

County Perspectives

The newsletter of economic development in Lincoln and Minnehaha Counties

Prinsco chooses Beresford for new manufacturing plant

Prinasco, Inc., a manufacturer of High Density Polyethylene (HDPE) pipe for the water management industry, has announced the site of its new South Dakota manufacturing plant. The new plant will be built in Beresford, a town of about 2,000 strategically centered between Sioux Falls and Sioux City on Interstate 29.

"This is great news for South Dakota," said Richard Benda, South Dakota Department of Tourism and State Development Secretary. "Prinsco's new location will clearly benefit our state's agricultural sector, as well as highway and construction projects. I'm pleased to see this project get started."

The building site was chosen primarily to service customers in the best possible way from that geographic location. The new plant will provide easy access to northwest Iowa and the I-29 corridor from Winnipeg to Kansas City. Other considerations that went into the decision to build in Beresford included a high percentage of manufacturing jobs in the county, low cost city-owned utilities, and an obvious commitment to quality education and civic improvement.

"Beresford just feels like Prinsco," said Kent Rodelius, Agricultural Sales Manager for the company. "It's a nice, rural community right in the heartland with a progressive and eager City staff. We've felt very welcome here."

The new manufacturing plant will be built in the new Beresford Industrial Park. Construction is scheduled to begin soon and the plant is expected to be fully operational by the end of the year or early 2011.

"I am so pleased that Prinsco has selected Beresford to expand their business," said Beresford Mayor Jim



Jeremy Duinck, Vice President of Operations for Prinsco, Inc., addresses the large crowd gathered in Beresford for the announcement.

Fedderson. "This is really a win-win for both Prinsco and Beresford as it brings Prinsco to the heart of the Midwest and provides access to both Interstate 29 and Interstate 90. This is the beginning of a great relationship, which will be good and progressive for both Beresford and Prinsco. We welcome Prinsco to their new home."

Prinsco is widely known throughout the water management industry as "the pipe with the gold stripe." Key markets include agricultural, residential, highway construction, water retention and detention, as well as storm water quality. Originally founded in Prinsburg, Minnesota in 1975, Prinsco has expanded to include facilities in Minnesota, Illinois, Iowa, Missouri, and California.



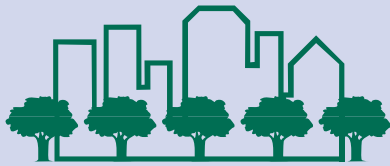
State Chamber exec to keynote LCEDA and MCEDA joint annual meeting

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. Also on the agenda is a report on development achievements of the past year in both counties, with a combined annual report for 2010 to be distributed at the meeting.

The annual meeting will also feature a report from Jeff Eckhoff, executive director of both MCEDA and LCEDA. 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. Community and county officials are encouraged to attend, along with interested business people from both counties.



David Owen



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Chemical distribution company builds in Brandon Industrial Park

Rosen's Inc., a regional distributor of agricultural chemicals, is constructing a 25,000 square foot office and warehouse in the Brandon Industrial Park. The Fairmont, Minnesota-based company purchased three acres in the community's expanded industrial park and plans to be operational in the Minnehaha County city by February, 2011.

"This is a well-established, successful company that will be a genuine asset to Brandon," said Dennis Olson, the city's economic development specialist who worked with the company on its new location. "They made contact with us about six months ago and it has been a pleasure to work with Rosen's executives on this project."

The million-dollar facility will employ about four people, Olson said, and will give Rosen's increased efficiencies in their distribution network in the area. The sale of the industrial park land will give Brandon the resources to fully develop another three lots in the industrial park with complete road access and utilities. About six acres have already been sold in the 80-acre park expansion, as the Brandon community continues to attract commercial development.



Dennis Olson, right, points out the new Rosen's Inc. site location in Brandon's Industrial Park to Jeff Eckhoff.

"Brandon has been exemplary in maintaining an inventory of industrial park land," said Jeff Eckhoff, MCEDA executive director. "The city has continued to invest in having available sites, which gives them a solid advantage when quality companies like Rosen's start looking for a place to expand."



Help keep our candidates focused on economic growth in the future

With Election Day fast approaching, all the candidates are eager to talk about the economy and their plans for economic development in South Dakota. As those candidates debate and mingle with voters, we have the opportunity to ask them realistic questions about improving economic conditions on the Main Streets of our communities. Let's use the days before the election to get candidates to talk about real-life challenges and offer practical solutions to those challenges.

Then let's get out and vote. If we don't vote, we lose our right to complain about conditions after the election.

But once the election is over, let's also hold our winning candidates to their pledges about economic development. We need to make sure that those running for office understand our own concerns and issues. It's our job to help the candidates make the right choices to keep economic development as a high priority **before and after** the election.



Colton is the state's first Energy Independent Community

The City of Colton has broken ground on its Energy Independent Community (EIC) Initiative with the start of project construction at all city facilities. Recovery Act funding through the U.S. Department of Energy and the South Dakota Department of Energy will allow Colton to become the first city in South Dakota to subsidize and offset electricity consumption of all city facilities by the use of small wind and solar hybrid system technology.

In addition to producing a majority of the electrical energy needed to power city operations through renewable energy, grant funds will also be utilized to increase the energy efficiency at city facilities with improved insulation, upgraded doors and windows, radiant heat sources, upgraded electrical services and improved efficiency lighting. The project will improve the viability and energy efficiency of city facilities, and effectively double city shop square footage without increasing current energy demands of operations.



“This is not the end of a process, but just the beginning of energy independence in Colton,” said Mayor Erik Miller. “We are seeing excitement about this project among the members of our business community and our residents. We hope Colton can be a model for other South Dakota communities in the area of energy independence.”

A ribbon cutting event showcasing facility upgrades, and familiarizing interested persons with powerful small wind and solar technology, is being held at 3:00 p.m. on September 28 in Colton. That day the city will also launch an EIC Initiative section on their website, www.coltonsd.com. The website will share comprehensive information on small wind and solar renewable energy technology, listing local, regional and national resources ready to assist a wide range of applications, as well as grass root community “green” projects.



Lyons firm honored at International Trade Forum

CEO Harold Boer, along with his wife Helen, of Rosenbauer Firefighting Technology in Lyons, received a U.S. Commerce Department export award at the 2010 International Trade Forum. The Lyons company produces about 600 firefighting units per year, with about 40% of their trucks being shipped overseas. Rosenbauer expanded its Lyons operation in 2007 and now employs about 275 people in Minnehaha County.

“Rosenbauer Firefighting is an excellent example of how well local companies with a unique, high-quality product can do in the international marketplace,” said Jeff Eckhoff, executive director of the Minnehaha County Economic Development Association. “Harold and Helen Boer have been an inspiration to entrepreneurs and small business owners for decades, and truly deserve this prestigious exporting award.”

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 through 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



Harold and Helen Boer, Rosenbauer Firefighting Technology

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.

Positive results maintain our confidence in the future

We've all heard the up and down news about the economic recovery and the conflicting analyses of national economists. For a more realistic picture of how things are, we only need to look in our own backyard to see that good things are happening right here in Lincoln and Minnehaha Counties.

The announcement of the Prinsco building plans for Beresford and the expansion of Rosen's in Brandon are excellent signs of our recovering economy. Other announcements are still in the works, as companies continue to see our two-county area as a great place to grow. The bottom line is that, despite all we hear about the "down" economy, we are still adding jobs, building houses and expanding our business base.

That's where we need to keep our eyes—on the bottom line, the end game, the ultimate goal. And that goal is to grow our economy, and our communities, by adding jobs and all that goes with them. All the economists and prognosticators and pundits, all the strategic plans and statistical studies in the world won't help our communities develop if we don't encourage existing businesses to grow and recruit expanding companies to build in our counties.

Sideline coaches may wring their hands and talk about the "new economy," or expect us to consider a "new normal." But the process must **perform**. The successful location of a new manufacturing plant in Beresford came about through meetings, negotiations and relationship building between a community and a company over the course of many months. By actively pursuing the essential elements of economic development, our communities are **making things happen**.

We can't talk our way to prosperity, and we can't latch on to the latest buzzword or quick fix. There is no quick fix, and real life economic development is not glamorous. It's about jobs, infrastructure, leadership, real estate, financing and work force. It's about people working in partnership to reach positive results—results that build our confidence in the future of our communities.



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