



SIoux METRO
GROWTH ALLIANCE

2023 ANNUAL REPORT

MOVING FORWARD

2023 was marked with progress and change. With experienced professionals rounding out the ranks of your Sioux Metro Growth Alliance, the team is working on behalf of SMGA members in advancing our mission.

SMGA continues to focus on the growth and engagement of the region's communities; working holistically to create opportunities. Based on each community's unique needs, SMGA works to develop, retain and expand businesses, spur residential development, increase the tax base and sales tax dollars; all to stimulate our shared regional economy.

SMGA has a role to play in meeting communities where they are, being another tool in their toolbox and acting as a strategic conduit to assist in their individual growth plans.

Mission:

To stimulate, sustain, and support the economic growth of the communities, businesses, and general stakeholders of the metro area outside of Sioux Falls.

Growing Together



In 2023, the Sioux Metro Growth Alliance (SMGA) witnessed significant growth across its team, operations, and event participation. SMGA grew to a staff of five that helped increase the impact of our events and communications. Although some familiar faces transitioned into exciting new chapters, the organization seamlessly continued operations thanks to the dedication of our staff, both past and present, and our volunteer leaders comprising the membership advisory board and executive board of directors. On behalf of my predecessor and myself, I would like to extend a sincere “thank you” to the SMGA family.

I’m happy to report that throughout 2023 – and already into the new year – growth and interest in the Sioux Metro continues. Our annual meeting in March, our Gold Shovel Golf Classic in June, and our two-day Growth Summit in September saw record attendance and forged relationships. Our printed and digital reach continued to find those hidden gems and got the word out about our Sioux Metro communities, generating interest from people and businesses from across the state and nation.

Sticking to our non-profit mission of serving our members, I spent my first 100 days concentrating on fostering relationships within SMGA member communities through an extensive outreach tour. This involved engaging with local officials, touring communities, and participating in local events. Such endeavors provided invaluable insights into the unique strengths and challenges of each community, emphasizing the need for a multifaceted approach to growth.

Recognizing the diverse nature of the Sioux Metro region, SMGA is embracing an inclusive strategy, acknowledging the distinct identities and legacies of our individual communities. SMGA has positioned itself as “the ultimate resource partner”, offering resources and strategic guidance tailored to meet the specific needs of each one of our members.

At the regional level, SMGA continues to serve as a vital resource hub, facilitating collaboration and fostering solution-oriented discussions among our current and future members. We’ll continue to bring in other stakeholders from federal and state governments, county and local members, and public and private partners to keep bringing problem-solvers together.

Looking ahead, SMGA enters the new year with renewed vigor, bolstered by new and returning staff alongside a forward-thinking vision. With a steadfast dedication to our 32-year history and a commitment to serving our members and partners, the SMGA team remains poised to build upon its past successes and usher in a future marked by sustainable growth and prosperity.

A handwritten signature in black ink, appearing to read "John T. H.", written in a cursive style.

President & CEO

YOUR SMGA TEAM



TYLER TORDSEN
PRESIDENT & CEO



RYAN SOLBERG
ECONOMIC DEVELOPMENT
MANAGER



CHRIS FIELDS
ECONOMIC DEVELOPMENT &
MEMBER RELATIONS SPECIALIST



BRYCE HEALY
ECONOMIC DEVELOPMENT &
MEMBER RELATIONS SPECIALIST



KAREN RUHLAND
RESEARCH & ADMINISTRATIVE
SUPPORT

SMGA LEADERSHIP

2023 EXECUTIVE BOARD

Chairman: Jay Buchholz
Vice-Chairman: Sharese Ihnen
Secretary/Treasurer: Mike Jaspers
Past Chair: David Doxtad

Members

Mike Wendland
Dennis Olson
Heather Kranz
Joan Franken
Bob Baker
Chad Ronshaugen

2023 MEMBERSHIP ADVISORY BOARD

Chairman: Chad Ronshaugen

Members

City of Baltic: Deb McIsaac
City of Brandon: Patrick Andrews
City of Canton: Jeffery Tanner
City of Centerville: Jared Hybertson
City of Colton: Monte Koopman
City of Crooks: Mike Harstad
City of Dell Rapids: Chad Ronshaugen
City of Garretson: Jessica Fueston
City of Hartford: Amy Farr
Town of Humboldt: Kelly O'Gorman
City of Lennox: Britney Mower
City of Salem: Mitch Rayman
City of Tea: Aaron Otten
City of Valley Springs: Carl Moss
City of Worthing: Scott DeWitt
Lincoln County: Joel Arends
McCook County: Chuck Mehlbrech
Minnehaha County: Dean Karsky
Turner County: Mick Miller
Alliance Communications: Paul VanDeBerg
Bluepeak: Lucas Peterson
BNSF: Justin Pearson
East River Electric: Eric Fosheim
Golden West: Greg Olesen
MidAmerican Energy: Sam Wagner
Midco: Andrew Curley
NorthWestern Energy: Paul Mantz
Sioux Valley Energy: Brandon Lane
Southeastern Electric: Todd Nelson
Xcel Energy: Joe Anderson
At Large: Brad Jankord, SDDC
At Large: Eric Krouse, US Bank
At Large: Drew O'Brien, Lloyd Companies

Thank You



It's a new season of the Sioux Metro Growth Alliance! As 2023-2024 Board Chairman, we said good-bye to our past President & CEO Jesse Fonkert who was elevated to Deputy Commissioner with the Governor's Office of Economic Development. While I was not surprised by the demand for his talents, it did leave a temporary void for our regional economic development organization.

Thankfully we had a great SMGA Staff that lead the charge for a great 2023 Growth Summit hosted in Brandon. Our Board Members and SMGA Staff continued to work with the member communities and helped assist in our enhanced membership program. I also give credit to the time and work our Executive Officers and MAB Chairman Ronshaugen committed to when searching for our next President and CEO. After several weeks of the application and interview process, we were thrilled to announce that Tyler Tordsen accepted the offer to be our next leader.

It was a pleasure to work alongside our partner organizations, businesses, community leaders and employees before on-boarding Mr. Tordsen in October 2023. In preparation to serving his second year in the state legislature, District 14 House Representative Tordsen hit the Sioux Metro road running to meet with every community and member partner late last year. With President & CEO Tordsen, SMGA has been able to build up more relationships, advance the metro region, and tell our communities' stories.

While the candidate process was intense and time-consuming, it was worth all of our efforts to strengthen and promote the Sioux Metro. Thank you to my employer Sioux Valley Energy and the entire Sioux Metro Growth Alliance membership for this experience.

Jay Buchholz
SMGA Past Chairman

Looking Forward



My first thought when I was asked to join the Board years ago, which at that time was LCEDA, was how unprepared I was. I wasn't extremely familiar with the realm of economic development, but the opportunity to experience the growth of what has now become SMGA has been unprecedented. And to learn about what and how economic development affects our communities has been awe-inspiring. SMGA has provided communities in the Sioux Metro invaluable resources to reach their full potential, and then some. It is very exciting to be able to come alongside this growth and development!

As the incoming Chair of an ever-evolving organization, I am excited to lead SMGA as we continue to offer expertise, services, and support to our member communities. I have always said that transition is hard, but change is always good.

My fellow Board Members and I have been part of the transition these past years through reorganization and rebranding into what is now SMGA. These changes have been exciting and good for our Members. SMGA continues to offer what the past organization stood for and has added to that with support services, community management services and additional memberships. It is an exciting time as we forge forward with new leadership, and I am honored to be a part of what SMGA is and where it is going!

Sharese Ihnen
2024 Chair of the Board

GROWTH & DEVELOPMENT

Baltic School District Building for the Future

Ground was broken and construction is underway on a \$23.9 million addition to the Baltic School. The new high school will include 18 classrooms, a performing arts center, gymnasium with walking track, shop, music and wrestling rooms, and administrative offices. The facility is scheduled to open Fall 2024 for the new school year.

Brandon's Marmen Energy Experiencing Increasing Demand

Marmen Energy wrapped up the latest addition to its facility in Brandon. The 15,000-square-foot addition brings the overall facility to about 260,000 square feet. To support the additional work due to high demand for renewable energy options, Marmen is adding 50 positions.



Centerville Manufacturing LLC Broke Ground in 2023

A groundbreaking was held for Centerville Manufacturing. Located on 6.34 acres of land purchased from the Centerville Development Corporation, the development represents a \$2.5+ million investment.

The City of Centerville and the Centerville Development Corporation worked to make the site attractive in an effort to create jobs in the community and increase the tax base. Eight to 10 new jobs will be created, and up to 20 when fully operational.



Multiple Large Projects Underway in Dell Rapids

Multiple large projects were permitted in late 2022 and constructed throughout 2023. Projects included the \$12.5 million new elementary school for St. Mary's Catholic and remodel of the high school, renovation of the former Shopko building to house the Dell Rapids Lumber Company, and a new building for Dell Rapids Dental.

Harrisburg Experiencing Growth

Kwik-Star convenience store, gas station, and car wash was permitted and opened in 2023. Schoeneman's new fabrication building was permitted in 2022 and opened in 2023, and Great Life Fitness Club is currently undergoing a 7,000 square foot addition to its facility in Harrisburg to better serve the growing community.



Salem Primed for Growth

Salem Ready-Mix opened on a 5-acre site in the city's 21-acre industrial park, adding ten jobs to the community. The plant provides ready-mix concrete for commercial and residential use with plans to sell crushed aggregate in the future.

Tea Seeing Growth Along I-29 Corridor

Construction is underway on a \$22 million facility that will house the Orthopedic Institute. Located along I-29 on 8 acres in the Bakker Landing development, the 70,000 square foot clinic and office facility is scheduled for completion in 2025.



The awards presented at the Annual Meeting each year recognize the accomplishments of businesses, people, and communities from the previous year. At the Annual Meeting in 2023, SMGA recognized the following community, business and individual as 2022 Partners in Progress:

Community Innovation Award: City of Salem

The Community Innovation award is granted to a member community that has demonstrated successful new ideas in community development or achieved a community goal through partnership and community effort.



The county seat of McCook County, Salem is rebounding in a big way after two damaging storms struck the community in 2022.

Thanks to public-private partnerships, Salem is planning for industrial development, needed housing and a community center. It began working in partnership with Sioux Metro Growth Alliance at the beginning of 2022 to restart its economic development corporation.

Together, the community rallied to raise more than \$240,000 for economic development to increase its housing availability, support business retention and expansion, and improve quality of life.

Business Partner Award: DGR Engineering



The Business Partner of the Year award is given to a company, enterprise or entrepreneur doing business in the SMGA region that has shown outstanding community development support or regional economic development partnership activity during the preceding year.

DGR Engineering has established long-standing, positive relationships with communities across the Sioux Falls metro area to assist in their economic development needs. The firm has been instrumental in assisting multiple communities to develop industrial parks, including Crooks, Dell Rapids and Salem.

Economic Development Champion Award: Mike Geraets

The Regional Economic Development Champion award is granted to an individual living in or working in the region who has shown active support for community development through recent or cumulative past service to economic development and community enhancement.



As a City Councilor in Dell Rapids, Mike Geraets is one of his city's biggest advocates – as well as one of the region's biggest supporters.

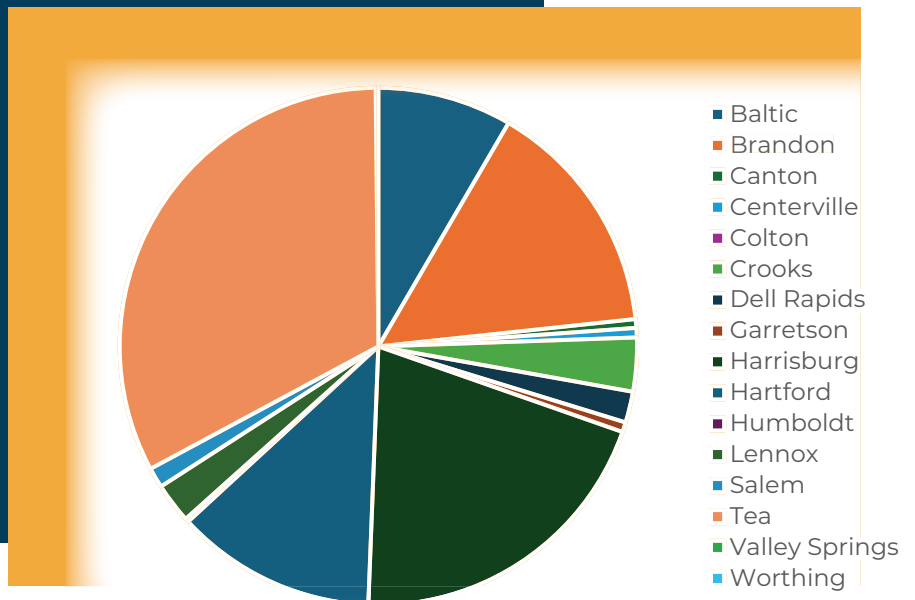
In addition to serving as the City Council representative on the Dell Rapids Economic Development Corporation and as the representative of Dell Rapids to the Sioux Metro Growth Alliance, he regularly supports the town's schools and community organizations. Additionally, he has been instrumental in assisting the City of Colton in its efforts to develop new housing.

DATA & METRICS

BUILDING PERMIT VALUATION

Over 2,300 construction projects requiring building permits took place within the Sioux Metro member municipalities during 2023; valued at more than \$323.9 million.

Baltic	\$27,197,962
Brandon	\$48,307,887
Canton	\$1,770,936
Centerville	\$1,912,366
Colton	
Crooks	\$10,881,549
Dell Rapids	\$6,290,751
Garretson	\$1,995,864
Harrisburg	\$65,617,812
Hartford	\$40,602,931
Humboldt	\$730,522
Lennox	\$8,126,389
Salem	\$4,103,277
Tea	\$105,851,694
Valley Springs	\$539,087
Worthing	\$3,088



220

Single Family Homes permitted in the Sioux Metro communities during 2023

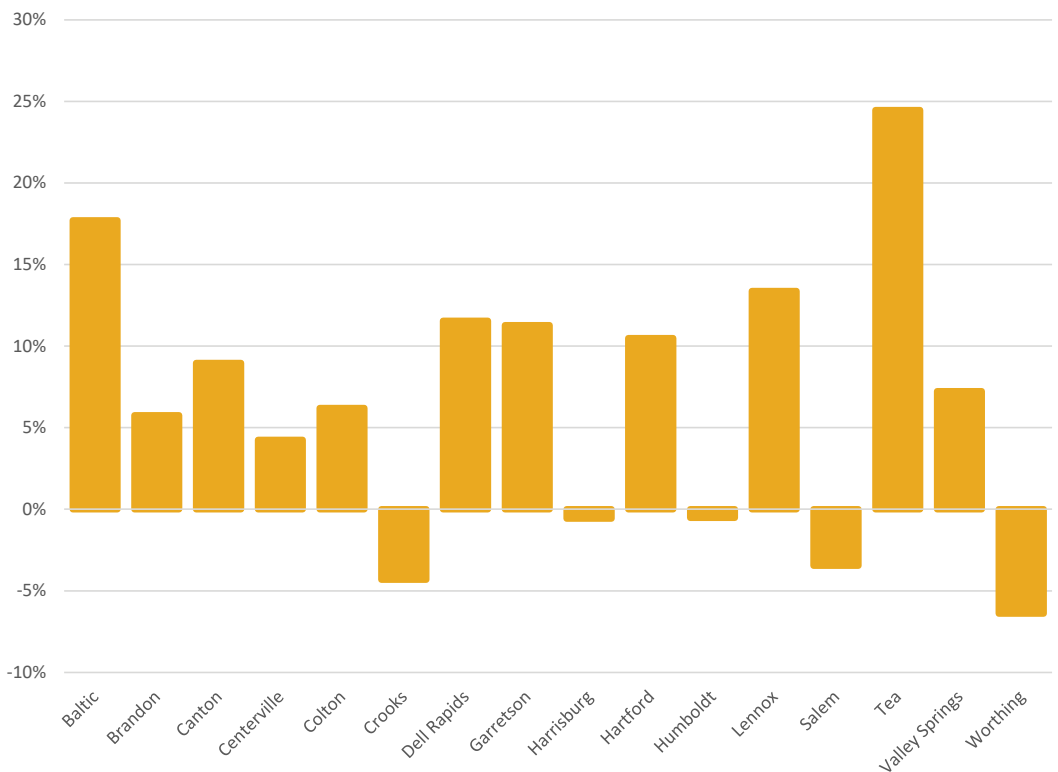
194

Multi-Family Homes permitted in the Sioux Metro communities during 2023

MUNICIPAL SALES TAX

During 2023, the majority of Sioux Metro communities experienced growth in their sales tax revenue, including six in double digits.

	2023	2022	% Change
Baltic	\$418,865.82	\$355,844.99	17.71%
Brandon	\$5,444,777.96	\$5,148,153.86	5.76%
Canton	\$1,628,137.68	\$1,494,177.43	8.97%
Centerville	\$289,549.98	\$277,739.57	4.25%
Colton	\$222,518.02	\$209,510.81	6.21%
Crooks	\$366,700.22	\$383,245.61	-4.32%
Dell Rapids	\$1,917,861.78	\$1,719,361.63	11.54%
Garretson	\$681,460.58	\$612,418.54	11.27%
Harrisburg	\$3,206,101.22	\$3,224,329.39	-0.57%
Hartford	\$1,785,147.58	\$1,615,733.79	10.49%
Humboldt	\$331,594.64	\$333,365.06	-0.53%
Lennox	\$1,183,913.73	\$1,044,291.12	13.37%
Salem	\$655,071.17	\$678,563.35	-3.46%
Tea	\$4,203,247.28	\$3,377,139.46	24.46%
Valley Springs	\$206,837.31	\$192,890.82	7.23%
Worthing	\$190,996.98	\$204,029.86	-6.39%



MARKETING & SOCIAL MEDIA

SIoux FALLS.BUSINESS

55,695

TOTAL READS

Through a partnership with Jodi Schwan, twenty-six stories were listed on Sioux Falls.Business resulting in a total of 55,695 reads.

4,736

SOCIAL ENGAGEMENTS

Each story was emailed to SMGA followers and posted on social media. Facebook engagements which include likes, comments and shares totaled 4,736.

SF SIMPLIFIED

22

ARTICLES

Throughout 2023, twenty-two articles were published online through our partnership with SF Simplified.

~5,000

TOTAL OPENS

When a SMGA article was included in Megan Raposa's newsletter, metrics indicate ~5,000 opens per month.

SMGA CHANNELS

31,000+

EMAILS SENT

50%

OPEN RATE

~2,200

CLICKS

247.2K

FACEBOOK REACH

407K

IMPRESSIONS

4.81K

CLICKS

Thank you for your support!

As SMGA continues to enhance the growth of metro area communities, the Board and Staff would like to thank all the organizations, businesses, individuals, municipalities, county governments and volunteers who make our work possible. SMGA is proud to represent our communities and all who invest in the organization's efforts to benefit our region and all who call it home.



Alliance Communications
Bluepeak
BNSF Railway
Brandon Development Foundation
Brandon Valley Area Chamber of Commerce
City of Baltic
City of Brandon
City of Canton
City of Colton
City of Crooks
City of Dell Rapids
City of Garretson
City of Harrisburg
City of Hartford
City of Lennox
City of Tea
City of Valley Springs
City of Worthing
Costello Companies
Crooks Economic Development Corporation
Dacotah Bank
Dakota Business Finance
Dell Rapids Economic Development Corporation
East River Electric
Farmers State Bank of Canton
First Bank & Trust
First Interstate Bank
Harrisburg Economic Development Corporation
Hartford Area Development Foundation
Lennox Area Development Corporation
Lincoln County
MidAmerican Energy Company
Midco
Minnehaha Community Water Corporation
Minnehaha County
NorthWestern Energy
Reliabank
SDN Communications
Sioux Valley Energy
Southeastern Electric Cooperative, Inc.
Tea Chamber
Town of Humboldt
The First National Bank in Sioux Falls
US Bank
Wells Fargo Bank
Worthing Economic Development Corporation
Xcel Energy



SIoux METRO GROWTH ALLIANCE

UPCOMING EVENTS 2024 • SMGA

- MAY 14
Minnehaha County Bus Tour
- JUNE 11
Gold Shovel Golf Classic
- AUGUST 20
Lincoln County Bus Tour
- SEPTEMBER 18 - 19
Growth Summit

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