

# District III Digest

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## District III Staff Member Honored by SBA during National Small Business Week

The annual celebration of National Small Business Week during *SBA Expo '05* will take place in Washington, D.C. in late April. Many types of awards will be presented to honor individuals involved in various facets of small business, including government procurement, Women in Business, Small Business Champions, Phoenix Awards, and the SBA's Hall of Fame, which recognizes successful companies that once were small and now are large, and got their start with SBA assistance.

Lori Cowman, of Planning & Development District III, is being awarded the **South Dakota Minority Small Business Champion of the Year**. This award is presented annually to individuals who have fulfilled a commitment to support minority entrepreneurship. Lori was nominated by the Small Business Development Center for her work with the Yankton Sioux Tribe Revolving Loan Fund (RLF). A quote from the nomination letter states, "Without genuine concern and care for this program and the people involved...the success rate would not be as high. Lori is committed to helping people achieve their dreams."



A major portion of Lori's job responsibilities at District III involve the management of the Areawide Business Council, Inc., a regional revolving loan fund. This also includes the Yankton Sioux Tribe RLF. Lori also administers other economic development programs relating to job creation, such as the Economic Development Administration and CDBG Special Projects Account.

**The rest of the staff at District III wish to say "Congratulations, Lori". Job well done!** □

## Teamwork in Drafting Ordinances

District III recently assisted Hanson County in drafting an adult entertainment ordinance. This project started like most of our work activities at District III. The County Commission asked the Auditor to contact District III to see if we would be able to assist in drafting an ordinance regulating adult oriented businesses. Prior to accepting the task, we had one request: that the County ensure the States Attorney would attend meetings and be directly involved throughout the process.

The first meeting with the Commission involved the three "partners" (District III, County Commission, State's Attorney). The first order of business was to establish some basic ground rules regarding what could be legally regulated, as dictated by numerous court decisions, while ensuring the concerns of the Commission are addressed as well. Next, we outlined the process and proceeded to assign the numerous responsibilities to various individuals. The partners then decided that District III should take the lead in research of the subject matter and prepare a draft for all parties to review.

District III took great care to be sure to have a clear understanding of the Commission's objectives in drafting the ordinance. This effort streamlined the process and greatly reduced the number of edits. Communication, cooperation, and the understanding of each partner's abilities were crucial to the efficiency of the drafting and editing process. District III was able to spearhead the effort, with the assurance of the "safety net" provided by working with the States Attorney.

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## DIRECTOR'S CORNER

By Greg Henderson

### Federal Budget

The proposed Fiscal Year (FY) 2006 federal budget would change rural development assistance as we know it. For starters, eighteen existing programs would be eliminated in favor of a "Strengthening America's Communities Initiative". The list of terminated resources includes the Community Development Block Grant (CDBG) and Economic Development Administration (EDA). Scores of other programs and agencies would be cut or eliminated as well.

The effects of these proposals will be both immediate and significant. Less funding, no matter how it is distributed, would mean tougher decisions for project sponsors. South Dakotans will have to live with fewer infrastructure expectations or higher fees and taxes.

Consolidating eighteen programs into a "one stop shop" for rural development may sound like efficiency, but as the saying goes "one size does not fit all". These programs have evolved to meet certain needs and situations. South Dakota may have urban areas but we are not facing the same set of problems as inner cities. Likewise, our rural communities, while similar in character to other parts of the United States, do not have the same distress symptoms. Unemployment, with the exception of reservation areas, is not a major problem. Outmigration and underemployment are two of our chronic challenges.

Educating a new cast of federal program managers and policy makers will take years. Our state usually works well with local governments because of relationships. The proposed program changes will shatter long standing assistance networks and replace them with management techniques that may look good on paper, but don't work in practice. Competing, performing, and accounting are all reasonable expectations in utilizing tax dollars. These words are part of our communities' everyday lives. If you want to have a chance to continue competing, performing, and accounting, you had better pay attention to how Congress reacts to the proposals before it. □

*The difference between a boss and a leader: A boss says, "Go!" A leader says, "Let's go!"*

### Lessons from LeadershipPlenty

District III has just completed providing leadership training to the communities of Freeman and Gregory through the LeadershipPlenty program, which was originally developed by the Pew Foundation.



Gregory LeadershipPlenty participants

LeadershipPlenty is designed to help communities identify local leaders and develop their abilities so that they can take part in civic change. The central idea behind the program is that all communities have individuals with untapped talents and leadership potential.

The LeadershipPlenty program includes nine interactive sessions featuring various leadership-building activities. Both the communities of Freeman and Gregory had a solid core of 10-20 people attend the training.

The feedback from participants was generally quite positive. Upon completing the LeadershipPlenty course, one participant said, "Now I see things differently. No matter how small the problem seems, someone else might feel the same way, or have gone through it before and can help you."



Freeman LeadershipPlenty participants

Even though both communities were small, many of the participants were meeting for the first time and they really enjoyed working together. The group discussions were lively and involved a variety of local issues. Another attendee felt that one of the benefits of this program was the new ability to "approach community problems, identify the conflict or tension, and overcome it in order to achieve the goal."

Now that the training is complete, the participants can take the skills they learned and apply them to their community projects, as well as to their individual lives. The relationships that were built by working together on local issues will definitely benefit Freeman and Gregory in the long run. One of the individuals who attended the sessions felt that the information had given them "more confidence – that what I have to say matters". Participants from both groups plan to continue to meet in the future, but on a less formal basis.

**If you would like more information about LeadershipPlenty, please contact John at the District III Office. □**



### Organizational Progress

Name and Logo: We chose a name that represents the geography of the region and would be recognizable: Prairieland Housing Development (PHD). The organization name has been registered with the Secretary of State. A logo has been developed for letterhead and other communication (above). It has been reserved with the Secretary of State as well.

Board: District III has identified seven people to serve on the board for PHD. The PHD Board includes the following members:

Name	Affiliation/Employer
Deb Cahoy	Rural Office of Community Services
Deb Bigge	Child Care Services/Department of Social Services
John Fathke	Bon Homme County Commissioner
Les Lebahn	Randall Resource & Conservation District
Clarence Montgomery	Yankton Sioux Tribe
Julie Nohr	Head Start / South Central Child Development
Jack Soulek	Mike Durfee State Prison

Paperwork: The PHD Board has adopted Articles of Incorporation and By-Laws. Paperwork has been sent to the IRS to obtain 501(c)(3) status – private, non-profit entity.

### Projects and Financing

PHD has identified several communities that are interested in developing a Governor's House project. At this time, Alexandria, Emery, Letcher, Plankinton, and White Lake are planned development locations. PHD hopes to develop a total of eight homes over the next twelve months. PHD has labeled these community projects "Phase One." A real estate market analysis was conducted for each project to confirm its feasibility.

The organization has also been contacted by communities such as Ethan, Colome, Stickney, Presho, and others for future development opportunities.

District III staff presented the proposed project to the South Dakota Housing Development Authority (SDHDA) Board of Commissioners in December 2004. The Board approved a reservation of HOME funds up to \$750,000. The project will be considered for commitment of funds at the SDHDA's April 2005 Board meeting.

### Next Steps

PHD will be signing agreements with an engineer and an architect to perform site development and building specifications. Staff are also investigating insurance costs for the new organization.

### PHD Timetable

- SDHDA will review and commit funds to the project by May 2005
- Pre-Construction meetings and initial site work will begin in May 2005
- Phase One units should be completed by September 2005
- Phase One units should be sold and occupied by March 2006
- Begin site investigations in the next phase of communities in the fall of 2005.
- Next phase of development should begin in the spring of 2006. □

## Governor's House Program

The following guidelines are effective **as of October 18, 2004:**

- The price of the home is **\$30,800**
- Households of 2 OR LESS must have an income less than **\$33,500**.
- Households of 3 OR MORE must have an income less than **\$36,750**.
- Households UNDER 62 YEARS OF AGE must have a net worth less than **\$100,000**, of which no more than *\$70,000* may be in liquid assets.
- Households OVER 62 YEARS OF AGE must have a net worth less than **\$175,000**, of which no more than *\$100,000* may be in liquid assets.

To learn more about the Governor's House Program, call Eric at the District III office. □

## Building a Better Quality of Life



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**Harry Redman, GIS Coordinator**  
**Travis Acklin, GIS Specialist**

**AVAILABLE SERVICES:**

- Parcel Mapping
- Plat Mapping
- E911 Rural Addressing
- Global Positioning System (GPS) Services
- Geocoding (Address location like MapQuest)
- GPS Sign Inventory for Highway/Road Department
- Hazardous Materials (HazMat) Mapping
- General GPS/GIS Mapping
- GIS Training

## Regional Map Server Update

District III is currently talking with county governments in our service area to find out if they are interested in starting a Regional Map Server. As of March 2005, there are four counties that have indicated strong interest in the project.

A regional map server is a web-based program that will provide internet access to GIS data. This map server would allow county and city government personnel, as well as local citizens, to access various types of GIS data 24 hours a day, seven days a week.

Using a web browser, individuals will be able to perform many different tasks, such as customizing maps, querying various databases, creating buffer areas around a specific location, and extracting general information. Internet mapping is the wave of the future in GIS. This service would be a tremendous resource in helping county and city governments operate more efficiently.

**If your county commission is interested in getting more information about the regional map server, please contact Harry at the District III office. ☐**

Your **"one stop shop"** for economic development is now easily accessible on-line. For information on . . .

- Funding Programs
- Planning Assistance
- Marketing Assistance
- Housing Programs
- GIS/Mapping Services
- Areawide Business Council
- Small Business Development Center
- Regional Classified Ads
- Census Information
- Business Support Services
- Tourism
- And Much More

**Visit [www.districtiii.org](http://www.districtiii.org)**

## DISTRICT III ANNOUNCEMENTS & DEADLINES

- APRIL 5-6:** GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT CONFERENCE IN PIERRE
- APRIL 8:** **FEMA FIRE GRANT APPLICATIONS DUE**
- APRIL 13:** FULL COMMITTEE & EXECUTIVE BOARD MEETINGS IN ARMOUR
- APRIL 15:** **DENR SRF APPLICATIONS DUE**
- APRIL 22:** **LAND & WATER CONSERVATION FUND (LWCF) APPLICATIONS DUE**  
**RECREATIONAL TRAILS APPLICATIONS DUE**
- APRIL 26:** **MINNESOTA TWINS APPLICATIONS DUE**  
MISSOURI RIVER CORRIDOR MEETING IN YANKTON
- MAY 1:** **STATE WATER PLAN AMENDMENTS DUE**
- MAY 11:** EXECUTIVE BOARD MEETING IN WAGNER
- MAY 15:** **MARY CHILTON DAR APPLICATIONS DUE**
- MAY 30:** MEMORIAL DAY – OFFICE CLOSED
- JUNE 1:** **"SPECIAL" COMMUNITY FACILITIES PRE-APPLICATIONS DUE**
- JUNE 8:** EXECUTIVE BOARD MEETING IN WAGNER

For information on any of the above announcements or deadlines, call the District III office:  
 (605) 665-4408 or (800) 952-3562

## GIS Data Available

Taxpayers have spent millions of dollars funding several base datasets needed for GIS development (see list below). **Access to these datasets is provided by the districts at no additional cost to local governments.** The datasets conform to national geographic data spatial standards and are being used by multiple state and local entities for their spatial needs. The majority of these datasets can be downloaded through the USDA Geospatial Data Gateway at: <http://datagateway.nrcs.usda.gov/NextPage.asp>; through the USGS National Map Server at: <http://seamless.usgs.gov/website/seamless/viewer.php>; or by contacting your local planning district for assistance.

<u>Datasets</u>	<u>Provider</u>
Aerial photography (DOQQ'S)	U.S. Geological Survey (USGS) & Farm Services Agency (FSA)
Road Centerlines	Dept. of Transportation (DOT)
Points of culture / road events	DOT
Soil Survey	Natural Resources Conservation Service (NRCS)
FEMA Floodplain Data	Federal Emergency Management Agency (FEMA)
Shallow Aquifer Data	South Dakota Geological Survey (SDGS)
Section Lines	USGS / SDGS (modified by the districts)
National Wetlands Inventory	Game, Fish & Parks
Contour Lines	USGS
Township Boundaries	Planning Districts
Corporate Limits Boundaries	Department of Revenue (DOR)
Topographic Maps & DRG's	USGS
Digital Elevation Models	SDGS



## 2004 Activity Re-cap

The following figures represent the activities of the Areawide Business Council Revolving Loan Fund for 2004:

- **16 Applications reviewed**  
11 Approved  
5 Denied
- **10 Loans closed for a total of \$244,659**  
1 Loan approved and not yet closed
- **Average loan size was \$24,400**
- **32 Jobs (FTE) created or retained**
- **\$1,032,300 in other funds leveraged**  
(Equity, Banks, Other borrowings)

The following businesses are examples of projects in which ABC recently participated in the financing package:

<i>Hometown grocery store</i>	<i>Fitness center</i>
<i>Veterinary business</i>	<i>Gift shop</i>
<i>Automotive repair shop</i>	<i>Glass business</i>
<i>Convenience store</i>	<i>Jewelry store</i>
<i>Hair salon</i>	

Since its inception, ABC has participated in many other types of projects, including:

<i>Light manufacturing</i>	<i>Major manufacturing</i>
<i>Locker plant</i>	<i>Hardware store</i>
<i>Restaurant</i>	<i>Clothing store</i>
<i>Flower shop</i>	<i>Auto parts store</i>
<i>Newspaper</i>	<i>Printing business</i>
<i>Welding shop</i>	<i>Motel</i>

This comprehensive list is evidence that ABC is able to assist all types of business and industry clients, big and small, start-ups and expansions. Over the years, ABC has worked with a wide variety of businesses, ranging from sole-proprietors in one person shops to major manufacturers that employ 100+ persons. There is no project "too big" or "too small" for ABC to review.

Please keep ABC in mind for projects in your area – we have over **\$1.6 million** available to lend. Let's put those dollars to work in our District III region!

**For more information about ABC, contact Lori at the District III office.** □

The man who will use his skill and constructive imagination to see how much he can give for a dollar, instead of how little he can give for a dollar, is bound to succeed.

*--Henry Ford*

## SD Rural Development Council Resource Team Assessments

In a previous issue of the District III Digest, we ran an article featuring a program available to communities called the **Resource Team Assessment**. The program is sponsored by the SD Rural Development Council and involves sending out a resource team consisting of 5-7 individuals with knowledge in various areas of community development. The resource team spends 2-3 days conducting an on-site assessment of all aspects of the community.

The assessment involves hosting listening sessions with the many different community sectors (examples: agriculture, youth, senior citizens, religious organizations, business owners, civic groups, etc.). The basis for the discussion stems from the following three questions:

- ***What are the major problems and challenges in your community?***
- ***What are the major strengths and assets of your community?***
- ***What projects would you like to see implemented in your community in the next 2, 5, 10, or 20 years?***

Last month, one of the District III staff served as a team member for an assessment in the City of Platte. The team hosted listening sessions with various community organizations, recorded their comments, and held an open question/answer period. After meeting with the various groups, the team prepared a final report containing the major issues that seemed to be consistently mentioned. The objective of the final report is to give community leaders, the development corporation, and other interested parties specific information about what issues were found to be the most important to their community as a whole.

From a planning perspective, direct involvement of the local groups is a great first step toward planning for a community's future. Nearly every community in the District III service area is facing similar challenges: declining population, declining school enrollment, and a lack of new jobs. Unfortunately, there is no "magic" formula for solving all of these problems, but by opening the lines of communication and working together through a Community Assessment, there is a far greater chance that some of these issues can be discussed and ultimately resolved.

Karen Burket, Executive Director of the Platte Development Corporation had this to say about participating in the Community Assessment: "The rural assessment provided an excellent opportunity for our community to participate in long and short term planning. The results will help provide us with the focus and direction needed for future projects."

As either a local leader or a member of the public, if you feel like your community has difficulty organizing and completing projects, a Community Assessment may be a very good way to address these problems and come to an agreement.

**Please contact Matt at District III if you have any other questions relating to the Community Resource Team Assessment.** □

## District III Staff Responsibilities

STAFF MEMBER	RESPONSIBILITIES
<b>Eric Ambrosion</b>	<ul style="list-style-type: none"> <li>✓ Governor's House</li> <li>✓ Prairieland Housing Development Project Management</li> <li>✓ Assisted living centers and nursing homes</li> <li>✓ State Library Grant Program</li> <li>✓ Day care</li> <li>✓ Tourism</li> <li>✓ Housing programs</li> </ul>
<b>John Clem</b>	<ul style="list-style-type: none"> <li>✓ DENR Solid Waste Management Grant Program</li> <li>✓ EPA Brownfields Program</li> <li>✓ COPS and other law enforcement programs</li> <li>✓ Deadwood Fund, Mary Chilton, and other historic preservation programs</li> <li>✓ South Dakota Community Foundation</li> <li>✓ Missouri River sedimentation and associated issues</li> <li>✓ Energy conservation</li> </ul>
<b>Lori Cowman</b>	<ul style="list-style-type: none"> <li>✓ Economic Development Administration</li> <li>✓ GOED MicroLoan and REDI Fund</li> <li>✓ Small Business Administration loan programs</li> <li>✓ Rural Development Intermediary Relending Program</li> <li>✓ Local and other regional revolving loan funds</li> <li>✓ Value added agriculture projects</li> <li>✓ Yankton Sioux Tribe RLF</li> </ul>
<b>Matt Kerr</b>	<ul style="list-style-type: none"> <li>✓ DENR State Water Plan</li> <li>✓ DENR Consolidated Program</li> <li>✓ Community and Industrial Access Programs</li> <li>✓ Rural Development Water and Sewer Programs</li> <li>✓ DOT Enhancements</li> <li>✓ Land and Water Conservation Fund</li> </ul>
<b>Brian McGinnis</b>	<ul style="list-style-type: none"> <li>✓ DENR SRF Programs</li> <li>✓ CDBG Program</li> <li>✓ Land use planning and zoning</li> <li>✓ Value Added Project infrastructure</li> </ul>
<b>Harry Redman Travis Acklin</b>	<ul style="list-style-type: none"> <li>✓ GIS Programs</li> <li>✓ DOT project data maintenance and mapping</li> <li>✓ GIS database management</li> <li>✓ GPS</li> <li>✓ Mapping and graphic support</li> </ul>
<b>Sue Stoll</b>	<ul style="list-style-type: none"> <li>✓ Director of Small Business Development Center</li> <li>✓ Business Consulting</li> <li>✓ Marketing</li> <li>✓ Financial Analysis</li> <li>✓ Cash Flow Planning and Management</li> <li>✓ Business Expansion</li> </ul>



# SMALL BUSINESS DEVELOPMENT CENTER

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The Small Business Development Center (SBDC) continues to help new entrepreneurs realize their dream of business ownership and assist existing businesses in their efforts to remain competitive. The South Dakota SBDC team, which includes staff from all offices throughout the State, met recently to work on our strategic plan. This process created good discussion and cooperation within our organization.

In keeping with the goals of our primary sponsors, we continue to provide services to all of South Dakota through our regional offices. It also became apparent that our organization is well positioned to create momentum in striving for the goals set forth in Governor Round's 2010 Initiative. The major goals of the initiative are as follows:

**GOAL ONE: Double Visitor Spending from \$600 Million to \$1.2 Billion by 2010**

**GOAL TWO: Increase GSP (Gross State Product) by \$10 billion by 2010**

**GOAL THREE: Become a Recognized Leader in Research and Technology Development by 2010**

**GOAL FOUR: Brand and Develop South Dakota's Quality of Life as the Best in America by 2010**

**GOAL FIVE: Uphold Our Commitment to the 2010 Initiative as a Work in Progress**

The State's focus on small business has energized people considering the leap into business ownership. SBDC consultants work with entrepreneurs in various industries as we strive to bring South Dakota into the new era. Our clients range from main street business owners to entrepreneurs exploring cutting edge technology. Regardless of the business, good planning is essential. SBDCs in South Dakota have been assisting clients in the planning process since 1985.

**If you or someone you know is interested in a free, confidential meeting with one of our consultants, please contact Sue in Yankton at (605) 665-0751 or Teka in Mitchell at (605) 996-1140. These offices provide SBDC services in the same fourteen county service area covered by District III. Consultants are willing to travel to your location if you are unable to come to either office. □**

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## (Teamwork in Drafting Ordinances continued)

The draft ordinances were extensive and included pages of definitions, delineation of regulated activities, and formulation of the regulations. After much consideration and research, it was time to turn the "final draft" over to the States Attorney. This step is the most critical in drafting any ordinance. The States Attorney or other legal counsel must identify, confirm, and clarify the necessary legal citations to provide justification and foundation for the ordinance. The absence of a solid foundation and legally defensible justifications has been the "death knell" of many ordinances.

The level of cooperation between all parties enabled Hanson County to adopt a comprehensive ordinance regulating a very emotionally charged issue in less than two months. District III could not have gone into such detail or "crawled out so far on the proverbial limb" without the trust of the County Commission and support of the States Attorney. Such a partnership resulted in the satisfaction of the County's objectives.

**If you have any questions or would like more information about drafting various ordinances, please contact Brian at the District III Office. □**

## EXECUTIVE BOARD:

**ARVID OLSON**, SANBORN COUNTY

**REX WINTER**, SOUTH CENTRAL WATER DEVELOPMENT DISTRICT

**HERMAN PETERS**, CHARLES MIX COUNTY

**BERNIE SCHMUCKER**, DAVISON COUNTY

**GREG GEMAR**, SCOTLAND

**RON SULLY**, LAKE ANDES

## ORGANIZATION:

Planning & Development District III is a voluntary association of city and county governments. A committee of elected officials and private citizens govern the agency by setting the work agenda and overseeing the performance of the Director and staff. The office serves a 14-county area that includes the following counties: Aurora, Bon Homme, Brule, Charles Mix, Davison, Douglas, Gregory, Hanson, Hutchinson, Jerauld, Lyman, Sanborn, Tripp, and Yankton. There are 59 communities and three tribal governments within the service area.

## THE STAFF:

**Greg Henderson**, Executive Director

Travis Acklin, GIS Specialist

Eric Ambroson, Planner II

Kristi Bjerkaas, Administrative Assistant

John Clem, Planner II

Lori Cowman, Planner II

Pat Hansen, Finance Officer

Matt Kerr, Planner II

Brian McGinnis, Planner III

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Web Page: <http://www.districtiii.org/>

*It is easier to do a job right than to explain why you didn't.*

*--Martin Van Buren*

## **PLANNING & DEVELOPMENT DISTRICT III**

**1808 Summit Street**

**PO Box 687**

**Yankton, SD 57078**

ADDRESS CORRECTION REQUESTED