



Northern States Power Company
d/b/a Xcel Energy
414 Nicollet Mall
Minneapolis, MN 55401
303-628-2644



1101013852

56-382
412

Date 05/09/19

\$25,000.00 USD

Pay TWENTY-FIVE THOUSAND & 00/100***** DOLLARS

VOID IF NOT CASHED IN 90 DAYS

To The Order Of
FORWARD SIOUX FALLS
200 N PHILLIPS AVE STE 101
SIOUX FALLS SD 57104

RACZ

THE FACE OF THIS DOCUMENT HAS A COLORED BACKGROUND ON WHITE PAPER AND A WATERMARK, HOLD AT AN ANGLE TO VIEW

Payee	Vendor ID	Employee #	Check No.	Date
FORWARD SIOUX FALLS	0002002774	00000000	1101013852	05/09/19
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900004982	162302		0.00	\$25000.00
Pymt.Comments: *RT: ERIC PAULI SIOUX FALLS, SD SERVICE CENTER				

*Econ Devl.
5600641*



Forward Sioux Falls
200 N. Phillips Ave. Suite 101
Sioux Falls, SD 57104
(605) 336-1620

Invoice

Invoice No. 162302

Invoicing Date: 04/15/2019

Steve Kolbeck
Xcel Energy
500 West Russell St
Sioux Falls, SD 57104

Member ID: 655

Invoice Due: 06/01/2019

Description	Qty	Rate	Amount
Forward Sioux Falls Annual Pledge 06/01/2019 to 05/31/2020	1.00	25,000.00	25,000.00
Total:			25,000.00
Amt Paid:			0.00
Balance Due:			25,000.00



Steve Kolbeck
Xcel Energy
5831 Cedar Lake Road
St. Louis Park, MN 55416

Member ID: 655
Invoice: 162302
Due Date: 06/01/2019
Total Due: 25,000.00

Payment Enclosed: \$ _____

Make checks payable to:
Forward Sioux Falls
200 N. Phillips Ave. Suite 101
Sioux Falls, SD 57104

Please verify address and provide corrections below:

Organization Name: _____

Primary Billing Person: _____

Mailing Address: _____

City, State, Zipcode: _____



Northern States Power Company
d/b/a Xcel Energy
414 Nicollet Mall
Minneapolis, MN 55401
303-628-2644



1101013211

56-382
412

Date 04/11/19

\$19,800.00 USD

Pay NINETEEN THOUSAND EIGHT HUNDRED & 00/100***** DOLLARS

VOID IF NOT CASHED IN 90 DAYS

To The Order Of LINCOLN COUNTY ECONOMIC DEVELOPMENT ASSOC
200 N PHILLIPS AVE STE 101
SIOUX FALLS SD 57104

RACZL

THE FACE OF THIS DOCUMENT HAS A COLORED BACKGROUND ON WHITE PAPER AND A WATERMARK, HOLD AT AN ANGLE TO VIEW

Payee	Vendor ID	Employee #	Check No.	Date
LINCOLN COUNTY ECONOMIC DEVELOPMENT	02483413	00000000	1101013211	04/11/19
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900004666	2019-12		0.00	\$19800.00
Pymt. Comments: *RT: ERIC PAULI SIOUX FALLS, SD SERVICE CENTER				

Mailed 4-15-19

5600641

ED

INVOICE

***Lincoln County Economic Development Association
200 N. Phillips Ave. - Suite 101
Sioux Falls, SD 57101***

DATE: February 28, 2019

5600641

ED

Invoice# 2019-12

BILL TO: Eric Pauli
Xcel Energy
PO Box 988
Sioux Falls, SD 57101

ITEM: 2019 LCEDA Dues

Total Amount Due: \$19,800.00

Please make payment to:
Lincoln County Economic Development Association
200 N. Phillips Ave. - Suite 101
Sioux Falls, SD 57101

Thank You for Your Support!



Northern States Power Company
d/b/a Xcel Energy
414 Nicollet Mall
Minneapolis, MN 55401
303-628-2644



1101012794

56-382
412

Date 03/27/19

\$11,500.00 USD

Pay ELEVEN THOUSAND FIVE HUNDRED & 00/100***** DOLLARS

VOID IF NOT CASHED IN 90 DAYS

To The Order Of MINNEHAHA COUNTY ECONOMIC DEVELOPME NT ASSOC
200 N PHILLIPS AVE STE 101
SIOUX FALLS SD 57101

RACZL

THE FACE OF THIS DOCUMENT HAS A COLORED BACKGROUND ON WHITE PAPER AND A WATERMARK, HOLD AT AN ANGLE TO VIEW

Payee	Vendor ID	Employee #	Check No.	Date
MINNEHAHA COUNTY ECONOMIC DEVELOPMENT ASSOC	00000000	00000000	1101012794	03/27/19
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900003618	2019-11		0.00	\$11500.00
Pymt.Comments: *RT ERIC PAULI 500 WEST RUSSELL ST SD 57104				

5600641
Econ Devl
Mailed 4/3/19

INVOICE

***Minnehaha County Economic Development Association
200 N. Phillips Ave. - Suite 101
Sioux Falls, SD 57101***

DATE: February 29, 2019

5600641

ED

Invoice# 2019-11

BILL TO: Eric Pauli
Xcel Energy
PO Box 988
Sioux Falls, SD 57101

ITEM: 2019 MCEDA Dues

Amount Due: \$11,500.00

Please make payment to:
Minnehaha County Economic Development Association
200 N. Phillips Ave. - Suite 101
Sioux Falls, SD 57101

Thank You for Your Support!



Northern States Power Company
d/b/a Xcel Energy
414 Nicollet Mall
Minneapolis, MN 55401
303-628-2644



1101016797

56-382
412

Date 10/10/19

\$10,450.00 USD

Pay TEN THOUSAND FOUR HUNDRED FIFTY & 00/100***** DOLLARS

VOID IF NOT CASHED IN 90 DAYS

To The Order Of
MINNEHAHA COUNTY ECONOMIC DEVELOPE NT ASSOC
200 N PHILLIPS AVE STE 101
SIOUX FALLS SD 57104

RACZL

THE FACE OF THIS DOCUMENT HAS A COLORED BACKGROUND ON WHITE PAPER AND A WATERMARK, HOLD AT AN ANGLE TO VIEW

Payee	Vendor ID	Employee #	Check No.	Date
MINNEHAHA COUNTY ECONOMIC DEVELOPE NT ASSOC	00000000	00000000	1101016797	10/10/19
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900011864	2019-32		0.00	\$10450.00
Pymt.Comments: *RT ERIC PAULI SIOUX FALLS, SD SERVICE CENTER				

5600641 - ED

mailed 10-15-19

Application Form

Date: 9/26/2019 Invoice # 2019-32

Name of community: Minnehaha/Lincoln County Economic Development Associations

Contact name: Nick Fosheim, Executive Director

Address: Commerce Center, 200 N Phillips Ave, Suite 101, Sioux Falls, SD 57104

Phone: (605) 339-0103 Fax: (605) 339-0055 Email: nickf@siouxfalls.com

Total amount requested: \$ 10,450 Total cost of project: \$ 35,000

Number of jobs created: 0

Other sources of funding: MCEDA/LCEDA & Communities Amount: \$ 24,500

Community project description:

LCEDA/MCEDA is coordinating a 3-pronged approach to marketing available industrial park property in Lincoln and Minnehaha Counties. The phases include: drone footage, industrial park assessment, and the creation of comprehensive marketing materials for targeted industries.

These components to the marketing plan each play a role in the overall marketing plan, and ultimately, the competitiveness of these sites. As corporate decision making becomes more detail-oriented with shorter timelines, the ability to have high-quality and accurate information on the front end increases our ability to remain competitive. This information will also create opportunities to target our marketing efforts to specific industries that are a good fit for our communities and region.

This project focuses on the community-owned industrial parks in the communities of: Brandon, Garretson, Dell Rapids, Hartford, Worthing, Lennox, and Canton.

Benefit to Community:

This project will position our regional communities as leaders in utilizing the latest technology to showcase their available sites. It will also help in establishing consistency across our regional marketing materials and branding, which is a key element to our long-range regional marketing strategy. Most importantly, we hope to create a pipeline of business prospects and target industries that align with the sites and infrastructure that exist in our region today.



Northern States Power Company
d/b/a Xcel Energy
414 Nicollet Mall
Minneapolis, MN 55401
303-628-2644



1101014851

56-382
412

Date 06/28/19

\$10,000.00 USD

Pay TEN THOUSAND & 00/100***** DOLLARS

VOID IF NOT CASHED IN 90 DAYS

To The Order Of
SOUTHEASTERN DEVELOPMENT FOUNDATION
500 N WESTERN AVE STE 100
SIOUX FALLS SD 57104

THE FACE OF THIS DOCUMENT HAS A COLORED BACKGROUND ON WHITE PAPER AND A WATERMARK, HOLD AT AN ANGLE TO VIEW

Payee	Vendor ID	Employee #	Check No.	Date
SOUTHEASTERN DEVELOPMENT FOUNDATION	0002006937	00000000	1101014851	06/28/19
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900008664	2019-04		0.00	\$10000.00
Pymt. Comments: *RT ERIC PAULI SIOUX FALLS, SD SERVICE CENTER				

5600641

Mailed 7-9-19

Econ Devl

South Eastern Development Foundation

To: Eric Pauli
Xcel Energy
500 W. Russell Street
Sioux Falls, SD 57104

Date: June 18, 2019
Invoice #: 2019-04

Amount: \$10,000.00

Description: 2019 Annual Investment

Total Due.....\$10,000.00

500 N. Western Avenue, Suite 100
Sioux Falls, S.D. 57104
Phone: (605) 367-5390 Fax: (605) 367-5394



Northern States Power Company
d/b/a Xcel Energy
414 Nicollet Mall
Minneapolis, MN 55401
303-628-2644



1101016690

56-382
412

Date 10/04/19

\$10,000.00 USD

Pay TEN THOUSAND & 00/100***** DOLLARS

VOID IF NOT CASHED IN 90 DAYS

To The Order Of SD SMALL BUS DEVELOPMENT CENTER
2329 N CAREER AVE STE 106
SIOUX FALLS SD 57107

RACZL

THE FACE OF THIS DOCUMENT HAS A COLORED BACKGROUND ON WHITE PAPER AND A WATERMARK. HOLD AT AN ANGLE TO VIEW

Payee	Vendor ID	Employee #	Check No.	Date
SD SMALL BUS DEVELOPMENT CENTER	0002019341	00000000	1101016690	10/04/19
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900011258	2019-27		0.00	\$10000.00
Pymt.Comments: *RT ERIC PAULI SIOUX FALLS, SD SERVICE CENTER				

*5600641 - ED
mailed 10/10/19*

Invoice #2019-27

South Dakota Small Business Development Center
2329 N. Career Avenue, Suite 106
Sioux Falls, SD 57107
Phone: 605-367-5757
TAX ID: 46-6000364

An outreach program of the University of South Dakota's Beacom School of Business

TO:

Eric Pauli, Community Relations Manager Xcel Energy 500 W. Russell Street Sioux Falls, SD 57104	September 3rd, 2019
----------------------------------------------------------------------------------------------------------	---------------------

Qty.	Description of Merchandise or Service	Amount
1	South Dakota Small Business Development Center, For support of free & confidential business consulting to entrepreneurs and business owners in South Dakota.	\$ 10,000
Total Amount Due		\$ 10,000

Thank you! Please make check payable to: SD Small Business Development Center.



Northern States Power Company
d/b/a Xcel Energy
414 Nicollet Mall
Minneapolis, MN 55401
303-628-2644



1101016668

56-382
412

Date 10/03/19

\$5,250.00 USD

Pay FIVE THOUSAND TWO HUNDRED FIFTY & 00/100***** DOLLARS

VOID IF NOT CASHED IN 90 DAYS

To The Order Of
GARRETSON CHILDCARE CORPORATION
PO BOX 267
GARRETSON SD 57030

RACZ

THE FACE OF THIS DOCUMENT HAS A COLORED BACKGROUND ON WHITE PAPER AND A WATERMARK, HOLD AT AN ANGLE TO VIEW

Payee	Vendor ID	Employee #	Check No.	Date
GARRETSON CHILDCARE CORPORATION	0002019317	00000000	1101016668	10/03/19
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900011794	2019-28		0.00	\$5250.00
Pymt.Comments: *RT ERIC PAULI SIOUX FALLS, SD SERVICE CENTER				

*Mailed 10/7/19
5600641
ED*

Application Form

Date: 9/20/19 Invoice# 2019-28

Name of community: Garretson, SD

Contact name: Kris Frerk

Address: PO Box 267, Garretson, SD 57030

Phone: 605 321 1814 Fax: _____ Email: ksfrerk@alliancecom.net

Total amount requested: \$5250. Total cost of project: \$5250.

Number of jobs created: at the center 0 but future economic development is undetermined.

Other sources of funding: 0 Amount: \$ 0

Community project description:

The Blue Dragon Academy (501 c3) moved into a new facility on June 4, 2019. This was a \$900,000.+ project. We have raised around \$200,000. and have borrowed the rest. Our budget for the playground was very lean. We put up the fence and put down artificial turf. We have made do with what we had for toys on the playground and the school age kids only have balls to play with. We have chosen not to put up expensive playground equipment. We want to implement toys that are more natural and items that encourage imaginative play. We recently have been introduced to Imagination Playground Company that make huge foam type blocks that children can make structures. Sanford Health purchased the blocks for the Levitt Band Shell. Our staff saw them at a concert and the kids were intrigued with the unique blocks and were occupied during the entire concert. We feel these blocks would fit in great on our outdoor play area for our school age children. They are also mobile so we can bring to community outdoor events in the city such as community church services, Jesse James events for children, etc.

Benefit to Community: Enhancements to the daycare are a quality of life action that benefits all children at the daycare. Having a reputable daycare that provides safe and educational programs is essential to economic growth to a community. The reasons we built a new daycare in Garretson was because we were at capacity and our old buildings were very old and were not appealing to new young families wanting to move to our community. We had one family that was going to buy a house in Garretson prior to our new building but decided not to at closing because they could not find daycare. We are very proud of our new building. When we give tours of our facility now to new families they are very impressed. A daycare definitely is an important segment of the economic growth of a community. Our building is licensed for 103 children. Our old buildings held 80 children.



Northern States Power Company
d/b/a Xcel Energy
414 Nicollet Mall
Minneapolis, MN 55401
303-628-2644



1101016669

56-382
412

Date 10/03/19

\$5,000.00 USD

Pay FIVE THOUSAND & 00/100***** DOLLARS

VOID IF NOT CASHED IN 90 DAYS

To The Order Of
CITY OF EMERY
PO Box 38
EMERY SD 57332

RACZ

THE FACE OF THIS DOCUMENT HAS A COLORED BACKGROUND ON WHITE PAPER AND A WATERMARK; HOLD AT AN ANGLE TO VIEW

Payee	Vendor ID	Employee #	Check No.	Date
CITY OF EMERY	0002001296	000000000	1101016669	10/03/19
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900011585	2019-30		0.00	\$5000.00
Pymt.Comments: ****RT ERIC PAULI SIOUX FALLS, SD SERVICE CTR****				

Mailed 10-7-19

5600641

ED

Application Form

Date: 9/20/19 Invoice # 2019-30

Name of community: **City of Emery**

Contact name: **Kristi Wollmann**

Address: **PO Box 38, Emery, SD 57332**

Phone: **605 449-4455** Fax: **605 449-4466** Email: **emerycity@triotel.net**

Total amount requested: **\$5,000** Total cost of project: **\$15,621**

Number of jobs created: **None**

Other sources of funding: **City of Emery** Amount: **\$10,621**

Community project description:

Our project involves purchase and installation of a new pumping system in our city swimming pool. We have obtained a quote from MC&R Pools, Inc. of Sioux Falls for the project, which includes removal of the existing plumbing and installation of a new 7.5 horsepower pump and piping. The current pumping system, which was installed about 15 years ago, is too small and therefore unable to filter the pool properly to maintain the pH levels needed to operate safely. Despite our best efforts, we have had to close the pool several days each summer for the past few years when the chemicals were not in balance, and the problem is getting worse.

Benefit to Community:

The Emery swimming pool is the only public pool in Hanson County, so it is an important asset for our community and the surrounding area. On a typical summer day, about 50 to 75 people use the pool. We issued 50 family passes and 15 single passes this year, and 120 people took swim lessons. We have a large circle from surrounding communities that utilize the pool, including people from Bridgewater, Alexandria, and Spencer.



Northern States Power Company
d/b/a Xcel Energy
414 Nicollet Mall
Minneapolis, MN 55401
303-628-2644



1101012799

56-382
412

Date 03/27/19

\$1,500.00 USD

Pay ONE THOUSAND FIVE HUNDRED & 00/100***** DOLLARS

VOID IF NOT CASHED IN 90 DAYS

To The
Order
Of

GOVERNORS OFFICE OF ECONOMIC DEVELOPMENT
711 E WELLS AVE
PIERRE SD 57501

RACZL

THE FACE OF THIS DOCUMENT HAS A COLORED BACKGROUND ON WHITE PAPER AND A WATERMARK. HOLD AT AN ANGLE TO VIEW

Payee	Vendor ID	Employee #	Check No.	Date
GOVERNORS OFFICE OF ECONOMIC DEVELOPMENT	0002000025	00000000	1101012799	03/27/19
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900003617	2019-13		0.00	\$1500.00
Pymt.Comments: *RT ERIC PAULI 500 WEST RUSSELL ST SD 57104				

5600641

Econ Devl.

Mailed 4/3/19



SOUTH DAKOTA
GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT

5600641
ED

INVOICE # 2019-13

DATE: March 13, 2019

TO: Eric Pauli
Xcel Energy
PO Box 988
Sioux Falls, SD 57101

RE: Sponsorship for the 2019 Governor's Economic Development
Conference

AMOUNT DUE: \$1500

PLEASE REMIT PAYMENT TO: Governor's Office of Economic Development
Attn: Mary Lehecka Nelson
711 E. Wells Ave.
Pierre, SD 57501-3369

Thank you!



Northern States Power Company
d/b/a Xcel Energy
414 Nicollet Mall
Minneapolis, MN 55401
303-628-2644



1101012796

56-382
412

Date 03/27/19

\$1,500.00 USD

Pay ONE THOUSAND FIVE HUNDRED & 00/100***** DOLLARS

VOID IF NOT CASHED IN 90 DAYS

To The Order Of SIOUX FALLS DEVELOPMENT FOUNDATION
PO Box 907
SIOUX FALLS SD 57104

RACZL

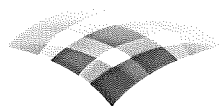
THE FACE OF THIS DOCUMENT HAS A COLORED BACKGROUND ON WHITE PAPER AND A WATERMARK, HOLD AT AN ANGLE TO VIEW

Payee	Vendor ID	Employee #	Check No.	Date
SIOUX FALLS DEVELOPMENT FOUNDATION	190002897	00000000	1101012796	03/27/19
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900003600	2019-10		0.00	\$1500.00
Pymt.Comments: *RT ERIC PAULI SIOUX FALLS SD SVC CENTER				

5600641

Econ Devel.

Mailed 4/3/19



SIoux FALLS
Development
Foundation

3-8-19

5600641

ED

2019 MEMBERSHIP DUES INVOICE # 2019-10

SFDF MEMBERSHIP	Annual Dues	\$ 1,500.00
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_____ Information is correct

_____ Please make changes

INFORMATION VERIFICATION

Company: Xcel Energy

Number of Employees: 104

Contact Person & Title: Steve Kolbeck Principal Manager

Email: steven.t.kolbeck@xcelenergy.com

Address: 500 West Russell Street

PO Box: PO Box 988

City / State / Zip: Sioux Falls, SD 57101-0988

Phone: (605) 339-8350

Fax: (605) 339-8204

Web: www.xcelenergy.com

Description of Business: Electric Utility

Parent Company with City & State: Xcel Energy Minneapolis MN

Union Affiliation: Electrical Workers (IBEW)

% Unionized: 52%

Thank You!

Please complete and return to the Sioux Falls Development Foundation with you Membership Check

200 North Phillips Avenue #101 | Sioux Falls, SD 57104

Fax: 605.339.0055 | karenr@siouxfalls.com

MISSION: TO COLLABORATIVELY CREATE QUALITY ECONOMIC GROWTH & WORKFORCE DEVELOPMENT
IN THE SIOUX FALLS MSA TO IMPROVE OUR QUALITY OF LIFE

FORWARD

SIOUX  FALLS
2021

January 21, 2020

Eric Pauli, Community Relations Manager
Xcel Energy
500 West Russell St.
Sioux Falls, SD 57104

Dear Eric,

Please accept our sincere appreciation for Xcel Energy's \$25,000 Forward Sioux Falls investment in 2019. Within this investment, there were no dollars used for lobbying purposes, nor will there be in any used for future Xcel Energy investments throughout the remainder of the Forward Sioux Falls 2021 program.

Key initiatives from the past year include focusing on business attraction, retention and expansion; talent and workforce attraction, retention and expansion, as well as image and brand development.

These efforts include a dedicated marketing effort for economic lead generation and geo-fencing specific colleges and universities offering degrees that align with area industries in need of talent and social media marketing during major local events to promote the benefits and career opportunities Sioux Falls offers. Work continues to leverage site selector opportunities as well as trade show and conference outreach including targeted communication with attendees. Ongoing improvements made to the website "SiouxFalls.com" will define the site as the go-to location for anyone interested in learning more about our community. SiouxFalls.com will be refreshed with new stories and content to ensure currency and relevancy.

Xcel Energy's generous support of Forward Sioux Falls is having a profound effect for those who live, work or operate a business in our region.

Again, thank you for the high priority you have given this important economic/workforce enhancement program.

Sincerely,



Mike Lynch, Director of Investor Relations
Forward Sioux Falls



*Lincoln & Minnehaha County
Economic Development Associations*

Commerce Center, 200 North Phillips Avenue, Suite 101, PO Box 907, Sioux Falls, SD 57101-0907
Phone 605-339-0103 • Fax 605-339-0055 • Toll Free 800-658-3373
www.siouxfallsdevelopment.com/regional



January 23, 2020

Eric Pauli, Community Relations Manager
Xcel Energy
500 West Russell Street
Sioux Falls, SD 57104

Dear Eric:

The Lincoln County Economic Development Association (LCEDA) was founded on the idea that by uniting stakeholders in our region, we leverage our collective strengths, ensuring that LCEDA member communities have a network of resources available to help facilitate development strategies at the local level.

LCEDA represents economic development in the communities of Canton, Harrisburg, Lennox, Tea, Worthing and unincorporated areas of Lincoln County. Our financial support comes from community partners, financial institutions and utility service providers, including \$19,800 from Xcel Energy. LCEDA is a facilitator of economic development and none of our funds are used for the purpose of lobbying.

During 2019, the majority of our economic development projects involved strengthening and growing existing companies currently located in the region. Lincoln County saw strong growth during the past year, primarily through construction and business expansion.

One of the metrics used to evaluate annual growth is through the taxable sales numbers posted by the SD Department of Revenue. In 2019, taxable sales in Lincoln County totaled \$247.3 million—up \$14 million from the previous year.

Construction activity throughout Lincoln County last year totaled 833 permits with a valuation of \$84.4 million, including 126 new single-family homes. We anticipate that these numbers will continue to hold steady as new home site locations are opened for development.

In the dynamic ecosystem of development, LCEDA is an active player, with the resources, history and commitment to continue to grow our region's economy. We share a goal of community development and work hard to be the advocates, resources and connecting points among all our members and participating communities.

Best regards,

A handwritten signature in cursive script that reads "Sharman Smith".

Sharman Smith, Executive Assistant



*Lincoln & Minnehaha County
Economic Development Associations*



Commerce Center, 200 North Phillips Avenue, Suite 101, PO Box 907, Sioux Falls, SD 57101-0907
Phone 605-339-0103 • Fax 605-339-0055 • Toll Free 800-658-3373
www.siouxfallsdevelopment.com/regional

January 23, 2020

Eric Pauli, Community Relations Manager
Xcel Energy
500 West Russell Street
Sioux Falls, SD 57104

Dear Eric:

The Minnehaha County Economic Development Association (MCEDA) was founded on the idea that by uniting stakeholders in our region, we leverage our collective strengths, ensuring that MCEDA member communities have a network of resources available to help facilitate development strategies at the local level.

MCEDA represents economic development in the communities of Baltic, Brandon, Colton, Crooks, Dell Rapids, Garretson, Hartford, Sherman, Valley Springs, and unincorporated areas of Minnehaha County. Our financial support comes from community partners, financial institutions and utility service providers, including \$11,500 from Xcel Energy. MCEDA is a facilitator of economic development and none of our funds are used for the purpose of lobbying.

During 2019, the majority of our economic development projects involved strengthening and growing existing companies currently located in the region. Minnehaha County saw strong growth during the past year, primarily through construction and business expansion.

One of the metrics used to evaluate annual growth is through the taxable sales numbers posted by the SD Department of Revenue. In 2019, taxable sales in Minnehaha County totaled \$322 million—up \$8 million from the previous year.

Construction activity throughout Minnehaha County last year totaled 1,393 permits with a valuation of \$63.9 million, including 118 new single-family homes. We anticipate that these numbers will continue to hold steady as new home site locations are opened for development.

In the dynamic ecosystem of development, MCEDA is an active player, with the resources, history and commitment to continue to grow our region's economy. We share a goal of community development and work hard to be the advocates, resources and connecting points among all our members and participating communities.

Best regards,

A handwritten signature in cursive script that reads "Sharman Smith".

Sharman Smith, Executive Assistant



JANUARY 24, 2020

ERIC PAULI
COMMUNITY RELATIONS MANAGER
XCEL ENERGY
500 WEST RUSSELL STREET
SIOUX FALLS, SD 57104

RE: MCEDA/LCEDA MARKETING SUPPORT PACKAGE

Dear Eric,

The intent of this letter is to provide you an update on the marketing support package Xcel Energy has financially supported to assist participating communities in Lincoln and Minnehaha County, South Dakota.

To date, ISG has captured and edited high definition drone footage of industrial parks located in the cities of Brandon, Canton, Garretson, Hartford, Lennox and Worthing.

Our firm has now entered the next phase of the project that will include industrial park assessments and the creation of marketing materials which will help each of the aforementioned communities strategically market available industrial properties.

ISG intends on completing the entire scope of work by the end of Spring 2020.

Please note that none of the dollars Xcel Energy has provided towards this effort have been used for lobbying purposes or related expenses.

Thank you for your ongoing support of economic development in SE SD!

Kind regards,

A handwritten signature in blue ink, appearing to read "Steve Watson", with a long horizontal line extending to the right.

Steve Watson
Development Strategist



Innovative Business Lending Solutions

January 20, 2020

Eric Pauli, Community Relations Manager
Xcel Energy
500 W. Russell St.
Sioux Falls, SD 57104

Dear Eric:

Thank you for providing the South Eastern Development Foundation (SEDF) with a \$10,000 investment to help capitalize the regional revolving loan fund. In 2019, SEDF approved 31 economic development loans to businesses in SECOG's region which includes Clay, Lincoln, McCook, Minnehaha, Turner, and Union Counties that included:

- \$4.68 million in loan volume;
- \$30.7 million leveraged by other funding sources; and
- 223 jobs created or retained in the region.

In addition, SEDF constructed eight Governor's Houses in 2019 to help address affordable housing in the region. An additional eight Governor's Houses will be constructed in 2020 as well as the relocation and renovation of six existing structures. Xcel Energy's ongoing commitment to SEDF has been a major part of its success, and we appreciate our partnership. No funds from the grant will be used in any lobbying efforts.

Sincerely,



Lynne Keller Forbes
Executive Director

South Eastern Development Foundation
500 N. Western Ave., Suite 100
Sioux Falls, SD 57104
Exempt Corporation – IRS No. 30-0017659

RECEIVED FROM:
Xcel Energy
500 W. Russell St.
Sioux Falls, SD 57104

DATE: January 20, 2020

AMOUNT: \$10,000
DESIGNATION: Economic Development Revolving Loan Fund

SEDF did not provide any goods or services to the donor in return for this contribution.

500 N. Western Ave., Ste. 100 • Sioux Falls, SD 57104 • (P) 605.367.5390 • (F) 605.367.5394 • lynne@secog.org

EXECUTIVE DIRECTOR: Lynne Keller Forbes

BOARD OF DIRECTORS: David Edwards, President (Sioux Falls);
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Eric DeHaan, Director (Sioux Falls); Lucas Fiegen, Director (Sioux Falls)



January 21, 2020

Eric Pauli, Community Relations Manager
Xcel Energy
PO Box 988
Sioux Falls, SD 57101

Dear Eric:

Thank you again for Xcel Energy's ongoing commitment to economic development in our state and region. In particular I want to thank you for your ongoing support of the South Dakota Small Business Development Center Network, which in addition to the SBDC includes the Procurement Technical Assistance Center, Manufacturing and Technology Solutions and the Small Business Innovation Research Programs.

And while we are still finalizing our full 2019 annual report, I am proud to report that the SBDC served over 1,300 clients in the past year. Those clients started 107 new businesses, created or retained 707 jobs, and injected over \$73MM of new capital into our state's economy.

As you know, federal and state funding levels continue to remain flat making investments from outside partners, such as Xcel, increasingly important. Specifically we have tasked the \$10,000 we receive from Xcel to the support of one of our business advisors in the Sioux Falls office.

You will be glad to know that in the past year, this advisor counseled 152 clients who started 16 new businesses, created or retained 78 jobs and injected nearly \$4MM of new capital into the Sioux Falls MSA, which is the service territory for our Sioux Falls office.

All of the Xcel funds were used to provide direct service and support to the sustainability of the organization and none of the funds were used for lobbying.

Eric, thank you again for Xcel's support and leadership for economic development. We look forward to another great year and our continued partnership with you. As always, please do not hesitate to contact me if we can be of assistance to you or Xcel.

Sincerely,

A handwritten signature in blue ink, appearing to read "Mark Slade", is positioned below the word "Sincerely,".

Mark Slade, State Director
South Dakota Small Business Development Center

2329 N. Career Avenue, Suite 106 ~ Sioux Falls, SD 57107
Phone 605-367-5757 ~ www.sdbusinesshelp.com



SOUTH DAKOTA
GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT

January 22, 2020

Eric Pauli
Xcel Energy
500 W. Russell St.
Sioux Falls, SD 57104

Dear Eric,

The Governor's Office of Economic Development's mission is to increase the Gross Domestic Product of South Dakota and provide primary job opportunities to our residents. We work with both companies and communities to help meet our goals.

During 2019, we conducted 524 retention and expansion visits to help meet the needs of our existing companies. Our Gross Domestic Product increased by 4.6 percent.

Our community development team conducted 232 visits to provide leaders with the resources they need. This year the community development team also conducted 8 webinars to provide training just a click away.

We thank you for your contribution of \$1500 to help support the Governor's Conference on Economic Development held each year in April. These dollars help support our awards banquet and the prize money that we provide to the Community of the Year. None of these dollars were used for the purpose of lobbying.

We thank you for your continued partnership with GOED.

Sincerely,

Ann Gesick Johnson



January 21, 2020

Eric Pauli
Xcel Energy
Community Relations Manager
500 West Russell Street
Sioux Falls, SD 57104

Eric:

On behalf of the Sioux Falls Development Foundation, thank you for your generous membership of \$1,500 to the Sioux Falls Development Foundation. Funds generated through membership are being used to fund various programs throughout the year. None of our budget is used for lobbying purposes/expenses.

In 2019, funds were expended in a few key areas. Those general areas are highlighted below:

Business Attraction, Retention & Expansion: Funds spent on marketing the Sioux Falls Region to site selectors, real estate brokers and corporate relocation specialists as well as programs directed at a local executive call effort and programs designed to identify growth opportunities, potential red flag companies and connection to resources needed for local companies to expand. Our new marketing partnership with NAI and Bender Companies has expanded our reach.

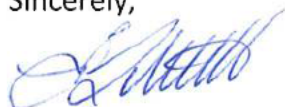
Talent and Workforce Attraction, Retention & Expansion: Funds were expended to address the area of workforce and talent shortage in programs including WIN in Workforce Summit, WIN Resources Publication, External Marketing to develop labor pipelines with major colleges, universities and tech schools and internal marketing to utilize and coordinate local workforce agencies and resources including K-12 educational and training opportunities, special population outreach and immigration services. Programs included Talent Tours, Talent Draft, Talent Rebound and a host of Your Future programs directed at regional high schools.

200 North Phillips Avenue, Suite 101
PO Box 907
Sioux Falls, SD 57101-0907
605.339.0103 800.658.3373
SiouxFallsDevelopment.com

Image & Brand Development: Developing consistent and effective marketing materials and social media campaigns to market the Sioux Falls Region coordinated with the efforts and programs above. We have partnered with Click Rain and Lawrence & Schiller to create an aggressive electronic media campaign targeting both new companies and talent.

Again Eric, thank you for your membership. We will continue to work on your behalf to grow our economy and create quality programming to address the attraction, retention and expansion of both business and talent in the region.

Sincerely,



Bob Mundt
President/CEO
Sioux Falls Development Foundation



Blue Dragon Academy

January 29, 2020

Eric Pauli
Xcel Energy
500 West Russell Street
Sioux Falls, SD 57104

Dear Mr. Pauli:

We received \$5,250. from Xcel Energy's economic development monies to purchase a basic Imagination Playground outdoor building blocks set. We are a 501c3 daycare that just moved into a new building on June 4, 2019. We have two outdoor playground areas for children to play but didn't have any money to purchase any equipment for the school age children's play area. The set cost us \$5,250. and we received the set in October. Due to weather conditions in South Dakota, we haven't used the set yet but as soon as weather permits this spring we will send a picture of the children playing with it.

The total donation was used for purchase of the blocks and no dollars were used for lobbying purposes/expenses.

We thank you again for your very generous donation which we greatly appreciate.

Sincerely,
Kris Frerk
Board Member

605-594-KIDS (5437)
701 1st St.
Garretson, SD 57030
bluedragons2017@gmail.com
www.bluedragonacademy.net

January 20, 2020

Xcel Energy Economic Development Program
Attn: Eric Pauli
PO Box 988
Sioux Falls, SD 57101-0988

Dear Eric:

Thank you so much for the grant funding appropriations of \$5,000.00 to be used for our pool pump system renovation. We have a contracted with a local company, MC&R Pools, Inc., Sioux Falls, SD, to replace and upgrade our pool pump system. MC&R will be completing this project by May so we can be ready for pool season the beginning of June. This much needed upgrade will ensure that our pump recirculation system is able to properly filter the water through the pool in the right capacity needed for our pool's size.

The grant funding appropriations received from Xcel Energy's Economic Development Program are set aside in our pool capital improvement fund and will solely be used for the pool pump system renovation.

Again, thank you for the grant funding. It will provide safe, fun recreation opportunities to the Emery community and surrounding community for years to come. We appreciate your support of our small community!

Sincerely,

Kristi Wollmann

Kristi Wollmann
Finance Officer
City of Emery