

Sioux Falls

SOUTH DAKOTA



Better business. Better life.





Name:



Market logo for recruitment:

Mission

**To be the leader in creating
economic growth in the region**



Quick Facts

Founded: 1954

Legal Structure: 501(c)(6)

Assets	
Current Assets	\$2,600,000
Land Inventory	8,500,000
Property & Equipment	1,900,000
Other Assets (options,notes rec.)	4,400,000
Total Assets	\$17,400,000

Quick Facts (cont.)

Operations Revenues	
Membership	\$140,000
City Funding	175,000
County Funding	500
Forward Sioux Falls	475,000
MCEDA/LCEDA Contract	34,000
International Trade Center Contract	40,000
Interest & Dividends	1,000
Miscellaneous Income	5,000
Transfer from Park Development	240,000
Total Operations Revenues	\$1,110,500

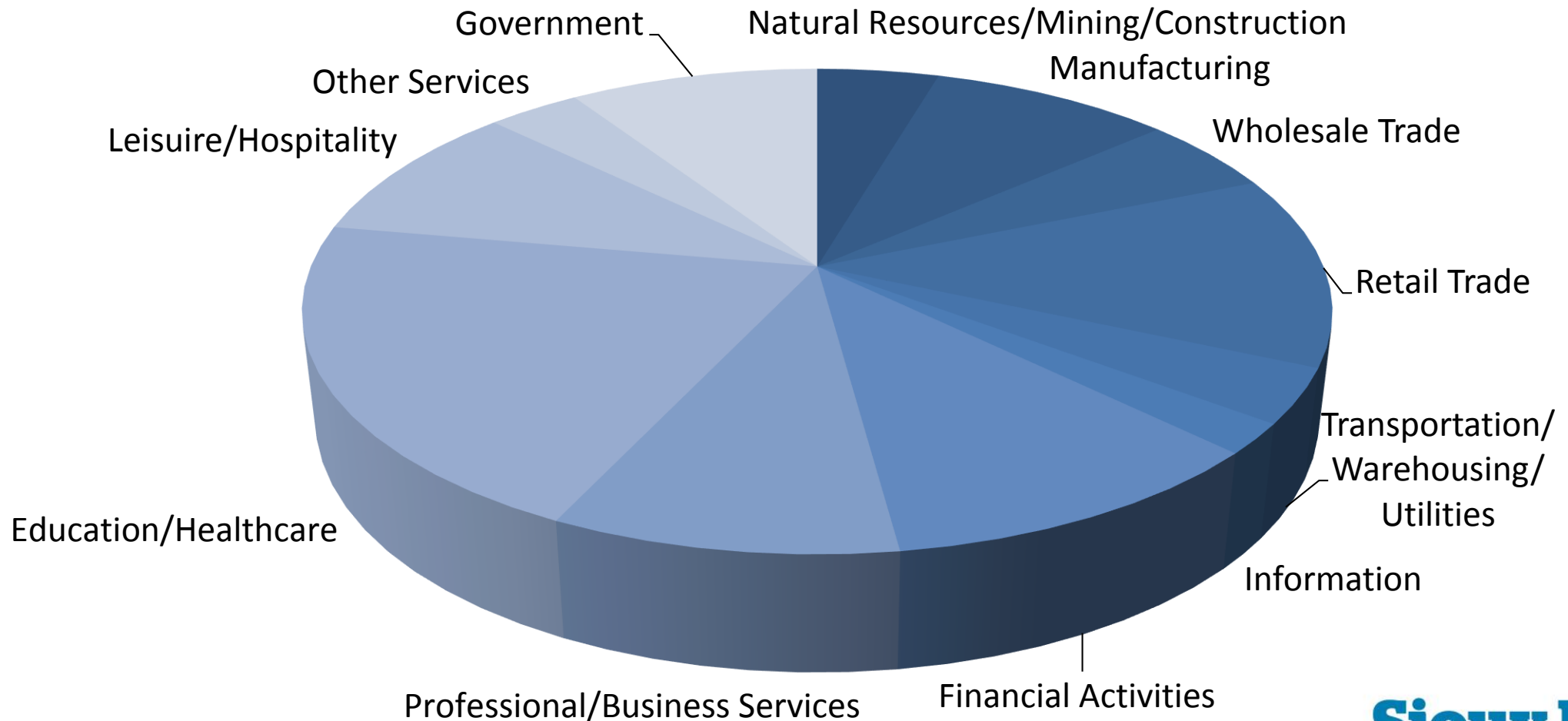


FORWARD
SIOUX ► FALLS
2011-2016



Non-Ag Wage & Salary Employment – MSA

Total: 138,300



Major Employers

Sanford Health	8,420
Avera	6,343
John Morrell & Co.	3,300
Sioux Falls School District	3,000
Wells Fargo	2,858
Hy-Vee Food Stores	2,723
Citi	2,700
Good Samaritan Society	1,559
City of Sioux Falls	1,133
Walmart / Sam's Club	1,106
Vet Affairs Medical & Reg Office	1,049
Raven Industries	943
First PREMIER Bank, Bankcard	935

Capital One	925
Midco Communications	868
Esurance	828
CIGNA	675
USGS EROS Data Center	591
South Dakota Achieve	580
Billion Automotive	559
Lewis Drug	550
Sammons Financial Group	550
USPS	524
Augustana College	520
StarMark Cabinetry	518
Minnehaha County	516

Information
Assurance

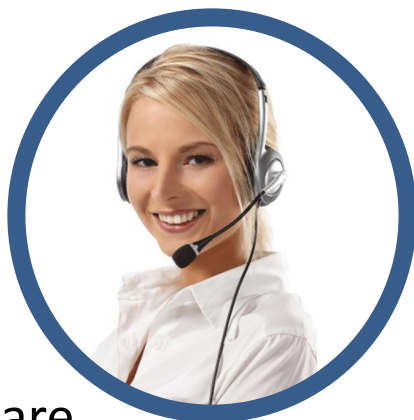


Biomedical
Research

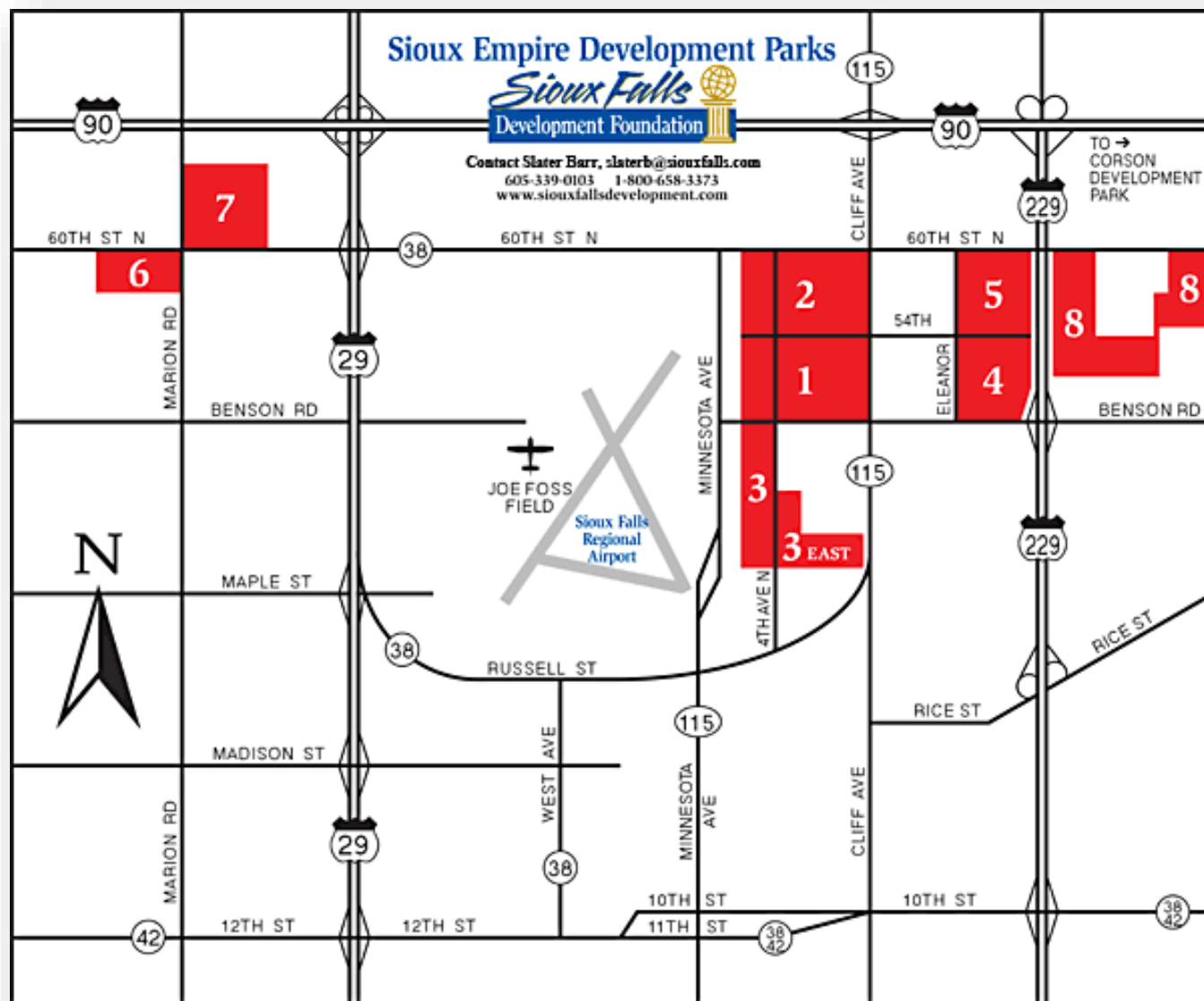


Medical
Device
Manufacturing

Customer Care
Centers



Mail-Order
Pharmaceuticals



Reality vs Perception

Calculated Rankings

- **# 1** America's Top State for Business – CNBC
- **# 3** Best Run State – Barron's
- **# 2** Business Tax Climate – Tax Foundation
- **#7** Best State in the Nation for Business – Pollina Corporate Real Estate
- **#9** Strongest Local Economy – Policom Corporation

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Surveyed Rankings

- **# 24** Top States Business Climate Rankings – Site Selection Magazine
- **# 18** Best & Worst States for Business – Chief Executive Magazine

FSF National Marketing Task Force

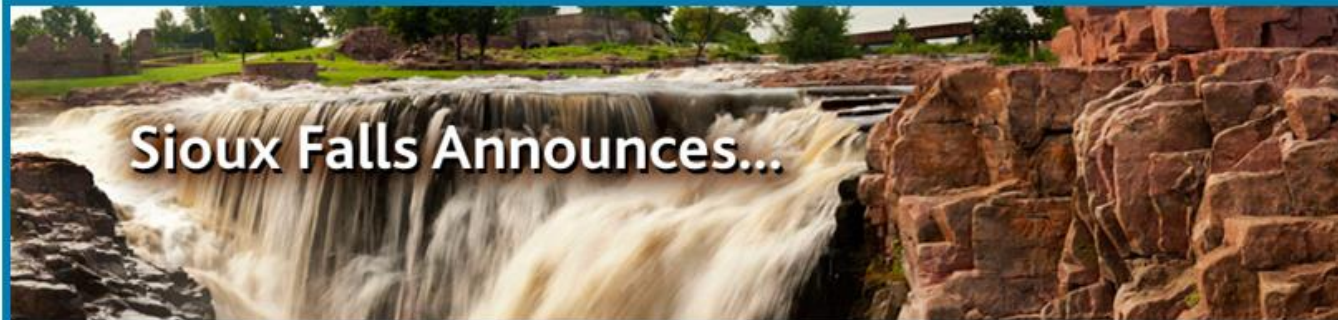
- **Scott Lawrence (Chair)**
- **Tom Simmons**
- **Chrissy Meyer**
- Evan Nolte
- Amy Smolik
- Mary Medema
- Dean Dziedzic
- Slater Barr





The leader in marketing places

Sioux Falls
SOUTH DAKOTA 
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Forbes Names Sioux Falls the No. 1 Best Small Place for Business & Careers

For the ninth time in 10 years, Forbes has named Sioux Falls the [Best Place for Business & Careers](#) among cities less than 250,000 in population. As the magazine [writes](#), "Sioux Falls is the cultural center of South Dakota" and "an important location for financial services, health care, and retail trade."

The combination of a diversified economy and key quality of life features make our region a talent magnet and have attracted companies such as [Capital One](#) and [TCF Bank](#) just in the last two months. Forbes joins POLICOM, an independent economics research firm, in recognizing the growing Sioux Falls economy, with the latter listing our area last month as having the [ninth strongest local economy](#) in the U.S.

We invite you to learn more about Sioux Falls and the companies that have recently expanded here. For more information, please visit our [website](#).

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Influencers: Go Where They Are





Influencers: Bring Them Here





Jason Engle

Steve Stat

Matt Healy

Carl Rapp



SANFORD



EXIT

Sioux Falls:
A Great Place to Live!



Happy and
Healthy!

Approval
Process



Development "Concierge"
"They do what they say they will do."
-Matt Healy, General Manager
Gambo Nutritional, Inc.

Our Economy Has
Never Been Stronger



All-time building permit record
will be set in 2013

Strength of
City Government



"Rock Solid" Finances
Investing in Infrastructure



Influencers: Make Their Visit Extraordinary





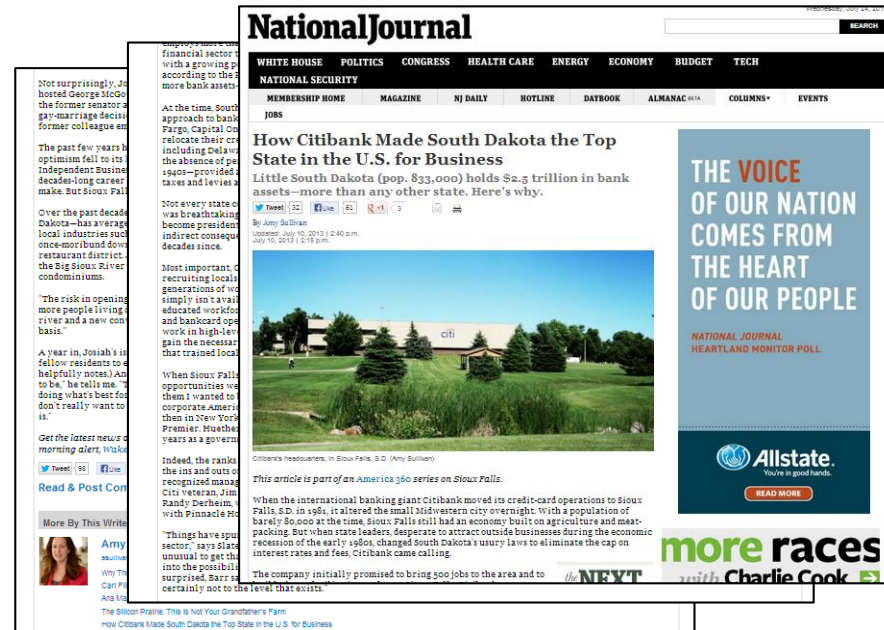


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HERITAGE COURT
SIOUX FALLS, SOUTH DAKOTA



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“How Citibank Made South Dakota the Top State in the U.S. for Business”

By Amy Sullivan, July 10, 2013

The article discusses the financial industry in Sioux Falls and how the arrival of Citibank changed the trajectory of the region’s economy. Citibank anchors the financial sector in the state, and its presence reflect what South Dakota touts as the Best State for Business: low costs and restrictions on business.

the Atlantic

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How Sprawl Makes Fighting Childhood Obesity

Are Cities Prepared for a Bioterrorism Attack?

Not Even Silicon Valley Escapes History

Mexico Has a Dog Kidnapping Problem

Huether recently interviewed Amy Sullivan in his office.

This is my first decade. The last only game in the economic base.

You're right. I go to the University, and except for this recession, it's a big part of why we win for the city with Citibank. It became a retail that includes the add the other leg recession, and the

We're going to fix for Type 1 diabetes environments a screwing around, sincerely passion of at Mayo or on catapult us during research, invest. Even though business health care were

It sounds boring your economic development.

How important reputation as companies here?

Citibank taught ground for so many including myself. 1999, spending five years in South Dakota, five in New York, five in Texas. Then I went to Europe and then came back to South Dakota to work at Premier Bank with Denny Sanford. I quit in 2000 to pursue my dream to be in public service.

this year, hoping that it was going to rain. And guess what? It's raining. It allowed us to keep the oldest leg on the stool rock-solid.

This Did Something Powerful to Me: Authors' Favorite First

America's Next Boom Town: Sioux Falls, South Dakota

Forget about man camps. Mayor Mike Huether wants you to know that North Dakota isn't the only state boasting low unemployment and a growing population.

AMY SULLIVAN | JUL 2 2013, 12:17 PM ET

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Most U.S. mayors would give their right arms for Mike Huether's problems. The 50-year-old Democratic mayor of Sioux Falls runs a city blessed with consistently low unemployment—the current rate is 3.5 percent—multiple thriving industries, and few of the woes that plague larger urban areas. A former executive who spent 15 years with Citibank, one of South Dakota's largest employers, Huether oversees city coffers that keep growing, thanks to economic prosperity in the region and a population boom. The downside? Managing the city's growth to provide for all those new residents, and making sure that low unemployment rates don't scare away employers who worry they can't fill positions.

Sioux Falls, South Dakota

VIDEO

The Beatles' Abbey Road Crosswalk
See what it looks like today

THE VOICE OF OUR NATION COMES FROM THE HEART OF OUR PEOPLE

NATIONAL JOURNAL HEARTLAND MONITOR POLL

Allstate. You're in good hands. READ MORE

“America’s Next Boom Town: Sioux Falls, South Dakota”

By Amy Sullivan, July 2, 2013

Mayor Mike Heuther interviews with National Journal’s Amy Sullivan, discussing the region’s low unemployment, population boom, thriving industries, and overall economic prosperity.



“Dakota Dream”

By Marc Reisch, July 9, 2013

The article resulted from Marc’s visit to Sioux Falls during the press trip this June. Reisch dubs Sioux Falls a “Biomedical Hub”, hitting the nail on the head in terms of key messages.

National Journal

AREA DEVELOPMENT
SITE AND FACILITY PLANNING
ONLINE

 **BioPharm Insight**
Leading Insight and Intelligence

YAHOO!
NEWS

 **AMERICAN
PUBLIC MEDIA™**
Marketplace®

**USA
TODAY**

**CNBC**

Forbes

**THE DAILY
BEAST**

C&EN
CHEMICAL & ENGINEERING NEWS

THE BLAZE

the Atlantic

**FOX &
friends**

 **NBC NEWS**

FAST COMPANY

BusinessWeek

The Atlantic
CITIES

n p r®

msn® 

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Site Selectors: One Ringy-Dingy...



Companies Approached	Call Attempts	Decision- Makers Reached	Site Visits	Face-to-Face Meetings	Conference Calls
2,441	13,796	965	1	65	143

Site Selectors: Targeted Trade Shows



CONFIDENTIAL

Announcements YTD

Company	Industry	Source	Date Announced	Park Sale (acres)	Projected Employment	Square Feet	Investment	Comments
Worthington Ag Parts	Manufacturing	Company	2012-Dec	5				Local Expansion - 5 Acres Park 7.
Glanbia Nutritionals, Inc.	Food Industry / Nutritional	Site Selector	2012 - Nov.	10	38	40,000	\$29 million	Closed - Plans to be up and running July 2013.
St. Joseph Indian School	Call Center	Company	2012-Nov.		50	25,000		Purchased Crossroads Building on Westport.
YRC Freight	Call Center / Logistics	GOED	2013-Jan.		24			New customer service Jobs in Sioux Falls
Medvantx	Mail Order Pharmacy	Company	2013-Feb.		72			Adding 72 new employees by June 1st.
Conway Freight	Logistics	Site Selector	2013-April			40,000		Build to suit freight terminal - trucking. 13 acres near 60th & Cliff.
Marmen	Manufacturing	Referral	2013 - Feb		250			Brandon Corson Park - Former Towertech building.

Current Attraction & Expansion Projects

Code Name	Industry	Source	Initial Contact Date	Lead Staff	Projected Employment	Square Feet	Investment	Comments
Project Phoenix	Bio - Animal	GOED/Bio Conf.	2012 - Aug.	Slater/Dean	300	130,000	100 million	Research and Dev. Facility. 40 acre site park 8.
Project Abbey	Ag Machinery	Company	2013-July	Dean	5			New construction - parts distribution. Replacing a facility in Iowa
Project Orange	Ag - Corp. office	GOED	2013-Aug.	Dean	6			Iowa based company inquiring about moving corp. headquarters.
Project Crossroads	Insurance	Company	2013-Aug.	Dean	150			Expansion. Scheduled to meet Fri., Aug. 16th.
Project Flywheel	Renewable Energy	GOED	2013-Aug.	Dean	15			Early stage company considering South Dakota as a location.
Project Outlook	Medical Device	GOED	2013-Aug.	Dean	10			Early stage company considering South Dakota as a location.
Project Illini	Biotech	Company	2013-May	Slater/Dean	19			Lab services company looking to secure existing space in SF.
Project Wilson	Logistics	Company	2013-June	Dean	130			Local company looking to consolidate locations for SF expansion.
Project Jefferson	Medical Device & Manufacturing	GOED	2011 - May	Dean	12	2,000		Visited Sioux Falls again and hosted on May 28th.
Project Lyon	Educational Software	Company	2013-Mar.	Dean	40	8,000		Hosted Mar. 27th Company looking to establish a sales office in SF.
Project Eagle	Manufacturing	GOED	2013-April	Dean	210	200,000	\$11.3 million	In the process of narrowing the search to three sites.
Project Liberty	Biotech	GP - Bio Conf.	2103 -April	Dean	5			Did not attend the Golf Classic. Needs to reschedule visit to SF.
Project E	Manufacturing	GOED	2012-Aug.	Slater/Dean	500	Million+	475 million	Heavy industrial manufacturer - 500 acre site. (On Hold)
Project Indigo	Biotech	Company	2013-Jan	Dean	20			New Biotech firm looking at South Dakota
Project Princeton	Biotech	Bio 2012	2012-Sept	Dean	15			Biotech company looking to expand to Sioux Falls.
Project Midwest	Mail-Order Pharmacy	Company	2012 - Apr	Slater/Dean	350	70,000	25 million	Project on hold.
Project Chameleon	Plastics (Roto Molding)	GOED	2011 - June	Nick	30	25,000		Beresford location put on hold, evaluating other options.
DocuTap	IT - Medical	Company	2012 - Mar	Slater				Forecasted growth - Negotiating build-out expansion.
Project Hoover	Manufacturing	Company	2012 - Apr	Dean				MN Co. inquiry - expansion
Project Taft	Ag Software	GOED	2011 - Nov	Dean				Hosted at SDTBC.
Project Benjamin Harrison	Biotech	GOED	2011 - Oct	Dean	12	15,000		Hosted in Oct. BIO Conference lead.
Project Irish	Distribution	Referral	2011 - Aug	Nick	5	10,000		Hosted September 2011.
Project John Adams	Manufacturing	Company	2011 - July	Dean	12	20,000		Out of state plant relocation.
Project Madison	Precious Metal Producer/Minting	Company	2010 - Oct	Dean	150	150,000	\$30 million	Company decided to send out RFI through the state.
Project Goldfinch	Medical Device Manufacturing	GOED	2010 - Nov	Dean	37	10,000		
Project Thunder	Trailer Manufacturing	GOED	2012 - June	Nick	25-50	50,000		Expansion from IA, interested currently in existing Brandon building
Project Tortoise	Concrete Pipe Manufacturing	GOED	2012 - April	Nick	10			New business, local owner, evaluating several regional sites



Workforce

- Pressure from existing industries, political pressure to do “something”
- In process of forming task force to study and make recommendations
- Existing efforts include:
 - Internship program
 - Shadow program



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