



Forward Sioux Falls
 200 N. Phillips Ave., Suite 200
 Sioux Falls, SD 57104-6058
 (605) 336-1620

Statement

Date: 2/28/2022

ID: 655

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

Description	Qty	Rate	Amount
Invoice No. 181791 Invoice Date: 01/31/2022 Forward Sioux Falls 2026 Pledge Amount Due 03/01/2022 through 02/28/2023	1.00	40,000.00	40,000.00
		Balance Due	40,000.00
		Total Due	40,000.00

ACCOUNT SUMMARY

Please return a copy with your payment.

Current	30 Days	60 Days	90 Days	120 Days	Total Outstanding
40,000.00	0.00	0.00	0.00	0.00	40,000.00



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



1101031000

9600019921

Date 03/18/22

\$40,000.00 USD

Pay FORTY 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

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	1101031000	03/18/22
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900004320	655		0.00	\$40000.00
Pymt.Comments: *RT TO ERIC PAULI SIOUX FALLS SD SERVICE CENTER				

02178116



Sioux Metro Growth Alliance

196 E 6th St, Ste 200
Sioux Falls, SD 57104
(605) 679-7149
jessef@siouxmetro.com
www.siouxmetro.com



INVOICE

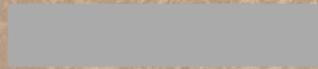
BILL TO
Xcel Energy
PO Box 988
Sioux Falls, SD 57101

INVOICE 1034
DATE 01/06/2022
TERMS Net 30
DUE DATE 02/05/2022

ACTIVITY	AMOUNT
Membership	31,300.00
<hr/>	
BALANCE DUE	\$31,300.00

Xcel Energy

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



Date 02/11/22

100105196

56-382
412

960001992

\$31,300

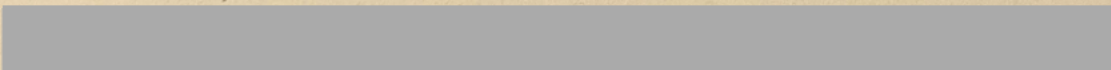
THIRTY-ONE THOUSAND THREE HUNDRED & 00/100***** DOLL

VOID IF NOT CASHED IN 9

SIOUX METRO GROWTH ALLIANCE
196 E 6TH ST STE 200
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



Vendor # 2006937

South Eastern Development Foundation

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

Date: June 16, 2022
Invoice #: 2022-02

Amount: \$10,000.00

Description: 2022 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



Date 07/06/22

1101031968

54-382
412

9600019921

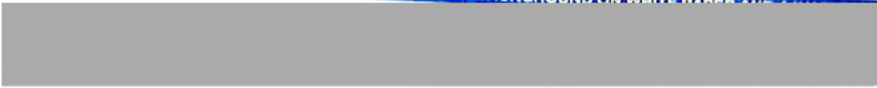
Pay TEN THOUSAND & 00/100*****

\$10,000.00 USD
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 MUST BE HELD AT AN ANGLE TO VIEW



Payee	Vendor ID	Employee #	Check No.	Date
SOUTHEASTERN DEVELOPMENT FOUNDATION	0002006937	00000000	1101031968	07/06/22
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900007973	2022-02		0.00	\$10000.00
Pymt.Comments: *RT TO ERIC PAULI SIOUX FALLS SD SERIVCE CENTER				

02322930

Invoice

**South Dakota Small Business Development Center
USD Beacom School of Business
5116 S Solberg Ave
Sioux Falls, SD 57108**

TAX ID: 46-6000364

TO:

Eric Pauli Xcel Energy 500 W. Russell Street PO Box 988 Sioux Falls, SD 57101	Invoice #: 2022-0001 Invoice Date: 30 September 2022
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Qty.	Description of Merchandise or Service	Amount
	Xcel Energy 2022 Support for: SD SBDC (No funds from this request will be used for lobbying.)	\$10,000
Total Amount Due		\$10,000

Please make check payable to: **USD Foundation
414 E. Clark Street
Vermillion, SD 57069**



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



1001063122

54-382
412

Date 10/07/22

9600019921

\$10,000.00 USD

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

VOID IF NOT CASHED IN 90 DAYS

To The Order Of USD FOUNDATION
414 E CLARK ST
VERMILLION SD 57069

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
USD FOUNDATION	0002007894	00000000	1001063122	10/07/22
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900011033	2022-0001		0.00	\$10000.00
Pynt.Comments: *ED GRANT TO SBDC - SEND CHECK TO ERIC PAULI				

02582026



SOUTH DAKOTA
GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT

Invoice

Date: March 9, 2022
Invoice #2022-07

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

Description	Amount
2022 Governor's Office of Economic Development Conference	\$1,500
Total Due	\$1,500.00

Make checks payable to: Governor's Office of Economic Development
711 E. Wells Ave.
Pierre, SD 57501

Thank you for your support of Economic Development in South Dakota!



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



1001053774

54-312
 412

9600019921

Date 03/22/22

\$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

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	00000005025	00000000	1001053774	03/22/22
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900002809	2022-07		0.00	\$1500.00
Pymt.Comments: *RT TO ERIC PAULI SIOUX FALLS SD SERVICE CENTER				



Invoice

5727



Sioux Falls Development Foundation
200 N. Phillips Ave.
Suite #101
Sioux Falls, SD 57104

Invoicing Date: 04/22/2022
Member ID: 5532
Invoice Due: 04/01/2022

Mr. Steve Kolbeck
Xcel Energy
PO Box 988
Sioux Falls, SD 57101

Description	Qty	Rate	Amount
SFDF Dues 04/01/2022 to 03/31/2023	1.00	1,500.00	1,500.00

Total:	1,500.00
Amt Paid:	0.00
Balance Due:	1,500.00

Member ID	Invoice	Due Date	Total Due	Total Payment Enclosed
5532	5727	04/01/2022	\$1,500.00	\$

Please verify address and provide corrections

Mr. Steve Kolbeck
Xcel Energy
PO Box 988
Sioux Falls, SD 57101

Correct Address

Make checks payable to:

Sioux Falls Development Foundation
200 N. Phillips Ave.
Suite #101
Sioux Falls, SD 57104

MasterCard Visa Discover American Express

Card No. _____ Exp. Date _____ Signature _____ Sec. Code _____

From: [Sioux Falls Development Foundation](#)
To: [Pauli, Eric M](#)
Subject: Your payment has been received
Date: Wednesday, June 15, 2022 1:34:22 PM

You don't often get email from info@siouxfalls.com. [Learn why this is important](#)

EXTERNAL - STOP & THINK before opening links and attachments.

Transaction was successful.
Below is your receipt.

Sioux Falls Development Foundation
200 N. Phillips Ave.
Suite #101
Sioux Falls, SD, 57104

Invoice Number:	5727	Billing Information:	
Date:	06/15/2022	Xcel Energy	
		PO Box 988	
		Sioux Falls, SD, 57101	
Line Item	Quantity		Total
SFDF Dues	1		\$1,500.00
		Invoice Total:	\$1,500.00
		Amount Paid:	\$1,500.00
		Balance:	\$0.00

Total Payments: \$1,500.00



XCEL ENERGY 2022 ECONOMIC DEVELOPMENT GRANTS

Xcel Energy is dedicated to the communities we serve by supporting local economic development efforts. We know that our success is directly related to the health and vitality of the communities we serve, and we make every effort to improve the quality of life by investing in them. In 2022, we will award several Economic Development Grants to communities that have an innovative economic development project. We encourage your community to submit an application. The deadline is Thursday, September 1, 2022. Please note that each community is only eligible to apply for one grant per calendar year. All applicants, successful or unsuccessful, will be contacted and informed of their application status.

Submit to:
Xcel Energy, Economic Development Program
Attn: Eric Pauli
500 West Russell Street
Sioux Falls, SD 57104

OR

eric.pauli@xcelenergy.com

For more information please contact:
Eric Pauli, Community Relations Manager
Xcel Energy
O: 605-339-8303
F: 605-339-8207

About Xcel Energy

Xcel Energy (NASDAQ: XEL) provides the energy that powers millions of homes and businesses across eight Western and Midwestern states. Headquartered in Minneapolis, the company is an industry leader in responsibly reducing carbon emissions and producing and delivering clean energy solutions from a variety of renewable sources at competitive prices. For more information, visit xcelenergy.com or follow us on [Twitter](#) and [Facebook](#).

Application Form

Name of community: Dell Rapids, SD

Contact name: Sheldon Jensen

Address: 302 E 4th St, Dell Rapids, SD 57022

Phone: (605) 607-5126 Fax: (605) 428-5969 Email: sheldonj@siouxmetro.com

Total amount requested: \$ 5,700 Total cost of project: \$ 25,000

Number of jobs created: 5-10

Other sources of funding: Dell Rapids Economic Development Corporation
Amount: \$ 20,000

Community project description:

DREDC is looking to create a Downtown Façade Improvement Program. This would be a matching grant program for downtown building and business owners to improve the exterior of their buildings. The business would apply for up to \$5,000 in matching funds to complete a project such as residing or adding a new awning. A similar program was used in a neighboring community and \$50,000 of grants led to \$300,000 of improvements. With the assistance of Xcel Energy, DREDC would be able to put this program into action as soon as possible. More than one business has expressed interest in this program already.

Benefit to Community:

Downtown Dell Rapids is a key feature of the community. With many historic quartzite buildings, Dells stands out amongst its peers in the sense of place created in the central business district. By assisting businesses clean up their exteriors, more residents will spend time downtown, and more businesses will open up in the corridor creating more jobs for the community. Maintaining these historic buildings is often challenging and expensive.



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



1001063121

54-302
412

9600019921

Date 10/07/22

\$5,700.00 USD

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

VOID IF NOT CASHED IN 90 DAYS

To The Order Of
CITY OF DELL RAPIDS
302 E 4TH ST
DELL RAPIDS SD 57022

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 DELL RAPIDS	0002001274	00000000	1001063121	10/07/22
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900012132	1		0.00	\$5700.00
Pymt.Comments: *RT TO ERIC PAULI ED GRANT TO CITY DELL RAPIDS				

02582025



XCEL ENERGY 2022 ECONOMIC DEVELOPMENT GRANTS

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Submit to:
Xcel Energy, Economic Development Program
Attn: Eric Pauli
500 West Russell Street
Sioux Falls, SD 57104

OR

eric.pauli@xcelenergy.com

For more information please contact:
Eric Pauli, Community Relations Manager
Xcel Energy
O: 605-339-8303
F: 605-339-8207

About Xcel Energy

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Application Form

Name of community: Baltic, South Dakota

Contact name: Ryan Solberg

Address: 130 St. Olaf Ave, Baltic, SD 57003

Phone: 605-630-2050 Fax: n/a Email: ryans@siouxmetro.com

Total amount requested: \$5,000 Total cost of project: \$7,000

Number of jobs created: TBD

Other sources of funding: Baltic Area Development Foundation, City of Baltic

Amount: \$2,000

Community project description:

The Baltic Area Development Foundation (BADF) would like to hire engineer firm ISG to conduct a master planning/feasibility study on creating a light industrial park on the west side of town on land that the City of Baltic had previously reserved for an additional wastewater lagoon. The study would provide a basic layout for the site, estimate costs for extending utilities, and provide wastewater alternatives for the community in lieu of a third lagoon.

The community's welcome sign on the west side of town was damaged in the recent derecho. The BADF and the City of Baltic would like to partner to have the sign repaired.

Benefit to Community:

The City of Baltic is located just under twenty miles north of Sioux Falls and has greatly benefited from that community's tremendous economic growth. Baltic's population has grown at roughly 4% annually for the past several decades, and it is one of the younger and wealthier towns in the Sioux Falls MSA as measured by median resident age and median household income. Despite this apparent success, Baltic has struggled to support its local businesses. With most of its population commuting outside of city limits

for work, there is not a large enough daytime population to support gas stations, restaurants, banks, etc. Additionally, municipal and school district budgets are strained trying to accommodate greater population growth without commercial businesses to help shoulder the tax burden. To begin addressing these issues, the Baltic Area Development Foundation (BADF) has begun looking for sites in town that would be good for light industrial development, including the location of the proposed third lagoon. The site would be adjacent to derelict light industrial parcels and close to downtown, making it a great neighborhood revitalization opportunity. The site is also close to both I-29 and SD-115, giving businesses easy access to Sioux Falls.

Additionally, welcome signs are crucial first impression to potential residents that can signal a community's values and openness to newcomers. Having thoughtfully designed, well placed, and well-kept welcome signs is an important aspect of marketing the community as the best place to live, work, and play.



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



1001063118

54-382
412

9600019921

Date 10/07/22

\$5,000.00 USD

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

VOID IF NOT CASHED IN 90 DAYS

To The Order Of
CITY OF BALTIC
130 ST OLAF AVE
BALTIC SD 57003

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 BALTIC	0002015177	00000000	1001063118	10/07/22
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900012105	3		0.00	\$5000.00
Pymt.Comments: *RT TO ERIC PAULI ED GRANT TO CITY OF BALTIC				

02582022



XCEL ENERGY 2022 ECONOMIC DEVELOPMENT GRANTS

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Submit to:
Xcel Energy, Economic Development Program
Attn: Eric Pauli
500 West Russell Street
Sioux Falls, SD 57104

OR

eric.pauli@xcelenergy.com

For more information please contact:
Eric Pauli, Community Relations Manager
Xcel Energy
O: 605-339-8303
F: 605-339-8207

About Xcel Energy

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Application Form

Name of community: City of Crooks

Contact name: Tobias Schantz

Address: 701 S West Ave/Po Box 785, Crooks, SD, 57020

Phone: 605-543-5238 Fax: 605-543-6438 Email: fo@crookssd.org

Total amount requested: \$5,000 Total cost of project: \$15,000 (estimated)

Number of jobs created: None, local business provided quote

Other sources of funding: Cash reserves of municipality Amount: \$10,000 (for FY 2023)

Community project description:

During the recent expansion of residential development of the City of Crooks, the old greeting/welcome sign at the south end of town had to be removed, as it had been discovered the sign could not be used again. The goal of the municipality is to replace the sign with a new, weather-resistant sign made from laser cut steel; in addition, the new sign may include spaces for local businesses/organizations.

Benefit to Community:

It will provide a pleasant greeting to residents and visitors to the community. The other benefit is that the sign will be resistant to inclement weather and as such future replacement should be minimized.



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



1001063120

54-382
412

9600019921

Date 10/07/22

\$5,000.00 USD

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

VOID IF NOT CASHED IN 90 DAYS

To The Order Of
CITY OF CROOKS
701 S WEST AVE
CROOKS SD 57020

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 CROOKS	0002009922	00000000	1001063120	10/07/22
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900011864	2		0.00	\$5000.00
Pymt.Comments: *RT TO ERIC PAULI ED GRANT TO CITY OF CROOKS				

02582024



XCEL ENERGY 2022 ECONOMIC DEVELOPMENT GRANTS

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Submit to:
Xcel Energy, Economic Development Program
Attn: Eric Pauli
500 West Russell Street
Sioux Falls, SD 57104

OR

eric.pauli@xcelenergy.com

For more information please contact:
Eric Pauli, Community Relations Manager
Xcel Energy
O: 605-339-8303
F: 605-339-8207

About Xcel Energy

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Application Form

Name of community: Worthing, SD

Contact name: Lisa Zens

Address: 208 S Main Street

Phone: 605-450-0715

Email: lisaz@siouxmetro.com

Total amount requested: \$5,000

Total cost of project: \$25,000

Number of jobs created: 0

Other sources of funding: City of Worthing

Amount: \$20,000

Community project description:

Worthing is a small community that is growing quickly. The community needs amenities for the young families moving into the area and to provide a safe place for children to play. Currently the two parks on Beck Street and 3rd Street in Worthing have old, dilapidated playground equipment which creates a safety issue. Timeline on the project is to start in April 2023 and rainbow play systems ordered by January of 2023. The City of Worthing has decided on 2 different Rainbow Play systems for the upgrade to the park (attached). Total cost of project will be approx. \$25,000. The City of Worthing will put forth the rest of the funds needed to complete the playground project. This cost includes installation and mulch.

Benefit to Community:

The community would be able to utilize this playground equipment during games, community events, and create an area where families can come picnic and enjoy their time. Pictures are included of current playground. There are many important physical, social and cognitive benefits that come from unstructured play on a playground. They are an essential tool in childhood development.



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



Attachment D
 EL23-xxx
 Page 25 of 36

1001063475

56-382
 412

9600019921

Date 10/18/22

\$5,000.00 USD

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

VOID IF NOT CASHED IN 90 DAYS

To The Order Of
 CITY OF WORTHING
 PO BOX 277
 WORTHING SD 57077

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 WORTHING	0002001570	00000000	1001063475	10/18/22
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900013242	4		0.00	\$5000.00
Pymt. Comments: *ECONOMIC DEVEL GRANT CITY OF WORTHING				



January 9, 2023

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

Dear Eric,

Forward Sioux Falls greatly appreciates Xcel Energy's continued support to augment economic development efforts within the Sioux Falls area. This letter acknowledges Xcel Energy's \$40,000 investment in 2022. No portion of this investment was used for lobbying purposes.

Collaborating with the business and education communities and continuing to build upon our unified mission to make the Sioux Falls area the best place to live, work and play, Forward Sioux Falls 2026 initiatives from 2022 have set an impressive tone and will continue to be key to our region's future success in 2023. Digital impressions are created through recruitment and engagement campaigns measuring the number of touchpoints designed to "lift up" and sell Sioux Falls. In fiscal year 2022, workforce programs created 9.4 million digital impressions. Experiential programs using job shadows and internships connected early career talent to Forward Sioux Falls Investor businesses. The Career Connections program helped 87% of participating graduating seniors prepare to become first-generation college students, including eight Build Dakota Scholars.

Relationships created with post-secondary educational partners provide career advice and guidance to early career persons. In fiscal year 2022 collegiate partnerships were expanded to 304 colleges and universities and 2.4 million students due to partnerships with Handshake and the South Dakota Association of College Career Centers. In 2022, 17,312 people directly participated in programming within Talent and Workforce initiatives. We very much value Xcel Energy's generous support of Forward Sioux Falls as it is truly making a difference.

Sincerely,

A handwritten signature in black ink that reads "Mike Lynch". The signature is fluid and cursive.

Mike Lynch, Executive Director
Forward Sioux Falls

January 26, 2023

Eric Pauli

Xcel Energy

SENT VIA EMAIL

Dear Mr. Pauli:

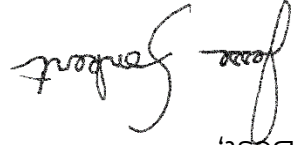
On behalf of the Sioux Metro Growth Alliance, thank you for your continued support of our organization.

Over the course of 2022, the Sioux Metro Growth Alliance achieved the following items that helped contribute to economic development in the Sioux Falls MSA:

- Grew management service from two communities to six
- Hosted the second annual Grow Smarter conference
- Added our first member community in McCook County
- Worked with dozens of prospects looking to expand or relocate their businesses in the metro
- Organized several community development planning sessions across the region

In 2022, none of your \$31,500 in membership contributions were spent on lobbying. Our board and staff are actively working to perfect our programs to ensure that our members' expectations are exceeded. In closing, we exist to serve you. If there is a project you would like us to consider or work on, please do not hesitate to reach out.

Best,



Jesse Fonkert
President & CEO

January 6, 2023

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. During COVID, it is so important to have the resources to assist our businesses. In 2022, SEDF approved 19 economic development loans to businesses in SECOG's region which includes Clay, Lincoln, McCook, Minnehaha, Turner, and Union Counties that included:


- \$2.5 million in loan volume;
- \$20.8 million leveraged by other funding sources; and
- 106 jobs created or retained in the region.

In order to assist with providing workforce housing, SEDF's non-profit development team developed and sold:

- Governor's Houses (homes to low income individuals and families) – 10
- "Recycled" Houses (homes that were relocated instead of being demolished) – 7
- Rehabilitated Houses – 1

These 18 homes are making an impact on housing in the region. 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 6, 2023

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.



January 6, 2023

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

Hello 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.

2022 was an excellent year for activity within our network. I am proud to report that the SBDC continues to exceed our milestones. While the final numbers for December are not quite finalized, we will exceed the goals established by our Federal grant in every category: 1,243 clients (208% of goal). 108 business starts (270% of goal), 4,740 jobs supported (220% of goal), and injected \$114.8 MM of new capital (814% of goal) and our 2nd best year in our 37 year history.

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 160 clients who started 18 new businesses, supported 247 jobs and injected over \$40.4MM 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".

Mark Slade, State Director
South Dakota Small Business Development Center

January 6, 2023

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

Dear Eric,

The Governor's Office of Economic Development continues to work with communities and businesses to expand and diversify our state's economy.

We saw another successful year. We facilitated 34 new projects wins with a total capital investment of over \$1.7 billion.

We thank you for your contribution of \$1500 to help support the Governor's Conference on Economic Development. Your contribution helped to cover expenses associated with the conference, specifically cash prizes to our communities 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 6, 2023

**TO: Eric Pauli, Xcel Energy
Community Relations Manager**

**FROM: Bob Mundt, SFDF
President/CEO**

RE: 2022 Review

Thank you Eric for your contributions to the Development Foundation in both time, talent and resources. We appreciate all that Xcel does for us and your contributions in the community.

2022 has been a year of resilience and recovery. Despite that, our community has emerged stronger and more resilient continuing to meet those challenges head on. The Foundation has had another good year of land sales, prospect development and workforce programming. Throughout 2022 we've continued to address workforce challenges and our ability to attract new and expanding companies to the region while dealing with the challenges of a crazy economy.

Through various partnerships with both the public and private sectors, the Foundation is positioned to provide the best services to our members, our clients, and our community. Board identified priorities including retention and expansion, business attraction, and workforce and talent development remain key focus areas. Leadership created a plan centered around these areas three years ago and we've developed and implemented programs to address these needs.

Partnerships with existing companies looking to grow in the Sioux Falls region have increased dramatically. The Foundation's Business Retention & Expansion initiative has paid dividends with several expansions. And the Foundation continues to work with the City on these expansion projects and infrastructure developments.

Our business attraction program has resulted in land sales in Foundation Park and Sioux Empire Development Park 8; and in new and creative marketing techniques to promote the area. Our partnership with local brokers to tap into their national networks creates additional interest from companies across the country.

We have implemented new programs to identify and attract talent to the region and build our talent from within. Many of our events are both in-person and virtual allowing us to expand our reach. A few weeks ago, our WIN in Workforce Summit brought hundreds of HR professionals, educators, and industry leaders together to share new ideas and best practices for successful talent recruitment. Talent Tours, Talent Rebound events and Talent Draft Day incorporate both formats. These events continue to provide hundreds of connections between local employers, high school and post-secondary students in an effort to promote the benefits of living and working in Sioux Falls.

These efforts will continue in 2023 and we will see greater success in growing our region. While these are challenging times in growing our workforce, we believe our efforts will have far-reaching effects on the future growth and sustainability of our region.

I have included the address for our 2022 Annual Report for your reference as well:

https://siouxfallsdevelopment.com/wp-content/uploads/sites/2/2022/11/FL_SFDF-AnnualReport2022_MH_111022.pdf

None of our funds are used for lobbying support or expenses affiliated with public policy. Our local Chamber of Commerce provides those services in the region.

Thank you again Eric for your contributions to the Foundation. We appreciate your partnership.

DELL RAPIDS

SOUTH DAKOTA

January 24, 2023

RE: Xcel Energy Economic Development Grant


To Whom it May Concern;

The City of Dell Rapids applied for an Xcel Energy Economic Development Grant in September of 2022 with the assistance of the Sioux Metro Growth Alliance. The city, in partnership with the Dell Rapids Economic Development Corporation, requested funds to act as seed funding for a downtown façade improvement matching grant program.

No monies were spent in 2022, but all monies are planned to be spent in 2023. The delay is because we have allowed adequate time for businesses to apply for the program and determine which project, they are interested in applying for. The program is a dollar-for-dollar match program for exterior improvements to downtown buildings. The DREDC committed \$20,000 to the program to go along with the \$5,700 provided by Xcel Energy. Recipients will receive funding following the completion of their respective projects.

No funds have or are planned to be used for lobbying or political activities.

Sincerely,



Justin Weiland
Dell Rapids City Administrator



130 St. Olaf Avenue
Baltic, SD 57003

January 25, 2023

Dear Mr. Pauli,

The City of Baltic applied for an Xcel Energy Economic Development Grant in September of 2022 with the assistance of the Sioux Metro Growth Alliance. The City requested funds for two projects: the repair or replacement of the community's welcome sign that had been damaged in a storm that summer and to have an engineering firm conduct a feasibility study for the creation of an industrial park on City-owned property on the west side of town.

No monies were spent in 2022, but all monies are planned to be spent in 2023. The delay is primarily due to concerns from members of the City Council and City staff about the industrial park study. The land intended to be the focus of the study was originally set aside for an expansion of the community's wastewater treatment systems, and City leaders decided that no further action should be taken on the study until a final decision was made on how the City would handle wastewater in the future. All funds will be used to replace the damaged welcome sign. No funds have or are planned to be used for lobbying or political activities.

Thank you for this opportunity,

A handwritten signature in black ink, appearing to read 'Linda D. Hunnel'. The signature is fluid and cursive.

Linda D. Hunnel
Finance Officer

City of Crooks
701 S West Ave / PO Box 785
Crooks, SD 57020
Tel 605-543-5238 Fax 605-543-6438
www.crookssd.org



January 6, 2023

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

Subject: Use of Xcel Energy economic development grant funds

Dear Mr. Pauli:

As the City's new fiscal year has started, I wanted to keep you abreast of the City of Crooks's intended use of the grant funds Xcel Energy awarded in 2022. The City of Crooks is in the process of replacing its welcome sign and anticipates using the \$5,000 towards this project.

Please let me know if you have any further questions.

All the best,

A handwritten signature in black ink, appearing to read "T. Schantz", written over a horizontal line.

Tobias Schantz
City Administrator/Finance Officer
City of Crooks, SD

CC: file (electronically)

Enclosure: None

Note, none of these funds were used for lobbying purposes.



February 7th, 2023

Eric Pauli
Xcel Energy
SENT VIA EMAIL

Dear Mr. Pauli:

On behalf of the City of Worthing, thank you for your continued support for the community.

Worthing is a small community that is growing quickly, and the city is in need for amenities for the young families moving into the area and to provide a safe place for children to play.

- o Currently the 2 parks in Worthing have old, dilapidated playground equipment which creates a safety issue. Timeline on the project is to start in April 2023.
- o The community would be able to utilize this playground equipment during games, community events, and create an area where families can come picnic and enjoy their time.
- o There are many important physical, social, and cognitive benefits that come from unstructured play on a playground. They are an essential tool in childhood development.

In 2022, none of your \$5,000 in membership contributions were spent on lobbying. In closing, we exist to serve you. If there is a project you would like us to consider or work on, please do not hesitate to reach out.

Sincerely,

A handwritten signature in dark ink, appearing to read "Crystal Jacobson", followed by a horizontal line extending to the right.

Crystal Jacobson
Mayor