



SIoux METRO
GROWTH ALLIANCE

JOIN US!

***Growing the
Sioux Metro***

A note from our President & CEO



I want to extend my gratitude for your interest and support of the work our organization – the Sioux Metro Growth Alliance - is already doing in the region. Your support of the Sioux Falls MSA and generosity plays a pivotal role in driving the progress and innovation that define our mission.

The Sioux Metro Growth Alliance is steadfast in its commitment to meeting our communities where they are, ensuring that we help them pursue the opportunities that enhance the quality of life for their citizens while also promoting a positive business environment. Our work is centered on one key principle: recognizing and celebrating the unique identities and strengths of each of our members. This diversity is not just acknowledged but embraced, serving as a catalyst for innovation and collaboration across our region.

One of the core strengths of SMGA lies in our “all-of-the-above” strategy, which emphasizes our dedication to empowering each community to reach its full potential. We believe that by understanding and addressing the distinct needs of each member, we can foster an environment where every community in our growing metro thrives. Our role as “the ultimate resource partner” is crucial in this process, as we offer tailored solutions and strategic guidance to meet the specific and growing needs of our members.

At a 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 are proud to bring together stakeholders from federal and state governments, county and local members, as well as public and private partners. Your support allows us to keep bringing problem-solvers together, ensuring that we continue to make meaningful progress for the Sioux Metro region.

As we look to the future, we are excited to build on our three decades of success and to continue our work in creating vibrant, thriving communities in our corner of the world. We recognize the value in bringing more stakeholders into our mix and know that your contributions of your industry have been and will remain instrumental in this journey.

Once again, we thank you for your interest and support. Together, we are making a lasting impact on the Sioux Metro region, and I am grateful to be calling on you as a partner in this important work.



President & CEO





SMGA 2025 Sponsorship Opportunities

Membership Advisory Board Luncheons (Monthly)

- Meeting/Lunch Sponsor . . . \$500
 - Logo on table tents on each table
 - Opportunity to give a presentation during our MAB lunch
 - Note: Meeting rotates through SMGA communities each month

SMGA Annual Meeting & Awards Banquet, March 19, 2025

- Exclusive Meal Sponsor (1) . . . \$2,500
 - Covers food
 - Podium mentions
 - Logo on your own slide during revolving slide show
 - Logo on other event collateral
- Exclusive Banquet Sponsor (1) . . . \$2,000
 - Covers banquet hall rental
 - Podium mentions
 - Logo on your own slide during revolving slide show
 - Logo on other event collateral
- Exclusive Drinks Sponsor (1) . . . \$1,500
 - Covers cocktails
 - Podium mentions
 - Logo on your own slide during revolving slide show
 - Logo on drink tickets
- Growth Sponsor (unlimited) . . . \$500
 - Logo on a shared slide during revolving slide show
 - Logo on other event collateral

North Metro Bus Tour, May 13, 2025

- Exclusive Bus Sponsor (1 or 2) . . . \$900
 - 2 seats on the bus
 - Shout outs throughout the day
 - An opportunity to speak to the crowd during lunch
 - Company logo on collateral for the event and marketing the event
- Exclusive Lunch Sponsor (1) . . . \$900
 - 2 seats on the bus
 - Shout outs throughout the day
 - An opportunity to speak to the crowd during lunch
 - Company logo on collateral for the event and marketing the event



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SMGA 2025 Sponsorship Opportunities

Gold Shovel Golf Classic, June 25, 2025

- Exclusive Title Sponsor (1) . . . \$4,000
 - Exclusive Tournament Title Sponsorship
 - “Presented by.” Logo alongside SMGA event logo on all materials
 - Includes 4 invites and choice of partners
 - And more!
- Exclusive Groundbreaking Sponsor (1) . . . \$2,000
 - Exclusive Lunch Sponsorship
 - Includes 2 invites and choice of partners
 - Banner with your logo and logoed napkins at lunch
 - And more!
- Exclusive Jumpstart Sponsor (1) . . . \$1,500
 - Exclusive Breakfast Sponsorship
 - Includes 2 invites and choice of partners
 - Banner with your logo
 - And more!
- Incentive Mediator (3) . . . \$1,500
 - Includes 2 invites and choice of partners
 - Logoed tee box sign and choice of keg
 - Banner with your logo
 - And more!
- Exclusive Putting Contest Sponsor (1) . . . \$1,500
 - Includes 2 invites
 - Putting green sign
 - SMGA Provided Putter to Giveaway (up to \$250 value)
 - And more!
- Exclusive Appetizer Sponsor (1) . . . \$1,000
 - Includes 2 invites
 - Logoed banner and napkins at post golf social
 - And more!
- Exclusive Hole in One Sponsor (1) . . . \$1,000
 - 1 invite to play
 - Logoed sign at hole in one hole
 - SMGA provides insurance coverage
 - And more!
- Site Selector Sponsors – Exclusive Hole (9) @ \$800 or Nonexclusive Hole (21) @ \$500
 - Exclusive Hole Sponsor – includes your own hole with logoed tee box sign plus 1 invite to play
 - Nonexclusive Sponsor – includes logoed tee box sign at a hole with up to 2 other sponsors



SMGA 2025 Sponsorship Opportunities

South Metro Bus Tour, August 19, 2025

- Exclusive Bus Sponsor (1-2 depending on attendee count) \$1,000
 - 2 seats on the bus
 - Shout outs throughout the day
 - An opportunity to speak to the crowd during lunch
 - Company logo on collateral for the event and marketing the event
- Exclusive Lunch Sponsor (1) \$500
 - 2 seats on the bus
 - Shout outs throughout the day
 - An opportunity to speak to the crowd during lunch
 - Company logo on collateral for the event and marketing the event

RESERVED

SMGA Sporting Clay Classic, September 5, 2025

- Title Sponsor (1) \$2,500
 - Exclusive Title Sponsorship
 - “Presented by...” Logo alongside SMGA event logo
 - Team entry fee waived for 1 team of 4
 - Logo on all event collateral, plus solo recognition
 - And more!
- Lunch Sponsor (1) \$1,500
 - Exclusive Lunch Sponsor
 - Logo on banners
 - Logoed sign at a station
 - And more!
- Drink Sponsor (1) \$500
 - Exclusive Drink Sponsor
 - Logo on banners
 - Logoed sign at a station
 - And more!
- Pheasant Sponsor \$200
 - Logoed sign at station



SMGA 2025 Sponsorship Opportunities

Growth Summit, December 9, 2025

- Title Sponsor (1) . . . \$10,000
 - 8 free event tickets
 - “Presented by…” Logo alongside SMGA event logo
 - Logo on all event collateral
 - Opportunity to intro the AM keynote speaker
 - And more!
- Gold Sponsor (1) . . . \$4,000
 - 6 free tickets
 - Exclusive Lunch sponsor
 - Logo on select collateral
 - Pre-conference marketing campaigns
 - And more!
- Sunrise Sponsor (1) . . . \$3,000
 - 4 free tickets
 - Exclusive Breakfast sponsor
 - Logo on select collateral
 - Pre-conference marketing campaigns
 - And more!
- Silver Sponsor (3) . . . \$2,500 **Only 1 Remaining**
 - 2 free tickets
 - Exclusive Break or Social Sponsor
 - Logo on select collateral
 - Pre-conference marketing campaigns
 - And more!
- Pay it Forward (unlimited) . . . \$1,000
 - Logo on select collateral
 - And more!

Economic Development Roundtables (Quarterly)

- Lunch Sponsor (1) . . . \$500
 - Logo on table tents
 - Keynote Speaker

*To Reserve, Email
Info@siouxmetro.com or call 605-679-7149*

Mission

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

History

The Minnehaha County Economic Development Association was formed in 1991 through the collaboration of the Sioux Falls Development Foundation and the Minnehaha County Rural Mayor's Association. The mission was to provide a collaborative approach to economic development that would assist each individual community in their efforts while benefiting all communities in the region.

To accomplish this goal, the Rural Mayors Association formed a separate organization and funded the Minnehaha County Economic Development Association (MCEDA). In turn MCEDA contracted with the Sioux Falls Development Foundation to house a staff person that would provide economic development services and serve as Executive Director for the Association.

In 1997, a group of mayors and business leaders in Lincoln County mirrored the success of MCEDA and formed the Lincoln County Economic Development Association (LCEDA). They too contracted with the Sioux Falls Development Foundation for economic development and association management services.

These two member-funded associations formally re-branded in 2021 as the Sioux Metro Growth Alliance (SMGA). A ten-person executive board guides the combined organization and a membership advisory board allows for greater representation from the communities served.

Currently, SMGA serves a four-county metro – original county members, Lincoln and Minnehaha, and now McCook and Turner Counties. Our current member municipalities include Beresford, Brandon, Canton, Centerville, Colton, Crooks, Dell Rapids, Garretson, Harrisburg, Hartford, Humboldt, Lennox, Tea, Salem, Valley Springs, and Worthing.

To date, this regional partnership has facilitated over 70 site locations and expansions that have occupied 2.5+ million square feet of commercial and industrial building space, generated approximately \$300 million of new capital investment, and created 3,000 jobs.

Vision

By working with our partners, we will help create a strong, united, and prosperous metro. Through our pillars of growth and engagement, our organization will become a national model for successful regional economic development.

The VALUE SMGA Provides . . .

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, and increase the tax base 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.

To best support its members and corporate partners, SMGA focuses on two things: growth and engagement. Growth includes business development, business retention and expansion (BRE), and residential development. Success of this pillar can be measured by the increase of tax base, sales tax dollars, jobs, businesses, and housing units. Engagement includes marketing, staff support, economic development education, community development, and public policy. Success of this pillar can be measured through digital engagements, improved understanding of economic development, stronger towns, and economic development friendly policy.

Members and partners of our organization include both public and private bodies. On the public side, investing members include our four county members – Lincoln, McCook, Minnehaha and Turner; as well as our afore mentioned 16 municipal members. In the private sector investing partners include, utilities, financial institutions, engineering firms, and others.

Each investor contributes to SMGA's mission and operations. As always, we are open to, and continue to grow our membership and partnership bases, so that we can continue to go above and beyond meeting the needs of our current and future members and corporate partners. In the spirit of collaboration, our organization helps to create a stronger metro for all of us by working together, as well as for the many generations to come.

WORKING TOGETHER

Minnehaha County Wastewater Regionalization

SMGA received a \$23.6 million grant from the EPA State and Tribal Response Program for the Minnehaha County Wastewater Regionalization Project. The project will work alongside the increase of the City of Hartford's wastewater capacity from 300,000 gallons per day to 1.6 million gallons per day. That increased capacity will allow the community, who has seen 5% population growth year over year, to continue their residential, industrial, and commercial development in the area around Hartford. Sioux Metro Growth Alliance and ISG Inc., the engineering firm who designed Hartford's mechanical treatment facility, led conversations with community leaders in rural Minnehaha County about wastewater regionalization. SMGA proposed this opportunity to build a regional wastewater collection system for the City of Crooks, the City of Colton, and Lyons Township in partnership with Hartford's new facility, thus increasing the capacity for each of their communities for continued growth. SMGA prepared and submitted the grant on behalf of the communities and is the lead organization on the project. The grant will cover about 80% of the estimated project costs.



We WIN When Our Partners WIN

SMGA serves each of its members in a unique way; however, there are two broad categories of membership: Municipal members and our Corporate partners.

Our municipalities pay dues based on their population. Three member communities have taken an increased interest in their economic development efforts and have opted for SMGA's Economic Development Manager Service (EDMS). Under this service, participating communities receive direct support from an economic development professional and the whole SMGA team. The EDMS is intended to help provide additional expertise to growing communities that have historically relied on volunteers or small municipal staffs to encourage growth. Each community receives a contracted amount of hours per week of direct work from an SMGA economic development specialist as well as continued support and expertise from the whole SMGA staff. Currently, the communities of Lennox, Harrisburg, and Garretson utilize Sioux Metro Growth Alliance's EDMS to achieve their economic development goals.

The benefits of a corporate partnership with SMGA have been revamped in 2024. Please see our Corporate Membership model explained on page six.

TESTIMONIALS



David
Doxtad
ISG

David Doxtad is President at ISG in Sioux Falls, SD; a multi-disciplinary firm with 14 offices in five states. When asked how he views the work of Sioux Metro Growth Alliance, he remarked, "Our partnership with SMGA has been a valuable experience for ISG. Their holistic approach of combining public-private partnerships with strategic economic development is a game changer. This collaboration of diverse stakeholders allows us to continue delivering value and vibrancy to our regional communities while driving the momentum of our mission – together we are making a difference."



El Mariachi Mexican Restaurant in Lennox, SD opened in March and has been regularly filling their restaurant since. After a city-wide survey suggested a common desire for a sit-down restaurant Lennox Area Development Corporation (LADC) began to contemplate how they could help fill the gap. Efrain Lopez, the owner of El Mariachi, was connected to the LADC and 18 months later El Mariachi opened its doors in Lennox. Lopez said, "when you find a good spot, it's great to work with people in the community who want to support you."



Steve
Kolbeck
Xcel
Energy

"Sioux Metro Growth Alliance has been an excellent partner in the growth of the region. As a utility partner, Xcel Energy is interested in building and maintaining strong, healthy communities through many successful programs and partnerships. Xcel Energy collaborates with several community organizations that focus on economic growth in the Sioux Falls region. SMGA plays a crucial role in driving economic development and fostering collaboration among communities in the Sioux Falls area."

SMGA CORPORATE

This SMGA Corporate Partnership Information is designed to give you a glimpse into the world of opportunities, exclusive benefits, and exciting collaborations that define our energetic corporate partnership initiative. Our passion for economic development runs deep, and this document is your gateway to understanding how teaming up, accessing unique resources, and fostering connections can ignite your company's commitment to fostering growth in our region in a whole new way. We've laid out all the details on how your organization can shine brightly and make a real impact, thanks to our carefully crafted partnership framework.

GROWTH ASSOCIATE - \$1,250

Show your support for the growth of the Sioux Metro.

- Company logo linked on partner website portal.
- Company name on printed materials and screens at annual meeting.
- *Growing Places* Investor List Mention
- *Growing Places* Mailing List Inclusion
- Invitation to Annual Meeting

COMMUNITY ADVOCATE - \$2,750+

- **Complete benefits from the Growth Associate level PLUS:**
- 1 Free Admission to Growth Summit
- 1 Bus Tour Invitation per Tour

NETWORK AMBASSADOR - \$5,500+

- **Complete benefits from the Community Advocate level PLUS:**
- Company logo on main page of SMGA website
- Opportunity to present/educate at relevant Economic Development Round Table, Mayor's Round Table, or Member Advisory Board meeting.
- *Growing Places* Podcast Company Mention

BRONZE BENEFACTOR - \$8,000+

- **Complete benefits from the Network Ambassador level PLUS:**
- Eligibility for At-Large Member Advisory Board seat
- *Growing Places* Podcast Feature
- Company name included on list of preferred partners and vendors for projects and prospects.
- Company logo on weekly Sioux Metro Minute
- +\$250 credit towards event tickets or event sponsorship

PARTNERSHIP PROGRAM

SILVER SUPPORTER - \$10,500+

- **Complete benefits from Bronze Benefactor level PLUS:**
- Minimum of 1 media partner paid feature with community story
- *Growing Places* Magazine Ad or Feature
- +\$500 credit towards event tickets or event sponsorship

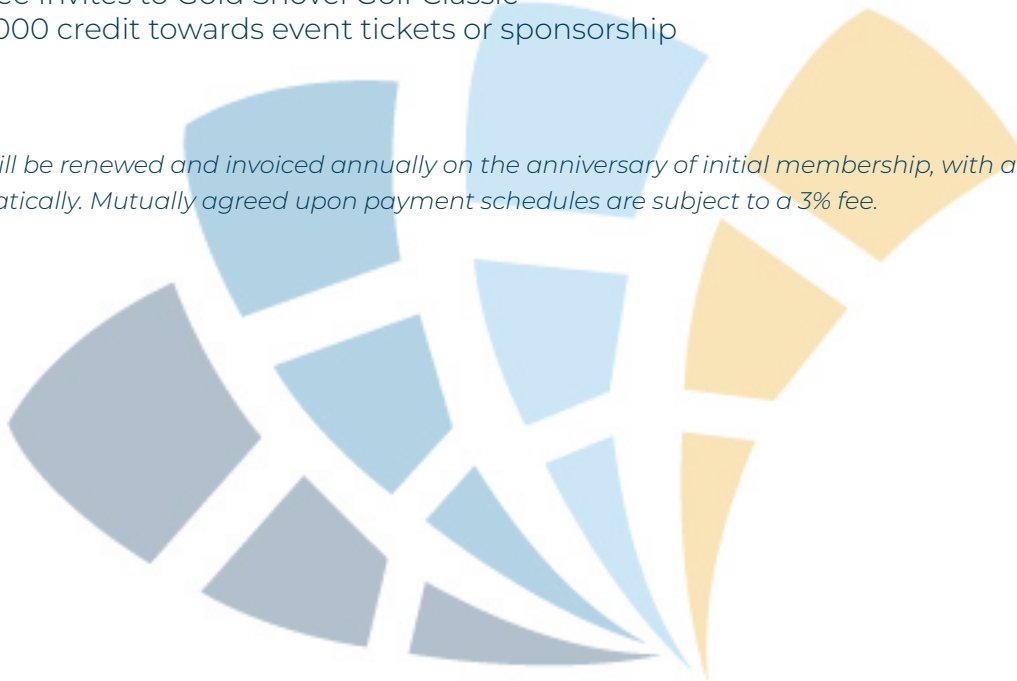
GOLD GIVER - \$15,000+

- **Complete benefits from Silver Supporter level PLUS:**
- 1 Seat in Leadership Program (Leadership Sioux Metro) – *Launch TBD*
- 1 Free Invite to Golf in the Gold Shovel Golf Classic
- +\$750 credit towards event tickets or event sponsorship

PLATINUM PARTNER - \$30,000+

- **Complete benefits from Gold Giver level PLUS:**
- 1 Free Team (4) Admission to Sporting Clay Scholarship Fundraiser.
- 2 Free Invites to Gold Shovel Golf Classic
- +\$1,000 credit towards event tickets or sponsorship

**Memberships will be renewed and invoiced annually on the anniversary of initial membership, with a 3% inflationary measure automatically. Mutually agreed upon payment schedules are subject to a 3% fee.*



MEMBERS

City of Beresford
City of Brandon
City of Canton
City of Centerville
City of Colton
City of Crooks
City of Dell Rapids
City of Garretson
City of Harrisburg
City of Hartford

City of Lennox
City of Salem
City of Tea
City of Valley Springs
City of Worthing
Lincoln County
McCook County
Minnehaha County
Town of Humboldt
Turner County

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.

FINANCIAL Partners

Farmers State Bank of Canton
First Bank & Trust
First Interstate Bank
The First National Bank in Sioux Falls
US Bank
Wells Fargo Bank

UTILITY Partners

Alliance Communications
Bluepeak
BNSF Railway
East River Electric
Golden West
MidAmerican Energy Company
Midco
NorthWestern Energy
SDN Communications
Sioux Valley Energy
Southeastern Electric Cooperative, Inc.
Xcel Energy



ECONOMIC DEVELOPMENT Affiliates

Beresford Chamber of Commerce
 Beresford Economic Development Corporation
 Brandon Development Foundation
 Brandon Valley Area Chamber of Commerce
 Canton Economic Development Corporation
 Centerville Economic Development Corporation
 Colton Economic Development Corporation
 Crooks Economic Development Corporation
 Dell Rapids Chamber of Commerce
 Dell Rapids Economic Development Corporation
 Economic Development Professional Assoc - SD
 Garretson Economic Development
 Governor's Office of Economic Development
 Harrisburg Chamber of Commerce
 Harrisburg Economic Development Corporation

Hartford Area Development Foundation
 Hartford Chamber of Commerce
 Humboldt Economic Development Corporation
 Lennox Area Development Corporation
 Salem Chamber of Commerce
 Salem Economic Development Corporation
 South Dakota Development Corporation
 SD Small Business Development Center
 Sioux Falls Development Foundation
 Southeastern Council of Governments
 Tea Chamber for Development
 US Small Business Administration
 US Economic Development Administration
 Valley Springs Development Corporation
 Worthing Economic Development Corporation



Row 1: Groundbreakings & Golf Tournament

Row 2: Bus Tours & Clay Classic

Row 3: Annual Meeting & Growth Summit

YOUR SMGA TEAM



TYLER TORDSEN
PRESIDENT & CEO



JOSHUA CHASE
ECONOMIC DEVELOPMENT &
MEMBER RELATIONS SPECIALIST



CHRIS FIELDS
ECONOMIC DEVELOPMENT &
MEMBER RELATIONS SPECIALIST



BRYCE HEALY
ECONOMIC DEVELOPMENT &
MEMBER RELATIONS SPECIALIST



KAREN RUHLAND
RESEARCH & ADMINISTRATIVE
SUPPORT

EXECUTIVE BOARD



Chair
Sharese Ihnen
Hegg, REALTORS, Inc.



Vice Chair
Mike Jaspers
East River Electric



Robert Baker
The First National Bank
in Sioux Falls



Dean Karsky
Minnehaha County /
MAB Chair



Mike Wendland
Grant Park Capital

MEMBERSHIP

Chairman: Dean Karsky

Members

City of Beresford: Jerry Zeimetz
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: Chuck Jones
City of Garretson: Paetyn Dreckman
City of Hartford: Arden Jones
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: Rick Larsen
City of Worthing: Scott DeWitt
Lincoln County: Joel Arends



Secretary/Treasurer
Heather Kranz
TrioTel Communications



Past Chair
Jay Buchholz
Sioux Valley Energy



David Kull
City of Brandon
SD Legislator



Marcus Mahlen
NAI Sioux Falls



Tony Wiseman
Journey Construction



SIoux METRO GROWTH ALLIANCE

196 East 6th Street, Suite 200
Sioux Falls, SD 57104

605.679.7149

info@siouxmetro.com

www.siouxmetro.com

ADVISORY BOARD

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: Erica Fitzhugh
Xcel Energy: Joe Anderson
At Large: Eric Krouse, US Bank
At Large: Drew O'Brien, Lloyd Companies



SMGA 2023
Annual Report



SIOUX METRO
GROWTH ALLIANCE

2025 ANNUAL EVENTS

- MARCH 19th: SMGA Annual Meeting
- MAY 13th: Northern Sioux Metro Bus Tour
- JUNE 25th: Gold Shovel Golf Classic
- AUGUST 19th: Southern Sioux Metro Bus Tour
- SEPTEMBER 5th: Clay Classic
- DECEMBER 9th: Growth Summit

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