

2021 Community Profile

Sioux Falls, South Dakota



Table of Contents . . .

Demographics	2
Business Advantages	6
Transportation	7
Business Climate	10
State / Metro Incentives	11
Business Resources	13
Business & Industrial Parks	15
Utilities	19
Retail Stats & Info	23
Economic Indicators	24
Cost of Living Data	25
Education	26
Government	30
Climate & Quality of Life Info	31

Sioux Falls Metro

Outstanding Educational Opportunities

World Class Healthcare

Midwest Work Ethic . . . in the heart of America

Cultural Opportunities . . .
that stretch the human experience



Pro-business Environment . . .
that improves your bottom line

Engaged Leaders . . .
academic, corporate & political

Crossroads of America . . .
intersection of I-90 & I-29

High Value Location . . . affordable with room to grow

enjoy the benefits . . . join our corporate community

Low Crime Rate

Amenities . . . that exceed our size



Sioux Falls
SOUTH DAKOTA
Better business. Better life.

The most successful businesses of the future will be those searching out innovative, creative business solutions today . . . **explore the Sioux Falls metro . . . join our corporate community** . . . where Better Business, Better Life isn't just our motto . . . it's reality!

Population

	<u>Sioux Falls</u>	<u>Metro</u>
1900	10,266	23,926
1920	25,202	42,490
1940	40,832	57,697
1960	65,466	86,575
1980	81,343	109,435
2000	123,975	172,412
2020	192,500	275,000
2021	195,850	276,500

Persons/Households/Families

	<u>Metro</u>
Total Households	107,499
Persons per Household	2.43
Total Families	69,412
Persons per Family	3.02

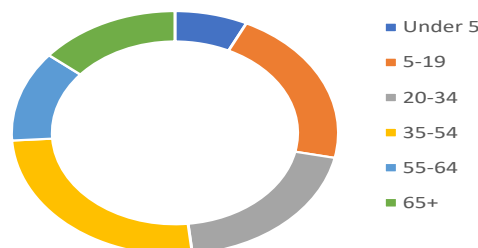
Source: 2019 American Community Survey

Race Distribution

	<u>Metro</u>
One Race	96.7%
White	88.6%
Black	4.9%
Native American	1.1%
Asian	1.7%
Other	0.5%
2 or More Races	3.3%
Hispanic/Latino Origin (of any race)	4.4%

Source: 2019 American Community Survey

Age Distribution



Source: 2019 American Community Survey

Sex Distribution

	<u>Female</u>	<u>Male</u>
Sioux Falls Metro	49.1%	50.9%

Source: 2019 American Community Survey

Demographics . . .



The Sioux Falls Metro Area consists of Minnehaha, Lincoln, Turner and McCook Counties in South Dakota.

at a glance . . . Sioux Falls Metro

4.4% Hispanic / Latino Origin

73.7% Labor Participation Rate

Percent of metro residents 16 and older that are employed

36.0 Years
Median age of residents

\$34,878 Per Capita Income

65,566 Median Household Income

81,629 Median Family Income

92.6% High School Diploma/GED

47.3% Associate's Degree or Higher

34.6% Bachelor's Degree or Higher

Educational Attainment of Metro residents 25 and older

65.3% of Metro Housing Units are Owner-occupied

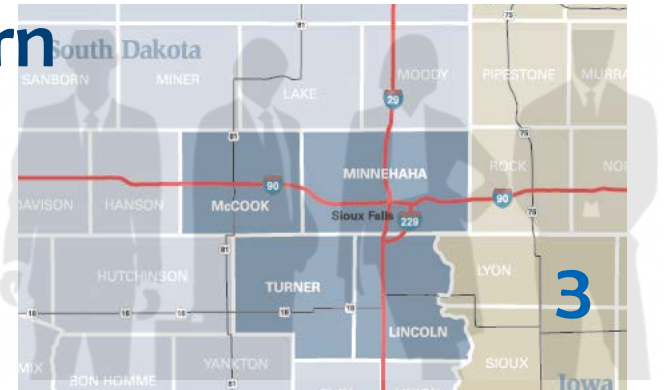
107,499 Households are located within the Metro Area

62.6% South Dakota Born

50 - 50

Percentage of population male vs. female

Source: 2019 American Community Survey



Availability of Labor

Estimated Available Labor Supply . . . 16,540

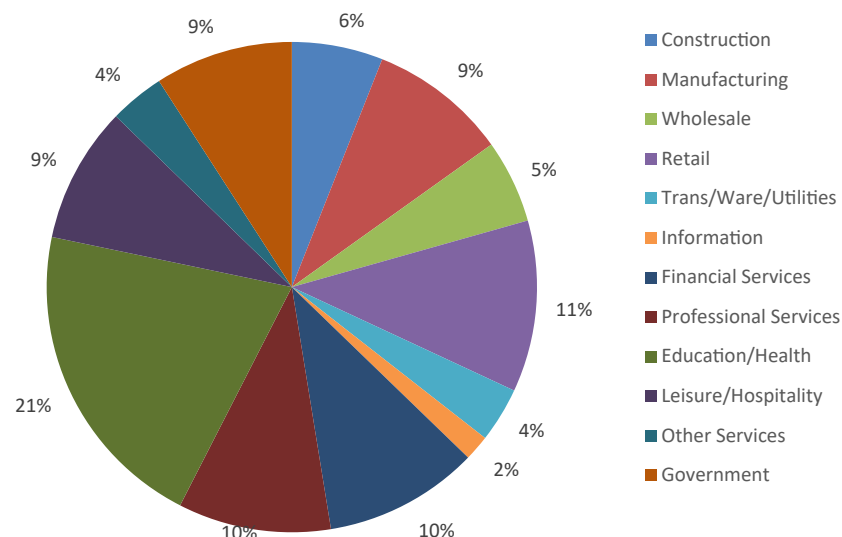
Average Annual Number of New MSA Residents . . . 4,000

Annual College/Tech School Graduates *Statewide* . . . 10,000

MSA High School Graduates 2020 . . . 2,550

Labor Force Growth last 10 years . . . 17%

Non-Ag Wage & Salary Employment - 2020



Civilian Labor Force, Employment & Unemployment - Metro

Year	Labor Force	Employment	Unemployment	% Unemployed
1990	85,970	83,670	2,300	2.7%
2000	111,250	109,125	2,125	1.9%
2010	133,560	127,210	6,350	4.8%
2020	156,310	148,689	7,621	4.8%

Major Employers (1,000+ employees)

11,239	Sanford Health	1,464	Walmart / Sam's Club
7,888	Avera Health	1,427	Citi
3,700	Smithfield Foods	1,266	First PREMIER Bank / PREMIER Bankcard
3,688	Sioux Falls School District	1,260	City of Sioux Falls
3,050	Hy-Vee Food Stores	1,224	Dept of Veterans Affairs Medical & Regional Office
2,364	Wells Fargo	1,081	LifeScope

**South Dakota
is a
Right-to-Work
State**

Resources

South Dakota Labor Market Information Center

605.626.2314 or 800.592.1881
dlr.sd.gov/lmic

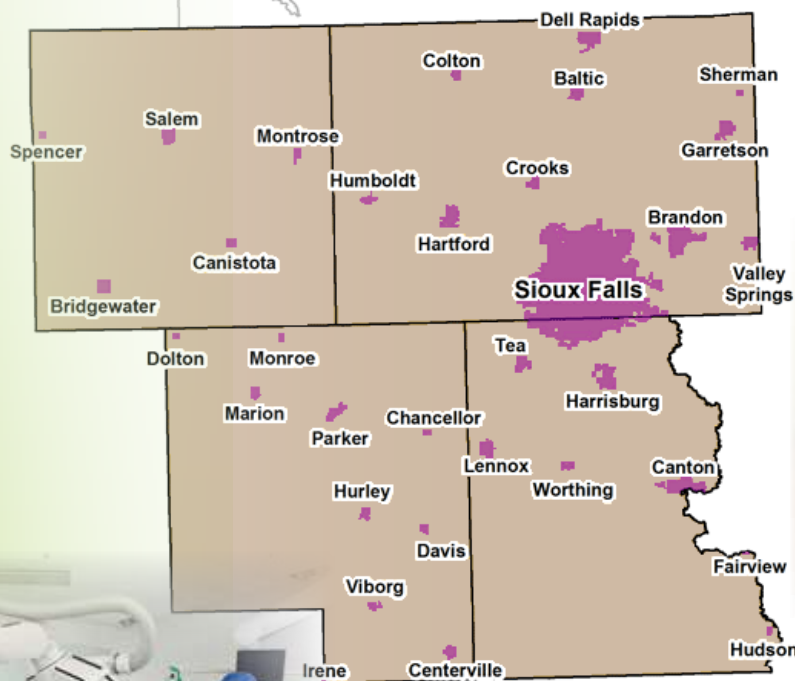
SD Development Foundation Workforce Development Office

605.339.0103

Metro Communities . . .

4-County Metro Area . . .

. . . 3-State, 12-County Labor Draw



Metro Income Information

2019 Per Capita Income	\$34,878
2019 Median Household Income	\$65,566
2019 Median Family Income	\$81,629
Source: 2019 American Community Survey	

Non-farm wage and salary employment has increased by 16% in the Metro area over the last decade.

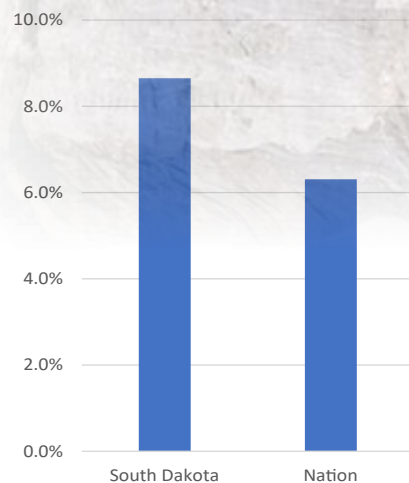
South Dakota . . . One of America's top states for business

- . . . **No** corporate income tax
- . . . **No** personal income tax
- . . . **No** personal property tax
- . . . **No** inheritance tax
- . . . **No** inventory tax
- . . . A Right-to-Work State
- . . . One of the lowest union membership rates



South Dakota has a very attractive business climate

**. . . come share it with us
and enjoy the advantages!**



South Dakota's population growth has outpaced the nation's . . . 8.65% to 6.31% since 2010.

Advantages . . .

Top States contributing to South Dakota's Population Growth (2019)

Minnesota	19.7%
Nebraska	17.0%
Iowa	12.1%
North Dakota	3.9%
California	3.6%
Illinois	3.2%
Texas	3.1%

Interstate Traffic Counts - 2020

	Vehicles per Day
Interstate-29	
Exit 73 (Tea Exit) - I-229	37,790
I-229 Exit - 41st Street Exit	52,290
26th Street Exit - 12th Street Exit	60,300
12th Street Exit - Madison Street Exit	57,610
Madison Street Exit - Russell Street Exit	50,170
Interstate-90	
I-229 Exit - Cliff Avenue Exit	25,940
Cliff Avenue Exit - I-29 Exit	26,760
Interstate-229	
Louise Avenue Exit - Western Avenue Exit	37,480
Western Avenue Exit - Minnesota Avenue Exit	41,998
Minnesota Avenue Exit - Cliff Avenue Exit	42,460
Cliff Avenue Exit - 26th Street Exit	40,350
26th Street Exit - 10th Street Exit	34,190
10th Street Exit - Rice Street Exit	29,610
Rice Street Exit - Benson Road	29,410

Source: South Dakota Department of Transportation

Highways

Sioux Falls is one of America's crossroads cities, located at the junction of two Interstate highways, I-90 and I-29. I-90, joining Boston and Seattle, is one of the five coast-to-coast east-west freeways. I-29 runs north-south and joins Kansas City with Winnipeg. I-229 joins I-29 with I-90 south and east of the city creating an interstate loop to enhance traffic flow. South Dakota 100, a limited access principal arterial roadway mirroring I-229 is currently under construction. It will connect I-90 at Exit 402 east of the city to I-29 at the Tea Exit.

19.4 minutes . . . Average Metro Commute Time

70+ . . . Truck Lines Serving the Region

Sioux Falls is one of America's crossroads cities, located at the junction of two Interstate highways . . . I-90 and I-29.

Transportation crossroads . . . 7

Express Delivery Services is readily available in the metro area. UPS and FedEx have air cargo facilities located at the Sioux Falls Regional Airport and operate jet freighters on a daily basis.



Commercial Airline Flights

- 7 flights to/from Chicago
- 7 flights to/from Minneapolis
- 5 flights to/from Denver
- 3 flights to/from Dallas/Ft. Worth
- 1 flight to/from Atlanta
- 1 flight to/from Phoenix - Sky Harbor
- 5 Weekly flights to/from Las Vegas
- 5 Weekly flights to/from Phoenix/Mesa
- 2 Weekly flights to/from St. Petersburg/Clearwater
- 2 Weekly flights to/from Orlando
- 2 Weekly flights to/from Nashville (Seasonal-Summer)
- 2 Weekly flights to/from San Diego (Seasonal-Summer)
- 2 Weekly flights to/from Fort Myers (Winter)
- 2 Weekly flights to/from Los Angeles (Seasonal-Summer)

Source: Sioux Falls Regional Airport Authority

Additional Metro Area Airports:

Lincoln County Airport is conveniently located just south of Sioux Falls, adjacent to I-29. The 3,650-foot runway leads to a modern full service FBO providing major aircraft repairs and aircraft fueling. On the airport grounds, repair station and installation services for all manner of aircraft models is available.

Canton Municipal Airport is located less than 20 minutes southeast of Sioux Falls along US Highway 18. The airport features a 3,600-foot hard surface runway, private hangars, and 24-hour fuel service.

Sioux Falls Regional Airport - Joe Foss Field

- ... Located approximately two miles northwest of downtown
- ... Largest airport in South Dakota
- ... 60,500 flight operations in 2019
- ... Over 1,165,000 passengers in 2019
- ... Served by Delta, United, American, Allegiant & Frontier Airlines
- ... Charter First provide charter service out of Maverick Air Center
- ... FBO services provided by Signature Flight Support
- ... UPS and FedEx both have air facilities at the airport; operating jet freighters on a daily basis
- ... 62 million pounds of freight/mail pass through the Sioux Falls Regional



Resources

SD Department of Transportation

605.773.3265
www.sddot.com

Sioux Falls Engineering Department

605.367.8601
www.siouxfalls.org/publicworks

Sioux Falls Regional Airport

605.336.0762
www.sfairport.com

Lincoln County Airport

605.368.2841

Canton Municipal Airport

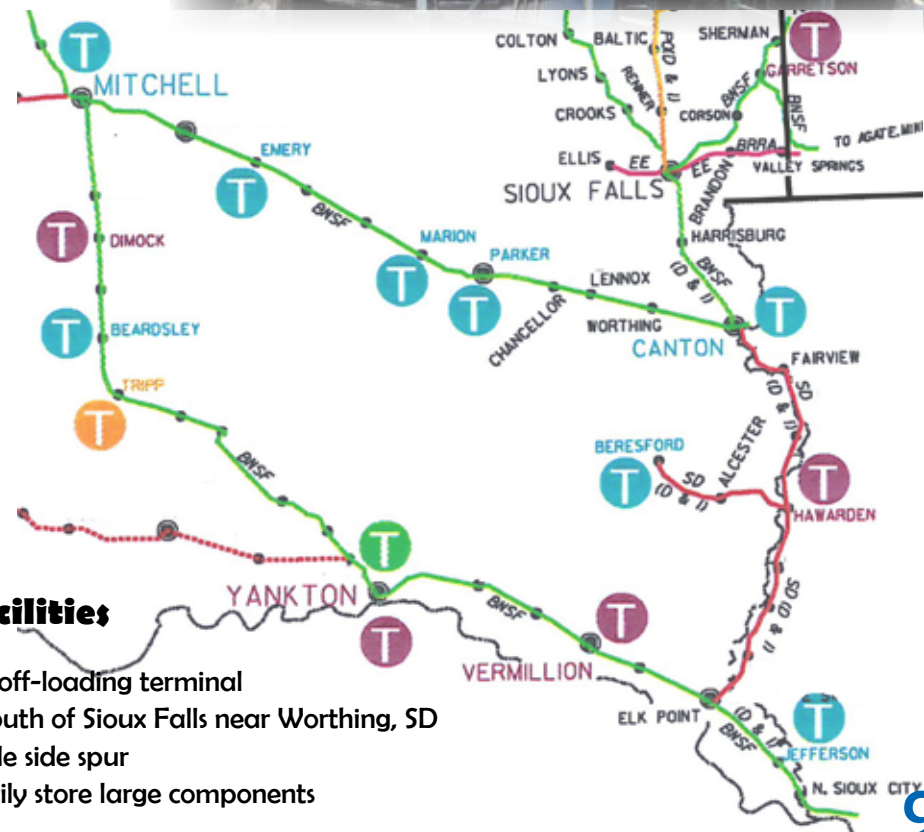
605.987.9010

Railroads

BNSF www.bnsf.com
E&E concretematerialscompany.com
D&I www.lgeverist.com
Rail to Road www.railtoroad.com

 - EXISTING 10 CAR FACILITIES	 - STATE OF SOUTH DAKOTA 496.5 Miles
 - EXISTING 25 OR 27 UNIT TRAIN FACILITIES	 - CANADIAN PACIFIC/DAKOTA, MINNESOTA & EASTERN 574.1 Miles
 - EXISTING 54 UNIT TRAIN FACILITIES	 - BURLINGTON NORTHERN/SANTA FE 886.3 Miles
 - EXISTING 75 UNIT TRAIN FACILITIES	 - CP/SOO LINE 6 Miles
 - EXISTING 110 CAR SHUTTLE FACILITIES	 - D&I RAILROAD 16.8 Miles
 - PROPOSED 110 CAR SHUTTLE FACILITIES	 - SISSETON/MILBANK RAILROAD 37.1 Miles
	 - ELLIS & EASTERN 14.5 Miles
	 - SUNFLOUR RAILROAD 27.5 MILES

Rail Service to and from the area is provided by BNSF. A number of industrial parks throughout the region are served by BNSF; accommodating all types of materials. Foundation Park has multiple sites available with rail access. Two short line railroads serve the region as well - Ellis & Eastern and the D&I, both with transload facilities in the area. Direct connections with dock spurs and freight forwarding service are available from the railroads.



Transmodal Facilities

- ... 175-acre large-site off-loading terminal
- ... Located 10 miles south of Sioux Falls near Worthing, SD
- ... Includes a half-circle side spur
- ... Space to temporarily store large components
- ... 120-foot scale

Reemployment Assistance Tax

	New Employer	Construction
Year 1	1.75%	6.55%
Year 2-3	1.55%	3.55%

Average experienced rating 2020:	1.09%
Wage Base	\$15,000

Employers of 4+ years are assigned an experienced rating based on the employer's benefit and contribution experience in relation to their total taxable payroll for a certain period and the remaining balance in the State fund.

Real Property Tax

Local real property taxes vary from 1 to 4 percent of the actual value of the structure, with most rates falling under 3 percent. The taxable value of a property is currently considered 85% of the market value. Property taxes are then calculated based on the taxable value of the property.

2020 Levy for the City of Sioux Falls (Commercial & Non-owner Occupied Properties)	
Water	0.023
City	4.288
School (Commercial Rate)	12.343
County (Minnehaha)	3.322
Total:	\$19.976 / \$1,000 taxable valuation

Taxable percentages are for the City of Sioux Falls within Minnehaha County. Minnehaha County has taxable percentages of .85 for ag and .937 for non-ag. Lincoln County has taxable percentages of .85 for ag and .942 for non-ag.

Property taxes vary depending on the school district and county.

Motor Vehicle Excise Tax 4% on the purchase price of motor vehicles, recreational vehicles and motor homes.

Worker's Compensation South Dakota has traditionally been known as having one of the lowest workers compensation rates in the country. For detailed information contact the SD Department of Revenue & Regulation.

Sales & Use Tax

State	4.5%
Sioux Falls	2.0%
Sioux Falls Entertainment Tax	1.0%

SD Ranked 2nd Best ... in the
Tax Foundation's 2021 State Business Tax Climate Index



Equipment and inventory are classified as personal property and are not subject to property tax.

Resources

SD Revenue & Regulation

605.773.3563
dlr.sd.gov

City of Sioux Falls Finance Department

605.367.8860
www.siouxfalls.org/finance

Revolving Economic Development & Initiative Fund

The REDI Fund is a low interest revolving loan fund for economic development providing financing assistance for qualifying startup firms, existing businesses, and businesses moving into South Dakota based on the creation of primary jobs.

The REDI Fund can provide financing for the purchase of land and the associated site improvements, construction, acquisition, and renovation of buildings; equipment; fees, services and other costs associated with construction.

The REDI Fund can provide up to 45 percent of the project cost and requires the applicant to secure the matching total funds before applying to the South Dakota Board of Economic Development, including a ten percent minimum equity contribution. The rate is fixed for the entire term of the loan, currently at two percent, unless otherwise determined by the Board of Economic Development. The loans are amortized over the useful life of the assets financed; up to twenty years for real estate and ten years for equipment, with a balloon after five years.



50-State Comparison . . . check it out:

sdgoed.com/tools-resources/50-state-comparison/

Sales Tax Refund

South Dakota charges sales tax on capital equipment purchases. Many of the communities offer a refund of their city's portion (generally 2%) of capital equipment/eligible furnishings. The City of Sioux Falls program allows eligible expenses to be incurred within 36 months of the project start date.

City of Sioux Falls - Sales Tax Refund Parameters:

- New construction project - must add at least \$5 million to property tax base, or
- Non-realty capital assets investment of not less than \$10 million, or
- a combination of new construction & non-realty capital assets exceeding \$10 million

Property Tax Abatement

A City of Sioux Falls ordinance allows owner-occupied new industrial, distribution or research structures, or additions to these types of existing structures, to be taxed at a lower rate. This abatement ordinance results in a savings of property tax normally paid during the first five years following construction.

The following chart illustrates the percentage of taxable value used through the first five years.

Years following construction	% of taxable value used
1st	-----
2nd	20%
3rd	40%
4th	60%
5th	80%
6th+	100%

A number of Minnehaha and Lincoln County communities have enacted property tax abatement ordinances. For information, contact the Lincoln or Minnehaha County Economic Development Associations at 605.339.0103.

South Dakota Reinvestment Payment Program

This program is available to assist companies in offsetting the up-front costs associated with relocating or expanding operations and/or upgrading equipment in South Dakota. The program allows for project owners to receive a reinvestment payment, not to exceed the South Dakota sales and use tax paid on project costs, for new or expanded facilities with project costs in excess of \$20,000,000, or for equipment upgrades with project costs in excess of \$2,000,000.



South Dakota Jobs Program

This program is available to assist companies in offsetting the up-front costs associated with relocating or expanding operations and/or upgrading equipment in South Dakota. The program allows for project owners to receive a South Dakota Jobs Grant for new or expanded facilities with project costs less than \$20,000,000, or for equipment upgrades with project costs less than \$2,000,000.

Port of Entry / U.S. Customs

Sioux Falls is South Dakota's US Customs & Border Protection's Port of Entry. It has the unique distinction of being the only air cargo port in South Dakota. The Port's U.S. Customs Office allows freight and passengers to clear U.S. Customs in Sioux Falls. Persons interested in accessing Port Services are encouraged to contact the Sioux Falls International Marketing Director.

Foreign Trade Zone

The Federal Government approved a Foreign Trade Zone in Sioux Falls. FTZ #220's current activated General Purpose Warehouse site is Nordica Warehouses, Inc., located at 801 South 6th Avenue. The site consists of a 125,000 square foot public dry goods heated warehouse, freezer building and cooler building. For more information, contact Nordica Warehouses at 605.336.9152. Rosenbauer-America, Inc. is FTZ #220's only Manufacturing Foreign Trade Zone site and it is located in Lyons, South Dakota. This site consists of approximately 10 acres.

Resources

Governor's Office of Economic Development

800.872.6190 or 605.773.4633
sdgoed.com

Port of Entry / Customs

605.338.3424 or 605.941.6696

City of Sioux Falls Finance Department

605.367.8860
www.siouxfalls.org/finance

Resources

Governor's Office Of Economic Development

800.872.6190 or 605.773.4633
sdgoed.com



Sioux Falls Development Foundation

As a non-profit development corporation, SFDF provides a variety of professional services including industry and business specific location assistance for new and expanding firms, and information on available industrial park land, buildings and sites. SFDF works in partnership with the Governor's Office of Economic Development, local municipalities, county officials, the Minnehaha County Economic Development Association, the Lincoln County Economic Development Association, Zeal Center for Entrepreneurship, USD Discovery District, as well as real estate brokers and financial institution representatives to assist you.

The Foundation owns and operates the Sioux Empire Development Parks and Foundation Park. Established in 1970 and 2015 respectively, the park developments total nearly 2,200 acres, and are zoned I-1 or I-2. In addition, SFDF owned and initiated the Campus Crossing commercial development located near the junction of I-90 and Marion Road.

Development Foundation services include:

- ... Information on Industrial Park Land, Available Sites & Buildings
- ... Connections to Local Municipal & Business Service Providers
- ... Business Retention & Expansion Services
- ... Workforce Development Services
- ... Demographics, Utility & Labor Information
- ... Area Business Listings/Directories
- ... Business & Tax Climate Data
- ... Quality of Life Information

200 North Phillips Avenue, Suite 101, Sioux Falls, SD 57104
605.339.0103 or 800.658.3373

Governor's Office of Economic Development

The Governor's Office of Economic Development's main objective is to expand primary job opportunities and enhance the quality of life for all South Dakotans. GOED works to retain and expand existing businesses, foster new businesses, facilitate business succession and recruit out-of-state businesses. The office works closely with community economic development corporations to help prepare communities for development and to expand and diversify the state's industry and economy. Additionally, GOED administers a variety of financing opportunities available to new and expanding businesses.



Sioux Metro Growth Alliance

The Sioux Metro Growth Alliance represent a two-county economic development cooperative between 13 incorporated communities surrounding Sioux Falls, two county governments and multiple private investors. The organization provides staff and resources to add leadership and expertise to local economic development efforts. Working with local governments, community leaders and volunteer economic development boards, the organization assists communities with business attraction, business expansion, land development, workforce development and community development issues. SMGA provides companies with a focused, single point of contact to explore expansion or relocation opportunities within the region.

Startup Sioux Falls

Startup Sioux Falls programs and resources help early-stage founders, including high-growth startups and small business owners. The organization welcomes all area entrepreneurs.

In addition to physical coworking and meeting space, SUSF offers:

- CO.STARTERS, a business accelerator

- Online community with 7,300 area entrepreneurs

- Networking and educational events such as Startup Socials, Startup Pitch Nights, Morning Marketing Parties, and Entrepreneurship Day

- Mentorship Network that matches mentees and mentors

- Resources and support

Join the online community to connect with founders, opportunities, and resources. All startup founders and small business owners are welcome to apply for the quarterly CO.STARTERS Accelerator Program, become a mentor or mentee through the Mentorship Network, and attend a host of educational and networking events.



SIOUX METRO
GROWTH ALLIANCE

Resources

Sioux Metro Growth Alliance

800.658.3373 or 605.339.0103

www.siouxfallsdevelopment.com

Startup Sioux Falls

605.275.8000

www.facebook.com/zealsiouxfalls/

www.startupsiouxfalls.com

Additional Resources

Enterprise Institute

605.697.5015

www.sdei.org

South Eastern Council of Governments

605.367.5390

www.secog.org

www.dakotabusinessfinance.com



FOUNDATION PARK

Home to . . .

Amazon, Lineage Logistics, Nordica & more



Sioux Falls Development Foundation

200 North Phillips Avenue, #101
Sioux Falls, SD, 57104
605.339.0103 or 800.658.3373
deand@siouxfalls.com
www.siouxfallsdevelopment.com

South Dakota's 1st Mega-site
I-29 & I-90 Access
Crossroads Location

900+ Acre Park
430+ Acres Available Now

Class 1 Rail Frontage
Northern Gateway to Sioux Falls
Zoned I-2

~~ est. 2015 ~~

15



And . . .



**An 111-acre Research Park
in Northwest Sioux Falls**

**A resource to help grow companies in South Dakota & connect
universities with innovation-driven businesses**

A master-planned, high density innovation district

The USD Discovery District is an innovation community bringing together research, education and business to capitalize on the region's significant and growing medical and biotech capacity. The 111-acre District is being developed in partnership with the South Dakota Board of Regents, the University of South Dakota, the State of South Dakota, Forward Sioux Falls and the City of Sioux Falls.



USD Discovery District

4800 North Career Avenue, # 100

Sioux Falls, SD, 57107

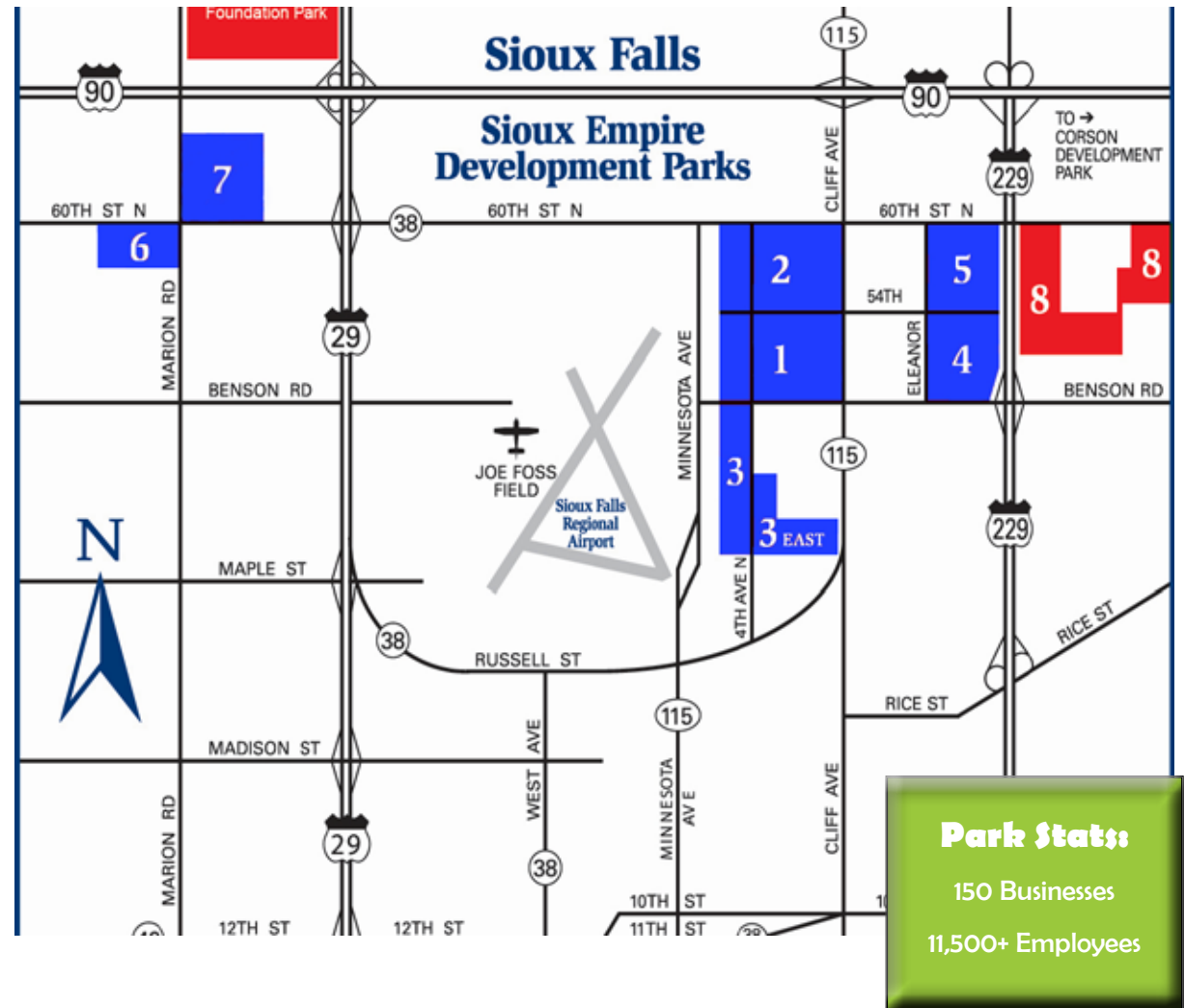
info@usddiscovery.com

www.usddiscovery.com

Location, Location, Location . . .

Sioux Empire Development Parks

... provide just the address you've been looking for!



Sioux Empire Development Park Benefits

- ... Over 1,300 Acres
- ... Zoned I-1 for Light Industrial
- ... Protective Covenants
- ... Near the intersection of I-29 and I-90
- ... Within minutes of the Sioux Falls Regional Airport
- ... Paved Roads with Curb & Gutter
- ... Located within Sioux Falls City Limits with the benefit of Municipal Services
- ... South Dakota Certified Ready Site - SEDP VIII



Major Tenants:

ADP
Amazon
Avera Health
Daktronics, Inc.
Electronic Systems, Inc.
FedEx
Forum Communications
Glanbia Nutritionals
Goodin Company
Graco, Inc.
Grand Prairie Foods
Nordica Warehouses Inc.
Pepsi
Poet LLC
Sanford Foundation
Sanford Health
Sanford Research
Schwan Sales
StarMark Cabinetry
Sullivan Inc.
Titan Machinery
United States Postal Service
Walmart
Win Chill LLC/Lineage Logistics
Worthington Ag Parts
Wells Fargo
YRC Inc.



Xcel Energy Company

Xcel Energy provides electricity to over 90 percent of the electrical customers in Sioux Falls, (approximately 87,500 residential and commercial), as well as customers in 35 rural communities for a total of approximately 92,000 customers in South Dakota. A majority of those customers reside in Minnehaha and Lincoln counties.

Xcel owns and operates three combustion turbine-generating units at the Angus C. Anson plant site, located between Sioux Falls and Brandon. The plant utilizes natural gas and is capable of providing 400 MW of power, generally used for peaking purposes on hot summer days. Xcel Energy offers a range of rate options, including interruptible rates that can provide industrial customers with significant savings. For more information visit www.xcelenergy.com or call 1-800-481-4700.

Sioux Valley Energy

Sioux Valley Energy provides electricity to more than 27,000 residential, retail, commercial, and industrial members in South Dakota and Minnesota, including the Minnehaha communities of Brandon, Hartford, Colton, Corson, Humboldt, Crooks, Lyons, Valley Springs, and portions of Sioux Falls. Sioux Valley Energy is part of a strong cooperative network with a robust, reliable, and redundant transmission and generation system. The Cooperative has a diverse energy portfolio from its wholesale power supplier including coal, gas, oil, distributed, and renewable energy, including wind power. Nearly 40 percent of Sioux Valley Energy's electricity comes from renewable sources. This energy mix provides Sioux Valley's members with reliable, sustainable, and affordable electricity. The Cooperative serves electricity to a wide variety of industries including manufacturing, ethanol production, and data processing.

Sioux Valley Energy owns and maintains more than 6,000 miles of distribution line in a seven-county region of Brookings, Lake, Moody, Minnehaha, and a portion of Kingsbury counties in South Dakota and Rock and Pipestone counties in Minnesota. In addition to serving electricity, Sioux Valley offers electrical wiring and repair, beneficial electrification programs, a renewable energy credit program, residential and commercial energy efficiency assistance, special rates, and rebate programs to its members. There is also dedicated staff to assist commercial and industrial members with their unique needs. Sioux Valley Energy is an equal opportunity provider and employer. For more information about Sioux Valley Energy, visit their website at www.siouxvalleyenergy.com or call 1-800-234-1960.

Southeastern Electric Cooperative

Southeastern Electric Cooperative provides electrical services to residential, commercial and industrial members who live in the southern city limits of Sioux Falls, around Harrisburg and Tea, as well as the rural areas and some communities in Lincoln, McCook, Turner Counties in addition to the rural areas of Hutchinson County on a non-profit basis. The Coop has six office and warehouse locations throughout its service area in Alcester, Marion, Parkston, Salem, Exit 68 south of Sioux Falls and Viborg to serve its members. The Coop serves 20,000 members and is one of the fastest-growing coops in the state.

The Coop also offers incentive programs for ground source heat pumps, energy efficiency programs, off-peak heating, water heating, and all-electric heat for homes and businesses. For more information visit www.southeasternelectric.com or call 1-800-333-2859.

Resources

MidAmerican Energy

605.373.6033

www.midamericanenergy.com

CenturyLink

800.603.6000

www.centurylink.com

Midco

800.888.1300

www.midco.com

NorthWestern Energy

800.245.6977

www3.northwesternenergy.com/home

SDN Communications

800.247.1442

sdncommunications.com

Vast Broadband

888.745.2888 or 866.964.1277

www.vastbroadband.com

Alliance Communications

605.594.3411

www.alliancecom.net

Golden West Telecommunications

855.888.7777

www.goldenwest.com

SpeedConnect South Dakota

605.338.6299

www.speedconnect.com

MidAmerican Energy

MidAmerican Energy Company is an energy provider serving 760,000 electric customers and 742,000 natural gas customers in Iowa, Illinois, Nebraska and South Dakota. It is headquartered in Des Moines, Iowa. Information about MidAmerican Energy is available on the company's website, Twitter, Facebook and YouTube pages, which can be accessed via MidAmerican Energy Company's website.

NorthWestern Energy

NorthWestern Energy is a regional provider of electricity, natural gas, and related services to approximately 718,300 customers in Montana, South Dakota, and Nebraska. NorthWestern's natural gas system includes approximately 9,758 miles of transmission and distribution pipelines and storage facilities serving 168 communities and surrounding rural areas in Montana, South Dakota, and central Nebraska. This includes electric and natural gas distribution services to approximately 63,575 electric customers and 88,946 natural gas customers in 60 communities in eastern half of South Dakota. The company's corporate headquarters are located in Sioux Falls and as of February NorthWestern is able to provide service to developing areas within Sioux Falls' city limits.

NorthWestern Energy is dedicated to providing safe, reliable, and cost-effective energy and services to all of its residential, commercial and industrial customers.

Telecommunications

Sioux Falls offers a strong infrastructure of telecommunications services. As a regional hub for medical, finance, call center, and retail services, the community is wired with multiple carriers for voice and data transport. Providers offer everything from the traditional residential services to redundant optical OCX capacity.

Long distance network service is provided by a number of national service providers and other independent resellers.

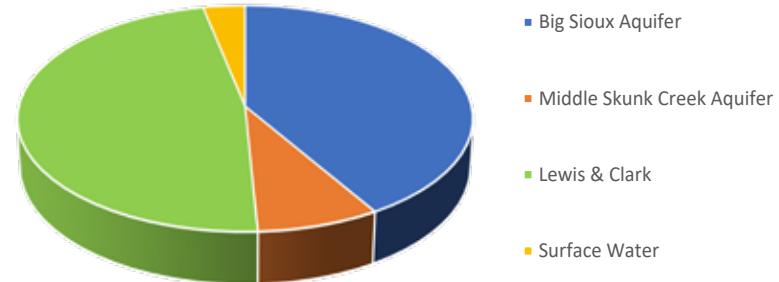
Point of Presence: AT&T, Midco, CenturyLink, SDN Communications, Sprint, Vast, and Verizon Business all maintain Points of Presence in the community.

Water - Sioux Falls

Sources of Water: Big Sioux Aquifer
Middle Skunk Creek Aquifer
Lewis & Clark Regional Water System
Surface Water

Water Treatment Capacity: 75 million gallons/day

Water Storage Capacity: 25.5 million gallons



Lewis & Clark provides treated water to member municipalities and rural water systems from an aquifer adjacent to the Missouri River near Vermillion, SD. When completed, the System will serve 20 members with over 300,000 people in South Dakota, Iowa, and Minnesota through 337 miles of pipeline encompassing 5,000 square miles. Communities and rural water systems within the Sioux Falls MSA were connected to Lewis & Clark in 2012.

The capacity of the system when completed will be 45 million gallons per day (MGD) with the ability to expand to 60 MGD in the future.

Lewis & Clark improves the quality of life for area residents by addressing water quality, supply and infrastructure; allowing continued growth of the Sioux Falls region.



Resources

City of Sioux Falls Public Works

605.367.8600
www.sioxfalls.org/publicworks

Minnehaha Community Water Corp

605.428.3374

Lincoln County Rural Water System

605.767.2966
www.lincolncoruralwater.com

South Lincoln Rural Water

605.372.4211
www.slrws.com

927 miles of sewer pipe
22 lift stations
21 million GPD design
average flow
35 million GPD design
peak flow



Wastewater Treatment - Sioux Falls

The Sioux Falls Department of Water Reclamation oversees wastewater collection and treatment for the City. Residential and commercial flow is 91.1 percent of the flow contribution with high strength and industrial flow contributing approximately 3.3 percent of the total flow. The Water Reclamation Division provides collection and treatment services for two sanitary districts and two municipalities outside of the City of Sioux Falls; contributing 5.8 percent of the total flow to the system.

The Division also provides treatment for final discharge to the Big Sioux River according to the conditions of the City's National Pollutant Discharge Elimination System (NPDES) permit. The City currently has primary, secondary and tertiary treatment facilities.

Regional Sanitary Landfill

The Sioux Falls RSL, in operation since 1979, is the largest landfill in the state of South Dakota and is operated under a solid waste permit from the South Dakota Department of Environment and Natural Resources. It is located approximately 5 miles west of Sioux Falls and has a service area covering five counties (Lake, Lincoln, McCook, Minnehaha & Turner). The RSL has a total permitted area of approximately 785 acres.

Sioux Falls, in partnership with POET Biorefining-Chancellor, have taken "green" to a new level with the development of a landfill gas pipeline. The 11-mile, low-pressure pipeline provides methane gas to help power daily operations at the 120 million gallon per year POET ethanol plant. Efforts to enhance recycling along with other sustainable measures that decrease environmental impacts will help to lengthen the life of the landfill which is currently estimated to be able to accept waste until the 2070's.

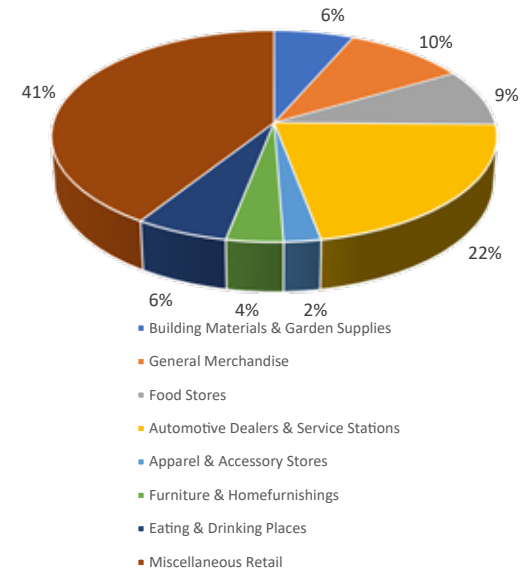


Retail Sales

As the largest retail center between Denver and the Twin Cities, Sioux Falls offers the consumer vast selection of goods from thousands of retail stores scattered throughout the metro area. From quaint, eclectic one-of-a-kind shops in our regional communities and downtown Sioux Falls, to national retailers . . . the metro offers everything the consumer needs and wants . Employing 11 percent of the metro labor force, the retail sector has a market area of 700,000 consumers and draws shoppers from the four state area.

Major Retailers:

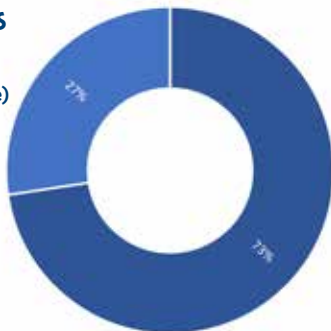
Aldi (3)	Ashley Home Furniture	At Home	Austad's Golf
Best Buy	Burlington	Casey's General Stores (11)	Costco
Dick's Sporting Goods	Duluth Trading Company	DSW	Fareway Foods (3)
Fleet Farm	Hobby Lobby	HOM Furniture	Home Depot
HomeGoods	Hy-Vee Foods (7)	JCPenney	Kirkland's
Kohl's (2)	Lewis Drug (12)	Lowe's	Macy's
Marshalls	Menards (2)	Nyberg's Ace Hardware (5)	Old Navy
PetSmart (2)	Runnings (2)	Sam's Club	Scheels
Schoeneman's	Slumberland	SD Furniture Mart	Skechers
Target (2)	T.J. Maxx	Verizon	Ulta
Walgreens (7)	Walmart (4)	Williquors	



. . . drawing shoppers from a 4-state area

The Sioux Falls Metro generated over **27%** of South Dakota's retail sector sales in 2020.

(SD Department of Revenue)



Regional Retail destination . . .

Economic Indicators . . .

Sioux Falls ranks **1st** in the nation for total bank assets with \$3.5 trillion.
(FDIC 4Q, 2020)



\$6.9 billion worth of construction has occurred and 20,000 new housing units have been built in Sioux Falls since 2010.

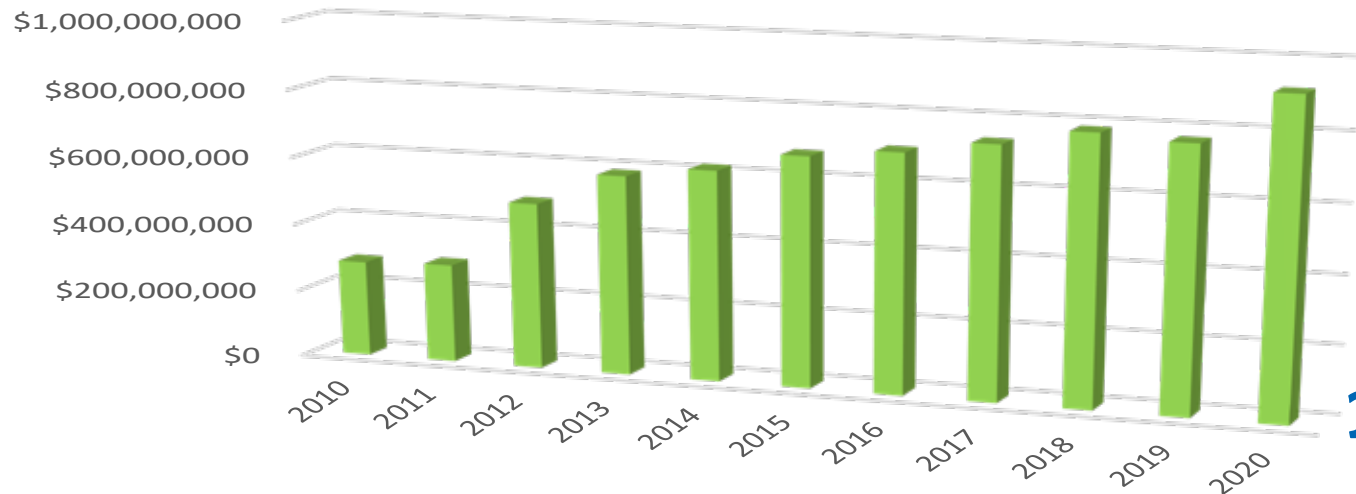


Building Construction - Sioux Falls (in millions)

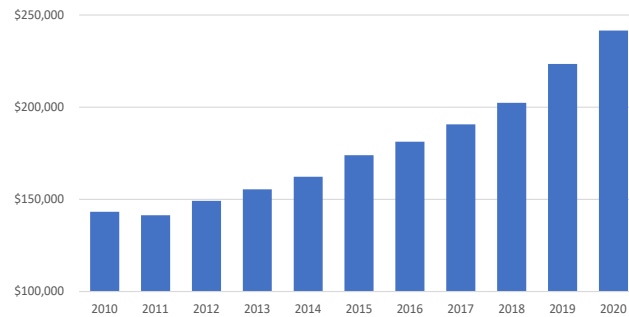
	2020
New Residential	\$249.0
Residential Additions/Remodel	\$63.4
New Non-Residential	\$488.4
Non-Residential Additions/Remodel	\$118.8
Total Value	\$919.6
Number of Permits Issued	7,222

Source: Planning & Development Services, City of Sioux Falls

Total Value of Construction - Sioux Falls



Median Existing Home Price



Source: www.realtor.org



Monthly Apartment Rent

	Range
1 Bedroom	\$650 - 900
2 Bedroom	\$750 - 1,200
3 Bedroom	\$950 - 1,400

Cost of Living Comparison

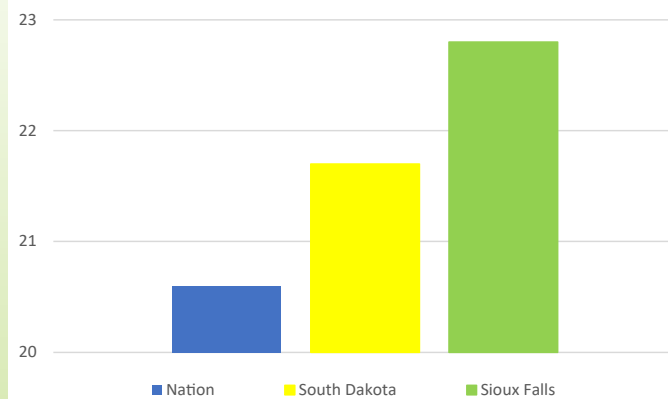
Component	100%	13%	28%	10%	10%	4%	35%
Weight	All Items	Food	Housing	Utilities	Transportation	Health	Misc. Services
Chicago, IL	121.9	104.0	156.6	92.7	124.6	99.8	109.0
Denver, CO	112.8	98.0	138.5	80.4	104.0	104.2	108.5
Bozeman, MT	107.8	103.6	126.1	86.0	91.1	95.1	105.7
Madison, WI	107.1	105.8	109.8	100.2	103.6	123.3	106.1
St. Paul, MN	106.5	102.7	104.0	96.0	102.0	104.5	114.1
Minneapolis, MN	105.9	103.1	102.0	97.3	104.1	103.3	113.3
Iowa City, IA	99.8	100.9	92.6	84.6	121.1	96.7	104.2
Kansas City, MO	96.0	104.4	82.9	97.7	97.0	106.9	101.8
Sioux Falls, SD	91.9	96.2	85.5	85.0	90.6	107.0	95.8

Source: Council for Community & Economic Research Cost of Living Index Inter-City Index (US Average = 100) 2019

Cost of Living . . . affordable!

Education . . . PreK-12

2020 ACT Scores



2,800+ students graduated from area high schools in May



Resources

Sioux Falls School District

605.367.5384
www.sf.k12.sd.us

Bishop O'German Catholic School

605.335.6557
www.ogknights.org

Sioux Falls Christian Schools

605.334.1422
www.siouxfallschristian.org

Public Schools

A number of public school districts provide excellent educational opportunities for PreK through 12th grade students throughout the metro area. The largest district is the Sioux Falls School District; serving 25,000 students.

The Sioux Falls School District encompasses preschool and early childhood programs, 25 elementary schools, 5 middle schools and 5 high schools. A new middle school and a new high school will open Fall 2021. The District also offers career exploration opportunities to Sioux Falls and metro area students through the Career & Technical Education Academy. Various specialized elementary schools are available focusing on specific curriculum and interests. Advanced and accelerated learning opportunities as well as a full continuum of Advanced Placement courses are available within the system.

Additional public school systems within the metro area bordering Sioux Falls include: Baltic, Beresford, Brandon Valley, Canton, Dell Rapids, Garretson, Harrisburg, Lennox, Tea Area, Tri-Valley and West Central.

49,000+ students - PreK through 12
(Sioux Falls & surrounding districts)

Private Schools

Sioux Falls and the metro area have additional opportunities for elementary and secondary education in non-public schools. Non-public schools have a combined enrollment of 4,400+ students and are operated by a number of religious denominations including Roman Catholic, Lutheran Wisconsin Synod,

Spanish & Computer Science Immersion schools

Advanced Placement classes

Career & Tech Ed options

Public & Private schools

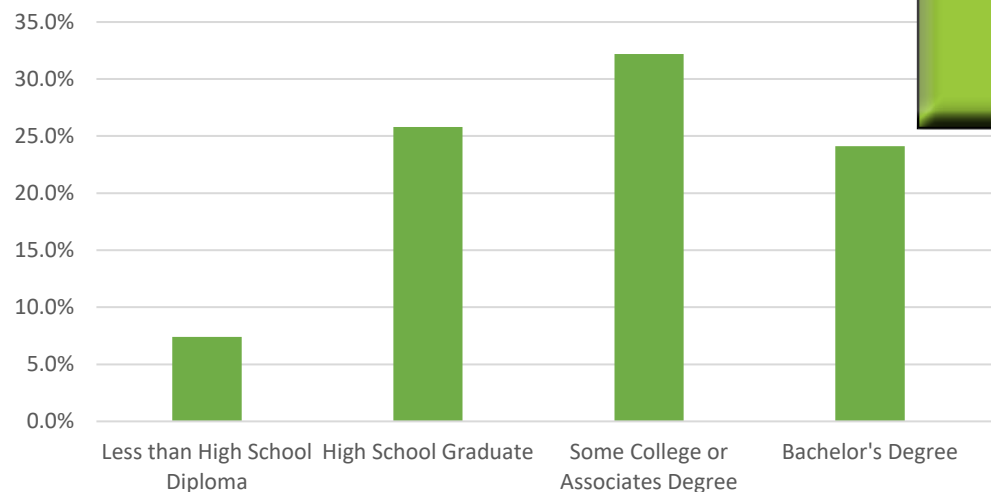
Quality public and private educational opportunities abound in the Sioux Falls metro . . . from PreK through medical and doctoral degrees. **26**

Area School Districts

A number of school districts are located within the borders of the 4-county MSA including: Alcester-Hudson, Baltic, Beresford, Brandon Valley, Bridgewater-Emery, Canistota, Canton, Centerville, Chester, Dell Rapids, Dell Rapids St. Mary, Freeman, Garretson, Harrisburg, Hurley, Lennox, Marion, McCook Central, Montrose, Tea Area, Tri-Valley, Viborg and West Central.

The Harrisburg School District operates four elementary schools and a middle school within the city limits of Sioux Falls; and both the Tea Area School District and the Brandon Valley School District operate one elementary school. Brandon Valley will open another elementary school within Sioux Falls city limits Fall 2021 and West Central plans to construct a school within Sioux Falls city limits in the near future.

Educational Attainment



Source: 2019 American Community Survey

Approximately 5,700 students earn a bachelor's degree from a South Dakota public or private college/university each May



9 Institutions of Higher Ed in Sioux Falls

8,000 students attend institutions of higher ed in the metro area

100,000+ students attend post-secondary institutions within 150 miles of Sioux Falls

Institutes, Colleges & U's...

Augustana University

Private, 4 Year Liberal Arts University
70 Majors & Pre-professional specializations
Masters: Education, Sports Administration & Leadership,
Accountancy, Genetic Counseling
Enrollment: 2,100-2,200
Average # of Graduates: 400-500
800.727.2844 | 605.274.0770 ... www.augie.edu

University of Sioux Falls

Private, 4 Year Liberal Arts College
AA, Bachelors, Masters, Doctorate
Fall Enrollment: 1,600
Average # of Graduates: 400-500
800.888.1047 | 605.331-6600 ... www.usiouxfalls.edu

Community College of Sioux Falls, a branch of The University of South Dakota

Community College & Extension Campus
Certificates, Associates, Bachelors, Masters & Ph.D.'s
Annual Enrollment: 2,000-2,500
605.274.9500 ... www.sduniversitycenter.org

Southeast Technical College

Technical Institute - 50+ programs
AA Science Degrees, Diplomas or Certificates
Annual Enrollment: 2,100-2,200
Average # of Graduates: 900-1,000
800.247.0789 ... www.southeasttech.edu

Sanford School of Medicine of The University of South Dakota

Primary clinical campus (years 3-4)
Residency programs: Internal Medicine, Pathology,
Psychiatry, Child and Adolescent Psychiatry, & Transitional
Average # of Graduates: 50-60
605.357.1300 ... www.usd.edu/med

Sioux Falls Seminary

Graduate Theological Institution
On-line Masters & Doctoral Degrees; Graduate & Non-degree
Certificates
Annual Enrollment: ~500
605.336.6588 ... www.sfseminary.edu

Mount Marty College

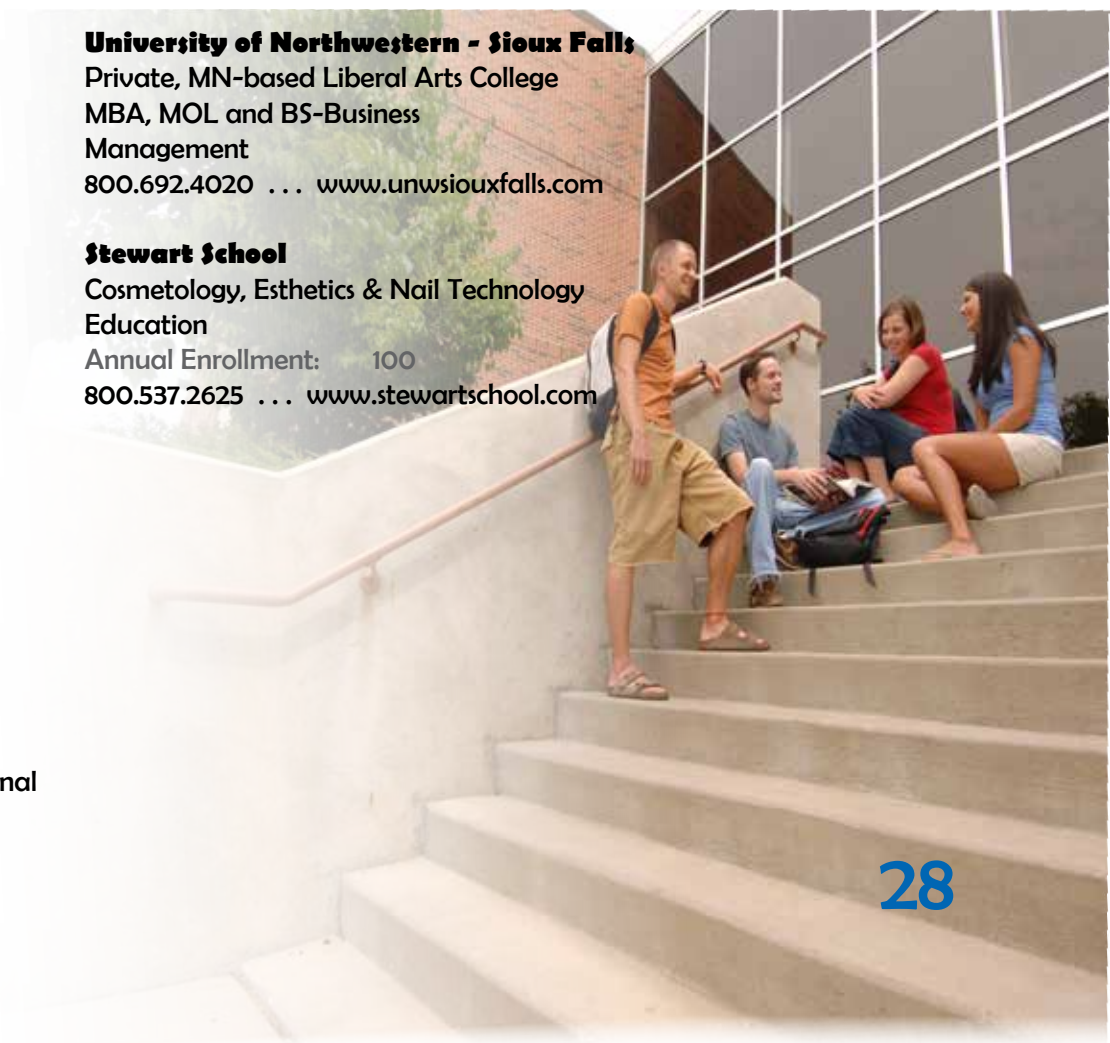
30-month Nurse Anesthesia Graduate Program
Master of Science Degree
Annual Enrollment: 100
605.322.8090 ... www.mtmc.edu

University of Northwestern - Sioux Falls

Private, MN-based Liberal Arts College
MBA, MOL and BS-Business
Management
800.692.4020 ... www.unwsioxfalls.com

Stewart School

Cosmetology, Esthetics & Nail Technology
Education
Annual Enrollment: 100
800.537.2625 ... www.stewartschool.com

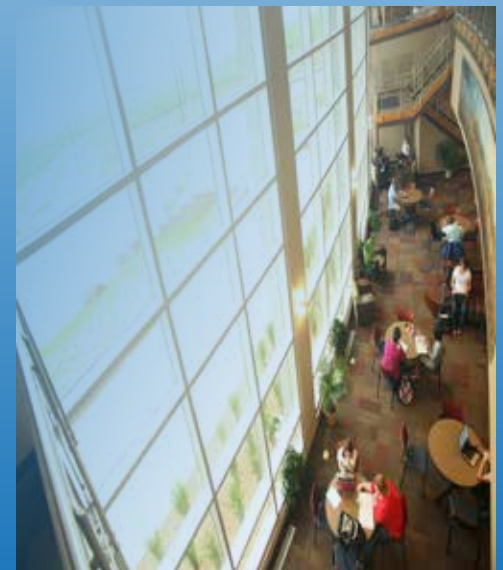


3 public universities . . . located within an hour's drive of Sioux Falls

Dakota State University . . . Madison, SD
A National Security Agency's National Center of
Academic Excellence in Cyber Operations
Enrollment: 3,100+
Graduates: 550
888.378.9988 . . . www.dsu.edu

South Dakota State University . . . Brookings, SD
A land-grant university & the State's largest institution
Enrollment: 11,400+
Graduates: 2,650
800.952.3541 . . . www.sdstate.edu

University of South Dakota . . . Vermillion, SD
The State's designated liberal arts institution &
flagship university
Enrollment: 9,400+
Graduates: 2,250
877.269.6837 . . . www.usd.edu



Government . . .

Resources

City of Sioux Falls

605.367.8800
www.sioUXfalls.org

Minnehaha County

605.367.4206
www.minnehahacounty.org

Lincoln County

605.764.2581
www.lincolncountysd.org

Vital Stats

City of Sioux Falls

Incorporation	March 20, 1889
Land Use	30% residential / 70% non-residential
Area	79.82 square miles
Altitude	1,422 feet above sea level
Latitude	43°32'50"
Longitude	96°43'48"
City Employees	1,260
Uniformed Fire Fighters	195
# of Fire Stations	11
ISO Rating	#1
Police Officers	280
Average Response Time	5.16 minutes

Minnehaha County

Established	1862
Area	810 square miles
County Employees	~600

Lincoln County

Established	1867
Area	576 square miles
County Employees	152



Winter, Spring, Summer, Fall . . . Sioux Falls' climate, with its 4 distinct seasons, allows for a pleasant variety and an invigorating life-style.

Something for everyone . . . 600+ restaurants; a world class performance hall and interactive science center; theaters, museums, galleries; the Denny Sanford PREMIER Center; downhill skiing and snowboarding; minor league football, basketball, baseball, soccer, and hockey; a symphony orchestra; festivals, parades, parks, pools; a ZOO, an indoor Ferris wheel and aquatic center . . . and SculptureWalk!

Climate Stats

Annual Average Temperature	45.8°F
Average Relative Humidity	71% (Noon)
Annual Precipitation	26.38 Inches
Annual Percentage of Possible Sunshine	56%
Average Annual Wind Speed	10.3 MPH
Annual Total Snow	44 Inches
Annual Heating Degree Days (65°F Base)	7,706
Annual Cooling Degree Days (65°F Base)	690
First Fall Freeze Date	September 28
Last Spring Freeze Date	May 3

Average Temperatures - Degrees F

	Mean	High	Low
January	17	26	7
February	22	31	12
March	33	43	23
April	46	59	34
May	58	70	46
June	68	79	56
July	73	84	62
August	71	82	60
September	61	73	49
October	48	60	36
November	33	43	23
December	19	29	10

Area Outdoor Recreation

Sioux Falls is the gateway to many recreational areas throughout the state. To the north is the glacial lakes region, excellent for water activities and camping. To the west and south, stretches of the Missouri River provide beautiful scenery and an unspoiled atmosphere. South Dakota's walleye fishing on the Missouri River is considered to be the best in the United States. In the autumn, the most popular form of outdoor recreation is hunting. In South Dakota, known as the ring-neck pheasant capital of the world, tens of thousands of hunters bag their limits each season. There is also high-quality waterfowl hunting in the state.

Climate . . .

Sioux Falls is a showcase of the arts in the Upper Midwest

Festivals & Events . . . in and around the Sioux Falls area

605 Summer Classic Beer & Music Festival
Air Show

Booster Days (Valley Springs)
Canton Cycling Classic
Cinco de Mayo Falls Park Fiesta
Dakota Bowl
Festival of Cultures
Folk Off & Rib Challenge
Great Plains Balloon Race
Hartford Hometown Christmas
Hillbilly Days (Colton)
Hot Harley Nights
Humboldt Threshing Show
Jesse James Days (Garretson)
Old Fashioned 4th of July (Lennox)
Peach Festival
President's Bowl
Quarry Days (Dell Rapids)
Sidewalk Arts Festival
Siouxpercon
Sioux Empire Film Festival
Sioux River Folk Festival
Teapot Days (Tea)
Tour Sioux Falls
Winter Wonderland

Canton Car Show
Celebrate Canton
CityFest
Festival of Bands
First Friday's
German Fest
Harrisburg Days
Hartford Jamboree Days
Hometown Days (Brandon)
Hot Summer Nites
JazzFest
Main Street Days (Humboldt)
Parade of Lights
PorkPalooza
Pride Festival
Riverfest
Siouxland Renaissance Festival
Sioux Empire Fair
Sioux Falls Marathon
St. Patrick's Day Parade
That Sounds Decent
Turner County Fair (Parker)
Worthing Days



Cultural Highlights

The **Washington Pavilion of Arts & Science** features a state-of-the-art performance hall, a multi-use "black box" theater, an OMNI theater, visual arts galleries and a Science Discovery Center with interactive exhibits.

Downtown Sioux Falls celebrates summer with **SculptureWalk**, an exciting exhibit of 62 outdoor sculptures displayed year round along the sidewalks in downtown Sioux Falls. The exhibit is one of the largest year-round outdoor sculpture displays in the nation and boasts new sculptures annually from artists around the world. SculptureWalk has grown beyond downtown with additional sculptures on the University of Sioux Falls campus, works of art on display at Avera McKennan Hospital and sculptures located within the Sioux Falls Regional Airport.

The **Multi-Cultural Center** provides opportunities to learn, celebrate and share through cultural experiences. They host the annual Festival of Cultures at Falls Park and numerous other ethnic celebrations throughout the year.

Levitt at the Falls is located within the city's historic namesake, Falls Park. The area boasts a state-of-the-art outdoor concert venue, providing a permanent space to host community events and highlight local traditions.

Ring-neck pheasant capital . . . of the world!

State Parks & Recreation Areas in the Region

Good Earth State Park is South Dakota's newest state park in more than 40 years. Just minutes southeast of Sioux Falls, Good Earth is located within Blood Run National Historic Landmark; considered one of the oldest areas of long-term habitation within the country. The park is an important cultural site and unique nature retreat.

Beaver Creek Nature Area (Valley Springs)

Big Sioux Recreation Area (Brandon)

Lake Alvin Recreation Area (Harrisburg)

Lake Vermillion Recreation Area (Montrose)

Newton Hills State Park (Canton)

Palisades State Park (Garretson)

Minor League Sport Teams

Canaries - American Association of Independent Professional Baseball

SkyForce - NBA Gatorade League

Stampede - U.S. Hockey League

Storm - Indoor Football League

Thunder FC - National Premier Soccer League

Sioux Falls Parks & Rec

80+ Parks - 3,350 Acres of Park Land

500 Recreational Classes & Programs

Soccer & Football Fields

Baseball & Softball Fields

Lacrosse Fields & Pickleball Courts

Tennis, Basketball & Volleyball Courts

Skate Parks / Skating Rinks / Ice Rinks

Disc Golf Courses & Dog Parks

...

34 Miles of Paved Bike Paths

...

3 City-owned Golf Courses

...

7 Aquatic Centers / Swimming Pools

Wading Pool / Spray Pad

...

5 Community Centers

...

Great Plains Zoo & Delbridge Museum

45-Acre Facility

1,000 Animals / 137 Species

Children's Petting Zoo

Carrousel & Train Rides

Museum with 150 Mounted Animals

...

Great Bear Recreational Park

Downhill Skiing & Snowboarding

Cross-country Skiing & Tubing

...

Municipal Band Concerts

...

Hiking & Mountain Biking Trails

...

USS Battleship South Dakota Memorial

...

Mary Jo Wegner Arboretum

...

IcePlex & Indoor Tennis Center

...

Outdoor Campus

Butterfly House & Marine Cove

605.367.8222 . . . www.siouxfallsparks.org

Hospital Systems

Avera

Avera McKennan Hospital
Avera Behavioral Health Center
Avera Heart Hospital of South Dakota
Avera Dells Area Hospital
www.avera.org

Sanford Health

Sanford USD Medical Center
Sanford Heart Hospital
Sanford Children's Hospital
Sanford Canton-Inwood Medical Center
www.sanfordhealth.org

Specialty Hospitals

Encompass Health Rehabilitation Hospital

www.encompasshealth.com

LifeScape

www.lifescapesd.org

Sioux Falls Specialty Hospital

www.sfsh.com

Select Specialty Hospital

www.selectspecialtyhospitals.com

Veteran's Memorial Hospital

www.sioxfalls.va.gov

Metro Area Long Term Care

Facilities: 20
Beds: 1,399

Sioux Falls . . . recognized as the **finest major medical center** between Denver and the Mayo Clinic.



Health Care

Home to two regional health care systems and a variety of specialty hospitals and numerous clinics, the Sioux Falls healthcare community serves people in a four-state area and beyond. The Sanford School of Medicine of The University of South Dakota is located in Sioux Falls and enhances health care in all the hospitals. Nearly 1,000 doctors staff the hospitals and clinics within the metro area.

Sanford School of Medicine

For more than a century, the Sanford School of Medicine of The University of South Dakota has set the standard for medical education of students, residents and professionals in the state. The school's mission includes education, research and service and emphasizes family practice to help create the next generation of doctors for the state. Third- and fourth-year students learn at Avera McKennan Hospital & University Health Center, Sanford USD Medical Center and Veteran's Memorial Hospital in Sioux Falls, or hospitals in Rapid City or Yankton, South Dakota.

Health Research Centers

Avera Research Institute
Sanford Research

www.avera.org
www.sanfordresearch.org





Sioux Falls Development Foundation



200 North Phillips Avenue #101
Sioux Falls, SD 57104
800.658.3373 * 605.339.0103
info@siouxfalls.com
www.siouxfallsdevelopment.com

