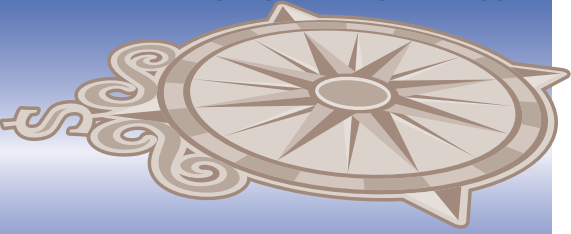


Directions



Season's GREETINGS

Our wish is for traditions to warm your hearth, laughter to light your holidays and health and happiness to carry you into a prosperous new year.

Sioux Falls 
Development Foundation 

Volume 30, Number 6
November-December, 2006

Spirit of Sioux Falls Award presented to Tom Everist

Tom Everist, long-time community booster and current chairman of Forward Sioux Falls, was this year's recipient of the Spirit of Sioux Falls Award at the Sioux Falls Development Foundation's annual meeting November 16. The meeting theme, illustrating the importance of Forward Sioux Falls and the partnership which created the program, was *One Community, One Goal*.

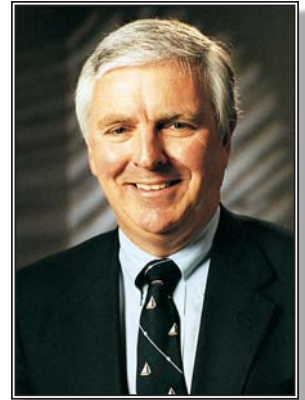
Forward Sioux Falls, a joint venture between the Development Foundation and the Chamber of Commerce, completed its fifth fundraising campaign this fall, raising \$10.3 million from 333 investors, surpassing the campaign goal of \$8.5 million.

"Tom Everist has always been there for Sioux Falls," said Dana Dykhouse, Development Foundation chair. "From his first involvement as a member of the Chamber's Transportation committee to his leadership of Forward Sioux Falls, Tom has exemplified commitment, participation and dedication to this community."

In thanking the Development Foundation for the award, Everist said "nothing gets done in this community by just one person. All of the accomplishments we can point to with pride were group efforts. There are no egos involved in making Sioux Falls the best place in America to live and work."

The **Spirit of Sioux Falls Award** is given annually to a person who has demonstrated excellence in leadership and commitment to economic development and growth in Sioux Falls. Last year's winner was Governor Mike Rounds.

In addition to the presentation of the award, the meeting, attended by several hundred business leaders, featured a report by Chairman Dykhouse on the successes of 2006. He also introduced the winners of the



Tom Everist

Continued on page 2...

Daktronics purchases land for growth

Daktronics, Inc., one of the nation's premier designers and manufacturers of electronic scoreboards, computer-programmable displays, and large screen video displays and control systems, has purchased 30 acres of land in Sioux Empire Development Park VII. The company only recently opened a facility in Sioux Falls, leasing 140,000 square feet of space in the former Litton manufacturing building for manufacturing and warehouse space.

"Daktronics has determined that Sioux Falls is an important part of its growth strategy," said Dan Scott, Development Foundation president. "This land purchase gives them the opportunity to become a major employer and vital high-tech company in our community."

The company has built an international reputation in large display systems, including those that require integration of multiple complex displays showing real-time information, graphics, animation and video. Daktronics designs, manufactures, markets and services display systems for customers in sport, business and transportation applications.



Monsanto breaks ground for soybean facility

Monsanto Company held a groundbreaking ceremony for their new soybean production facility in Harrisburg, South Dakota in November. The site will develop and test new soybean varieties developed by Monsanto's researchers, as well as varieties containing traits in various stages of pre-commercial advancement in the company's product pipeline. The groundbreaking ceremony, attended by Senator John Thune and Lt. Governor Dennis Daugaard, was held in conjunction with the dedication of the company's adjacent corn facility, which opened last summer.

"Farmers in the Dakotas have been leading adopters of biotech-improved soybeans," said Mike Hawbaker, Monsanto North America soybean development scientist. "This new facility further



From left to right: Jay Van Den Top, Craig Hagen, Clint Turnbull, Senator John Thune, Mike Hawbaker, Brian Ternus, Jon Klemme, Jeff Eckhoff, South Dakota Lt. Governor Dennis Daugaard, Harrisburg Mayor Reed Ramsted and Rob Everist.

supports their adoption and growth in acreage during the past decade. Harrisburg is an ideal location, and we look forward to serving our customers with this new facility."

The 17,500-square-foot facility will have an initial permanent staff of two and a seasonal staff of up to 10 part-time employees. South Dakota Governor Mike Rounds said that Monsanto's plans in this area—coming so soon after the opening of its corn facility—have positive implications for the state's bio-tech

and agricultural industries.

"When a corporation with the international reputation of Monsanto makes this kind of investment in our area, it sends a message to other companies working in the ag and bio-tech research fields," Rounds said. "We expect other firms to consider South Dakota for similar projects, especially since Monsanto's rapid expansion validates its choice of our area for its investment."



Spirit of Sioux Falls Award presented

Continued from page 1...

Development Foundation's Spirit of Sioux Falls Scholarships. This year, Aijun Piao, attending Augustana College; Eric Dosch and Randy Hofer, business management students at the University of Sioux Falls, and Thomas Cota, a University of South Dakota business major, each won a \$2,500 scholarship for pursuing a course of study in business.

"This has been an exciting year for this organization," said Dan Scott, Development Foundation president. "We sold nearly \$4 million in development park land for the third consecutive year, participated in a very successful Forward Sioux Falls campaign and grew in every business category. This community really is working toward the goal of prosperity and opportunity for everyone."



Eckhoff receives Dakota Business Finance award

Jeff Eckhoff, executive director of the Lincoln and Minnehaha County Economic Development Associations and Rural Development Director for the Sioux Falls Development Foundation, was chosen to receive the **Friend of Dakota Business Finance** award for 2006. One of the criteria used in evaluating the award was the number of referrals Eckhoff made to Dakota Business Finance in the past fiscal year that were approved by the Small Business Administration. Also noted in selecting Eckhoff for this year's award were his efforts to promote the program, making his constituents aware of the SBA 504 loan program, a project of the South Eastern Council of Governments.



South Dakota **first** for small business survival

The U.S. Small Business Administration reports that there were approximately 25.8 million businesses in the United States in 2005, and 99.9% had fewer than 500 employees, while just 17,000 businesses nationwide have more than 500 employees. Small businesses employ just over 50 percent of total private sector, non-farm workers. Over the past decade, small business net job creation fluctuated between 60 and 80 percent. In 2003, employer firms with fewer than 500 employees created almost 2 million net new jobs; during the same year, large firms with 500 or more employees **lost nearly 1 million** net jobs.

Small businesses matter a great deal to the U.S. economy. Small enterprises dominate the business landscape, create the bulk of new jobs, are a key source of economic growth and innovation, and play a large role in international trade. The Small Business Survival Index ranks the 50 states and District of Columbia according to some of the major government-imposed or government-related costs affecting investment, entrepreneurship, and business. The most recent Small Business Survival Index tied together 29 major government-imposed or government-related costs impacting small businesses and entrepreneurs across a broad spectrum of industries and types of businesses and found that **South Dakota is #1—the most friendly state for entrepreneurs and small businesses**. New Jersey ranked 50th among states and DC was 51st.



The business site you've been looking for!

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Spirit of Sioux Falls Scholarship awarded to USD business major

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 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.

KSFY Charity Home to benefit Children's Home Society



Creative Building Corp. and KSFY-TV broke ground for a \$1.3 million, 4,000 square foot residence to benefit the programs of Children's Home Society. The home will be completed with furniture, flatware, clothing, draperies and amenities donated by local businesses. This innovative funding concept is being constructed at 7001 S. Edinburgh Place, in the Grand Prairie development south of Prairie Green near 77th and Minnesota. Van De Walle & Associates are the architects on the project, which should be completed in September 2007.

Midcontinent plans facility in northeast corner of city

A groundbreaking ceremony was held November 17 for Midcontinent Communications at I-29 and Louise Avenue. The 54,000 square foot facility will feature a masonry exterior with raised floor and energy efficient lighting and interior amenities. The \$6 million project will be home to the 19th largest multiple systems cable television operator in the country and the upper Midwest's leading provider of cable television, local and long distance telephone service, broadband internet access and cable advertising, serving nearly 200 communities. Midcontinent's long history in Sioux Falls began in the 1940s with movie theaters, followed by radio, broadcast television, then cable, telephone and

internet as the company grew. July 2007 is the expected completion date for the new Midcontinent building.



First Bank & Trust breaks ground



The new bank branch of First Bank & Trust, NA in Sioux Falls is under construction at 2300 West 57th Street, with an anticipated completion date of June, 2007. This 18,500 square foot facility will be the office for 50 employees, including Retail and Business Banking services. First Mortgage will operate from this location, in addition to a number of the Fishback Financial Corporation activities. Since the early 1900's the Fishback family has been active in South Dakota banking. On November 2, 1925, the original First Bank opened its doors in Brookings, SD. In today's world of bank merger's and acquisitions, decisions are often made in far-removed board rooms. First Bank & Trust remains a family-owned, community bank with a heritage of meeting the customers' needs with the same commitment to service as when it first began in the 1920s.

YESTERDAY IN SIOUX FALLS

Holiday shopping in 1956

Shoppers throng the aisles of the original Lewis Southgate at Christmastime fifty years ago. The Lewis Drug location on South Minnesota Avenue was a popular spot for shoppers, with something for everyone—and the sprawling store meant indoor shopping with no exposure to the winter wind. A half century later, there are fewer fedoras, but still places to do all your shopping under one roof. *Bill Pay photo.*



Chairman's Report



By Dana Dykhouse

The numbers promise an exciting future

Statistics are not the best way to judge a community. I believe—and Forward Sioux Falls investors agree—that people make the difference in any city. But there are some very exciting numbers that have made headlines lately, and those numbers promise a great year ahead for Sioux Falls.

Thanks to the leadership of people like our 2006 Spirit of Sioux Falls Award winner Tom Everist, Forward Sioux Falls continues to impress investors. The campaign total of \$10.3 million is a number we can all be proud of. That number means that people understand what Forward Sioux Falls was created for, and they understand that this effort has been one of the most successful in the nation, in awareness, in jobs created and in economic growth in our community. By going over our goal, we have set up a situation where we can keep accomplishing great things for our area.

Another number that bodes well for our immediate future is the land sales total for the Development Foundation this year. With nearly \$4 million in Sioux Empire Development Park sites sold, we have the assurance from those companies that their plans for the future include growth, expansion, construction and exciting new possibilities for Sioux Falls. There is no expression of confidence as strong as the purchase of land. Not only are companies like Daktronics here to stay—they are here to grow.

Thank you all for attending our annual meeting this year and for your support of our organization. We appreciate the kind words expressed at our meeting and anticipate another great year in 2007.



Forward Sioux Falls campaign celebrates victory

Behind the rousing cadence of the Lincoln High School drum line, campaign co-chairs Kelby Krabbenhoft and Dana Dykhouse marched into the Forward Sioux Falls V victory celebration to announce the final total for this year's effort—\$10.3 million from 333 investors. The total far surpassed the campaign goal of \$8.5 million.

Since 1987, the business community of Sioux Falls, in partnership with city and county government, has invested almost \$15 million in economic development through four Forward Sioux Falls campaigns. The fifth edition of this historic community development program brings the total to over \$25 million to fund action plans to keep the economy of the area moving forward.

The campaign, which kicked off in May, has stated action plan goals in the areas of workforce development, technology business enhancement, economic expansion, community and business climate advocacy and continued investor communications. Investors pledged support for the next five years, viewed to be a critical phase in the development of the Sioux Falls area.

“Once again, the key elements in the success of the Forward Sioux Falls program were leadership and volunteers,” said Dan Scott, Development Foundation president and member of the Joint Venture Management Committee. “We can all congratulate Kelby and Dana for a superior job of leading this campaign. All of the committee chairs and members took the job very seriously. They understand, as do our investors, that we are working today for the community our children and grandchildren will live in.”



Sioux Falls
Development
Foundation

President's Report



By Dan Scott

Leadership and participation are always the KEYS TO SUCCESS

The success of the Forward Sioux Falls V campaign is no longer breaking news. By now, just about everyone has heard that the latest version of this community development effort raised nearly \$2 million over the campaign goal. Obviously, investors heard the message and made the decision to continue to keep Sioux Falls growing. It is natural, when you get to the end of a campaign of this type, to ask the question, "Why were we so successful?"

I think I know the answer to that question. A Forward Sioux Falls campaign can only work if two vital elements are present: **leadership and volunteers**. This is not the kind of effort that can exist if **people**—men and women who are willing to give up their personal time—don't hit the streets and MAKE it happen. Forward Sioux Falls has always had leaders who really fire up the troops—and lots of troops were ready to be fired up. That's been the case in the past and it was certainly the case this time around.

Without the leadership of Tom Everist, who guided the planning for this campaign, or the dynamic initiative of Kelby Krabbenhoft and Dana Dykhouse, who both worked tirelessly despite numerous other commitments, this campaign would not have been a success. And without the committee chairs and team members who made the contacts, called on businesses and explained so well just how and why Forward Sioux Falls is necessary, we would never have reached our goal, let alone exceeded that goal.

Forward Sioux Falls is not a vague concept for making this community better. It's not a philosophical statement that hopes for a brighter future for everyone. Forward Sioux Falls is an action plan for economic and community development that individuals have embraced because it has definite, measurable, proven objectives that drive prosperity and opportunity in Sioux Falls. Thanks to excellent leadership and dedicated volunteers, Forward Sioux Falls continues to set the standard for community improvement campaigns.



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