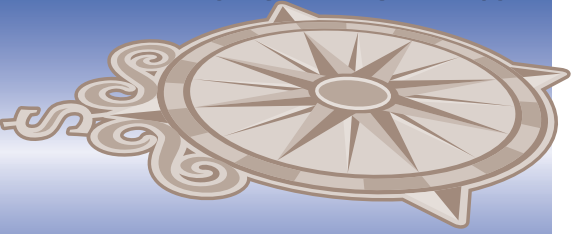


Directions



Health sciences students at the Career and Technical Education Academy view a practical classroom at the new school.

YOU'RE INVITED

Please join us for the annual meeting of the Sioux Falls Development Foundation on Thursday, November 18 beginning at 4:30 p.m. at the Holiday Inn City Centre International Room. We look forward to seeing you!

Sioux Falls
Development Foundation



Volume 34, Number 5
September-October, 2010

Educational options drive economic growth, workforce development

In the excitement of students going back to campuses around the area, filling dorms and buying textbooks, the student population of Sioux Falls sometimes gets lost in the shuffle. In fact, Sioux Falls is one of our state's largest "college towns," with 11,000 students pursuing their career educations in the city.

One unique aspect of post-secondary education in Sioux Falls is the number of non-traditional students. Thousands of people are attending classes at the end of their workday, taking courses online or boosting their careers with seminars, workshops or practical lessons offered by dozens of institutions. Traditional students—those who spend most of each day in classrooms—are preparing themselves for the future. Quite often, that future keeps those students in the Sioux Falls area as they find a spouse, begin a family, buy a house and, in many cases, start their own businesses.

The recent groundbreaking for the South Dakota Public Universities & Research Center, or University Center in Sioux Falls, reminds us of the growth of our educational sector. University Center broke ground for a new classroom building at the facility's campus near I-90 at Career Avenue and 60th Street North. The classroom building will have 48,500 square feet of finished space, with 3,200 square feet of shell space for future use. Planned completion date for the \$10.5 million project is August, 2011. A partnership of several state universities, including the University of South Dakota, South Dakota State University, Dakota State University, Northern State University and Black Hills State University, University Center provides the greater Sioux Falls community with convenient local access to a wide variety of courses in the public higher education programs.

But career building in Sioux Falls is not just a post-secondary phenomenon. The Sioux Falls School District this year opened two high schools dedicated to preparing students for the workplace.

At Sioux Falls New Technology High School, students will work together in teams to research, communicate and solve real problems that impact our community, state and nation while mastering all South Dakota graduation requirements. This smaller learning community, located on the campus of

Continued on page 2...



SDFD Vice Chair Jack Hopkins, Chamber Chair Dave Rozenboom, USD President Jim Abbott, Governor Mike Rounds, Mayor Mike Huether, Regent Terry Baloun and University Center Executive Dean Mark Lee.

Educational options drive economic growth

Continued from page 1...

Southeast Technical Institute, will grow each year by 115 students until approximately 460 students are enrolled. Technology High School will bring greater relevance to learning by more fully embracing the skills of communicating, collaborating, finding and evaluating information, thinking critically and analytically, problem solving and innovating.

The state-of-the-art, hands-on Career and Technical Education (CTE) Academy boasts a continuum of courses from introductory level to highly advanced. Among the CTE Academy coursework are classes to help students plan, film and edit a stop-motion video, become a certified nursing assistant, restore and paint a

wrecked vehicle, prepare a gourmet meal and build the houses that local families will call home. Students attend their home high school to take core academic classes such as English, math and science. They attend the Academy for a block of time each school day to receive their specialized training.

In Sioux Falls, education really **is** lifetime learning, as students of all ages prepare themselves for 21st century careers.



Mayor Huether and Governor Rounds listen to Board of Regents President Terry Baloun speaking at the recent University Center groundbreaking.



Three new companies locate in South Dakota Technology Business Center

Three entrepreneurial companies have established a base in the South Dakota Technology Business Center, utilizing the advantages the business incubator offers to start-up firms.

Dental Technology Group offers services to dental practices, including dental practice software solutions, imaging solutions, digital radiography and paperless and chartless technology. DTG is independent from dental supply companies, allowing DTG to provide customized, unbiased options to solve the unique technology needs of individual dental practices. The company, based in Brooklyn Park, Minnesota, is known for its maintenance plans that offer proactive replacement with new equipment and real-time backup, with complete server failover that is encrypted and HIPAA-compliant.



Bryan Krois, Regional Manager, with DTG President Mark Eibensteiner.

El Diario is a free Hispanic newspaper delivered through more than 30 locations, including contracted racks in supermarkets, retail stores and restaurants in South Dakota, Iowa and Minnesota. *El Diario* is published to serve the Spanish-speaking community and provides editorial content that teaches, inspires and empowers Latinos to learn and to make life better for themselves, their families and communities.

Maximizing Excellence, LLC partners with organizations to build sustaining resource development models using a strengths-based philosophy. Each partnership is tailored to the needs, strengths and priorities of the client. Maximizing Excellence serves nonprofit and direct service groups by providing assistance in developing resources for fundraising and capacity development. The firm can provide these services for additional organizations including colleges, universities, alumni associations, healthcare groups, United Ways, churches and other capital campaigns.



Cindy Elifrits, President & CEO of Maximizing Excellence, LLC.

Directions

is published six times yearly by the



P.O. Box 907, Sioux Falls, SD 57101
Phone 605-339-0103, Fax 605-339-0055
Karen Ruhland, Editor

SFDF Board of Directors

Cathy Clark, Chair	Dr. Charles O'Brien
Jack Hopkins, Vice Chair	Kristi Niechwiadowicz
Fred Slunicka, Secretary	Ross Ortman
Mark Mickelson, Treasurer	Carl Rapp
Mark Shlanta, Past Chair	Dr. Jim Robl
William L. Baker	W. Tom Simmons
Burke Blackman	James Soukup
Paul Hegg	
Jeff Holcomb	Ex-Officio:
Chris Houwman	Darrin Smith
Mike Jamison	Mike Cooper
Dale Jans	Dick Kelly
Dave Knudson	

Working for regional economic development in partnership with:



Lincoln County
Economic Development Association



Minnehaha County
Economic Development Association

Tiggelaar wins Spirit of SF Scholarship

Benjamin Tiggelaar, a business administration and computer science major at the University of Nebraska-Lincoln, is one of four area students to receive the *2010 Spirit of Sioux Falls Scholarship* to continue their post-secondary business education. The \$2,500 scholarships are awarded annually by the Sioux Falls Development Foundation to students who are Sioux Falls residents or who have completed at least one year of post-secondary work in a South Dakota institution. Tiggelaar, a native of Sioux Falls, is a recipient of a George Beadle UNL Scholarship, a team project leader for the Pine Ridge Outreach program and a former member of the Sioux Falls Youth Advisory Council. He was an intern for Senator Tim Johnson, created his own online eBay-based business and is currently carrying a 3.9 grade point average.



“My father is an entrepreneur, and I personally enjoy problem solving and meeting new people in business,” Tiggelaar said. “This scholarship shows that my local community supports me in my higher education goals. Being recognized in this way pushes me to become even more involved.”



Rich Murphy - Banbury Cross Photography

Presenting the facts about the Sioux Falls advantage is an important part of the function of the Development Foundation. The organization regularly researches business and living conditions in our area and presents them in the *Sioux Falls Community Profile*.

This publication considers all the elements of doing business in our area, from utilities to land availability, as well as quality of life issues such as education and public safety. Those results are presented in an accessible, easy-to-read format online at siouxfallsdevelopment.com. Just go to the “Publications” tab on the Development Foundation website and you will find a PDF version of the *2010 Community Profile* available for download or perusal.

LCEDA & MCEDA annual meeting scheduled

The future of business in South Dakota and the interaction between cities, counties and the state will be the focus of this year’s Minnehaha and Lincoln County Economic Development Association combined annual meeting. The event is scheduled for Thursday, November 4, 2010 in the Starlite Room at the Holiday Inn City Centre in downtown Sioux Falls. **David Owen**, President of the South Dakota Chamber of Commerce and Industry, will be this year’s keynote speaker. A social hour will begin at 6:00 p.m., with the program slated to commence at 7:00 p.m. The meeting is free and open to the public.

International Trade Forum highlights export opportunities

Last year, South Dakota companies sold products worth more than \$1 billion to world markets. During the first half of 2010, the state’s exports were up 15 percent over the same period last year. With 95 percent of the world’s potential consumers living outside of the United States, South Dakota companies are well positioned to take even greater advantage of world markets, according to International Trade Director Rock Nelson.

The 2010 International Trade Forum, held August 24-25 at the Holiday Inn City Centre, covered a variety of import and export subjects ranging from compliance programs to export financing, working with international distributors,

opportunities under the North American Free Trade Agreement (NAFTA), business networking, and other key issues to South Dakota companies. For businesses new to international trade, beginner workshops were offered, while more seasoned exporters took advantage of specific-issue workshops.

More than 60 companies attended the two-day event, which featured a keynote luncheon address by South Dakota Governor Mike Rounds. Another highlight of this year’s forum was the presentation of a U.S. Commerce Department export award to Rosenbauer America and its founders, Harold and Helen Boer, for their export achievements.



Governor Mike Rounds addresses an international crowd at the Trade Forum.



Volunteers of America to construct new residential facility

Ground was broken on September 8 by Volunteers of America, Dakotas, for a new 12,000 square foot residential facility to house the New Start adolescent, adult and childcare center in support of the VOA regional program. Construction costs are estimated at \$2.2 million, with a planned completion date of April 2011. Volunteers of America, Dakotas is a spiritually-based organization of trained professionals that responds to the unmet needs in our communities by offering services to empower individuals of all ages, abilities and socioeconomic backgrounds. Their programs have an emphasis on counseling, teaching, prevention, recovery, homelessness, and caring for our children, youth and families.



Groundbreaking held for championship baseball field

A groundbreaking ceremony for the Sioux Empire Baseball Association's Harmodon Grandstand Project was held September 16 at Harmodon Park at East 41st Street and Highway 11 in Sioux Falls. The project includes a covered grandstand with 402 seats, additional auxiliary seating for 480 spectators, press box, and a team/umpire dressing facility. The upgrade will allow the complex to host tournaments including the South Dakota state high school and American Legion state championships, according to Association Director Lyle Smith. The project is slated to be completed for the 2011 season at a cost of \$450,000, to be financed by fundraising and donated services and materials from area businesses and individuals.

Wegner Arboretum offers history and nature

The Sioux Falls Development Foundation hosted a groundbreaking ceremony on September 14 for Phase I of the Mary Jo Wegner Arboretum & East Sioux Falls Historic Site. The arboretum sits on a historic 115-acre plot rich with evidence of the past: stone quarries, a railroad line, building foundations, town roads and more. The total cost of the project is \$3.5 million, and the planned completion date for Phase I is June, 2011. This project will include wetlands, gardens and native plants, and the arboretum will provide recreational activities, including an extension of the Sioux Falls Bike Trail System.



Bike trail expands to Lien Park

Groundbreaking for the Falls Park to Lien Park Bike Trail Extension was held on September 17 in Lien Park on North Cliff Avenue. The project completes one mile of bike trail from Falls Park to Lien Park, including a bridge crossing below the spillway. The trail runs from the existing bike trail loop in Falls Park and will eventually extend to the Great Bear Recreation Park in future phases. The alignment parallels the Big Sioux River and gives the user a scenic view of the river. Upon completion, the trail expansion will provide Sioux Falls residents with over two miles of new paved recreational trails. The estimated cost of completing this phase of the bike trail is \$709,000 with 80% of the funding coming from a transportation earmark secured by U.S. Representative Stephanie Herseth-Sandlin. A completion date of October 15, 2010 is planned.



President's Report



By Slater Barr

Infrastructure development is vital to our goals

When companies consider expanding their operations to Sioux Falls—or existing companies consider a new Sioux Falls location—they weigh a variety of factors in making their decisions. Obviously, our excellent business climate and low tax burden are major points, as well as our productive labor force, low unemployment rate and affordable utilities. But one of the first things corporate executives look at is the local **infrastructure**, both as a gauge of a community's willingness to invest in itself and as a practical consideration for shipping and commuting to work. When the streets are not maintained, it tells the astute company locator something about their potential new home.

Here in Sioux Falls, we can be proud of the work that is being done to maintain our traffic, water and sewer infrastructure. Despite serious challenges to all three posed by Mother Nature this year, the Mayor and his department heads have risen to the challenge. More importantly, the Mayor and the City Council are being proactive, looking down the road, so to speak, at the projects that will help to fuel progress in Sioux Falls.

It has not been easy this year, with street construction frequently rerouting all of us from our normal traffic patterns and occasional calls to conserve water and monitor sanitary sewer usage. But needed improvements are happening, with an eye to the long term good for the citizens of our community—and the many shoppers and visitors who form their opinions based on the streets they drive on.

One of the reasons for our success in planning, maintaining and building infrastructure improvements is the excellent cooperation between state and local governments. With so many of our major thoroughfares doing double duty as state roads, that cooperation and shared purpose helps keep us rolling along smoothly.

With the end of the major street construction season approaching, we should take time to thank the city employees for working hard under adverse conditions, and congratulate ourselves on living in a community that cares enough to keep things working—so that we can keep growing.

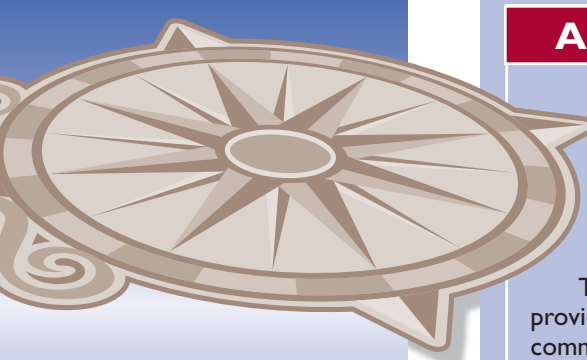


Annual meeting is scheduled for November 18

The Sioux Falls Development Foundation will hold its Annual Meeting at the Holiday Inn City Centre **Thursday, November 18**, from 4:30 to 6:30 p.m., with a brief business meeting beginning at 5:15 p.m. The event will include the distribution of this year's annual report of developments throughout our area.

The meeting, which is free and open to the public, provides an opportunity for business leaders and community residents to be updated on economic development activities during 2010 in a relaxed, informal setting. An important part of the agenda is the presentation of the **Spirit of Sioux Falls Award**, given annually to a person who has demonstrated excellence in leadership and commitment to the economic development of our area. Last year's winner was Jim Wilcox of Xcel Energy.

The gala event features complimentary hors d'oeuvres and a cash bar, plus a chance to network with others who care as much about Sioux Falls and its future as you do. Invitations to the meeting will be mailed out soon, but please mark your calendar **TODAY** for November 18!



Sioux Falls
Development
Foundation

Chair's Report



By Cathy Clark

Reasons to *celebrate* this autumn

During the summer months, when orange cones decorate our traffic routes, it's easy to wish that there was no road construction. But the maintenance of good streets is an essential part of economic development—those orange cones mean we're making progress and that we care about our city. Now that fall is here, construction projects are wrapping up, and we can appreciate the result of those slower commutes during the summer.

Fall also means back to school. Post-secondary students, both traditional and non-traditional, make Sioux Falls one of the biggest "college towns" in South Dakota, as 11,000 students prepare for their futures in our community. We applaud those people who are investing in their careers with education. So many of those students continue to live in Sioux Falls after graduation, becoming the backbone of our productive workforce in every industry. We're glad they are here!

In recent weeks, the Development Foundation has hosted a variety of groundbreaking ceremonies, many of them for projects that will directly impact our quality of life. We celebrate the expansion of our bike trail, the fantastic potential of the Wegner Arboretum and the enhancements at the Harmondon Park baseball complex—all improvements that will make our community more attractive to families.

We believe that Sioux Falls is the best place in the United States to do business—and to raise a family. Whether companies come to Sioux Falls from other states, expand with the strengthening economy of our area or start up in Sioux Falls as entrepreneurial ventures, we know they will find this area the right place to build their futures.

We will celebrate that growth at our annual meeting. Please join us on Thursday, November 18th for our annual celebration. We'll have more good things to say about our economy and our community. See you then!



ADDRESS SERVICE REQUESTED.

Sioux Falls
Development Foundation
P.O. Box 907
Sioux Falls, SD 57101

**Steel Buildings
or Corporate
Headquarters**

Land in our Sioux Empire Development Parks is the best value in the Sioux Falls region—build-ready sites with infrastructure in place let you get up and running FAST!

No matter what type of building you're planning, we have a site for you— at prices from \$1.95 a square foot.

Call Dan Hindbjorgen at 605-339-0103
www.siouxfallsdevelopment.com

Sioux Falls
Development Foundation