



SIOUX FALLS DEVELOPMENT FOUNDATION

2020 ANNUAL REPORT

Open for Business

2020 BOARD OF DIRECTORS

Chairman:

TODD ERNST
Ernst Capital Group

Vice Chairman:

PAT COSTELLO
Schoeneman's Building Materials Center

Secretary:

KURT LOUDENBACK
Grand Prairie Foods

Treasurer:

HOLLY BRUNICK

Past Chairman:

JAY RASMUSSEN*
Journey Group Companies

RYAN BOSCHEE

Great Western Bank

DR. BRETT BRADFIELD

University of Sioux Falls

KENT CUTLER

Cutler Law Firm

SEAN ERVIN

TSP, Inc.

JEFF FIEGEN

Fiegen Construction

PAM HANNEMAN*

First PREMIER Bank

PAUL HANSON*

Sanford Health

KIRA KIMBALL

Marsh & McLennan Agency

STEVE KOLBECK

Xcel Energy

MICHELLE LAVALLEE

Children's Home Society

TIM MCCARTHY

Sioux Valley Energy

BETTY OLDENKAMP

Lutheran Social Services

BOB THIMJON

Ramkota Companies

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: TODD ERNST

2020 is a year that nearly all of us would love to forget, but the challenges, struggles and losses we have faced will be remembered for generations to come.

At the beginning of the year, concepts like social distancing, wearing masks and quarantine at home were foreign to us and we quickly learned how a virus like COVID-19 could disrupt our livelihood. Our community stepped-up by quickly adapting and banding together as "One Sioux Falls."

Through our strong civic and business leadership, we began the road to economic recovery by mid-year. By and large, Sioux Falls remained open for business as we struggled to find balance between public safety and keeping our economy moving forward. The Development Foundation stepped-up and worked with the City and partner organizations to lead the response to economic recovery; resulting in Spark Sioux Falls, the "Get Out There Safely" and "Sioux Falls Alive" campaigns.

For the first time, we held our Annual Meeting outdoors along the banks of the Big Sioux River where we honored the memory of Steve Metli with the Spirit of Sioux Falls Award. Our workforce efforts moved to hybrid programming for Talent Tours, Talent Rebound events, Talent Draft Day and the WIN in Workforce Summit. Our efforts to keep economic development going forward did not go unnoticed by Amazon. They moved forward with plans to acquire 80 acres for a distribution center in Foundation Park. Site and foundation work are well underway as the company invests in our community.

While we continue to face challenges, we are optimistic. As more of the COVID-19 vaccines arrive in our community and region, we are well positioned for continued growth and prosperity as we embark on 2021.

Todd Ernst
2020 Board Chair

In Memory: TOM KELLEY, Gage Brothers Concrete Products Inc. *+

Tom Kelley would have retired from the Board at the end of 2020 having served two three-year terms. Tom's passing is a loss for our organization and the community. Tom was instrumental in our workforce development efforts, and a hands-on volunteer as part of the Foundation's outreach in our area middle schools; helping expose young minds to STEM opportunities and careers.

OUR MISSION



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

FOUNDATION PROFESSIONALS



BOB MUNDT
President & CEO



DEAN DZIEDZIC
*Vice President of
Economic Development*



DENISE GUZZETTA
*Vice President of Talent &
Workforce Development*



CORY BUCK
*Vice President of Finance
& Administration*



KAREN RUHLAND
*Director of Research,
Membership &
Communications*



MIKE GRAY
*Director of Business
Retention & Expansion*



MEGAN JANSICK
Director of Marketing



SHARMAN SMITH
*Project Coordinator
for Talent & Workforce
Development*



ROCK NELSON
*South Dakota International
Marketing Director*



JESSE FONKERT
*Executive Director - Minnehaha & Lincoln
County Economic Development Associations*

GROUNDBREAKINGS



Fire Station #12
April 24



Railyard Flats
May 5



Sunnycrest Village
September 1

ECONOMIC DEVELOPMENT

FOUNDATION PARK




900+
ACRE PARK


CLASS 1 RAIL
FRONTAGE


I-29 & I-90
ACCESS


CROSSROAD
LOCATION


ZONED I-2

PROCESS BEGINS TO ESTABLISH FOUNDATION PARK NORTH TIF

In September, the Sioux Falls Development Foundation began the process of establishing a Tax Increment Financing (TIF) District for Foundation Park North.

A TIF District helps proactively prepare for growth due to the increased interest being shown in South Dakota and Sioux Falls for economic development projects and shovel-ready land. Several lots are under option which is driving increased demand to bring the 450 acres of Foundation Park North on-line with infrastructure build-out.

The first step to establishing a TIF District is approving the boundaries, which the City Council did in September. Then, the Planning Commission and City Council will review a Project Plan for the TIF.

The Project Plan details how the TIF will be utilized to prepare the property for development and to stimulate the general economic health and prosperity of our state.



SIoux EMPIRE DEVELOPMENT PARKS




2,250
TOTAL ACRES


~150
BUSINESSES


~11,500
EMPLOYEES

PARK INFRASTRUCTURE DEVELOPMENTS


CONSTRUCTION OF
CAREER AVENUE
SEDP VII


RE-ROUTE OF
PRODUCER LANE
SEDP VIII


CONSTRUCTION
UNDERWAY ON
FOUNDATION COURT
FOUNDATION PARK


ROUGH GRADING OF
75 ACRES
FOUNDATION PARK


WATER
INFRASTRUCTURE
DEVELOPMENT
FOUNDATION PARK

LAND SALES & STATS

2020 LAND SALES

Sioux Empire Development Park VIII East

21

ACRES

Transfiguration Greek Orthodox Church

2.3

ACRES

B&F Fasteners

Campus Crossing

39

ACRES

Marion Investment Group

Foundation Park

12

ACRES

Nordica

5

ACRES

New Century Partners

80

ACRES

Amazon

159.3
TOTAL ACRES SOLD IN 2020

ECONOMIC DEVELOPMENT ACTIVITY



6

NEW PROJECTS INITIATED



15

GOED RFI'S SUBMITTED



5

PROSPECTS HOSTED



3

GROUND BREAKINGS HOSTED

2020 CONSTRUCTION NUMBERS



\$919.6 M

TOTAL VALUE OF CONSTRUCTION



7,222

NUMBER OF BUILDING PERMITS



\$607.2M

CAPITAL INVESTMENT

2020 NATIONAL MARKETING EFFORTS

Minnesota Blitz Campaign

ran radio campaign in the Twin Cities on KSTP Radio including digital ads for 3 months

Marketing Campaign

to national Site Selectors on a monthly basis

SFDF Digital Marketing Campaigns & Broker Partners

519K

TOTAL IMPRESSIONS

1.7K

LINK CLICKS

30%

AVERAGE OPEN RATE

~240

SITE SELECTORS

2.5M

TOTAL ORGANIC & PAID IMPRESSIONS

20K

TOTAL ORGANIC & PAID ENGAGEMENTS

2020 LOCAL EFFORTS & RAPID RESPONSE TO ECONOMIC CONDITIONS

Opportunity Sioux Falls website - Assisted displaced workers and businesses looking for employees to connect.

Spark Sioux Falls | Sioux Falls Alive | Safer Sioux Falls - recovery, tourism and health initiatives with partner organizations including the development of an economic indicators dashboard available on the City's website.

Development Connections - program linking community real estate, professional service and contractors with the City's Planning & Development professionals.

ZEAL CENTER FOR ENTREPRENEURSHIP

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, programs and services, peer networking and mentorship.

Zeal strives to make sure each aspiring entrepreneur, regardless of experience, feels supported every step of the way through physical and educational resources, as well as cultivating a strong, safe, and supportive mentor network.

During the unprecedented year 2020, Zeal continued to build upon its foundation for a vibrant, healthy and cohesive entrepreneurial ecosystem; providing a virtual platform of events and programming to keep startups and entrepreneurs connected during the pandemic, leaning on the expertise and resources of our ecosystem partners,

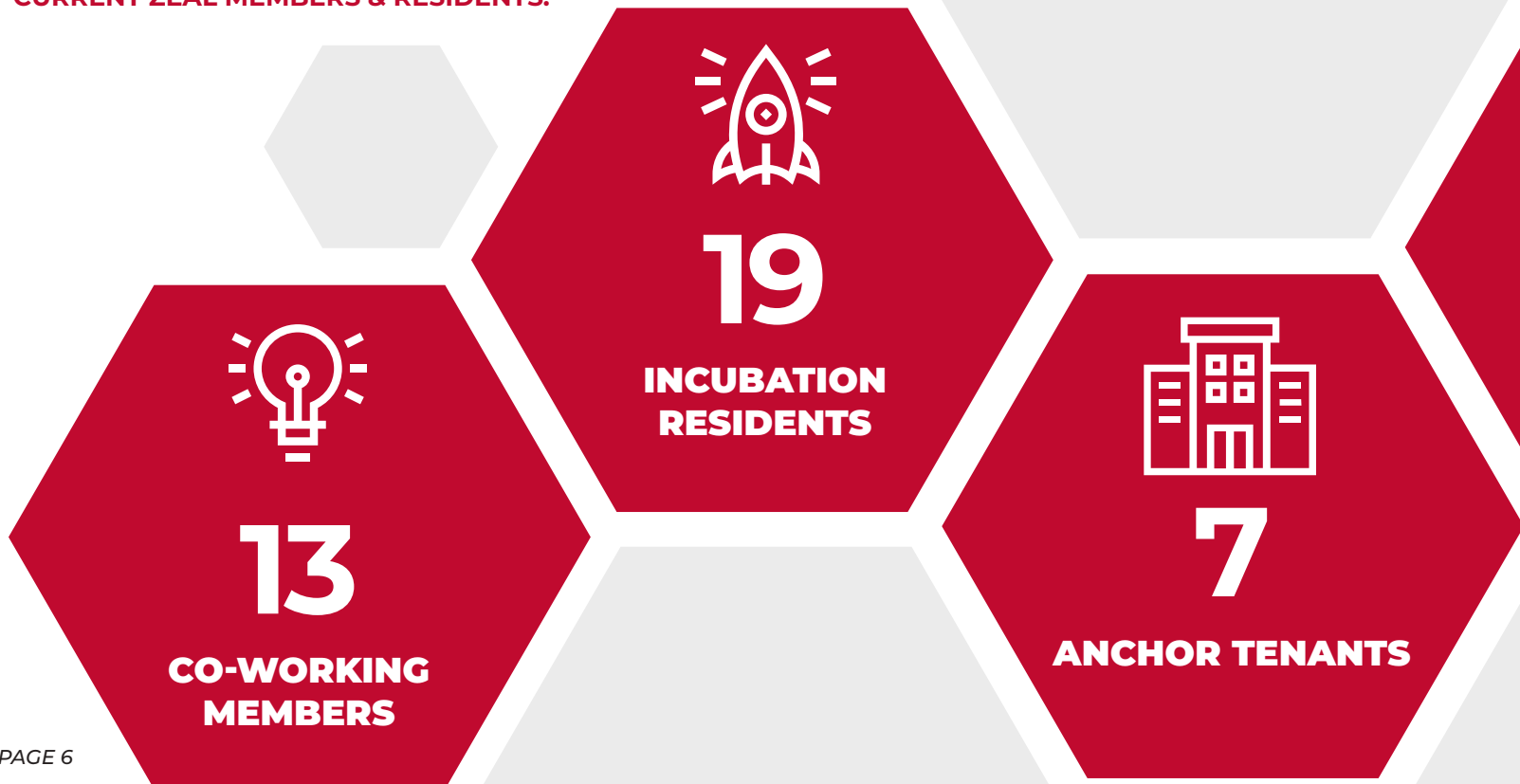
and launching the first ever Co.Starters Accelerator program in South Dakota.

Staff capacity and strategic growth were a key focus during the past year as Zeal's team grew by 150% and implemented EOS Traction to support its strategic plan. Associate Property Manager Matt Bruxvoort, Community Manager Peter Hauck, Administrative Specialist Marilyn Stroh, and Program & Marketing Manager Sara Lum were all hired all in 2020.

Through a year of economic uncertainty, Zeal was able to consistently engage the startup community through virtual events and programming, including several notable programs: Startup Office Hours to connect startups with local entrepreneurs-in-residence, and Non-Profit Pitch Night in which five area non-



CURRENT ZEAL MEMBERS & RESIDENTS:



profits pitched to a virtual audience of over 130. Zeal also partnered with the Greater Sioux Falls Chamber and Downtown Sioux Falls, Inc. organizations to send ten local small businesses through on scholarship to participate in the Co.Starters Rebuild cohort, designed to support businesses affected by the Covid-19 pandemic.

The Zeal organization continues to meet the ever-evolving needs of the entrepreneurial ecosystem. This year, the organization participated in a spatial needs' analysis, conducted community surveys, and reached out to ecosystem centers across the country in an effort to better understand how the global pandemic will shift the entrepreneurial mindset and what resources and amenities will be necessary in the months and years ahead. 2020 rocked the business community and it is an important reminder that we need to be ready for more pivots and changes as the entrepreneurial community - and the global economy for that matter - is not going to stop evolving and changing.

HIGHLIGHTS:

- Zeal Center partnered with NAI Commercial to implement COVID-19 safety protocols, allowing the facility to continue to support startups through socially distanced meeting space, workshops, events, and co-working space.
- Increased communication to over 3,883 social media followers, 4,161 email subscribers, and 7,124 Facebook group members.
- Zeal Center maintained an unprecedented average occupancy rate of 92% amidst the pandemic.
- Launched a new accelerator program through the Co.Starters platform, with 30 applications received and 15 local facilitators officially certified to lead cohorts.
- Hosted and sponsored more than 50 entrepreneurial training, networking, and educational events.



CO.STARTERS

22

**CO.STARTERS
ACCELERATOR
PARTICIPANTS**



**STARTUP
SIOUX FALLS**

→ fueled by ZEAL



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 Greater Sioux Falls Chamber of Commerce.

WORKFORCE INITIATIVES

Talent and Workforce Programming for 2020 connected 4,925 people participating in 68 events created from 11 strategic workforce programming initiatives designed to facilitate the connection and to enhance the experience to 145 different organizations located throughout the Sioux Falls Region.

Talent Development Programming involves long-term strategies designed to develop, motivate, and retain productive people in our community. Programming created addresses different goals and career readiness outcomes for K-12 students, new Americans, first-generation college students, parolees, and disabled Americans, resulting in a high-performance, sustainable labor force equipped to achieve economic growth and expansion long-term.



Your Future STEM for middle school students extended to 10 out of 16 school districts located in a 30-mile area of Sioux Falls.



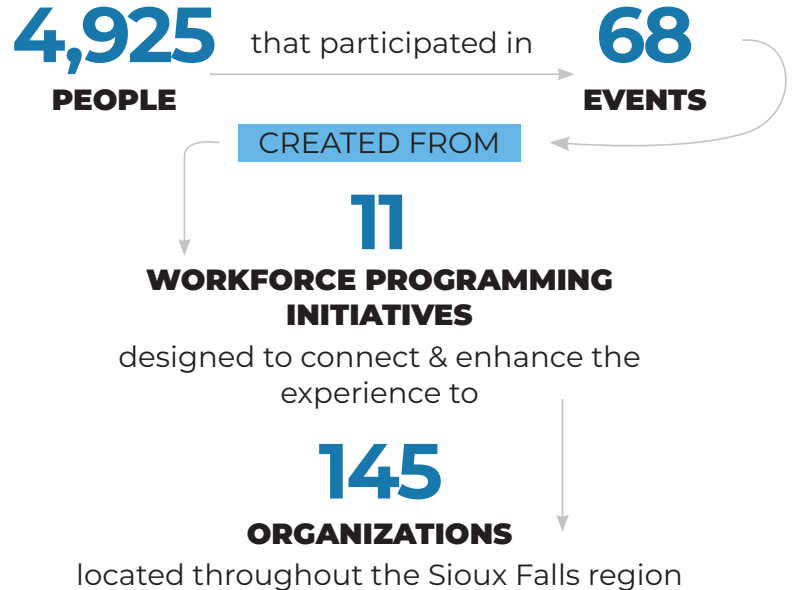
The **Career Connections** program for low-income, first-generation Americans, and higher education students began in August 2020. As of December 2020, all 59 students were retained. The program successfully assisted 89% with early acceptance into college, Build Dakota Scholarships applications, and part-time employment.

Second Chance Job Fair in March 2020 provided training and employment options for parolees within 6-to-12 months of release.

Employability Workshops in March 2020 provided 46 organizations with compliance training involving the Americans with Disabilities Act.



Talent and Workforce Programming for 2020 connected



Talent Attraction Programming involves “connecting” early short-term strategies created to assist organizations in recruiting and retaining people within a 500-mile area of Sioux Falls. Targeted marketing focuses on crucial talent programs including:



Talent Thursdays LIVE on Facebook involved 7,581 viewers in the different career journeys available at Avera, First PREMIER, ISG, Journey Group, Sanford Health, and many more employers over ten weeks.



Talent Tours and **Talent Now** programs delivered during SDACCC’s Big Job Fair in March brought 1,000 students to Sioux Falls for the one-day event. The Development Foundation hosted the first Saturday and Sunday at the Summit League in early March connecting 302 college students from Nebraska and North Dakota to organizations in the financial, health, and manufacturing sectors.

23 individual **Talent Talks Live** were held throughout April, May, and June, focusing on general labor, computer programming, nursing, and other skilled professionals.



Business Partnerships Programs encourage the exchange and sharing of best talent and workforce management practices to “lift-up” all organizations within the Sioux Falls community.



Talent Draft Day Telecast 2020 was held in November.

This annual program increases the brand and awareness of technical education through interactive talent engagement programs.

- Total Attendees: 1,922 students
- Schools and Businesses: 87 colleges, 5 school districts, and 73 businesses
- Geographies: 11 states, including South Dakota, North Dakota, Minnesota, Wisconsin, Illinois, Michigan, Ohio, Missouri, Kansas, Iowa, and Nebraska
- Attendance options: hybrid Telecast offering onsite and online options
- Online options: YouTube, Instagram, Facebook, Handshake, and Zoom
- Interactive training camps included 11 industrial and health care camps for middle school students



Talent Rebound events re-engage persons who have ties to Sioux Falls with career opportunities and pathways available in the region. In partnership with educational institutions such as SDACCC members and professional associations such as HOSA, programming included **Saturday and Sunday at the Summit**.



Recruitment Council membership increased 102% in 2020 to 511 community members engaged in online monthly workforce programs.



The third **WIN in Workforce Summit Telecast** was held in October. This annual program connects organizations to talent and workforce best practices within the Sioux Falls community.

- Total Attendees: 1,090 people
- Attendance options: hybrid Telecast offering onsite and online options
- Online options: Facebook, LinkedIn, YouTube, and Zoom
- Geographies: 9 states, including South Dakota, Minnesota, Iowa, Nebraska, California, Virginia, Maryland, North Carolina, and Illinois.

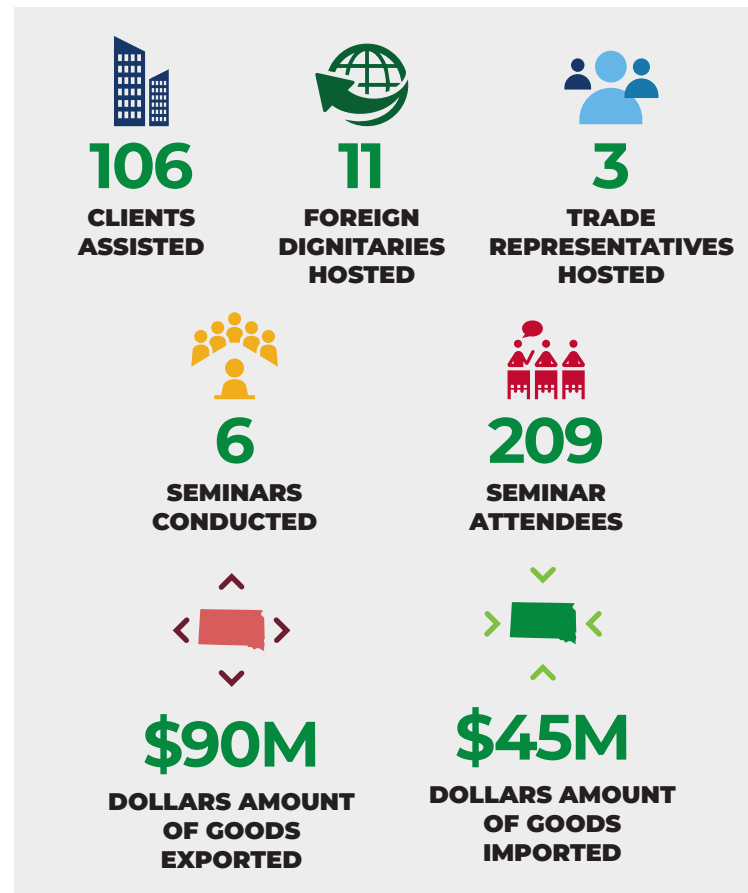
The program consisted of nine individual breakout sessions to support talent attraction, talent retention, and talent development initiatives. In 2020, the Development Foundation engaged 43 community and business leaders focused on the best practices in Health, Bio, Life Sciences, General Business and Manufacturing, and Cyber and Technology.

WIN Engagement Publications delivered 18 digital newsletters to 2,394 subscribers. PAGE 9

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 ITC hosts several educational seminars each year; live streaming the events. As a primary resource center, the ITC 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, Greater Sioux Falls Chamber of Commerce and the Sioux Falls Development Foundation.



SIOUX FALLS IN THE NEWS



A TOP 10 RECESSION-RESISTANT CITY
SmartAsset March 2020



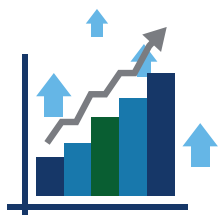
A TOP TEN FOR FINANCIAL INDEPENDENCE
ChooseFI.com January 2020



HIGH ECONOMIC STRENGTH RANKINGS FROM POLICOM
Policom January 2020



A TOP CITY FOR MILLENNIALS BUYING HOMES
SmartAsset January 2020



LINCOLN COUNTY - ONE OF THE FASTEST GROWING COUNTIES IN U.S.
U.S. Census Bureau April 2020



TOP 5 HOTTEST JOB MARKET
#3 ZipRecruiter, January 2020
#5 The Wall Street Journal, February 2020



ONE OF THE NATION'S HARDEST-WORKING CITIES
WalletHub, February 2020



BEST CITY TO START A CAREER
Zippa June 2020



UNIVERSITY OF SOUTH DAKOTA DISCOVERY DISTRICT

The USD Discovery District is a 111-acre innovation-focused community under development in northwest Sioux Falls where entrepreneurs, industry, and universities cooperate to create new jobs, support workforce development, bring new innovations to market, and grow the economy of Sioux Falls and the State of South Dakota. It is a public-private partnership among the University of South Dakota, the City of Sioux Falls, the South Dakota Board of Regents, the Governor's Office of Economic Development, and the local business community through Forward Sioux Falls. When fully developed, it will include dozens of privately developed facilities and provide upwards of 3,000 high-paying jobs.

In 2020, Dr. Mark Brown joined the Discovery District as President and CEO. His vision for the District includes helping develop the region's bioscience workforce, bringing more of the bioscience and pharmaceutical industries to Sioux Falls, and establishing our region as our country's next major pharmaceutical hub. In doing so, the Discovery District will help shore-up the pharmaceutical industry in the U.S., help lower the costs of prescription medications, and put Sioux Falls on a national stage as an integral part of our nation's capacity for the development of lifesaving therapeutics.

While one multi-tenant building project has been paused due to issues related to the ongoing pandemic, the District pivoted to begin development of a new multi-tenant bioscience complex: a two-story facility on the last remaining roundabout lot (between the Science & Technology Building and the GEAR Center). The roster of bioscience tenants for the complex includes five local entities and ten out-of-state bioscience companies that have expressed interest in leasing space. In 2020, LifeScope executed a letter of intent to establish its new hospital, rehabilitation center and campus at the Discovery District. Additionally, leveraging an investment from the City of Sioux Falls, the District completed another stage of its ongoing infrastructure projects to pave the way for the next phase of bioscience facilities.

As progress toward helping to develop our region's bioscience workforce, in 2020 the Discovery District secured both private and federal grants to establish a biomedical workforce development initiative with LifeScope. District leadership has spearheaded the development of new academic programs related to Biotechnology and Biodefense in the USD School of Health Sciences and engaged in the development of bioscience experiential programs for teachers and students in the Sioux Falls, O'Gorman, and Brandon Valley School Districts. District leaders worked with the Sioux Falls Development Foundation in presenting bioscience sessions at the 2020 WIN in Workforce Summit and the 2020 Talent Draft Day.

Perhaps the most exciting development toward promoting collaboration with industry in 2020, the Discovery District initiated an engagement with a local company to design the next generation of pharmaceutical cleanrooms, field hospitals, quarantine facilities, vaccination centers and plant-made pharmaceutical operations based on an innovation developed by the District's leader. The ongoing pandemic underscored the relevance and urgency associated with using this innovation to support growing areas of national need.



DR. MARK BROWN
President/CEO
USD Discovery District

SPIRIT OF SIOUX FALLS

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 2020 Spirit of Sioux Falls \$3,500 Scholarships include:

Tanner Hauck, Arizona State University *Finance & Business Entrepreneurship Major*

Kaelyn Johnson, Augustana University *Communications/Business, Media Studies & Sports Management Major*

Grant Loudenback, University of Nebraska-Lincoln *Finance & Accounting Major*

Jack Ueng, University of Sioux Falls *Business & Mathematics Major*

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 Mickelson and other state officials and staff in April of 1993.



The family of Steve Melti accepting the Spirit of Sioux Falls 2020 award on his behalf.



SPIRIT OF SIOUX FALLS RECIPIENTS

- 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**
- 2019 **Evan Nolte**
- 2020 **Steve Melti**

INDUSTRIAL & WAREHOUSE DEVELOPMENTS:

ABC Rentals Special Events more than doubled in size with the purchase of a former gymnastics facility at 3009 South Philips Avenue. The 23,000 square foot facility was remodeled to provide a larger showroom, design center and warehouse space for additional inventory.

Canton-based **Advanced Ag Products** acquired and renovated an existing 37,650 square foot facility on five acres to manufacture animal feeds and supplements. The expansion will create approximately 15 jobs over the next few years.



Amazon.com Services, Inc. recently purchased 80 acres in Foundation Park, located between Marion Road and I-29, north of I-90. Construction on the five-story, three million square foot fulfillment center is underway. The facility represents a \$200+ million investment and will create 1,000 jobs when operational in 2022.

B&F Fastener Supply purchased 2.3 acres in Sioux Empire Development Park VIII East for a 25,000 square foot facility. The project represents a \$2.3 million investment and 15 new jobs.

Bakker Landing near the Tea Exit off of I-29 has many developments underway. **Ideal Wedding & Events** moved into a new 15,000 square foot facility in January. **Gopher Irrigation's** facility is nearing completion and site and foundation work has taken place on **Glass Doctor's** building.

Boyer Trucks constructed a new 50,000 square foot building at their East Benson Road location, representing a \$7+ million investment in facilities.

Builder's Millwork & Window is expanding with the purchase of the former Campbell Supply building on East 10th Street. Remodeling is underway and will consolidate showroom facilities and the Tea warehouse when operational August 2021.

Construction continues on a new building for **Combined Building Specialties** at 4921 West Frank Boyce Drive in northwest Sioux Falls. The facility represents a \$1.3 million investment.

Minnesota-based **Dakota Supply Group** expanded their Sioux Falls footprint with a new facility at 800 East 60th Street North. DSG moved in earlier this year occupying half of the 120,000 square foot facility; with room to expand.

Grand Prairie Foods underwent a \$4 million, 5,000 square foot warehouse addition and remodel at their 1509 North Industrial Avenue facility near the airport, which wrapped-up earlier this year.

A new facility for **Guarantee Roofing** is located at 600 North Ebenezer Avenue in northwest Sioux Falls. The facility represents an approximately \$3.7 million investment.

Minnesota-based **Hills Stainless Steel** is expanding operations to Sioux Falls. The tank manufacturer will be located in a new 12-bay facility at 4100 North Northview Avenue near Benson Road and Interstate 29. The facility is scheduled to be operational fall 2021 starting with 15 employees.

Howe Inc's fabrication shop addition is located at 712 East 3rd near Falls Park. The expansion represents a \$2.3 million investment.

The International Brotherhood of Electrical Workers Local 426 is constructing a new headquarters facility near Benson Road at 3725 North 4th Avenue in Sioux Empire Development Park III. The 13,000 square foot building will provide training space for growing apprenticeship programs, with state-of-the-art labs and classrooms. The \$2.5 million facility is scheduled to be operational mid-2021.

With site and foundation work having taken place, construction is moving forward on the 30,000 square foot facility on a five-acre parcel. The site is being developed by **New Century Partners** on Diane Circle in Foundation Park.

Located at 5100 West Foundation Court, the first \$8 million, 200,000 square foot dry-goods warehouse facility in Foundation Park and a 100,000 square foot addition were completed earlier this year. **Nordica Warehouses Inc.** executed an option on 12 additional acres of land for Phase 3 of their development, another 200,000 square foot, \$7.4 million expansion under construction.

A \$4 million expansion to **Raven's** engineered films division wrapped up at 811 West Algonquin Street. The expansion comes with 75-100 new positions.

Secure Enterprise Asset Management Inc. moved to an upgraded facility at 3101 North First Avenue. In addition to its current industrial hard drive and media shredding capabilities, the facility houses new document shredding equipment, custom proprietary tracking software, advanced alarm and security systems, and strategically planned process improvements. At 23,000 square feet, the space is nearly twice as big as the former location.

Win Chill, the anchor tenant in Foundation Park, continues expanding on their 54-acre campus. Phase III includes a 130,000 square foot addition representing a multi-million-dollar investment.

OFFICE, COMMERCIAL & MEDICAL DEVELOPMENTS:

All American Gymnastics Academy moved to a new 40,000 square foot building in January. The facility, near 77th and Minnesota Avenue, offers nearly twice the space as their former location. The facility also features **Yakkity Yak Coffee Shack** providing job opportunities for people with intellectual and developmental differences.

Construction wrapped up on the 3,300 square foot expansion of **All City Pet Care Veterinary Emergency Hospital** mid-year. The 24-hour facility is located at 3508 South Minnesota Avenue.

American Bank & Trust recently opened 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 also houses around 20 American Trust Insurance employees and 15 Standard Trust employees.

Iowa-based **American State Bank** broke ground on a new facility that will serve as their main office in Sioux Falls. The 5,000 square foot building is located on Cliff Avenue, north of 85th Street. Half of the ten employees will be new hires.

National retailer, **At Home**, leased the former 95,000 square foot Shopko building at 1601 West 41st Street. The home decor superstore opened earlier this year after a \$3+ million renovation.

The Atrium at Blue Haven, a more than 10,000 square foot facility on ten acres near Wild Water West opened in July. The new venue provides space for 500 guests with outdoor amenities and event areas.



The 60,000 square foot, \$14 million Human Performance Center located on the 82-acre **Avera on Louise Health Campus** at the southeast corner of 69th Street and Louise Avenue opened earlier this year. Avera is also undertaking \$41 million in major renovations on their main campus to expand surgical suites and clinic space over the next few years. Additionally, the 5,000 square foot, \$4.3 million **Helmsley Telehealth Education Center** opened in northeast Sioux Falls in Sioux Empire Development Park IV and a four-story, \$28 million addition to the **Avera Behavioral Health Center** is underway. The 60,000 square foot project will include a psychiatric urgent care center and additional services for youths.

Campus Crossing's newest addition includes a 4,500 square foot BP convenience store – **Express Gas Station** with four additional spaces for a total of 11,000 square feet in the strip mall near 60th Street North and Marion Road. The development on the 1.6-acre site represents a \$2.5 million investment.

Casey's General Store opened a neighborhood store on 2.52 acres near East 26th Street and Highway 11 in June, and another near 57th and Louise Avenue. Each 4,300 square foot store represents a \$1.4 million investment.



The **Dawley Farm Village** development in eastern Sioux Falls along Highway 100 features new retail options with **Jersey Mike's** and **Envy Nails & Spa** in the \$4 million, 25,000 square foot Dawley Apex facility; and **Luciano's Wine Shop**. In addition, **Budget Blinds** will relocate their operations occupying part of a new 8,600 retail center. The area's first hotel – a four-story, \$6 million, 40,000 square foot, 79-room **Glo Hotel** opened in June creating 15 jobs. Construction wrapped-up on a new two-story, 48,000 square foot, \$9 million headquarters facility for **Capital Services**, and the 8,500 square foot **Encore Learning Center** opened. **Dakota Vision Center** purchased the former restaurant space, opening with twice the amount of room as their previous location. Additionally, a \$1.3 million, 9,600 square foot office center is being built and occupied by **Trademark Homes** and **Horace Mann Insurance/Ryan Hofer Agency**; as well as a 5,800 square foot facility for **Burn Boot Camp**.

East Bank Depot, a restored building on 8th Street downtown, is home to **Covert Cellars** and the new offices of **Christopherson, Anderson, Paulson & Fideler LLP**. The law firm relocated, and the taproom opened in June.

Emerald Pines Barn opened in July in northwest Sioux Falls. The 400-seat event center venue includes 4.5 acres of grounds.



Empire Place, the new retail development on the Empire Mall Campus is under construction with standalone buildings. **Chipotle Mexican Grill** recently opened with **Chick-fil-A** coming online early 2021. The first **JP Morgan Chase & Co.** branch at 3,300 square feet with 8 to 10 employees is scheduled to open in spring. **Verizon Wireless** will open early summer and a retail center will house **Crumbl Cookies** and **The Good Feet Store** opening early 2021 and summer 2021 respectively.

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



A new westside location for **Fareway Stores Inc.** is under construction and will anchor the 25-acre **Westown Marketplace** development. The grocer is scheduled to open early 2021. Also under development is a 10,000 square foot **Dollar Tree**.

First PREMIER Bank's new headquarters facility is wrapping up construction. The 77,000 square foot, 5-story office is located at the northeast corner of 14th Street and Minnesota Avenue.

Earlier this year, **Heirloom Creations** broke ground on two 4,000 square foot facilities that will house an event center, warehouse and sewing machine service center. The expansion, located at South Hawthorne Avenue, is scheduled for completion in 2021 and represents a \$1.2 million investment.

The newest additions to **Lake Lorraine**, the 130-acre development near I-29 and the 26th Street Exit include **The Man Salon** and **Hyatt Place**, a \$10 million, 110-room hotel that opened in September. Directly to the west will be an office for **Pillar Dental** which is under construction.

Laurel Ridge Event Barn, northeast of Sioux Falls near the Veterans Cemetery, opened in May. The 11,800 square foot venue accommodates events for up to 450 people.

A Chicago-based medical company opened a telephonic triage center in 4,100 square feet on the second floor of the Foundry Building at 320 South Phillips Avenue. **Medcor Inc.** expects to hire LPNs, RNs and paramedics to staff a 15-person pod in Sioux Falls.

Completed earlier this year, **Midco** remodeled and expanded their data center at 3507 South Duluth Avenue. Nine thousand additional square feet will allow the Tier 3 facility to add colocation data services.

Site and foundation work are underway on **Midwest Periodontics's** new office at 8000 South Cinnamon Ridge. The facility represents a multi-million investment.



Paws Pet Resort doubled in size with a second 11,000 square foot building at their 7121 South Cliff Avenue location. The facility added space for day care and features an indoor pool. The expansion represents a \$2+ million investment.

The Market development on the northeast corner of 57th and Sycamore houses several new buildings including **Plains Commerce Bank's** \$2.3 million branch office with a **Flyboy Donuts** store, and a \$1.5 million **Truks-N-Trykes** daycare facility.

Poet Nutrition remodeled offices at 4506 North Lewis Avenue in Sioux Empire Development Park IV to maximize space for twenty additional employees due to the company's growth.



Development continues on **Railyard Flats**, the first new construction in the downtown rail yard area. The 3-story, mixed-use development has 7,500 square feet of commercial space and 42 residential apartments on 4-acres. The project is scheduled for completion spring 2021.

Construction continues in the **Roundabout Office Park** at 69th Street and Southeastern Avenue with lots for multiple buildings ranging from 3,900 to 5,000 square feet. **Dakota CPA** is one of the first tenants.

Minnesota-based **Runnings** acquired Campbell Supply early 2020 and expanded with a new east-side location in the former Kmart facility on East 10th Street. The 92,000 square foot facility, providing twice the room, opened in September.



Sanford Health plans to invest millions over the next few years with major upgrades to the main campus and neighborhood services. A two-story, 33,000 square foot expansion of the Van Demark building will open spring 2022 adding 23 exam rooms with 20 specialists and additional support staff.

A former dealership at 1500 South Minnesota Avenue will become the headquarter office and training center for **Silverstar Car Wash** allowing consolidation of the corporate support and maintenance teams in one location. The site will also include a new car wash; in addition to one under construction near East 57th Street and Graystone Avenue.

Sioux Falls Food Co+op is undergoing a \$2.4 million expansion into adjacent space. The store is located on Minnesota Avenue and 18th Street.



A new, expanded facility for **Squealer's Smoke Shack** wrapped up construction at 840 Gateway Lane in Tea last spring. The restaurant created up to 60 new jobs.

Construction wrapped up on **Staybridge Suites**, a new 102-room extended-stay hotel at 4210 West 59th Street, near I-29 & Louise Avenue. The 4-story hotel opened in June.

The 28,000 square foot indoor entertainment facility and restaurant at **Thunder Road** extends operations year-round. The new venue includes axe throwing, a theater, bowling, bumper cars, and laser tag.

VandeWalle Architects is renovating the 6,000 square foot facility at 210 South Phillips Avenue into offices for their firm. The new location will double space, providing growth opportunities. The firm plans to move in March 2021.

The former Shopko on East 10th Street was purchased and remodeled earlier this year to house the Mitsubishi dealership, body shop, service and reconditioning center. **The Vern Eide Auto Plaza** is 95,000 square feet and represents a \$13.5 million investment. The site will include **Vern Eide Marine**; a new venture of the dealership.

Site work is underway at the **Willows Edge** development; the 180-acre former Arndt's land along Arrowhead Parkway. The development will provide shovel-ready sites in the growing northeast area of Sioux Falls.

OTHER DEVELOPMENTS:

605 Antiques (Shirley Avenue)
A Crate Deal (Carolyn Avenue)
Ace Hardware expansion (Hartford)
Advance Auto Parts reopening (41st Street)
American Shaman (41st Street / Downtown)
Anytime Fitness (69th & Minnesota)
Arby's (South Louise Avenue)
Arena Fit (26th & Sycamore)
B&B Playspace (Minnesota Avenue)
Best Western Plus Ramkota renovation (Maple Street)
Bigfredo International Market (Minnesota Avenue)
BluMoon Designs (Downtown)

Capriotti's (69th & Louise)
Case School of Music (Tea)
Cinnabon (Empire Mall)
Chef Ellen (69th & Western)
Chef Lance's on Phillips (Downtown)
Clean Ride Auto Spa (85th & Minnesota)



Bone Daddy's Smokehouse (Canton)
Boss' Pizza & Chicken (Empire Mall)
Breadico (69th & Western)



Climberz (Tea)
Cornerstone Financial Solutions (Bitterroot Place)
Country Inn & Suites renovation (Downtown)
D&D Small Engine Repair (Lennox)
DA DA Gastropub (Downtown)
Dakota Stained Glass relocation (Garretson)
Dreamers Outlet reopening (North Kiwanis Avenue)
Dollar \$ Store (East 10th Street)
Dollar Tree (85th & Minnesota; 49th Street)
Dust to Dawn (Colton)

EightyOne Arcade Bar (Downtown)
 Explorers Credit Union (Tea)
 Fine Line Designs (Minnesota Avenue)
 Fisher Sisters Real Estate (Lyncrest Avenue)
 Fit My Feet relocation/expansion (Western Avenue)
 Flyboy Donuts (57th & Sycamore / Roosevelt Marketplace)
 Frontier Climbing & Fitness (East Grant Street)
 Guatelinda Bakery (East 8th Street)
 Hartford Building Center expansion (Hartford)



Huset's Speedway reopening (Brandon)
 Hy-Vee Market Express (Marion Road)
 Ignite Infrared Fitness Studio (69th & Minnesota)
 Jacky's Burrito Express expansion (West 12th Street)
 JJ's Axes & Ales (57th Street)
 JoAnn Fabrics reopening (41st Street)
 Kingbird Coffee Shop (Brandon)
 Layered Elements (Downtown)
 Liberty Hall (49th & Minnesota)
 Little Tykes University (69th & Southeastern)
 MarketBeat office (Downtown)
 Meineke Car Center reopening (41st Street)
 Mi Pueblo Mexican Market (41st Street)



Mr. Donuts (East 10th Street)
 Nrdvana (49th & Western)
 Nyberg's Ace expansion (Sycamore Avenue)
 Pad Thai (41st Street)
 Painted by Prairie (Beakon Centre)
 Pawsabilities (41st Street)
 Pizza Cheeks (Downtown)
 Pizza Ranch reopening (41st Street)
 Poke Picks (41st & Western, Downtown, East 10th Street; 57th & Western)
 Power Plate Meals (West 57th Street)
 Prairie Rehabilitation (East 57th Street)
 Precious Angels addition (Southeastern Avenue)
 Radco Truck Accessories (East 10th Street)
 Rehfeld's Art & Framing relocation (Downtown)
 Salon West (West 22nd Street)

Selfie Wrld Sioux Falls (Empire Mall)



Shenanigans Sports Bar & Grill expansion (West 26th Street)
 Sherwin-Williams (Tea)
 Shopko Optical (East 10th Street)
 Sioux Valley Grille expansion (Canton)
 Smoke Shak (Lennox)
 Spellbound Magic Shop & Parlor Theater (41st & Marion Road)
 Splash Bark (Harrisburg)
 Stacey's Vintage-Art-Boutique expansion (rural Tea)
 Starbucks (West 41st Street / 69th & Louise)
 Starting Block Nutrition (41st & Marion)
 Stensland Family Farms (Roosevelt Marketplace)
 Taco John's new store (26th & Sycamore)
 Tally-Ho Art Gallery expansion (Brandon)
 Tarquin Argentine Restaurant (Cliff & Benson)
 Tattered Runway (Dell Rapids)
 The Alpha Barbershop (41st & Western)
 The Attic (West 12th Street)
 The Breaks Coffee Roasting Co. (Downtown)
 The CBD Centers (Bridges at 57th)
 The First National Bank in Sioux Falls exterior renovations (Downtown)



The Hello Hi tiki bar (Downtown)
 The Keg (Arrowhead Parkway)
 The Original Pancake House reopening (41st Street)
 The Social (East 12th Street)
 The Thrift Shop (Minnesota Avenue)
 Top Fitness (85th & Western)
 Truks-N-Trykes Early Learning Care (North 4th Avenue)
 Tuesday Morning reopening (41st Street)
 Twisted Sisters Sweetz (Downtown)
 Uber Eats
 Wake by Tyler Blake (Tea)
 Watecha Bowl (West Madison Street)
 Your CBD Store (41st Street / East 26th Street)
 Yummy House (Sycamore Avenue)

QUALITY OF LIFE DEVELOPMENTS:

Allegiant Air – seasonal service with flights to Nashville, San Diego & Charlotte

Bethany Lutheran Home for the Aged - \$2M+ expansion

Brandon Valley School District – \$15M Sparta Elementary

City of Harrisburg - \$19.8M Water Reclamation Treatment Facility



City of Sioux Falls - \$159M Water Reclamation Plant expansion & rehab; Water Purification Plant additions; Kirby Dog Park at Fort Sod; Washington Pavilion improvements; City Center build-out; Fire Station #12; Landfill Equipment Facility; Convention Center upgrades

Community Triage Center – City/County/Avera/Sanford cooperative mental health & addiction treatment center

Harrisburg Public Schools – \$22M, 98,500 square foot high school expansion; \$17M, new 96,000 square foot elementary school

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



SculptureWalk 2020 - 62 outdoor sculptures downtown



Sioux Falls School District – \$84M, 326,000 square foot Thomas Jefferson & New Tech High School; Benjamin Reifel Middle School; Robert Frost, Horace Mann, Laura Wilder, Cleveland, Oscar Howe, Anne Sullivan & Axtell Park school upgrades

South Dakota Military Heritage Alliance – Innovative veteran center

South Dakota DOC – Convert underutilized space into a workforce development classroom

South Dakota DOT – \$55.6M I-90 & SD 100 Interchange

Southeast Technical Institute – Veterinary Tech addition & various building renovations totaling \$2.25M



State Theatre - \$5M remodel

Sunnycrest Village – \$6M, 60-unit apartment complex with services for Independent Seniors

Tea Area School District – \$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

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



SIOUX FALLS
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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.*