhenry  
Davenport, Evans, Hurwitz & Smith LLP  
Dean Foods North Central, Inc.  
Deerfield Branch First Midwest Bank  
DeJong Construction  
Design Tanks, Inc.  
DeWild Grant Reckert & Associates Co.  
The Diamond Room  
Ditch Witch of South Dakota, Inc.  
Dizco, Inc.  
Dougherty & Company LLC  
The Dunham Company  
Dynamic Business Solutions  
Eagle Design - Build, LLC  
Edward Jones - Bryan K. Person  
Edward Jones - Dennis Wiczorek  
Egger Steel Co.  
EideBailly, LLP  
Electric Construction Company  
Electric Supply Co., Inc.  
Ellenbecker & Weisbecker, DDS PC - South Western Dental  
Elliott & Andersen Floor Covering  
ERA Associates Realty, LLC - Jay Zea  
The Evangelical Lutheran Good Samaritan Society  
Henry Evans, Attorney at Law  
L.G. Everist, Inc.  
F & M Bank  
Family Dental Center  
Family Practice Physicians  
Fannie Mae  
Farmers Insurance Group/Karsky Agency  
Fiegen Construction Co.  
Dennis Finke Construction  
Fireplace Professionals, Inc.  
First American Bank & Trust  
First Dakota Title  
First Investment Center  
The First National Bank in Sioux Falls  
First PREMIER Bank  
First Rate Excavate, Inc.  
First Savings Bank  
FleetCare, Inc.  
Flynn Outdoor Advertising  
Fox Drywall & Plastering, Inc.  
Friessen Construction, Inc.  
Frisbees, Inc.  
Gabriel-Martin, Inc.  
Gage Brothers Concrete Products, Inc.  
Garry Associates  
Ken Gaspar  
General Business Services  
Geotek Engineering & Testing Services, Inc.  
Getty Abstract - Midwest Title  
Graff Roofing, Inc.  
Graham Automotive  
Granite Accents  
Great Plains Zoo & Dellbridge Museum of Natural History  
Green Mill - Sioux Falls  
Gronlund Sayther Brunkow  
Group II Architects PA  
Guarantee Roofing of South Dakota, Inc.  
H & R Roofing of South Dakota, Inc.  
Hagen Commercial Real Estate  
Hagen, Wilka & Archer, PC  
Halberstadt's Men's Clothing  
Hander Inc. Plumbing & Heating  
Harms Oil  
Harold's Photo Centers  
Gil Haugan Construction  
Haugan Heating & Air Conditioning, Inc.  
Hauge Associates/Check-Mate  
Hayzlett & Associates, Inc.  
HDR Engineering  
Heart Hospital of South Dakota  
Heartland Glass Co.  
Hegg Companies, Inc.  
Hegg Realtors - Rhonda Ribstein-Newman  
Hegg Realtors - Rick Sawvell  
Hegg Realtors/Better Homes & Gardens  
Help-U-Sell Out West LLC  
Sylvia Henkin  
Herkin Schultz Communication Arts  
Henry Carlson Co.  
Henry Scholten & Co.  
Herc-U-Lift, Inc.  
High Performance Engineering, Inc.  
Hillyard Co.  
Hjellming Construction  
Holmes Murphy & Associates  
Home Builders Association of Sioux Falls  
Home Federal Savings Bank  
JW Horner Lumber Co.  
Kevin D. Horner, DDS  
Howalt-McDowell Insurance, Inc.  
Howe Heating & Plumbing, Inc.  
Howes Oil Company, Inc.  
Hy Vee, Inc.  
Inca's Mexican Restaurant  
Independent Representatives  
Institutions Services, Inc.  
Insurance Facilities, Inc.  
Interstate Office Products, Inc.  
J & L Harley-Davidson  
J. A. Samuelson Co.  
Jamison Advertising, Inc.  
Jans Corporation  
JDS Industries, Inc.  
Johnson, Eklund, Nicholson, Peterson  
Johnson Building/Sound Floor Systems  
Karl's TV, Audio & Appliances, Inc.  
Kaschmitter Appraisals, Inc.  
KELO-TV  
Key Real Estate  
Kilian Community College  
Joe & Jennifer Kirby Charitable Fund of the SF Area Community Foundation  
Kevin & Peggy Kirby Family Restricted Fund of the SF Area Community Foundation  
Dan & Arlene Kirby Family Restricted Fund of the SF Area Community Foundation  
Kitchens & Windows Unlimited

Klanderud, Montoya, Wuebben & Feehan, PC  
Koch Hazard Baltzer, Ltd.  
Kouri Insurance  
Kreisers, Inc.  
Kriens Construction Co.  
Krier & Blain, Inc.  
Krueger Excavating, Inc.  
KXRB-KKLS-KIKN Radio  
LaFollette, Jansa, Brandt, & Co., LLP  
Land Title Guaranty Co.  
Landscape Garden Centers  
Lawrence & Schiller, Inc.  
Leonard, Street and Deinard  
Lewis Drugs, Inc.  
LodgeNet Entertainment Corp.  
Lutheran Brotherhood  
Lynde Construction, Inc.  
M C & R Pools, Inc.  
M. J. Dalsin Co. of South Dakota, Inc.  
M.D. News Magazine  
Maguire Iron, Inc.  
Mailway Printers  
Main Ideas  
Maloney, Inc.  
Marquette Bank South Dakota, NA  
May, Johnson, Doyle & Becker PC  
McCrossan Boys Ranch  
The McDonald Team of HJN Real Estate  
McDonalds Restaurants  
McDowell-Rogers Realtors, LLC  
McGinnis and Company, LLP  
McGlädrey & Pullen, LLP  
McGreevy Clinic, LLP  
McKinney Allen & Associates  
McLeod USA  
Media One Advertising/Marketing  
Merrill Lynch First Financial Center  
Metzger Construction, Inc.  
Mid-Western Electric, Inc.  
MidAmerican Energy Company  
Midcontinent Communications  
Midland National Life Insurance  
Midland, Inc. dba Johnstone Supply  
Midwest Alarm Co., Inc.  
Midwest Line-X  
Midwestern Mechanical, Inc.  
Miller Sellers Heroux Architects, Inc.  
Minerva, Inc.  
Minnehaha County  
Minnwest Bank  
Monarch Sales Company, Inc.  
Mortgage Express, Inc.  
Multi-Cultural Center of Sioux Falls  
Dr. Dennis Murschel  
Musivend, Inc.  
Muth Electric, Inc.  
Nelson & Nelson, CPA LLP  
New York Life - John Kittelson  
New York Life Great Plains General Office  
NEXT, Incorporated  
J. Noonan & Co.  
Nordica Warehouses, Inc.  
North Central Heart Institute  
North Central Insurance Center, Inc.  
North Central Intercollegiate Athletic  
Conference  
NorthWestern Corporation  
Northwestern Mutual Financial Network -  
Tom Theobald, CLU  
Northwestern Mutual Life - Ralph J.  
Flanagan, LUTCF  
Nuclear Imaging, Ltd.

Office Interiors Custom Division/Total  
Document Destruction  
Olson & Associates Insurors, Inc.  
Gary G. Olson  
Olson Oil Co.  
Olympic Wall Systems, Inc.  
Ophthalmology Ltd.  
Optometric Clinic of Sioux Falls  
Orion Food Systems, Inc.  
Orthopedic Institute  
Overhead Door Company of Sioux Falls,  
Inc.  
Parker Transfer & Storage, Inc.  
Pediatric Dentistry, Inc.  
Peska Construction, Inc.  
Howard C. Peterson Jr., DDS  
Jim Pfeiffer, CPA  
Physicians Laboratory, Ltd.  
Pierre's Body Shop, Inc.  
Pinnacle Creative Services  
Plains Builders Exchange, Inc.  
Prairie Risings Construction Services, Inc.  
Precision Computer Systems, Inc.  
Priebe Insurance Agency, Inc.  
The Printing Center, Inc.  
Pat Prostrollo  
Proud Panda Antique Mall, Inc.  
RD Rogers Company dba Push Pedal Pull  
Qualified Presort Service, Inc.  
Qwest Corporation  
R & L Supply, Ltd.  
Ramkota Company  
Rau Financial Services, Inc.  
Raven Industries, Inc.  
Remodeling Specialists, Inc.  
The Rental Connection  
RISE, Inc.  
Rita's Custom Decor, Inc.  
RSArchitects  
Runge Enterprises, Inc.  
Sands Drywall, Inc.  
Sayre Associates, Inc.  
Scheeis Sport Shops, Inc.  
Schempp Heating & Air Conditioning, Inc.  
Schock Family Foundation  
Dr. Tricia Schwartz-River Ridge Spine &  
Rehabilitation  
Scott Lumber & Supply Co. - A Division of  
Lampert Yards, Inc.  
Scott's Limited  
SDN Communications  
Service First Federal Credit Union  
Shaykett Appraisal Co., Inc.  
Showcase Realty - Lynda Billars  
Showplace Wood Products, Inc.  
Signature Homes  
Sioux Empire Housing Partnership  
City of Sioux Falls  
Sioux Falls Auto Auction  
Sioux Falls Commercial, Inc.  
Sioux Falls Construction Company  
Sioux Falls Federal Credit Union  
Sioux Falls Ford, Inc.  
Sioux Falls Paint & Glass  
Sioux Falls Regional Airport Authority  
Sioux Pipe & Equipment Co., Inc.  
Sioux Printing, Inc.  
Sioux Valley Clinic  
Sioux Valley Hospitals & Health System in  
Sioux Falls  
Sioux Valley Southwestern Electric  
Cooperative, Inc.  
Siouxland Oral & Maxillofacial Surgery

Dr. Tracy J. Smith-River Ridge Spine &  
Rehabilitation  
Sodak Distributing Co.  
South Dakota Pork Producers Council  
Spader's KOA of Sioux Falls/Spader  
Camper Center  
Spektor Diamonds, Inc.  
Spherion workforce architects  
Spitznagel, Inc.  
Stan Houston Equipment Co., Inc.  
Starmark, Inc.  
State Farm Insurance - Aaron Smith  
Stencil Construction, Inc.  
Stockwell Engineers, Inc.  
Sturdevant's Auto Supply  
Sullivan, Inc.  
Sun Enterprises, Inc.  
Sunbelt Business Brokers  
NFCG; dba/Sunshine Food Markets  
Super Wash on Sycamore, Marion & 12th  
Sweetman Construction Co., Concrete  
Materials Co.  
Swift Contractors, Inc.  
Tel Drug, Inc.  
Tessier's, Inc.  
Thoms Company Commercial Investment  
Real Estate  
Thornton Carpets, Inc.  
Thurman & Thurman  
The Trane Co.  
Tri-State Security and Patrol Services, Inc.  
Tri-State Wholesale Flooring, Inc.  
Tru-Fit Golf  
TSP Group, Inc.  
Tunge Electric, Inc.  
Unclaimed Freight Furniture & Carpet  
University of Sioux Falls  
US Bank  
Valley Bank  
Van Buskirk Companies  
Variety Foods, Inc.  
Village Automotive  
Voyageur Asset Management, Inc.  
Walden Carpets, Inc.  
Warren Companies  
Wastequip TEEM  
Wausau Insurance Companies  
Wayne & Mary's Nutrition Center  
Wells Fargo Bank South Dakota, N.A.  
Western Surety Co./CNA Surety  
Wheatstem Realty & Auction, Inc.  
Williams Insurance Agency, Inc.  
The Winkels Group, Inc.  
Brian T. Wiswal, DDS  
Wollman Insurance Agency, Inc.  
Woods, Fuller, Shultz & Smith P.C.  
Workplace Technology Center  
X-Linx, Inc./X-Trux, Inc.  
Xcel Energy  
Anson Yeager  
Year Round Brown Tanning, Spas & Fitness  
Equipment  
Zanabroz, Inc.

*Our thanks to all the Forward  
Sioux Falls IV investors listed and  
those not yet listed at press time.  
Your participation helped to make  
the campaign a complete success  
and will ensure a better future for  
Sioux Falls.*

# Volunteers make the difference!

**F**orward Sioux Falls thanks all these business leaders who gave their time and their talents to the Forward Sioux Falls IV campaign, in addition to investing in our community's future.

Without individuals like these, success is impossible. With them, **anything** is possible!

## Joint Venture Management Committee



Fred Slunecka



Cathy Clark



Kelby Krabbenhoft



Linda Barker



Mark Benedetto



Dale Froehlich



Curtis Hage



Ronald Mielke



Evan Nolte



Dan Scott



Darwin Sletten



Dave Stadheim



Jim Wilcox

## Forward Sioux Falls IV Committees

### Campaign Development

#### Council Co-Chairs:

Fred Slunecka  
Kelby Krabbenhoft  
Cathy Clark

#### Campaign Chairman:

Tom Everist

#### Evaluation Committee:

Steve Kirby

#### Advance Division:

Barry Martin  
Steve Crim  
Merle Lewis  
Linda Barker  
Curt Hage  
Ron Mielke  
Charisse Oland  
Paul Van Bockern  
Darwin Sletten

### Leadership Division:

Jim Wilcox  
Terry Baloun  
Larry Toll  
Dennis Anderson  
Dana Dykhouse  
Ken Stork  
Wayne Rasmussen  
Ron Dake

### Pacesetter Division:

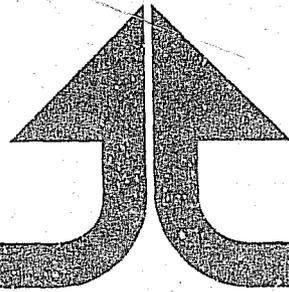
Bill Baker  
Jay Powell  
Kevin Kirby  
Steve Pate  
Arnold Garson  
Dave Fleck  
Becky Nelson  
Randy Bury  
Bill Marlette  
Tom McDowell  
Mark Shlanta

### Special Division:

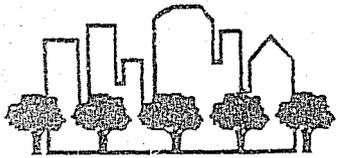
Dave Stadheim  
Lynda Billars  
Dave Rozenboom  
Jim Schmidt  
Jay Powell  
Brent Norgaard  
Dale Froehlich  
Tom Simmons  
Shelly Amundson  
Tom Shields  
Lyle Dabbert  
Tom Van Wyhe  
Bill Peters  
Linda Nissen  
Nancy Weber-Sweere  
Dale Thorpe  
Gary Molzen  
Bill Hegg  
Carl Wynja  
Julie Nelson  
Cathy Novak  
Barry Carter

Gary Junk  
Bernie DeWald  
Randy Doty  
Sheila Casioro  
Wendy Clark  
Cliff Highstreet  
Kerri Hammel  
Jim Gentiel  
Kim Smith

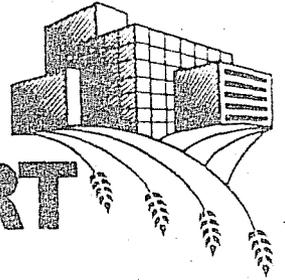
Members of several committees also volunteered to make calls during the telemarketing phase of the campaign. We thank all those who worked the phones for their exceptional effort!



# United for Progress



*Lincoln and Minnehaha County  
Economic Development Associations*



## 2001 ANNUAL REPORT

### Investors keep rural economic development strong

**B**ringing prosperity to the communities of Minnehaha and Lincoln counties involves several components. Without hard-working volunteer board members, decisions are left up in the air. Without expanding and relocating companies, economic growth is stifled. Without cooperation from city governments, deals don't go through. And without investors in MCEDA and LCEDA, rural economic development is practically impossible.

"Our investors provide more than the funding our organizations need," said Jeff Eckhoff, executive director of MCEDA and LCEDA. "Without the stability of their support and their broad-based interest in planned, orderly economic development, there would be no force to drive prosperity here."

The organizations, companies and communities which have invested in LCEDA and MCEDA cover the spectrum of commercial enterprise and civic responsibility in the two counties. From the first impetus by the Minnehaha County mayors' group to the eager sponsorship of new firms locating in our region, MCEDA and LCEDA have been recipients of a genuine understanding of the symbiotic relationship between the elements for growth.

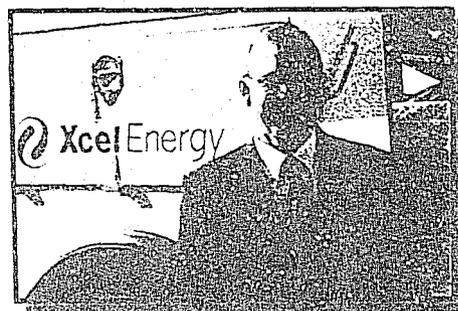
"We feel a strong sense of partnership with the organizations which promote economic develop-



*Gene Uher and Terry Cleberg, Home Federal Bank*

ment in both counties where we have bank locations," said Gene Uher, president of Home Federal Bank. "Not only are we partners with the businesses in those communities, but we also work to encourage the kind of economic development activities which make this area a great place to live and work. As investors in LCEDA and MCEDA, we help to make a difference."

Utility companies were among the first investors in the concept of rural economic development. These



*Jim Wilcox, Xcel Energy*

companies—and cooperatives—cover a large geographic area and have a tradition of being partners for progress.

"Helping to strengthen not only the communities to which Xcel Energy provides service, but also the families who live in those communities has always been one of our priorities," said Jim Wilcox, Xcel Energy's manager for government and regulatory affairs. "Good economic development requires partnerships among governments, businesses and financial institutions—by working together we can achieve more than we could on an individual basis."

Cooperation is second nature to the utility coops which have often been the messenger of progress to rural communities and families. That spirit of partnership and commitment to this region is still expressed by those companies, strong investors in MCEDA and LCEDA.

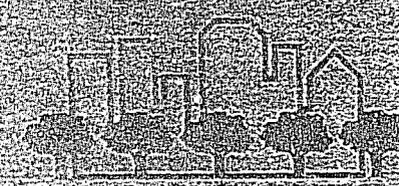
"We understand the necessity of growth in the counties we serve," said Linda Salmonson, East River Electric Cooperative. "Improving the quality of life for area residents has been our purpose from the beginning. By encouraging the economic success of new and expanding business, we help build the tax base and keep communities growing."

Investors are the backbone of both MCEDA and LCEDA. We acknowledge their investment and applaud their dedication to our common goal.

**Minnehaha County Economic Development Association Board of Directors 2000-2001**

- Mary Wrenn, MCEDA President, Crooks
- John Wick, Xcel Energy, MCEDA Vice President, At-Large
- Dennis Olson, MCEDA Secretary-Treasurer, Brandon
- Gary G. Geman, Sioux Valley, MCEDA Secretary, At-Large
- David Eck, Cotton
- Greg Sarnitz, Furbold
- Tom Johnson, Valley Sunnys
- John Giese, St. Paul, At-Large
- Mike Sarnitz, Rural, Mayor, at Large, Hartford
- Mike Wendland, Dalby
- Wen Wiese, Garretson
- Neil Christensen, Slieman
- John Zwaan, Minnehaha County Commission

**LCEDA and MCEDA**  
 in cooperation with the  
**Sioux Falls Development Foundation**  
 Training Center, 2008 North Falls Avenue  
 Sioux Falls, SD 57105  
 Phone: (605) 339-0102



**Lincoln County Economic Development Association Board of Directors 2000-2001**

- Fick Hempel, LCEDA President, Lennox
- Marshall Breder, LCEDA Vice President, Harrisburg
- Mary Thoen, Xcel Energy, LCEDA Secretary-Treasurer, At-Large
- Dan Cotton, Beresford
- Joel Dykstra, Canton
- Mike Konda, Worthing
- Todd Nelson, Southeastern Electric Cooperative, At-Large
- Jason Pfitzer, Tea
- Mark Rodvold, MidAmerican Energy Company, At-Large

## MCEDA President's Message

In this first year of the new millennium, we have more reasons than ever to be thankful that we live here. Minnehaha County, strong in the essential values of our prairie pioneer forefathers, has continued to affirm the goal of sound economic development and business growth in the face of international turmoil. We have built partnerships which are making our goals possible.



Our partnership with the Sioux Falls Development Foundation continues, with shared leads and a common goal of regional prosperity. With our neighbors in the Lincoln County Economic Development Association, we have created a solid marketing program. We are also linked to the Governor's Office of Economic Development, building a network for prosperity which begins on the local level and extends to the Governor's mansion.

Tying this economic development network together for us is executive director Jeff Eckhoff. His expertise and professionalism are a solid factor in our success. Add to that the work of our volunteer board of directors, and you have a team that can accomplish great things for Minnehaha County and our region.



## LCEDA President's Message

The past year has shown us again that partnership brings prosperity. The partnerships we have forged with the Sioux Falls Development Foundation and with the Minnehaha County Economic Development Association have brought increased visibility and solid results, as evidenced by the completion of the Slumberland facility in Beresford. Our combined communications plan continued with a successful newsletter, monthly newspaper columns and our colorful two-county brochure.



Housing construction was again strong throughout the county, and the communities which comprise LCEDA continued to show strong growth. As our cover story shows, we are grateful to our investors, without whom our work would be difficult, if not impossible.

We express our thanks to the communities, financial institutions and utility companies who help make economic development work in our counties. Along with the dedicated and committed members of our volunteer board and our hard-working executive director, Jeff Eckhoff, our investors are building a better tomorrow for our children and grandchildren right here in Lincoln County.



# Snapshots of Success in Minnehaha County

## BALTIC

During the year, 24 new residential lots for single family homes were approved in Baltic. The city annexed 40 acres and has fifteen acres of commercial land available on Highway 114. Water and wastewater system facility plans were completed, and a new carwash built. A total of 45 building permits were issued at a total valuation of \$891,871.

## BRANDON

The city of Brandon saw the construction of 81 new homes, six apartment buildings and five new commercial facilities. A new golf course club house was built and over \$14.5 million in building permits were issued in 2001, a total of 377 permits.

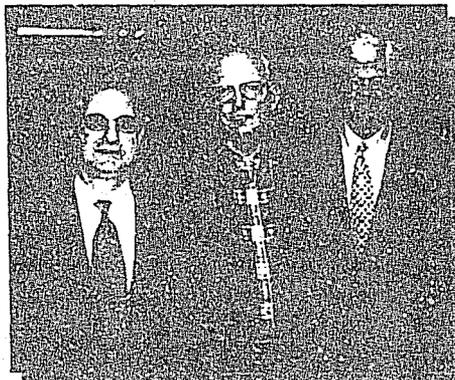
## COLTON

Colton received a \$325,000 grant to assist the city in hooking up to Minnehaha Community Water system. City hall was remodeled, a new city seal approved and a value-added ag business, utilizing soybeans, opened on Main Street. Activity for 2001 shows 28 building permits at a valuation of \$477,650.

## CROOKS

Crooks installed an auto-read system for water usage and received the donation of a two-acre site for the new community center. On the west side of town, a new development will eventually add 100 new homes. During 2001, 34 building permits were issued at a valuation of \$1.7 million.

*Standing, left to right: Mike Wendland, Don Johnson, Mike Schultz, Dennis Olson, Eric Krouse, Marv Wieman, Jim Clark. Jim Zweep and Carol Ackerman. Seated, left to right: Fay Beck, Owen Wiese and Pat Smith. Not pictured: Jim Jardine and Neil Winterton.*



*MCEDA officers left to right: Vice-President Jim Clark, Secretary-Treasurer Dennis Olson and President Marv Wieman.*

## GARRETSON

Garretson continues to grow with residential construction in 2001 bolstered by the building of a \$4.6 million addition to the Garretson Community School. Building permits for the year totaled 48 with a valuation of \$4.9 million.

## HARTFORD

In Hartford, 95 permits were issued, with a valuation of \$2.8 million during 2001. The wastewater treatment plant will be completed this winter, Tammen Oil brought 20 jobs to the community and the Hartford Building Center is under construction on the north end of town.

## HUMBOLDT

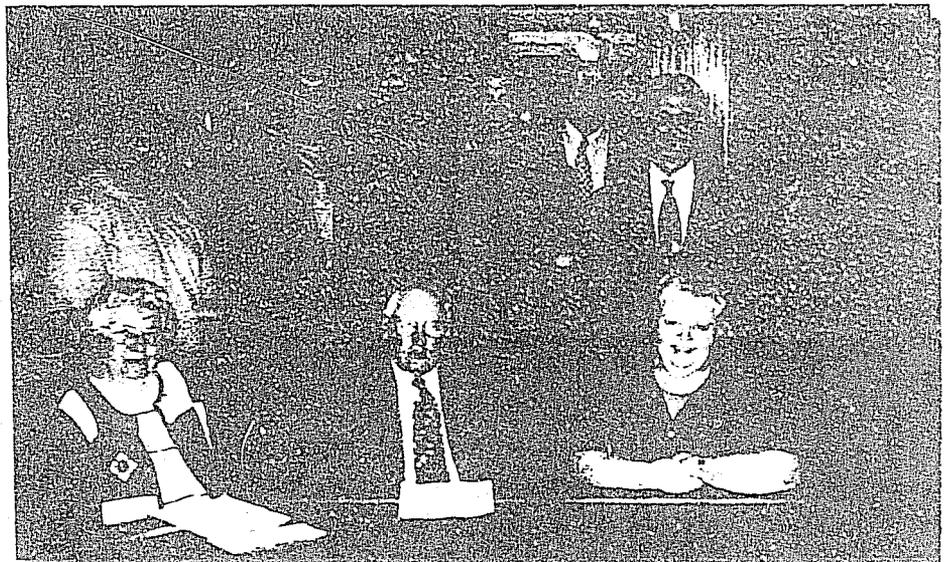
Humboldt has seen the construction of eight new single family residences during the past year, and one new commercial building, a fertilizer plant. Building lots for new homes are still available, and in 2001, 40 building permits were issued, at a valuation of \$934,928.

## SHERMAN

Sherman utilized Governor Janklow's "Spruce Up South Dakota" program to remove old fuel tanks from a former service station site in town. The smallest member of the MCEDA family of towns, Sherman issued three building permits in the past year.

## VALLEY SPRINGS

Valley Springs received a Small Community Development Grant to study present and future needs for water and wastewater usage. Construction is in progress on a four-plex apartment building, a project of the Valley Springs Housing Redevelopment Commission, scheduled for opening in February. During 2001, 46 building permits were issued, with a valuation of \$914,814.



# Executive Director's Report

## Strength through cooperation in a time of change

**E**ven before the tragedies of September 11, Minnehaha and Lincoln Counties were illustrating the essential American concept, "United we stand." More than ever before, we are reliant on each other as we move into a new era, during which we will be tested. But time and again the American heartland has been tested and always we have rallied, neighbor helping neighbor, **united for progress.**

During the past year, that cooperation has been demonstrated on a daily basis in our two counties. Working hand in hand with the Sioux Falls Development Foundation, LCEDA and MCEDA have taken steps that will create a positive impact on all the communities. In Minnehaha County, the MCEDA Revolving Loan Fund received a significant number inquiries and made two new loans totaling \$50,000. Two of the revolving loan fund's past loans were paid off during 2001, fueling opportunity for future businesses.

In 2001, 31 companies, representing nearly 2,400 new jobs, made inquiries about locating or expanding in our area. Minnehaha County received 17 of those inquiries and Lincoln County was the subject of 14 inquiries. One interesting fact about our activity in 2001 is that **larger companies**, representing a greater number of jobs each, expressed interest in locations in our two county area. In addition to significant commercial

construction and development last year, housing construction also remains strong throughout both counties.

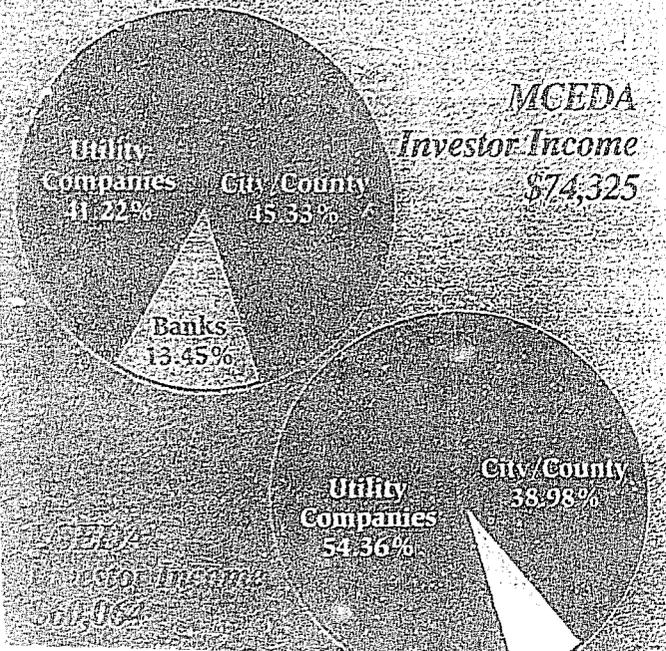
One of the most successful programs of our combined marketing effort has been the series of monthly columns about economic development which run in the weekly newspapers of both counties.

I can tell you that people are **talking** about economic development as a result of those articles. The positive feedback I receive as I meet with business people from every community has been fantastic. I thank you for your comments, but more importantly, I urge you to discuss the issues of economic development in your community with friends and neighbors. Dialogue helps development!

As we go forward into a new year, our organizations are strong, fiscally sound and joined in their enthusiasm to maintain a vital partnership. With the commitment to economic development expressed by our investors and our boards of directors, we face the challenges of 2002 with resolution and dedication, two organizations united for progress!

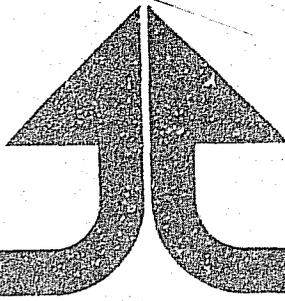


## Investor Income Apportionment



## Sales tax increases show consistent growth in both counties

Economic growth and strength is often reflected with an increase in sales tax collections. According to the South Dakota Department of Revenue, Business Tax Division, both Minnehaha and Lincoln counties showed sales tax increases for the past fiscal year. The state has posted FY2001 taxable sales numbers against 2000 showing a **\$11.4 million increase in Lincoln County** and a **\$31 million increase in Minnehaha County**. Those numbers give Minnehaha County a 35% increase in sales tax collections and Lincoln County a healthy 11.8% increase over last year. Leading Lincoln County was Beresford, with a 33% increase in 2001, while Crooks showed a whopping 45.6% increase in sales tax collections last year. "Construction and retail sales combine to create these numbers," said Jeff Eckhoff, executive director of the development organizations. "The important point to remember is that sales tax collections are a good indication of economic activity in our counties—and



# United for Progress

## *Lincoln County Economic Development Association*

Beresford Economic Development Corporation  
Canton Economic Development Corporation  
City of Canton  
City of Harrisburg  
City of Lennox  
Lennox Area Development Corporation  
City of Tea  
City of Worthing  
Lincoln County

Farmers State Bank, Canton  
First American Bank & Trust, Canton  
First Federal Bank, Beresford  
First Savings Bank, Beresford  
Home Federal Bank, Canton and Lennox  
Valley Exchange Bank, Lennox and Tea

East River Electric Cooperative  
McLeodUSA  
MidAmerican Energy Company  
North Lincoln Rural Water  
Southeastern Electric Cooperative  
South Lincoln Rural Water  
Xcel Energy

## *Minnehaha County Economic Development Association*

City of Baltic  
City of Brandon  
City of Colton  
City of Crooks  
City of Dell Rapids  
City of Garretson  
Hartford Area Development Corporation  
City of Humboldt  
City of Sherman  
City of Valley Springs  
Minnehaha County

Farmer's State Bank of Humboldt  
First National Bank of Garretson  
The First National Bank in Sioux Falls  
Home Federal Bank  
Security Bank  
US Bank

Baltic Telecom Cooperative  
East River Electric Cooperative  
McLeodUSA  
MidAmerican Energy Company  
Minnehaha Community Water Corporation  
SDN Communications  
Sioux Valley Southwestern Electric  
Sioux Valley Telephone  
Splitrock Telecom Cooperative  
Union Telephone  
WMW Cable TV Company  
Xcel Energy

*We wish to recognize the generous support of our investors who make our economic development*

# Pictures of Progress in Lincoln County

## BERESFORD

Beresford saw important upgrades to street and road infrastructure in 2001, with the \$1.8 million West 13th Street project, an asphalt walking path and the completion of the I-90 and Highway 46 overpass. Four housing units were begun by the Housing Redevelopment Commission and the Farmers Elevator added a 770,000 bushel outside bunker to their 5.2 million capacity. Beresford, with a population over 2,000, issued 49 building permits valued at \$1.4 million in 2001.



*Slumberland officially opened its new distribution center in Beresford.*

## CANTON

Canton, with a population of 3,250, continued to see growth in 2001 both in residential and industrial construction. A new fire and ambulance station is being constructed to provide better protection for area residents and work continued to redevelop the Canton depot as a museum and visitors center. Building permits in Canton for 2001 totaled 76 at a value of \$1.9 million.

## HARRISBURG

Harrisburg saw construction activity soar during 2001, with residential and commercial activity boosting building permits. Last year, 29 building permits, valued at \$1.1 million, were issued, while the community approved 40 permits in 2001 with a total value of \$9.4 million. Nearly



*ILCEDA officers Vice-President Marshall Drexler, Secretary-Treasurer Mary Thoen and President Dick Hempel.*

## LENNOX

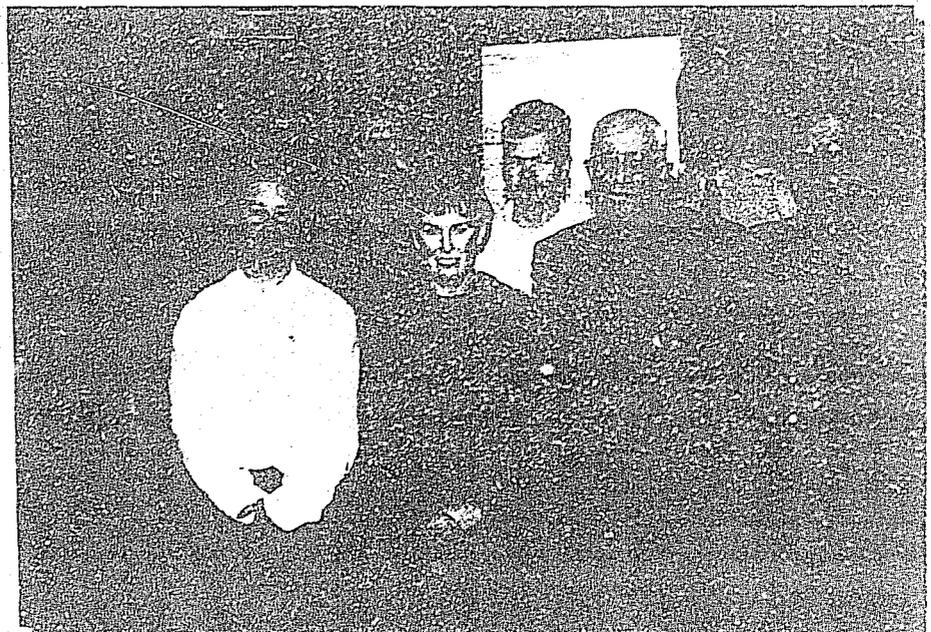
Lennox, with a population over 2,000, enhanced their parks with a new multi-facility building with restroom and showers to accommodate a new camping area. The city replaced five blocks of water main and over three blocks of sewer main. Support is also being given for the ethanol plant being constructed west of town. During the past year, 64 building permits, valued at \$848,265, were issued.

## TEA

Tea, with a current population of 1,850, saw the opening of a Get N Go convenience store, R&R liquor store and the Bodyworks gym in 2001. The city passed a \$1.1 million bond issue for an aquatics complex and park improvements and completed an 8,280 square foot maintenance building. 17.03 acres were annexed southwest of town for 40 single family lots and seven twin home lots. The building permit total for 2001 was 113, with a valuation of \$5.2 million.

## WORTHING

In Worthing, the past year saw the construction of 17 new houses in G&P development, and land was purchased for the addition of 60 new homes within the next five years. This community of 700 issued 20 building permits last year, with a total valuation of \$1.75 million.



*Lincoln County Economic Development Association board members, pictured left to right: Dan Cotton, Mike Konda, Mark Rodvold, Marshall Drexler, Mary Thoen, Jason Pfitzer.*

# County Perspectives

The newsletter of economic development in Lincoln and Minnehaha Counties

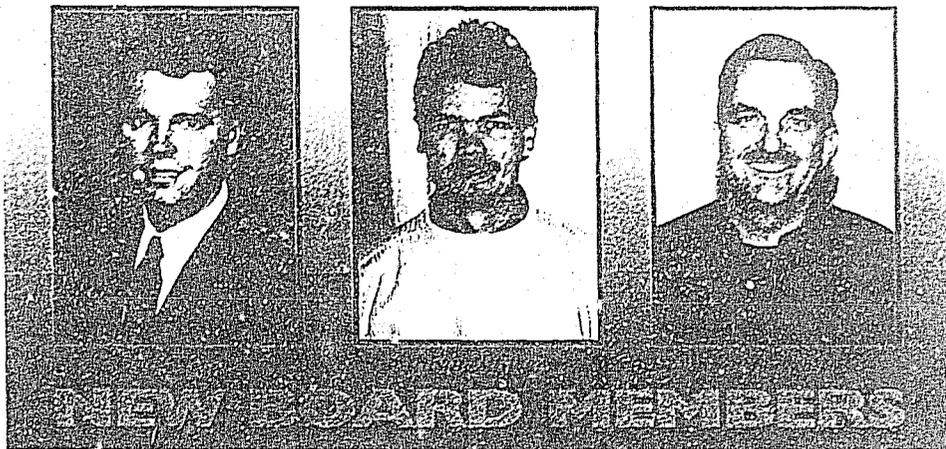
## New members join economic development boards

**R**ural economic development depends upon the involvement of individual volunteers who believe in making their communities better places to live and work. The boards of directors of the Minnehaha and Lincoln County Economic Development Associations are comprised of just such individuals. We are pleased to welcome three new members to those boards.

Business banker **Eric Krouse** joins the MCEDA board. Krouse, a native of Montrose, SD, graduated with an accounting degree from USD before joining a public accounting firm in Colorado Springs. After three years, he returned to South Dakota and joined the banking industry. Currently a Relationship Manager for US Bank in Sioux Falls, Krouse believes that MCEDA is important to the overall growth of our area. He and his wife, Stacy, reside in Sioux Falls.

**Jason Pfitzer** is an active member of the Tea city council as well as the Tea Economic Development Council. He joins the LCEDA board of directors with a keen understanding of the dynamics of growing smaller communities. An advertising and marketing professional since 1995, Pfitzer owns and operates an agency in Tea. He believes that towns in Lincoln County must develop employment opportunities for their growing populations and retain young people in their home communities.

A native of Canton, **Joel Dykstra** traveled the world before returning to his home state to work for value-added agriculture. After graduation from Oral Roberts University with a degree in Business



Management, Dykstra spent 19 years in oil exploration and production for a British company including five years in London and another five years in Italy. When the family decided to return to the states, Canton became home again. Now

executive director and CEO of South Dakota Ag Producer Ventures, Dykstra is working to maximize the commercial viability of the state's family farmers.



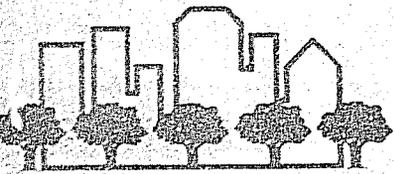
## HELP US HELP YOUR TOWN

Economic development and community planning can help build a better community in YOUR town—and we want to help.

Communication is often the key, and you can be part of the communication effort.

All of the articles and stories in *County Perspectives* are yours to reprint—in local newspapers, in company newsletters, or in regional magazines. In addition, we have an available series of columns by Executive Director Jeff Eckhoff on *Building Better Communities*.

Often the most vital groups in any community are the service organizations—Lions Clubs, Sertoma groups and community Jaycees. If your club or organization would like to hear the solid reasons for economic development, or wants an update on regional economic development activities, Jeff Eckhoff is available to speak. We can even arrange for one of the Governor's Office of Economic Development team to speak in your town. Just call Eckhoff at 605-339-0103 or e-mail [jeffe@siouxfalls.com](mailto:jeffe@siouxfalls.com).



**Lincoln County  
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LCEDA Vice-President, Harrisburg

Mary Thoen,  
LCEDA Secretary-Treasurer, At-Large

Dan Cotton, Beresford

Joel Dykstra, Canton

Virg Fodness, At-Large

Mike Konda, Worthing

Jason Pfitzer, Tea

Mark Rodvold, At-Large

Jim Schmidt,  
Lincoln County Commission

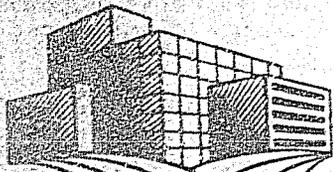
**County Perspectives**

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LCEDA and MCEDA

P.O. Box 907, Sioux Falls, SD 57101  
605-339-0103



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Eric Krouse, At-Large

Don Johnson, Valley Springs

Mike Schultz, Rural Mayors

Pat Smith, Hartford

Mike Wendland, Baltic

Owen Wiese, Garretson

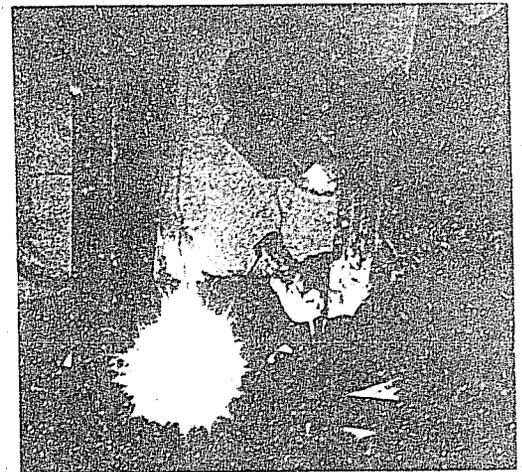
Neil Winterton, Sherman

**PARK PROFILE: Valley Springs Industrial Park**

One of the most important goals for any industrial park is having the land filled with thriving businesses—and that's just what Valley Springs can boast. According to Don Johnson, MCEDA board member and owner of the Valley Springs Body Shop, only one lot in the industrial park remains open, and that one is owned by a local businessman.

For the past twenty years, the Valley Springs park has added companies. Today six firms, including Jeremy Scadden Construction and TJ's Waste Oil Service, base their business out of the Valley Springs Industrial Park. Allen's Welding Shop was one of the first businesses to locate there, along with Parker Automotive Repair. A machine shop and a drainage service have also established themselves in the park.

The Valley Springs Industrial Park board is currently discussing the purchase of land contiguous to the community to expand the Valley Springs park offerings. They understand that having available land is often the determining factor in bringing new business to town.



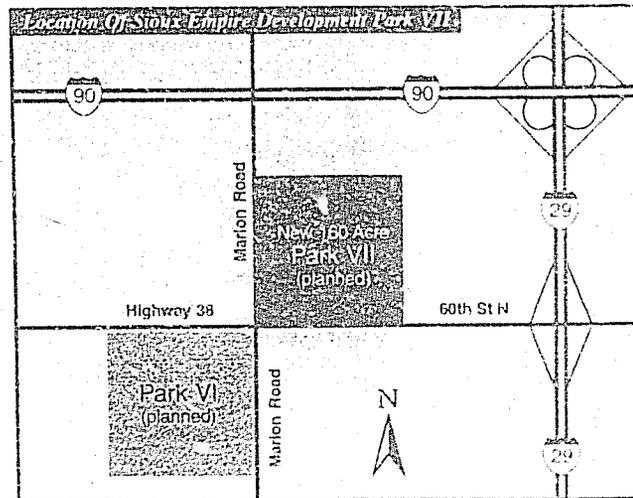
**New park planned for NW Sioux Falls**

The Sioux Falls Development Foundation recently purchased 160 acres of prime development property on the northeast corner of the Highway 38 and Marion Road intersection just south of Interstate 90. This land, contiguous to the planned Marion Road interchange off I-90, will become the seventh Sioux Empire Development Park, offering great opportunities in the fast-growing northwest corner of Sioux Falls.

"The best thing about this parcel of land is its potential," said Dan Scott, Sioux Falls Development Foundation president. "With the opening of Park VII, we also open a new corner of Sioux Falls for business growth. It's part of a balanced and well-planned expansion program for our community and the Sioux Falls Development Foundation."

Infrastructure developments will be the first step in making the new 160 acre park ready for business development, Scott said. A working timeline is being created to prepare Park VII for eventual occupancy.

"The Development Foundation has led the way in opening a new area of the city to business use," said Steve Metli, Sioux Falls planning director. "By expanding their available industrial park land to the northwest corner, they directly aid the city of Sioux Falls in our growth plan as well as creating an



# Resources are available to help regional firms



If your company is interested in recruiting new employees, or you know of a business interested in learning more about our area, your county economic development associations have resources to help.

"LCEDA and MCEDA have co-sponsored a beautiful color brochure which is a first-rate recruiting tool," said Jeff Eckhoff, executive director of the groups. "We have information packets, testimonials and listings of available sites which we'd be glad to mail to potential residents and new businesses."

If you have relatives who live in metro areas far away and have dreamed about coming back to the midwest — we can help. Suggest that your friends and relatives visit two key websites: [sfr.com](http://sfr.com) and [opportunities.com](http://opportunities.com). These websites provide area job connections, linking technical and professional people to new jobs in our region.

If you have a question regarding available MCEDA and LCEDA resources, call Jeff Eckhoff at 605-339-0103.



## BUSINESS PROFILE: *DTS, Inc., Tea*

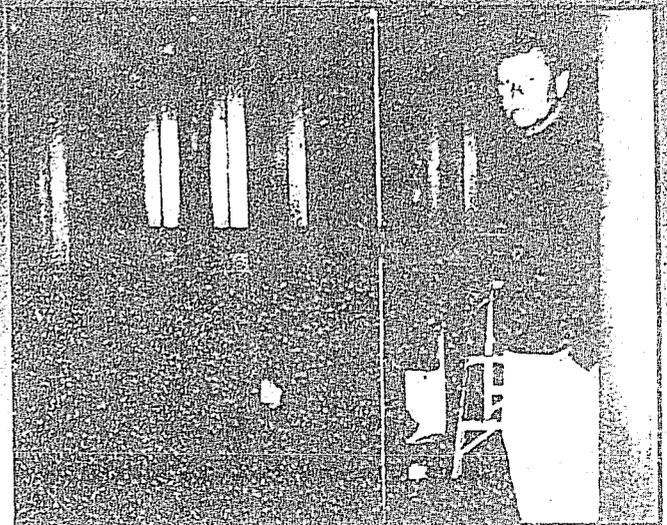
**T**he company proudly makes generator enclosures — a name you may not know — but many of them are used as a power source. DTS, Inc. of Tea is one of the nation's leading manufacturers of generator enclosures, the room-sized, fully weather-proof, sound-attenuated structures that house huge generators. These diesel-burning generators provide hospitals, government installations and power companies with emergency electrical power.

Walk into the production area at DTS and you notice enormous five-ton overhead cranes, lots of welders and piles of thick steel plate. You may see what looks like a small house being framed in with steel girders, or a big, flat steel tank being constructed on the floor of the plant. The finished product is a shiny, enameled building with security doors and solid hardware, into which is mounted a massive diesel generator, manufactured by Cummins, Caterpillar or Kohler.

"One of the most important things about our enclosures," Meyer, the company president, said, "is their location. Some of them will be sited on the top of a mountain—those have to be tough. Others will sit in residential neighborhoods near hospitals or corporate buildings. Those have to be quiet."

A unique sound baffling system innovated by a DTS engineer makes these roaring diesel monsters purr like kittens. A diesel generator can produce 120 to 130 decibels, but many cities require the generator noise level to be no greater than 55 decibels. A normal conversation between adults generates 70 decibels of ambient noise.

Still another unique feature of DTS generator enclosures are the double-walled, welded-steel diesel tanks which form the floor of the enclosures. In addition to the security of the double walls, a sensor is installed in the space between the inner tank and outer wall which provides early warning in the event of a fuel tank leak in the plant.



Tim Meyer stands just inside one his company's generator enclosures.

This high regard for environmental quality extends to the DTS plant itself. A heated floor provides a constantly comfortable temperature, while state of the art air exchangers whisk away the smoke and heat of dozens of welding operations. Glare curtains are strategically placed throughout the plant to prevent accidental flash burn or eye damage from someone else's welding project.

This fall will see the opening of a new 12,000 square foot addition to the Tea manufacturing facility, giving the company the space to work on and load the very largest of their constructions. The staff of over 50 will be increased by another six to eight people at that time, Meyer said.

From the Gulf War to Hurricane Hugo, DTS units have been tested by heat, wind, sun and rain. These sturdy steel structures, made in Tea, South Dakota, sit quietly in cities, on mountaintops and on tropical islands, waiting to be needed and ready to provide power at a moment's notice.

# County Perspectives

EXECUTIVE DIRECTOR'S CORNER: *By Jeff Eckhoff*

## Community development means saying "Yes," not "No!"

**N**o one wants his town to die. Most people want the community to grow and prosper, but a significant proportion of the population in every municipality, regardless of size, wants everything to remain the same. No growth, no progress, no change.

That's impossible, as most of us know. The only constant in today's world is **change**. We can choose to move forward, or we can watch the community slowly fade away. It's rarely a tough choice, yet people in our communities are not unanimous in supporting progress. We need to make these individuals understand that **positive, progressive attitudes** are the real key to community development—and survival.

Picking up a petition to halt growth after every city council meeting is **NOT** the way to grow a community. Arguing about the need for new residential construction, improved roads or new job opportunities won't make anyone's life better. And refusing to accept the idea of change and growth only polarizes the community, making the future a hazy goal.

There is such a thing as community self-esteem—the way a town **feels** about itself. If a municipality has an "Oh, we can't do that!" state of mind, the simple fact is that it can't. On the other hand, if everybody has a sense that anything is possible—then **anything is** possible.

I know, it sounds like a Pollyanna mentality, packed with messages about the power of positive thinking. And I know how difficult it is for everyone to think alike about the future of a community. But if we are aware of the importance of acceptance—of new people and new ideas—we can build better communities. And that should be the bottom line for all of us.



□ □ □

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County Perspectives

# County Perspectives

*The newsletter of economic development in Lincoln and Minnehaha Counties*

## When it comes to communications services, we've got the big cities beat

**M**odern communications is a maze of copper wires, fiber optic cables, satellite dishes, wireless antennae and computerized wizardry. For most of us, whether in business or residential use, the only thing we want to know is — will it work when I want it to? And in Lincoln and Minnehaha counties, the answer is a resounding YES, thanks to a variety of telecommunications and data transfer companies.

Conventional wisdom tells us that major metropolitan areas get better service from the internet, telephone and wireless communications industry. That's not the case, according to executives from SDN Communications, Sioux Valley Wireless and McLeodUSA. All agree that because of the communications infrastructure, through thousands of miles of copper wire and hundreds of miles of fiber optic cables and high-speed computer switching equipment throughout rural South Dakota, small towns in Minnehaha and Lincoln counties get better service than Chicago, LA or even Silicon Valley.

"Rural communities welcome us," said Brent Norgaard, general manager for McLeodUSA in Sioux Falls. "Because we offer a complete local and long distance telecommunications package for residential and business use and cable television options, plus high speed internet, we can bring new services to communities which have traditionally been under-served."

The package of McLeodUSA services being brought to rural communities includes technology unheard of a few years ago, including up to 45 megabits per second



*Don Snyders of Splitrock Telecom and Mark Shlanta of SDN.*

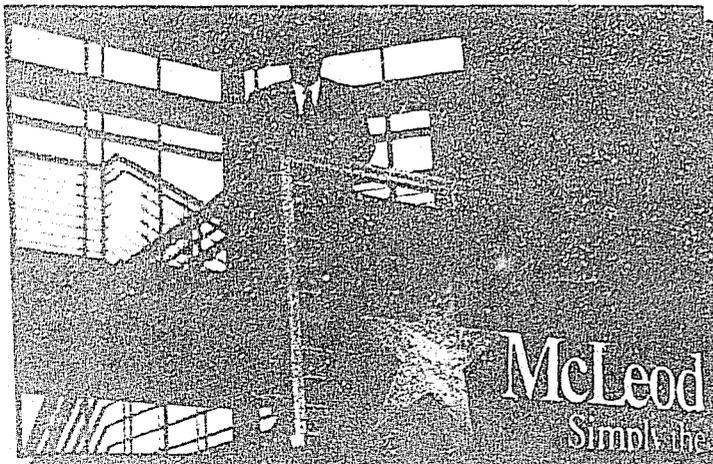
data transfer on dedicated internet lines. A T-1 line, often considered a business standard, offers a transfer rate of 1.5 megabits per second.

The construction of communications "backbones" has been a big priority for several businesses in South Dakota. SDN Communications, a company formed by independent telecom firms from one end of the state to the other, has a major east-west and north-south fiber optic backbone that gives its shareholder telecom companies state-of-the-art products for rural customers, according to Mark Shlanta, SDN's chief executive officer.

"We have levels of connectivity across any of our pipes that simply can't be duplicated elsewhere," Shlanta said. "There is no level of service available in Dallas, Denver, San Francisco — anywhere — that we can't provide, including data transfer, voice or video at the highest speeds that technology has to offer."

There's another element to the products offered by telecommunication companies in rural South Dakota. According to Don Snyders, general manager of Splitrock Telecom Cooperative, which provides service to such large users as EROS Data Center as well as DSL lines to residential subscribers, South Dakota telecoms are more customer friendly.

"Independent companies like ours are closer to the customer," Snyders said. "We're leading edge technology companies NOT driven by the bottom line, but by customer need. Our company along with 29 other



*Brent Norgaard in the McLeodUSA office complex in Sioux Falls.*

*Continued on pages 2 and 3...*

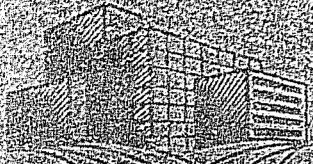


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- Joel Dykstra, Canton
- Ang Foones, At-Large
- Mike Ronds, Worthington
- Jason Pitzer, Tea
- Mark Rodvold, At-Large
- Jan Schmidt, Lincoln County Commission

**County Periodicals**

The *Journal of Economic Development* of Lincoln and Minnehaha Counties is published *four times* yearly by LCEDA and MCEDA.  
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- Ray Beck, Cotton
- Jan Jardine, Humboldt
- Edi Smith, At-Large
- Don Johnson, Valley Springs
- Mike Schultz, Rural Mayors
- Pat Smith, Backford
- Mike Wendland, Baltic
- Owen Waiser, Garrettson
- Neil Wenterton, Sherman
- Jim Zweep, Minnehaha County Commission

**Communications**

*Continued from page 1*

independent telecoms provide cable TV, high speed internet and telecommunication services to more than three quarters of the state, two thirds of all county seats and half of South Dakota school buildings."

One of the realities of that changing world is the need to deliver high-speed data and video to "the last mile," that section of connectivity not directly linked to the fiber optic backbone. In larger metropolitan areas, this level of service may be overlooked. In rural Minnehaha and Lincoln counties, service providers are dedicated to reaching their customers wherever they are. Through wire, fiber and wireless modes, many alternatives are available to the customer. One option is provided in this area by Sioux Valley Wireless, a division of Sioux Valley Southwestern Electric.

"From a consumer's point of view, there are so many options," said Don Marker, general manager of Sioux Valley Wireless. "But the wireless option gives business people and residential customers the freedom to have services where ever they want to be."

Marker cites the example of a small high tech business which began in a barn in his service area. Thanks to the high speed wireless internet service he provides, that company has grown—but remained in their barn. Without the commitment of a local wireless technology provider, the firm would have had to relocate to get the same data transfer service.

Sioux Valley Wireless uses three towers to bring wireless cable television



Don Marker holds a Sioux Valley Wireless home antenna.

and high speed internet service to rural customers. New technology enables subscribers to get T-1 speed service both sending and receiving, Marker said. The internet service runs wireless from the towers to the subscribers, and connects to SDN's fiber optic backbone for the World Wide Web connection.

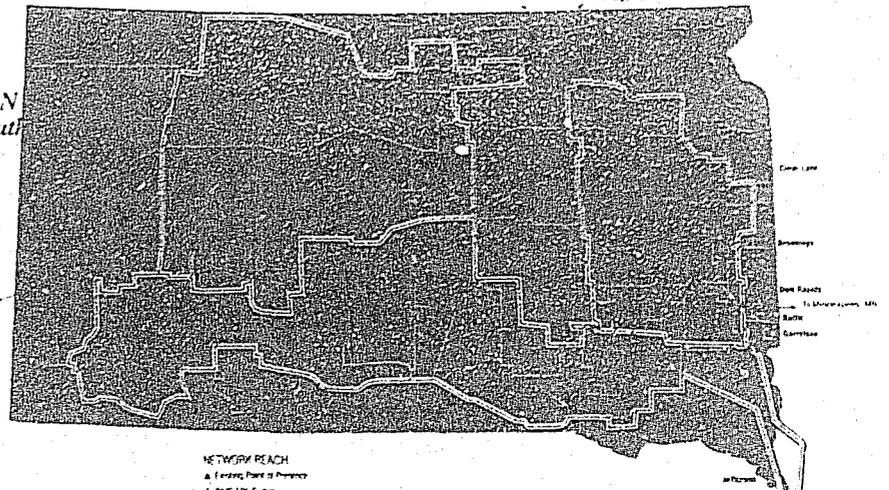
While wireless technology exists primarily to connect residents living in that last mile, a surprising number of businesses in the rural communities and Sioux Falls have opted for wireless internet service. Again, customer service is often the key.

"With our customer-driven service," Marker said, "people know that if something doesn't work they can call a real person who will jump in his pickup and drive over to get things fixed."

This combination of connectivity and service are vital to the future of the state, according to SDN's Shlanta.

"Our network keeps jobs in South Dakota," he said. "All over the state, we work with businesses to

SDN  
South



meet all their needs where they are. It means that a business can locate in Howard or Hartford or Harrisburg—or anywhere in the state—and get the same leading edge communications technology.”

Both Shlanta and McLeodUSA's Norgaard noted that the elements that help make South Dakota's backbone infrastructure superior are diversity and redundancy.

“Because we have what might be regarded as constant back-up

routing,” Norgaard said, “there is a reduced chance of a break in customer service if a cable is accidentally cut somewhere. Through our diverse networks of cables, we can instantly re-route voice, data and video through another pathway.”

As more and more people become connected and require high tech communication services, fewer and fewer of us really care how we get those services, according to Marker.

“In the future, companies will

be increasingly able to employ a variety of delivery systems,” he said. “Customers will be increasingly indifferent to the system of delivery. They just want the services to be there when they need them—no matter where they live or work.”

And thanks to a solid backbone of high technology communications companies in our area, that vision of the future is available today.



## BUSINESS PROFILE: *Midwest Railcar Repair is one the right track*

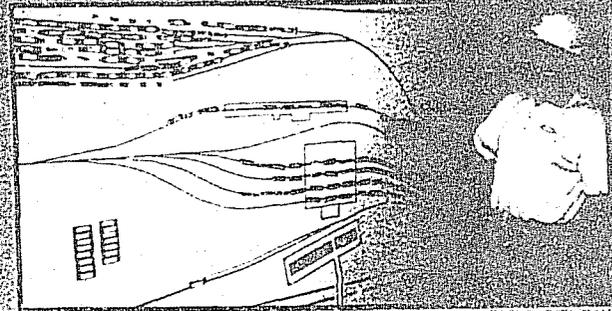
Midwest Railcar Repair, a 100,000-sq-ft complex in Corson, South Dakota, has improved that. Carmon was called to move

the 30,000 railcars a month. “We can handle 20 cars under our roof with some routine maintenance done outdoors during the warmer months. We have about 220 cars on site at any one time.”

The routing of those cars depends on a complex chart in Midwest Railcar Repair's office, and the four and a half miles of track the company laid, complete with 22 switches to help route the cars around the yard and through the repair facility and paint shop.

Midwest Railcar Repair services rolling stock for private industry and railroads. The work ranges from the mandatory maintenance required by the federal government to the virtual rebuilding of cars damaged in derailment accidents. Among the lines using the MRR facility in Corson are Canadian Pacific, DM&E, Soo Line and BNSF—and that doesn't count companies you'd never know owned rolling stock.

“During the last twenty years,” Carmon said, “there's been a major shift in the ownership of railcars. Today, 70% of the cars are owned by private industry. For example, General Electric owns 180,000 railcars.”



Greg Carmon indicates the complex routing system for railcars through his company's repair facility.

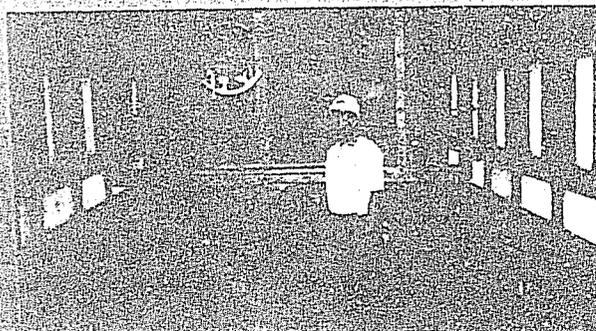
Inside the repair shop, a rough terrain crane is sometimes used to hoist the thirty-ton cars off their wheels for maintenance. Since the cost of new railcars can run as high as \$90,000 each, keeping the cars rolling for all of their 50 year life on rails is important—and getting them in and out of the shop is one of the secrets of MRR's success.

“For maintenance, we try to get the cars back in service within 30 days,” Carmon said. “For damaged cars, it can take 90 days, because we're fabricating replacement parts or ordering new parts from manufacturers.”

The 45 employees of MRR take rusted, bent, graffiti-encrusted railcars with faulty brakes, worn-out wheels and malfunctioning doors and make them look like new, with shiny new paint and carefully coded numbers on the sides.

“Each and every railcar in the United States is registered,” Carmon said, “with a serial number on each car. Currently, there are about 1.3 million cars all registered and rolling on American rail lines.”

Considering that each new car has a capacity of almost 300,000 pounds, or 150 tons, it is easy to see the importance of this fleet of railcars to the US economy. According to Carmon, one railcar can carry the same amount of grain as three eighteen-wheel semi-trucks. And railcars these days are carrying everything from chocolate bars to crude oil. Keeping these cars on the rails is the job of a growing company in Corson, South Dakota.



Greg Carmon indicates the complex routing system for railcars through his company's repair facility.

# Governor honors Beresford as 2001 Community of the Year

**G**overnor Janklow's choice for Community of Year for the year 2001 wasn't one of the fastest growing communities, or one of the largest population centers, or even one of the top tourist spots in South Dakota. This year's community of the year is Beresford, a town that has been taking positive action for the past few years to improve the quality of life and economic conditions for its population.

Among the recent achievements which put Beresford at the head of the pack for 2001 are:

- The construction of a 156,294 square foot midwest distribution center by Slumberland Furniture. The complex will include a 10,000 square foot retail center and employ 30.



## Resources available to help regional firms

If your company is interested in recruiting new employees, or you know of a business interested in learning more about our area, your county economic development associations have resources to help.

"LCEDA and MCEDA have co-sponsored a beautiful color brochure which is a first-rate recruiting tool," said Jeff Eckhoff, executive director of the groups. "We have information packets, testimonials and listings of available sites which we'd be glad to mail to potential residents and new businesses."

If you have relatives who live in metro areas far away and have dreamed about coming back to the midwest—we can help. Suggest that your friends and relatives visit two key websites: [sfrc.com](http://sfrc.com) and [opportunitiesf.com](http://opportunitiesf.com). These websites provide area job connections, linking technical and professional people to new jobs in our region.

If you have a question regarding available MCEDA and LCEDA resources, call Jeff Eckhoff at 605-339-0103.



Photo courtesy of the Beresford Republic

Individuals instrumental in Beresford's success were honored at a recent banquet.

- The purchase of the former Raven Industries facility by Showplace Wood Products, adding 35 new jobs to the community.

- The announcement of a 20,000 square foot expansion at Quality Park Products, adding ten new jobs and doubling the company's Beresford warehouse space.

- A \$1.8 million street construction project funded in part by a city-wide sales tax approved by voters.

- Construction of two fourplex rental apartment units by the Beresford Housing and Redevelopment Commission.

- Creation of the Beresford Area Foundation, with gifts already totaling \$60,000, the interest from which will be used to fund community projects.

- Opening of a new community daycare by Beresford Childcare, Inc. The facility is located near the elementary school and has room for twenty children.

According to Jeff Eckhoff, executive director of Lincoln and Minnehaha County Economic Development Associations, the accolade is not given to communities based solely on business growth.

"Beresford won the award for community projects such as 13th Street, the new daycare center and creating the foundation, as much as for great success in economic development," he said. "Receiving this recognition elevates Beresford in the state as the community with a tremendous future."



## HELP US HELP YOUR TOWN

Economic development and community planning can help build a better community in YOUR town—and we want to help. Communication is often the key, and you can be part of the communication effort.

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Often the most vital groups in any community are the service organizations—Lions Clubs, Serotoma groups and community Jaycees. If your club or organization would like to hear the solid reasons for economic development, or wants an update on regional economic development activities, Jeff Eckhoff is available to speak. We can even arrange for one of the Governor's Office of Economic Development team to speak in your town. Just call Eckhoff at 605-339-0103 or e-mail [jeff@siouxfalls.com](mailto:jeff@siouxfalls.com).

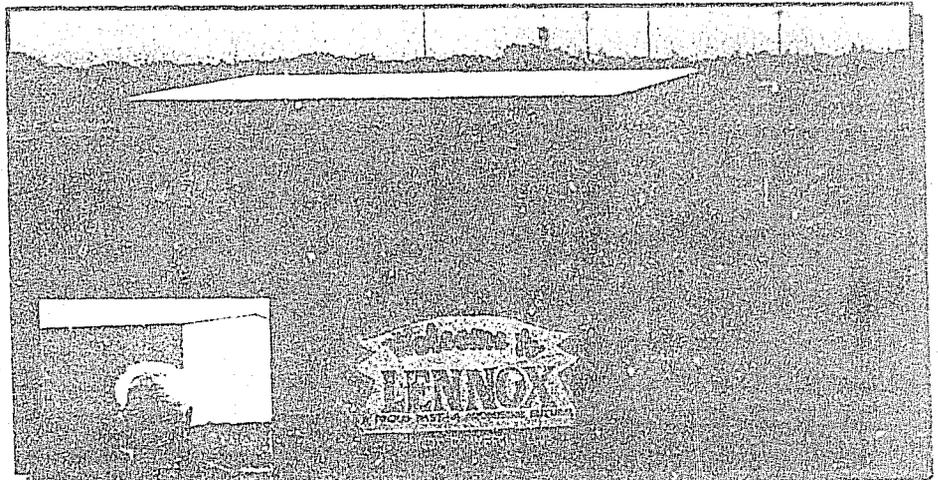
## PARK PROFILE: Lennox Development Park features spec building

One of the newest industrial parks in the two-county area is also the one looked at most often by prospects. The reason the Lennox Development Park gets so much traffic is simple: the park already has an available 10,000 square foot spec building.

Created on twenty acres of gently rolling ground, the park is owned and operated by the Lennox Area Development Corporation. According to current president Virg Musch, the spec building was an investment in the future that the LADC was willing to make.

"The construction of the building was a major decision," he said. "We knew there would be a three to five year window for use, but we also knew that 80% of the projects are looking for a building. We've made lots of proposals and had lots of lookers. It's a competitive process — but we know the building gives us a competitive edge."

Completed in 1999 at the intersection of state highways 17 and 44, the Lennox spec building is a free span structure with 25 foot sidewalls for crane accessibility. The floor will be finished to the specifications of the tenant, and three phase electricity plus all other utilities are immediately available. The west wall of the building is



Lennox Area Development Corporation President Virg Musch at the site of the spec building.

expandable, and the height of the building offers fast expansion capabilities.

"The spec building is a marketing tool for Lennox," Musch said. "LADC has a long range community development plan, and the creation of the park and the construction of the building are elements of that plan. Our main objective is to create new primary jobs for Lennox. This is just part of that process."

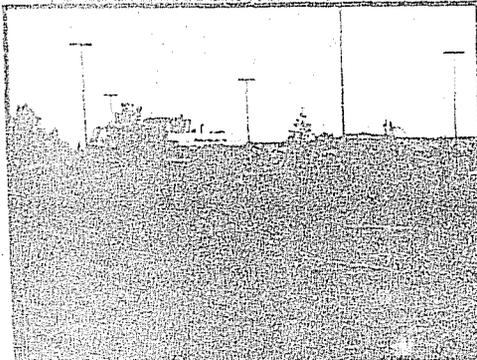
According to LCEDA executive director Jeff Eckhoff, the Lennox investment in a spec building was the right thing to do.

"Lennox has done rural economic development by the book," he said. "It's really very simple: industry only comes to town when there's land, a building and infrastructure in place, ready to go. We've been able to generate twenty leads for Lennox just as a result of that building."

And for Lennox, the spec building is just the first phase in a plan for a successful industrial park. Congratulations to Lennox on taking that first vital step!



## Graco expands Sioux Falls operation



Construction is underway on an expansion to the Sioux Falls plant of Graco, Inc. The company has recently acquired ASM Company and will move ASM's customer service, warehouse and manufacturing operations to Sioux Falls. Graco purchased California-based ASM last March and conducted a world-wide search for the best place to relocate.

"In the end, the company decided the best place was Sioux Falls, SD," Governor Bill Janklow said. "Graco is already familiar with South Dakota's business climate and work ethic, so the expansion was just a natural result of Graco's past success in South Dakota."

According to Mark Sheahan, Graco Vice President and Treasurer, Sioux Falls is a good location for the company because it offers a skilled and competitive labor force and it is where Graco already has substantial manufacturing operations. Sheahan said the company will expand its existing facility to accommodate the new company with construction expected to be completed by October and the new plant operational by December. Both Sioux Falls facilities will manufacture spray guns, tips and tip extensions.

Graco, Inc. has a global reach with nearly one-third of its sales coming from outside North America.

# County Perspectives

*The newsletter of economic development in Lincoln and Minnehaha Counties*

## County development groups schedule annual meeting

**T**he Minnehaha and Lincoln County Economic Development Associations will hold a combined annual meeting on Tuesday, November 27, 2001 at C.J. Callaway's restaurant in southeastern Sioux Falls. The annual meeting will focus on the development achievements of the past year in both counties and a combined annual report will be distributed at the meeting.

Dan Scott, president of the Sioux Falls Development Foundation, will be the keynote speaker at the meeting. A former economic development officer for the state of South Dakota, Scott has led the Sioux Falls organization for the past six years, after serving as the development group's vice president for eight years before that. The Sioux Falls Development Foundation, under Scott's leadership, has been a strong partner in regional economic growth, with a particular focus on the importance of good communication among community partners.

"Dan Scott is one of the most respected development professionals

in the midwest," said Marv Wieman, chairman of MCEDA. "He believes that what's good for Brandon or Lennox or any of the communities in our two counties is good for Sioux Falls—and vice versa."

In addition to remarks by Scott, the meeting will feature comments from Wieman and Lincoln County chairman Dick Hempel, as well as a report from Jeff Eckhoff, executive director of both MCEDA and LCEDA. A social hour will begin at 6 p.m., with the program slated to commence at 7 p.m.

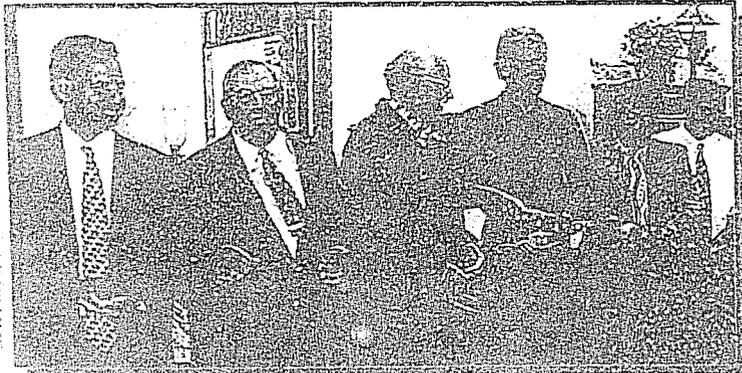
"This combined meeting format, especially with Dan Scott as our featured speaker, will really give people a great perspective on what's been happening in Minnehaha and Lincoln counties during the past year," Hempel said. "It's going to be a very interesting and informative annual meeting."

The meeting is free and open to the public. Community and county officials are encouraged to attend, along with interested business people from both counties.



*MCEDA and LCEDA  
Development Association  
You are invited to attend the  
combined annual meeting  
of the Minnehaha and Lincoln  
County Economic Development  
Associations  
Tuesday, November 27, 2001  
6:00 p.m. - 7:00 p.m.  
C.J. Callaway's  
5100 East 10th Street  
Sioux Falls, South Dakota  
Refreshments will be served  
at 6:00 p.m.  
7:00 p.m. Meeting and program*

## Slumberland has ribboncutting ceremony



Officially opening the Slumberland facility in Beresford are, 1 to r, Chamber President Jay Frink, Mayor Howard Kennedy, LCEDA Board Member Dan Cotton, Dave Rosenbrook, Slumberland; LCEDA Executive Director Jeff Eckhoff and Toby Morris, GOED.

Journalists of the Beresford Express

## LCEDA PROFILE: Unique products and innovations propel Hurco Technologies growth

Like all good American success stories, the foundation of Hurco Technologies began in adversity. Lynn Hurley, president of Hurco, was a water and sewer contractor in the early 1970s, digging trenches and laying pipe during a growing period in the Sioux Falls area. A lucrative contract for laying PVC pipe in the Silver Valley neighborhood turned bad when the city inspectors declined to certify pipe which had flattened out of round when backfilled.

"All of a sudden, a \$300,000 job was going to cost me \$500,000 to fix," Hurley remembers. "Our company was facing a financial crisis—but I knew there had to be a way to make that pipe round again."

The idea came to Hurley for a metal re-rounder which can be pulled through the pipe and effectively changes the egg-shaped flexible pipe back to true round. He proved his invention to the inspectors, celebrated with his crew and drove the next morning to Minneapolis to register for a patent.

Since then, Hurley's good ideas for the underground utilities industry have made things safer and more cost effective for municipalities and companies across the country—and in Australia, France and the United Kingdom. The current signature item

produced by Hurco is the Ripcord ventilation system for underground utility work. OSHA requires constant ventilation of such worksites, so Ripcord installs in one manhole and exhausts air out, pulling fresh air in a second manhole. Dangerous fumes are exhausted from the site safely.

An adaptation of the Ripcord uses the fan system with the only

scientifically tested smoke product in the US to check for leaks in underground—or building—pipes. The Ripcord unit blows the safe smoke developed by Hurley with assistance from chemists into the plumbing system and smoke is forced out of leaks—saving time and money.

That innovation led to a pumping system—now acknowledged as the Cadillac of the industry—which performs hydrostatic testing for the quality installation of new or repaired water mains or sewer force mains. Hurco's trailer mounted winch system also gives underground utility crews a powerful way to re-round pipe or perform other necessary heavy-duty tasks.

As focused as the company seems to be on the underground utilities industry, Hurco's new building in the Harrisburg Industrial Park is also the manufacturing site for some very novel products.

"We make thousands of protective screens for motor home air conditioning units each year," Hurley said. "We also make all the brackets for video cameras mounted on the dashboards of police cruisers throughout the US. We've made innovative garden hoes, heavy duty metal plugs used for lifting concrete pipe with a crane, and now we're working with the National Science Foundation on a photo-bioreactor for cleaning air and solids in livestock confinement operations."

Hurco expects to introduce four new products in the next three months. Based on Hurley's experience, the new ideas will be as well received as his previous ideas have been. And there's a reason for that.

"Safety is our most important criteria," he said. "After we build that in, we want to make sure that what we manufacture and sell is the best you can buy. That's the best value in the long run."



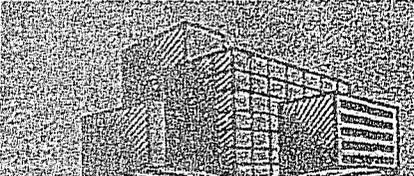
### Lincoln County

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LCEDA Vice-President, Harrisburg  
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### County Perspectives

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published three times yearly by  
LCEDA and MCEDA  
Editor, 207 Sioux Falls, SD 57101  
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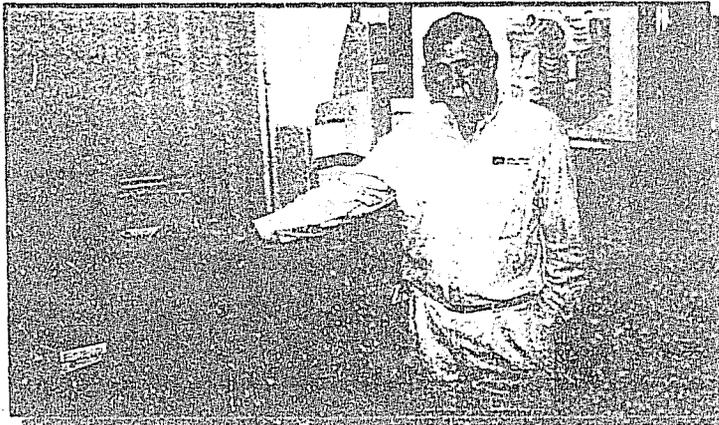
## MCEDA PROFILE: Lou-Rich crafts metals with high-tech precision

**M**aking transmission components and heavy-duty metal parts from stainless steel, aluminum and exotic alloys once meant showers of sparks and endless hand-measuring to ensure precision in machine shops. Today, in a state-of-the-art operation like Lou-Rich in Brandon, high tech meets high touch in a contract manufacturing environment.

"The machinery we use is all Computer Numerical Control equipment," said Jim Engeseth, plant manager. "But the computers can only do so much. Without trained, skilled operators, we couldn't guarantee the exact tolerances our customers require."

Close is not enough in this business. One of the products Lou-Rich manufactures is a valve unit for portable oxygen machines. The metal core must be exact to the thousandth of an inch—it's truly a matter of life and death in this case.

Lou-Rich has been in the Brandon Industrial Park for five years, starting out with a handful of employees. Today the firm employs 24 and ships 5,000 metal parts each week, from John Deere transmission components to the stainless steel augers which are the heart of ice making machines in hotels and fast food restaurants nationwide. The



*Jim Engeseth, Brandon plant manager for Lou-Rich, explains the function of a high tech computerized measuring device which guarantees the extremely exact tolerances of Lou-Rich components.*

precision of those metal parts are checked by professionals, but double checked by a computerized system that conducts dozens of spot tests for incredible accuracy.

"It all comes down to partnership with our customers," Engeseth said. "You need to earn their confidence and trust—and that means delivering on what you say you can do. Our products have to be made right and shipped on time."

The company's location in Brandon helps it meet those production goals. In return, the company is a strong corporate citizen of Brandon, with Engeseth serving on the Chamber of Commerce board and the company promoting the Brandon community at every opportunity. Another advantage of

the Brandon location of Lou-Rich is to make the company accessible to manufacturing firms in the Dakotas, like Gehl in Madison and Behr in Canton. Lou-Rich has an open-door policy for its customers—they can stop by and discuss any of their components and see them being made, if they like.

"It gives us a chance to talk about their needs," Engeseth said. "We want our work to be transparent, with a seamless flow between us and our customers."

The growing client list of Lou Rich attests to the company's success in building those relationships.

"We try to see ourselves as a part of every company we build for," Engeseth said. "That way we share the same goal."

## Telemarketing effort pushes Forward Sioux Falls IV over goal

The final phase of the *Forward Sioux Falls IV: Taking Success to the Next Level* fundraising campaign has been completed. Volunteers from investor companies worked hard for three days at a phone bank set up in the Wells Fargo Bank executive boardroom, calling over 1,800 other companies to enlist their support.

The total amount raised by the telemarketing campaign was \$557,325, taking the total amount invested by Sioux Falls-area companies in *Forward Sioux Falls* well over the \$5.5 million goal. The final tallies for the fundraising effort will be announced later this month, according to Tom Everist, *Forward Sioux Falls IV* campaign chair.

Over 40 company leaders volunteered to make the telemarketing calls for *Forward Sioux Falls IV*. A friendly competition kept things lively during this final phase of the campaign, as the business people explained the benefits of *Forward Sioux Falls* to a wide and varied group of businesses. Investments in the five-year campaign ranged from \$100 per year to \$500,000 annually.

A *Forward Sioux Falls IV* wrap-up event is planned for this fall, honoring those who invested in the program and kicking off the programs to be funded



*Left to right: Ron Duke, Steve Pace, Brent Norgaard*

**Forward  
Sioux Falls IV**

# County Perspectives

EXECUTIVE DIRECTOR'S CORNER: *By Jeff Eckhoff*

*You're only as good as you decide you're going to be*

One of the biggest benefits of economic development as a community goal is that it helps to create a plan for success. Once you decide you're in the economic development business, a community generally develops a program to enhance that community's attractiveness for business growth. But in the process, you can make decisions that shape how successful you're going to be.

As in every aspect of rural economic development a **good attitude** really makes the difference. If you **decide** in advance to do whatever it takes to add 100 new jobs within three years, you stand a good chance of making things happen. Conversely, if you have an attitude that assumes that businesses will come knocking on your door, you may be disappointed.

Beresford, the Governor's Community of the Year, took **positive steps** several years ago to make things happen. Today, they are home to the Slumberland distribution center, Quality Park, Sioux Steam and many other active manufacturing businesses. SDN, the leading

statewide telecom and data transfer company, was created because a group of independent local telephone cooperatives **decided** to stay on the cutting edge of technology and service.

Rural economic development is **NOT** reacting in panic when a local business closes.

It's developing a **plan of action** in advance of such events. Any community can make the decision to succeed at economic development. As you look around in Lincoln and Minnehaha Counties, you can see the positive steps which have been taken: the spec building in Lennox, the industrial park in Harrisburg, major housing projects in Baltic, Tea and Garretson.

When your community makes the decision to succeed at economic development, you're taking the reins of the future in your own hands.



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County Perspectives

# County Perspectives

EXECUTIVE DIRECTOR'S CORNER: *By Jeff Beckhoff*

## *Strength of America is rooted right here*

**R**ecent tragic events have reminded all of us—on farms, in small communities and in cities throughout the United States—of how connected we are to each other and to our country. The triumphs and tragedies which play out on the world's stage are felt very deeply here in the heartland.

One of the reasons for this is that the values which matter most in times of national disaster are the essentials of daily life in our communities. Neighbor helping neighbor, strength through faith, courage in the face of adversity, an upbeat spirit that looks toward a brighter future—these are the qualities that propelled our grandfathers across the prairie and guide our steps today.

Our local citizens have rallied during this crisis. Participation is vital, as is an understanding that goodness comes from our basic values and starts with grass roots determination in our smallest communities.

The spirit of pulling together is as important here as it is in New York or Washington, D.C. We all must work for the common good, and put aside our differences in times of common need.

One critical lesson we can learn is this: that the same goodness and spirit of cooperation that drives us in times of crisis should also motivate us in better times. If we can pull together for the common good now, let's continue to pull together every day. We can all invest our time and efforts to make our communities better places in which to live and work.



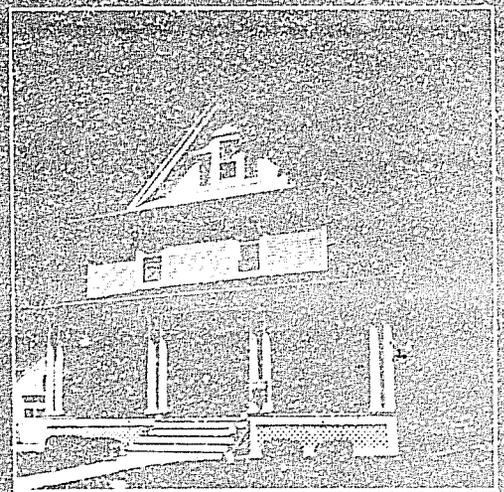
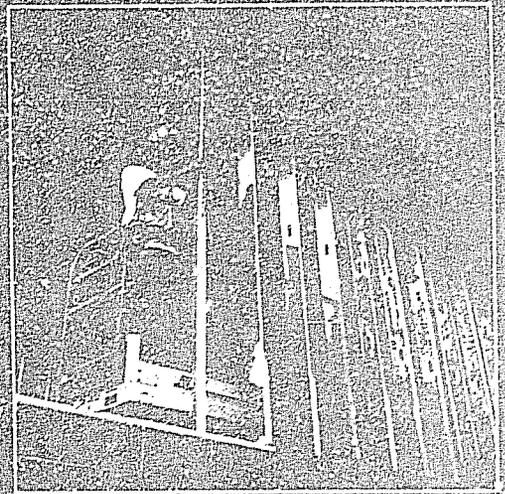
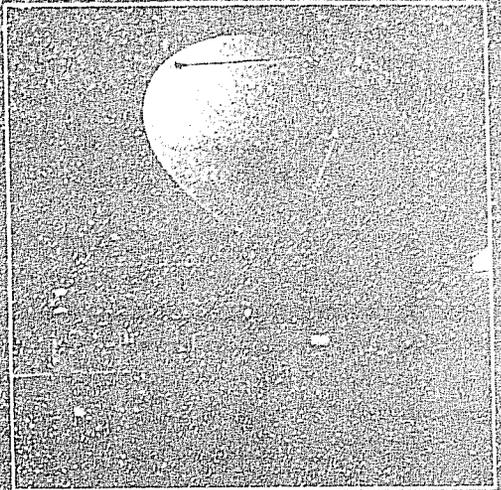
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County Perspectives



# growing opportunity

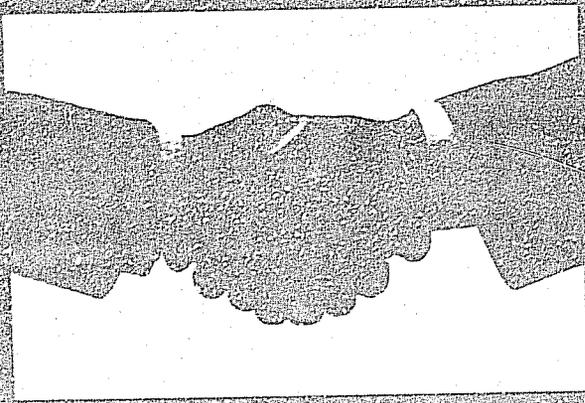
*in Lincoln County and  
Minnehaha County, South Dakota*

**discover**

*Lincoln and Minnehaha Counties*

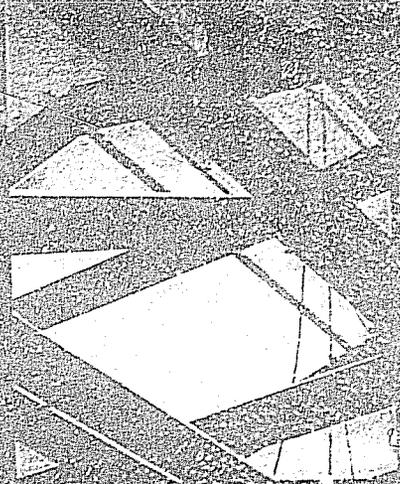
**global**

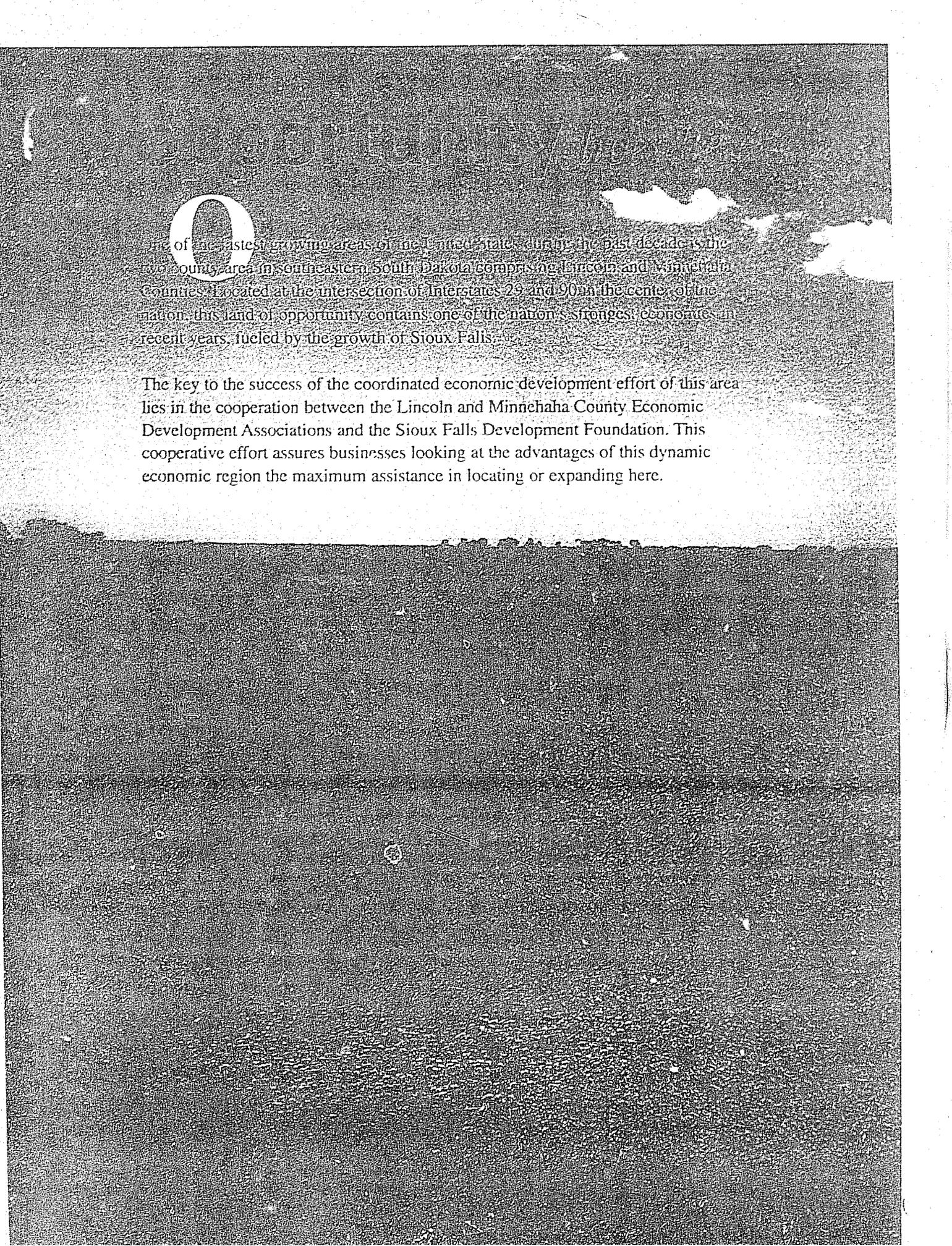
**living**



**partners**

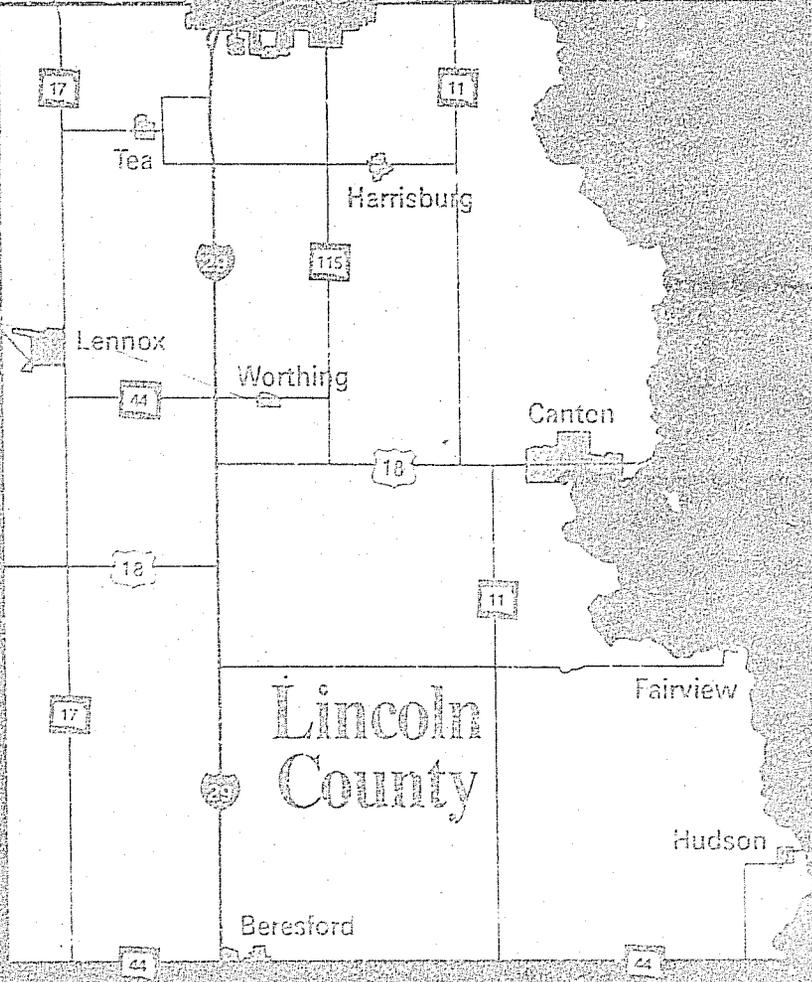
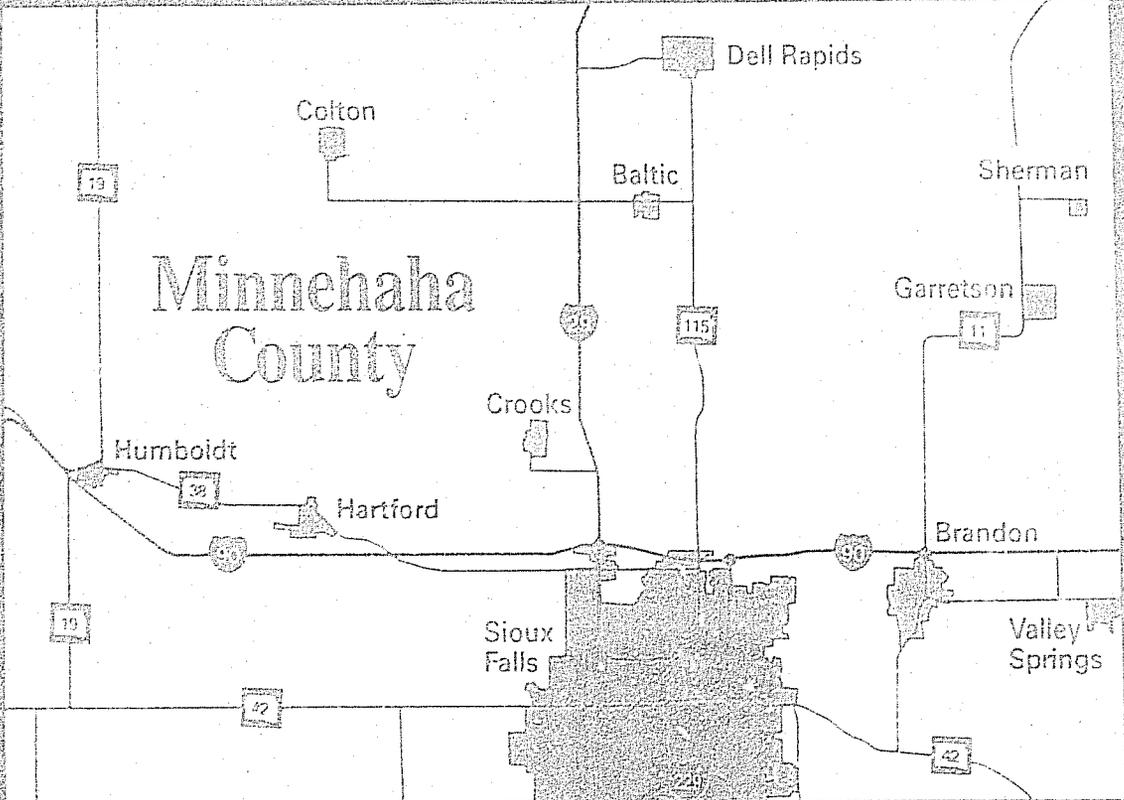
**growing**





One of the fastest growing areas of the United States during the past decade is the two county area in southeastern South Dakota comprising Lincoln and Minnehaha Counties. Located at the intersection of Interstates 29 and 90 in the center of the nation, this land of opportunity contains one of the nation's strongest economies in recent years, fueled by the growth of Sioux Falls.

The key to the success of the coordinated economic development effort of this area lies in the cooperation between the Lincoln and Minnehaha County Economic Development Associations and the Sioux Falls Development Foundation. This cooperative effort assures businesses looking at the advantages of this dynamic economic region the maximum assistance in locating or expanding here.



# global infrastructure, rural values

**T**he EROS Data Center and Hughes STX are able to recruit world-class scientific and professional people to work in Minnehaha County because of the amenities the area offers. A wide variety of communities, types of housing, educational options and social opportunities are available to new residents. These assets are especially attractive to former South Dakotans and midwesterners who seek to return here to work."

**I**n today's networked business environment, a location in the rural counties surrounding the Sioux Falls metro area is right at the center of the globe. With a well-established, reliable fiber optic system, backed by SONET Ring redundancy, any company is instantly linked to customers, markets and affiliates around the world.

## Connected to the stars

The EROS Data Center, site of the NASA program *Mission to Planet Earth*, has been located here for over 25 years. Their satellite data is vital to the future of our nation, and the world, as they study climatological and earth resource changes. EROS is connected to international research centers and scientists around the globe—from their base in the Siouxland area.

## High tech success

In addition to EROS, major banking and high tech firms have found our region a successful location for their business. **Citibank (South Dakota) N.A.** has operated one of the world's largest credit card facilities here since 1983, and **Gateway**, the nation's largest direct marketer of computers, utilizes a base in our area for their customer service and sales division.

**Tom Earley**

Personnel & Training Officer  
Hughes STX Corporation, EROS Data Center



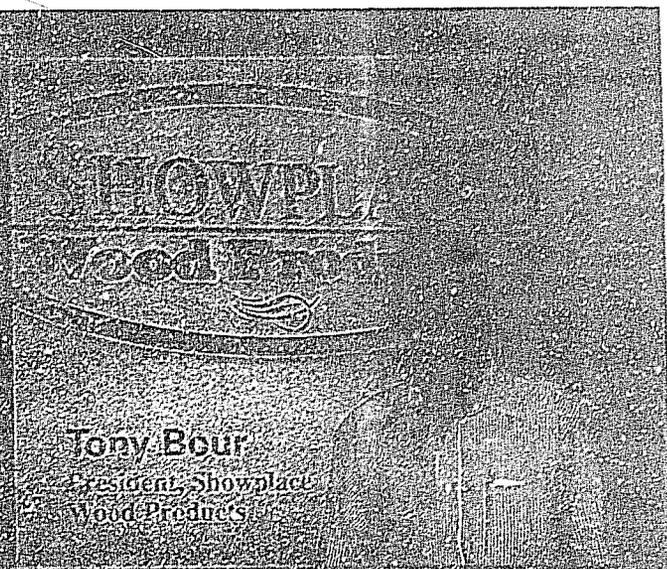
## The sky's the limit

The Sioux Falls regional airport is home to five carriers, as well as recently upgraded facilities for FedEx and UPS, which consider Sioux Falls an important hub. Every community in Minnehaha and Lincoln County is within a 30 minute drive of this vital air link. In addition, the U.S. Customs Service maintains a Port of Entry at the Sioux Falls Regional Airport, so international shipments can come right into

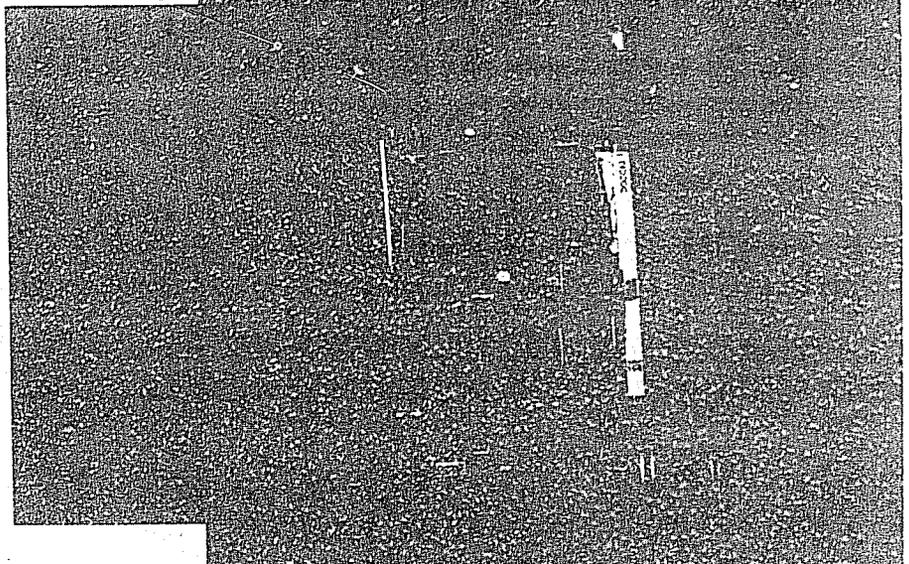
our counties, clearing customs here. The Siouxland area is also home to the second largest airport for based aircraft in South Dakota. The Marv Skie airport is located near the intersection of I-29 and I-229 and is attended daily. The field boasts a 3,650 foot runway and earned a "Clean Airport" designation in 1997.

## Ground transportation that moves

With direct access to two interstate highways, our region is uniquely suited to maximizing the efficiency—and profitability—of ground-based transport. Nearly one hundred trucking companies are based in the two-county area, with over-the-road and less-than-load capabilities. Maintaining our infrastructure is a major priority, and raw materials, consumer goods and finished industrial products flow in and out on an hourly basis.



**O**ne of our biggest requirements was for available land with the infrastructure to support a manufacturing entity. We found everything we needed in the Harrisburg Industrial Park. And the people were so easy to work with—we did just about everything on a handshake basis. We thought we could attract good people—and we were right. We've been able to hire all the people we've needed. We're finding that small town people from the communities around us like to work in a more rural area."



# growing profitable businesses

**T**here's a reason that Minnehaha and Lincoln Counties have some of the fastest-growing economies in the nation: *companies make better profits*. Our counties and state share a **pro-business philosophy** that you can take to the bank. Among the advantages for every business located here:

- NO corporate or personal income tax
- LOW workers compensation rates
- NO business inventory tax
- NO personal property tax
- LOW utility costs

## Business tax comparison

City	State Corporate Income Tax	Real Property Tax	Total
Denver, CO	\$ 47,500	\$34,474	\$ 81,974
Des Moines, IA	\$112,500	\$65,379	\$177,879
Fargo, ND	\$103,335	\$36,639	\$139,974
Milwaukee, WI	\$ 79,000	\$39,262	\$118,262
Minneapolis, MN	\$ 98,000	\$73,981	\$171,981
Omaha, NE	\$ 76,985	\$26,878	\$103,863
<i>Lincoln and Minnehaha Counties</i>	0	\$39,143	\$39,143

Income Tax is based on \$1 million in federal taxable income.  
Real Property Tax is based on \$1.5 million assessed value.

## A welcoming climate for any business

A glance at our leading employers illustrates the wide range of businesses which find our business climate particularly hospitable. Sioux Valley Hospital and Avera McKennan Hospital, who combine to make our county an important regional medical center, together employ over 6,000 people. Citibank adds another 3,000+ employees with its credit card operation, while John Morrell & Co., one of the nation's leading meat packers, employs over 3,000 individuals as well. From cows to computers, businesses thrive in our two counties. And as these companies have discovered, a Siouxland location means you'll be up and running faster than anywhere else in the Midwest.

### Adeel Zaidi

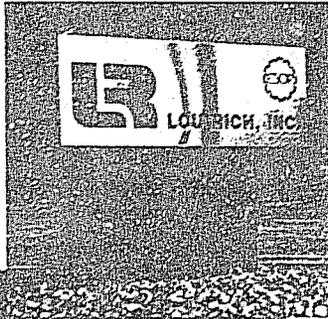
Vice President &  
General Manager  
John Morrell & Co.  
Heat Transfer  
Systems, Inc.

**I** have managed plants in Michigan, Texas and in Mexico and I would set our team here against any other team in the world. The people here in Lincoln County take ownership of their jobs—they care. My family and I also found the things we were looking for in Lincoln County. Here you will find neighbors who take care of each other. It's good to be so welcomed into a community."

International manufacturers of Heat Transfer Systems  
(Engine Cooling and HVAC) for John Deere Co.

## Other major Lincoln and Minnehaha County employers

Behr Heat Transfer Systems  
Showplace Wood Products  
Koyker Manufacturing  
Lou-Rich, Inc.  
Luverne Truck Equipment  
Slumberland  
D.T.S., Inc.



## A labor-management partnership

South Dakota employees are protected by the **Right to Work Law**. This statute provides that any industry which is unionized is done so under "open shop" conditions, meaning that no employee can be discriminated against because of membership or non-membership in the union, either by management or other employees.

**Three percent of the total labor force in Minnehaha County and Lincoln County belong to unions.**

## A network of suppliers

The strength of the economy in the communities surrounding Sioux Falls metro area has brought hundreds of businesses to the area whose major function is to support and supply other companies. This can mean substantial cost savings to your business, because of the proximity of the materials and services you need. From steel suppliers to trucking firms to precision metal cutting, you'll find ready access to the companies that make your business more profitable.

**O**ur move from Minnesota to Brandon, South Dakota was the smartest decision we ever made. We increased our profits thanks to the superior business climate here and more importantly, found employees who really care about this company. Another advantage is our location in the middle of the country, simplifying our nationwide distribution. Great people in a centrally located pro-profit business environment — that's what we discovered when we relocated here."

**John Schulzetenberg**

President, Luverne Truck Equipment, Inc.

**Gage**

# partners in prosperity

**L**incoln and Minnehaha county communities offer an affordable solution to your business expansion or relocation. A variety of cost-saving incentives, combined with significant savings in the cost of living and doing business, make it easy to choose our region as a place to grow a business or raise a family.

**"T**he people themselves are the biggest advantage to a business in Lincoln County. If a person is used to being in a rural atmosphere, they bring those values to the company they work for. People of all ages—from young men and women right out of high school to skilled, experienced workers—are interested in what we do and care about doing a good job. The work ethic in a rural community is the best there is."

## Keith Polzin

Plant Manager, Koyker Manufacturing Co.  
Makers of fabricated steel agricultural equipment

## Property Tax Abatement programs

Many of the communities in our counties have enacted ordinances to allow new industrial structures or additions to existing industrial structures to be taxed at a lower rate. These abatement ordinances result in a savings of property tax normally paid during a fixed period following construction.

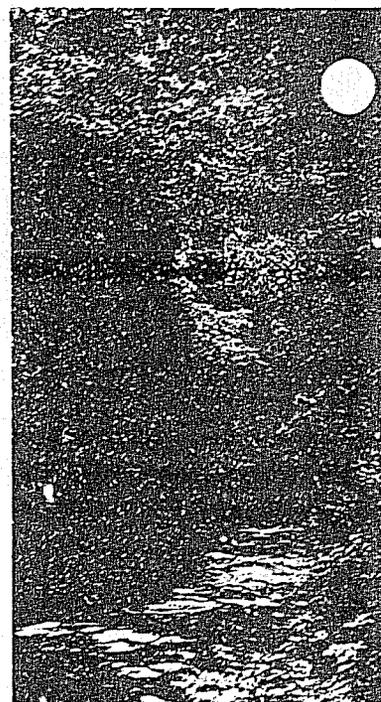
## Low Worker's Comp rates

South Dakota has traditionally been known as having one of the lowest Worker's Compensation rates in the country. The average worker's comp rate for manufacturers in South Dakota is \$4.50 per \$100 of payroll, compared to these rates in other states:

California	\$4.82
Minnesota	\$4.59
Texas	\$6.31
Illinois	\$4.75

## Business-friendly environmental regulations

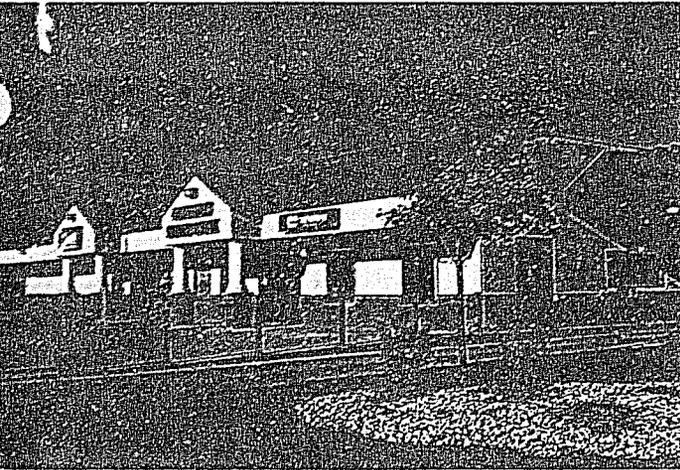
Our counties—and the entire state of South Dakota—are noted for clean air, fresh water and unspoiled landscapes. The state's environmental legislation is designed to protect and preserve this quality environment without imposing excessive restrictions on business and industry. Most state and county environmental regulations maintain this balance by approximating the minimum federal environmental standards.



## REDI Fund Loan program

Administered by the Governor's Office of Economic Development, the Revolving Economic Development and Initiative (REDI) Fund Loan program was developed to create **primary jobs** in South Dakota. These jobs "provide goods and services which shall be primarily exported from the state, gain market shares from imports of the state, meet an unmet need in an area, have a stimulative effect on other businesses or assist a community in diversification and stabilization of its economy." The REDI Fund may provide up to 45% of the total project cost and requires the applicant to secure the matching funds before applying to the Board of Economic Development. The interest rate is three percent and can be amortized up to 20 years with a five-year balloon.

In addition, other financing programs are available because of the rural nature and economic development efforts of the Minnehaha and Lincoln County communities.

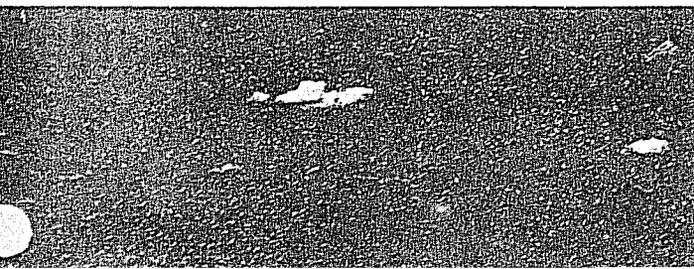


## Affordable land with established infrastructure

Developed industrial parks are available throughout the area, with infrastructure in place to save you **time and money** in building or expanding your company. These parks offer prime access to railroad, interstate highway and air service, and are surprisingly affordable, especially when compared to similar sites in metropolitan areas. Most importantly, we can work with you to find a site that is ideal for your business, whether you are seeking an industrial, commercial or office operations location. And residential property is a bargain in Minnehaha and Lincoln counties, too!

## Flexibility in utility rates

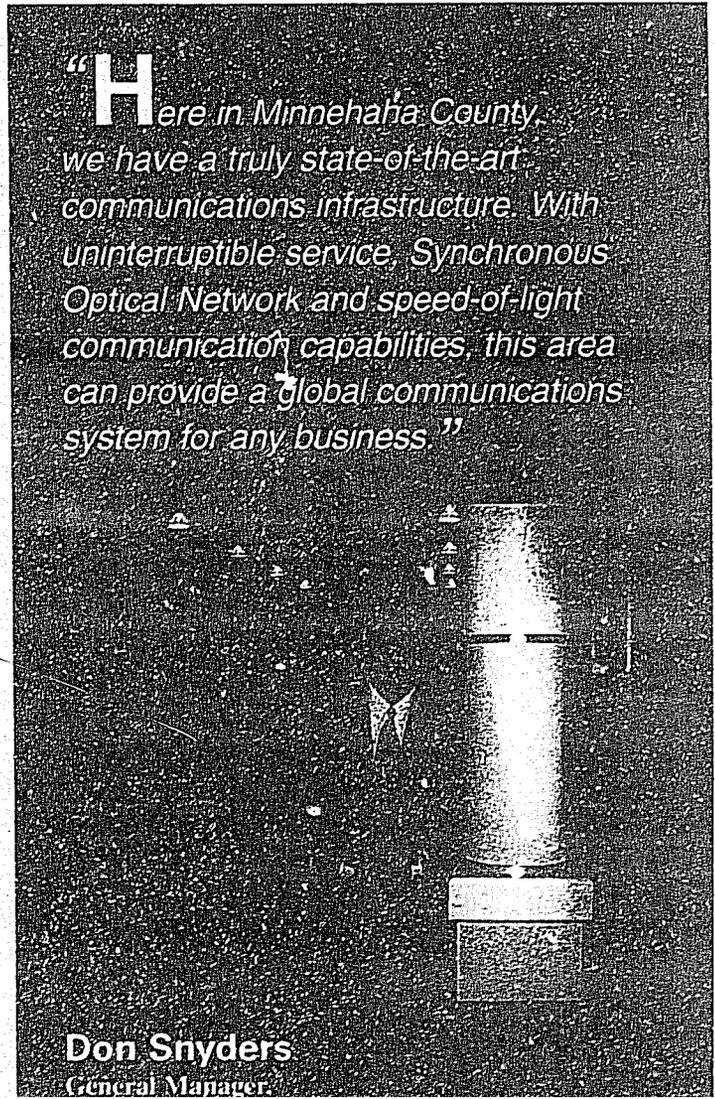
Utility costs in our counties are among the most favorable in the Midwest, and utility companies in the area communities are often the strongest proponents of industrial growth. As a result, utility rates in the county are an excellent value. We will be glad to provide gas, electric, water and sewer availability and cost information for each community.



**H**ere in Minnehaha County, we have a truly state-of-the-art communications infrastructure. With uninterrupted service, Synchronous Optical Network and speed-of-light communication capabilities, this area can provide a global communications system for any business."

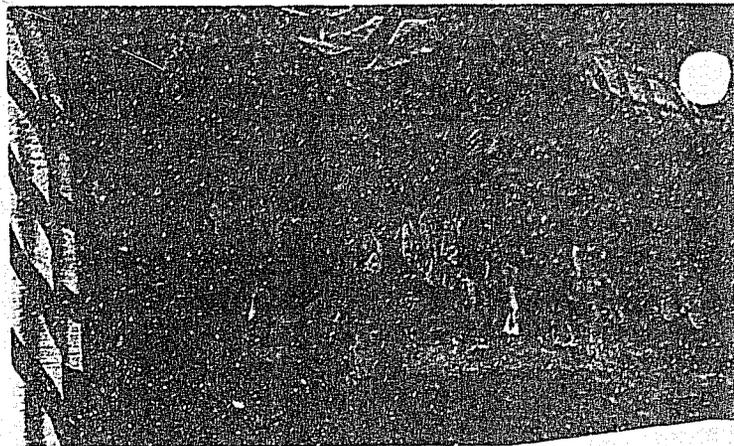
**Don Snyder**

General Manager



# where the **living** is easy

Quality of life is more than just an economic development phrase in Minnehaha and Lincoln County—it's the way we live. There's time for family, for recreation and for friends. With no long commutes, no traffic jams and the prairie landscape just moments away, this is a good place to be—and one of the best places in the country to raise a family.

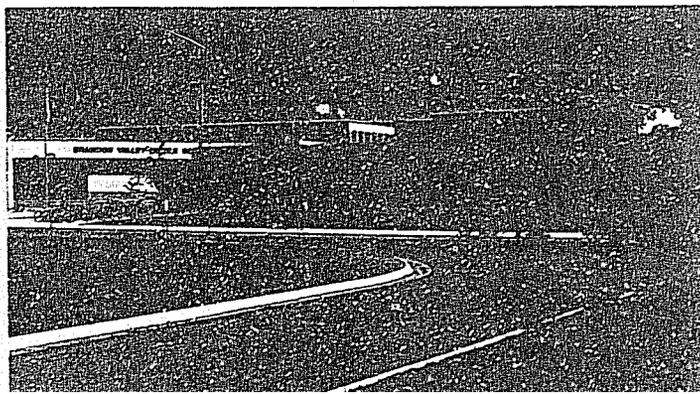
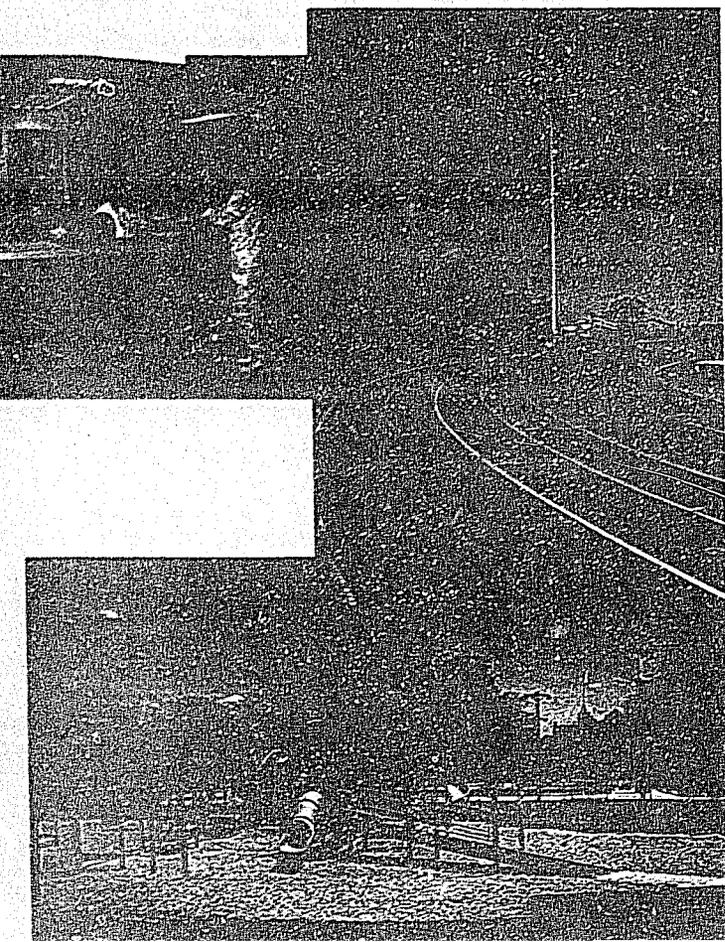
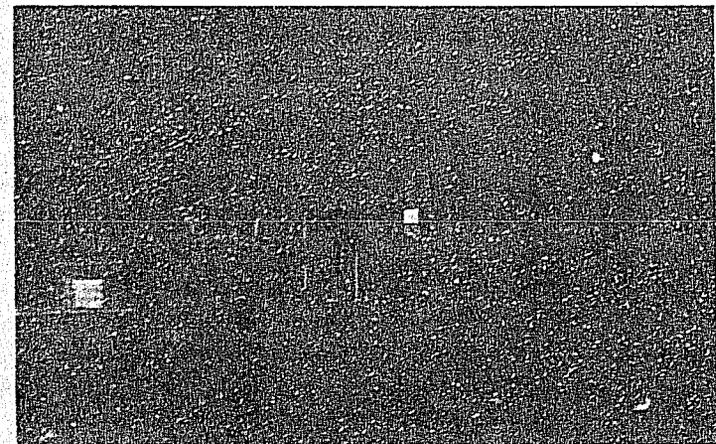


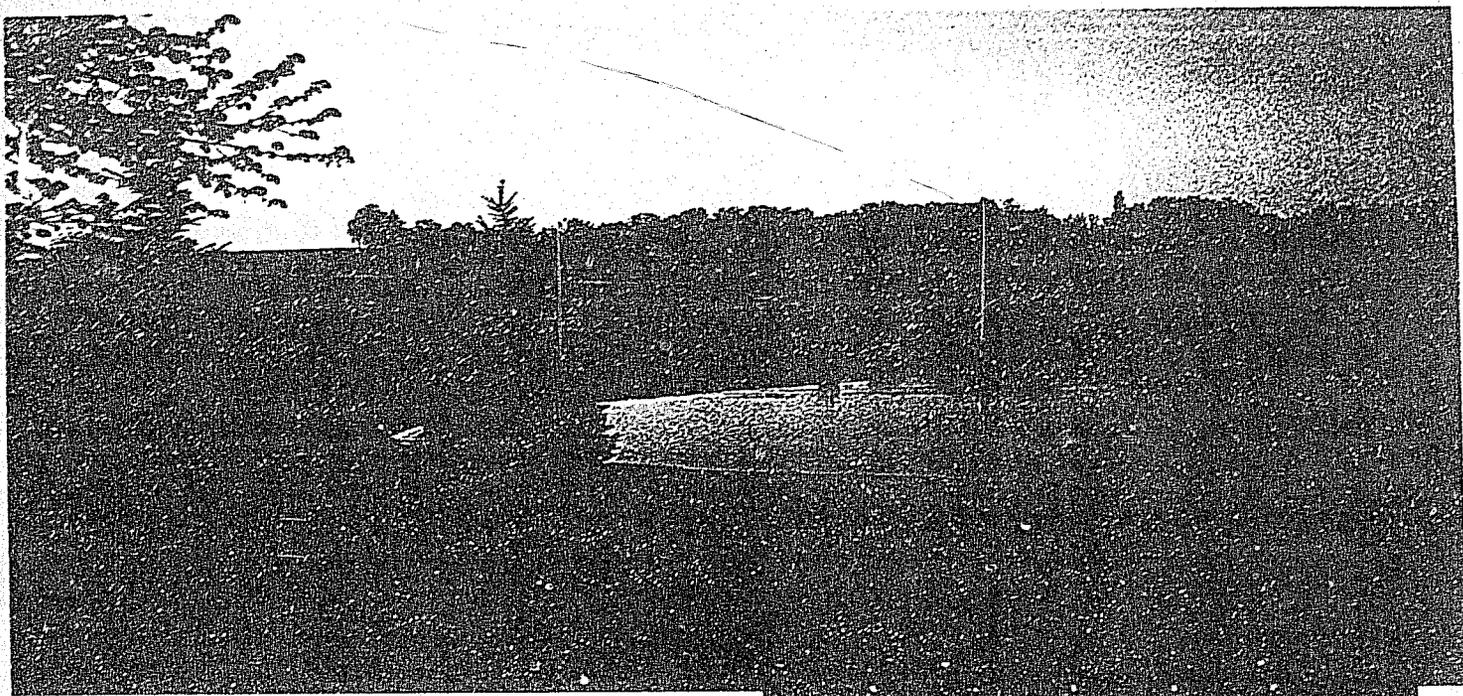
## A safer place to live

Our crime rate is among the lowest in the nation. We have strong and visible police protection, in local law enforcement and the county sheriff's office, but our expenditures for protection are among the five lowest in the nation. South Dakota also ranks in the top five for lowest crime rate. Recent FBI statistics show that .16% of the nation's crime occurs in South Dakota. And people in the quiet communities of our counties share a neighborly regard for each other—a kind of community Crime Watch program.

## Education is a high priority

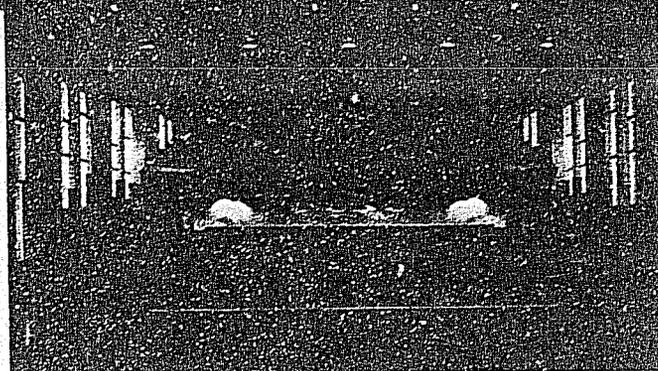
Some of the finest schools in the state of South Dakota are in our rural communities. We believe that our children are our future—and we invest in that future with good schools. As a result, our children consistently test higher on SAT and ACT college placement tests than the national average. Our public schools are the heart of the community, with plenty of opportunity for participation by students at all levels of athletic and scholastic ability.





## We know how to have fun

Challenging golf courses, beautiful riverside parks and great sporting events to watch are just a few of the recreational opportunities here. This is a place where you can fly a kite with your kids, watch a beautiful sunset from your back porch, take a bike ride over rolling hills or go out for some of the best steak in the world. We know how to have a good time.



*Brandon's new Performing Arts Center offers a wide variety of cultural activities.*

## City amenities with rural values

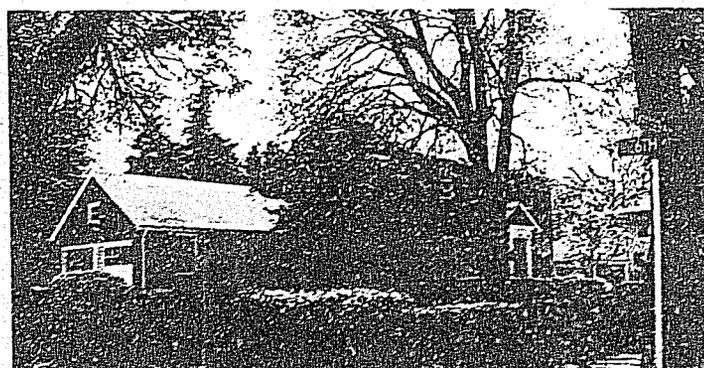
A home in any of the Minnehaha or Lincoln County communities is just minutes away from the restaurants, concerts, galleries, professional sports and movies of Sioux Falls. National performers supply the Siouxland area with concerts from classical to country—and theater opportunities from Shakespeare to showtunes.



And you'll be just as close to opportunities for hunting, fishing or hiking. We offer your family all the advantages of a metropolitan area with the best elements of small town life. You'll discover a place where a helping hand is still a daily occurrence, where friendships last a lifetime and people care about their neighbors—and know them by name.

*This is the home you've been looking for—  
for your family and your business.*

*We'd like to help you discover for yourself*



# Making the profitable decision

A location in our region  
means more profit  
for your business.

And here are the reasons why:

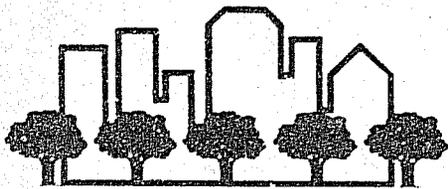
- Governmental attitude that encourages profit and growth
- No corporate or personal state income tax
- Superior high speed digital infrastructure
- Growing, well-trained and highly motivated workforce

Find out more about the place where  
you'll see more **PROFIT**

Contact the Director of Rural Development  
for Lincoln and Minnehaha Counties

Call 1-800-658-3373

[mtd@siouxfallsdevelopment.com](mailto:mtd@siouxfallsdevelopment.com)



***LCEDA***

***Lincoln County Economic  
Development Association***



***MCEDA***

***Minnehaha County Economic  
Development Association***

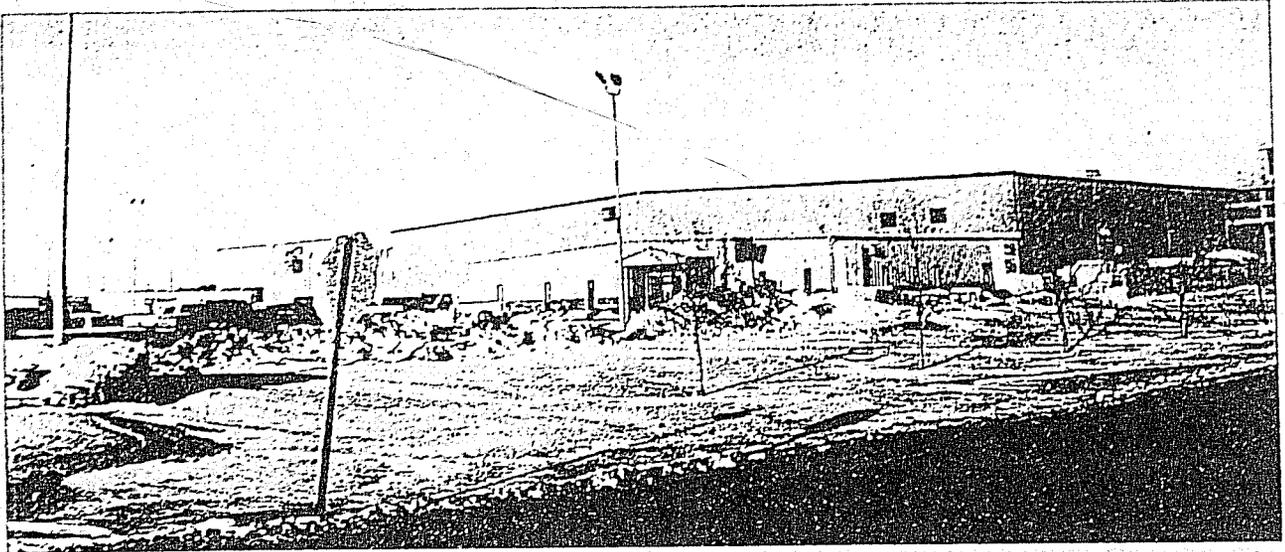
*in partnership with the*

***Sioux Falls Development Foundation***

*PO Box 907, Sioux Falls, SD 57101-0907*

*Phone: (605) 339-0103 \* Fax: (605) 339-0055*

*Toll Free: (800) 658-3373*



## Iams Corporation plans office expansion

The Iams Corporation manufacturing facility in North Sioux City will undergo an expansion of the company's office area this year. The North Sioux City Planning and Zoning Commission approved company plans February 21 for a 7,000 square foot addition to the west side of the

office area, pictured above.

The expansion will include a divided training room, a lunch room and additional office space. The current office area will also be remodeled. Estimated cost of the project is \$500,000.

# Business

Sioux City Journal

Sunday  
March 11, 2001

## IAMS to expand North Sioux City plant

By Dave Oresten  
Special to the Journal

The IAMS Company is breaking ground on a \$750,000 expansion of its pet food plant in North Sioux City that will support the manufacturer's recent move to a 24-hour operation.

Last September Iams added a fourth shift, creating about 50 more jobs. The North Sioux City plant, which now employs a total of 194, was not originally designed for a continuous operation, said Pete Krull, plant manager. The new 9,000-square-foot addition will create additional space for employee training, lockers and break

rooms. "This will provide enough room for everyone," Krull said. Construction of the addition is expected to begin this week, weather permitting. A groundbreaking ceremony is scheduled for 10 a.m. Friday.

Officials hope to complete the project by June 30, Krull said. The company is funding the

entire expansion, he said. IAMS purchased the plant, located at 630 North Derby Lane in the Gateway Business Park, from Heartland Quality Foods in 1991. The facility now produces IAMS and Eukanuba dog and cat foods.

IAMS, founded in Dayton in 1946, distributes premium dog and cat foods across America

and in more than 50 countries. In addition to North Sioux City, IAMS has plants in Nebraska, Ohio, North Carolina, and the Netherlands.

Cincinnati-based Procter & Gamble acquired IAMS in September 1999. P&G markets more than 300 brands of products worldwide.

TELECENTERS 2009

# Dunes and Gateway Business Park recognized by national magazine

Dakota Dunes Development Company and Gateway Business Park have received the prestigious Gold Level 1st Place - Private Developers Special Achievement Award presented by *Business Facilities* magazine. The magazine is the nation's premier site selection magazine.

The award was presented Tuesday at a special reception. Marilyn Christiansen accepted the award on behalf of her late husband, Russell E. Christiansen. The award was presented in his honor.

Mayor Liesel Hall was also spoke at the reception. She stated the Gateway Business Park development has permitted the city to do things that would not otherwise be possible and that Dakota Dunes has been a great neighbor.

The selection was made by an editorial advisory board consisting of CEOs, corporate real estate professionals and other business executives. Companies represented this year included Reebok International, Dow Corning, ICL-Microsoft, and ACI Telecenters.

*Business Facilities* recognizes communities, corporations and individuals who are significant

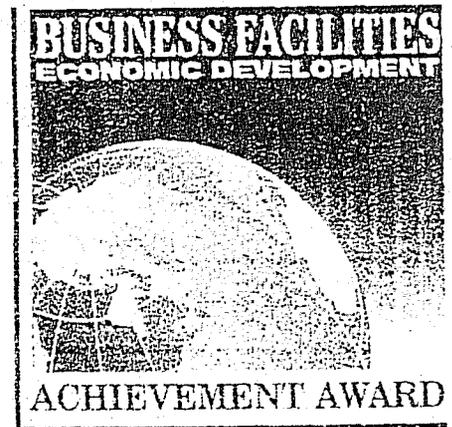
forces in economic growth. Among the criteria are innovation, effectiveness and pro-business impact. Other important components are programs that create a business climate that will fuel their communities for years to come.

In the December issue of *Business Facilities*, one of the judges commented, "Clearly one of the most creative, visionary and far-thinking projects put forth for this category's competition." Both projects were recognized as the brainchild of the late Russell E. Christiansen.

The article goes on to describe both projects, Dakota Dunes and Gateway Business Park. Dakota Dunes Development and Gateway Business Park were chosen from over 50 international entries.

Finishing second in this category was the Fort Worth Alliance Airport. This project was a development built on previously unused land. An airport to relieve congestion at Dallas-Ft. Worth Airport was developed as well as an industrial park that today has 94 companies and 17,000 full-time employees.

Other winners in selected categories include: Statewide Economic Development Strategy;



Pennsylvania: Regional Economic Development; Bryan-College Station, Texas Economic Development Corporation; Partnerships: Technology Venture Corporation, New Mexico. Created over seven years ago, that program has helped establish 40 new companies and attract \$185 million in capital investments.

The international category winner was One Northeast North America. Its goal is to increase foreign investment from the U.S. in the Northeast of England, rather than in other parts of the European Union. In two years it has attracted 21 new companies and over \$4 billion in capital investment.

This is the 8th year the magazine has presented its economic achievement awards.

# Business magazine recognizes Dunes, Gateway Business Park

## Union County projects honored at ceremony

By Dave Dreeszen

Business Journal editor

DAKOTA DUNES - Gateway Business Park and Dakota Dunes Development Company "blew away" the competition for a development award sponsored by a national business magazine, according to the publication's editor in chief.

The North Sioux City business park and the Dakota Dunes planned community placed first in the private developers category of the annual achievement awards sponsored by Business Facilities, a monthly publication targeted at corporate site selectors.

The award winners were judged and selected by a five-member editorial advisory board comprised of top business executives. Dakota Dunes and Gateway Business Park beat out more than 50 economic development organizations from around the world for the Gold level award, said Business Facilities editor Donna Clapp.

Receiving the second place, or Silver level, in the private developers category was the Fort Worth, Texas, Alliance Airport, a project spearheaded by Ross Perot Jr. The MCI Worldcom Rockford Service Center Project in Rockford, Ill., was the third place, or Bronze level, winner.

In an interview, Clapp stressed no other project came close to Dakota Dunes and Gateway Business Park in terms of size, commitment and vision.

"This project literally blew away the other projects in the private development category," she said.

Business Facilities dedicated its award to the late Russell E. Christiansen, whose vision is widely credited with the creation of Gateway Business Park and Dakota Dunes in southeast Union County.

Christiansen, former CEO of the Sioux City-based utility that developed Dakota Dunes, died of cancer Nov. 17, 2000. His widow, Marilyn, accepted the Business Facilities award from Clapp at a March 6 ceremony at Dakota Dunes Country Club.

"Russ had a vision that Dakota Dunes would be a special place where business and personal life would combine in a beautiful setting," Marilyn said in an emotional acceptance speech.

Clapp noted that Dakota Dunes and Gateway Business Park represent one of the rare instances in which private developers bore all costs of the infrastructure.

The 137-acre Gateway Business Park



Business Facilities magazine honored Dakota and Gateway Business Park in its December issue, above.



Clapp



Christiansen

which opened in 1984, is today home to computer maker 500 Gateway Inc. and a number of other diverse companies. Dakota Dunes, a 2,000-acre commercial and residential community that opened in 1990, now boasts more than 1,850 residents and more than 75 companies, including the world headquarters of meatpacking giant IBP Inc.

Combined, the two Union County developments have created more than 6,200 new nonfarm jobs, making southeast South Dakota the fastest growing economic region in the state.

The two developments were recognized in the December issue of Business Facilities. In the article, one of the judges, Michael Stephani, CEO and president of Exotrope Inc., an Internet-related software and development and ISP firm, describes the Union County developments as "one of the most creative, visionary, and far-thinking projects" in this year's competition.

"This project not only met the needs of business, it also met the needs of people. It was not only pro-business, it was pro-people and pro-USA," Stephani wrote.

Other judges were Doug Noonan, director of corporate real estate and facilities for Reebok International, Doug Aldrich, global manager of Laboratory Facilities for Dow Corning, Dr. Barry Hagan, managing director of ICL-Microsoft Solution Center in Northern Ireland, and Dana Olson, COO for ACI Telecentrics Inc.

Chris Bogenrief, marketing specialist for Dakota Dunes Development Company, said the recognition in Business Facilities, which is distributed to more than 43,000 corporate site selectors nationwide, has the potential to attract additional employers to southeast South Dakota.

"It just opens some more doors on a national level," Bogenrief said.



# Food store builds in North Sioux

By Mike Koehler

Journal staff writer

North Sioux City and Dakota Dunes residents will not have to cross state lines to haul home the week's groceries when the proposed Dakota Valley Foods opens in August.

On Thursday, the North Sioux City Economic Development Corp. announced the proposed construction of a new 25,000 square foot grocery store to be located in the Avalon Business park on River Drive.

Dakota Valley Foods will be owned and managed by Jerry and Julie Utecht, who live in a rural area near Dakota Valley School. Jerry Utecht said Thursday afternoon that he sold three grocery stores in Minnesota and one in Colorado and plans to make a living for his family in southeast South Dakota.

"You can't make money in Minnesota when you have to give it all to Gov. Ventura," he said.

The new full-service grocery store will be located between the Gateway Country Store and the Wells Fargo Bank in the business park. Utecht said he is working a out a deal to be affiliated with Nash Finch grocery

stores, but Super Valu or other affiliations could happen as well.

Utecht said he will be able to handle the South Dakota grocery taxes and remain competitive. Most food items are already taxed in Iowa anyway. He will not be a recycling deposit station, as is the case with stores in Iowa, which will make his business easier to run, he said.

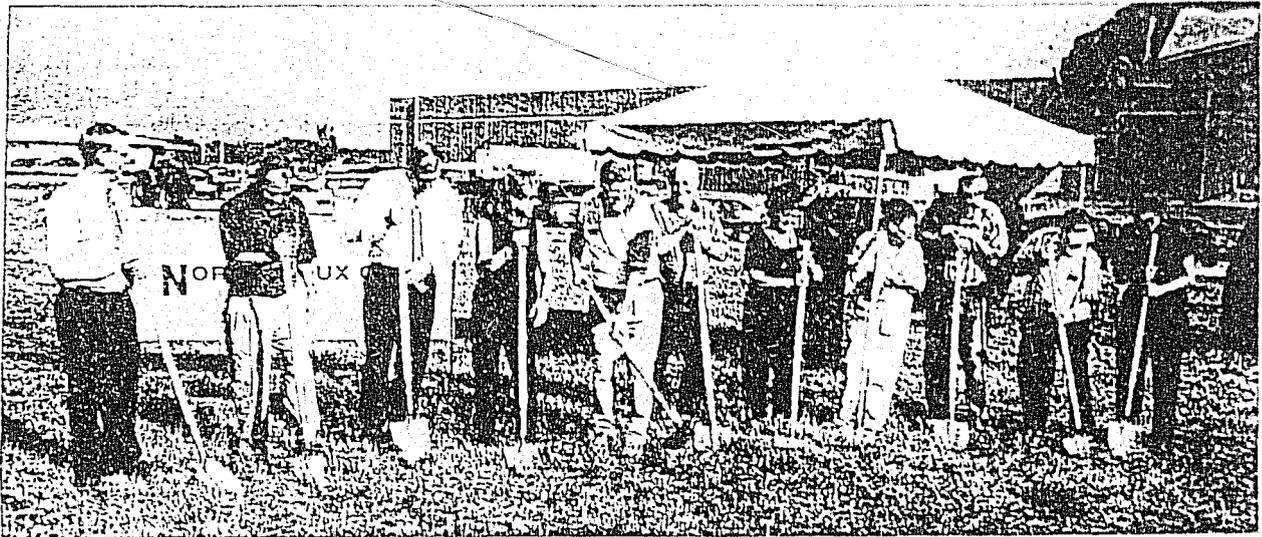
"I intend to have a full-service store there," he said. "It will have everything there that people want. Between now and the time we get it built and stocked, I will figure that out. It will definitely cater to the local people."

Sue Harlan, executive director of the North Sioux City Economic Development Corp., said there has not been a grocery store in North Sioux City for several years.

"It is going to be an independently owned and managed grocery store, which will be a huge benefit and great opportunity for North Sioux City," Harlan said.

Dakota Valley Foods will serve as a retail anchor for future development in the business park and is expected to bring in enough traffic to attract retail businesses. These other projects are on the drawing board, Harlan said.

# Business



North Sioux City officials, members of the city's Economic Development Corporation and grocery store officials are pictured breaking ground Saturday

morning, August 4, for the new Dakota Valley Foods on River Drive in North Sioux City. The 25,000 square foot facility will open in the spring of 2002.

## Ground broken for Dakota Valley Foods

Ground breaking ceremonies were held Saturday morning, August 4, for the Dakota Valley Foods grocery store in North Sioux City.

Officials from the city council, Economic Development Corporation, Brown Construction and grocery wholesale distributor Nash-Finch were on hand for the ceremonies, which were held at the site of the facility along River Drive.

Mayor Liesel Hallwas said it was a "very good and exciting morning for all of us." She said a large number of people worked very hard to make North Sioux City's first grocery store happen and praised all of them for their efforts.

Tim Ward, developer of the Avalon Business Park, noted that four years earlier, the site was a soybean field. Now the location includes the Wells Fargo Bank

building, Outpost Plaza and the FIMCO manufacturing building. Ward said the new grocery store will help jump start additional retail facilities in the area.

Brad Mollet of Brown Construction said the store will help build momentum to further retail development. He added that, as an area resident, he is glad to be a part of the development.

Bill Wilmert of Nash-Finch said his company is glad to work with the store's development. Nash-Finch is a leading food retailer and distributor in the Midwest and will help in the store design, inventory and equipment purchasing.

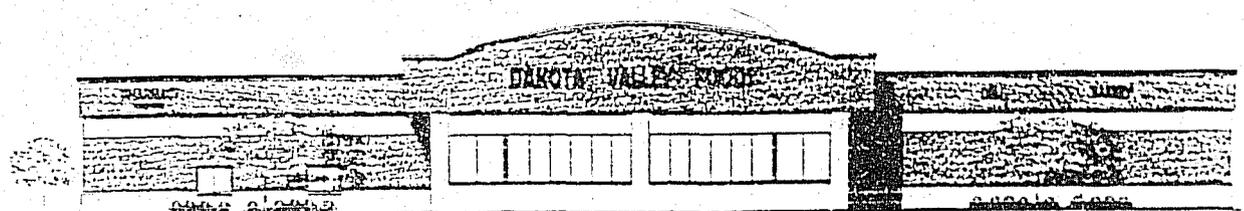
Dakota Valley Foods Owner Jerry Utecht said he will begin a process over the next few weeks to ask area residents what they would like to see in the new store. He said since it will be their store, they should have a say in what

will be carried there. He was accompanied to the ground breaking by his wife Julie and their daughters, Courtney and Natasha.

The Dakota Valley Foods will consist of 25,000 square feet located on three acres of land with room for expansion. Features of the store will include a drive-up pharmacy, bakery, sit-down deli and catering services. Online grocery shopping is also being considered. The store will employ about 65 persons.

Access to the store will be from River Drive to the south, Mallard Drive to the north and a new east-west road through the area between the Wells Fargo Bank and the Outpost Plaza. In addition to giving access to the store, the new road will allow for more retail growth.

A grand opening is tentatively scheduled for March of 2002.



# Demand spurs Wynstone development

By Bob Lawrence

Demand has sparked development of 91 new lots at a 600-acre gated community just west of Interstate North Sioux City.

Phase II, the new 106-acre development begins beginning at 1,200 a lot in a price range of \$130,000 to \$250,000, according to the Development Committee Rick Wegher.

"It is now being developed because the demographics numbers dictate it," said. "There is demand for the property to accommodate demand." Both the lot are included in price.

Inside the gates, Phase Wynstone consists of one- which are larger than housing tracts," said



Wynstone president Rick Wegher stands at the site of the new housing development in Union County. (Photo by Bob Lawrence)

Wegher, who calls it "prime ground with spectacular views and lots of open space."

Phase II is in the central part of Wynstone, which is on the eastern banks of the Missouri River in a natural setting of giant cottonwood trees, native grasses and wildflowers.

Just 1.5 miles from Interstate 29, Wynstone is minutes away from Dakota Valley schools, North Sioux City's Gateway Business Park and downtown Sioux City.

Even before the early October completion of the infrastructure, including fiber-optic cable and concrete streets, seven lots were sold, according to Wegher. Construction on the first homes began in late October.

Builders include Wegher Construction Company, Hogan Construction and Donaldson Construction, however, any contractor approved by Wynstone Development Company may build in Phase II.

Paul Donaldson of Donaldson Construction says he decided to build at Wynstone because "it's an attractive development offering houses in demand for the \$130,000 to \$250,000 price range that have the additional attractiveness of large lots set against a scenic backdrop."

The new housing development represents the first new lots offered at Wynstone since the opening of Phase I launched the community in 1997. Thus far, 60 lots have been sold with 45 homes built in the initial phase. Residents total 168 including 76 children. According to Wegher, only

58 lots, ranging from one-to-1.5 acres, remain for sale in Phase I.

With an average of 20 lots sold per year, Wegher said he's "pleased with the pace of development at Wynstone. For being only three years old, we're doing extremely well." Wegher says the decision to begin the new phase now was within his projected timetable, "so obviously, we're pleased to be right on track with our plans."

In addition to Phase II, the latest amenities added to Wynstone are play equipment for the community park and a new, regulation soccer field which is also used for baseball and football.

Sue Belveal is among Wynstone residents excited about the community's growth.

She, her husband, Rocky, and their children moved there last

year after "falling in love" with the community during their first drive through. "It's a great place to live, with great people, nice large lots and scenery that's beautiful year round. Having the Adams Homestead & Nature Preserve, which we just love, adjacent to Wynstone, is another nice amenity," she said.

*Bob Lawrence is a free-lance writer based in McCook Lake, S.D.*



A group of Siouxlanders gather in the rotunda of the South Dakota Capitol during the 49'ers Business Council's third annual Legislature Day. From left is Dennis Melstad, Kathy Anderson, Jim Zortman, Darwin Gam, Jeff Dooley, Chris Bogenrief, Pete Krull, Jim France, Liesel Hallwas, Al Leber and Teresa Rosenboom. (Photo courtesy of the Siouxland Chamber of Commerce)

## Local leaders lobby at S.D. Capitol

On Feb. 21, members of the 49'ers Business Council traveled to Pierre, S.D. for the third annual Legislative Day.

The day is organized to meet with South Dakota legislators on issues of concern to the business community. Attendees included leaders from area businesses, government, economic development and education organizations.

The group met with Gov. Bill Janklow, Ray Christensen, secretary of education, and Ron Wheeler, commissioner of the gov-

ernor's Office of Economic Development. Attendees also met with area legislators — Sen. Ken Albers, R-Canton, Rep. Mike Broderick, R-Canton, and Rep. Maggie Gillespie, D-Hudson.

Topics addressed included open enrollment and other education legislation, re-districting plans, and transportation issues.

The trip was coordinated by the 49'ers Business Council and the Siouxland Chamber of Commerce.

Sioux City Journal, Thursday, Nov. 15, 2001-A5

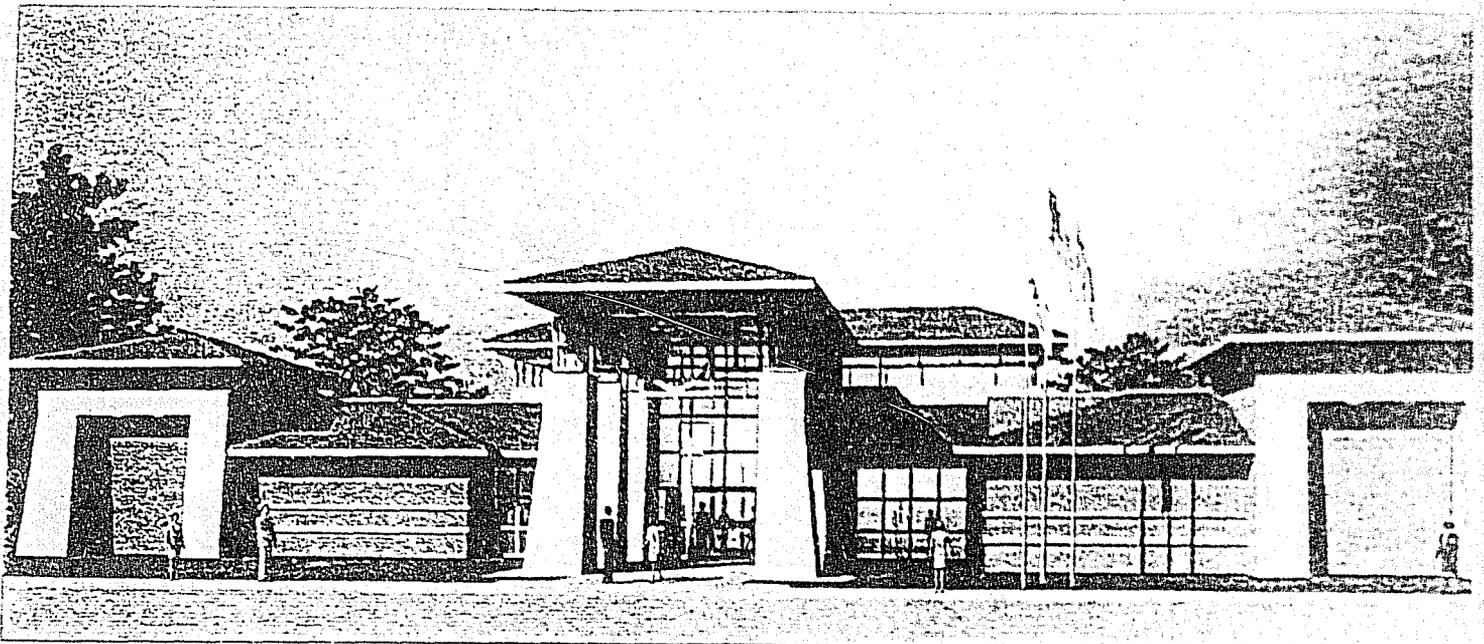
## North Sioux gets grant for Flynn Business Park

**NORTH SIOUX CITY** — North Sioux City's Flynn Business park will benefit from a \$900,000 grant. It is part of \$30.5 million going to South Dakota in recent passage by Congress of appropriations for the Veterans Administration-Housing and Urban Development Conference Report.

The money will be used to complete the water, sewer and drainage infrastructure for the 162-acre Flynn Business Park, according to Sue Harlan, president of the North Sioux City Economic Development Corp.

The city must produce a 45 percent match, or \$405,000, of the \$1.6 million project. Phase I of five phases has already been completed. The rest of the infrastructure is planned for construction over the next five years. The business park was developed to attract more business to the city after Gateway Business Park stayed filled for several years.

The largest single grant in the bundle, \$10 million, is targeted to the transition for the Homestake Mine/National Research Underground Lab.



Architect's drawing of the new city hall building in North Sioux City

## Ground formally broken for new city hall

North Sioux City's new city hall building went from planning and paper drawings to reality last weekend with formal ground breaking ceremonies held Saturday morning, July 28.

Mayor Liesel Hallwas and members of the city council were on hand for the ceremonies, along with representatives of the architectural firm and builder.

The new city hall will be located at 504 River Drive. The 13,087 square foot facility will be situated on a four and one-half acre site on the south side of the street.

Mayor Hallwas noted that after years of planning for a new city hall, "It finally is happening." She added that the project didn't happen overnight and that the facility will be a "building you all can be proud of."

She said she appreciated everyone's help in making the project a reality and said the new building will help the city be more efficient with more storage space, more room to hold meetings and more space for things like economic development.

Ken Victor, of the architectural firm of Neumann, Monson and Victor, said the company first showed the city council a simple design for the facility but that the council wanted more of a design statement. He said the council's final design choice for the city hall

representatives Dan Freed and John Boyle.

Refreshments were served after the ceremonies.

The exterior of the city hall will feature a "rich and varied palette of materials," according to city officials. It will include pre-cast concrete, brick and asphalt shingles. The wall construction will be of load-bearing concrete block with steel bar joists for the roof areas. The building was designed for durability and will "retain its character for many years to come with a minimum of maintenance."

Decorative brick art is planned for recessed squares on the east and west sides of the front of the building, which faces River Drive. The city council is studying possible designs for the art work and will make its choices over the next few months.

Inside, the new city hall will feature many improvements including a security system, computer network capabilities and fireproof storage. A "safe room" will be incorporated into the facility for use in the event of severe weather.

The billing and information window will be directly across the lobby to provide city residents quick and easy access. The council chambers will be located to the right, in the northwest corner of the building.

The chamber will feature seat-

to be in the building, will be located behind the council platform.

Offices in the new building will house the mayor, finance officer, assistant finance officer, economic development officials, building inspector, planning and zoning and future city administrator.

A room to house historical exhibits will be located to the left of the main entrance.

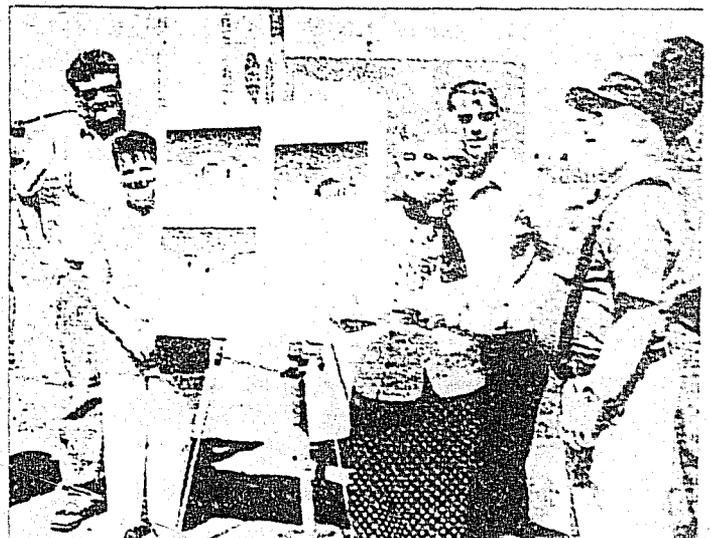
Construction will cost \$2 million. Funds are coming from the city's sales taxes generated by local businesses, including Gateway and the city's casinos.

The current city hall building was constructed in the 1950s. The

city shared office space with the fire department until 1994, the community center first was built. The building was leveled and the police department has shared space in the city building since then. The city council room seats only 10 people and larger ones often had to be moved to the community center.

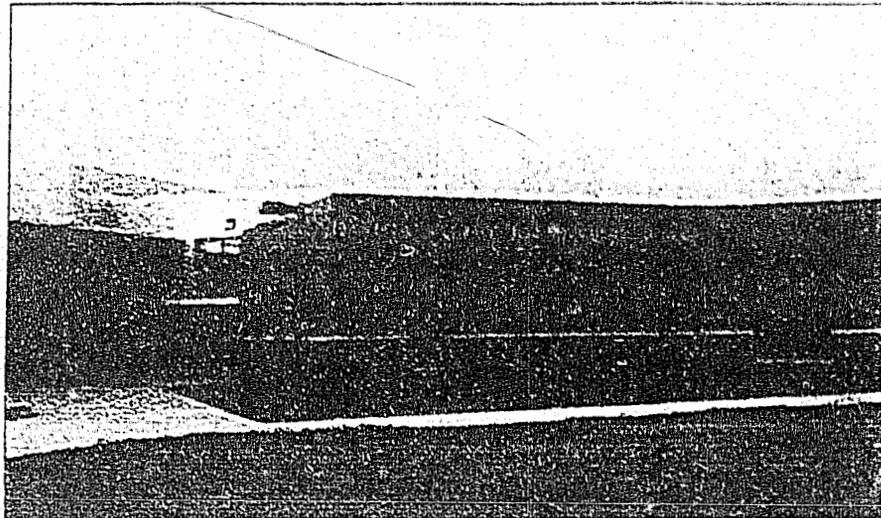
When the new city hall is completed, the police department will expand to occupy the entire city hall building.

Construction on the new hall is scheduled to be completed by August of 2002.



August 16, 2000

## Grand opening scheduled for Elementary school



Grand opening ceremonies for the new Dakota Valley Elementary School will be held Saturday, August 18, at 3:30 pm.

Grand opening and ribbon cutting ceremonies for the new Dakota Valley Elementary School will be held Saturday, August 18 at the new facility located at 80 Northshore Drive in North Sioux City.

Ceremonies will begin at 3:30 pm in the elementary school commons. The welcome will be presented by Dakota Valley School Board President Paul Dailey. Guest speakers will include North Sioux City Mayor Liesel Hallwas, Elementary School Principal Tamra Hummel and representatives of the architectural and construction firms.

After the ribbon-cutting ceremony, self-guided tours will run from 4 to 5 pm. The high school athletic fall bash for football, girls basketball and cross country will begin at 5 pm in the high school gym.

Construction of the 74,220 square foot facility was started in May of 1999, with completion earlier this summer, nearly two months ahead of the original schedule. Total cost of the building was \$7,300,000.

The building replaces the old

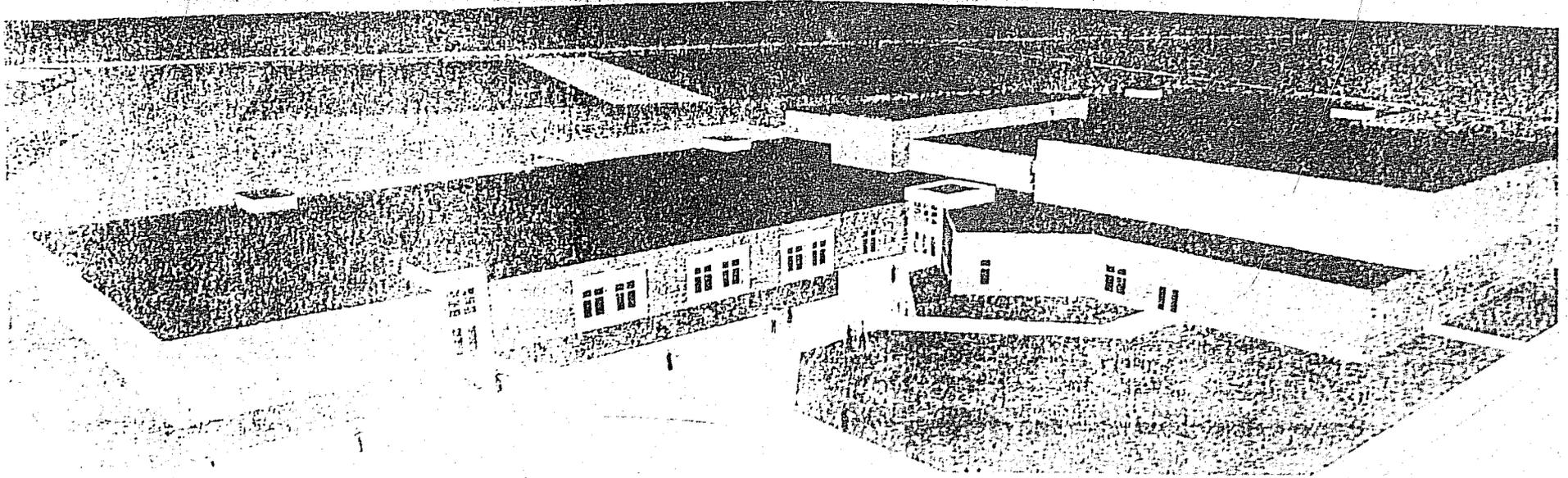
built in 1932, with additions in the 1950s, 1960s and 1970s. Two portable buildings erected in the mid 1990s were the final expansions to the facility. There was no more room to expand the building as the site had become an industrial area. The 1932 portion of the structure was demolished in 1993.

The new elementary school includes 18 classrooms for grades to 4, five larger classrooms for kindergarten classes, a pre-school room, four resource rooms, three computer labs and a music room, art room, library/media center, cafeteria/commons and a gymnasium.

A playground and two other play areas are located on the north side of the building. A 50-space parking lot for the staff is located west of the building and a 15-space visitor parking lot is to the south. The parking lots are also utilized for games at the new North Sioux City/Dakota Valley Recreation Complex located between the elementary school and middle-high school buildings.

The color scheme of the building's interior is similar to the

# Dakota Valley Elementary



# North Sioux City receives \$900,000 federal grant for Flynn Business Park

The South Dakota Congressional delegation of Senators Tim Johnson, Tom Daschle and Congressman John Thune has announced the awarding of a \$900,000 State Tribal Assistance Grant (STAG) to the City of North Sioux City for infrastructure work in the new Flynn Business Park.

According to North Sioux City Economic Development Executive Director Sue Harlan, the grant accounts for 55 percent of the \$1.63 million project to install sewer and storm sewer lines and extend water lines into the park. The city will provide the remaining funds for the project.

This is the second year the city has been the recipient of a federal STAG for the Flynn Business Park. Last year, a \$100,000 grant was received to bring a water line up Highway 105 to the boundaries of the development. This year's grant will be funded through the EPA whereas last year's grant came through HUD.

The new sewer, storm sewer and water lines will be connected to the first business in the new business park. A 9.5 acre section has been sold to Jim Strong of Des Moines, IA. He is planning to build a 30,000 square foot warehouse facility between the spec building and Highway 105 in the southern tip of the development.

Strong's company is a vendor for Gateway. The number of employees that will work at the company will depend on demand from Gateway. Construction may begin yet this year, weather permitting.

Harlan said that although Strong did not choose to move into the spec building on the site, it was the spec building which brought his attention to building his new facility in South Dakota. Due to the nature of his business, it was easier for him to construct a building from scratch for his inventory.

Another factor in his decision to build in the Flynn Business

Park was the proximity of the area to the airport. Strong will be able to fly in from Des Moines and walk to his building.

Harlan said Strong was an outstanding person to work with during negotiations and was very professional. She said he and his company will be an asset to the North Sioux City community.

The 160-acre Flynn Business Park was developed in 1999 after the city's other business park, the Gateway Business Park, was filled within a 15-year span, leaving the city without space for new light industrial businesses. The land for the new business park was purchased from Bridget Flynn and her family.

Funding for the project was approved by a House-Senate Conference Committee. Senator Johnson was a member of the committee. Upon passage by the full House and Senate, the bill will be sent to President Bush for his signature.

# Senator Johnson personally delivers news of \$900,000 grant

Senator Tim Johnson made a visit to North Sioux City Monday afternoon, November 19, to personally congratulate local officials on receiving a \$900,000 federal grant for infrastructure work in the city's Flynn Business Park.

The announcement of the

grant was made last week, but Johnson is touring the state during Congress' Thanksgiving break to personally deliver the news and see where the grant money will be used.

Johnson met with city officials, North Sioux City Economic Development Corporation members

and former owner of the Flynn Business Park site, Bridget Flynn at a city hall news conference.

"The Senator said the Flynn Business Park project "is a classic example of a partnership that makes sense." He said having Senator Daschle and himself in leadership positions in the Senate is a "one-two punch" for South Dakota that insures that South Dakota priorities are heard "loud and clear."

Johnson said that once the need for the business park funding was laid out to other Congressional members, it received a lot of support. He noted that southeast South Dakota is one of the fastest growing areas in the entire Northern Plains and that the project will benefit not only North Sioux City, Elk Point, Alcester and all of Union County, but other areas of Siouxland as well.

The North Sioux City Economic Development Corporation and city officials were praised for their efforts in securing the funds and for their wise use of previous federal grants. Johnson predicted that the Flynn Business Park will fill up with businesses in a few years and the city will have to seek a site for a third business park. Gateway Business Park, the city's first, was started in 1981 and was filled with businesses by the late 1990s.

Jim Strong, who was also in attendance, is scheduled to break ground on his 30,000 square foot building in the Flynn Business



Senator Tim Johnson, center, visits with business owner Jim Strong, left, and Marty McGlothlen of L & L Builders before a news conference at the city hall in North Sioux City. Johnson was in the area to formally announce a \$900,000 federal grant for infrastructure in the new Flynn Business Park.



Senator Johnson poses with Bridget Flynn and Sue Harlan at the site of the Flynn Business Park in North Sioux City.

Park in the spring of 2002. His will be the first business to locate in the development.

The \$900,000 federal grant is 55 percent of the \$1.63 million needed to install sewer and storm sewer lines and extend water

lines into the park. The city of North Sioux City will provide the remaining funds for the project. The southeast portion of the park is currently in city hands. The city will annex the remainder of the site as park is developed.

After the news conference Johnson and local leaders traveled to the Flynn Business Park site to view the area. Johnson then made a trip to Fort Totten to meet with city and state officials to discuss the grant.



# SCOREBOARD

## RESIDENTIAL

HOME SITES SOLD.....	620
HOMES UNDER CONSTRUCTION.....	28
HOMES BUILT.....	466
HOME REALES.....	261
RESIDENTS.....	1,926

## COMMERCIAL

ACRES SOLD.....	152
APARTMENTS.....	306
WELLINGTON AT THE DUNES.....	192 UNITS
STERLING GREEN ESTATES.....	114 UNITS
BUILDINGS.....	31
COMPANIES.....	76
JOBS.....	1,575

SCJ June 13, 2001



# Urology group to build facility at Dakota Dunes

DAKOTA DUNES, S.D. — The construction of a 16,000-square-foot medical building, Sioux Point Business Park, at Dakota Dunes was announced Tuesday by Dr. John Wolpert, president of Sioux City Urological Associates, P.C.

Located on a five-acre site at 455 Sioux Point Road in the Dakota Dunes medical complex, the new facility will include a state-of-the-art urology center.

"The new building and urology center will greatly enhance both our efficiency and patient care as well as accommodate growth in our practice. Both the practice and technology of urology have changed and this facility is designed to accommodate these changes," Wolpert said. Remodeling or adding on to the current location at 1815 Pierce St. had been considered, he said, but was found to be impractical.

Construction on the single-story building will begin immediately with completion expected by next February. It was designed and will be built by Marshall Erdman & Associates of Madison, Wis., an architectural, engineering and construction firm specializing in medical facilities.

Dakota Dunes was chosen as the new Sioux City Urological Associates location because of its proximity to other medical services. South Dakota's favorable regulatory climate was also a factor in the decision to build in the master-planned community.

"The new location, adjacent to Interstate 29, will also make it more convenient for our patients

**"The new building and urology center will greatly enhance both our efficiency and patient care as well as accommodate growth in our practice."**

living in all three states," Wolpert said.

"We are extremely pleased with this announcement because Sioux City Urological Associates, P.C. will add yet another major medical practice to serve patients from this community as well as those from throughout the Siouxland area," said Dennis Melstad, president of Dakota Dunes Development Co. "This will certainly contribute to our growing reputation as a medical center."

When the practice moves into its building next year, total medical employment in Dakota Dunes will exceed 250.

Founded in 1957, the principals of Sioux City Urological Associates are Drs. Wolpert, David Howard, Patrick Walsh, Kenneth McCalla, Thomas Hepperlen and Timothy Kneib. The practice includes 21 staff members.

In making the announcement, Wolpert said the name of the practice will be changed to Siouxland Urology Associates, P.C., to reflect its care of patients from the three-state area.

The new facility will occupy three acres of the site, making two acres available for another medical or office building.

# Dunes breaks ground on 12-acre retail center

By Dave Dreeszen  
Business Journal editor

**DAKOTA DUNES -**  
In another milestone for the planned community, Dakota Dunes officials have announced plans for a 12-acre neighborhood retail center.

Construction on the first phase of Village Square at Dakota Dunes will begin immediately, with the first tenants expected to open in early fall, said Don Dunham, chairman of The Dunham Company.

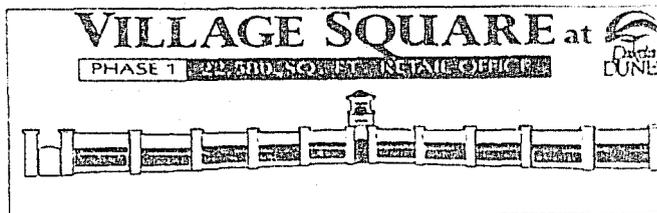
Dunham, a Sioux Falls-based residential and commercial development firm, has formed a joint venture with Dakota Dunes Development Company for the project, which calls for attracting a mix of retailers that include a grocer, service stores and specialty shops.

Village Square will be Dakota Dunes' first retail development providing multiple tenants under one roof.

"We are entering another stage of the development of this community," Dennis Melstad, president of Dakota Dunes Development Company, said at a May 30 news conference at Dakota Dunes Country Club. A formal ground breaking ceremony at the construction site, located just south of the intersection of Dakota Dunes Boulevard and Sioux Point Road, was canceled due to rainy weather.

Created a decade ago in extreme south-east Union County, Dakota Dunes is now home to 1,915 residents, and 76 companies employing nearly 1,500 people. Melstad said development of Village Square at Dakota Dunes continues the community's goal of expanding its retail base.

The Dunham Company has worked previously with Dakota Dunes Development. Currently, the developer is constructing



Above is a rendition of the frontal view of the proposed Village Square at Dakota Dunes.

homes in the community's new Prairie neighborhood.

"We have been very pleased with the success of The Prairie and we have every reason to believe that Village Square will be met with equal response from both retailers and the residents of the Dakota Dunes area," said Dunham. "In fact, I believe this additional amenity to Dakota Dunes will help increase residential home sales within The Prairie and throughout the community."

Though no leases have been signed for Village Square, Melstad said backers have been talking to more than 20 potential tenants, including five to six grocer prospects.

At the news conference, Melstad said he sees room for grocery stores both in Dakota Dunes and one planned in nearby North Sioux City. In March, Jerry and Julie Jecht announced plans to build a 25,000-square-foot store, Dakota Valley Foods, in North Sioux City's Avalon Business Park.

The first phase of Village Square at Dakota Dunes, covering 22,580, will have room for eight to 10 tenants, Dunham said. Two additional phases will raise the total space to 55,000 or 75,000 square feet, and number of tenants to as many as 40. The higher figures, he said, are contingent on the developers landing a large tenant, such as a grocery store, for about 20,000 square feet in the center of the complex.

Dunham said plans call for completing one phase of Village Square in each of the next three years.

Because Village Square is envisioned as a neighborhood retail center, Dunham said officials will target firms that already have a presence in the Sioux City or Sioux Falls area, rather than national or regional chains.



Melstad

## Center to allow "front door" access to Dunes

The announcement and groundbreaking ceremonies for the Dakota Dunes Welcome Center was made August 23.

The 5,740-square-foot facility will serve as the new home for Dakota Dunes Realty, Dakota Dunes Development Company, and Midwest Capital Group.

"This site will allow us to better serve our customers from the front door of Dakota Dunes," said Dennis Melstad, president of the Dakota Dunes Development Company.

Indeed, located at the corner of Dakota Dunes Boulevard and Sioux Point Road, the Welcome Center is visible from the highway and won't be missed from the exit ramp. It is intended as a one-stop shop for both commercial and residential customers.

The new facility is arising among a hotbed of commercial building activity in the Dunes. It joins property with four other buildings under construction, including Siouxland Urology Associates, the Village Square retail center and the Siouxland Surgery Center addition.

The Welcome Center will be owned by The Dunham Company, a Sioux Falls-based development company extending its involvement in the Dunes.



Dennis Melstad, president of the Dakota Dunes Development Company, was one of the presenters at the groundbreaking ceremony for the Welcome Center. The site is located at the intersection of the Dakota Dunes Boulevard and Sioux Point Road, and is readily visible from the highway.

MIDAMERICAN ENERGY COMPANY  
SOUTH DAKOTA  
2002 ECONOMIC DEVELOPMENT  
PROPOSED BUDGET

Development Group Support

Forward Sioux Falls .....	\$18,250
Yankton Area Progressive Growth .....	3,000
Vermillion Development Co. ....	1,000
Sioux Falls Development Foundation .....	850
Minnehaha County Economic Development Association (MCEDA) .....	3,500
(Includes community development support for: Baltic, Brandon, Colton, Dell Rapids and Hartford)	
Lincoln County Economic Development Association (LCEDA) .....	3,500
(Includes community development support for: Beresford, Canton, Harrisburg, Lennox, Tea and Worthing)	

Individual Community Development Support:

Alcester Development Corp .....	\$200
Centerville Development Corp .....	200
Elk Point Gold Program .....	200
Flandreau Improvement Corp .....	200
Montrose Development Corp .....	200
North Sioux City Development Corp .....	200
Salem Development Corp .....	200

Program Subtotal ..... 1,400

Economic Assistance Programs

Intended for value-added economic development projects  
that provide job creation, capital investment and economic  
benefit to communities within our service territory ..... 1,500

Business Attraction Incentives

Allocation of costs for business attractions on behalf of  
South Dakota communities within our service territory ..... 2,000

**TOTAL 2002 PROPOSED BUDGET FOR SDPUC APPROVAL** \$35,000

South Dakota Public Utilities Commission  
**WEEKLY FILINGS**

For the Period of December 27, 2001 through January 2, 2002

If you need a complete copy of a filing faxed, overnight expressed, or mailed to you, please contact  
Delaine Kolbo within five business days of this filing. Phone: 605-773-3705 Fax: 605-773-3809

**NATURAL GAS**

**NG01-012** In the Matter of the Filing by MidAmerican Energy Company for Approval of its 2001 Economic Development Report and its 2002 Economic Development Plan.

On December 28, 2001, the Commission received a filing from MidAmerican Energy Company pursuant to Docket NG95-019 requesting: (1) approval of its 2001 economic development report; and (2) approval of its 2002 economic development budget.

Staff Analyst: Heather Forney  
Staff Attorney: Kelly Frazier  
Date Docketed: 12/28/01  
Intervention Deadline: 01/18/02

**TELECOMMUNICATIONS**

**TC01-196** In the Matter of the Application of Gold Line Telemanagement Inc. for a Certificate of Authority to Provide Interexchange Telecommunications Services in South Dakota.

Gold Line Telemanagement Inc. has filed an application for a Certificate of Authority to provide resold interexchange services in South Dakota. The applicant proposes to resell 1+ and 101XXXX outbound dialing, 800/888 toll-free inbound dialing, directory assistance, data services, travel card service, and prepaid calling card service.

Staff Analyst: Michele Farris  
Staff Attorney: Kelly Frazier  
Date Docketed: 12/31/01  
Intervention Deadline: 01/18/02

You may receive this listing and other PUC publications via our website or via internet e-mail.  
You may subscribe or unsubscribe to the PUC mailing lists at <http://www.state.sd.us/puc>



# MidAmerican ENERGY

OBSESSIVELY. RELENTLESSLY. AT YOUR SERVICE.

March 11, 2002

Ms. Debra Elofson  
Executive Director  
South Dakota Public Utilities Commission  
State Capitol Building  
500 East Capitol Avenue  
Pierre, SD 57502

RECEIVED

SOUTH DAKOTA PUBLIC  
UTILITIES COMMISSION

In Re: Docket No. NG01-012

Dear Ms. Elofson:

In accordance with the Decision and Order approving Settlement Stipulation NG01-010, enclosed are 11 copies of the "revised" MidAmerican Energy Company 2002 Economic Development Budget proposed for South Dakota. This replaces the prepared budget that was previously filed for MidAmerican for 2002 in this docket and which has previously been deferred by the Commission.

Revisions to the 2002 budget (submitted on December 27, 2001) are as follows:

- An additional \$3,500 under Economic Assistance Programs.
- An additional \$3,500 under Business Attraction Incentives.
- Proposed staffing at \$58,000, of which \$53,000 is represented by allocated salaries (including labor loadings) and \$5,000 in related non-labor expenses for MEC development personnel working with and/or on behalf of communities in our South Dakota service territory.

In addition to our monetary support, economic assistance programs, and business attraction incentives, we provide in-kind support through Mark Rodvold, our full-time Community Development Consultant living in Yankton. He is actively involved on the following boards and committees and assists economic development personnel in communities in MidAmerican's service territory in southeastern South Dakota:

- Yankton Area Progressive Growth economic development advisory council.
- Member of Lincoln County Economic Development Association board of directors.
- Member of Minnehaha County Economic Development Council.
- Works in coordination with Sioux Falls Development Foundation staff.
- Member of Second District Economic Development board of directors.
- Member of Growing Vermillion strategic planning task force.

Page 2  
Ms. Debra Elofson  
March 11, 2002

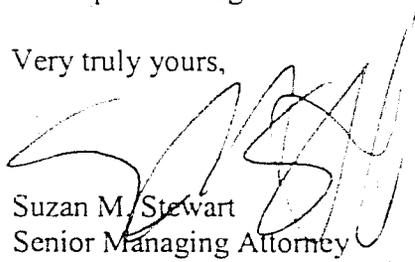
Glenn Ivarsen, our Vice President of Community Relations and Economic Development serves on the board of the North Sioux City Economic Development Corporation, the Siouxland Economic Development Corporation, and The Siouxland Initiative. Additional MEC economic development personnel enhance our overall programs, providing further benefit to communities we serve in South Dakota.

While a downturn in the economy impacted all of us, we are very pleased with the positive growth that happened within our service territory during 2001. We recognize that economic development is a team effort by numerous entities and we appreciated the opportunity to support and work with organizations that helped bring about these significant results.

	<u>Anticipated New Jobs</u>	<u>Capital Investment</u>
• Sioux Falls MSA (Including Minnehaha and Lincoln Counties)	2,650	\$186,000,000
• Yankton	164	24,000,000
• Dakota Dunes	150	9,800,000
• North Sioux City	110	4,400,000
• Vermillion	305	4,000,000

We respectfully request approval of our 2001 report and our "revised" 2002 economic development budget.

Very truly yours,



Suzan M. Stewart  
Senior Managing Attorney  
[smstewart@midamerican.com](mailto:smstewart@midamerican.com)

Voice: (712) 277-7587

Fax: (712) 252-7396

Encs.

MIDAMERICAN ENERGY COMPANY  
 SOUTH DAKOTA  
 2002 ECONOMIC DEVELOPMENT  
 PROPOSED BUDGET

SOUTH DAKOTA PUBLIC  
 UTILITIES COMMISSION

Development Group Support

Forward Sioux Falls.....	\$18,250
Yankton Area Progressive Growth.....	3,000
Vermillion Development Co.....	1,000
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(Includes community development support for: Baltic, Brandon, Colton, Dell Rapids and Hartford)	
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Elk Point Gold Program.....	200
Flandreau Improvement Corp.....	200
Montrose Development Corp.....	200
North Sioux City Development Corp.....	200
Salem Development Corp.....	200

Program Subtotal..... 1,400

Economic Assistance Programs

Intended for economic development enhancements that help to create new jobs, capital investment and economic benefit to communities within our service territory (GOLD program, industrial site analysis, etc.)..... 5,000

Business Attraction Incentives

Allocation of costs for business attractions on behalf of South Dakota communities within our service territory (trade shows/marketing assistance, etc.)..... 5,500

Proposed Staffing

Allocation of salaries and related expenses for MEC developers working with and/or on behalf of communities in our South Dakota service territory..... 58,000

**TOTAL 2002 PROPOSED BUDGET FOR SDPUC APPROVAL** \$100,000

**BEFORE THE PUBLIC UTILITIES COMMISSION  
OF THE STATE OF SOUTH DAKOTA**

IN THE MATTER OF THE FILING BY )	ORDER APPROVING 2001
MIDAMERICAN ENERGY COMPANY FOR )	ECONOMIC DEVELOPMENT
APPROVAL OF ITS 2001 ECONOMIC )	REPORT AND 2002
DEVELOPMENT REPORT AND ITS 2002 )	ECONOMIC DEVELOPMENT
ECONOMIC DEVELOPMENT PLAN )	PLAN
)	NG01-012

On December 28, 2001, the Public Utilities Commission (Commission) received MidAmerican Energy Company's (MidAmerican) 2001 Economic Development Annual Report and proposed Economic Development Plan for 2002. The proposed plan was filed in accordance with Docket NG98-014 which continues the requirements set forth in Docket NG95-006. A revised economic development budget for 2002 was filed on March 14, 2002, pursuant to the settlement stipulation in NG01-010. On March 27, 2002, and April 16, 2002, Commission Staff requested the company file additional data in regard to this matter which the company did.

For 2002, MidAmerican's proposed economic development investment budget is \$100,000. The actual expenditures for the 2001 Economic Development Plan were \$36,595.

At its regularly scheduled May 9, 2002, meeting, the Commission reviewed MidAmerican's 2001 Economic Development Report and Economic Development Plan for 2002. The Commission has jurisdiction over this matter pursuant to SDCL Chapter 49-34A, specifically, SDCL 49-34A-4 and 49-34A-6. After review of the report and plan the Commission found that they are just and reasonable and voted to approve them. It is therefore

ORDERED, that MidAmerican's 2001 Economic Development Report and Economic Development Plan for 2002 are approved as filed.

Dated at Pierre, South Dakota, this 16<sup>th</sup> day of May, 2002.

<p><b>CERTIFICATE OF SERVICE</b></p> <p>The undersigned hereby certifies that this document has been served today upon all parties of record in this docket, as listed on the docket service list, by facsimile or by first class mail, in properly addressed envelopes, with charges prepaid thereon.</p> <p>By: <u><i>Alaine Kalbo</i></u></p> <p>Date: <u><i>5/17/02</i></u></p> <p align="center">(OFFICIAL SEAL)</p>
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BY ORDER OF THE COMMISSION

*James A. Burg*  
 JAMES A. BURG, Chairman

*Pam Nelson*  
 PAM NELSON, Commissioner

*Robert K. Sahr*  
 ROBERT K. SAHR, Commissioner