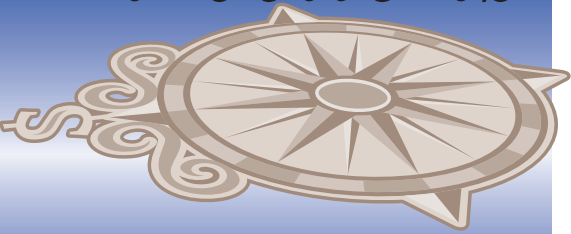


# Directions



## Foundation's leadership poised to chart future growth

The newly elected executive committee of the Sioux Falls Development Foundation board of directors represents a wide variety of area businesses. Chosen to lead the economic development organization this year are **Dana Dykhouse**, chairman; **Mark Shlanta**, vice chairman; **Cathy Clark**, treasurer, and **Steve Crim**, secretary, with **Jim Wilcox** serving as past chairman.

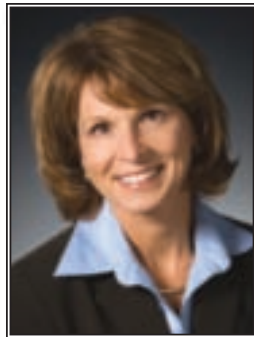
"Our volunteer board is one of the strongest and most active in this community," said Dan Scott, president. "As we continue to set new records for development park growth and capital investment in the Sioux Falls area, our executive committee provides the leadership that makes our activities possible."



Dana Dykhouse



Mark Shlanta



Cathy Clark



Steve Crim



Jim Wilcox

## Sanford Health

The next big thing  
in economic development  
for our area.

See Dan Scott's column on page 6.

Sioux Falls  
Development Foundation



Volume 31, Number 1  
January-February, 2007

Dana J. Dykhouse has served as President and Chief Executive Officer of First PREMIER Bank since March of 1995. He serves as the chairman of the Sioux Empire United Way 2006-07 Campaign and was co-chair of the Forward Sioux Falls V campaign. He is a Sioux Empire United Way Board Member and is on the SDSU Division One Athletic Advisory Council, a member of Downtown Rotary and past chair of the SDSU Foundation Board, Sioux Empire Fair Association, Junior Achievement and the SD Bankers Association.

SDN's Board appointed Mark Shlanta CEO in July of 2000 after two years as the company's Network Planning & Operations Director. Prior to joining SDN, Shlanta held various positions with Contel, GTE, Ameritech Cellular and Consolidated Communications. He draws on a background that includes degrees in mechanical engineering and engineering management from the University of Missouri-Rolla. Shlanta is a South Dakota native and is active in a number of volunteer activities throughout the community.

Celebrating over 25 years in the financial services industry, Cathy Clark is the Community Bank President of Wells Fargo. Born and raised in Cresco, Iowa, she attended Iowa State University where she majored in dairy science and ag business. Clark is Past Chair of Sioux Falls Area Chamber of Commerce and Dakotabilities and has served on numerous boards and fund raising drives over the past 22 years in Sioux Falls. Clark is currently a board member of Rotary West, Junior Achievement and Catholic Family Services and serves as treasurer of the Convention and Visitors Bureau and the Sports Authority Boards.

Steve Crim is a native of Estherville, Iowa and a graduate of Mankato State University with a degree in Business Administration and Economics. After serving in Vietnam, Crim joined John Morrell & Co., starting in the

Continued on page 2...

## Foundation's leadership

Continued from page 1...

beef division, and is a 30-year veteran of Morrell. Crim had been the General Manager at Sioux Falls for 15 years until his retirement January 1, 2007.

Jim Wilcox started his career with Northern States Power Company, now Xcel Energy, in January of 1977 after graduating from South Dakota State University with a degree in Electrical Engineering. In 1986 he received his MBA from St. Thomas University in St. Paul. In 1991, Wilcox relocated to Sioux Falls and has been active in the community including service on the board of Sioux Valley Hospital. He was honored by the Jaycees early in his career by being named a "JCI Senator."



### Directions

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Dan Scott, President Karen Ruhland, Editor

### SFDF Board of Directors

Dana Dykhouse, Chair	Becky Nelson
Mark Shlanta, Vice Chair	Steve Palmitier
Cathy Clark, Treasurer	Dr. Jim Robl
Steve Crim, Secretary	Fred Slunecka
Jim Wilcox, Past Chair	Kendall Stork
Terry Baloun	Gerry Sweetman
Jeff Erickson	
Mike Hanson	<b>Ex-Officio:</b>
Jeff Holcomb	Mayor Dave Munson
Jack Hopkins	Mike Cooper
Dale Jans	Commissioner
David Knudson	Carol Twedt
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## Technology Business Center gives PhotoBioMed a business advantage

The South Dakota Technology Business Center helped pull things together for PhotoBioMed, a bio-tech company that is a partnership among Avera Research Institute, USD and SDSU. The company's researchers were working in locations in Sioux Falls, Brookings and Vermillion and the quick, down-the-hall sharing of information that could make a difference to these scientists was missing.

"Being in this facility has localized our team," said Kaia Koster, PhotoBioMed director of life sciences. "Research advances faster when communication is better, and the Technology Business Center gives us the chance to work together as a group."

The company has physically occupied lab and office space at SDTBC



The PhotoBioMed staff at SDTBC continues to grow.

since November, but were "virtual tenants" before that, using support services and meeting rooms as needed. Now four labs are used by a science staff of ten, with additional graduate students still doing research at SDSU in Brookings.

"The move to market takes a new perspective," Koster said.

"Moving our research from a strict educational environment to a business environment helps us to think and work as a corporate entity."

With new financial partners on board and bio-medical product lines nearing the testing phase, PhotoBioMed is poised to become one of Sioux Falls' and South Dakota's first home-grown bio-tech success stories.

And the company's tenure at the Technology Business Center will be one of reasons for that success—fulfilling the purpose for which the business incubator was built.

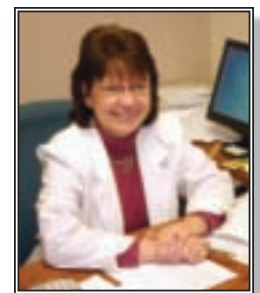


## Ronnie Fish joins Housing Partnership staff

Ronnie Fish, recently project coordinator for the Forward Sioux Falls V campaign, is the new office manager for the Sioux Empire Housing Partnership. In her role with Forward Sioux Falls, Fish worked with John Luckie, representing NCDS, and the leadership team in the effort that raised \$10.3 million from 333 investors.

Prior to working with Forward Sioux Falls, Fish was employed at Jordan Millwork for five years, before beginning a career with the Sioux Falls Humane Society which led to her serving as director from 1993 until 2004. During her years with the Humane Society, she oversaw the building of a new facility, the creation of an endowment and a renewed emphasis on animal welfare issues in our region.

"The Housing Partnership has such a vital mission for our future," Fish said. "I'm excited to be working with this great staff serving the affordable housing needs of the Sioux Falls area."



Ronnie Fish

# Business leaders join Development Foundation board

Six Sioux Falls business executives have been elected to terms on the Development Foundation board of directors. New members include **Jeff Erickson**, Great Western Bank; **Jeff Holcomb**, Southeast Technical Institute; **Jack Hopkins**, CorTrust Bank; **Becky Nelson**, Sanford USD Medical Center; **Fred Slunecka**, Avera McKennan, and **Gerald Sweetman**, Sweetman Construction/ Concrete Materials.

As President and CEO of Great Western Bank, Jeff Erickson directs overall operations for South Dakota's largest independent bank, with assets exceeding \$1.4 billion and more than 30 locations in 16 communities. Erickson has more than 25 years of banking experience and is currently Chairman of the South Dakota State Banking Commission. He serves on several boards and committees for the state, including the Governor's Office of Economic Development REDI Fund Board, the South Dakota Commission on Health Care, and as Co-Chairman of the Governor's Mansion Fundraising Committee. He also serves on the Northern State University Foundation Board.

Jeff Holcomb began his career in education in 1985 as a legislative assistant to the Secretary of Education and Cultural Affairs, receiving a "hands on" education in legislative process and education issues. Over the next eight years, he worked in the Department of Education and Cultural Affairs. Serving the state of South Dakota as the Chief Purchasing Administrator from 1993 until 1999, he then received an appointment as the Purchasing Coordinator for the City of Sioux Falls. In 2004, Holcomb accepted the position of Director at Southeast Technical Institute in Sioux Falls.

Jack Hopkins is currently the President and CEO of CorTrust Bank, N.A., a \$440 million family-owned, South Dakota-based independent community bank. He is a graduate of Artesian High School and the University of South

Dakota. Hopkins has been in the banking industry for 22 years, and with CorTrust Bank since 1988. His current activities include serving on the board of directors of the Independent Community Bankers of America, as well as Chairman of its Tax Committee, a member of its Policy Development Committee, and Long Term Planning Committee. He also is a member of Sioux Falls Catholic Schools Foundation. He has been actively involved with the Sioux Falls Area Chamber of Commerce, Sioux Vocational

president in 1997. Nelson serves on boards for the University of Sioux Falls, South Dakota Health Research Foundation, and First National Bank. She also served the region as chairperson for the SD Association of Health Care Organizations and serves healthcare at the national level as a delegate on the American Hospital Association Regional Policy Board.

Fred Slunecka has served as Regional President of Avera McKennan since 1989. During his tenure, the Avera McKennan network has grown to include hospitals, clinics, long-term care, home health, hospice and durable medical equipment. Prior to becoming Regional President at Avera McKennan, Slunecka served as Executive Director of St. Joseph Hospital in Mitchell, now Avera Queen of Peace, and also served in healthcare leadership positions in Norfolk, Virginia, Albuquerque, New Mexico, and Sioux City, Iowa. He is a Fellow of the American College of Healthcare Executives and has also been appointed to the national Commission on Systemic Interoperability, charged by Congress to look at health information infrastructure and recommend technology standards to coordinate the nation's healthcare IT systems.

Gerald Sweetman was born in Sioux Falls and graduated from St. Thomas Military Academy in St. Paul, Minnesota and from South Dakota State University. He served as an officer in the United States Navy from 1964 to 1967.

Upon his return to South Dakota, Jerry joined his father and his brother, Dick, at Sweetman Construction and Concrete Materials. In 1986 he sold his interest in the business to his brother and moved with his family to Colorado Springs, where he had several manufacturing businesses. In 1996 Sweetman returned to Sioux Falls, bought Sweetman Construction and Concrete Materials from his brother and continues to oversee their growth.



Jeff Erickson



Jeff Holcomb



Jack Hopkins



Becky Nelson



Fred Slunecka



Gerald Sweetman

Services, Youth Enrichment Services, and is a past president of the Independent Community Bankers of South Dakota.

Becky Nelson, President of Sanford USD Medical Center, is responsible for the strategic and overall operations of a 500-bed tertiary hospital and is a key link to other entities within the integrated Health System. Nelson joined the former Sioux Valley Hospital as a Critical Care staff nurse in 1975, moving into a variety of clinical leadership roles until becoming



# Interns in Industry program grows with community

The 2007 edition of Interns in Industry has kicked off with breakfast briefings introducing the program to representatives of Sioux Falls area companies. Workforce Development Director Mary Medema, with assistance from Virginia Wishard Lambert led the sessions.

"This year we will offer thirty internship opportunities, with nearly a dozen already reserved," Medema said. "In addition to several anchor companies such as Raven Industries and Midcontinent Communications, most businesses will be new to the program in 2007."

The Interns in Industry program coordinates the screening of interns for regional businesses and offers a \$500 scholarship to those students who complete their internships. Companies are provided with a short list of college students to interview for their internship opportunities based on students who have applied through the Interns in Industry program.

"We send notices to ten educational institutions nearby," Medema said, "but a wider circle of students hear about the program from friends, parents or other college websites. In past years, we have had students representing 19 schools applying for our internships."

The program has proven to be very popular with students and businesses, Medema said. The screening of interns helps companies find the best candidates—often leading to job offers made to the interns upon graduation—and students are able to go to a single

source to explore a variety of internships available.

"The scholarship is a big plus," Medema said, "but the success of Interns in Industry is based on placing the right student with the right company. That way, everybody wins—the community, the business and the student."

If your company is considering offering an internship this summer, Interns in Industry can help. Just contact Mary Medema, Workforce Development Director, Forward Sioux Falls, 605-339-0103 or e-mail: [marym@siouxfalls.com](mailto:marym@siouxfalls.com).

## Interns in Industry



*Workforce Development Director Mary Medema, left, and Virginia Wishard Lambert, Marketing Consultant, discuss the internship program with a full house of interested business representatives.*

## USD student receives Spirit of Sioux Falls Scholarship

Thomas Cota, a business and political science major at the University of South Dakota, is one of four area students to receive the *2006 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 South Dakota institutions.

Cota has been vice president of the Political Economy Club at USD, a senior analyst for Coyote Capital Management and is an officer of Phi Delta Theta international fraternity. He is enrolled in the USD Honors program, serves on the Honors Director's Advisory Council, Political Science League and the Alpha Lambda Delta Honors Society. Cota worked as a summer intern in Senator John Thune's



*Thomas Cota*

Sioux Falls office. He was chosen to receive a School of Business Leadership scholarship by the academic dean.

"My great-grandfather started a business in Sioux Falls when it had around 12,000 people," Cota said. "I plan on doing the same 100 years later, with over ten times the population. As a result of what past leaders of this city have done for future generations, many opportunities are available for us now."

Cota has been on the Academic Dean's List and is planning to pursue his studies through the acquisition of an MBA degree. The Sioux Falls Development Foundation is proud to be the sponsor of the Spirit of Sioux Falls scholarships and congratulates Tom on his achievement.

*Editor's Note: Last issue's Spirit of Sioux Falls Scholarship profile of Thomas Cota inadvertently ran with the wrong photograph. We apologize for the error.*

## Chairman's Report



By Dana Dykhouse

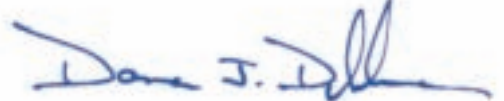
## We're proud of our team

One of the reasons the Sioux Falls Development Foundation has been successful in driving progress in this community for the past fifty years is the quality of individuals willing to serve on our board. Representatives of the most diverse elements of our business community, our board members are committed to progress—and they all see the Development Foundation as the most effective bridge to the future.

From the beginning of Sioux Falls, strong and pro-active business people have taken the lead in looking ahead. Fifty years ago, the founders of the Development Foundation had a vision of what this city could become. Twenty years ago, when the first conversations about the future led to Forward Sioux Falls, those business leaders knew that involvement and participation were the keys to success.

Today, we welcome six incoming board members—profiled in this issue—to the team. None of them is new to the business of community growth. If you'll look over their work backgrounds, you will find that our new board members have been active participants in the growth of Sioux Falls during the past decade or so. From education to finance to healthcare to construction, these people have been on the front lines of the success we have experienced. We're glad to have them and excited about their contributions to our organization.

We are equally proud of our staff—a group that has been very busy, even during the holiday season just past. The fact is, the heat is always on the Development Foundation as businesses expand, relocate, inquire and search for their futures in Sioux Falls, South Dakota. We believe this will be another banner year for our community and another very active year for this organization. The word is out—Sioux Falls is the place to be for business success!



## Data Center News ranks Sioux Falls nation's best

Data Center News, the industry's leading trade publication, recently noted that Sioux Falls is the best place in America to locate a healthcare industry data center. The magazine reported that the Princeton, NJ-based Boyd Company published its list of the best places to build a data center, taking into account 50 cities in the U.S. and focused on the healthcare industry. The list compared the annual operating costs of building a 150,000 square foot facility with 150 employees. Just like a data center site selection study from last year that focused on the financial industry, Sioux Falls, SD, came in as the most affordable place to root a data center at about \$16 million. New York City came in dead last at about \$22.5 million.

"This is the outsourcing of the future," said John Boyd, president. "We're talking about jobs leaving headquarters in New York, Chicago, Boston and going to Sioux Falls..."



Sioux Falls  
Development  
Foundation

## President's Report



By Dan Scott

### *The next big thing for economic development*

The recent announcement of the transformation of Sioux Valley Hospitals and Health System into Sanford Health has been talked about as a major change in the health care industry in this region. That is certainly the case—but this news is so much more. When local business leaders worked to have the EROS Data Center built near Sioux Falls, they knew they were creating a new era for this community—blazing the path for a high tech future. When Citibank located its credit card center here, companies across the nation sat up and paid attention to Sioux Falls and its potential as a financial services center. Those achievements helped to usher in a new, more diverse economy with opportunity for a rapidly growing population.

The plans of Sanford Health to make Sioux Falls internationally known as a research center for children's health is exactly that kind of step for this community. The scope of the project is inspiring—and, from a capital investment standpoint, unprecedented. Consider the excitement caused by the decision of ADP to locate their data center in Sioux Falls. That \$50 million, high tech, international project was a significant accomplishment—the economic development story of the year. The Sanford Health plans are for \$50 million in construction and growth to occur **every year for the next eight years!**

But that's only part of the story. Every company that has a health division will consider Sioux Falls as a logical place for a facility. Any business that supports world-class medical research and treatment will feel the need to be in Sioux Falls to capitalize on the international scope of work being done here. Companies that have not even started up yet will want to be based in Sioux Falls, because Sanford Health—and the health care industry that makes Sioux Falls so unique in our region—is located here.

Add eight years of construction activity at Sanford to the ambitious plans of Avera and the result is thousands of health care support jobs from doctors to nurses to maintenance workers and the growth of retail, housing and services to maintain our high quality of life and you've got an exciting new era—and an exciting new identity—for this community. There are many facets of this story to unfold, but one thing I'm sure of—this is the next big thing in economic development, for Sioux Falls and for South Dakota.

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