



ONE
REGION



ONE
TEAM



ONE
SIOUX FALLS



SIOUX FALLS
Development
Foundation

2019 Sioux Falls Economic Development Progress Report



SIoux FALLS Development Foundation

2019 BOARD OF DIRECTORS

Chairman: JAY RASMUSSEN
Journey Group Companies

Vice Chairman: TODD ERNST
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Grand Prairie Foods

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Cutler Law Firm

SEAN ERVIN
TSP, Inc.

JEFF FIEGEN
Fiegen Construction

PAM HANNEMAN
First PREMIER Bank

PAUL HANSON
Sanford USD Medical Center

TOM KELLEY
Gage Brothers Concrete Products Inc.

STEVE KOLBECK
Xcel Energy

MICHELLE LAVALLEE
Children's Home Society

TIM MCCARTHY
Sioux Valley Energy

BETTY OLDENKAMP
Lutheran Social Services

STEVE STATZ *
Avera Health

MIKE VAN BUSKIRK
Van Buskirk Companies

STEVE WATSON
ISG

*denotes retiring Board Member

Ex-Officio Members:
ERICA BECK
City of Sioux Falls

GERALD BENINGA
Commissioner, Minnehaha County

JIM SCHMIDT
Commissioner, Lincoln County



FROM THE CHAIRMAN JAY RASMUSSEN

Over the past year we have focused our efforts on developing the personnel, tools and procedures to address the challenges identified in the Forward Sioux Falls Strategic Workforce Action Agenda and our ability to attract new and expanding companies to the region. Through various partnerships and collaborations with both the public and the private sectors, the Foundation has positioned itself to provide the best services to our members and our community.

In 2018, our Board identified priorities outlining business retention and expansion, business attraction, and workforce/talent development as our key focus areas. Our leadership created a team centered around these areas and began the process of designing and implementing programs to address these needs.

In 2018, the Development Foundation worked with the City to fund a position within the Foundation to work specifically with existing companies looking to grow and expand in the Sioux Falls region. The Foundation's formal Business Retention & Expansion (BRE) initiative aimed at identifying and assisting existing companies who are looking to grow and expand was reignited in 2019.

Our business attraction program has resulted in land sales in both Foundation Park and Park VIII and has led to the development of new marketing techniques to promote Sioux Falls and the region. Our partnership with local brokers to tap into their national networks is beginning to stir interest across the Midwest. Our staff has been actively contacting potential clients through a series of trade shows, site selector visits and personal calls on targeted industries throughout the U.S. In addition, we have hosted foreign dignitaries from 13 countries connecting local businesses with potential customers and encouraging reverse investments into South Dakota from these foreign companies.

We have also implemented programs to identify and attract new talent to the region while also focusing on building our talent from within. The recent WIN in Workforce Summit brought hundreds of human resource professionals, educators and industry leaders together to share new ideas and best practices for successful talent recruitment. Talent Tours, Talent Rebound events and Talent Draft Day have provided hundreds of connections between local employers and regional university, tech school and high school students in an effort to sell the benefits of living and working in Sioux Falls.

Our efforts have just begun and 2020 will see even greater success in growing the Sioux Falls region. These are exciting times and we believe our efforts will have a far-reaching effect on the future growth and sustainability of our region. We thank you for your support this past year and will do all we can to keep the momentum moving forward.

Jay Rasmussen, Chair

ECONOMIC DEVELOPMENT & STATS

FOUNDATION PARK



Foundation Park

820+ Acre Industrial Park
 Crossroads Location
 I-29 & 1-90 Access
 Class 1 Rail Frontage
 Zoned I-2

SIoux EMPIRE DEVELOPMENT PARK / FOUNDATION PARK



2,171 Total Acres
 ~150 Businesses
 ~11,500 Employees

SOCIAL MEDIA

	FACEBOOK	TWITTER	LINKEDIN	INSTAGRAM
FOLLOWERS	821	814	611	905
IMPRESSIONS	58.2K	259.2K	70.6K	N/A

ECONOMIC DEVELOPMENT ACTIVITY



9

NEW PROJECTS INITIATED



3

GOED RFI'S SUBMITTED



8

GROUNDBREAKINGS HOSTED

OUTREACH

- SITE SELECTOR FORUM - CHICAGO
- LOGISTICS DEVELOPMENT FORUM - COLORADO
- BIO WORLD CONGRESS - DES MOINES
- AREA DEVELOPMENT CONSULTANTS FORUM - VIRGINIA

BUILDING RELATIONSHIPS



4

NATIONAL REPORTERS / INTERVIEWS
 AREA DEVELOPMENT PRAIRIE BUSINESS MAGAZINE
 SITE SELECTION MAGAZINE
 INC GLOBAL



3

DEVELOPMENT CONNECTIONS TOURS FOR ELECTED OFFICIALS
 BELL INC.
 GLANBIA NUTRITIONALS MIDCO

BUSINESS RETENTION & EXPANSION

The Development Foundation knows the importance of the growth and development of existing industries in the region; dedicating resources through a partnership with the City of Sioux Falls to focus additional efforts on assisting our existing companies and driving long-term growth.

A formal Business Retention & Expansion (BRE) initiative aimed at increasing our interaction with existing businesses to learn about their needs and connect them with resources that benefit their operation has been developed. To maximize partnership opportunities and leverage efficiencies, the Foundation coordinates with the Governor's Office of Economic Development's BRE efforts.

DEVELOPMENT CONNECTIONS

Initial areas of concern expressed by corporate entities involved legislative needs; leading to the creation of a new program called Development Connections. The program is designed to connect policymakers at the local, state and federal level with existing Sioux Falls area businesses to highlight growth opportunities or challenges through legislative and policy actions. The program involves conference room discussions with each company's executive level management team on policy and legislation which lead to expansion opportunities, in addition to facility tours.



Development Connections tour at MIDCO

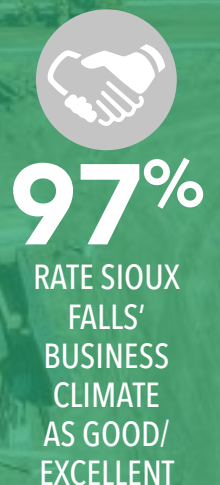


Development Connections tour at Glanbia Nutritional



Development Connections tour at Bell Incorporated

BRE BY THE NUMBERS



SDITC BY THE NUMBERS



120+

COMPANIES ASSISTED



3

SEMINARS CONDUCTED



184

SEMINAR ATTENDEES



15

FOREIGN DIGNITARIES HOSTED



650

COMPANIES EXPORTING



126

MINNEHAHA & LINCOLN COUNTY COMPANIES EXPORTING



550+

COMPANIES IMPORTING



146

MINNEHAHA & LINCOLN COUNTY COMPANIES IMPORTING



2

GLOBAL BUSINESS COUNCIL MEETINGS CONDUCTED



142

GLOBAL BUSINESS COUNCIL MEETINGS ATTENDEES

INTERNATIONAL TRADE

The South Dakota International Trade Center (SDITC) provides free export/import consulting services and assistance to businesses regarding international law, logistics, freight and insurance rates, compliance, documentation, foreign and domestic rules and regulations, foreign currency exchange rates, foreign and domestic duties and taxes, etc. The SDITC hosts several educational seminars each year; live streaming the events. As a primary resource center, the SDITC staff administers the State's two Foreign Trade Zones and acts as a liaison between client businesses and over 60 U.S. government agencies to resolve issues and answer questions that may arise.

The SDITC was established through a partnership between the Governor's Office of Economic Development, U.S. Small Business Administration, the Small Business Development Center, the Sioux Falls Area Chamber of Commerce and the Sioux Falls Development Foundation.

Foreign Diplomats Hosted:

The Development Foundation is increasing efforts to boost international trade and attract foreign investment. Through the SDITC, the Foundation, Chamber and South Dakota Biotech hosted foreign diplomats representing Bulgaria, Hong Kong, Belgium, Philippines, Costa Rica, Spain and Taiwan from the corresponding Consul Generals offices in Chicago, September 23-25.

SDITC co-hosted a six person Egyptian trade delegation interested in purchasing agriculture products and manufactured goods November 4-6; and a Jordanian trade delegation interested in airport security. Work is underway to host a delegation from Lebanon.



SDITC seminar



Kurt Loudenback speaks with a delegate from Belgium during an international trade breakfast event



Teodora Boteva of Bulgaria speaks with John Mollison of Prairie Aquatech during an international trade networking event



SAB BIOTHERAPEUTICS INVESTMENT

SAB Biotherapeutics is a clinical-stage biopharmaceutical development company that has harnessed the native human biological immune response to transform the treatment of disease. The company has developed a therapeutic engine—the DiversitAb platform—to produce custom, high-potency immunotherapies to combat disease the same way our bodies do—naturally.

The DiversitAb platform, SAB’s therapeutic engine, leverages the sophistication of science and the genius of nature to mimic the body’s natural defense system and produce human polyclonal antibodies against invaders such as viruses, allergens, bacteria, toxins and other pathogens. This native biological immune response can naturally match the complexity, diversity and evolution of human disease. The company is creating a new class of custom, high-potency immunotherapies with shorter development timelines, superior safety, greater efficacy and longer duration of effect.

Over the past two years, SAB Biotherapeutics achieved many key milestones, including two successful clinical trials, positive results from an Ebola study and the integration of operations with a new pharm (production facility).

BUILDING CAPACITY, CAPABILITIES AND COMPETENCIES

The bulk of 2019 focused on expanding the team, increasing production and building infrastructure to accommodate next-level growth for the company.

The team nearly doubled during 2019, with the addition of talent in the areas of vaccinology and immunology, molecular genetics, manufacturing, quality assurance, quality control, animal care and administration. SAB has grown from 13 employees in 2014 to more than 50 to date and expects to grow another 20% in the next 12 months.

PROGRAMS WITH GREAT POTENTIAL

With the broad potential of the platform, the possibilities for new treatments are seemingly limitless. SAB has narrowed its focus to programs that create the most value in proving out the platform (influenza), showcasing superiority (organ transplant) and introducing a new potential cure for a significant unmet need (Type 1 Diabetes).

In addition to commercial immunotherapies, the novel DiversitAb platform shows promise as a powerful defense to global health threats. It has been recognized as the only immunotherapy platform with the ability to address priority infectious diseases with epidemic potential.

RAMPED UP REPRODUCTION

The increased activity with commercial products and awarding of government contracts has warranted a significant increase in production capacity—more than 60%. This includes both the Tc Bovine and recipient herds, which will necessitate expansion of the production pharm in 2020 as well as additional staff.

COLLABORATION

Our science team continues research and development collaborations with Sanford Research, Harvard Medical School, Naval Medical Research (NMRC), United States Army Medical Research Institute of Infectious Diseases, Utah State University and the University of South Dakota.

BACKING BIOSCIENCE

Broadening and strengthening the biotech community is also an important initiative for SAB. The company continues to work closely with the state of South Dakota, University of South Dakota and other stakeholders moving the USD Discovery District forward to build a stronghold for bioscience development in the region.

DOUBLED EMPLOYEES
IN THE PAST YEAR

EXPANDED BOARD
OF DIRECTORS &
LEADERSHIP TEAM

INCREASED
PRODUCTION CAPACITY
BY 60%

NARROWED FOCUS
TO KEY PROGRAMS
WITH MOST STRATEGIC
VALUE

SECURED GRANTS
& CONTRACTS FOR
DISEASES OF GLOBAL
INTEREST

DEDICATED TO
BUILDING BIOSCIENCE
IN SOUTH DAKOTA

DEVELOPED TECH &
PROGRAMS TO KEY
VALUE CREATION
MILESTONES



ZEAL CENTER FOR ENTREPRENEURSHIP PARTNERSHIP

The certified hub for entrepreneurs and entrepreneurial resources in the Sioux Falls area, Zeal Center for Entrepreneurship is a collaborative network of subject matter experts working to connect area entrepreneurs with trusted resources needed at every stage of business development. Zeal offers professional services business support through flexible and affordable incubation, coworking and meeting space, interactive programs and services, peer networking and mentorship.

Zeal strives to make sure each person who enters the entrepreneurial space feels supported every step of the way through sharing their stories, connecting to mentors, facilities, and resources, and cultivating a strong, safe, and supportive peer network.

Zeal is laying the groundwork for a vibrant, healthy and cohesive entrepreneurial ecosystem; merging efforts with Startup Sioux Falls to continue providing timely and relevant online content, maintaining a strong platform to share entrepreneurial stories, and hosting events to inspire collaboration and innovation.

The Zeal team added Community Manager Kate Flemming. Flemming comes from the Center for Entrepreneurship on the Millikin University campus and will focus on refining Zeal's membership program.

Zeal will increase the scope of work by engaging elected state officials, city leaders, and industry experts to elevate the community's engagement in key areas of innovation. Zeal recruited the CEO and founder of international plant-based foods company, Tofurky, to speak and participate in a panel discussion during Global Entrepreneurship Week. They're partnering with Central Payment Systems on the very first Fintech Accelerator program in the area to recruit startups from out of market. Last but not least, Zeal is focused on engagement of the youngest minds in the Sioux Falls area; forging relationships with area schools, universities and educational nonprofits. The opportunities are endless, and the future is bright!

HIGHLIGHTS:

- Zeal Center was host to over 600 business meetings, workshops and events, with over 6,300 attendees.
- Increased communication to over 2,690 social media followers and 1,800 email subscribers.
- Onboarded 5 new business tenants and maintained an average occupancy rate of 85%.
- Announced intent to merge operations with Startup Sioux Falls in January of 2020.
- Hosted, sponsored, or held more than 65 entrepreneurial training, networking and education events.

The Zeal Center for Entrepreneurship was founded in 2002 and established through Forward Sioux Falls, a partnership initiative between the Sioux Falls Development Foundation and the Sioux Falls Area Chamber of Commerce.

ZEAL
CENTER FOR ENTREPRENEURSHIP

→ make it real.

CURRENT MEMBERS & RESIDENTS



10

ASSOCIATE
MEMBERS



7

CO-WORKING
MEMBERS



17

INCUBATION
RESIDENTS



6

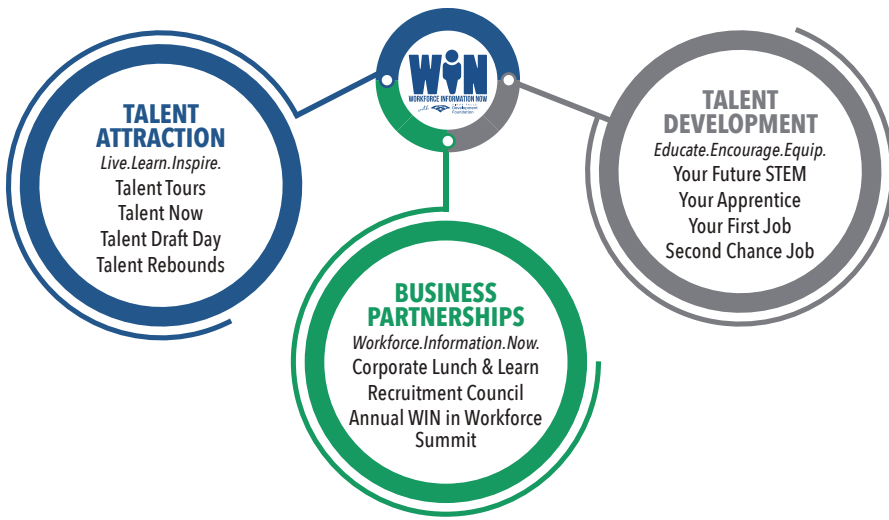
ANCHOR
TENANTS

2019 ZEAL
INCUBATOR
GRADUATES




THRONE
PUBLISHING GROUP

WORKFORCE INITIATIVES




Talent Attraction programming focuses on short term goals to increase supply, quality and retention of talent into the Sioux Falls region.

 **Talent Tours** and **Talent Now** enables “connectivity and exposure” for early career talent looking at various career pathways and opportunities across all major employment sectors within the Sioux Falls Region.


HIGHLIGHTS INCLUDE:

- Augustana Graduate Breakfast
- EPSCoR Summer Symposium
- Women in Science for South Dakota State University

 **Talent Draft Day** increases the “connectivity” between early career talent engaged in highly skilled trades, and the businesses looking to hire them.

WHICH INCLUDED:

- Talent Networking
- Talent Training Camps
- Talent Development

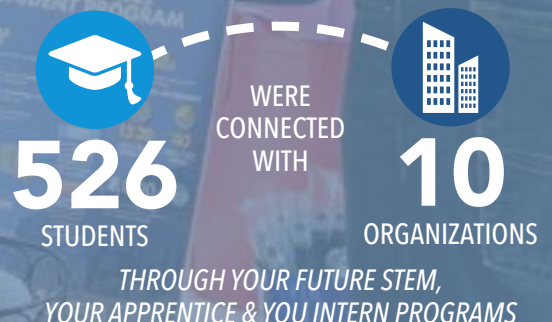
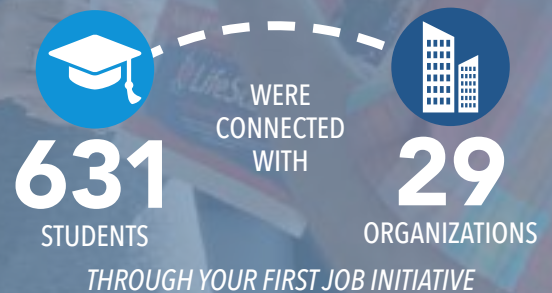
 **Talent Rebound** events connect businesses to mid-career talent, which is essential to growth and expansion of businesses.

These opportunities bring current residents as well as college alumni who have relocated outside of the area together with businesses at community and collegiate events.

INCLUDING:

- South Dakota School of Mines’ Graduate Women in Science
- Dakota State University’s Trojan Days
- Augustana University’s Viking Days
- The University of Sioux Falls’ Cougar Days

WORKFORCE BY THE NUMBERS



WIN SUMMIT SPONSORS

AVERA HEALTH
CITY OF SIOUX FALLS
CUTLER LAW FIRM, LLP
FORWARD SIOUX FALLS
GRAND PRAIRIE FOODS, INC
MARSH & MCLENNAN AGENCY
JOURNEY GROUP
MIDAMERICAN ENERGY COMPANY
SIOUX EMPIRE SESHM
UNIVERSITY OF SIOUX FALLS
VUCUREVICH SCHOOL OF BUSINESS
XCEL ENERGY



Talent Development programming focuses on long term goals of educating, equipping and encouraging talent to meet the needs of our key industries.



The **Your Future STEM** program for middle school students presents job industries that are poised for growth to help students understand different educational and career pathways and job opportunities within STEM-related industries.

Your First Job connects high school students to industry through a series of events including job shadowing, career exposure, mentorships and professional development.

PROGRAMS INCLUDE:

- Your Apprenticeship
- Your Intern

Your Intern program included the design and implementation of a new dual credit program funded by the National Science Foundation and South Dakota EPSCoR with Dakota State University. Thirty low-to-moderate income high school seniors from 5 school districts (Baltic, Brandon Valley, Dell Rapids, Harrisburg and Sioux Falls) participated.

Second Chance Job Fair launched enabling 72 attendees to engage with organizations looking for work as electricians, food handlers, plumbers and welders. 46 people applied for jobs with 10 different organizations.

To build upon the success of **WIN in Workforce**, the Development Foundation created and launched the **WIN in Workforce Engagement Platform** (WIN.siouxfallsdevelopment.com).

WIN in Workforce events connected 806 people to 128 different organizations in the Sioux Falls region.



The **Recruitment Council** was created to assist talent efforts. The Council has 252 members engaged in talent acquisition strategies, talent incentive packages and career-based training initiatives.



Designed to bring together executives and business professionals with subject-matter experts, the quarterly **Corporate Lunch & Learn** initiative provides an informal atmosphere to engage and share best practices to drive personal, team and business development and success.



The annual **WIN in Workforce Summit** brought 41 innovative educators, engaged business leaders and community experts together for a half-day event dedicated to talent. Mayor

TenHaken moderated a panel of six university presidents as part of the closing session "Meeting of the Educational Minds: Working Together for the Betterment of the Sioux Falls Area Workforce."

UNIVERSITY OF SOUTH DAKOTA DISCOVERY DISTRICT

The USD Discovery District is an 80-acre innovation community under development in northwest Sioux Falls. The University of South Dakota (USD) envisions a dynamic and collaborative environment where talent, research and innovative businesses interact to create new ideas, technologies and opportunities that impact not only the region, but the world.

The Discovery District is a public-private partnership effort between USD, the City of Sioux Falls, the South Dakota Board of Regents (SDBOR), the Governor's Office of Economic Development and the business community through Forward Sioux Falls. When fully developed, it will include an estimated 26 privately developed buildings with nearly 2,800 people working for companies in the District.

Designs are being finalized for the first two Discovery District building projects with construction scheduled to begin in 2020. A multi-tenant building will serve as the corporate headquarters of both SAB Biotherapeutics and Alumend. An adjacent manufacturing building will enable SAB Biotherapeutics to scale production of multiple new therapeutics.

Leveraging a \$1.5 million investment from the City of Sioux Falls, the Discovery District has initiated construction of Haines Street and Pell Avenue to support these two projects. The street, streetscape and parking lot construction are all scheduled to be completed in 2020.

In early 2019, the Discovery District worked with the SDBOR to secure an option for an additional 40 acres of land. This agreement will enhance the Discovery District's capacity to pursue large-scale projects and expand its future total footprint to 120 acres.

The Discovery District Board completed a strategic plan in 2019 with a focus on developing new university-industry partnerships in support of its economic development mission. The Board is currently engaged in a national search process to hire a new president to build upon its early successes and implement this new strategic plan.



IN THE NEWS



7TH BEST PLACE TO LIVE

Livability



ONE OF THE TOP 10 BEST CITIES FOR ENTREPRENEURS

FitSmallBusiness.com

3RD YEAR IN A ROW



#1 BEST CITY FOR YOUNG PROFESSIONALS

SmartAsset

SPIRIT OF SIOUX FALLS



SPIRIT OF SIOUX FALLS AWARD

The Spirit of Sioux Falls Award is given annually to a person who has demonstrated leadership and commitment to the economic growth and development of our community. The award honors the memory of David Birkeland, Angus Anson, and Roger Hainje who perished in the plane crash along with Governor George Mickelson and other state officials and staff in April of 1993.

SPIRIT OF SIOUX FALLS SCHOLARSHIP RECIPIENTS

Each year the Sioux Falls Development Foundation awards up to four Spirit of Sioux Falls scholarships to Sioux Falls residents or students who have completed at least one year of post-secondary work in business-related areas of study. The scholarships were established by the Sioux Falls Development Foundation in 1993 to honor the memory of Roger Hainje, Angus Anson and David Birkeland, Sioux Falls business and economic development leaders.

WINNERS OF THE 2019 SPIRIT OF SIOUX FALLS \$3,500 SCHOLARSHIPS INCLUDE:

Wini Yohana - Augustana University, Accounting

Morgan Palmer - University of South Dakota, Marketing

**Yanna Poberezhnik - University of Sioux Falls, Accounting/
Business Administration**

Grant Loudenback - University of Nebraska, Finance

RECIPIENTS OF THE SPIRIT OF SIOUX FALLS AWARD

- 1994 AL SCHOCK
- 1995 RUSS GREENFIELD
- 1996 LYLE SCHROEDER
- 1997 CURT KUEHN
- 1998 CHARLIE KEARNS
- 1999 GARY OLSON
- 2000 DAVID CHRISTENSEN
- 2001 JACK WHITE
- 2002 TONY BOUR
- 2003 LINDA BARKER
- 2004 STEVE KIRBY
- 2005 GOVERNOR MIKE ROUNDS
- 2006 TOM EVERIST
- 2007 T. DENNY SANFORD
- 2008 MARK GRIFFIN
- 2009 JIM WILCOX
- 2010 STEVE CRIM
- 2011 STEVE EGGER
- 2012 SYLVIA HENKIN
- 2013 LARRY RITZ
- 2014 DALE FROEHLICH
- 2015 DANA DYKHOUSE
- 2016 TOM WALSH
- 2017 CRAIG LLOYD
- 2018 GOVERNOR DENNIS DAUGAARD



OUR MISSION

To collaboratively create quality economic growth and workforce development in the Sioux Falls MSA to improve our quality of life.

SFDF STAFF

BOB MUNDT
President & CEO

DEAN DZIEDZIC
Vice President of Economic Development

DENISE GUZZETTA
Vice President of Talent & Workforce Development

JILL WADKINS
Vice President of Finance & Administration

KAREN RUHLAND
Director of Research, Membership & Communication

MEGAN JANSICK
Director of Marketing

MIKE GRAY
Director of Business Retention & Expansion

SARA GILLIS
Director of Talent & Workforce Development

SHARMAN SMITH
Administrative Assistant/Project Support Associate

ROCK NELSON
South Dakota International Marketing Director

NICK FOSHEIM
Executive Director, Lincoln & Minnehaha County Economic Development Associations

GROUNDBREAKINGS



Glory House, affordable apartments - April 18



Avera Presentation Sisters, residence & community building - June 4



Sioux Falls School District, Thomas Jefferson High School - June 18



Sioux Falls School District, Ben Reifel Middle School - July 22



Village Cooperative of Sioux Falls, retirement facility - August 21



American Bank & Trust, bank - October 29

INDUSTRIAL & WAREHOUSE DEVELOPMENTS:

North Dakota-based **4 Suns LLLP** purchased 30 acres near Cliff Avenue and 60th Street North. The site will house up to five warehouse facilities; with construction on the first 120,000 square foot facility wrapping up.

Cemcast Pipe & Precast is wrapping up construction on a 9,940 square foot expansion at their manufacturing facility in Hartford.

Covert Artisan Ales, Sioux Falls' newest brewery, is operating out of a new warehouse facility on Watson Avenue that includes a taproom.

Minnesota-based **Dakota Supply Group** is expanding their footprint in Sioux Falls with a new facility at 800 East 60th Street North. DSG will occupy half of the 120,000 square foot facility when they move in early 2020, with room to expand.

DeGeest Steel Works added floor space to their facility in Tea. With construction wrapped up, the company's operations occupy 135,000 square feet.

Production processes were relocated to **Gage Brothers'** new \$40 million state-of-the-art concrete plant on 45 acres near Interstate 229 and Benson Road. The highly automated, 220,000 square foot plant came online earlier this year allowing 95 percent of the production process to be moved indoors. New facilities include a two-story, \$2.7 million, 14,000 square foot office.

Minneapolis-based **Graco's** 56,000 square feet expansion was operational earlier this year. Located in Sioux Empire Development Park III at 3501 North Fourth Avenue, the expansion will create 40 new jobs over the next four years.

Grand Prairie Foods is undergoing a \$4 million, 5,000 square foot warehouse addition and remodel at their 1509 North Industrial Avenue facility near the airport. With construction scheduled to wrap-up January 2020, the company will create ten new jobs.

Hansen Manufacturing Corp/Hi Roller expanded into a \$5 million addition to their facility at 4511 North Northview Avenue. The 50,000 square foot addition provides space for the company's global market growth.

Creating up to 18 new jobs, the **I-29 RV Supercenter** opened in the Bakker Landing industrial development along Interstate 29 northwest of the Tea exit. The new dealership offers a full-scale service center.

A \$4 million, 60,000 square foot spec warehouse facility was constructed in the **JansMick Development** located at 2410 West 54th Street North.

J.H. Larson Co., doubled its warehouse space moving to 1201 West 51st Street; providing additional room for the distribution company's 21 employees.

Initial work on a new site for **Landscape Garden Center** is underway with services and landscaping moving in 2019 in preparation for relocation of the greenhouses in 2020. The 11-acre site is on 271st Street between Western and Louise Avenues.

Laurie Belle's Boutique expanded their footprint in Tea with the addition of a 15,000 square foot warehouse facility. The facility was completed Spring 2019.

MidAmerican Energy Company is undergoing \$3 million in updates to its service center located at 1200 South Blauvelt Avenue. Upgrades include a new truck storage facility, and an office renovation.

Momentum MotorWerks, an all-electric vehicle distributor, leased a building at the Tea Exit for the new venture with plans to grow a national distribution network.

Morton Buildings constructed a facility on 6.6 acres in the new Bakker Landing industrial development along Interstate 29 northwest of the Tea exit.



An \$8 million, 200,000 square foot dry-goods warehouse facility is under construction in Foundation Park. **Nordica Warehouses Inc.'s** newest facility is located at 5100 West Foundation Court on a 16-acre campus that will allow for additional development in the future.

RDO Equipment Company, located at 2801 North Louise Avenue, is nearing completion on a \$3.5 million addition and remodel project with room for four more service bays, a wash bay, offices and training space.

Remedy Brewing Co. expanded with a second production facility coming online recently. The 29,000 square foot facility at 611 North West Avenue allows the company to produce 3,000 barrels of beer annually and distribute its craft beer in cans across eastern South Dakota.

Construction is wrapping up on \$45 million in renovations to **Smithfield Foods** at 1425 North Weber. Upgrades include a renovated distribution center and hog barn, and production line upgrades for bacon and ground pork. The projects will culminate in 70 new jobs.

Stan Houston Equipment purchased and renovated the former Kmart property on West 12th Street for expansion purposes. The 75,000 square foot facility more than doubled capacity, providing additional space for outdoor equipment display.

US Foods purchased 9.5 acres from the Sioux Falls Development Foundation in Sioux Empire Development Park VIII East. The additional acreage near 60th Street North and Sycamore Avenue provides room for a proposed 60,000 square foot expansion.

Weller Brothers Landscaping is moving to a new 10,000 square foot building in Tea, located on 7-acres. The growing business expects to create 10 new jobs.

OFFICE, COMMERCIAL & MEDICAL DEVELOPMENTS:

A nearly 40,000 square foot new building is home to the growing **All American Gymnastics Academy**. The \$2.4 million facility at 7321 South Grasslands Place, nearly doubles the space of their prior facility.

Alliance Plaza at the corner of Aspen and Splitrock Boulevards houses **Alliance Communications** and the **U.S. Post Office** in the first building that includes 2,000 square feet of incubator space in the 5-acre Brandon development.

American Bank & Trust broke ground in October for its third Sioux Falls location on the northeast corner of Minnesota Avenue and 77th Street creating 25 jobs with growth potential of 15 additional jobs. The 15,100 square foot branch will also house up to 20 American Trust Insurance employees and up to 15 Standard Trust employees when completed Fall 2020.

AmericInn opened a second hotel in Sioux Falls at 3300 West Russell Street near I-29. The four-story hotel represents a \$4 million investment.

The independent brokerage firm **Amy Stockberger Real Estate** launched earlier this year with an office at 610 West 49th Street. Services include 30 climate-controlled storage units available to the firm's clients.

National retailer, **At Home**, leased the former Shopko building at 1601 West 41st Street. The home decor superstore will occupy the entire 95,000 square foot facility, opening later this year. The facility is undergoing a \$3+ million renovation.

The Atrium at Blue Haven, a more than 10,000 square foot facility on ten acres near Wild Water West is under construction. With space for 500 guests and outdoor amenities, construction on the event venue is scheduled to wrap up late spring.



Construction continues on **Avera Health's** new 82-acre campus on the southeast corner of 69th Street and Louise Avenue. Facilities scheduled to open late 2019 at the **Avera on Louise Health Campus** with 200 new employees include a 24-bed free-standing orthopedic hospital, an \$8 million Addiction Care Center, and a 60,000 square foot, \$14 million Human Performance Center. Additional facilities encompassing over 200,000 square feet of space are slated to open 2020. Avera is also undertaking nearly \$40 million in major renovations on their main campus to expand surgical suites and clinic space over the next few years. A new, expanded ICU opened earlier this year as did 11 of 18 new operating rooms. In total, Avera is investing \$174 million in projects across their Sioux Falls campuses.

Beautique, a growing online and storefront retailer, opened a 10,000 square foot warehouse in Brandon earlier this year at 513 North Splitrock Boulevard.



2.5-acre mixed-use Lloyd development in Uptown, **The Cascade**, includes 20,000 square feet of commercial and office space, outdoor common space, underground parking, and 200 residential units. The two-building, \$43.5 million project is located between Phillips and Main Avenues, north of 3rd Street along Phillips to the Falls. Completed earlier this year, commercial tenants include **Severance Brewing Co**, **Candy Cloud Factory**, **La Luna Cafe** and the **Bloom Room Boutique**. Coming soon -- **The Root Cellar** convenience store and **Layered Elements**, a home furnishings and design business.

Casey's General Store opened their ninth store at 26th and Ellis Road, earlier this year and are in the process of constructing two more stores. One on 2.52 acres near East 26th Street and Highway 11 and the other near 57th and Louise Avenue. Each 4,300 square foot store represents a \$1.4 million investment.

Citi moved into a 150,000 square foot, 4-story facility on 19 acres in The Edges office park at the junction of I-29 and I-229. The new facility, representing a \$72 million investment, houses 1,300 employees with room for growth and provides a base for 300 remote workers.

Cornerstone Bank, a North Dakota-based company, opened its new flagship branch in January - a two-story, 18,000 square foot facility on the northwest corner of 69th Street and Louise Avenue.

Demolition of the former auto dealership and site work is underway on the **Empire Mall Campus** in preparation for a new development named Empire Place. Plans include four standalone buildings and two retail centers.

An Alabama-based health system is investing \$28 million in a freestanding, 40-bed inpatient rehabilitation hospital at 4700 West 69th Street. **Encompass Health Rehabilitation Hospital of Sioux Falls** is expected to open Summer 2020, creating 83 jobs.

Fintech company, **Expansion Capital Group**, consolidated operations to the former National American University building at 5801 South Corporate Place. The additional space will allow the 70-employee company to add 50 jobs over the next five years.

A new westside location for **Fareway Stores Inc.** is under construction and will anchor the 25-acre **Westtown Marketplace** development. The grocer is scheduled to open Spring 2020.

Farmers Business Network moved into the former Globe University building at 5101 South Broadband Lane allowing room for additional expansion for the growing company.

First PREMIER Bank's new headquarters facility is under construction at the northeast corner of 14th Street and Minnesota Avenue. The 77,000 square foot, 5-story office, is scheduled to open in the third quarter of 2020.



Fleet Farm is one of the newest additions to the Sanford Sports Complex with a 185,000 square foot store, gas station and lumber yard on 24 acres. The \$15.6 million project opened May 2019 creating 150-200 new jobs.

Galaxy Gaming moved to a new 9,000 square foot facility near 41st Street and I-29. Operational February of 2019, the new center represents a \$1.2 million investment.

Goosmann Law Firm, **ART Vision** and **ARTisan Skin & Laser Center**, **Tavern 180**, **Amazing Lash Studio** and **Leela & Lavender** are the first tenants in the new **Prairie Hills Galleria** mixed-use development at 69th Street and Western Avenue. The two-story, 25,000 square foot facility opened in August housing the law firm, ophthalmology practice/medical spa, lash studio, and clothing boutique. Tavern 180, a gastropub, is opening soon.

A three-story, 54,000 square foot interactive golf entertainment facility is scheduled to open soon in the Sanford Sports Complex near Benson Road and Westport Avenue, creating 300+ jobs. **Great Shots** has sixty bays in addition to a full-service sports bar and grill; along with the **Sanford POWER Golf Academy**.

GreatLIFE Golf & Fitness purchased a 16,000 square foot building in Harrisburg for a new center. The facility features a recovery lounge.

HealthSource of Sioux Falls, a growing chiropractic clinic, will operate out of a newly constructed 8,000 square foot standalone facility at 5128 South Cliff Avenue.



The historic former bank building at the corner of 9th and Phillips was refurbished into an upscale boutique hotel. The 92-room independent **Hotel on Phillips** recently opened. The hotel lobby includes a **Coffea Roasterie** shop and **The Treasury**, a boutique cocktail bar and food lounge.

The newest additions at **Lake Lorraine**, a 130-acre development, includes a 33,000 square foot retail facility next to Hobby Lobby housing the relocated **Moe's Home Collection**, **A Perfect 10 Nail & Beauty Bar**, **Apricot Lane Boutique** and **Children's Play Toys**; as well as **Capriotti's Sandwich Shop** and **Sakura Sushi** along Marion Road. Other new facilities within the development include **Hyatt Place**, a \$10 million, 112-room hotel under construction and a 20,000 square foot **Dave & Buster's** restaurant/entertainment venue, both scheduled to open August 2020.

A California-based student loan servicing business **Launch** moved into the former Farmers Business Network facility at 6009 South Sharon Avenue. The move will allow the 14-employee local office additional room to accommodate up to 75 people.

Laurel Ridge Event Barn is under construction northeast of Sioux Falls near the planned Veterans Cemetery. The venue will accommodate events for up to 450 people and is expected to open early 2020.

Liberty Square, a 12,500 square foot strip mall at 85th and Minnesota Avenue is home to fitness boutique **Solidcore** and **Code Ninjas**; both of which opened earlier this year.

Seventeen thousand square feet of the former Callaway's restaurant at 504 East 69th Street was renovated to house a new **Look's Market**. The new location employing 50, includes a great hall, food market, restaurant, brewery and patio dining.

Max Muscle, national retailer of nutrition and supplement products, relocated operations from California to South Dakota, with corporate offices in Sioux Falls. The new \$1.5 million, 8,000 square foot headquarter facility is located at 2320 West 54th Street North.

A \$6.5 million renovation and expansion of the **MIDCO Data Center** at 3507 South Duluth Avenue is underway. The technology-only space will increase by 9,000 square feet for what will be the company's second Sioux Falls data center. Construction should wrap-up by the end of the year, with equipment activation scheduled for 2020.

Arrowhead Parkway is the location for one of the newest craft breweries in the area. A 4,400 square foot building at 5200 East Garfield Street houses **Obscure Brewing Company**.

Paws Pet Resort will double in size with a second 11,000 square foot building at their 7121 South Cliff Avenue location. The new facility will add additional space for day care and feature an indoor pool when completed early 2020. The expansion represents a \$2+ million investment.

Plains Commerce Bank is constructing a \$2.3 million branch office on the northeast corner of 57th and Sycamore in The Market development that will include several retail buildings. The bank will open for business late Spring 2020. In addition, Windsor Mortgage Solutions, a new division of the bank, relocated to separate offices at 4410 South Technology Drive. The division employs 51 people.

The Empire Mall complex is sporting a new restaurant as the former restaurant at the District underwent a \$1.2 million renovation earlier this year. **Roam Kitchen & Bar** is located at 4525 West Empire Place.



Roosevelt Marketplace, a retail development near 41st and Sertoma, sports a new 10,000 square foot **GreatLIFE** facility, and a 4,000 square foot **Year Round Brown**. An additional 10,000 square feet includes **Gilberto's Mexican Taco Shop** and **Nail World**.

Construction has started on the first two buildings in **Roundabout Office Park** at 69th Street and Southeastern Avenue. Plans include up to eight buildings ranging from 3,880 to 5,000 square feet. Carroll Institute will lease 2,500 square feet for its **Renew Counseling Clinic**.



The Sanford Barn, a venue with 10,000 square feet of event space, wrapped-up construction this fall on the headquarters campus of **Sanford Health** located near I-229 and 60th Street North. Additional facilities are planned for the 90-acre site. Sanford leased 5,000+ square feet at The Bridges at 57th to house children's services. The consolidated location will open early 2020.

Additions to the **Sanford Sports Complex** include a \$4.3 million, 15,600 square foot facility housing a **Sanford Acute Care & Orthopedic Fast Track Clinic** with 20-30 staff on the first floor and the **Summit League Conference** headquarters with 10 employees on the second level.

California-based **Scandinavian Designs** opened their first South Dakota retail store in the former 30,000 square foot Toys R Us building on the Empire Mall campus earlier this year.

The Shoppes at Dawley Farm Village development, located near Arrowhead Parkway and Highway 11, features new retail options with a 10,000 square foot **Ulta Beauty** in the \$4 million, 25,000 square foot **Dawley Apex** facility. Also under construction is the area's first hotel – a four-story, \$6 million, 40,000 square foot, 79-room **Glo Hotel**. Site work is underway on a new 48,000 square foot facility for **Capital Services** and another location for **Gimme-a-Break** childcare center. **Dakota Vision Center** purchased the former restaurant space with plans to relocate mid-2020; and **Origin Health – Chiropractic & Wellness** will open mid-December. A new, expanded facility for **Squealer's Smoke Shack** is under construction at 840 Gateway Lane in Tea. The restaurant is scheduled for completion early 2020.

Construction has started on **Staybridge Suites**, a new 102-room extended-stay hotel at 4210 West 59th Street, near I-29 & Louise Avenue. The hotel is scheduled to open May 2020.

The restored and renovated historic building at 600 East 7th Street is home to **Stone Group Architects**. The former firehouse underwent a \$1 million renovation.

The former 6,600 square foot **Pocket** at 301 South Thompson Avenue is undergoing a complete remodel. **Thompson Square** will house **Maker Built**, a local custom furniture shop.

Expected to open Spring 2020, the 29,000 square foot facility will expand **Thunder Road's** entertainment offerings and extend its operations year-round. The venue will include indoor dining, eight-lane bowling alley, arcade and laser tag.

Wheel City Auto is moving their headquarters to a 10-acre site in the Bakker Landing development in Tea.

North Dakota-based **Williquors** expanded to Sioux Falls with a two-story, 26,200 square foot store on the northwest corner of 69th and Louise. The store represents a \$6 million investment.

OTHER DEVELOPMENTS:

1Block Public Relations
605 Styling Co. (Benson Road)
Abelardo's Mexican Fresh (Minnesota Avenue)
Agua Fresh (Downtown)
Altar'd State (Empire Mall)
Anchorage Trust Company (57th & Western)
Austad's remodel (East 10th Street)
B & G Milkyway (41st & SD 100)

Backdoor Garden (Hartford)
Bechtold Jewelry remodel (Downtown)
Best Western PLUS Ramkota renovations
(Sports & Entertainment District)
Betito's Mexican (85th & Minnesota)
Blue Rock Bar & Grill (Sanford Sports Complex)
Boki Gelato & Café (Empire Mall)
Bonus Round Bar (Downtown)

Books n Brewz Pizzeria (Downtown – East Bank)
 Breadico (Downtown)
 Broadway Café & Convenience Store (Valley Springs)
 Chris' Auto Repair (Minnesota Avenue)
 Clean Ride Auto Spa (85th & Minnesota)
 CMIT Solutions (Downtown)
 Covert Artisan Ales (Downtown)
 Crosstown Vinyl new location (Downtown)
 Cufflinks (MacArthur Square)
 DART Boutique (Tea)
 designArc Group (Downtown)
 DoorDash
 Dragon Asian Market expansion (East 10th Street)
 Dreamers Outlet expansion (41st & Kiwanis)
 Dry Goods USA (Empire Mall)
 Edward Jones (Hartford)
 Elegant Mommy expansion (37th & Minnesota)
 Emerald Pines Barn (West Maple Street)
 Epicosity expansion (Downtown)
 Erik's (Spring Avenue)
 Evereve (Empire Mall)
 Family Dollar (Minnesota Avenue)
 Fareway Stores Inc. (Tea)
 Fashion Boutique (41st Street)
 Fernson Downtown (Downtown)
 Flyboy Donuts (57th & Sycamore)
 Frederikson & Byron
 G&M Beauty Plus (Empire Mall)
 Game Chest (Downtown)
 Hagere Ethiopian Restaurant (Minnesota Avenue)
 Hall Book & Tax (Downtown)
 Hillbilly's Repurpose Project Center expansion
 (Cliff Avenue)
 Hockey Headquarters expansion
 (Sanford Sports Complex)
 Intoxibakes (Downtown)
 J. Rieck Music (41st Street)
 Jersey Mike's Subs (57th & Louise)



Joshua's Coffee House (Hartford)
 Juba Restaurant & Grocery Store (West 12th Street)
 Juniper Apothecary (Downtown)
 Kinesio Care Center (South Grange Avenue)
 Kingbird Coffee Shop (Brandon)
 Lao Szechuan (41st Street)
 Laurie Belle's Boutique (Downtown)
 Lilly & Co. (Hartford)
 Liv's Locker (Harrisburg)

Luca: Made in Italy expansion (Downtown)
 Lupulin Brewing Co. (Meadows on the River)
 Morton Buildings office relocation (Tea)
 Neighborhood Dental (41st Street)
 Nestle Toll House Café by Chip (Empire Mall)
 Next2New Wireless (Minnesota Avenue)
 O'Reilly Auto Parts (Tea)
 OG Greens (Downtown)
 OsteoStrong (Village on Louise)
 Oh My Cupcakes (East 10th Street)
 Oh Nuts (Empire Mall)
 Olivier Miles Holtz (Minnesota Avenue)
 Papa Woody's Wood Fired Pizza (Downtown)
 Parable Coffee Co.
 Pho Thai restaurant (Downtown)
 Pizza di Paolo (Minnesota Avenue)
 Prairie Boutique (Hartford)
 Pulse Cycle Studio (West 43rd Street)
 Row House (57th & Western)
 RunDaq (41st Street)
 SafeSplash Swim School (85th & Minnesota)



Sassy Cakes & Coffee (Harrisburg)
 Shopko Optical (41st & Kiwanis)
 Silverstar Car Wash (85th & Minnesota)
 Sioux Falls Federal Credit Union expansion
 (East 14th Street)
 Sioux Valley Grille expansion (Canton)
 Skajewski Catering
 Skechers (41st Street)
 Smallcakes Cupcakery & Creamery (Downtown)
 Something for Me (Harrisburg)
 South Dakota Threads (Brandon)
 Stacey's Vintage-Art-Boutique (Tea)
 Starbucks (Downtown)
 Stensland Family Farms (East 41st Street)
 Studio 605 (Shirley Avenue)
 Sun 'N Fun (West 43rd Street)
 Sunny's Pizzeria (26th Street)
 Taco Bell remodel (West 12th Street)
 Taco John's new stores
 (East 10th Street / 26th & Sycamore)
 Taco Town Buffet (41st Street)
 Tailored Mortgage Group (Bur Oak Place)
 Target stores \$7.3M remodel
 (Dawley Farm Village / Empire East)
 Teriyaki Madness (57th & Louise)
 Terra Shepherd Boutique & Apothecary (Downtown)

The Airos Coffee Co.
 The Keg (Arrowhead Parkway)
 The Lot (Minnesota Avenue)
 The Paisley Pod (Brandon)
 The Spice & Tea Exchange (Downtown)
 The Veranda at Meadow Barn (Harrisburg)
 Top Fitness (85th & Western)

Vinyl Taco & Vinyl Social Club (Western Avenue)
 Virtuality Gaming Den (26th & Sycamore)
 Visions Eye Care & Vision Therapy Center expansion
 (Minnesota Avenue)
 Warhammer store (Plaza 41)
 Wileys remodel (Downtown)

QUALITY OF LIFE DEVELOPMENTS:

Arc of Dreams / Metli Plaza - \$1.6M stainless steel sculpture spanning the Big Sioux River

Augustana University - \$3M upgrade to the Humanities Center; outdoor classroom; new campus apartments; renovation of Morrison Commons

Butterfly House & Aquarium - \$7.5M aquarium expansion

Canton Area Preschool & Childcare - community's only childcare center; capacity for 180 children utilizing the former elementary school; employ 40-45 at capacity

City of Sioux Falls - \$100M Water Reclamation Plant/ sewer & pump station upgrades; \$2.4M Rotary Park relocation/redevelopment; 5-acre Falls Park expansion; Downtown Parking Ramp; Downtown dog park at Ft. Sod Park; \$1.2M Washington Pavilion improvements; City Center build-out

Dow Rummel Village - \$30M, 88,500 square foot memory care & assisted living addition; expanded Main Street amenities and fellowship hall

Glory House - \$2.5M, 4-story 25-unit apartment

Great Plains Zoo - Interactive Walkabout Australia exhibit



Harrisburg Public Schools - \$22M, 98,500 square foot high school expansion; \$17M, new 96,000 square foot elementary school; \$250K Home Builders Academy

Levitt Shell - \$4.6M outdoor performance venue at Falls Park West

LifeLight - Youth Center at 420 South Duluth Avenue

McCrossan Boys Ranch - New 5,100 square foot Visitor Center

Minnehaha County - \$48M, 320-bed jail addition

St. Francis House - \$6M shelter expansion

SculptureWalk 2019 - 59 new outdoor sculptures exhibited throughout downtown Sioux Falls

Sioux Falls Christian School - \$1.5M, 9-classroom high school addition; STEM lab

Sioux Falls Lutheran School - 73,000 square foot facility for PreK-8; \$12M

Sioux Falls Ministry Center - purchased former School for the Deaf campus to create a service hub



Sioux Falls Regional Airport - \$5.5M baggage claim expansion; pet area; \$10M airfield apron expansion & rehabilitation; \$3M+ rental car facility

Sioux Falls School District - \$84M, 326,000 square foot Thomas Jefferson & New Tech High School; Benjamin Reifel Middle School; \$1.2M Memorial Middle School music addition; Axtel Park upgrades

South Dakota DOT - \$55M I-90 & SD 100 Interchange

State Theatre - \$1.5M+ exterior & safety renovations

Tea Area School District - Venture Elementary School; \$6M Frontier Elementary addition

The Banquet - New \$1.6M, 7,000 square foot facility serving western Sioux Falls

Veteran's Cemetery - 12.9 acre cemetery in rural Minnehaha County

Village Cooperative of Sioux Falls - 61-unit cooperative retirement facility

Volunteers of America, Dakotas - 21-unit transitional housing complex for young adults, \$3.5M

Uber - ride sharing service



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*The developments highlighted in this progress report reflect regional growth, not just Development Foundation projects.
Space and deadline constraints do not allow us to list all developments.*