

SECTION III
2016 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 & Warehouse Developments

AmesburyTruth is nearing completion of its estimated \$10m center of excellence facility at 5001 West Delbridge Street; combining two area operations and positioning the company for growth in the window and door component manufacturing industry.

Grand Prairie Foods is wrapping up construction on a 20,000 square-foot addition to its main facility at 1400 North Cleveland Avenue. With the expansion, the company has created 50 new jobs. In addition, Grand Prairie built and opened a gluten-free bakery across the street earlier in 2016.

Interstates Control Systems is growing with an 18,000 square-foot addition to its facility on Research Drive in northwest Sioux Falls. The expansion provided room for an additional 70 new employees. The \$4m addition is scheduled for completion in 2017.

JDS Industries' construction is nearing completion on a 57,000 square-foot addition. The new warehouse space, located at 1800 East 57th Street North, represents a multi-million dollar expansion for the growing company.

Johnson Brothers Liquor Co. added 6,000 square-feet of space to its 300 East 50th Street North warehouse in Sioux Empire Development Park I to accommodate additional merchandise lines for their growing business.

Kreisers, a division of Concordance Healthcare Solution, relocated to a larger facility in June of 2016. The new \$4m warehouse is located at 3901 West 34th Street North.

Krohmer Plumbing, Inc. moved operations to a larger facility at 3505 North First Avenue in Sioux Empire Development Park III. The 12,000 square-foot location provides additional office and operation space for the growing firm that employs 29 in Sioux Falls.

PODS Moving and Storage is building a new facility at 1801 North Terin Circle, off of I-29, across from Southeast Technical Institute. The \$1m facility replaced the company's storage facility near the fairgrounds.

Republic National Distributing completed construction on a new warehouse and office facility at 4101 North Potsdam in Sioux Empire Development Park IV. The \$9m, 147,000 square-foot facility provides the growing company nearly triple its previous space.

Soukup Construction completed construction on a new 30,000 square-foot office/shop facility at 725 North Ebenezer Avenue in northwest Sioux Falls. The company relocated to the \$6m facility in early 2016.

Southern Wine & Spirits of America, a Florida-based liquor distributor, entered the South Dakota market in early 2016 with a depot at 4907 North Velocity Avenue, adjacent to Sioux Empire Development Park VIII.

Titan Machinery broke ground in the fall of 2016 on a new dealership location. The new 20,000 square-foot facility will consolidate operations and employees from two smaller facilities when finished in the summer of 2017. The new facility is located on 12 acres of land in Sioux Empire Development Park VII.

IOP Partnership LLC wrapped up construction on a 12,000 square-foot spec warehouse facility. The new building, located in Sioux Empire Development Park VIII, represents a nearly \$600k investment.

Office, Commercial and Medical Developments

Groundbreaking ceremonies were held in October 2016 for the four-story, 116-room **Holiday Inn Hotel & Suites** conference center and attached **Crooked Pint Ale House** restaurant. The \$12m complex will encompass 93,200 square-feet at 2040 West Russell Street adjacent to Elmwood Golf Course, and will create 50 jobs upon its 2017 completion.

Hy-Vee added a convenience store and gas station to its East 10th Street store, and Market Cafés to its stores located at Marion Road and West 26th Street, and at Sycamore Avenue and East 26th Street; investing \$6m.

A \$10m renovation of an addition to the **Jones Seed Co. Warehouse** building on North Phillips Avenue. The former Feeding South Dakota facility will house a mixed-use development.

Construction wrapped-up on **Journey Group's** \$5m headquarters facility at 58th and Solberg Avenue in the Interstate Crossings office park. Employees moved into the 22,000 square-foot, two-story building in early 2016.

KSFY moved its studio and operations to Courthouse Square after a \$2.5m remodel where it occupies the entire first floor and part of the second floor.

Lewis Drug will open a 5,200 square-foot store at 10th Street and Phillips Avenue downtown. Scheduled to open in 2017, the store will encompass the former Copper Lounge and part of the former Skelly's establishments.

The Marketplace at Lake Lorraine, a 130-acre development, will include **Grand Living**, a \$25m, 200,000 square-foot, 156-unit senior living, assisted living and memory care complex on 8.5 acres scheduled to open in 2017. **Cars for Sale** will have its three-story, 100,000 square-foot

corporate office in the development. The facility, located on 8.5 acres will be able to house the company's future growth and represents a \$15m+ investment.

Miller Funeral Home expanded with a new chapel in southern Sioux Falls. Located at 81st Street and Minnesota Avenue, the 7,000 square-foot facility was completed in late 2016.

Fargo-based **Myriad Mobile**, a full-service enterprise mobile and web application Development Company expanded to Sioux Falls. The company currently leases space downtown as it explores more permanent options.

The former Illinois Central Roundhouse at Fifth and Weber underwent renovations and an addition, and now houses the architecture and interior design firm **Perspective**. The facility provides additional space for the firm to grow as well as studio space for its artist-in-residence program.

Popeye's Louisiana Kitchen opened a new restaurant in early 2016, with construction continuing on a second location. The first restaurant is on the site of the former Pizza Inn on East 10th Street, with the second in a new building on South Louise Avenue.

Reliabank Dakota purchased land near the 85th Street Wal-Mart for a two-story, 13,000 square-foot office facility to house retail banking operations, and a Raymond James investment office along with their insurance and mortgage departments. The facility is slated for completion fall 2017.

A \$3m remodel of an addition to the former DM&E building at 8th Street and Phillips. **Riverview Square** will be home to Ohio-based Equity Trust Co. in 2017.

A new two-story office building in the Three Fountains development near 85th Street and Western Avenue will house the developer **RMB Associates'** relocated offices. The \$5m, 31,000 square-foot facility will also be home to **Paradigm Construction**.

Construction wrapped up on the \$30m, 58,000 square-foot **Edith Sanford Breast Center** on the Sanford campus. The 100,000 square-foot, \$41m, three-story facility will house various clinics, labs and research programs in addition to space for patient and community education. The facility is scheduled for completion fall of 2017. In addition, groundbreaking ceremonies were held spring of 2016 for **Ava's House**, a 25,800 square-foot, 20-bed, inpatient acute level hospice facility. The facility will employ 35 and represents a \$6m+ investment.

Schulte Subaru of Sioux Falls moved to a new \$5m facility located along 85th Street and Minnesota Avenue, across from the new Wal-Mart.

The building that housed the former Godfather's Pizza on East 10th Street was razed to make way for **Security Savings Bank** as they expand services to Sioux Falls. The Canton-based branch bank is scheduled to open in fall 2017.

The **Shoppes at Dawley Farm Village** development, located near Arrowhead Parkway and Highway 11, features a new **Kay Jewelers** store. Construction will wrap up on the 4,500 square-

foot, \$1.5m facility for **First Bank& Trust and Coffea Roasterie**, and work continues on a \$2m, 6,400 square-foot facility that will house **Voyage Federal Credit Union**, and an 18,000 square-foot facility for **PetSmart**.

Construction continues on **Sioux Falls Federal Credit Union's** sixth member service branch at 4701 South Louise Avenue. The 6,290 square-foot facility will open in 2017.

Groundbreaking ceremonies for **Sioux Falls Ford Lincoln's** new location were held in June 2016; The 15 acre site located on West 26th Street near I-29 includes a \$12m+, 90,000 square-foot facility for the dealership and parking for up to 1,000 cars. The company is also constructing a 40,000 square-foot auto body repair and paint facility on 4.5 acres adjacent to Luxury Auto Mall. The company will move into its new facilities mid-2017.

Sioux Falls Specialty Hospital wrapped up a \$3m remodel and reconfiguration of its operating facilities to better accommodate surgeries and add capacity.

Construction continues on a stand-alone **Slim Chickens** restaurant that will be Arkansas-based chain's first location in South Dakota. The restaurant is located at 24th and Minnesota Avenue.

A new two-story office building for **Stockwell Engineers**. The \$3m, 8,556 square-foot facility is located at 801 North Phillips Avenue.

A major expansion at **Touchmark at All Saints** is nearing completion. The \$16m, 125,000 square-foot, four-story, senior-living addition will provide 60 independent living units and 32 memory care units, underground parking, fitness center and swimming pool.

Wal-Mart completed its fourth Sioux Falls store. The 186,000 square-foot facility at 85th Street and Minnesota Avenue opened in May 2016 with 300 employees and represents a \$10m+ investment.

The multi-million dollar **Washington Square** project broke ground in the summer of 2016 in downtown Sioux Falls across from the Washington Pavilion. The \$30m, eight-story retail, mixed-use, office, condominium and parking facility will wrap-up late 2017.

Other Developments

Aerial Horizons (Walts Avenue); American Bank & Trust (Pinnacle Place); American State Bank (Downtown); Architecture Incorporated renovation (Downtown); Aspen Dental (41st Street); Ass'ociates & Co. (East 41st Street); Backyard Grill (Downtown); Barre3 (Village on Louise); Blue Haven Barn & Gardens (West of Sioux Falls); Boomerang Management Enterprises LLC; The Breaks Coffee Roasting Company (Dakota Avenue); Burger King (85th & Minnesota); Caribou Coffee/Einstein Bagels (Minnesota Avenue, 57th & Louise); Casa Vieja Nightclub & Restaurant (West Avenue North); Charles Schwab (Louise Avenue); Cirque Dakota (Russell Street); Crave American Kitchen & Sushi Bar (Downtown); Credit Union Association of the Dakotas (Cleveland Avenue); Cricket Wireless (Arrowhead Parkway, 41st Street, Minnesota Avenue); Crosstown Vinyl (11th Street); Culver's (69th & Louise); Dakota Silencer expansion (Louise Avenue); Eastside Antiques & More (Sycamore Avenue); Escape 605 (Westport Avenue); Fairway Independent Mortgage Corp. (Western Mall); Fernson on 8th (Downtown); Fiero Fire Chicken & Fiero Pizza (41st Street); First Adventure Learning Center (Cliff Avenue); Futurescape 3D (26th & Sycamore); GNC (85th & Minnesota); Graham Tire (West 26th & Homefield); Hockey Headquarters (Sanford Sports Complex); Jack & Charlie's (Empire Mall); Jacky's Restaurant (East 10th Street); Jim's Burgers (Minnesota Avenue); JLG Architects (Downtown); JuLiana's Boutique Le Femme (Downtown); Keller's Green Grocery (Downtown); KeyStone Search (Downtown); Klockman Kreations (49th & Louise); Knockerball Sioux Falls; KoKo FitClub (41st & Sycamore); Last Chance Auction & Events Center (West 12th Street); Last Stop Studios (East 10th Street); Legacy Law Firm PC (West 57th Street); Marco Pizza (Sycamore Avenue); Marlin's Family Restaurant (Downtown); Marson's Wacko Comedy Club & Event Center (East 10th Street); McDonald's renovation (East 26th Street); Meadow Barn at Country Orchards (SD-115); Menards warehouse addition (Highline Avenue); Modtro (Minnesota Avenue); Nyberg's Ace expansion (Sycamore Avenue, 41st Street); Oh My Word Luxury Paperie (Downtown); Old Soul Café (Minnesota Avenue); Oshima Japanese Restaurant (Downtown); Palmer Lea (Downtown); Pancheros Mexican Grill (Louise Avenue); Papa Murphy's (East 57th Street); PAve (Downtown); The Pinning Place Studio & Community Learning Center (Main Avenue); Post Pilgrim (East 10th Street); Plum's Cooking Company renovation/ reopening (East Bank Downtown); Precious Pets Grooming Salon & Doggie Daycare (Grange Avenue); Primp (Downtown); Red Robin Gourmet Burgers & Brews (Empire Mall); Renegade Western Wear (Empire Mall); Ritesman Enterprises Inc. (Downtown); Science Nutrition (Arrowhead Parkway); Scooter's Coffee (85th & Minnesota); Sherlock & Co. (Minnesota Avenue); Sickie's Garage Burgers & Brews (Meadows on the River); Silverstar Car Wash (Louise Avenue); Stensland Family Farms Ice Cream & Country Store (41st Street); Stifel Investment Services (Western Avenue); Suburban Lanes remodel (Spring Avenue); Subway (85th & Louise); Summit Events Hall (Cathedral District); Tiny Toes Showroom (Western Avenue); Tri-State Flooring addition (34th Street North); Tokyo 26 Sushi & Hibachi Express (26th & Sycamore); Toppers Pizza (10th Street, Marion Road); TransPerfect (Downtown); Treasures from the Heart expansion (57th & Louise); uBreakiFix (West 41st Street); UPS store (55th & Louise); Verizon Store (41st Street); Wags N' Whiskers West (Louise Avenue); Wireless World (85th & Minnesota); Z'Mariks Noodle Company (Minnesota Avenue).

Quality of Life Developments

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

Carroll Institute - 26,000 square-foot, \$3.8m expansion of The Arch.

City of Sioux Falls - Elmwood Golf Course Phase III renovation, Midco Aquatic Center, Spellerberg Park renovation, \$25 million in sewer upgrades, Great Bear Recreation Park improvements, Caille Branch Library renovation, truck wash facility.

DakotAbilities Longfellow Center - \$2m renovation of former elementary school
Feeding South Dakota - \$4m, 45,000 square-foot facility on six acres.

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

Harrisburg School District - New \$11m Horizon Elementary School; new high school wing.

Lutheran Social Services - \$5m purchase/renovation of the former Kilian facility.

Sculpture Walk - 56 new outdoor sculptures exhibited throughout downtown Sioux Falls.

Sioux Falls Regional Airport - \$12.8m project including elevator/escalators, additional security checkpoint lanes and office relocation.

Sioux Falls School District - \$11m Sonia Sotomayor Spanish Immersion Elementary School; \$4.8m Howard Wood Field House.

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

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

Stockyard Ag Experience - \$250k renovation of Falls Park Horse Barn to serve as an Ag museum.

Union Gospel Mission - \$1.6m, 10,000 square-foot chapel and dining addition.

University of Sioux Falls - \$11.7m, 46,000 square-foot Benedetto Hall residence facility.

Veteran's Administration Medical Center - \$48m addition and remodel.

Regional Developments

Badlands Motor Speedway, formerly Huset's, invested over \$6m in speedway restorations, concessions, a restroom and grandstand refurbishment at their facility near Brandon, South Dakota. Badlands hosted additional races as well as concerts at the renovated venue.

Dell Rapids, South Dakota saw new replacement facilities constructed during 2016 for **Dairy Queen** and **Ace Hardware**; and the addition of a Shopko Hometown store in newly constructed space.

Fareway Stores broke ground in October 2016 on their third store in the region at 300 Willow Street West in Harrisburg. The new 18,000 square-foot store is expected to open in late 2017.

Fischenich Painting is the newest addition to the Brandon Industrial Park with the purchase of a one acre lot and construction of a 6,500 square-foot facility to house their growing operation.

Golden West Telecommunication is constructing a \$1m expansion to its Dell Rapids, South Dakota office.

Heart of Dakota, a publishing company, is building a warehouse and shipping facility in Dell Rapids, South Dakota.

Marmen Energy spent \$3m to acquire additional land for an outdoor storage area adjacent to their manufacturing facility in the Brandon-Corson Development Park. The company added 20 new jobs.

The City of Dell Rapids, South Dakota broke ground on its first industrial park. **Midwest Fresh Logistics**, the park's anchor tenant, purchased 10 acres for their \$2.5m produce distribution operation. Construction is nearing completion.

Nordstrom's Automotive Inc., near Garretson, South Dakota, will add 57,000 square-feet of new construction to their auto recycling operations. In addition to the new space, plans call for the demolition of some older facilities and remodeling of some other buildings. Improvements will include new dismantling facilities, additional warehouse space, a new shipping/ receiving center, new sales and corporate offices and expanded parking. Work is scheduled to be complete in 2017.

Showplace Wood Products unveiled their ShowplaceEVO line and newly constructed 60,000 square-foot production facility in July 2016 at their Harrisburg, South Dakota campus.

Sunbelt Rentals expanded to the region with an 11,000 square-foot facility on two acres at 27134 South Parklane Drive off of I-29 south of Sioux Falls. The company has seven employees with plans to add more.

Sioux Falls Area Communities

Lincoln & Minnehaha Counties

(Source: 2016 Annual Report for the Lincoln and Minnehaha County Economic Development Associations)

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

Regional economic development largely depends on company growth through annual increases in business transactions. One of the surest ways to gauge annual growth is through the Taxable Sales Collection numbers posted by the South Dakota Department of Revenue's Business Tax Division. In 2016, the combined growth for the two-county area was more than 6.5%, with taxable sales collections up to \$30.8 million. Taxable sales in Lincoln County totaled \$202.7m, while Minnehaha County Taxable sales numbers in 2016 were \$298.8m, an increase of 11.02% over 2015.

Leading Lincoln County was Harrisburg, with an 11.76% increase in 2016. Leaders in Minnehaha County were Brandon, up 13.75%, Garretson, up 12.5%, and Hartford, logging an 11.27% increase. These numbers illustrate the region's retail, commercial and residential growth is continuing to trend upward on an annual basis.

Lincoln County Economic Development Association (LCEDA)

Canton

Canton had 48 building permits, with a total valuation of nearly \$1.6m from a wide variety of projects, including the construction of six single-family homes. The new Lincoln County Highway Department maintenance building construction is rapidly progressing.

Harrisburg

Harrisburg built 61 single-family homes bringing its population close to 5,700. The community approved 342 building permits with a valuation of \$12m in residential construction and another \$4m in commercial construction.

Lennox

Lennox experienced \$2.5m in residential construction and \$3.1m in commercial construction during 2016, spread over 117 projects. Eight new homes were built as the community continues to develop residential neighborhoods.

Tea

Tea saw the construction of 38 new single-family homes in 2016, along with the addition of 14 classrooms and other amenities at Legacy Elementary. Building permits totaled 177, with a valuation of more than \$10.6m in residential and \$3.2m in commercial permits.

Worthing

Worthing experienced more than \$410k worth of construction, spread over 47 projects.

Construction began in the Worthing Industrial Park, where 38.5 acres are being prepared for new industrial growth. Plans are developing for a new walking trail through the community.

Minnehaha County Economic Development Association

Baltic

Baltic added 11 new single-family homes in its growing developments. There were 67 building permits issued, with \$2.6m in total construction activity approved.

Brandon

Brandon issued 427 building permits with a commercial valuation of \$3.2m. A total of 55 new single-family homes were built, with \$15.65m being spent in residential construction in 2016.

Colton

Construction activity in Colton for 2016 included 26 building permits, with \$125,753 in residential construction and \$364,580 in commercial construction during the past year.

Dell Rapids

Dell Rapids issued 295 building permits with more than \$5.3m in commercial construction and \$6.5m in residential construction, adding 11 new single-family homes. The city completed the \$1m Quartzite Street to the Fiegen Development Park.

Hartford

Hartford issued 133 permits with a valuation of over \$5m in residential construction and \$7.12m in commercial construction during 2016. Hartford neighborhoods added 24 single-family homes.

VERMILLION

New Businesses and Workforce

- Casey's General Store – 2 full time, 10-12 part time employees.
- Vermillion Downtown Cultural Association – 1 full-time, 2-4 part-time employees.
- Biotest Pharmaceuticals – 25 – 40 full time employees.
- Charlie's – 2 full time, 2-4 part time employees.
- Dakota Brick House.
- The Bean – 2 full time, 2 part time employees.
- Iron Rooster – 1 full time employee.
- The Coyote Clipper – 2 full time, 1 part time employees.

Business Growth

- **Navigant Cymetrix** moved operations into the newly renovated Vermillion Technology Center. This allowed expansion to a brand new facility as well as expanded employment from 80 to 90 and additional potential for another 30 employees.
- **First Dakota Bank** built a new \$5m, 16,000 square-foot bank on Cherry Street.
- **Red Roof Inn** renovated its hotel, re-opening a much needed hotel in the community.

Building Permits

Vermillion issued 212 building permits in 2016 at a permit cost of \$41,907. Valuations totaled \$12,301,523.

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

- Bliss Pointe Housing Development sold 11 lots in 2016
- New Housing in Vermillion, 24 total new homes built at a permit cost of \$16,922 – total construction invested in houses was \$5,044,000.

YANKTON

2016 Highlights

- YAPG hired NCDS as the YES³! Capital Campaign (fundraising campaign) consultant. NCDS collected feedback through a series of interviews in August and September and facilitated a focus meeting in September. The campaign began making calls in October.
- YAPG went through a major process to determine what impediments our major employers face in their recruitment efforts, and began identifying possible solutions to those impediments.
- YAPG hired ERS to conduct the Napa Junction Feasibility Study to determine whether further potential for development at Napa Junction is possible. The study cost \$60k, and YAPG received assistance from the EDA, the GOED, the SDDA, Dakota Southern Railway, and **MidAmerican Energy**.
- YAPG supported the passage of Amendment R with the vision of expanding technical training opportunities in Yankton to meet the needs of employers. With the assistance of Jeff May, YAPG Board Member and Yankton representative on the

Skilled Workforce Advocacy Council, Yankton raised \$25k to support the amendment.

- YAPG hired Golden Shovel Agency to revamp the yanktonedc.com website, making it mobile-friendly, adding a demographics module that updates quarterly, and making the website a 21st century marketing tool for Yankton.

Retention and Expansion

YAPG continued listening to the community's primary employers to better understand the needs and help to connect with the resources needed to succeed. Maintaining and growing the companies that have chosen Yankton is essential for the economic success of our community. The retention of primary employers is YAPG's priority and directs other efforts.

- YAPG visited 18 primary employers in 2016. Mike Turnwall frequently attended the retention calls representing the GOED.
- MidContinent acquired the DataWare Green building.
- L & M Radiator bought the building being leased from YAPG.
- YAPG held conversations with three primary employers that were considering expansion. These plans are currently on hold, and YAPG remains in contact with these companies.
- Dakota Plains Ag Center began constructing their facility at Napa Junction.

Workforce

Growing Greater Yankton Living

In 2016, YAPG used the quality of life website Greater Yankton Living as a marketing tool to help attract workers to Yankton. With social media reaching an ever increasing percentage of the population, YAPG used Facebook, Twitter, and Instagram to market the Greater Yankton Living website and expand its audience.

- Website: Since the Greater Yankton Living website launch, 52% of the visitors have been in the target age demographic of 18-44. The most popular pages viewed are the event calendar, the job board, growing stories, and spotlighted opportunities.
- Social media: Greater Yankton Living Facebook followers grew from 381 in December 2015 to 4,616 in December 2016. This growth expanded the delivery of the message about Yankton's quality of life including living, playing, working, and growing in our region. Greater Yankton Living's Facebook videos reached approximately 40,000 people in 2016. Twitter growth has been slower, with 335 followers at the end of 2016. With more regular posts on Instagram in 2016, Greater Yankton Living's audience increased to 232 followers. Greater Yankton Living's social media encouraged people to explore the website to learn more about our people, jobs, culture, education, and other opportunities.
- Other marketing of the Greater Yankton Living website included radio ads, videos, movie theatre ads, billboards, print media, career fairs, visiting with regional

service organizations, and visiting with schools (middle school, high school, and post-secondary).

Expanding collaboration with educational and training programs

In 2016, the Yankton High School internship program continued to expand due to collaboration between Yankton High School, area businesses, and YAPG. Forty-six students were placed with employers to gain on the job experience in welding, assembling, CNC machining, healthcare (CNA and Nutrition Services), building trades, IT support, HVAC and engineering/drafting. As of February 2017, three employers partnered with the State of South Dakota to grant Build Dakota Scholarships for students in HVAC, welding and precision machining programs. These three students committed to work for their sponsoring employers during summers and for at least three years following graduation. YAPG continues to help connect employers with regional high school students.

- In 2016, YAPG's Workforce Coordinator attended career fairs and conducted campus visits to build relationships with students and faculty at the following schools:
 - Lake Area Technical School (LATI) – Watertown, South Dakota
 - Mitchell Technical Institute (MTI) – Mitchell, South Dakota
 - Northeast Community College (NECC) – Norfolk, Nebraska
 - Northwest Iowa Community College (NWICC) – Sheldon, Iowa
 - Southeast Technical Institute (STI) – Sioux Falls, South Dakota
 - Western Iowa Technical (WITCC) – Sioux City, Iowa
 - Mount Marty College (MMC) – Yankton, South Dakota
 - Regional Technical Education Center (RTEC) – Yankton, South Dakota
 - Yankton Middle School – Yankton, South Dakota
 - Yankton High School – Yankton, South Dakota
 - Crofton High School – Crofton, South Dakota
- YAPG's Workforce Coordinator introduced more students to Yankton by offering industry tours and lunch presentations for students from NECC, NWICC, LATI and MTI, Creighton High School, Irene-Wakonda High School, and Lake Andes High School.
- YAPG hosted a larger, second annual Build Dakota Scholarship Workshop for parents, high school students, and industry partners with presentations by STI, MTI, LATI, State of South Dakota's Build Dakota Program Manager and local industry partners.

Developing Solutions for Entry Level Workforce

YAPG's Workforce Coordinator continues to host monthly HR Workforce Advisory meetings. Members include human resource managers, recruiters, operations managers, college career placement counselors, and other directors. The collaborative forum discusses topics including the Greater Yankton Living website analytics and marketing, workforce needs (current and projected), relationship building with regional secondary and post-

secondary schools, recruitment strategies, creating a culture of retention, building a diversified workforce and identifying training needs.

- In 2016, YAPG's Workforce Coordinator presented at the State College Career Advisory Convention, the Northeast Nebraska Regional Economic Development Network, Yankton Society of Human Resource Management, and at the 2016 Governor's Office of Economic Development Conference.
- During the summer of 2016, YAPG hosted bi-weekly networking activities for interns and recent hires (ages 19-25). The group activities included archery, disc golfing, kayaking, a tour of historic Yankton, baseball game, Music at the Meridian, bowling, and enjoying pizza. Approximately 35 young professionals participated. Participating employers felt the activities were successful and encouraged YAPG to expand this networking program in the summer of 2017.
- In 2016, YAPG's Workforce Coordinator was invited to join Onward Yankton's education committee. Through Onward Yankton's generous support, Yankton can expand the internship program for more Yankton High School student participation, and to work with Mount Marty College to connect their students to internship opportunities in Yankton. This \$7,500 scholarship program will support students looking to gain small business and entrepreneurial experience.
- In 2016, YAPG conducted the third annual workforce need survey of the primary sector employers. Survey results were compiled from 19 participants, and indicated 510 new jobs over the next five years.

As identified in the primary sector survey, employers continue to stress the importance of recruiting, retaining, and engaging a growing workforce with an emphasis on filling unskilled positions. In 2016, YAPG hosted meetings to connect employers with recruiters and digital marketing experts. YAPG is listening to employers' concerns and connecting them to solutions to develop a recruitment strategy involving migration recruiters, reduction in turnover, and expanding communication with our local workforce.

Affordable Housing

Several years of conversations and ideas culminated at Westbrook Estates as contractors began building early in 2016. Phase I of Westbrook Estates features 29 single family lots, 14 duplex lots, and 4 four-plex lots. By May 2016, several residences were built and sold. YAPG hosted an opening event in May 2016 to showcase the new, more affordable housing. The apartment complex opened on July 1, 2016. During 2016, more housing at Westbrook Estates was built than YAPG had anticipated, leading to conversations with contractors about Phase II by the end of 2016. Eighteen single family homes were built at Westbrook Estates. By the end of 2016, eleven had sold and two were pending. Two single family lots remain available.

- Four duplex dwellings were built and, by end of 2016, two were pending. Twelve duplex lots remain available.
- Four four-plex dwellings were built. By the end of 2016, one unit had sold, and two units were pending. One additional four-plex lot sold, and two four-plex lots remain available.
- Eagle Construction built a 72-unit apartment complex, with one, two, and three bedroom apartments. At the end of 2016, the complex was 100% occupied.

- Three general contractors built in Westbrook Estates including KN Construction, Clay's Construction, and Eagle Construction. Several subcontractors and suppliers were involved, including Larry's Heating & Cooling, Allen Electric, Leader Concrete, Bahm Concrete, Bob Law Inc, Slowey Construction, Eisenbraun & Associates (now Stockwell Engineering), Mead Lumber, Jon Moser Construction, Turner Plumbing, Karl's, Concrete Materials, Dakota Drywall, and others.

Marketing and Recruitment

Continuing the tradition of working to build a strong foundation for Yankton's economy, YAPG pursued lead generation and provided consistent follow-up to prospective companies interested in locating in or expanding to Yankton. YAPG had several sources for leads in 2016: the GOED, Binswanger, NAI, and Smart Solutions.

Binswanger

YAPG continued to work with two prospective companies from leads received in 2015:

- The "plastics" company remained interested in Yankton, but they remained on hold.
- The "paving" company remained interested in Yankton, and we are continuing the conversation with them. Due to a personnel change at Binswanger, YAPG stopped receiving quality leads. In August, YAPG decided to terminate the marketing agreement with Binswanger.

NAI

In September, the board voted to accept NAI's proposal to market the Spec Building. By December 2016, YAPG had received two leads interested in the spec building and Yankton. In addition to having a Sioux Falls office, NAI has a global presence.

Smart Solutions

YAPG signed a six-month contract with Smart Solutions for lead generation and social media marketing in October 2016. YAPG continues to work with two prospective companies from previous marketing efforts. Smart Solutions provided one lead in 2016, which YAPG continues to pursue. From the social media campaign, YAPG saw an 84% increase in traffic to our website. Smart Solutions also recommended YAPG expand the social presence to Facebook, in addition to Twitter and LinkedIn.

State Client RFIs

YAPG responded to eight RFIs in 2016. Two RFIs from 2015 were open at the beginning of 2016, one was lost and the other is on hold. Of the new RFIs in 2016, three are active, two are on hold, and three were lost. The active RFIs are an "ag processing" company with 40 potential employees, two "valued-added ag" companies, one with 60 potential employees and the other with 160 potential employees. YAPG received several RFIs for companies with 1,000+ potential employees, following direction from the YAPG executive committee, YAPG did not submit information for these RFIs.

- In addition to the formal RFIs from the GOED, YAPG received another lead for a

component manufacturer in the sporting goods industry from California. YAPG hosted the company and continues to provide information to it.

- In 2016, YAPG began conversations with the state PUC to discuss Yankton's increasing need for natural gas.

Other Clients

YAPG followed up on one lead from 2015, a "national electric supply" company, which decided not to locate in Yankton. YAPG received three leads from other sources in 2016. One was a "pork processing" company that decided not to locate in South Dakota. Following direction from the YAPG executive committee, YAGP decided not to bid on another prospect, a "protein extraction" company as we did not have a location that met the industry standard. YAPG continues to pursue conversations with a "food processing" company with 80 potential employees.

New Website

At the beginning of 2016, YAPG's website was not mobile-friendly, and the site was seeing poor traffic. The developers of the old site were slow to respond to requests. Over the course of the year, it became apparent that a new website would be a necessary marketing tool.

MidAmerican Energy approved a grant of \$1,250 to help fund the development of a new YAPG website. In September, the board voted to have a new website developed by Golden Shovel Agency. The new website launched in early January 2017. Featuring a mobile-friendly design, similar branding to the Greater Yankton Living website, and updated demographics, the new website will give site selectors a good first impression of the Yankton community. Please visit yanktonedc.com to see our newly improved website!

Napa Junction

2016 saw several important steps in the development of Napa Junction. YAPG began conversations with the landowners around Napa Junction to work toward acquiring options on developable land at the site. Dakota Plains Ag Center became the first client to build at Napa Junction. On the county level, following the county commission's 2015 approval of a road from Napa Junction to Highway 50 and the development of a TIF district to help finance the road, work on the road commenced in 2016. In April, YAPG shared the vision of Napa Junction as an industrial rail park with the US Department of Transportation in Washington, DC. YAPG and its partners decided to do a major feasibility study that would examine the potential for future development at Napa Junction.

- The EDA approved a grant for up to \$30,000 to help finance the study. The GOED approved a grant for up to \$10,000 for the study. Dakota Southern Railway agreed to help finance the study with \$10,000. SDDA approved a VAFA loan of up to \$10,000 to help finance the study. **MidAmerican Energy** approved a grant of \$2,500 for the study.
- The RFP was sent out to fourteen consultants in May 2016, as well as submitted to the IEDC and MAEDC websites. The RFP was posted on yanktonedc.com, and YAPG issued a press release.
- Nine complete proposals were received. Three companies were interviewed by the

YAPG rail committee. The YAPG rail committee selected Engineered Rail Solutions from Omaha, NE, to conduct the study.

- Draft reports of the study were completed by December 2016. The final reports of the study are anticipated in early 2017.

CENTERVILLE

Nursing Home: The Centerville Development Corporation owned facility continued to operate at a tremendously high level in 2016 thanks to the guidance of management, the nursing home board, the development corporation and the amazing staff we have in place.

Centerville Care and Rehab Center continued to maintain and grew it's census throughout the year finishing 2016 averaging approximately 92% capacity. Several updates and capital improvements to the facility were completed in 2016.

The Centerville Development Corporation and nursing home boards are currently in negotiations with Centerville Care and Rehab Center's manager to work out an agreement to purchase the facility in 2018.

Business Development: The Centerville Development Corporation worked to promote existing businesses and recruit new businesses to Centerville in 2016. New businesses in 2016 were limited but it certainly did not go without effort. It is anticipated the South Dakota Community Foundation Grant received to creatively look at ways to strengthen the downtown and economy will help to spark some economic development in 2017. Partnerships will be established with multiple experts to take full advantage of the grant. The Centerville Development Corporation is hoping this will be the catalyst for finding creative solutions for filling the empty buildings in our downtown.

The Featured Business series was continued in 2016 promoting local businesses in Centerville on the city's website and the community Facebook page.

The Centerville Development Corporation continued to push the powerful impact of shopping locally as well. The more educated the community is on the effects of every dollar spent locally in our community will raise awareness on the importance of shopping local.

Knudson Masonry finished renovation of the old Journal Building in downtown Centerville. This newly renovated space is now an office and permanent home. This building was a pass-through from the Centerville Development Corporation and was a wonderful way to save an historic building in downtown.

The Centerville Development Corporation helped facilitate the purchase of a new digital Community sign in downtown that will double as Fort Randall Telephones' main business sign. The sign arrived in the fall of 2016 and preparations are being made to get the sign up in early 2017. The sign will be a great way to promote community events.

Housing: The Centerville Development Corporation acquired a dilapidated home at 110 State Street in 2016 in order to tear it down and make way for a new home to be built. The lot was cleared and there is interest in it already. The potential buyers have plans to build a Governor's House.

The Centerville Development Corporation secured funding for a Spec home. Construction will begin in 2017. The home will be a 3 bedroom, 2 baths, ranch style home that is approximately 1680 square-feet on the main level.

The Centerville Development Corporation has continued to assist the city with its code enforcement efforts. The property maintenance code helps to address nuisance properties as well as deteriorating and dilapidated homes and buildings in order to make Centerville a more clean and appealing place to live. The city council is looking to contract with a new code enforcement officer from Aberdeen that will do part time code enforcement for Centerville.

Strategies to Recruit Alumni and Young Families: One of the Centerville Development Corporation's main areas of focus is building a community young families and alumni will want to lay down roots. Business development, housing, bike paths, safe routes to school, and town celebrations are all things being worked on to appeal to young families. In 2016, the Centerville Development Corporation committee continued to work on ways to showcase and promote what Centerville has to offer.

The Development Corporation expanded upon the booth at the Turner County Fair this year to promote the community. The informational booth also doubled as a vendor booth featuring famous Centerville Zebra donuts. The booth was well received and had lots of traffic providing a lot of exposure.

The Centerville Development Corporation continued its project titled "Centerville: My Hometown" where seniors from the high school are introduced. This helps to develop a relationship with them to improve efforts of staying connected and will continue to do so through mail, email, and social media.

Conferences & Training: ED Director, Jared Hybertson, attended several conferences and trainings in 2016 to build his economic development capacity. Some of these conferences and trainings included the State GOED and Housing Conferences, Social Tilt, the Rural X Summit as well as several other regional economic development events. Jared also completed the Heartland Economic Development beginner's course in Blue Springs, MO in 2016.

ELK POINT

The Economic Development Corporation (EDC) through local business sponsors and assistance from MidAmerican Energy's Local Partners Program made a community video of Elk Point. This video serves several purposes. It is the EDC's intent to promote the community and, hopefully, have families interested in relocating to Elk Point. Additionally, the intent is to also bring visitors to the community and enhance and increase the retail business establishments. The

third purpose is to bring awareness to prospective businesses and industry wanting to relocate to South Dakota.

The City of Elk Point financially assisted with the EDC to complete road construction on the development park. The road is off West Main Street and leads to the edge of the development park. This was the major obstacle preventing the EDC from successfully obtaining State Ready Site Certification. It is the intent of the EDC to reapply for certified site certification with the State of South Dakota. Local utilities are in the immediate vicinity.

The City recently upgraded its wastewater facilities with work on a new sewer lagoon. This expansion is necessary for future growth in our community.

Lewis Drug is in the process of building a new store on W. Main Street in Elk Point. Additionally, several new housing starts capitalized on the new city housing incentives. For 2016, the city building permits had a value of \$1,188,976.00.

DAKOTA DUNES

(Also served by MEC electric.)

In Dakota Dunes, 33 new homes were built, and 23 new residential lots were sold during 2016.

A total of 1,258 home sites have been sold since Dakota Dunes started and 1,129 homes built.

Seven acres of commercial property was sold during 2016. A total of 227 commercial acres have been sold since Dakota Dunes started.

A total of 57,964 square-feet of office space in five buildings was under construction with some completed in 2016. Also, a new 47 unit apartment building was opened.

The total taxable property valuation at Dakota Dunes at the end of year 2016 was \$491,164,811, which is an increase from the prior year of \$25.2 million.

NORTH SIOUX CITY

(Also served by MEC electric.)

Commercial Development

Royal Canin, a wet pet food manufacturer, began the first phase for a new manufacturing facility. The project phases will continue until completion sometime around 2018. The capital investment is estimated at \$127m.

Ho-Chunk Inc. created several new storage units. The estimated capital investment is \$600k.

ABS Storage LLC completed a new building for a Farm Bureau Financial Services office and three storage bays for lease. The capital investment is estimated at \$200k.

Outpost Optical began a remodel of the old Tomicelli's building for a new optical business. The capital investment is estimated at \$150k for the first phase. Total commercial capital investment: \$127.95m

Residential Housing

The City of North Sioux City had another successful year in home construction. Most of these residences were completed in 2016 or early 2017. This trend should continue, for a number of years to come.

- Total cost for new homes: \$6,161,886
- Total cost for new apartment building (7 units): \$300k
 - Total residential capital investment: \$6,461,886

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