

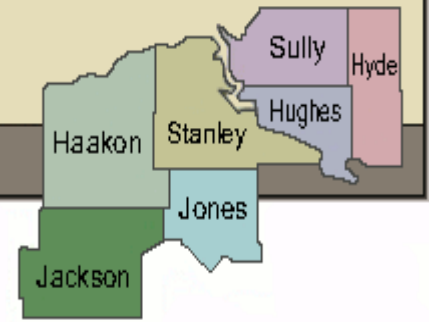
Central South Dakota Enhancement District

“Assisting Communities, Businesses and Individuals in Achieving Their Highest Economic Potential”

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www.csded.org

PO Box 220, 110 West Missouri
Pierre, South Dakota 57501



Survive and Thrive Small Business Education Series

The US Small Business Administration and the Small Business Development Center Network will present an audio/video training series to help businesses face today's environment. These no cost one hour training sessions will begin on Thursday February 19, 2009 at 10 a.m. CST and continue at the same time each week for six weeks.

Because there are a limited number of call-in lines for the program, the Central South Dakota Enhancement District and the Pierre Economic Development Corporation/Chamber will be co-hosting a site at the Pierre Chamber facilities. In addition, the CSDED will be co-hosting a site at the First National Bank in Philip. This will enable more people to take part in this training program. If you plan on attending the Philip site, please RSVP by contacting the bank at 859-2525.

The first session on Feb 19 will be a Quick Start Overview followed by:

- ✓ **Where do I stand financially?** (*February 26, 2009*)
Getting a grip on your finances by understanding your financial statements
- ✓ **How can I better manage my expenses?** (*March 5, 2009*)
Managing inventory, reviewing staffing and hours, renegotiating loan terms and contracts
- ✓ **How can I increase my sales?** (*March 12, 2009*)
“Mining” for new customers, retaining existing customers and increasing sales per customer
- ✓ **How do I manage and improve my cash flow?** (*March 19, 2009*)
Accelerating accounts receivable, deferring accounts payable and establishing a line of credit
- ✓ **Should I have a succession plan in place?** (*March 26, 2009*)
Deciding how to position the business for sale and when to exit

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If you can't make a site where the series will be broadcast, all that is needed to participate is a computer with internet access and a phone to call a toll free 800 number. Lines are limited so call 605-330-4243 and press 0 to register.

Launch 09—Advancing the Entrepreneurial Spirit

The South Dakota Entrepreneurship Education Conference: Launch '09 will be held on Thursday, February 26 at Dakota Wesleyan University in Mitchell.

Launch '08 is a one-day event advancing entrepreneurship education in South Dakota. The 2008 annual conference features two tracks. The **Educator Track** is geared towards those who are interested in integrating innovative and creative thinking within their respective disciplines. The **Student Track** is geared towards inspiring and supporting students that are entrepreneurial. The conference will also feature networking opportunities and relevant resources for entrepreneurs.

This year's conference speakers include: **Michael Simmons**, co-founder of **Extreme Entrepreneurship Education** and author of “**The Student Success Manifesto: How to Create a Life of Passion, Purpose, and Prosperity.**”

To find out more information and to register go to www.dwu.edu/sdlaunchconference. There is a fee for this conference.

Recreational Trails Program (RTP) Applications Being Accepted

The SD Department of Game, Fish and Parks is accepting applications until March 31, 2009 for the Recreational Trails Program. This program can provide up to 80% for approved trail projects including constructing new public trails, rehabilitating existing public trail, or developing trail-related facilities and educational programs that specifically address recreational trail issues. This is not a program to fund sidewalks.

Cities, counties, state park and recreation areas, civic organizations and tribal governments can apply. For a copy of the application contact Randy Kittle at 773-5490 or can be found on-line at www.sdgifp.info/Publications/Index.htm. Contact the CSDED office if you would like assistance with the application.

Assistance to Firefighters Grant Program



While the application period has not been announced, yet, it is time to gear up once again for the

Assistance to Firefighters Grant (AFG) program. While these grants are competitive on a national basis it is an opportunity for fire departments and nonaffiliated emergency medical service organizations to apply for funds to purchase equipment, protective gear, emergency vehicles, and training. The grant application period has not yet opened, but is usually in the spring and applications are accepted on-line. Non-affiliated emergency medical service organizations usually means a public or private non-profit ambulance services that is not directly supported by a hospital or a fire department. This program does not fund ambulance or fire halls.

If your fire or ambulance department would like more information or assistance with a grant application, please have them contact the CSDED office. Information can also be obtained by going to the website: www.firegrantsupport.com/afg.

Fire Prevention and Safety Grants Program

Applications are being accepted online until March 6, 2009 by the Department of Homeland Security for Prevention and Safety Grants. Typical projected include smoke alarm installation, fire prevention and public safety education campaigns, etc. Applicant tutorial is available at www.firegrantsupport.com website.

Neighborhood Stabilization Program Funds Available

Recent conversations at city and county levels may have included references to something called the Neighborhood Stabilization Program. So what is this program and why should I be interested in it? Lorraine Polack, Director of the Rental Housing Development Program with the SD Housing and Development Authority discussed the program with the CSDED board at their November 14 meeting. Since that time, the state’s plan has been approved by Housing and Urban Development and the application should be available on the SDHDA website www.sdhda.org the first week in February, 2009. Following is a synopsis of the program.

Via the enactment of the Housing and Economic Recovery Act of 2008 (HERA) an appropriation of funds was established for emergency assistance in the re-development of abandoned and foreclosed homes and residential properties. The funding known as the Neighborhood Stabilization Program (NSP) is being allocated under the Community Development Block Grant (CDBG) program funded through the US Department of Housing and Urban Development (HUD). NSP funding for South Dakota will be administered by the South Dakota Housing Development Authority (SDHDA).

Nationwide \$3.92 billion was committed to this program, ensuring each state, including South Dakota, will receive a minimum of \$19.6 million.

The purpose of HUD’s new Neighborhood Stabilization Program is to provide emergency assistance to eligible entities to acquire and redevelop foreclosed properties that might otherwise become sources of abandonment and blight within their communities. Eligible activities under NSP include

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“NSP Program” Continued

funding for acquisition, rehabilitation for resale or rental of single family homes or residential properties that have been abandoned or foreclosed; establishment of financing mechanisms for purchase and redevelopment of foreclosed upon or abandoned homes or residential properties; funding to demolish blighted structures; and funding to redevelop demolished or vacant properties. The goal of the NSP funds is to stabilize neighborhoods and stem the decline of house values of neighboring homes.

NSP funding must benefit households at 120% of the county Area Median Income (AMI) with 25% of the NSP funds being utilized to benefit households at 50% AMI. Local units of government, non-profit and for-profit developers are eligible to apply for NSP funding for the eligible activities. SDHDA will allocate NSP funds to eligible applicants.

As the administrating agency, SDHDA is responsible for formulating a plan outlining the geographic areas of greatest need in South Dakota and further defining eligible uses and program requirements. Areas of greatest need are determined by statutory factors including areas with the greatest percentage of home foreclosures, areas with the highest percentage of homes financed by a subprime mortgage, and areas identified as likely to face a significant rise in the rate of home foreclosures.

Additional information regarding NSP, including a copy of South Dakota’s Neighborhood Stabilization HUD approved Program Plan, can be found on SDHDA’s website at www.sdhda.org. While the plan indicates only projects within reservation boundaries of Hughes, Hyde, Stanley and Jackson counties may be eligible for assistance, statistics and local information may change from time to time and therefore, please contact us if you have a potential project. For additional information regarding this program please contact the CSDDED District or SDHDA at 605-773-3181.

Tourism Brief:

Planning a new tourism event for 2009 and need help with marketing dollars, check out the **Million Dollar Challenge Program** from the SD Department of Tourism. Applications are due March 18, 2009. Contact Nicole Gall, Million Dollar Challenge Grant Facilitator, (605) 773-3301, nicole.gall@state.sd.us for more information.

Grant Funds Awarded/Obligated

Hyde and Jones Counties were awarded Highway Safety Funds to assist with the installation of Rural Addressing Signs. Hyde County was awarded \$6,120 and Jones County \$16,933. These are 80/20 grants.

Highmore was awarded \$2,890 from Ronald McDonald Charities which will enable them to purchase and install a small slide for their swimming pool.

Pierre has been obligated \$412,000 of CDBG funds to assist with a \$900,000 closed landfill remediation/stabilization project. This was funded under the urgent need category of the CDBG program.

McLaughlin was awarded an additional \$25,000 of CDBG funds for their firehall project which will enable them to proceed with their project. In addition, the city has been obligated \$250,000 of CDBG funds to assist in the construction of a new medical clinic for the community.

District staff assisted with these applications. *If* you are interested in learning more about project financing options for projects, please contact the CSDDED office.

Haakon and Jackson Included in Presidential Disaster Declaration

Haakon and Jackson Counties were two of the 13 counties and three Indian Reservations that were included in the December 12, 2008 Presidential Disaster Declaration for a “Severe Winter Storm and Record and Near Record Snow” on November 5-7, 2008. The Disaster Declaration was FEMA-1811-DR, South Dakota. This has been the second time in 2008 that Haakon County was included in a Presidential Disaster Declaration, while the third time for Jackson County.

Dates and Deadlines

Feb 16-President’s Day, CSDDED Office Closed
 19-Survive and Thrive Small Business Education Series Begins & Continues through March 26, 2009

March 18 & 19-County Commissioners and Welfare Officials Spring Workshop, Pierre, SD
 15—Market Grower Grant Application Deadline
 31—Trails Grant Program Application Deadline

April 14 and 15-Governor’s Economic Development Conference, Pierre (Note: Community of the Year and Excellence in Economic Development Award nominations are due February 13.

SDDENR Water, Sewer, and Storm Sewer Project Financing Application Deadlines:

- 1) Consolidated Water Facility Construction Program Deadlines are the 1st day of April, July, October and January
- 2) Clean Water and Drinking Water SRF Loan Programs Deadlines are currently the 15th day of April, July, October and January

SDDENR Solid Waste Management Financing Program Deadlines are the 1st day of April, July, October and January.

Grants Available for SD Farmer’s Markets

The South Dakota Dept of Ag (SDDA) is accepting applications until March 15, 2009 on a 50/50 matching basis up to \$1,000 for current farmers’ markets or to establish a farmers’ market. Funds can be used for several purposes including, but not limited to, farmers’ market start up costs, promotion, advertising, marketing, vendor recruitment, market infrastructure, consumer education, “buy local” programs, etc.

Successful applicant organizations will be required to have one person complete the Producer Food Safety Training hosted by South Dakota State University.

Application materials are available on the SDDA website at www.state.sd.us/doa or by calling 605-626-3272.

The US Department of Commerce/EDA has officially approved the boundary change of the CSDDED to include Jackson County.

Directors Notes

The District was awarded \$56,000 from the Economic Development Administration in late fall 2008 to help fund an Economic Adjustment Disaster Recovery Coordinator position. Thus, Seth Hyberger joined the Central SD Enhancement District (CSDDED) on December 1, 2008. Seth has a Bachelor of Arts and Masters of Community and Regional Planning degrees both from the University of Nebraska-Lincoln. Prior to arriving at CSDDED, Seth interned one year for the State of Nebraska Department of Health Human Services and later spent three years working for the Nebraska Emergency Management Agency. He has experience with hazard mitigation planning, community planning, grants management, and emergency management exercise & training. Seth has been meeting with several communities/counties already.



The Economic Stimulus Package or the American Recovery and Reinvestment Act at the federal level has funds for many programs from transportation to energy to workforce development. At this point it appears that many of the existing programs will get a larger allocation of funds. It is not clear if the existing program requirements will remain as they are or if they will change. I am sure that each agency that normally works with a community/county department will send information directly to you or via press releases. The District will also forward information as it becomes available.

Although some finish work is still yet to be completed this spring Agar’s new fire hall is pictured below. Picture courtesy of the Onida Watchman.



Travel Industry Economic Impact

Visitor spending in South Dakota in 2008 was approximately \$967 million, which is approximately 2.8% higher than 2007, according to a report entitled Statistical Update Economic and Fiscal Impacts Associated with the Vacation Travel Industry in South Dakota November 2007 through October 2008. The study was prepared by Dr. Michael Madden in January, 2009. This \$967 million in direct visitor spending results in a total state economic impact of about \$2,417,500,000 according to the study. According to Dr. Madden's report, "In 2008, the real rate of growth in travel spending amounted to -2.5 percent for the state as a whole."

Visitor spending is based upon a methodology related to lodging, food and beverages, attractions, and various retail spending. CSDDED County data is listed below as taken from the study.

Estimated Total Visitor Sales Volume and Percent Change								
	Haakon	Hughes	Hyde	Jackson	Jones	Stanley	Sully	South Dakota
2001	\$ 835,275	\$ 13,353,306	\$ 374,251	\$ 6,467,501	\$ 5,150,585	\$ 2,123,754	\$ 2,961,126	\$ 601,281,558
2002	\$ 767,005	\$ 13,795,291	\$ 315,572	\$ 6,955,203	\$ 5,704,126	\$ 2,207,621	\$ 2,238,514	\$ 662,860,933
2003	\$ 720,130	\$ 14,400,302	\$ 377,553	\$ 7,720,572	\$ 5,269,183	\$ 2,152,248	\$ 2,182,459	\$ 697,971,635
2004	\$ 557,556	\$ 15,920,099	\$ 352,054	\$ 8,253,541	\$ 5,563,007	\$ 2,307,688	\$ 2,082,398	\$ 752,200,454
2005	\$ 540,328	\$ 15,401,272	\$ 327,819	\$ 8,443,807	\$ 6,124,529	\$ 2,504,149	\$ 2,082,039	\$ 809,402,850
2006	\$ 613,717	\$ 15,348,527	\$ 378,284	\$ 8,466,879	\$ 5,930,296	\$ 2,808,871	\$ 2,157,189	\$ 864,855,345
2007	\$ 773,161	\$ 18,697,665	\$ 349,637	\$ 8,870,329	\$ 6,397,247	\$ 2,667,006	\$ 2,195,335	\$ 941,057,935
2008	\$ 728,232	\$ 25,093,423	\$ 262,271	\$ 8,797,026	\$ 6,740,599	\$ 4,679,547	\$ 2,659,641	\$ 967,028,692
%Chg 2007- 2008	-5.8%	34.2%	-25%	-0.8%	5.4%	75.5%	21.1%	2.8%
% Ave Change 2001- 2008	-1.8%	12.6%	-4.3%	5.1%	4.4%	17.2%	-1.5%	8.7%

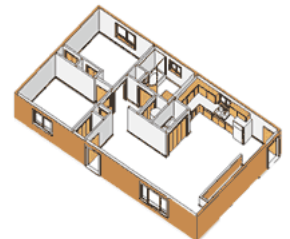
Governor's House Program

The Governor's House Program has been in existence since 1995 and houses are available for purchase by private individuals as their primary residents and by non-profits.



This 2-bedroom, 1 bath home 1,008 square feet energy efficient home comes complete with kitchen cupboards, bathroom fixtures, a furnace, hot water heater, and washer and dryer hook-ups. The house does not come with appliances or floor coverings.

Purchaser is responsible for financing the house like any other house one might purchase. The purchaser is responsible for all costs including house, lot/land, foundation/basement, floor coverings, appliances, entrance steps, utility connections and hook-up fees, building permit, sidewalks, driveway, and curb and gutter as applicable.



INCOME QUALIFICATIONS APPLY!

To learn more about the Governor's House Program or if you know someone who might want to purchase the home, please have them contact Marlene or Justin at the CSDDED Office at 773-2780 or go to the District website at www.csded.org.

Central South Dakota Enhancement District's
Mission: Working together to improve the
quality of life within our region.

CSDED members and staff strive to create
wealth and lessen poverty from a "wholistic"
approach by promoting a favorable business
environment, while attracting private capital and
jobs through capacity-building, infrastructure
development, planning, research and strategic
initiatives.

The CSDED newsletter pertains to items of
interest to CSDED members and those we serve.
This newsletter is funded in part by the
Economic Development Administration.

CSDED Officers/Executive Committee

Vikki, Day, Chairman, Highmore
Bill Abernathy, Vice-Chairman, Pierre
David Page, Secretary/Treasurer, Fort Pierre
David Neuharth, Stanley County
Monte Anker, Jones County

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