

Directions



FAST FACTS

The Sioux Falls Development Foundation owns and manages nine Sioux Empire Development Parks, comprising 1,385 acres. The parks employ over 11,000 people at 110 businesses.



Recent construction projects in the Development Parks include the expansion of the Broin headquarters, above right; the completion of the Pulizzi Engineering facility in Park VII, above, and the Dakota Kitchen & Bath expansion, below right. The earthwork adjacent to Dakota Kitchen & Bath, seen in the foreground, is preparation for footings for the new Empire Plastics building in Park IV.

Development Parks grow as companies expand



The companies located in the Sioux Empire Development Parks are driving the sale of available land and requiring continued expansion of the community's premier industrial park land.

"The axiom of economic development is that 80% of growth comes from the expansion of your existing business base," said Dan Scott, Development Foundation president. "Growth in our development parks certainly proves that rule. We're finding that the Sioux Empire Development Parks are the perfect place to establish a company and see it grow."

The major projects underway this summer include an expansion to the Broin & Associates headquarters in Park V, a major construction project at the Dakota Kitchen & Bath location in Park IV and the completion of Pulizzi Engineering's national sales office at 4300 West 61st Street North in Park VII.

"The demand remains very high for our sites," Scott said. "The acquisition of land for Development Park VIII last year has given us some room for new companies, so we're fast-tracking the infrastructure construction there—and just in time, too. We're already talking to companies about locating in our newest park."

The Sioux Falls Development Foundation works with the city planning office in sketching out new industrial parks. The city's growth plan factors in the creation of new development parks as the business community expands.

"It's hard to overestimate the importance of available land to companies looking at Sioux Falls," Scott said. "The three questions we get asked first involve available buildings, build-ready land and a productive, trained workforce. Fortunately, we are able to prove that we have those three vital assets here in Sioux Falls."



PREMIER Bankcard to build new headquarters

Governor Mike Rounds joined Sioux Falls dignitaries to break ground for PREMIER Bankcard's new 140,000 square foot headquarters building just off I-29 and Benson Road. The credit card company, a sister organization to First PREMIER Bank, employs 2,550 statewide and expects to hire 300 new associates in Sioux Falls over the next three years. With 3.7 million customers nationwide, PREMIER Bankcard is the country's 11th largest issuer of VISA® and MasterCard® credit cards. PREMIER Bankcard, with service facilities in Dakota Dunes, Watertown and Spearfish, expects to move into its new Sioux Falls headquarters in late summer 2007.



Governor Mike Rounds, right, was among a group of community and state leaders participating in the groundbreaking for the new PREMIER Bankcard headquarters.

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Construction underway on high tech labs at SDTBC

The South Dakota Technology Business Center (SDTBC) is filled with the sounds of construction activity as contractors work to complete the build-out of 3,200 square feet of laboratory and office space in the lower level of the technology business incubator.



The facility was created and built as a major component of Forward Sioux Falls IV, and has been experiencing 100% occupancy of finished space, according to Rich Naser, executive director of SDTBC.

"With companies graduating and other businesses lining up to use our space, it's vital to have this kind of specialized facilities to offer them," Naser said. "The build-out this summer will accommodate a tenant we already have lined up, but also gives us flexibility for the future."

The Sioux Falls Development Foundation provided \$330,000 for the lab build-out, with the Governor's Office of Economic Development and the Sioux Falls Area Chamber of Commerce contributing additional funding. Work is underway now and should be completed in September, Naser said.



Monsanto corn station operational in Harrisburg

Agricultural products giant Monsanto has opened a new corn breeding station in a newly-constructed 22,000 square foot building in the Harrisburg Industrial Park. According to Site and Testing Manager Brian Ternus, the facility will be fully staffed by January, 2007, with ten full-time professionals plus an administrative assistant and several temporary workers. This summer, the company trained and employed 45 young people in pollination at its nursery site in Harrisburg.

The station's mission is breeding new corn hybrids. The hybrids are planted and harvested in South Dakota, with tests run on specific traits and yield, before the seeds are sent to Mexico and Hawaii for a second season planting there. Ternus explained that the system gives Monsanto the equivalent of two years of development compressed into one.

Monsanto has as many as 100,000 corn hybrids in development at any given time. Of that

number, 1% will reach the stage for serious screening for commercial use, a process that takes three years. After that step, another three-year pre-commercial testing phase is implemented before the first kernel of a new corn hybrid is sold. The South Dakota station is one of two dozen in the US, with an additional facility in Canada.

“Monsanto has a significant

investment in their breeding technology,” said rural development director Jeff Eckhoff. “Their placement of a station in our area is a major step for South Dakota in the agricultural science industry.”



Manager Brian Ternus explains the operation of a specialized corn planter at Monsanto's Harrisburg facility.

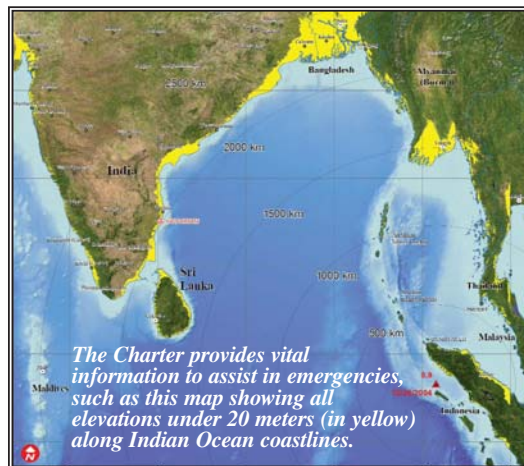


International disaster science group to meet at EROS

The International Charter on Space and Major Disasters, a joint effort by global space agencies to put resources at the service of rescue authorities responding to major natural or man-made disasters, will hold their next meeting in Sioux Falls at the National Center for EROS in early October. The last meeting of the group was held in Frascati, Italy, just outside Rome, in April.

The Charter pools Earth observation satellite data to alleviate suffering from global disasters. Each member agency has demonstrated its commitment to using space technology to serve humankind when it is most in need of assistance in case of natural or technological disaster. Announced at UNISPACE III in Vienna, Austria in July 1999, the International Charter was initiated by the European, Canadian and French space agencies.

“This gathering of scientists from around the globe are meeting at EROS because of the consistent quality of images and science produced here in Sioux Falls,” said R.J. Thompson, director of EROS. “This facility is considered one of the most vital North American links in the success of the International Charter for mitigating global disaster.”



Since November 2000, the Charter has been activated more than 100 times to assist in emergencies such as floods, fires, landslides, typhoons, volcanic eruptions, oil spills, tsunamis, hurricanes, earthquakes and civil accidents which occurred all around the globe. With a rapid response time of 38 to 48 hours and by facilitating high reliability data, the Charter has proved the effectiveness of space information for emergency management in supporting the disaster assessment and the relief operations.

Workforce Development Update

Interns learn career skills on the job

The **Interns in Industry** program helps prepare students for careers, according to Interns in Industry director Mary Medema, but it also provides excellent future employees for area businesses.

"We're pleased by the number of interns who are offered positions at their host companies," Medema said. "Employers are getting a good look at the highly trained students attending our educational institutions and interns are learning the advantages of the Sioux Falls business community."

John Perry, a recent graduate of South Dakota State University, is working this summer as an intern with Brian Clark & Associates, a landscape architecture firm in Sioux

Falls. His career plans include graduate studies at the University of Kansas before seeking a position with a landscape architecture company for his mandatory two years of on-the-job training before certification.



Intern John Perry, left, with Landscape Architect Chad Kucker.

"This internship fits well with my career goals," Perry said. "I've had the opportunity to do some small design work, but mostly I'm getting an overview of all the elements involved in this profession."

Brian Clark & Associates is a relatively new firm in Sioux Falls, but their associates have already worked on several high-profile projects, including the Avera Corporate building, Clubhouse Hotel and Veterans Memorial Park. The company has also won the landscape architecture contracts for the new Midland Insurance building, a revamping of McKennan Park and upgrades to the downtown stretch of the River Greenway.



Housing Partnership acquires HUD home

The Sioux Empire Housing Partnership, the first HUD-approved nonprofit buyer in eastern South Dakota, has purchased its first repossessed HUD home for rehabbing. The purchase was funded through a line of credit with the city secured by Fannie Mae. The house is in a Sioux Falls revitalization area and will receive new flooring, paint, cabinetry and appliances in preparation for its sale to a low-income family.

SEHP was able to buy the home at a 30% discount as a HUD-approved buyer. Improvements on the property should be completed by the end of summer, after which it will be offered for sale to a family or individual with an income at or below 80% of the median income for the Sioux Falls area. Proceeds from the sale will reimburse the city for its investment in the affordable housing process.

The Housing Partnership also announced recently that Jim Schmidt, SEHP executive director, has been elected chairman of the Affordable Housing Advisory Board of the Federal Home Loan Bank of

Des Moines. The Affordable Housing Council advises the Federal Home Loan Bank Board on issues relating to the Bush grant program and affordable housing as it relates to community needs and economic development in communities throughout the bank district.



2006 Spirit Scholarship recipients selected

A committee of Sioux Falls business professionals has chosen four recipients of 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 Sioux Falls residents or students who have completed at least one year of post-secondary work in business-related areas of study.

This year's winners are **Thomas M. Cota**, a business and political science student at the University of South Dakota; **Piao Aijun**, an accounting major at Augustana College; **Eric Dosch**, pursuing a business management degree at the University of Sioux Falls, and **Randy Hofer**, business management and accounting student also at the University of Sioux Falls.

Each student will be profiled in upcoming issues of *Directions*. Congratulations to these students for their scholastic achievement!

Chairman's Report



By Dana Dykhouse

Take a drive and be surprised

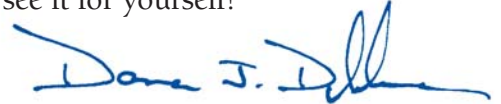
One of our jobs here at the Development Foundation is to keep a record of the statistics of economic growth. We track job growth, capital investment, construction value and new companies. But our statistics don't tell the story of this area's growth as dramatically as a drive around this two-county area. I think you may be surprised if you leave your normal traffic pattern and take a look around.

Residential growth in south Sioux Falls has been on everyone's radar screen for years, as the community stretched out past 57th Street and into Lincoln County. But have you seen the neighborhoods around 90th Street—and beyond? The area around 41st Street and Louise Avenue has been South Dakota's favorite shopping district for years. But the new retail spaces on the southern edges of the city from Cliff Avenue to Marion Road are filling up fast, offering an incredible array of goods and services.

Our industrial parks keep feeling the pinch as companies scramble to take our available space. Think about this fact: in 1970, it took a leap of faith to plot the land for Sioux Empire Development Park I. Today, we're moving as rapidly as possible to complete Park VIII—we need the land that badly.

Construction season never ends in Sioux Falls, as homes and businesses are built throughout the year. Residential and commercial remodeling is a separate and active industry here. And as fast as new spaces for families and companies are built, they are filled by people eager to be part of this dynamic community.

It's a wonderful trend, one we should all be proud of. And you can't fully appreciate it unless you get out there and see it for yourself!



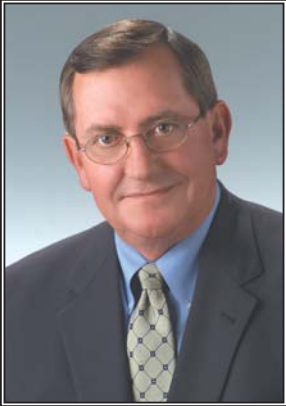
YESTERDAY IN SIOUX FALLS

Downtown plans reflect the city's entertainment heritage

As developers plan for downtown revitalization, with ideas for a new movie theatre, restaurants and other entertainment venues, this photo, taken August 23, 1956, illustrates just one of the downtown film options available 50 years ago. The sign on the Chamber building next to the Egyptian proudly states "60,000 friends welcome you to Sioux Falls, the meeting place of the northwest." The Egyptian Theatre, one of the city's first "movie palaces" was built in 1913. *Bill Pay photo.*



President's Report



By Dan Scott

Downtown poised on the threshold of development

As fast as the residential neighborhoods are growing all around Sioux Falls—and in our nearby communities—downtown is getting a lot of press these days. The evolution of our city center has been consistent in the past decade or so, but now the historic core of Sioux Falls is ready to enter a new phase of development.

Main Street Sioux Falls is certainly one of the key players in this “new” downtown feeling. The organization, led by executive director Dan Statema, hosts events like Hot Summer Nights, introducing thousands of people to Phillips Avenue on summer evenings—and reminding those people of the many unique businesses which have sprung up downtown. Those stores, restaurants and living spaces form a nucleus for the new vision of downtown Sioux Falls.

As developers acquire buildings regarded in the past as decaying warehouses, transforming them into urban centers of commerce and a new lifestyle alternative, the streets along the river will continue to blossom. This new vision of downtown is already making the jump to the east bank with the construction of Cherapa Place. Expansion northward is happening, too, driven by the Phillips to the Falls completion and a new realization of what our city center can become. SculptureWalk, sidewalk cafés and downtown entertainment in the parks is part of the picture.

Here at the Development Foundation, our job is to attract and retain companies, create and maintain development parks and keep our economy strong. One of the things that helps us do our job is an exciting, dynamic, thriving downtown. It shows newcomers that this community is growing in every way and looking to the future with pride, determination and a bold vision.



Grow with us...

We've got the build-ready land you've been looking for!

Build-ready, affordable sites are available in the Sioux Empire Development Parks. Prices include:

- Water
- Sewer
- Curb and gutter
- Hard-surface roads
- Prices start at \$1.75/sq. ft.

Contact Dan Hindbjorgen, Sioux Falls Development Foundation
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or visit our Sioux Falls website at www.siouxfallsdevelopment.com

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