

# INVESTOR BRIEFING

*JUNE 13, 2023*



**FORWARD**  
**SIOUX FALLS**

Forward Sioux Falls is the successful partnership between the Greater Sioux Falls Chamber of Commerce and the Sioux Falls Development Foundation working toward the development of the Sioux Falls Metropolitan Statistical Area (MSA).



# FORWARD SIOUX FALLS 2021-2026 PILLARS

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**Talent Attraction,  
Retention &  
Development**



**Business Retention  
Expansion &  
Attraction**



**Innovation &  
Entrepreneurship**



**Business  
Advocacy, Airport  
& Quality of Place  
Enhancement**



# WHO WE ARE

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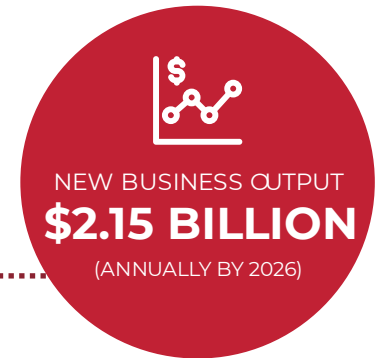
- We are pursuing long-term economic objectives and aligning them with near-term needs and opportunities
- Created in 1987 — currently implementing our 8th multi-year program
- 325 investors throughout the Sioux Falls area, involving a diversified mix of sectors



# 2026 PROGRAM GOALS

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- 4,500 direct jobs  $\geq$  median wage
- \$500 M new capital investment
- 300 existing companies assisted
- 25,000 new residents
- 12 talent/workforce/diversity programs
- 1,000 new housing units



# JOINT VENTURE MANAGEMENT COMMITTEE GOVERNANCE

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## EXECUTIVE COMMITTEE OF GREATER SIOUX FALLS CHAMBER

**Alex Ramirez** — USA Media TV  
**Tamien Dysart** — Think 3D Solutions  
**Miles Beacom** — First PREMIER  
Bankcard  
**Scott Lawrence** — Lawrence & Schiller  
**Paul Hanson** — Sanford Health

## EXECUTIVE COMMITTEE OF SIOUX FALLS DEVELOPMENT FOUNDATION

**Clark Meyer** — Knife River  
**Kent Cutler** — Cutler Law Firm, LLP  
**Kurt Loudenback** — Grand Prairie  
Foods  
**Ryan Boschee** — First Interstate  
Bank  
**Steve Kolbeck** — Xcel Energy

## APPOINTED MEMBERS

**Erica Beck** — City of Sioux Falls  
**Vernon Brown** — South Dakota State  
University  
**Pam Bonrud** — NorthWestern Energy  
**Stephanie Herseth Sandlin** — Augustana  
University  
**Dave Flicek** — Avera Health

## CURRENT OFFICERS

CHAIR: Dave Flicek

VICE CHAIR: Steve Kolbeck

SECRETARY: Paul Hanson

TREASURER: Kent Cutler



# MAYOR PAUL TENHAKEN

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# ECONOMIC & WORKFORCE DEVELOPMENT

## SIOUX FALLS DEVELOPMENT FOUNDATION



**FORWARD**  
**SIOUX FALLS**

# LAND DEVELOPMENT

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- 253 acres sold
- 600+ acres available
- 422 acres graded for development
- 285 acres new land purchases



All roads and infrastructure complete by end of 2023 in Foundation Park North



# BUSINESS RETENTION, EXPANSION, & ATTRACTION

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- 8 new projects
- 19 new prospects
- 200+ existing industry calls
- 17 business assists
- \$750 million in new construction
- 2,750 new jobs
- \$310 million in new tax base
- National site selectors campaigns
- Broker partner digital campaigns



# TALENT ATTRACTION, RETENTION, AND DEVELOPMENT

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## Talent Attraction Programs

Talent Tours

Talent NOW

Talent Draft Day

Talent Rebound

Talent Thursdays

INTERN Sioux Falls

WORK Sioux Falls



# TALENT ATTRACTION, RETENTION, AND DEVELOPMENT

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## Talent Retention & Development Programs

Career Connections

Your Future STEM

Opportunity & Capability Program

Second Chance Job Fair

UPSKILL Sioux Falls

Recruitment Council

WIN in Workforce Summit



# TALENT ATTRACTION, RETENTION, AND DEVELOPMENT

## BY THE NUMBERS

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**19,000**

People connected with  
141 FSF investors

**350**

Interns at 32 companies

**964**

High school students  
connected with 71 FSF  
investors

**100+**

New CDL drivers

**317**

Recruitment partners

**150**

Students enrolled at the Health  
Sciences Clinical Simulation Center

**9.3M**

Digital impressions





# ADVOCACY, DE&I, YPN & SD TRADE

## GREATER SIOUX FALLS CHAMBER OF COMMERCE



**FORWARD**  
**SIOUX FALLS**



# ADVOCACY

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- Representing investors to ensure your interests are heard and protected
- Actively engaged with elected officials at all levels
- D.C. Fly-ins
- Candidate forums
- Legislative coffees
- Full-time lobbyist during legislative session
  - Legislative scorecard
  - Bill tracker



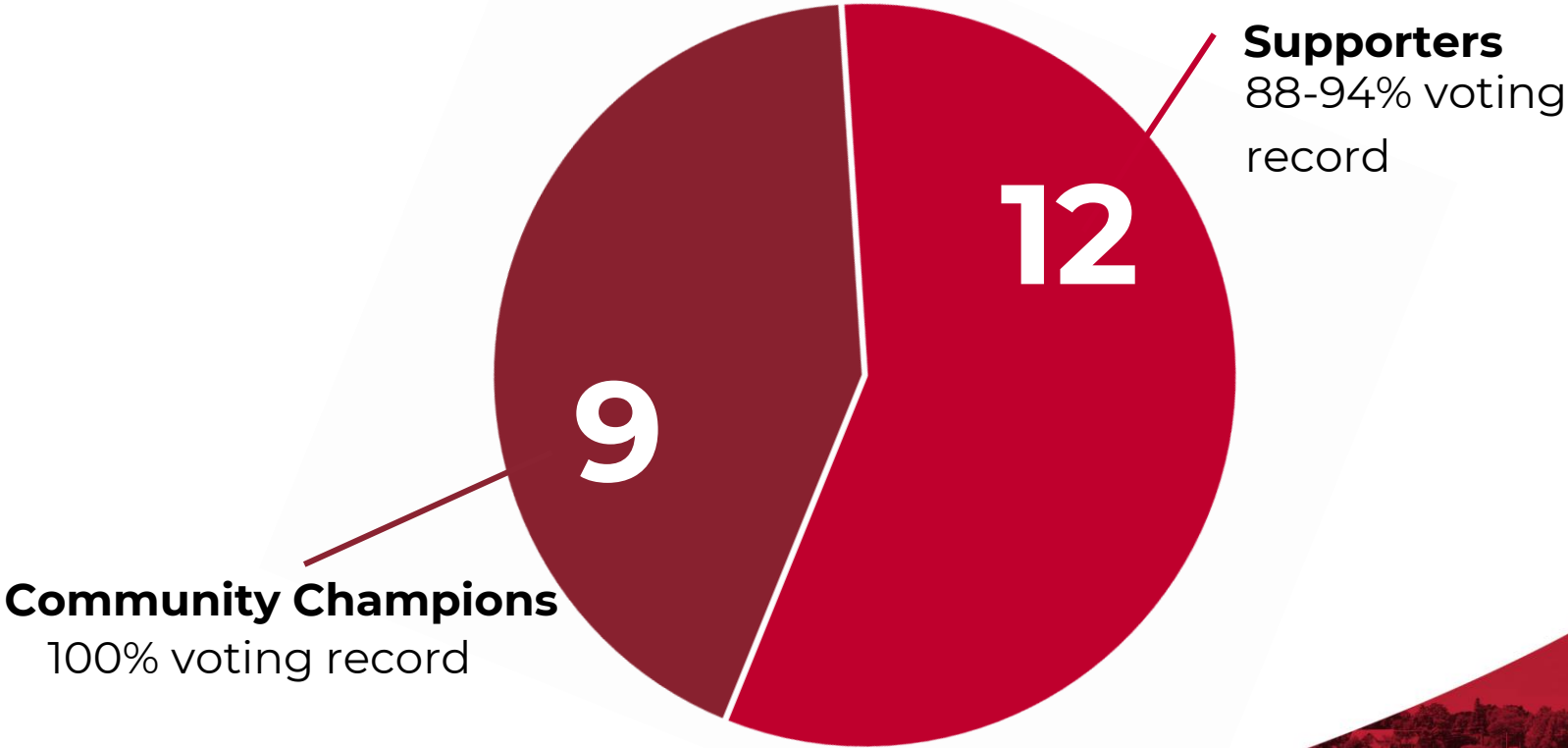
# ADVOCACY DATA

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**91%** Bill tracker success rate

**21/23** Successes

## 2023 Legislative Scorecard



# DIVERSITY, EQUITY & INCLUSION

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- Activator Series (2022 + 2023)
  - Outcomes include increased innovation, improved decision-making better problem-solving, enhanced reputation and stronger customer relationships
  - 18 sessions
  - 963 total attendees
  - 173 unique attendees
  - 93 unique businesses



# YOUNG PROFESSIONALS NETWORK

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- 848 members representing over 300 businesses
- Average 200 attendees per month for networking and personal/professional growth
- Crossroads Summit
  - 2nd largest YPN conference in Midwest
  - 500 attendees
  - Aug. 17, 2023



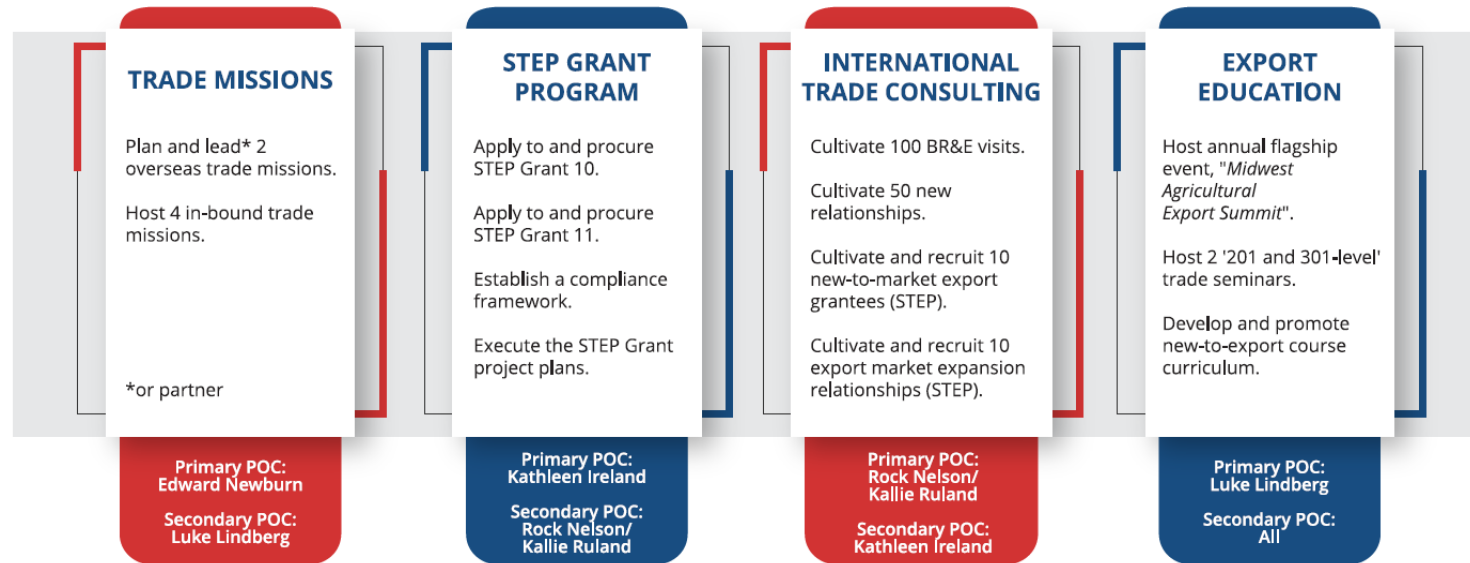
GREATER SIOUX FALLS CHAMBER OF COMMERCE  
Young Professionals Network



# SOUTH DAKOTA TRADE



## SOUTH DAKOTA TRADE DASHBOARD 2023



## OPERATIONAL GOALS

<p>Human resources:</p> <p>Finance:</p> <p>Website:</p> <p>Team building:</p> <p>Board support:</p>		<ul style="list-style-type: none"> <li>▶ Establish HR function and best practices.</li> <li>▶ Establish financial protocol and controls.</li> <li>▶ Launch South Dakota Trade website.</li> <li>▶ Host a minimum of 3 staff retreats.</li> <li>▶ Organize and execute 3 quarterly board meetings.</li> </ul>
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# ADDITIONAL FORWARD SIOUX FALLS- SUPPORTED INITIATIVES



**FORWARD**  
**SIOUX FALLS**

# HEALTH SCIENCES CLINICAL SIMULATION CENTER

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- Addresses growing shortage of highly trained/specialized healthcare workers in the region and the state
- Increase healthcare program enrollments by over 150 new students each year



## PARTNERSHIP:



# DSU CYBER SECURITY RESEARCH CENTER

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- Goal is for this project to help South Dakota become one of the premier cyber locations in the country
- Produce 400 high-paying jobs within five years
- Spring 2024: break ground
- Operational in late 2025





# AIR SERVICE

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- Record 1.2MM total passengers in 2022
- Five new destinations added
- More people choosing to fly out of Sioux Falls
- New parking ramp under construction



# STARTUP SIOUX FALLS

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- 230+ members of Startup Sioux Falls
- 7,600+ members of the Startup Sioux Falls online community
- 3,000+ attendees at events
- 65+ mentorship connections made
- 58 events held for entrepreneurs



**STARTUP**  
SIOUX FALLS



# SHIOWX FALLS THRIVE

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- Kid Link pilot initiative provides expanded after-school programming for 120+ students in two schools.
- 90+ individuals and organizations network and advocate for children and families through the Sioux Falls Childcare Collaborative.
- Housing Action Team augments construction of low-income housing
- Community collective wrote a successful \$250,000 grant application to fund the city's first mobile grocery store for underserved neighborhoods.
- Housing Retention Specialist pilot ensured stable housing for more than 100 families at risk of eviction.



# REACH LITERACY

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- 178 adult learning students in 2022-2023
- Over 20 languages spoken
- Diversity, Equity, and Inclusion are important components of REACH
- REACH will offer talent development programs for underrepresented community members.
- Starting in the Fall of 2023, we will offer pre-CNA and pre-Med aide classes



# USD DISCOVERY DISTRICT

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- Funding established for biosciences building (\$25 million)
  - \$15M: State of SD
  - \$4M: City of Sioux Falls
  - \$6M: Private/Other
- Site plan completed
- Tenant recruitment initiated
- Estimated construction completion: Fall 2024



# RIVERLINE DISTRICT

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- Maximizing use of riverfront
- Expands downtown footprint
- Forward Sioux Falls provided earnest money for land purchases
- GSFCC, SFDF and FSF involved in committee work



RIVERLINE  
DISTRICT



# SIoux EMPIRE HOUSING PARTNERSHIP

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- Provides housing education to low-to-moderate income families
- Financial literacy, pre-purchase homebuyer and rental housing education, credit review, money management/budgeting
- Delivered virtually, one-on-one, online, group and in Spanish
- 528 individuals/families served in 2022
- Also works with school system and non-profits



# VISION SIOUX FALLS

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- Strategic plan to help identify opportunities
- Typically conducted every 10 years
- Vision SF funded by FSF and Community Foundation
- Community engagement
  - Nearly 1,900 surveys
  - 16 small group/one-on-one listening sessions
  - 5 pop-up events
  - Community Table Talk
- Phase 2 will incorporate phase 1 and capitalize on large-scale ideas/projects





# NATIONALLY ACCLAIMED COMMUNITY

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#1

MOST AFFORDABLE PLACE  
TO LIVE AND WORK  
GoodHire

#2

BEST TAX CLIMATE  
Tax Foundation

#1

TOP CITY TO LIVE FOR NEW  
PARENTS  
New York Times

#7

BEST PLACE TO LIVE  
AND RETIRE  
AARP

#2

STATE FOR IN-MIGRATION  
United Van Lines

TOP  
25

MOST RESILIENT ECONOMY  
SmartAsset



**THANK YOU, INVESTORS!**

*Please join us in the lobby for social hour*

