

SECTION III
2015 Highlights of Economic Development Activities in
MidAmerican Energy Company's South Dakota Service Territory

(The following summaries were provided by each "Local Partner")

SIoux FALLS

Industrial and Warehouse Developments

A-OX Welding Supply Co. Inc. relocated to the former Dakota Beverage building at 101 North Harlem Avenue. The facility provides additional room for the growing company that specializes in industrial manufacturing and medical gasses.

Ag Growth International purchased land in the Jansmick Industrial Park for a new Hi Roller production facility. The 120,000-square-foot facility, completed spring 2015, houses all production and office operations and represents a nearly \$15 million investment. Approximately 30 new jobs were created.

Dakota Millwork expanded into the former Groomer's Choice facility at 1501 North Industrial Avenue near the Sioux Falls Regional Airport.

Diamond Mowers completed construction on their new 51,000 square-foot manufacturing facility along 60th Street North. The new facility allows their operations to be consolidated into one building.

FedEx located at 4401 East Producer Lane in Sioux Empire Development Park VIII and expanded their distribution facility with a \$1.2 million, 18,473 square-foot addition.

Global Sterilization and Fumigation, a Nevada-based business specializing in a natural and organic alternative sterilization process purchased the former Dakota Beverage warehouse. The company renovated the 29,000 square-foot facility prior to starting operations earlier this year. The company created approximately 10 jobs.

Groomer's Choice Pet Products, formerly known as Senproco, purchased 6.5 acres in the Jansmick Industrial Park and completed a new 55,000 square-foot facility on Northview Avenue. The facility represents a \$6.75 million investment and provides capacity to double the size of the building in the future.

Interstate Office Products constructed a 9,000 square-foot warehouse facility in northeast Sioux Falls near 60th Street North and Velocity Avenue.

Midwest Motor Express completed a \$1.1 million expansion to their transportation facility at 2807 North First Avenue in the Sioux Empire Development Park III.

Republic National Distributing's construction is nearing completion on their new warehouse and office facility at 4101 North Potsdam in Sioux Empire Development Park IV. The 145,600 square-foot facility will provide nearly triple the space when the company relocates in early 2016 to the \$9 million facility.

Soukup Construction is in the process of building a new 30,000 square-foot office and shop facility at 725 North Ebenezer Avenue in northwest Sioux Falls. The company plans to move into the \$6 million facility in March of 2016.

TJN Enterprises opened their new facility on 25 acres purchased from Xcel Energy, along East Rice Street, in September, 2015. The new 66,000 square-foot facility houses their expanding metal recycling business. The \$10 million project includes processing operations, storage and office space. The company, with 40 employees and plans to hire more, will continue to operate the previous location as a retail and consumer drop off site.

Western Products opened a showroom at 3809 North Fourth Avenue in Sioux Empire Development Park I in March of 2015. The North Dakota based home improvement company is one of the largest in the Midwest.

Office, Commercial and Medical Development:

AeroStay Hotel wrapped up construction on their new \$5 million hotel located at the Sioux Falls Regional Airport. The hotel offers 79 rooms.

Aldi grocery chain is opening a 23,000 square-foot store in the former Big Lots space at 2808 South Louise Avenue. The store is scheduled to open early 2016.

Avera Prince of Peace concluded construction on their \$25 million project earlier this year. The two-story, 121,000 square-foot facility replaced the former facility with private rooms and a wing of assisted living.

Avera McKennan Hospital expanded their NICU to 16,500 square-feet with a recently completed \$7 million remodel, and site work is underway on a new clinic that will house the state's first free-standing emergency department at 28th and Marion Road.

Badlands Pawn, Gold & Jewelry plans to open on Thanksgiving Day 2015. The \$15 million, 55,000-square-foot retail entertainment complex along Russell Avenue includes a foundry, radio station, deli and shooting range. More than 20 people will staff the retail and entertainment venue.

The Bakery opened in a renovated facility at 910 North Main Avenue in May of 2015. The building provides community space to bring students, mentors, entrepreneurs and business people together.

Bank Midwest, an Iowa based business, entered the Sioux Falls market, in the nearly \$2 million remodeled former Howalt McDowell building, on Minnesota Avenue in July of 2015.

Co-op Natural Foods's work concluded this fall on a \$1 million expansion and remodel at 18th Street and Minnesota Avenue.

Country Club of Sioux Falls, formerly Westward Ho, broke ground in 2014 on a new 35,000-square-foot clubhouse. The facility was completed summer 2015.

D1 Sports Training, a \$5 million, 40,000 square-foot training facility is under construction in partnership with Orthopedic Institute and GreatLife Malaska Golf and Fitness. The facility is located on the northwest side of 69th Street and Southeastern Avenue with completion scheduled for spring 2016.

Dataware's new 11,300 square-foot, \$2 million data center was completed in April of 2015. The facility is located in The Edges office park development near the I-29 and I-229 interchange. Dataware is a division of Omnitech.

Epicosity marketing firm is investing nearly \$1.5 million in the purchase and renovation of the former Good Shepard facility at 300 North Main. At 10,000 square-feet, the new location will provide triple the space for the growing firm. Epicosity hopes to move into their new headquarters by the end of 2015.

Evangelical Lutheran Good Samaritan Society is constructing an 84,000 square-foot, two-story office facility called the Ryan Building and is scheduled for completion spring 2016. Major remodeling is underway on the Hoeger Building and the Jerstad Center will convert to offices as part of the \$30 million project. Good Samaritan is also building a 32-unit assisted living center on the Prairie Creek campus scheduled to open summer 2016.

Fareway Stores continues construction on a second grocery at the southwest corner of 41st Street and Sycamore Avenue. The \$3 million, 28,000 square-foot store is scheduled to open early 2016, employing up to 80 people.

Fernson Brewing Company began operation at a 12,000 square-foot facility housing a 30-barrel brewing system with seating for 95 in the taproom.

First Interstate Bank opened a limited service branch at 4930 South Western Avenue in early 2015. The Billings-based branch offers residential mortgages and construction loans.

First Savings Bank's completed work on a new facility near 69th Street and Western Avenue. The \$2 million, 14,000 square-foot full service bank will include room for the bank's corporate staff.

The Foundry renovated the former Traditions Furniture building in downtown Sioux Falls into retail space, offices and lofts. Work was completed in the spring of 2015. The facility also houses **Duluth Trading Co.**, one of the area's newest retailers, and the headquarters of **Cega Innovations**.

Frontier Bank's new downtown office is the first floor of The Plaza, the former CNA building. Services at this bank's second location are provided by six staff members. **Pappy's The**

Original Coffee Shop also opened on the first floor in early 2015, with **WoodGrain Brewing Co.**

GreatLife Malaska Golf and Fitness Club will invest roughly \$20 million by the end of 2015 in area golf courses and fitness clubs, including improvements, renovations and an addition to Woodlake Tennis and Fitness Center, a new 16,000 square-foot, \$2.2 million clubhouse at Willow Run Golf Course, and numerous fitness facilities throughout the region.

Historic Towne Square is the name of the new development encompassing the former School for the Deaf on East 10th Street. The development will house the corporate offices of Wheel City Auto in the remodeled facilities; with plans for renovated apartments, a new strip mall and additional housing units.

Journey Group's construction continues on a new \$5 million headquarters facility at 58th and Solberg Avenue in the Interstate Crossings office park. Employees will move into the 22,000 square-foot, two-story building early 2016.

Marketplace at Lake Lorraine, a 130-acre development, is home to **Sioux Falls Lighthouse** lighting and home furnishing store, **The SandBar** beach themed restaurant, **Mainstream Boutique** and **Cornerstone Eye Clinic**. The development will also include **Grand Living**, a 200,000 square-foot, 156-unit senior living, assisted living and memory care complex on 8.5 acres scheduled for completion in 2017.

Metabank leased additional space at 6009 South Sharon Avenue for their growing business with plans to create 50 new jobs.

Perspective, an architecture and interior design firm is making renovations to the former Illinois Central Roundhouse at Fifth and Weber. The facility will provide additional space for the firm to grow as well as studio space for their artist-in-residence program.

RMB Associates started construction on a new two-story office building in the Three Fountains development near 85th Street and Western.. RMB will relocate their offices to the 31,000 square-foot facility as will **Paradigm Construction**. Expected completion on the \$4-5 million facility is the summer of 2016.

Edith Sanford Breast Center continues construction on their \$30 million, 48,000 square-foot facility along 18th Street on the Sanford campus.

Sanford Imagenetics broke ground on their 100,000-square-foot, three story facility that will house various clinics, labs and research programs, in addition to space for patient and community education. Both facilities will open in 2017.

Shoppes at Dawley Farm Village development, located near Arrowhead Parkway and Highway 11, features a 50,000 square-foot, \$6.6 million **Burlington** store that opened in May creating 65 new jobs. A newly constructed 15,000 square-foot retail center will house new tenants including **Massage Envy**, **Olive Destination**, **The Barbershop**, **Mainstream Boutique**, **Perfect 10 Nail & Beauty Bar** and **AT&T**.

TownePlace Suites opened a 92-room hotel at 6400 South Connie Avenue just south of 69th and Louise.

Walmart broke ground on its fourth Sioux Falls store at 85th and Minnesota Avenue. The more than \$10 million, 185,000 square-foot facility is scheduled to open early 2016. In addition, the eastside Wal-Mart underwent a three-month renovation.

Zuercher Technologies' construction of a new more than \$3 million office building was completed earlier this year in the Interstate Crossings office park. The nearly 29,000 square-foot facility more than doubled the company's space with potential for future expansion.

Other Developments

4D Design & Consulting (West 57th Street); 9 Clouds expansion (Downtown), 9Round Fitness & Kickboxing (26th and Ellis Road); A-Team Training (Minnesota Avenue); Advanced Engineering & Environmental Services (57th Street); American State Bank (Downtown); Antiques on Old 8th (Downtown); Big Rig BBQ (Meadows on the River); Bogtrotters (Downtown); Burger King (60th Street North and I-29); Caribou Coffee/Einstein Bagels (East 10th Street, 41st Street, Minnesota Avenue, Louise Avenue); The Barbershop (49th and Louise); The Clothing Agency for Men (Western Mall); CPM Fitness (Downtown); EAPC (9th and Minnesota), Escape Float Spa (West 49th Street); Fiero Fire Chicken & Fiero Pizza (41st Street); Filly Flair Boutique (Pinnacle Place); Five Guys Burgers and Fries (49th and Louise); Futurescape 3D Solutions; GameStop (Arrowhead Parkway); Gateway Food & Lounge renovation (41st Street); Gil Haugan Construction addition/ remodel (East 60th Street North); Gilberto's Mexican Taco Shop (Minnesota Avenue); Heidi's Decor & More (Western Mall); HobbyTown (Park Ridge Galleria); The Hockey Headquarters (Sanford Sports Complex); Hydra Beer Cos. (Meadows on the River); HyVee renovations (Minnesota Avenue, East 10th Street, 57th Street, Louise Avenue, West 10th Street); J.H. & Sons (Downtown); J. Ella Boutique (Bridges at 57th); The Jacket Zone (41st Street); Jacky's Restaurant (Benson Road); JL Beers (Western Avenue); The Keg (West 12th Street); KoKo FitClub (41st and Sycamore); Lemonly (Downtown); MacKenzie River Pizza, Grill & Pub (Downtown); Marco Pizza (41st and Sycamore); Mathnasium (Bridges at 57th); Miller Funeral Home (81st and Minnesota); Modtro (Downtown); Moe's Southwest Grill (41st and Western); Ode to Food & Drinks (Eastbank Downtown); Panda Express (Arrowhead Parkway); Pandora (Empire Mall); Pella Windows & Doors (85th and Western); PizzaRev (49th and Louise); Play It Again Sports relocation/expansion (Western Avenue); Red Robin (Empire Mall); Reliabank Dakota (West 57th Street); Robins Kaplan (Downtown); S.H.U.E.S. (Downtown); Say Anything Jewelry (Downtown); Silverstar Car Wash (26th and Sycamore); Stan's Clean-A-Can; TEKsystems (Bur Oak Place); Tokyo Japanese Cuisine (26th and Sycamore); Toppers Pizza (Minnesota Avenue); U-Haul remodel (West 10th Street); Unglued (Downtown); Uptown Events expansion (Downtown); Urban Archaeology (Downtown); Verizon Store (41st Street); Woofs & Waves (Arrowhead Parkway); Worldwide Skate & Snow Shop (Downtown); Zing Interiors (41st Street); Z'Mariks Noodle Café (Minnesota Avenue).

Quality of Life Developments:

Augustana University - Froiland Science Complex, \$35 million, 41,000 square-foot addition and renovation of the current science center.

Catholic Diocese of Sioux Falls - \$3.6 million Bishop Dudley Hospitality House.

City of Sioux Falls - \$5 million Elmwood Golf Course renovation; Midco Aquatic Center; Southern Vistas Park; Prairie Hills West Neighborhood Park; \$1.16 million in improvements to Bryant, Burnside, Lacey, Tower Parks and Beadle Greenway; \$31.5 million in sewer upgrades; Fire Station #11; Great Bear Recreation Park improvements; Bike Trail.

DakotaAbilities Longfellow Center - \$2 million renovation of former Longfellow Elementary.

Good Earth State Park at Blood Run - continuing development of the 588-acre state park.

Feeding South Dakota - \$3.9 million, 50,000 square-foot facility on 6 acres.

Habitat for Humanity - \$1.4 million, 20,000 square-foot Re-Store expansion.

Harrisburg School District - New \$11 million elementary school.

Huether Family Match Pointe - \$3.8 million, 50,000 square-foot tennis facility at the Sanford Sports Complex.

Sculpture Walk - 55 new outdoor sculptures exhibited throughout downtown Sioux Falls.

Sioux Falls Area Humane Society - \$1.2 million addition and remodel.

Sioux Falls Regional Airport - \$12.8 million project to include an elevator and escalators, additional security checkpoint lanes, office relocation and a meditation and yoga area.

Sioux Falls School District - \$8 million Susan B. Anthony Elementary; \$5 million Eugene Field A+ Elementary addition; \$11 million Sonia Sotomayor Elementary Spanish immersion school.

Southeast Technical Institute - \$21 million new facility for expanding auto tech and diesel programs.

Special Olympics - \$2.1 million, 16,000 square-foot Unify Center.

Tea Area School District - \$5.2 million Frontier Elementary School.

Trail Ridge Retirement Community - \$12 million, 40-unit assisted living facility includes a wellness center, pool and kitchen; remodel of the former assisted living facility into a memory care unit.

Veterans Affairs Medical Center - Women's health center; patient/bathroom remodel; new operating rooms.

VOA - Dakota's - Cairn Campus, \$1.5 million addition and remodel.

YMCA - Part of facility converted to 52 affordable housing units.

Regional Developments

AmericInn opened earlier this year. Ribbon cutting ceremonies were held at the new three-story, 47-room hotel in Hartford, South Dakota.

Badlands Motor Speedway, formerly Huset's, is investing \$6 million in speedway restorations, concessions, restroom and grandstand refurbishing at their facility near Brandon, South Dakota. Badlands plans to host additional races as well as concerts when complete.

C&C Manufacturing purchased one acre in the Corson Development Park and constructed a new 8,000 square-foot facility.

Carl V. Carlson constructed the new 20,000 square-foot cecast facility near Hartford, South Dakota, to accommodate expanded services and the addition of pre-cast concrete pipe manufacturing. The company broke ground in May 2014 on the \$5 million manufacturing plant and was fully operational in early 2015, adding approximately 20 new positions.

Carolan Rental expanded to a new 14,000 square-foot showroom in the Harrisburg Industrial Park. The new facility provides additional room for the growing business.

Dakota Plains Dairy completed construction on a \$35 million dairy in Lincoln County west of I-29 and the Viborg Exit. The facility will be able to house 4,250 dairy cows and employ 35 people.

Dakota Traffic Services moved into a new \$1 million, 10,000 square-foot facility in the new Tea, South Dakota industrial park over the summer.

G.A. Johnson Construction moved to a new \$1 million office and warehouse facility on Highway 115 between Sioux Falls and Harrisburg, South Dakota.

GrandStay Hotel & Suites opened a 50-suite hotel in June, 2015. The three-story hotel in Tea, South Dakota, includes a pool, meeting room and bar.

Leeco Steel purchased eight acres in the Corson Development Park for a new 58,000 square-foot steel distribution center that came on line in late 2015.

Legacy Electronics Inc. purchased their facility and expanded their footprint to 42,000 square-feet in Canton, South Dakota. The company plans to add workers over the next three years.

Lone Star Enterprises, Inc., moved to a new 10,000 square-foot facility in the Regional Livestock development located on Highway 18 at the Canton, I-29 exit.

Marmen Energy purchased another 25 acres in the Brandon/Corson Development Park to provide room for additional wind tower storage.

Rosenbauer America constructed 22,000 square-feet of additional space to assist with their growing global fire truck manufacturing business. With the expansion, the company plans to add 30 new employees over the next few years. The facility and additional equipment represent a \$2.5 million investment in Lyons.

Showplace Wood Products added a 60,000 square-foot, \$10 million, standalone manufacturing plant on their Harrisburg, South Dakota, campus to provide production space for their new Evo product line. The expansion will create 30 to 100 new jobs.

Showplace Kitchens nearly doubled their Harrisburg, South Dakota, showroom with a 5,000 square-foot addition.

Weisser Distributing purchased the former Dakota Millwork space in Tea, South Dakota, for their automotive supplies distribution center. The 40,000 square-foot facility provides more than triple the space for the growing firm that plans to add 12 employees.

Sioux Falls Area Communities – Lincoln and Minnehaha Counties

*(Source: 2015 Annual Report for the Lincoln and Minnehaha County
Economic Development Associations)*

Please note: LCEDA/MCEDA budgets run from October - September

One measure of economic growth that illustrates the confidence of local residents is the annual taxable sales report.

Businesses in Lincoln and Minnehaha Counties continued to show solid growth in sales tax collections during 2015. According to the South Dakota Department of Revenue, Business Tax Division, the combined growth for the two-county area was nearly 2%, with taxable sales up \$8.8 million. Taxable sales in Minnehaha County totaled \$269 million, while Lincoln County reported 201.7 million, an increase of 10.82% over 2014.

Leading Lincoln County was Tea, with a 21% increase in 2015, and Worthing, up 14.6%. Leaders in Minnehaha County were Baltic, up 10.6%, and Humboldt, logging an increase of nearly 6%. These numbers illustrate that the region's retail, commercial and residential growth is continuing to trend upward.

During the last year for which full data is available, the Sioux Falls metropolitan statistical area (MSA) registered a higher rate of growth than either the state of South Dakota or the United States as a whole. The Sioux Falls had a total GDP of \$18.3 billion, representing a 4.1% growth from 2013 to 2014. South Dakota had a total GDP of \$45.9 billion, up 2.7% over 2013.

Lincoln County Economic Development Association (LCEDA)

Canton

Canton had 64 building permits for 2015, with a residential valuation of \$2.26 million and commercial valuation of \$672,350. During 2015, 10 new single-family homes were built.

Harrisburg

Harrisburg constructed 65 single-family homes in 2015. The community approved 294 building permits with a valuation of \$12.5 million in residential construction and another \$15.6 million in commercial construction.

Lennox

Lennox spent \$1.45 million in residential construction and \$891,958 in commercial construction during 2015, spread over 123 projects. This year, six new homes were built as the community works to expand its housing options.

Tea

Tea constructed 39 single-family homes, and 78 multi-family units. Commercial construction included GrandStay Hotel, Jimmy's Coffee House, Weisser Distributing, Sabers Insurance, Koch Insurance and DTS. There were 206 building permits issued, valued at over \$14 million in residential and \$9.5 million in commercial.

Worthing

Worthing experienced over \$514,000 worth of construction in 2015, spread over 18 new projects and two new homes were built. The community worked to continue its steady growth in commercial and residential development.

Minnehaha County Economic Development Association

Baltic

Baltic added seven new single-family homes, with attractive lots still available. This year, 43 building permits were issued, with \$1.7 million total valuation.

Brandon

A total of 37 new single-family homes and four twin homes were built, with \$8.35 million spent on residential construction in 2015. Brandon issued 368 building permits with a commercial valuation of \$10.5 million.

Colton

Construction activity in Colton for 2015 included 14 building permits, with \$78,420 in residential construction and \$44,500 in commercial construction.

Dell Rapids

Dell Rapids issued 472 building permits in 2015, with \$8.9 million in residential construction and nearly \$44 million in commercial construction. Dell Rapids neighborhoods added 14 new single-family homes and the city continued infrastructure improvements.

Hartford

Hartford issued 152 permits, valued at nearly \$5 million in residential construction and \$2.6 million in commercial construction during 2015. There were 20 new single-family homes and 14 multi-family units built. A mixed use building and a commercial structure were built in the new industrial park.

VERMILLION

New Businesses

- Sencio Health Systems, 1-3 new employees.
- O'Reilly Auto Parts, 2-4 full-time, 12-16 part time employees
- Chlotique, 1-2 full-time, 2-4 part-time employees
- FiaRose, 1 full-time, 2-6 part-time employees
- Vermillion Downtown Cultural Association
 - Vermillion Chamber and Development Co invested \$10,000 loan and \$5,000 grant to VDCA to buy and renovate downtown movie theatres
- Biotest Pharmaceuticals began construction in 2015
 - Opening in October of 2016
 - 40-60 new jobs

Business Growth

Polaris had two large projects in 2015, adding a \$13 million, 225,000-square-foot expansion to their facility, and then another \$10 million equipment upgrade and expansion. The projects are expected to add 20-40 new positions.

Building Permits

Vermillion issued 182 building permits in 2015 at a permit cost of \$86,306. Valuations totaled \$28,128,723.

Vermillion NOW! II - Fundraising recap after one year, total pledged:

- \$1,140,637 Cash
 - \$410,871 Collected
 - \$331,528 Invested
- \$528,975 In kind
 - \$37,075 Collected
 - \$37,075 Invested

Investment Priorities

- Bliss Point Housing
- Entrepreneurial Development

- Business Expansion and Recruitment

Housing

In 2015, the Vermillion Area Chamber and Development Company (VCDC) sold seven lots at the 46-acre Bliss Point housing development. There were four new homes built, and four more started.

YANKTON

Workforce

In January 2015, Yankton Area Progressive Growth (YAPG) received a \$60,000 Community Incentive Matching Grant to support technical education in the areas of welding and computer-aided drafting. Along with the CTE Academy and STEM programs, the Regional Technical Education Center (RTEC) provided entry level exposure and career exploration to 53 9th-12th grade students via the following programs:

- The 2015 Summer Manufacturing Academy had 26 participants from school districts in Yankton, Vermillion, Gayville-Volin, Wagner, Menno, Bon Homme, Menno and Wynot, Nebraska.
- The Automotive Academy had 14 students from Yankton, Vermillion, Bon Homme and Avon.
- Upon successful completion of the RTEC Manufacturing and Automotive Academies, students earned ½ CTE credit. Students in the Manufacturing Academy earned one elective credit from Mitchell Technical Institute. Educational partners that helped make both academies possible were: Yankton School District, RTEC, Yankton Area Progressive Growth, South Dakota National Guard, Avera Education & Staffing Solutions, Mitchell Technical Institute, Yankton Rural Area Health Education Center, local manufacturers and local automotive businesses.
- RTEC had 10 students from Bon Homme, Gayville-Volin, and Irene-Wakonda participate in their welding class during the Fall and Spring semesters.
- RTEC had three students from Irene-Wakonda participate in a computer-aided drafting (CAD) class during the spring semester.

In February 2015, YAPG received a Governor's Office of Economic Development grant for a full-time workforce development coordinator position, office equipment, labor study and marketing. The GOED grant totaling \$141,613.67 will be disbursed over a four-year period. In April 2015 Rita Nelson was hired for the workforce development coordinator position.

In June 2015, YAPG conducted a workforce need survey of primary sector employers.

- Surveys were returned by 18 of 32 employers.
- The survey results indicated there are 3,725 full-time and 625 part time employees employed by the 18 employers.
- A total of 855 new jobs are expected over the next five years by the same 18 employers.
- The survey provided concerns with employee retention and filling 466 unskilled and 172 semi-skilled positions.

- The survey included an employee questionnaire in which 186 responses indicated support for various projects such as a health club, indoor aquatic center, convention center, athletic facility and entertainment facilities.

In August 2015, YAPG launched a new website: www.GreaterYanktonLiving.com

- The new workforce development site promotes the quality of life attributes and career opportunities available in nine county labor shed regions of Charles Mix, Bon Homme, Hutchinson, Turner, Yankton, Clay, Union, South Dakota; Knox and Cedar, Nebraska.
- The website explores living, playing, working, and growing features to attract targeted demographic of 18-44 year olds to build regional workforce.
- Since the launch of the website, the work appears to be successful in attracting a steady increase in visitors between the ages of 18-44 (55%).
- The most popular pages are the job board and growing opportunities.
- The website markets, via social media, radio, videos, movie theatre, billboards, print media and career fairs.

In the fall of 2015, YAPG visited with students at the following schools – Lake Area Technical School – Watertown, South Dakota; Mitchell Technical Institute – Mitchell, South Dakota; Northeast Community College – Norfolk, Nebraska; Western Iowa Technical – Sioux City, Iowa. YAPG coordinated industry tours and lunch presentation for NECC electromechanical students and hosted a Build Dakota Scholarship Workshop presented by STI, MTI, LATI and Build Dakota Program Manager for our regional industry partners. Additionally, YAPG collaborated with the Boys & Girls Club to coordinated industry presentations for a 10 week Boys & Girls Club Career Launch program in the Gayville-Volin High School. Participating partners included –South Dakota Dept. of Labor; Applied Engineering, L & M Radiator, Yankton Rural Area Health Education Center (YRAHEC); Avera Sacred Heart, South Dakota Department of Rehabilitation Services, Valley Ag, Yankton County Sherriff, and Southeast Job Link.

Beginning in the fall of 2015, YAPG hosted monthly meetings with an HR Workforce Advisory group. Members included human resource managers, recruiters, operations managers, and other directors. Collaborative forum discussion topics included website, marketing, workforce needs, current and projected, relationship building with high schools and tech schools, recruitment strategies, creating a culture for retention, diversified workforce, training needs and concerns.

YAPG helped coordinate the placement of 12 Yankton High School seniors in internship positions with Applied Engineering, Kolberg-Pioneer, Kaiser Heating & Cooling, Shur-Co, Kisch Construction, Freeman Company, and Yankton High School. The interns will be paid by the employers and receive high school credits. The exciting new internship program, which was collaboratively developed by YAPG, employers and Yankton School District gives students' hands-on experience, creates Build Dakota scholarship opportunities and builds a pipeline for future workforce. Additionally, YAPG workforce coordinators support spousal recruitment and employment inquiries.

YAPG joined the Skilled Workforce Advocacy Council for the next two years, at a cost of \$10,000 per year, and provided a representative from our community to be on the board. The council's goal is to establish a new governing board specifically for the state's technical schools in order for them to be appropriately funded by the state.

Retention

It was a goal to stay closely connected with existing companies. This was accomplished by maintaining a positive working relationship and assisting them with efforts to grow their business. The following updates demonstrate the efforts of YAPG to make retention a top priority.

- YAPG, with the assistance of the GOED, visited over 20 local businesses in 2015.
- In the past two years, six corporate visits were completed: SAPA, First National Bank of Omaha, L&M Radiators, Baldwin Filters, Wilson Trailer and Manitou America.
- Wilson Trailer completed a 35,000-square-foot expansion, adding 55 additional jobs.
- YAPG granted the adjoining south 16 acres of YAPG property to Wilson Trailer to enable them to have expansion space in the future.
- YAPG donated \$150,000 to Boys & Girls Club covering the next five years
- YAPG was pleased to be involved in the Truxedo expansion (40,000 square-feet with 18 additional jobs) by negotiating a land option with L&M Radiators.
- Sapa held a ribbon-cutting ceremony in September to celebrate their 54,000 square-foot expansion adding 84 jobs.
- YAPG, the City of Yankton, and Senator Thune worked cooperatively to assist Kolberg-Pioneer in securing a rail crossing adjacent to their property which would allow them expansion options in the future..
- YAPG welcomed a new business which relocated from Menno. Fair Manufacturing bought the Shorma property and immediately began a 20,000 square-foot addition and expects to add 19 jobs to Yankton.

Marketing

Building on the strong foundation of pursuing lead generation and providing consistent follow up, YAPG followed leads from the GOED, Binswanger, and Smart Solutions in 2015. YAPG also worked with Yankton County to continue promoting the Napa Junction Rail Park. These efforts were rewarded in the following ways:

Binswanger was hired to professionally market nationally the Spec Building. Through their efforts, YAPG received three clients expressing interest in the Spec Building and relocation to Yankton. These clients are at different stages of development, but all of them would be excellent fits for Yankton.

Smart Solutions provided 25 prospective clients in several different categories. Of these, five are geared toward Yankton and two of these clients are active.

Napa Junction continues to move forward.

- The Rail Group was formed and has worked diligently to bring progress to the development of a Rail Industrial Park.
- The Yankton Regional Rail Authority was formed through the efforts of the City of Yankton and Yankton County. With the creation of this new rail authority, new financing opportunities can be accessed for the development of a Rail Industrial Park.

- The Yankton County Tax Improvement District #1 was approved and includes the Napa Junction site.
- An agreement is in place with Dakota Plains to build a multi-million dollar facility at Napa Junction.
- In a new program from the South Dakota DOT, a 1% loan was obtained to build the 3.5-mile concrete road to Napa Junction which Dakota Plains has guaranteed. Dakota Plains reconsidered the location and bought land at Napa Junction as first client due to efforts from the county commission.
- Napa Rail Line was awarded to Dakota Southern with 20-year lease and the rail line has already seen improvements.
- YAPG, EDA, GOED and Dakota Southern are all working together to fund a Napa Junction feasibility study.

James Steel - YAPG and the City of Yankton are working with the client on a new building on previously city owned land which was bought by a commercial, multi-state, major, specialized subcontractor seeking expansion. This will add 35-50 jobs.

State Client RFPs submitted, 10 RFPs for 2015. Currently, two of those are open. The others have been lost, closed, or tabled. The two open prospects include a light industrial company with 140 employees and a warehousing/distribution company with 10 employees.

Housing

During YAPG's 2014 strategic planning session, the board overwhelmingly came to the conclusion that an affordable housing initiative was needed which would include addressing the needs for both multi and single family dwellings as demonstrated by the housing study commissioned in 2013. As a result, YAPG established a Housing Task Force which examined and reviewed the land procurement opportunities and subsequently met with several local and regional home builders to determine their interest in meeting the community's housing needs. In the end, YAPG elected to work with Eagle Construction for the multi-family component of the project and Neilson Construction for single-family homes. This housing initiative would not have been possible without the partnership efforts of the City of Yankton and B-Y Water.

Housing Highlights:

- Purchased approximately 31 acres from Bob Law in July 2015 and named the development Westbrook Estates.
- Worked with the City of Yankton to designate Westbrook Estates as a tax increment district.
- Contracted with Eisenbraun & Associates to provide engineering and oversight services for the development.
- Sold 11 lots to Neilson Construction in October for the construction of 10 single-family homes and one townhouse.
- Sold approximately nine acres of land to Eagle Construction for the provision of a 70-unit apartment complex.
- Contracted with Vision Real Estate to market and coordinate all sales activity.

CENTERVILLE

Nursing Home: The amazing success story of Centerville Care & Rehab Center continued in 2015. The facility owned by the Centerville Development Corporation continued to operate in the black and exceeded profit expectations for 2015. Centerville Care & Rehab Center continued to maintain and grow its census throughout the year. In 2015 the facility averaged approximately 90% capacity, was able to catch up on management fees and operate debt free. Updates and capital improvements continued in 2015. Centerville Care & Rehab's first administrator Jadin Wendland, transferred to Dell Rapids, and Jessie Jorgenson was hired in his place.

Business Development: The Centerville Development Corporation worked to promote existing businesses and recruit new businesses to Centerville in 2015. CDC started the Centerville Featured Business series in 2015 promoting local businesses in Centerville on the city website and the community Facebook page.

On Broadway in 2015 two new businesses opened and two more changed ownership. Centerville gained Luden's Treats & Treasures and Walz to Walz Antiques & Collectibles. The cafe went under new ownership and became the Horseshoe Diner while the Limgoes family became the official owners of the bowling alley.

The CDC, with the help of the SDSU Extension office, held a conference event titled "Small Business is Everyone's Business". The Centerville Development Corporation was one of 12 hosts across the state. The event provided a regional hub for area participants with an opportunity for them to hear two nationally-known authors speak on how rural places can support small businesses, and provided a local outlook from a panel of community leaders from around the region.

Centerville had a significant expansion to the elevator in 2015. The expansion will help keep the elevator relevant and should have a considerable impact for the local economy. In order to do the expansion, Centerville needed to update the power grid. The upgraded power makes way for other potential businesses or manufactures that could add significant electrical power.

The CDC has partnered with the SEFP to develop a Shop Local campaign. The goal is to educate the community on the effects of every dollar spent locally in our community and to raise awareness on the importance of shopping local. Several hours of planning and research for the project was done in 2015 to prepare for launching the campaign in 2016.

The CDC spearheaded the Beal Signage Project in 2015. The CDC worked with marketing representatives from Beal Distributing on a collaboration to install updated store front signage for several businesses in downtown Centerville. The total project from start to finish took some time, but in the end six local businesses received updated permanent storefront signage and graphics at zero cost to the business owners. The businesses were very pleased with the new signs and it has added a nice, fresh look to downtown.

ELK POINT

The Economic Development Corporation established, in joint cooperation with the Vermillion Development Corporation, a welding academy workforce development training program. It was heavily promoted within the Elk Point community and region. Upon successful completion of the program the student is awarded a welding certificate. Elk Point manufacturing firms will rebate the \$200 registration fee if a graduate from the program is hired.

Joint cooperation with the City of Elk Point and the Economic Development Corporation on road construction and infrastructure to the development park will take place in March of 2016. Bike and walking trail maintenance, crack repair and new street lighting, within the Elk Point community was completed in 2015.

A new community sign was erected along I-29. The sign depicts the Elk Point Development Park for business development and expansion, website and business incentives. The sign costs were jointly shared by the city, chamber, Economic Development Corporation and an economic development grant sponsored by MidAmerican Energy.

Business retention visits were completed by the city administrator and South Dakota Governor's Office of Economic Development officials. The visits identify how businesses are doing, how economic development officials can help businesses and to provide up to date support with business loans and workforce development training.

A community assessment task force committee continues to meet and review progress reports from various civic and government organizations regarding work on infrastructure, housing, business development and chamber activities.

The city administrator and local economic development board members attended a Legislative Cracker Barrel Session held at Elk Point-Jefferson School. It was an opportunity to voice concerns to local legislators regarding changing criteria with established development park infrastructure grant programs.

The Elk Point Housing and Redevelopment Commission helped coordinate a housing study for the community. As a result of this study, the Elk Point city council passed a resolution in October of 2015 establishing a housing incentive program. Since that time, five houses are under construction and two additional homes will be constructed. Of the homes under construction, three have sales pending and one of the spec builders expressed interest in four more lots. All are attributed to the housing incentives. Only two lots were sold in 2015 prior the incentives program. Elk Point has a population of 2,000 people.

DAKOTA DUNES

(Also served by MEC electric.)

In Dakota Dunes, 34 new homes were built, and 41 new residential lots were sold during 2015.

A total of 1,208 home sites have been sold since Dakota Dunes started and 1,094 homes built.

Dakota Dunes sold 4.7 acres of commercial property during 2015 including 2 Class A office spaces under construction. One totaling 8,690 square feet and another 32,854 square feet. A total of 220 commercial acres have been sold since Dakota Dunes started.

A psychiatric office, an insurance office and a pain management clinic were new businesses opened in 2015.

The total taxable property valuation at Dakota Dunes at the end of year 2015 was \$465,920,450, which is an increase from the prior year of \$50.9 million.

NORTH SIOUX CITY

(Also served by MEC electric.)

Commercial Development

Consumers Supply Distributing, a wholesale distributor of agricultural and animal nutrition products completed construction on a new state-of-the-art 30,000-square-foot, multi-stage feed production facility. The capital investment was estimated at \$7-8 million.

LaFleur Auto built a new 10,800-square-foot maintenance facility at their auto dealership which will allow for better maintenance of cars they sell in the future.

MA Murphy purchased 12 acres at Flynn Business Park and will be constructing four separate buildings to allow for expansion of their business and additional rental opportunities.

Pan-o-Gold purchased 12 acres at Flynn Business Park and built a 3,500-square-foot building.

Residential Housing The City of North Sioux City had another successful year in home construction. Total cost for new homes was \$4,485,224 and were all completed in 2015 or early 2016. This trend should continue, on the River Valley land, for a number of years to come.

Source: City Administrators/Economic Development Directors from each of the communities or LCEDA/MCEDA.