

ANNUAL COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY (CEDS) AND PROGRESS REPORT

Grantee: Planning & Development District III
Project Number: 05-83-04889
Period Covered by the Report: FY 2010 January – December

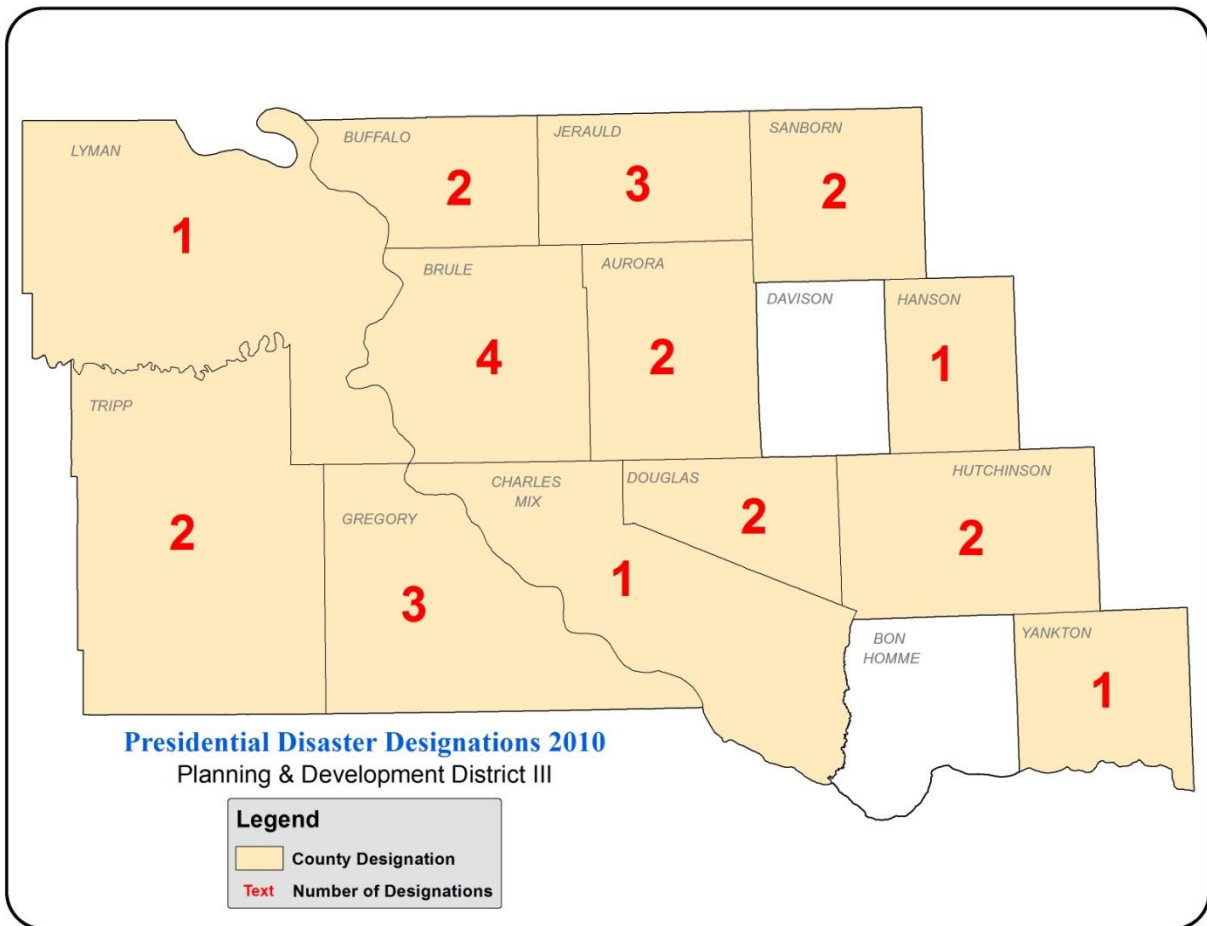


ADJUSTMENTS

The 15 county District III service area experienced a variety of events and conditions that affected development strategies and outcomes.

1. NATURAL DISASTERS

Figure 1 shows the counties that were included in Presidential Disaster Declarations in 2010. The majority of the region was impacted by one or more natural disasters.



The extreme weather conditions placed additional stress on the region by:

- ✓ Costing local governments additional money to maintain transportation and utility systems.
- ✓ Reducing farm income and raising commodity production input costs (fertilizer, seed, etc.)
- ✓ Disrupting “normal” economic activity, ranging from retail and service businesses to agricultural processing and manufacturing.
- ✓ Pre-occupying government agencies on recovery instead of improvement projects.

Recurring environmental disasters also take a toll on the attitude of residents and potential economic development investors. Problems and negative perceptions are exaggerated and development decisions may be deferred. Likewise, weather related construction delays cost money and deter financial risk taking. It often takes only a minor “glitch” to cause a development project to be tabled. The weather of 2010 was not helpful in making commitments or meeting deadlines.

2. STIMULUS IMPACTS

The American Recovery and Reinvestment Act (ARRA) provided a significant level of infrastructure and energy conservation assistance within the region. ARRA required local governments to adjust their budgets and project priorities. The applications and follow-up administrative activities dominated District staff time early in the year. Ongoing reporting and outcome documentation will be part of the regional work responsibilities for at least three years.

A summary of ARRA assistance, by program are noted below. The regional funding total exceeded \$12,500,000.

PROGRAM	PROJECTS	FUNDING AMOUNT
Energy Efficiency Conservation Block Grants	43	\$1,711,453
Drinking Water State Revolving Fund Program	5	\$5,868,000
State Revolving Fund Program	2	\$3,515,000
Neighborhood Stabilization Program	1	\$865,000
Rural Development	1	\$350,000
Department of Transportation Enhancement	1	\$239,068
TOTAL		\$12,548,521

3. MANUFACTURING CERTIFICATIONS AND CAPABILITIES PRESENTATIONS

The State of South Dakota is keenly aware of the opportunities that lie in manufacturing a variety of products. One problem encountered by companies seeking to bid on public or private contracts, is the absence of standard industry certifications. For example, a commonly recognized manufacturing certification credential is issued by the International Organization for Standardization (ISO). Even basic manufacturing activities such as metal welding, have various certification levels. Certifications are even more critical to companies competing for general government or defense contracts.

District III is participating in a collaborative effort that will educate companies about the benefits and processes associated with common certifications. The initiative will also provide follow-up technical support and mentoring. The planning group for the certification assistance includes:

- ❖ Small Business Administration (source of grant support)
- ❖ General Atomics Corporation (major defense contractor)
- ❖ South Dakota Governor's Office of Economic Development
- ❖ Small Business Development Center
- ❖ Procurement Technical Assistance Center
- ❖ Regional Technical Education Center

District III's role will center around funding administration, training, logistical support and the management of a full time technical assistance intern. The intern is expected to help participating companies prepare "capabilities presentations." Approximately 400 companies were invited to a special introductory meeting (see meeting announcement). Over 125 persons attended the event. Successful outcomes are expected to include:

- ✓ An increase in the number of companies with various certifications.
- ✓ More defense department and other subcontracts for South Dakota companies.
- ✓ Establishing a "cadre" of certification specialists within the state.

As noted, District III will be helping companies with capabilities presentations. The contents of the presentations are expected to include:

- A summary of company competencies;
- An inventory of manufacturing equipment and processes;
- An overview of quality control and practices; and
- A visual representation of company features.

District III anticipates working with up to 50 companies over the next two years.

Explore New Markets

Presidents, CEOs and Company Decision Makers: Learn how your company can grow through **Federal Contracting**

Did you know? The federal government buys more than **\$400 billion** in goods and services every year. Yet, South Dakota businesses account for only about **one-tenth of one percent** of those dollars!

In an effort to expand opportunities for South Dakota businesses, the Small Business Administration, Governor's Office of Economic Development, Small Business Development Center, South Dakota Manufacturing & Technology Solutions, Procurement Technical Assistance Center and the Planning & Development District III are launching the South Dakota Manufacturers Contracting Initiative to help YOUR small business prepare for and participate in this potentially lucrative market.

Monday, October 25, 2010 – 10 AM to 3 PM (Central Time)
Cedar Shore Resort, Oacoma, SD
THERE IS NO CHARGE FOR THIS EVENT.

Agenda

-
- 10:00 Introduction by John Brown, South Dakota SBA District Director
 - 10:05 Governor Rounds welcome and opportunity
 - 10:20 Industry panel discussion on opportunity and requirements
--represented by General Atomics, Radiance Technologies, Applied Engineering & General Dynamics
 - 11:20 Audience Q&A with industry panel
 - Noon Networking Lunch
 - 1:00 Decision makers, presidents & CEOs: Learn from industry experts with hands-on experience the requirements and available resources to engage in this marketplace
-

Registration is required by close of business Thursday, October 21st.
Online registration encouraged.

<http://events.sba.gov/EventManagement/eventlisting.aspx?state=SD>

For more information or to register by phone call Jean Rogers at 605.330.4243 ext 29

U.S. Small Business Administration South Dakota District Office
2329 N. Career Ave., Suite 105 Sioux Falls, SD 57107 | www.sba.gov/sd



4. AREA HEALTH EDUCATION CENTER

The delivery of healthcare services is becoming a challenge in rural counties. The Yankton based Area Health Education Center (AHEC) has been providing technical assistance and programming coordination for over 30 years. The 2009 federal approval of a multi-year AHEC Program implementation grant elevated the profile and potential of the Yankton center.

The Yankton AHEC has established a 34 county service area that includes all 15 counties within District III. Part of the AHEC's service strategy is to partner with rural communities on healthcare planning. Since healthcare providers are also major employers their impacts on communities extends well beyond the provision of services. The loss of a doctor, dentist or nursing home will dramatically reduce retail traffic and lessen a community's overall development capabilities.

District III is participating on both the Yankton and Statewide AHEC Advisory Boards. It is putting together a profile of the 34 county Yankton AHEC service region to document economic and social conditions, including the status of health-care services. The District will also assist the AHEC with community awareness and professional support initiatives.

5. WORKFORCE DEVELOPMENT

The CEDS Committee, along with area economic development directors, identified a lack of skilled workers as a significant regional weakness. Even during periods of relatively high unemployment, the region lacks the quantity of potential employees to effectively compete for new and expanding businesses. Large and small employers are also struggling to upgrade the skills of their current employees. Technology advances have improved manufacturing and telecommunications efficiencies. However, the knowledge necessary to assemble, operate and maintain highly complex equipment can only be obtained from specialized training and continuing education.

The "vehicles" available to District III in support of workforce development include:

- ▶ Funding Facilitation – helping companies and training centers obtain outside program assistance.
- ▶ Organizational Access – utilizing the District's unique relationship with local governments to encourage public and private cooperation.
- ▶ Unbiased Perspective – the ability of the District to consider innovative approaches to problems, without the restraints that may prevent action by other entities.

The District will explore ways of helping entities that are actively involved in workforce issues, such as:

- public school systems;
- technical schools;
- colleges and universities;
- business and trade associations; and
- state and federal program managers.

The approaches may involve project by project activities, as well as longer term, systematic changes. The national economic downturn has underscored the need for quality worker training. The achievement of lasting progress will probably extend past any national recovery.

The aforementioned adjustments illustrate how issues and priorities change with new conditions. The District’s value includes the ability to both anticipate and react to its membership’s needs. Even chronic problems present opportunities for positive impacts if the “action window” is recognized and addressed.

**Figure 3
2010 Unemployment by Quarter**

County	Quarter	Unemployment Rate	County	Quarter	Unemployment Rate
Aurora	1 st	4.7%	Hutchinson	1 st	4.5%
	2 nd	4.2%		2 nd	3.6%
	3 rd	4.6%		3 rd	3.2%
Bon Homme	1 st	5.2%	Jerauld	1 st	3.7%
	2 nd	4.4%		2 nd	7.9%
	3 rd	4.2%		3 rd	2.2%
Brule	1 st	3.5%	Lyman	1 st	6.3%
	2 nd	3.1%		2 nd	5.7%
	3 rd	2.9%		3 rd	5.6%
Buffalo	1 st	16.2%	Sanborn	1 st	4.1%
	2 nd	13.9%		2 nd	3.7%
	3 rd	16.1%		3 rd	3.6%
Charles Mix	1 st	4.6%	Tripp	1 st	4.3%
	2 nd	4.4%		2 nd	3.7%
	3 rd	4.1%		3 rd	3.3%
Davison	1 st	5.0%	Yankton	1 st	5.3%
	2 nd	3.8%		2 nd	4.6%
	3 rd	3.4%		3 rd	4.1%
Douglas	1 st	4.6%	District III	1 st	5.6%
	2 nd	3.8%		2 nd	5.0%
	3 rd	3.3%		3 rd	4.5%
Gregory	1 st	5.1%	South Dakota	1 st	5.3%
	2 nd	3.6%		2 nd	4.4%
	3 rd	3.1%		3 rd	4.2%
Hanson	1 st	6.9%			
	2 nd	4.4%			
	3 rd	3.9%			

Source: SD Department of Labor, Labor Market Information Center website:

<http://www.state.sd.us/dol/lmic>

Note: Data is not seasonally adjusted

Analysis: The region’s predominate reservation county (Buffalo) experienced severe unemployment. The 15 county area had higher total unemployment than the state averages.

Figure 4
Business Births and Deaths 2008-2009

	2008 Births	2008 Deaths	RATIO	2009 Births	2009 Deaths	RATIO
Aurora	2	2	1.00	6	2	0.33
Bon Homme	7	10	1.43	11	9	0.82
Brule	17	13	0.76	18	10	0.56
Buffalo	0	0	-	0	1	-
Charles Mix	24	10	0.42	12	11	0.92
Davison	40	36	0.90	37	29	0.78
Douglas	5	5	1.00	4	4	1.00
Gregory	11	6	0.55	5	12	2.40
Hanson	7	3	0.43	3	5	1.67
Hutchinson	12	12	1.00	15	8	0.53
Jerauld	8	0	0.00	9	5	0.56
Lyman	2	3	1.50	3	7	2.33
Sanborn	5	3	0.60	5	3	0.60
Tripp	22	16	0.73	10	16	1.60
Yankton	41	38	0.93	49	42	0.86
District III	203	157	0.77	187	164	0.88
South Dakota	2,206	1,757	0.80	2,016	1,665	0.83

Source: South Dakota Department of Labor

Analysis: The region's ratio of births to deaths improved during the reporting period. A total of nine counties experienced more "deaths" than "births."

Figure 5
Estimated Total Visitor Sales 2007-2009

County	2007 Sales	2008 Sales	2009 Sales	Percent Change 2007-2009
Aurora	\$1,843,190	\$2,643,890	\$2,755,659	50%
Bon Homme	1,579,627	1,688,436	1,659,677	5%
Brule	12,761,162	18,924,604	16,981,993	33%
Buffalo	N/A	N/A	N/A	N/A
Charles Mix	5,318,201	5,544,606	4,359,184	-18%
Davison	33,918,651	32,339,905	34,700,763	2%
Douglas	1,356,358	1,118,366	1,095,433	-19%
Gregory	3,368,876	4,905,092	4,508,609	34%
Hanson	739,210	836,301	1,216,912	65%
Hutchinson	1,990,446	1,953,098	2,257,595	13%
Jerauld	1,044,127	1,342,592	990,745	-5%
Lyman	8,784,704	8,687,169	8,597,189	-2%
Sanborn	800,902	940,182	1,840,522	130%
Tripp	4,589,057	4,267,966	4,706,665	3%
Yankton	15,237,187	16,404,566	17,030,756	12%
South Dakota	941,057,935	967,028,692	962,702,704	2%

Note: Taxable sales not generated for lodging, eating, and drinking establishments for Buffalo County.

SOURCE: South Dakota Governor's Conference on Tourism, 2007-2009 Reports, www.sdvisit.com

Analysis: The improved sales numbers may be associated with higher fuel prices, which limited long vacation trips. Five counties had sales increases of over 30 percent for the three year period.

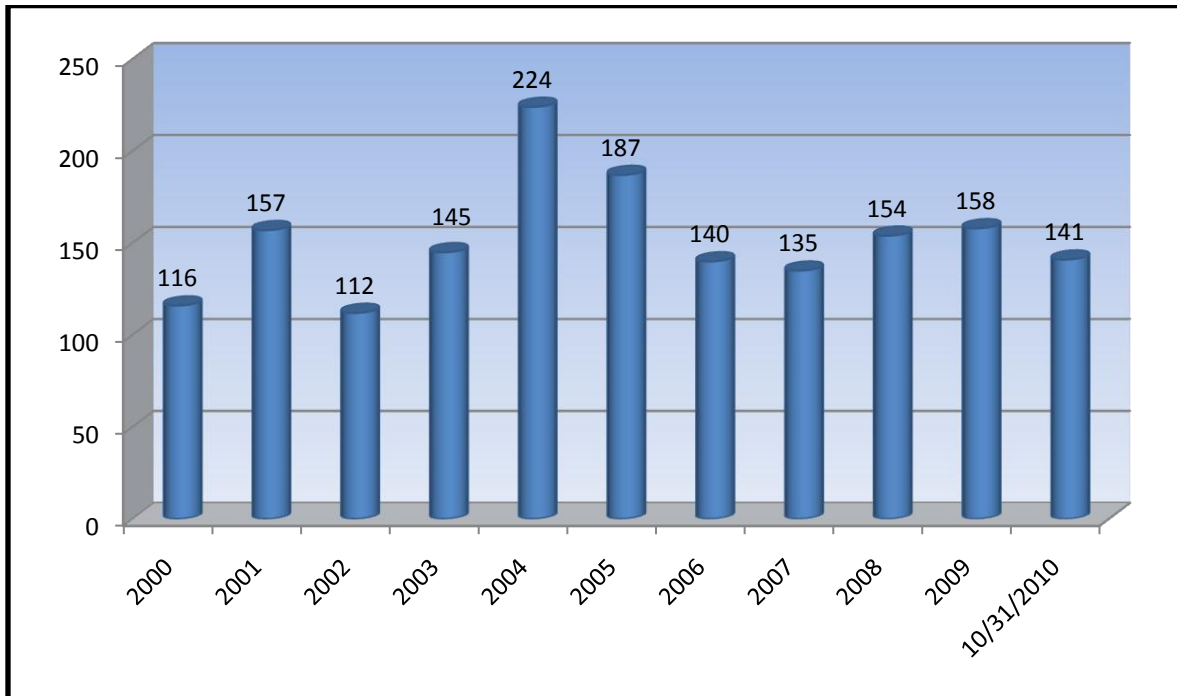
Figure 6
Taxable Sales 2008-2009

County	2008 Taxable Sales	2009 Taxable Sales	Percent Change 2008-2009
Aurora	\$18,473,906	\$20,698,487	12%
Bon Homme	42,390,216	41,566,193	-2%
Brule	69,510,262	76,610,231	10%
Buffalo	716,934	695,009	-3%
Charles Mix	95,677,963	94,827,738	-1%
Davison	482,306,441	484,867,951	1%
Douglas	35,211,105	33,631,940	-4%
Gregory	46,803,946	47,281,905	1%
Hanson	8,574,861	8,840,224	3%
Hutchinson	83,763,486	81,884,127	-6%
Jerauld	23,223,544	26,105,547	12%
Lyman	33,329,027	34,286,345	3%
Sanborn	17,889,041	17,871,990	-0.5%
Tripp	87,332,521	80,910,695	-7%
Yankton	338,210,202	328,771,237	-3%
State Total	16,676,135,840	16,099,652,998	-3%

Source: SD Sales and Use Tax Report, Calendar Year 2008 & 2009, SD Dept. of Revenue and Regulation

Analysis: The majority (10 of 15) counties exceeded the state growth figure. The reasons for the changes in predominately rural counties may be reached, in part, to agricultural “inputs” and transportation.

Figure 8
SBDC Clients 2000-2009



Analysis: Client numbers have remained relatively stable.

CEDS Committee

The District III Comprehensive Economic Development Strategy Committee reviewed the state and regional development situations at a meeting on June 30, 2010. The committee's discussion focused on three topics:

- ✓ Ideas that would help the region get ready for economic progress;
- ✓ Changes that need to be made in order for the economy to grow; and
- ✓ Keys to economic recovery.

The committee's comments are presented below. They have been condensed to minimize the text. The numerical order does not imply any particular degree of significance or priority. A major theme of the discussion was the need for more workforce development initiatives and resources.

Economic Readiness Comments

1. Need targeted industry research and studies
2. Need comprehensive strategies related to high voltage transmission
3. Need "world to work" opportunities for students and state standards should be relaxed
4. Need regional education for career counselors in school systems
5. Need regional training networks (county cooperatives) to train existing employees instead of sending them out of the area for further education
6. Lack of labor (basic numbers) along with a lack of semi-skilled and skilled workers
7. Emphasize technical education for jobs that could exist in South Dakota
8. Improve regional data exchange pertaining to skill sets and job opportunities
9. Utilize regional career fairs to share job options, including technical education
10. Need outreach on technical education (recruitment/awareness/education) to involve younger students
11. Enhance workforce recruiting through marketing (image advertising)
12. Show young people what opportunities are in the region before they leave or in order to bring them back
13. Change the four year high school paradigm to reflect new situations
14. Need better data on what development efforts have worked in the past (efficient sharing of information via a databank)
15. Encourage utility companies to play a more active role in economic development (financial and technical assistance)
16. Need more housing options for local developers in small towns
17. Explore a regional housing authority concept (may take a statute)

18. Acreages remain attractive to homebuyers
19. Need affordable, quality housing
20. Governor's House Program units should be available to communities and rentals
21. Rising property taxes limit housing affordability
22. Need a workforce to support agricultural related ventures (dairy farms etc.)
23. Need more agriculture oriented research
24. Need programs and support for agri-tourism endeavors
25. Need additional high voltage transmission lines and innovative energy projects, such as Gregory County Pumped Storage
26. Need to overcome false information being put forward by certain parties about ethanol
27. Need a statewide renewable energy plan
28. Need more community assistance in participating in the proposed Certified Ready Sites Program
29. Need more local government control and less state control
30. Need fewer regulations in general
31. Need to make technical education a higher state funding priority
32. Need to ensure that geography is a consideration in elected representation within South Dakota (problem in concentrating too much power in metropolitan areas)

Changes Needed

1. Different way of evaluating or accounting for economic development, such as private investment instead of just job creation
2. More intern programs
3. Improve quality of life awareness among residents and others
4. Target young adults in economic development activities
5. Segmentation of the target audience in economic development activities
6. Encourage successful people to reinvest in South Dakota (venture capital)
7. Export more goods and services
8. Conduct more outreach on technical education
9. Revise the image of South Dakota (internal and external audience)
10. State tax reform
11. Reconsider the scope of economic development efforts
12. Develop one major strategic project that impacts the whole region
13. More flexibility in revolving loan fund programs

Keys to Recovery

1. More population
2. Investment in the future
3. Diversification of industry (service, production and clusters)
4. Career awareness (virtual choices, Facebook and testing)
5. Reverse input/output deficit
6. Workforce development plan (regional economic development plan)

District III will respond to the committee's comments by sharing the meeting summary with local governments, organizations and development leaders. In addition, the District III governing committee will be asked to consider the CEDS input in designing the 2011 organizational work plan.

REPORT

1. COMPILE LOCAL AND REGIONAL DATA THAT ILLUSTRATE DEVELOPMENT TRENDS, CAPACITIES AND OPPORTUNITIES

Primary CEDS Goal

Establish a stronger regional identity

Primary CEDS Objective

Develop new methods of bringing regional awareness to community leaders and the general public

5 Year Performance Percentage

60%

Accomplishments Achieved

The District continued to participate in local, regional and statewide meetings, at the rate of 27 per month. In addition, the region is being linked together using “Go To Meeting” communication technology. Go To Meeting involves using the internet to communicate directly with other parties. The technology works well for technical assistance support, involving Geographic Information System (GIS) issues. Go To Meeting conferencing was used an average of 25 times per month. The District agreed to compile demographic and healthcare data for a 34 county area, including its service region. The data will be utilized by the Area Health Education Center (AHEC) to unite the area in healthcare planning activities.

Quantify Deliverable(s)

Approximately 625 face to face or technology supported meetings helped link regional needs with District and other resources. The healthcare planning information will be finished in late 2010 or early 2011.

Difficulties Encountered

There were no difficulties encountered in compiling or distributing data.

2. IDENTIFY DEVELOPMENT PRIORITIES AT ALL LEVELS

Primary CEDS Goal

Upgrade regional infrastructure capacities beyond maintenance levels

Primary CEDS Objective

All objectives under this goal apply

5 Year Performance Percentage

60%

Accomplishments Achieved

The District's immediate implementation strategies were identified in the annual work plan, which is attached to this report. The priorities of state "partners" were identified via the State Water Plan, Consolidated Plan and Statewide Transportation Improvement Plan. Local priorities were referenced in capital improvement plans, comprehensive development plans, organizational strategic plans and pre-disaster mitigation plans.

Quantify Deliverable(s)

The deliverables included performance reports to District members and funding partners.

Difficulties Encountered

There were no difficulties encountered, beyond normal working situations.

3. REVIEW AND REVISE STRATEGIES AS SITUATIONS CHANGEPrimary CEDS Goal

This generic activity applies to all goals and objectives. It infers that the District will continually evaluate changing conditions and respond appropriately.

Primary CEDS Objective

Not applicable

5 Year Performance Percentage

60%

Accomplishments Achieved

Recent examples of strategy adjustment include proposals by the District to participate in a manufacturing certification project and a statewide housing/community development program. In both situations, the District was unaware that it would be solicited to participate in the two activities. Manufacturing and housing are important components of the regional economy, so when the opportunities arose, the District adjusted its assistance strategies to accommodate the work. The adjustments may include employing an intern as well as reassigning existing personnel to new responsibilities.

Quantify Deliverable(s)

The District may be directly assisting up to 60 companies with "capabilities packages" and four communities with in depth housing development strategies.

Difficulties Encountered

No difficulties have yet been encountered.

4. PROVIDE SUPPORT TO LOCAL GOVERNMENTS OR CENSUS RELATED ISSUESPrimary CEDS Goal

Improve the region's ability to utilize Geographic Information System (GIS) technology.

Primary CEDS Objective

Provide regional GIS training opportunities on at least 10 occasions.

5 Year Performance Percentage

25%

Accomplishments Achieved

The District was approached by the South Dakota Association of County Commissioners, concerning the upcoming redistricting process. District III will be offering its GIS expertise, free of charge, to its members for redistricting. The process should begin in early 2011.

Quantify Deliverable(s)

This District's GIS personnel will be receiving special training to ensure that its redistricting assistance will withstand legal challenges. A minimum of 10 counties are expected to request the assistance which will be delivered over the next 12 months.

Difficulties Encountered

There were no difficulties encountered with this activity.

5. ASSIST LOCAL GOVERNMENTS WITH SITE CERTIFICATION AND OTHER "SHOVEL READY" PLANNING ACTIVITIES

Primary CEDS Goal

Foster an entrepreneurial development culture.

Primary CEDS Objective

Identify five model initiatives that could be replicated within the region.

5 Year Performance Percentage

40%

Accomplishments Achieved

The District has developed a template to compile and display site data, which is based upon a new South Dakota Certified Ready Program. It has also participated in the planning of a manufacturing certification workshop and associated follow-up activities.

Quantify Deliverable(s)

A total of 27 development locations in five communities were part of the District's initial site research focus. The data sets are not complete, but the majority of information is in place. Approximately 125 persons from companies across the state participated in the manufacturing certification workshop.

Difficulties Encountered

It has been a challenge obtaining accurate property utility capacity information from electricity and gas providers. Security concerns are a reason for the lack of data access.

6. PROVIDE GEOGRAPHIC INFORMATION SYSTEM, DIGITAL RENDERING AND OTHER GRAPHIC ILLUSTRATION ASSISTANCE TO DEVELOPMENT PROPOSALS AND PLANNING ACTIVITIES

Primary CEDS Goal

Ensure that staff levels match regional service needs.

Primary CEDS Objective

Maintain the District's primary professional competencies in the areas of planning loan processing, business consulting, land use regulations and GIS.

5 Year Performance Percentage

As an ongoing objective, the five year percentage estimate does not apply.

Accomplishments Achieved

Digital rendering and illustration support was provided to the communities of Geddes and Wagner, along with the Platte Development Corporation. Specialized graphics were prepared for the Brule County, Gregory and Wagner comprehensive plans. The Mitchell Main Street and Lake Andes Wagner Irrigation project planning groups were assisted with illustrations. Virtually every development related application, involving infrastructure improvements or disaster recovery activities utilized the District's mapping technology.

Quantify Deliverable(s)

A total of eight local development related planning initiatives received specialized technical support. In addition, maps were prepared on three development properties in the City of Wagner as part of the Certified Ready Site data research project.

Difficulties Encountered

No problems were encountered. The District continually upgrades both its technical software and hardware to maintain effective mapping and digital illustration capabilities. A new plotter, along with enhanced graphic software packages were purchased during 2010.

7. ASSIST LOCAL GOVERNMENTS WITH MAIN STREET AND SMART GROWTH PLANNING ACTIVITIES

Primary CEDS Goal

Make development training opportunities available to all interested persons.

Primary CEDS Objective

All four objectives under the goal apply to this activity.

5 Year Performance Percentage

50%

Accomplishments Achieved

The District assisted the Mitchell Main Street Organization with redevelopment planning strategies. Staff and financial support was provided to main street improvement projects

in Freeman, Mitchell, Wagner and Yankton. The Parkston Development Corporation was assisted in evaluating new housing development approaches.

Quantify Deliverable(s)

A total of five main street planning activities were assisted along with one housing initiative. An additional housing/community development training process involving planning and design components was held in the community of Menno.

Difficulties Encountered

There were no unanticipated problems associated with the activity. One feature of this type of planning is its emphasis on “non-governmental” participation. Connecting community organizations to community decision makers is always a critical element in moving projects from ideas to actions. This process involves both leadership education and additional planning time.

8. ASSIST COMMUNITIES WITH INFRASTRUCTURE PROJECTS THAT IMPROVE THEIR DEVELOPMENT POTENTIAL

Primary CEDS Goal

Upgrade regional infrastructure capacities beyond maintenance levels

Primary CEDS Objective

All five objectives under the goal apply to this activity

5 Year Performance Percentage

60%

Accomplishments Achieved

A total of 21 infrastructure project applications were prepared. Approximately \$9.2 million of outside financial assistance was applied for in the form of grants or loans.

Quantify Deliverable(s)

The grant and loan awards could be considered to be deliverables. Not every application was acted on at the time of this report.

Difficulties Encountered

The District was able to keep up with application requirements. Post approval project administration may be challenging if the applicants want to implement their projects in a relatively short time period.

9. SUPPORT WORKFORCE DEVELOPMENT AND TECHNICAL EDUCATION INITIATIVES THAT IMPACT LOCAL CAREER PATHS

Primary CEDS Goal

Participate in workforce training program development with regional technical institutes and company productivity efforts.

Primary CEDS Objective

The four objectives under the goal all apply.

5 Year Performance Percentage

65%

Accomplishments Achieved

The District continued to work with Mitchell Technical Institute (MTI) on a wind turbine training program project. The assistance included the submission of an EDA application. Application approval was obtained in October. The District also assisted MTI with a federal workforce development proposal to train “green professionals” to conduct energy audits and remediation activities. The application was not approved. The district helped the Rural Technical Education Center (RTEC) in seeking South Dakota Department of Labor workforce proposal that was focused on data center technologies. The proposal was not approved as initially represented. The District is supporting the Area Health Education Center (AHEC) with a program that will encourage communities to actively assist healthcare professionals in becoming comfortable in rural settings. The workforce project includes several healthcare fields. The effort will last three years.

Quantify Deliverable(s)

The MTI turbine project should be substantially completed early in 2011. The other initiatives will be ongoing for the foreseeable future.

Difficulties Encountered

National economic conditions continue to make private investment decisions difficult.

10. MAINTAIN PROFESSIONAL RELATIONSHIPS THAT ADD VALUE TO REGIONAL DEVELOPMENT SERVICES AND RESOURCES

Primary CEDS Goal

Promote innovative community development learning opportunities by supporting the activities of collaborating entities.

Primary CEDS Objective

The three objectives under this goal all apply to the activity.

5 Year Performance Percentage

80%

Accomplishments Achieved

The District continued to actively participate on several statewide development organizations including:

- Area Health Education Center (AHEC) Advisory Board
- South Dakota Chamber and Economic Development Council
- Launch Program Committee
- Rural Housing Collaborative
- Small Business Development Center Advisory Board
- South Dakota Planner's Association
- Kelly Center for Entrepreneurship

Quantify Deliverable(s)

This category did not involve deliverable items.

Difficulties Encountered

There were no difficulties encountered.

11. ENHANCE COMMUNICATION AND PUBLIC AWARENESS OF DEVELOPMENT CONDITIONS AND ASSETS

Primary CEDS Goal

Establish a stronger regional identity.

Primary CEDS Objective

Develop new methods of bringing regional awareness to community leaders and the general public.

5 Year Performance Percentage

This activity does not lend itself to a percentage evaluation, since no numerical values are part of the expectations.

Accomplishment Achieved

The District began expanded the distribution of its annual performance report to include more individual officials and organizations. The reports were also provided to newspaper and radio station outlets. The District also raised the “profile” of regional development by sharing resource information with:

- ❖ South Dakota Area Health Education Committee Advisory Board
- ❖ Local Horizon’s Program Committees in Kimball
- ❖ Social service workshop participants in Yankton
- ❖ Small business tax workshop participants in Yankton
- ❖ Minority business startup class attendees in Lake Andes
- ❖ USDA Rural Development Business and Industry Program workshop participants in Mitchell

Quantify Deliverable(s)

This category did not involve deliverable items. One outcome of the activity was a greater awareness of rural development resources by persons that were unaware of the opportunities.

Difficulties Encountered

There were no difficulties encountered. This activity, while important, is lower on the priority scale than work that has deadlines or financial consequences. In other words, the District takes advantage of opportunities to enhance communication, but other time demands prevented a more systematic approach.

12. ELIMINATE BARRIERS TO COOPERATION

Primary CEDS Goal

Promote innovative community development opportunities by supporting the activities of collaborating entities.

Primary CEDS Objective

There are no specific objectives that take precedence on this topic. The goal applies to the majority of work undertaken by the District.

5 Year Performance Percentage

This is an ongoing activity, thus performance percentages do not apply.

Accomplishments Achieved

The District, by virtue of its organizational make-up, professional capabilities and past performance was solicited by other entities to help overcome barriers in the following areas.

TOPIC	BARRIER	DISTRICT ROLE
Healthcare	Lack of Community Awareness	Local Leadership Education
Housing	Lack of Program Coordination	Rural Housing Training Program Management
Government Contracting	Manufacturing Certification Awareness	Workshop Coordination
Disaster Mitigation Cost Benefit Analysis	Consistent Application Content and Analysis	Coordination of a Statewide Applicant Support Network

The District is recognized as a “go to” entity because it has the ability to work across various “turf lines” and topic areas. Its issue flexibility is a basic hallmark of the organization and a major service strength.

Quantify Deliverable(s)

The activity does not have deliverables, other than the successful removal of perceived barriers. There were no anticipated numeric outcomes.

Difficulties Encountered

The only challenge was “shifting gears” to address unexpected assistance requests.

13. SUPPORT ALTERNATIVE ENERGY AND NATURAL RESOURCES BASED DEVELOPMENT PROJECTS

Primary CEDS Goal

Build alternative energy production capacities that take advantage of natural and agricultural assets.

Primary CEDS Objective

All four objectives in this category are applicable to the work activity.

5 Year Performance Percentage

A percentage does not apply.

Accomplishments Achieved

The District assisted the Mitchell Technical Institute (MTI) acquire a full size wind turbine from Basin Electric Cooperative. The turbine was part of a new 108 unit wind farm being constructed in Aurora, Brule and Jerauld Counties. The turbine will be used to train wind energy technicians, including minority students from area Indian Reservations. District staff also reviewed wind energy proposals involving Gregory County, including a pumped water storage generation facility. The District helped a school system in Lyman County acquire its own turbine for the purpose of reducing traditional energy costs.

Quantify Deliverable(s)

The deliverables included two new wind turbines for power generation and education purposes.

Difficulties Encountered

There were no problems associated with the activity, outside of finding and securing project funding.

14. SUPPORT MULTI-COUNTY MARKETING CORRIDORS AND/OR REGIONAL INDUSTRY COOPERATIVE VENTURES

Primary CEDS Goal

Establish a stronger regional identity.

Primary CEDS Objective

Document regional economic and social relationships as a means of forming new issue alliances.

5 Year Performance Percentage

A percentage does not apply.

Accomplishments Achieved

The District continued to monitor the activities of the I-29 corridor economic group, which includes several member communities. District staff support for the Missouri River Corridor was suspended as other work priorities arose. The Missouri River Corridor is a multi-state recreation development concept that has the support of the National Park Service. The District maintained its distribution of Missouri River Corridor marketing materials and information. Communities participating in the Oyate Trail promotion (Wagner, Burke, Gregory, Winner etc.) were assisted with development activities on an individual basis.

Quantify Deliverables

There were no deliverables associated with this activity.

Difficulties Encountered

There were no unanticipated problems in addressing this activity.

15. SUPPORT ACTIVITIES THAT HELP ENTREPRENEURS AND MICRO-BUSINESS DEVELOPMENT

Primary CEDS Goal

Foster an entrepreneurial development culture.

Primary CEDS Objective

All four objectives under this goal apply to the activities.

5 Year Performance Percentage

60%

Accomplishments Achieved

The District broadened the opportunities available to regional employers, by providing Procurement Technical Assistance Center (PTAC) services. PTAC helped over 25 different companies during the first 10 months of 2010. The District also began compiling data for a new South Dakota site certification program. The District maintained its sponsorship of the Small Business Development Center (SBDC). This free service was a major factor in helping to save and/or create new jobs. The District is also playing a coordination role for a new manufacturing certification initiative. Finally, the District conducted two micro-business workshops for the Yankton Sioux Tribe.

Quantify Deliverables

A total of 125 businesses were assisted in saving or creating 50 primary jobs. The assistance was provided through all District services. The private investment exceeded \$8 million. A total of 18 persons utilized the micro-business workshop opportunity.

Difficulties Encountered

The national economic situation resulted in a loss of primary jobs in several manufacturing sectors over 300 jobs were lost. Saving jobs became more of a priority as the year progressed.

16. SUPPORT ACTIVITIES THAT EXPAND MARKETS OR IMPROVE THE PRODUCTIVITY OF EXISTING COMPANIES

Primary CEDS Goal

Foster an entrepreneurial culture.

Primary CEDS Objective

All four objectives under this goal apply to the activity.

5 Year Performance Percentage

This is an ongoing activity.

Accomplishments Achieved

The District coordinated a manufacturing certification workshop that had the potential of expanding regional opportunities in federal contract procurement.

The details of the activity were described in a previous element. The District also worked closely with Mitchell Technical Institute (MTI) and the Regional Technical Education Center (RTEC) on proposals to bring technical education programs to outlying communities. The training was intended to enhance welding, manufacturing operations and energy saving measures.

Quantify Deliverables

The manufacturing certification workshop was attended by 125 persons. The MTI and RTEC training proposals were not funded. They will be resubmitted in 2011.

Difficulties Encountered

There were no major problems encountered other than funding issues.

17. SUPPORT INFORMATION TECHNOLOGY INITIATIVES AND RESEARCH

Primary CEDS Goal

Foster an entrepreneurial development culture.

Primary CEDS Objective

Identify five models that could be replicated within the region.

5 Year Performance Percentage

The activity extends throughout the entire CEDS planning period.

Accomplishments Achieved

The District continued to assist a start-up data center operation in Yankton that is exploring the concept of expanding to smaller communities. The expansions will be dependent upon finding the right facilities and broadband situations. Although two communities were considered the concept is not expected to be implemented until late 2011 or 2012.

Quantify Deliverables

The outcomes of this activity do not lend themselves to specific deliverables.

Difficulties Encountered

The national economic situation forced businesses to focus on immediate issues, which limited expansion or research activities.

EVALUATION

The District tracked the CEDS Action Plan elements through its monthly internal work reports. The following table shows the status of each item as of December 2010. New projects will be replacing completed activities, as the District's Annual Work Plan is approved in January 2011. The Work Plan varies from the EDA Scope of Work in its format. The content is very similar.

County	Entity	Project	CEDS Category	Work Plan Topic	Completion Target Date	Status	5 Year % Completed
Aurora	White Lake	I-90 Development	Capacity Building	Economic Development	2012	Inactive	0%
	Plankinton	Bike Trail	Capacity Building	Community Development	2009	Not Funded	0%
	Aurora-Brule Water	Expansion	Capacity Building	Community Development	2012	Finished	100%
	County	Pre-disaster Mitigation Plan Update	System Enhancement	Planning & Research	2010	In Progress	98%
Bon Homme	Avon	Fire Hall	Capacity Building	Community Development	2008	Finished	100%
	Springfield	Fire Hall	Capacity Building	Community Development	2008	Finished	100%
	Springfield	Rush-Co	Capacity Building	Economic Development	2009	Finished	100%
	Scotland	Sewer Project – Hwy 25	Capacity Building	Community Development	2008	Finished	100%
	Tyndall	Sewer	Capacity Building	Community Development	2011	Finished	100%
	Tyndall	Storm Sewer	Capacity Building	Community Development	2011	Finished	100%
	Tyndall	Railroad Rehab.	Capacity Building	Economic Development	2009	Inactive	0%
	County	Pre-Disaster Mitigation Plan Update	System Enhancement	Planning & Research	2010	Finished	100%
Brule	Chamberlain	Water Plant Upgrade	Capacity Building	Community Development	2008	Finished	100%
	County	E911 Implementation	System Enhancement	Technical Assistance	2008	Completed	100%
	Pukwana	Water & Sewer	Capacity Building	Community Development	2009	Application Phase	10%
	Aurora-Brule Rural Water	Intake Upgrade	Capacity Building	Community Development	2010	Construction Started	80%
	Kimball	Trail System	Capacity Building	Community Development	2008	Finished	100%
	Chamberlain	Portable Generator				Completed	100%
	County	Pre-Disaster Mitigation Plan Update	System Enhancement	Planning & Research	2010	In Progress	75%
Buffalo	Crow Creek Sioux Tribe	Development Mapping	System Enhancement	Economic Development	2008	Completed	100%
	County	GIS Implementation	Capacity Building	Technical Assistance	2008	Completed	100%
	County	Title 5 Program Implementation	System Enhancement	Human Resources	2008	Unknown	0%

County	Entity	Project	CEDS Category	Work Plan Topic	Completion Target Date	Status	5 Year % Completed
	County	Pre-Disaster Mitigation Plan Update	System Enhancement	Planning & Research	2010	In Progress	75%
Charles Mix	Wagner	Ethanol Plant	Capacity Building	Economic Development	2009	Inactive	0%
	Wagner	Industrial Road Access	Capacity Building	Economic Development	2009	Inactive	0%
	Wagner	Railroad Rehab.	Capacity Building	Economic Development	2009	Inactive	0%
	Wagner	Municipal Electric	Capacity Building	Community Development	2008	Complete	100%
	Platte	Park	Capacity Building	Community Development	2008	Completed	100%
	Lake Andes	Lake Watershed Study	System Enhancement	Natural Res. Development	2008	Submitted	10%
	Lake Andes	Road & Sewer Study	Capacity Building	Community Development	2008	Completed	100%
	Yankton Sioux Tribe	Meth Prevention Project	System Enhancement	Human Res. Development	2008	In Progress	35%
	Yankton Sioux Tribe	Office of Violence Against Women	System Enhancement	Human Res. Development	2008	Approved	50%
	Geddes	Sanitary Sewer	Capacity Building	Community Development	2010	Under Construction	100%
	Geddes	Water Distribution	Capacity Building	Community Development	2010	Hold	0%
	County	OJDP-Title 5 Program	System Enhancement	Human Res. Development	2008	Completed	100%
	County	911	System Enhancement	Technical Assistance	2010	In Progress	95%
	Pickstown	Water & Sewer Capacity Expansion	Capacity Building	Community Development	2009	Planning	0%
	Wagner	Water Tower	Capacity Building	Community Development	2008	Finished	100%
	Wagner	Sewer Expansion	Capacity Building	Community Development	2008	Finished	100%
	Randal Rural Water System	\$29 million-Plant & System Upgrades	Capacity Building	Community Development	2012	Phased	15%
	Yankton Sioux Tribe	Detention Center	Capacity Building	Human Res. Development	2011	In Progress	60%
	Wagner	Assisted Living Center	Capacity Building	Human Res. Development	2009	Feasibility Study Finished	100%
	County	Pre-Disaster Mitigation Plan Update	System Enhancement	Planning & Research	2012	Completed	100%
Davison	Mitchell	Sewer System Implementation	Capacity Building	Community Development	2009	Completed	100%
	Mitchell	Archeodome Upgrades	Capacity Building	Economic Development	2008	Unchanged	10%
	Mitchell	GIS Capacity	System Enhancement	Technical Assistance	2010	Finished	100%
	Mitchell	Comprehensive Plan	System Enhancement	Planning & Research	2009	In Progress	25%
	Mount Vernon	Land Use Planning	System Enhancement	Planning & Research	2009	On hold	0%
	Ethan	Hanson Rural Water System-Water Capacity	Capacity Building	Economic Development	2010	Finished	100%

County	Entity	Project	CEDS Category	Work Plan Topic	Completion Target Date	Status	5 Year % Completed
	County	Pre-Disaster Mitigation Plan Update	System Enhancement	Planning & Research	2010	Submitted	95%
Douglas	Corsica	Road Network Implementation	Capacity Building	Community Development	2010	Phased	10%
	Corsica	Water Tower	Capacity Building	Community Development	2009	Finished	100%
	Corsica	Wastewater Treatment	Capacity Building	Community Development	2009	Completed	100%
	Corsica	Housing Sub-Division	Capacity Building	Community Development	2012	Completed	100%
	Corsica	Industrial Park Improvements	Capacity Building	Economic Development	2010	Denied	0%
	Armour	Water Improvements	Capacity Building	Community Development	2008	Finished	100%
	Armour	Sewer Improvements	Capacity Building	Community Development	2009	Design Phase	10%
	Armour	Road Improvements	Capacity Building	Community Development	2010	Planning	0%
	Delmont	City Hall Improvements	Capacity Building	Community Development	2008	Application Denied	0%
	Delmont	Water Improvements	Capacity Building	Community Development	2009	Finished	100%
	County	Pre-Disaster Mitigation Plan Update	System Enhancement	Planning & Research	2010	In Progress	95%
Gregory	Dallas	Fire Hall	Capacity Building	Community Development	2008	Finished	100%
	Burke	City Park Improvements	Capacity Building	Community Development	2009	Planning Phase	10%
	Fairfax	Historic Preservation Renovation	Capacity Building	Community Development	2009	Denied	0%
	Gregory	Road & Sewer for New School	Capacity Building	Community Development	2009	Active	10%
	Gregory	Old School Building Re-use	Capacity Building	Community Development	2009	Application Denied	0%
	Tripp County Water Users District	Expansion Gregory County	Capacity Building	Community Development	2009	Completed	100%
	County	Pre-Disaster Mitigation Plan Update	System Enhancement	Planning & Research	2010	In Progress	95%
Hanson	Hanson Rural Water Users District	Rural Water Expansion	Capacity Building	Community Development	2010	In Progress	95%
	Alexandria	Soy Crush Plant	Capacity Building	Economic Development	2012	On Hold	0%
	Emery	Wastewater System	Capacity Building	Community Development	2010	Under Construction	80%
	Emery	Water Improvements	Capacity Building	Community Development	2010	On Hold	25%
	Emery	Senior Center	Capacity Building	Community Development	2010	Developing	0%
	County	GIS Implementation	System Enhancement	Technical Assistance	2008	Completed	100%
Hutchinson	Menno	Hwy 18 Reconstruction	Capacity Building	Community Development	2009	Approved	25%
	Menno	Sewer Improvements	Capacity Building	Community Development	2011	Approved for 2011	0%

County	Entity	Project	CEDS Category	Work Plan Topic	Completion Target Date	Status	5 Year % Completed
	Menno	Swimming Pool	Capacity Building	Community Development	2012	Avera-Approved LWCF-Denied	0%
	Menno	Grocery Store	Capacity Building	Economic Development	2008	Finished	100%
	Freeman	Storm Sewer	Capacity Building	Community Development	2009	Finished	100%
	Freeman	6th St. Reconstruction	Capacity Building	Community Development	2009	Finished	100%
	Freeman	Elementary School	Capacity Building	Human Resources Development	2012	Under Construction	50%
	Freeman	Park	Capacity Building	Community Development	2008	Completed	100%
	Tripp	Storm Sewer Improvements	Capacity Building	Community Development	2010	In Progress	50%
	Tripp	Street Reconstruction	Capacity Building	Community Development	2010	Under Construction	50%
	Tripp	Trail Development	Capacity Building	Community Development	2010	Denied	0%
	Parkston	Sewer System Improvements	Capacity Building	Community Development	2009	Completed	100%
	Dimock	Main Street Reconstruction	Capacity Building	Economic Development	2008	Completed	100%
	County	Feed Lot/Ethanol Plant	Capacity Building	Economic Development	2011	Inactive	0%
	County	Trans Canadian Pipeline	Capacity Building	Economic Development	2010	Completed	100%
	County	Pre-Disaster Mitigation Plan Update	System Enhancement	Planning & Research	2010	Submitted	95%
Jerauld	Wessington Springs	Senior Center	Capacity Building	Community Development	2010	Funding Approved	10%
	Wessington Spring	Park Improvements	Capacity Building	Community Development	2009	Denied	0%
	Alpena	Highway Improvements	Capacity Building	Community Development	2012	Inactive	0%
	County	Wind Farm Development	Capacity Building	Economic Development	2010	Completed	100%
	County	Pre-Disaster Mitigation Plan Update	System Enhancement	Planning & Research	2010	Submitted	98%
Lyman	Presho	Fire Hall	Capacity Building	Community Development	2008	Finished	100%
	Presho	Sewer Improvements	Capacity Building	Community Development	2008	Planning	10%
	Presho	Park Improvements	Capacity Building	Community Development	2009	Denied	0%
	Iona	Community Center	Capacity Building	Community Development	2010	Tabled	0%
	Lower Brule Sioux Tribe	GIS	System Enhancement	Technical Assistance	2009	Finished	100%
	Oacoma	Water System Expansion	Capacity Building	Community Development	2009	Water Plan	0%
	Oacoma	Park Improvements	Capacity Building	Community Development	2009	Denied	0%
	County	E911 Implementation	System Enhancement	Technical Assistance	2009	Finished	100%

County	Entity	Project	CEDS Category	Work Plan Topic	Completion Target Date	Status	5 Year % Completed
	County	Pre-Disaster Mitigation Plan Update	System Enhancement	Planning & Research	2008	Finished	100%
Sanborn	Woonsocket	Sanitary Sewer Treatment Improvements	Capacity Building	Community Development	2009	Inactive	0%
	Woonsocket	Lake Prior Improvements	Capacity Building	Community Development	2008	Complete	100%
	Forestburg	Road Improvements	Capacity Building	Community Development	2009	Inactive	0%
	Forestburg	Incorporation	System Enhancement	Community Development	2012	Unknown	0%
	County	E911	System Enhancement	Technical Assistance	2008	Finished	100%
Tripp	New Witten	Storm Drainage	Capacity Building	Community Development	2009	Inactive	0%
	Winner	Sewer System Improvements	Capacity Building	Community Development	2010	In Progress	40%
	Winner	Road Improvements	Capacity Building	Community Development	2008	Completed	100%
	Winner	Water Supply & Tower	Capacity Building	Community Development	2010	Planning Phase	10%
	County	E911	System Enhancement	Technical Assistance	2008	Finished	100%
	County	Pre-Disaster Mitigation Plan Update	System Enhancement	Planning & Research	2010	In Progress	95%
Yankton	Gayville	Zoning	System Enhancement	Planning & Research	2009	Finished	100%
	Mission Hill	Water Tower	Capacity Building	Community Development	2009	Inactive	10%
	Lesterville	Water System Improvements	Capacity Building	Community Development	2008	Complete	100%
	Lesterville	Park Improvements	Capacity Building	Community Development	2009	Denied	0%
	Utica	Main Street Improvements	Capacity Building	Community Development	2010	Inactive	0%
	Volin	Water System Improvements	Capacity Building	Community Development	2010	Approved	10%
	Yankton	SD/NE Bridge	Capacity Building	Community Development	2008	Finished	100%
	Yankton	Bridge Plaza	Capacity Building	Community Development	2009	Planning	0%
	Yankton	Bridge Conversion	Capacity Building	Community Development	2010	In Progress	30%
	Yankton	Pump Station	Capacity Building	Community Development	2008	Approved Completed	100%
	Yankton	Water System Improvements	Capacity Building	Community Development	2012	In Progress	70%
	Yankton	Brownfield Site Clean-up	Capacity Building	Community Development	2008	Completed	100%
	Yankton	Trail Development	Capacity Building	Community Development	2009	Completed	100%
	County	GIS	System Enhancement	Technical Assistance	2008	Completed	100%
	County	Bike Trail	Capacity Building	Community Development	2010	Under Construction	20%

County	Entity	Project	CEDS Category	Work Plan Topic	Completion Target Date	Status	5 Year % Completed
	County	B-Y Lake Area Expansion	Capacity Building	Planning & Research	2010	In Progress	95%
	County	Lake Area Sewer Study/Development	Capacity Building	Planning & Research	2011	Completed	100%
	County	Pre-Disaster Mitigation Plan Update	System Enhancement	Planning & Research	2010	In Progress	75%

A large number of projects were completed during the year. The list will be revised in 2011 as the regional needs survey is updated. A separate “finished list” will be maintained to help track overall project progress. This list will show up in the 2011 Progress Report.

The CEDS Committee will be asked to update its annual priorities during a January 2010 meeting. As noted previously, the CEDS Committee expressed an interest in improving on a number of issues. The Committee’s direct influence only extends to those things that can be addressed by the District’s resources. Indirect influences extend to participating local governments, development organization and state officials.

INDICATOR TRENDS



UP



DOWN



MIXED

Measuring changes in regional conditions is challenging for two reasons. First, region-wide fact analysis may not be possible for several months after the end of the reporting period. Second, the impacts of national economic factors (stimulus spending, lending practices, etc.) and local influences (natural disaster, business closing, etc.) may dramatically alter annual data sets. The following information summarizes the trends of several development indicators. While trends may not accurately portray every major variable associated with CED’s performance, they do provide a sense of direction and a relative appreciation of regional well-being.

1. Job Creation & Retention



The region’s Small Business Development Center (SBDC) recorded significantly less job creation and retention during 2010. The numbers were well below the seven year average (43 versus 60.6 and 37 versus 42.6). Regional unemployment rates were higher than state averages throughout the year. The area is still feeling the effects of the national recession.

2. Private Investment



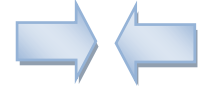
SBDC clients invested less in their companies during 2010 than the seven year average (\$8,339,091 versus \$9,399,3085). The level of client sales increases was also below recent trends (\$2,606,460 versus \$4,399,082). National economic influences and market conditions may have dampened the enthusiasm for investment.

3. Public Investment



Local governments utilized \$4,735,164 of outside funding in a variety of infrastructure projects. This level of activity was 30 percent below the long term average of \$6,732,000. There may be a spending “hangover” from matching the stimulus assistance in 2009.

4. Basic Economic Activity and Population Change



Taxable Sales 2009-2010

County	2009 Taxable Sales	2010 Taxable Sales	Percent Change 2009-2010
Aurora	\$17,935,647	\$26,928,226	50.1%
Bon Homme	\$42,657,307	\$41,961,920	-1.6%
Brule	\$70,855,826	\$79,980,889	12.9%
Buffalo	\$664,655	\$3,087,233	364.5%
Charles Mix	\$95,743,529	\$99,964,829	4.4%
Davison	\$483,962,125	\$487,237,759	0.7%
Douglas	\$35,072,178	\$33,384,163	-4.8%
Gregory	\$45,702,424	\$48,715,811	6.6%
Hanson	\$8,905,077	\$8,119,695	-8.8%
Hutchinson	\$82,945,490	\$86,780,765	4.6%
Jerauld	\$27,508,498	\$22,470,519	-18.3%
Lyman	\$33,542,920	\$33,894,082	1.0%
Sanborn	\$17,651,136	\$17,513,396	-0.8%
Tripp	\$84,928,792	\$83,122,747	-2.1%
Yankton	\$331,885,341	\$334,751,773	0.9%
State Total	\$16,464,455,147	\$16,220,055,288	-1.5%

Source: SD Sales and Use Tax Report, Fiscal Year 2009/2010, SD Dept. of Revenue and Regulation

Market Value of Agricultural Products Sold

County	2002 Ave Per Farm	2007 Ave Per Farm	Percent Change 2002-2007
Aurora	\$129,315	\$271,018	110%
Bon Homme	\$100,095	\$193,914	94%
Brule	\$139,627	\$269,491	93%
Buffalo	\$181,073	\$291,226	61%
Charles Mix	\$128,002	\$254,293	99%
Davison	\$88,860	\$192,467	117%
Douglas	\$157,793	\$294,948	87%
Gregory	\$74,364	\$143,689	93%
Hanson	\$152,243	\$218,569	44%
Hutchinson	\$128,954	\$266,048	106%
Jerauld	\$125,282	\$287,599	130%
Lyman	\$100,431	\$190,620	90%
Sanborn	\$108,351	\$179,623	66%
Tripp	\$136,933	\$219,033	60%
Yankton	\$113,458	\$187,828	66%
South Dakota	\$120,829	\$210,801	74%

Source: 2002, 2007 Census of Agriculture

Regional Population Change

County	2000 Population	2010 Population	Percent Change 2000-2010
Aurora	3,058	2,710	-11.4%
Bon Homme	7,260	7,070	-2.6%
Brule	5,364	5,255	-2.0%
Buffalo	2,032	1,912	-5.9%
Charles Mix	9,350	9,129	-2.4%
Davison	18,741	19,504	4.1%
Douglas	3,458	3,002	-13.2%
Gregory	4,792	4,271	-10.9%
Hanson	3,139	3,331	6.1%
Hutchinson	8,075	7,343	-9.1%
Jerauld	2,295	2,071	-9.8%
Lyman	3,895	3,755	-3.6%
Sanborn	2,675	2,355	-12.0%
Tripp	6,430	5,644	-12.2%
Yankton	21,652	22,438	3.6%
South Dakota	754,844	814,180	7.9%

Source: 2000, 2010 U.S. Census

The regional changes in taxable sales and the market value of agricultural products exceeded state averages. However, the population trend continued to fall well behind the state's rate of growth.

5. Transformative Initiatives



The regional prospects for major development initiatives improved with:

- The completion of a 108 unit wind farm in three counties.
- The awarding of permits for a multi-billion oil refinery project within 40 miles of the region.
- The progress being made in planning for a new events center in Chamberlain.
- The grassroots organizing of a potential 600 unit wind farm in two counties.
- The completion of another Canadian tar sands pipeline across the region.

Action/Implementation Plan 2011 Scope of Work

Goal/Activity	Primary Actions	Responsibility	Completion Date	Expected Results	Performance Measures
I. Planning & CEDS Process					
A. Compile Data	<ul style="list-style-type: none"> ◆ Monitor reference materials and census updates ◆ Revise CEDS tables and maps to reflect new data 	District Staff	October	<ul style="list-style-type: none"> ◆ Access to current data for applications and planning documents ◆ Updated data and better analysis capabilities 	<ul style="list-style-type: none"> ◆ More competitive applications and enhanced public investment opportunities ◆ Updated data and better analysis capabilities
B. Identify Priorities	<ul style="list-style-type: none"> ◆ Review local plans and application lists for priorities ◆ Monitor statewide planning processes 	District Staff	Ongoing	<ul style="list-style-type: none"> ◆ Clarification as to which projects will be seeking financial assistance and local budget support ◆ Placement of regional projects on statewide plans in order to enhance their potential opportunities for state and/or federal funding 	<ul style="list-style-type: none"> ◆ Additional public investment in support of community and economic development activities ◆ Additional public investment associated with outside financial assistance.
C. Review & Revise Strategies as Necessary	<ul style="list-style-type: none"> ◆ Contact members about projects and needs ◆ Change priorities 	District Staff District Director & Committee	March Ongoing	<ul style="list-style-type: none"> ◆ Compilation of member projects and development issues ◆ Adjustment of office staff assignments and time allocations 	<ul style="list-style-type: none"> ◆ Additional public and/or private investment, along with job creation and retention ◆ Positive changes in the level of economic development assistance services
D. Provide Census Process Support	<ul style="list-style-type: none"> ◆ Assist cities and counties with redistricting analysis ◆ Prepare new maps by district or jurisdiction 	GIS Staff	June	<ul style="list-style-type: none"> ◆ Voting district options that are within legal guidelines ◆ New district maps with easily recognized boundaries 	<ul style="list-style-type: none"> ◆ Local government compliance with election laws and sub-units that can be easily recognized by the public ◆ Local government compliance with election laws
E. Compile Healthcare and Housing Data	<ul style="list-style-type: none"> ◆ Develop community profiles on healthcare ◆ Assist local entities with housing assessments 	District Staff	June	<ul style="list-style-type: none"> ◆ County data sets that illustrate population and economic information of interest to healthcare providers 	<ul style="list-style-type: none"> ◆ Private sector investment and public support for rural health initiatives

Goal/Activity	Primary Actions	Responsibility	Completion Date	Expected Results	Performance Measures
II. Technical Support					
A. Assist Site Development Planning	◆ Compile site information	District Staff	Ongoing	◆ Accurate information on a variety of local development sites that complies with state program standards	◆ Additional public and private investment, leading to job creation as sites are developed
	◆ Present site data in effective formats			◆ Graphic imagery that illustrates the development sites in an effective manner (maps, aerial photos)	◆ Additional public and private investment, leading to job creation as sites are developed
B. Provide GIS and Graphic Illustration Support	◆ Research new software & user applications	District Staff	Ongoing	◆ Identification of new or enhanced GIS programs that could improve the region's graphic analysis of development data	◆ Improvement in the decision making capabilities of economic development practitioners and local governments
	◆ Change file server features and content			◆ Updated regional map server capabilities for those local governments utilizing the service	◆ More investment by local governments in GIS capacity
	◆ Enhance regional and statewide training for local officials				
C. Improve Development Resource Awareness	◆ Expand participation with other organizations	District Staff	Ongoing	◆ Regular professional interaction with other development interests on the policy and staffing levels	◆ Better coordination of economic development programs and resources, which leads to job creation
	◆ Build relationships with Tribal groups			◆ Regular professional interaction with Tribal development and service delivery entities	◆ Job creation and investment in development capacity building activities
III. Regional Capacity Building					
A. Assist Community with Infrastructure Projects	◆ Solicit project information	District Staff	Ongoing	◆ List of infrastructure projects that will be needing funding during 2011 or early 2012	◆ Additional public investment in infrastructure
	◆ Prepare proposals	District Staff, Project Sponsors, Engineering Firms		◆ Submission of grant and/or loan applications for a variety of public infrastructure and facility projects	◆ A minimum of \$2 million of public investment or new projects
	◆ Assist applicants with follow-up paperwork	District Staff		◆ Successful completion of post-submission project paperwork and/or the establishment of an administrative filing system	◆ Additional public investment

Goal/Activity	Primary Actions	Responsibility	Completion Date	Expected Results	Performance Measures
B. Support Workforce Development	◆ Continue to assist MTI & RTEC with program applications	District III, RTEC, MTI, Healthcare Providers	Ongoing	◆ Funding for at least one new workforce training program	◆ Job opportunities for area training program graduates
	◆ Monitor resources at the state and federal levels	District Staff		◆ Identification of potential workforce training program funding mechanisms	◆ New public investment in area workforce development initiative
C. Maintain Professional Relationships	◆ Attend statewide development meetings	District Director & Staff	Ongoing	◆ Regular participation in regional and statewide development group meetings or training activities	◆ Improvements in the economic development environment in terms of assistance effectiveness and resource impacts
	◆ Support local & regional development activities	District Staff & Local Entities	Ongoing	◆ Professional staff support and/or technology based assistance to development groups on activities of mutual interest	◆ Improvements in the economic development environment, leading to new jobs and investment
D. Enhance Communication and Awareness	◆ Broaden communication techniques to reach more people	District Staff	Ongoing	◆ Enhanced information sharing practices, involving projects services and development resources. The techniques will include e-mail, website and personal meetings	◆ Broader public awareness of development issues and opportunities, leading to new investments in the region
	◆ Involve more entities sharing resource information	District Staff & Development Partners		◆ Expanded contact lists and new professional relationships, involving the sharing of development data, programs and services	◆ New projects and ways of doing "business" among development interests
E. Eliminate Barriers to Cooperation	◆ Identify productive joint ventures	District Staff	Ongoing	◆ Strengthening or establishing mutually beneficial professional service and project initiatives with public/private sector entities	◆ Positive changes in the region's economic environment
	◆ Propose changes on barrier issues	Agency Program Mgrs		◆ Elimination or reduction in policies, practices or perceptions that inhibit cooperation or collaboration with development interests	◆ Positive changes in the region's economic environment
F. Support Alternative Energy Initiatives	◆ Assist local governments with energy saving projects	District Staff	Ongoing	◆ Utilization of energy conservation measures in public facility projects	◆ Increased public investment in infrastructure and facilities
	◆ Promote alternative energy program participation	Project Sponsors		◆ Additional public and private sector participation in energy related programs and projects	◆ Increased private and/or public investment in alternative energy and conservation initiatives

Goal/Activity	Primary Actions	Responsibility	Completion Date	Expected Results	Performance Measures
IV. Economic Initiatives					
A. Support Alternative Energy and Natural Resource Based Development	<ul style="list-style-type: none"> ◆ Monitor project development planning ◆ Assist sponsors with applications and environmental issues 	District Staff, MTI & Developers	Ongoing	<ul style="list-style-type: none"> ◆ Identification of technical assistance niches, where the District could be supportive ◆ Completion of state and/or federal assistance proposals (up to three are expected during the year) 	<ul style="list-style-type: none"> ◆ Changes in the region's development environment that favor alternative energy and other natural resource based initiatives ◆ New public and private investment in alternative energy and natural resource based initiatives
B. Assist Entrepreneurs and Micro Businesses	<ul style="list-style-type: none"> ◆ Identify entrepreneurial and micro business projects that have significant potential ◆ Direct project sponsors to infrastructure, planning and financial resources 	District Staff & Local Dev. Organizations	Ongoing	<ul style="list-style-type: none"> ◆ Utilization of the region's business consulting and financial assistance programs to further high potential projects ◆ Referrals of business prospects to appropriate resources 	<ul style="list-style-type: none"> ◆ New private investment and business initiatives (job creation may occur, but it will probably be minimal) ◆ New private investment and the establishment of credible businesses
C. Provide Support to Companies on Market Expansion and Productivity Improvements	<ul style="list-style-type: none"> ◆ Assist statewide entities with manufacturing certification activities ◆ Coordinate business assistance among programs 	District Staff & Small Business Development Center	Ongoing	<ul style="list-style-type: none"> ◆ Establishment of a program to help manufacturing companies with capabilities presentations along with referrals to certification resources ◆ Tracking of business outreach activities between programs 	<ul style="list-style-type: none"> ◆ New public and private sector contracting opportunities for area manufacturing companies ◆ More effective delivery of services and additional business investment
D. Support Information Technology (IT) Initiatives and Research	<ul style="list-style-type: none"> ◆ Raise local awareness of IT opportunities ◆ Build local IT capacity data fields 	District Staff & IT Providers	Ongoing	<ul style="list-style-type: none"> ◆ Distribution of information concerning data center and other information technology opportunities ◆ Compilation of broadband capacity data along with other development factors associated with information technology 	<ul style="list-style-type: none"> ◆ Interest in data center development or other new ways of enhancing information technology potential ◆ New public and/or private investment in information technology infrastructure

SCHEDULE

A draft of the 2011 Work Plan is attached. The plan will be finalized at the January 2011 District III Committee Meeting. As noted earlier, this document is part of the District's annual methodology for updated the CEDS. Its value is based upon accuracy, continuity and applicability. The District has been using the same format for over 25 years.

Finally, the 2011 EDA Scope of Work is presented below. The content changed somewhat from 2010. The region's development focus is expected to remain fairly constant.

Action/Implementation Plan 2011 Scope of Work

I. Planning and CEDS Process

- A. Compile local and regional data that illustrate development trends, capacities, and opportunities.
- B. Identify development priorities and resources at all levels.
- C. Review and revise strategies as situations change.
- D. Provide support to local governments on census related issues.
- E. Compile specialized data sets that support healthcare and housing planning initiatives.

II. Technical Support

- A. Assist local governments with development site certification planning activities.
- B. Provide Geographic Information System, digital rendering and other graphic illustration assistance to development proposals and planning activities.
- C. Assist regional and statewide entities with development resource awareness.

III. Regional Capacity Building

- A. Assist communities with infrastructure projects that improve their development potential.
- B. Support workforce development and technical education initiatives that impact local career paths.
- C. Maintain professional relationships that add value to regional development services and resources.
- D. Enhance communication and public awareness of development conditions and assets.
- E. Eliminate barriers to cooperation.
- F. Support alternative energy and/or energy conservation initiatives that improve public and private sector energy efficiency.

IV. Economic Initiatives

- A. Support alternative energy and natural resource based development projects.
- B. Support activities that help entrepreneurs and micro-business development.
- C. Support activities that expand markets or improve the productivity of existing companies.
- D. Support information technology initiatives and research.

PLANNING & DEVELOPMENT DISTRICT III COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY COMMITTEE ROSTER

Private Sector Representatives (55.6%)			
First Name	Last Name	Company	Position
Harold	Bickner	Bickner Electric	Owner
Tom	Bohnet	Applied Engineering	President
Roger	Bordewyk	Farm Bureau Insurance	Owner
Kathy	Divine	Divine Concrete	Vice President
Tony	Erpenbach	Tony's Building Center	Owner
Jerald	Garry	DICE Financial Services Group	Owner
Kim	Halverson	Halverson Ranch	Owner
Lucy	Halverson	Lyman County Herald	Co-Publisher, Editor
Steve	Hohn	MDS Manufacturing, Inc.	President
Richard	Lewis	State Farm Insurance	Owner
Chet	McManus	McManus Family Farm	Owner
Tim	Peterson	Broken Willow Lodge	Owner
Scott	Stern	Stern Oil	Vice President
Kent	Swenson	Santel Communications	President
Mark	Vanderwerff	Mark's Photographic Images	Owner

Representatives of Other Economic Interests (44.4%)			
First Name	Last Name	Company	Position
Mark	Benton	Midstate Communications	General Manager
Al	Cerny	City of Gregory	Finance Officer
Jacque	Fuks	Southeastern SD Tourism Assoc.	Executive Director
Merlin	Goering	B-Y Electric Cooperative	Manager
Dan	Guericke	Mid Central Educational Coop	Director
Kayleen	Lee	Avera Weskota Memorial Medical Ctr.	Administrator
Lisa	Lengkeek	Crow Creek Tribal Employment Rights Office	Director
Rhonda	Pole	Kelly Center for Entrepreneurship, DWU	Executive Director
Greg	Von Wald	Mitchell Technical Institute	President
Gale	Walker	St. Benedict Health Center	Administrator
Toni	Wells	Revolving Loan Fund-Lower Brule Sioux Tribe	Manager
Roger	Wiltz	City of Wagner	Council Member

Calculations:

1. Private Sector Representatives (at least 51%)	15	55.6%
2. Representatives of Other Economic Interests (no more than 49%)	12	44.4%
TOTAL COMMITTEE MEMBERSHIP	27	100.0%

GOVERNING BOARD ROSTER

Government Representatives			
First Name	Last Name	Government	Position
Jerry	Ackley	Geddes	Mayor
John	Ball	Woonsocket	Mayor
Linda	Bambas	Ravinia	Town President
Michelle	Bertram	Armour	Finance Officer
Doug	Best	New Witten	Chairman
Ervin	Bietz	Delmont	Mayor
Paul	Bloch	Lesterville	Town President
Carl	Brakke	Presho	Mayor
James	Burg	Wessington Springs	Mayor
Oscar Leo	Channel	Jerauld Co	Commissioner
Robert	Cournoyer	Yankton Sioux Tribe	Chairman
Eric	Curtis	Dallas	Trustee
Denny	Deffenbaugh	Gregory Co	Chairman
Ruth Ann	Dickman	Utica	Board President
Kurt	Effling	Artesian	Finance Officer
Russell	Ehlers	White Lake	Mayor
Greg	English	Tripp Co	Commissioner
Roy	Farabee	Herrick	Finance Officer
Harley	Fluth	Emery	Mayor
Dan	Frank	Volin	Trustee
Jennifer	Friederich	Tripp	Finance Officer
Jill	Grogan	Avon	Council Member
Vicky	Haskell	Platte	Finance Officer
Roger	Hauf	Colome	Mayor
Tim	Heisinger	Dimock	Town President
Jeanine	Herman	Olivet	Finance Officer
Shirley	Hines	Lane	Town President
Steve	Hohbach	Mount Vernon	Mayor
Brent	Hohman	Fulton	Trustee
Amy	Hoilien	Pickstown	Trustee
Jay	Jorgensen	Gayville	Town President
Yvonne	Krumm	Farmer	Finance Officer
Dallas	Laffey	Hutchinson Co	Commissioner
Donita	Loudner	Buffalo Co	Commissioner
Richard	McCann	Tyndall	Mayor
Darrell	Mehlhaf	Menno	Mayor
Eugene	Mertens	Kennebec	Town President
Keith	Mushitz	Charles Mix Co	Chairperson
Ronald	Orth	Scotland	Mayor
Daniel	Park	Lake Andes	Mayor

Government Representatives - Continued

First Name	Last Name	Government	Position
Steve	Perry	Lyman Co	Commissioner
Darwyn	Persson	Alexandria	Council Member
Delyayne	Persson	Aurora Co	Commissioner
John	Pesek	Bon Homme Co	Commissioner
Neil	Putnam	Mitchell	City Planner
Darrell	Raschke	James River WDD	Manager
Doug	Russell	Yankton	City Manager
Richard	Rysavy	Dante	Mayor
Brandon	Sauze	Crow Creek Sioux Tribe	Chairperson
Mike	Schreiber	Oacoma	Town President
Darla	Seiders	Fairfax	Finance Officer
Cody	Sharping	Pukwana	Maint. Engineer
Rodney	Swensen	Mission Hill	Town President
William	Tamisiea	Yankton Co	Commissioner

Non-Government Representatives

Private Sector Representatives

First Name	Last Name	Company / Enterprise	Position
Richard	Bartling	Bartling Feed & Grain	Owner
Tom	Bell	Security State Bank	Vice Pres
Richard	Brink	DJ Electric	Owner
Mark	Chada	Chada Construction	Owner
John	Claggett	Home Inspection Service	Owner
Chad	Clites	Central Plains	Co-Owner
John	Divine	Divine Concrete	Owner
Donald	Fejfar	Tabor Plumbing & Electric	Owner
Ewald R.	Fink	Fink Family Farm	Owner
Sharon	Haar	Haar Family Farm	Co-Owner
David	Hoffman	Dakota Consulting Services	Owner
Michael	Jandreau	Lower Brule Farm Corp.	Owner
Richard	Lewis	State Farm Insurance	Owner
Ronald	McManus	McManus Family Farm	Owner
Robert	Miller	South Service Gas Station	Owner
Doug	Nelson	D&N One Stop	Owner
Mark	Peterson	Peterson Bros. Construction	Co-Owner
Mike	Red Lightning	Ft Randall Casino & Hotel	Casino Manager
Don	Reinesch	Reinesch Family Farm	Owner
Norm	Schelske	Norm's Bar	Owner
Gerrie	Soper	Gerrie's Gems	Owner
Gary	Stadlman	Stadlman Excavation	Owner
Clifford	Tjaden	Tote Inc.	Owner
Joan	Williams	Williams Wellness Center	Owner
Rex	Winter	Motel 281	Owner

Stakeholder Organization Representatives

First Name	Last Name	Organization	Position
Lionel	Bordeaux	Sinte Gleska University	President
Lori	Essig	Dakota Wesleyan University	VP Univ Relations
Jacque	Fuks*	Southeast SD Tourism Association	Exec Director
Tony	Garcia, Dr.	Ihanktonwan Comm. College	President
Art	Hertz*	Great Lakes of SD Assoc	Board Member
Clarence	Montgomery	YST Health Education	Educator
Chris	Paustian	Mitchell Technical Institute	Director/CEO
Mary Sue	Schneider	Lower Brule Comm. College	President
Joseph	Sejnoha	Mount Marty College	Assoc Professor
Josh	Svatos	Regional Tech Education Center, Inc.	Corporate Secretary

**These organizations function as regional chambers in their service area.*

At-Large Representatives

First Name	Last Name	Organization	Position
Deb	Cahoy	Rural Office of Community Services, Inc	Exec Director
Vacant - Pending Appointment		Lower James Resource Cons Dist	Coordinator
Roger	Huizenga	Randall RC & D	Vice Chairman
Larry	McManus	Tri-County Landfill Association	Manager
Herman	Peters	SCCD	Board Member
Mike	Wentland	So. Missouri Recycling/Waste Mgmt	Operations Mgr

Calculations:

	<u>Number</u>	<u>Percent</u>
1. Government Representatives (at least 51%)	54	56.8%
2. Non-Government Representatives (no more than 49%)		
Private Representatives	25	26.3%
Stakeholder Representatives	10	10.5%
Total Non-Government Representatives	35	36.8%
3. At-Large Representatives	6	6.3%
GOVERNING BOARD MEMBERSHIP	95	100.0%