

# Directions



Monsanto's Station Manager Brian Ternus, left, discusses building plans with Rural Development Director Jeff Eckhoff. Monsanto is constructing a new research facility in Harrisburg.

## NEW MONSANTO FACILITY

Groundbreaking story on page 2

## Executive committee reflects diverse Sioux Falls economy

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; **Barry Martin**, vice chairman; **Mark Shlanta**, treasurer, and **Dennis Anderson**, secretary, with past chairman **Jim Wilcox** adding his experience to the committee.

"We have always been proud of the community leaders who have chosen to volunteer their time to the Development Foundation," said Dan Scott, president. "The new executive committee reflects the strong and diverse economy of this area. Each member brings experience, dedication and a passion for Sioux Falls to his service on our board."

Dana J. Dykhouse has served as President and Chief Executive Officer of First PREMIER Bank since March, 1995. Under his leadership, First PREMIER Bank's total assets have grown from \$250 million to over \$800 million. Together with its sister organization, PREMIER Bankcard, the company has grown from 175 employees to over 2,200. With over 22 years of banking experience, Dykhouse served as the president of the South Dakota Bankers Association, is a Sioux Empire United Way board member, serves on the South Dakota State University Division One Athletic Advisory Council and is active in the Sioux Falls Downtown Rotary. His past involvement includes chairman of the South Dakota State University Foundation Board of Directors, chairman of the Sioux Empire Fair Association and chairman of Junior Achievement of South Dakota. Dykhouse is a graduate of South Dakota State University.



Dana Dykhouse

Barry Martin began his career with First Bank, now US Bank, in Rapid City in 1980, and now serves as Division President, US Bank West Central Community Banking. In this capacity he manages banks in the midwestern states of South and North Dakota, Nebraska, Montana, Wyoming, Idaho and Colorado. Martin is a native of Mitchell and a graduate of the University of South Dakota with a degree in business management.



Barry Martin

The board of SDN Communications appointed Mark Shlanta Chief Executive Officer 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. He is a South Dakota native and is active in a number of volunteer activities throughout the community.



Mark Shlanta

A native of Hinton, Iowa, Dennis Anderson, Managing Partner & CEO/CFO of First Dakota Title, graduated from Augustana College in 1978 and began his career in the land title business. In 1989, he and his partners founded First Dakota Title. In addition to serving on the Development

Continued on page 2...

## Executive committee reflects diverse economy

Continued from page 1...

Foundation Board, Dennis is past president of the South Dakota Land Title Association, past chairman of the Chamber's Sports and Rec committee, a member of the Augustana College Board of Regents and an active board member of Lincoln High School Booster Club.



Jim Wilcox

Jim Wilcox, Manager of Regulatory & Government Affairs, Xcel Energy, started his career with Northern States Power Company, now Xcel Energy, in 1977 after graduating from South Dakota State University with a degree in Electrical Engineering. In 1986, he received an MBA from St. Thomas University in St. Paul, Minnesota. In 1991, Wilcox relocated to Sioux Falls to lead NSP's Business Operation Group. He is a 4-H leader, a volunteer with the South Dakota 4-H Foundation and serves on the Board of Sioux Valley Hospital.

His involvement with the Junior Chamber of Commerce organization earned Wilcox the designation of JCI Senator. In addition, Wilcox has developed a number of Science Kits for children in the 6th Grade and provided them to area schools and 4H clubs.



Dennis Anderson

*The business site you've been looking for!*

The Sioux Empire Development Parks offer the best land value in Sioux Falls with infrastructure in place. Located at the crossroads of the nation at the intersection of I-90 and I-29, the Sioux Empire Development Parks are America's best business address. Call Dan Hindbjorgen at 1-800-658-3373 or e-mail [danh@siouxfalls.com](mailto:danh@siouxfalls.com) for more information.



## Monsanto Company breaks ground for construction of new facility

Monsanto Company has expanded its operations into South Dakota with groundbreaking ceremonies for a new corn breeding facility in the Harrisburg industrial park. The site will develop and test new corn hybrids developed by Monsanto's researchers, as well as products at various stages of pre-commercial advancement in the company's hybrid pipeline.

"We are excited to be able to commit to this expansion of our business in South Dakota," said Monsanto research scientist Dr. Peter Guzman. "This new facility will be an important hub for Monsanto's corn breeding research, due to its technical capabilities and strategic location. We see this new location as a key opportunity to address the needs of both our customers and our business."

The 23,000-square-foot building is scheduled to be completed this summer. The site will have a permanent staff of 10, with a seasonal staff of up to 60 people.

"Having a national leader in biotechnology right here in South Dakota brings us closer to the state's 2010 Initiative goal of becoming a recognized leader in

research," said Governor Mike Rounds. "We are excited about the opportunities Monsanto brings to local farmers and South Dakota's youth through their technological advancements and collaborations with our universities. Monsanto invests in research. And for South Dakota, we consider that a great investment for the future of our state."

Harrisburg was chosen as the new site given South Dakota's importance as one of the nation's largest corn producing states, in terms of corn acres harvested. Ease of

travel from Harrisburg made it an ideal location from which to increase Monsanto's corn testing effort in this key corn growing area. In addition, the quality of farmland and proximity to Sioux Falls were also critical factors.

"Monsanto has shown a keen understanding of the strengths of the Sioux Falls area," said Rural Development Director Jeff Eckhoff. "The company's research into corn varieties designed for our growing conditions promises to increase yields for regional producers, strengthening the economies of local communities and Sioux Falls."



# DocuTAP shows explosive growth at SDTBC

The South Dakota Technology Business Center continues to prove its value in nurturing start-up technology companies. One year ago, Eric McDonald was the sole employee and founder of DocuTAP, occupying 750 square feet in the incubator facility while developing “intuitive software solutions for physician practices.” Today, the company has grown into 2,800 square feet, employs 12 and is looking to double or triple employee numbers by the end of 2006.

DocuTAP has created a system for making medical clinics paper-free. The hardware and software combination provides for greater efficiency and accuracy in clinic practices, is flexible for individual physician preferences and incorporates a unique pricing structure that makes the system attractive.

The DocuTAP solution utilizes tablet personal computers for complete mobility, McDonald said. Each step of the clinic visit can be logged in real time and additions

made to the patient record immediately. The physician and nurse have immediate access to the complete patient record, without flipping through endless pages in a bulky file folder.

The company works only with clinics, seeking to fill a niche in the health services market. In addition, DocuTAP is using a vertical marketing approach, working with certain key specialties and striving to be the best in the world at serving those medical specialists.

The strategy seems to be working. DocuTAP is projecting sales to quintuple this year, with a goal of acquiring 50 to 100 new contracts nationally. McDonald attributes the rapid growth, in part, to the Technology Business Center and its resources.

DocuTAP's growth has created a bond between the company and the community, McDonald said. The company has hired recent graduates from Sioux Falls educational facilities and plans to continue to do



The DocuTAP staff

so as DocuTAP grows.

“We’re grateful for the opportunity to start up and grow in Sioux Falls,” he said. “When California tries to recruit us to move our company there, we’ll just say, no thanks—we’ll keep growing right here in Sioux Falls.”

## Health & Human Services facility groundbreaking held

Representatives of Minnehaha County and the City of Sioux Falls joined together to celebrate the groundbreaking for a combined Health & Human Services Center in downtown Sioux Falls. Renovation of the former Rec

Center adjacent to the Coliseum and the Multi-Cultural Center will allow for the expansion of medical and dental care, housing assistance, transportation and social services to low-income county residents. Negotiations are currently underway to extend the partnership providing these vital services to residents of Lincoln County.

Financing for the project is provided by Citibank through

the purchase of the tax-exempt bonds that were issued for the project. Additional partners include Minnehaha County as the issuer of the bonds, the City of Sioux Falls, Swift Contractors as the general contractor, and TSP, Inc. as the architect.

Pictured are Minnehaha County Human Services director Hugh Grogan; Ken Stork, President and CEO of Citibank (South Dakota), N.A.; Judy Buseman, Sioux Falls Health Services director; Minnehaha County Commissioner Anne Hajek; Sioux Falls Mayor Dave Munson, and Dana Dykhouse, Chairman of the Sioux Falls Development Foundation.



## Directions

is published six times yearly by the



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

## SFDF Board of Directors

Dana Dykhouse, Chair	Dan Kirby
Barry Martin, Vice Chair	David Knudson
Mark Shlanta, Treasurer	Don Marker
Dennis Anderson, Secretary	Steve Palmitier
Jim Wilcox, Past Chair	Dr. Jim Robl
Terry Baloun	Kendall Stork
Henry “Chip” Carlson III	
Cathy Clark	<b>Ex-Officio:</b>
Steve Crim	Mayor Dave Munson
Bruce Halverson	Commissioner
Mike Hanson	Jim Zweep
Dale Jans	Mike Cooper
John Keilholz	

Working for regional economic development in partnership with:



Lincoln County  
Economic Development Association



Minnehaha County  
Economic Development  
Association

## President's Report



By Dan Scott

## Building permit numbers reveal *historic tale*

One of the statistics we monitor closely is the total number of building permits issued by the city during the year. That number, both in quantity and valuation, reveals something vital about the growth of any community. The valuation of building permits once again set a record in 2005—up over \$50 million from the year before—but that's only part of the story.

Here's the rest of the story. In 1989, building permit totals for Sioux Falls also set a new record: \$139.5 million in new construction in Sioux Falls. That record number was **double** the construction activity just two years before. That \$139.5 million looks like a big number, until you put it next to 2005's total of \$463 million—over **triple** the valuation in 16 years.

But there's even more to look at. Sioux Falls set another record for building permits two years later, and then another record in 1993. By 1997, just eight years after setting the all-time record of \$139.5 million, Sioux Falls issued permits totaling \$231 million—a jump of nearly \$100 million in construction. And it took just three years, until 2000, to add another \$100 million to the record—\$365 million in building permits. And now, five years after that, our building permit totals were nearly **a half billion dollars**.

Just since 1990, total building permit valuations in Sioux Falls have topped \$5 BILLION, during a period when much of the nation was struggling with a soft economy. The statistics show a growth curve of historic proportions, but the figures only reflect part of the picture. Those building permits are not just statistics. They represent a wealth of human stories about this exciting and dynamic place to live and work.

The next time you read about rising building permit valuations, don't think about statistics. Think about the remodeling project down the street, the new housing development on the way to work, or the new company that just hired your brother. Those are the numbers that matter, and we count those one by one.



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

**Best business climate...**  
**and 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 \$1.55/sq. ft.

Contact Dan Hindbjorgen, Sioux Falls  
Development Foundation  
Call 1-800-658-3373,  
e-mail [danh@siouxfalls.com](mailto:danh@siouxfalls.com)  
or visit our Sioux Falls website at  
[www.siouxfalls.com](http://www.siouxfalls.com)

**Sioux Falls**  
Development Foundation

## Chairman's Report



By Dana Dykhouse

## Our continued success requires **vision**

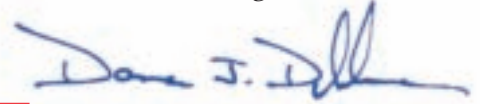
**T**he Sioux Falls Development Foundation has been contributing to the economic success of this region and its business community for over a half century. It is an honor for me to serve as the new chairman of the board of this vital organization. It's going to be an exciting year.

The Development Foundation is a founding partner in the Forward Sioux Falls program, the most successful economic development effort in our city's history. This year, we will be raising funds for Forward Sioux Falls V. That campaign, and the action plan which arises from it, will give Sioux Falls a renewed vision for the future.

My own involvement with this community began 25 years ago, when I came here as a young banker. I was fortunate to encounter three individuals who shaped my perception of participation—T.M. Reardon, Charlie Kearns and Gary Olson. Those names, so familiar to many of us, epitomize community leadership. It was from these men, and others like them, that I learned the reasons why we each need to get involved.

In other cities, executives look first to the successes of their own businesses and last to the success of their community. In Sioux Falls, our history has been just the opposite. Leaders, especially board members from the Sioux Falls Development Foundation and the Chamber of Commerce, looked **FIRST** at the success of Sioux Falls. They knew that the ultimate prosperity of their businesses depended upon a viable, prosperous community—one they could be proud of.

That was the beginning of Forward Sioux Falls and a vision of accomplishment that we still hold today. I'm proud to walk in the tradition of those who had the foresight to create that vision. I know you will join me in rededicating ourselves to strengthening our success in the years ahead.



### *Andresen celebrates 25 years with Development Foundation*

**D**iane Andresen, known to many business people through her coordination of groundbreaking activities for the Development Foundation, marks 25 years with the organization this year. Hired in 1981 as the single staff person to assist then-president David Stenseth and vice president Roger Hainje, Andresen today is manager of administrative and membership services. Her duties under current president Dan Scott include overseeing accounting, human resources and membership campaigns, in addition to her groundbreaking activities.



Andresen served as the Development Foundation's liaison person with the EROS Data Center, coordinating several building projects at the facility, which had a lease agreement with SFDF to facilitate construction activities at the rural Sioux Falls site. EROS was a major step in the economic development Andresen has witnessed during the past quarter century, but she said that Citibank's decision to locate here had a more immediate transforming effect, in her opinion. Her tenure with the Development Foundation has included the growth of the Sioux Empire Development Parks from two parks to the current total of nine. Congratulations to Diane on her 25 years of service to the Sioux Falls community!

## Interns in Industry program grows with community

The 2006 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, Director of Marketing at Kilian Community College, led the sessions.

"This year we will offer about thirty internship opportunities, with nearly a dozen already reserved," Medema said. "In addition to several anchor companies such as Home Federal Bank and TSP Group, most businesses will be new to the program in 2006."

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. Last year, we had students representing 19 schools applying for our internships."



Wendy Knecht, HR Generalist for Home Federal Bank, left, listens to internship options from Mary Medema.

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."



### Augustana student wins Spirit of Sioux Falls Scholarship

Joshua Aberson, a business administration and international studies major at Augustana College, is one of four area students to receive the 2005 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.

Aberson, a musician and percussionist with college and municipal bands, is working on a double major in business administration and international studies because of his travel experiences in China and Austria. As a sophomore at Augustana, Aberson studied in Salzburg for the entire year, sampling the culture and language of Austria.

Aberson has been on the Academic Dean's List, is the recipient of several key scholarships, including the SMEI Sales and Marketing scholarship, is a member of the Blue Key National Honor Society, Delta Phi Alpha German Honor Society and was selected as a section leader for the Phantom Regiment drum line from a pool of 175 candidates.

We congratulate Joshua on his achievement.



### YESTERDAY IN SIOUX FALLS

#### *Fantle's destroyed by fire*



The morning after the Fantle Brothers department store fire in February, 1918, business people and shoppers stared at the icicle-hung, three-year old emporium, totally destroyed. The Fantles rebuilt on the same spot on the west side of Phillips south of 9th Street, a building occupied by the company until 1939, when J.C. Penney moved in and Fantle's relocated to the corner of 9th and Main. *Center for Western Studies photo.*