

Newsletter

South Eastern Council of Governments, Dakota BUSINESS Finance,
and South Eastern Development Foundation

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Director's Corner

As 2015 comes to a close, we are reflecting on some of the funding successes of 2015.

- SECOG assisted its members with securing over \$58 million in grants and loans in 2015
- SECOG's members paid \$268,721 in dues in 2015
- For every dollar paid in dues, SECOG's members received a return of \$216.52 in grant and loan funding which amounts to a 21,652% Return on Investment



| Funding Source | Amount |
|--|---------------------|
| Clean Water State Revolving Fund Loan | \$37,289,682 |
| Community Action Grant | \$ 1,290,900 |
| Community Development Block Grant | \$ 515,000 |
| Consolidated Water Facilities Construction Program Grant | \$ 2,228,800 |
| Drinking Water State Revolving Fund Loan | \$13,975,000 |
| Economic Development Administration | \$ 500,000 |
| Hazardous Mitigation Grant Program | \$ 17,400 |
| Housing Opportunity Fund | \$ 200,000 |
| Industrial Park Road Grant | \$ 250,000 |
| Intermediary Relending Program and Matching Grant | \$ 432,831 |
| Local Infrastructure Improvement Program | \$ 470,000 |
| Recreational Trails | \$ 239,000 |
| Small Community Planning Grant | \$ 10,000 |
| Solid Waste Management Program | \$ 500,000 |
| Transportation Alternatives Program | \$ 263,663 |
| Total | \$58,182,276 |

Please let us know if you have any projects you would like assistance with in 2016. We enjoy working with you to make the region a better place!

Leslie Mastroianni Joins SECOG Staff



Leslie Mastroianni recently joined the SECOG staff as a Planner. She will be working with SECOG's members in Clay, McCook and Minnehaha counties. Leslie graduated from Columbia College of Missouri with a Bachelor of Science in Business Administration and went on to earn a Masters in Business Administration from Columbia College as well.

Prior to joining SECOG, Leslie worked extensively with municipal governments throughout northwest Illinois in community development and planning. Leslie moved to Sioux Falls from Freeport, Illinois.

Melissa Gibson Joins SECOG Staff



Melissa Gibson joined SECOG's staff as a Planner in February. In her new position, Melissa will be responsible for project finance packaging and outreach in Lincoln, Turner, and Union Counties. She will be providing grant application assistance to local

units of government, along with administering existing public works projects.

Melissa earned a Bachelor of Science degree in Chemistry from the University of Minnesota in the Twin Cities. Before joining SECOG, Melissa spent 10 years in Pharmaceutical Quality Control in Southern California. Family was one of the magnets that drew Melissa, her husband, Matt, and their two children back to South Dakota. Welcome back to South Dakota, Melissa!

Go Sioux Falls, Sioux Falls MPO 2040 Long-Range Transportation Plan, Receives Approval



After two years of significant collaboration among the participants of the Sioux Falls Metropolitan Planning Organization (MPO), *Go Sioux Falls*, the MPO's 2040 Long-Range

Transportation Plan, received approval on November 19, 2015. An MPO is required by federal law for all urbanized areas in the United States with populations of more than 50,000 persons and is responsible for area transportation planning and programming activities. The MPO process establishes a continuous, comprehensive, and cooperative framework for making transportation investment decisions in metropolitan areas.

Go Sioux Falls established goals and priorities to guide how future transportation investments are made to help shape the region's transportation network through the year 2040. It considers all modes of transportation to help set priorities for the future including driving, walking, bicycling, transit, rail, and air.

Development of *Go Sioux Falls* included considerable public involvement efforts, beginning in 2014 with a market research study, including a statistically valid survey of the Metropolitan Planning Area (MPA). The Market Research Study is available on the MPO's website www.sioxfallsmpo.org. Public involvement efforts continued in 2015 with public meetings, stakeholder meetings, an online interactive survey, a survey of underserved populations, public hearings and a project website www.gosioxfalls.org.

Go Sioux Falls is available for review on the project website www.gosioxfalls.org and on the MPO's website www.sioxfallsmpo.org. Thank you to everyone who participated in the collaborative efforts to complete this plan!

Union County Five-Year County Highway and Bridge Improvement Plan



In the fall of 2015, SECOG worked with Union County Highway Department staff to assist in preparing the Five-Year County Highway and Bridge Improvement Plan. The plan is a new short range planning document that is designed as a tool to assist the county in budgeting, planning, and incorporating the needs and concerns of the public into annual road and bridge projects. This plan, along with an imposed wheel tax, are required for the county to be eligible for funding through the local Bridge Improvement Grant (BIG) that was established in 2015.

Union County Public Works Administrator, Raymond Roggow, had the following to say about his experience working with SECOG on this project:

“After a few phone conversations regarding this project, I decided to stop at her office and visit with Kristen about my expectations for the planning documents. She took the information and developed maps, spreadsheets, and organized the information in a package that was very viewer friendly. Her attendance at the Public Informational meeting in Elk Point to answer questions from the public regarding the new 5-year plan was greatly appreciated.

Thanks to Kristen’s help, the Union County 5-Year Transportation Plan has now been approved by SDDOT permitting the County’s eligibility for the new (BIG) Grant applications for structural improvements/replacements.”

Transportation planning is a cooperative process designed to foster involvement by all users of the system, such as the business community, community groups, the traveling public, freight operators, and the general public through a proactive public participation process conducted by the county. The planning process also fosters communication of local governments such as townships to jointly discuss transportation needs and coordinate improvements.

In order to maintain eligibility for the State BIG program the plan will need to be updated on an annual basis with the previous plans projects being reviewed and status updates reported.

If your County needs assistance with establishing/developing a Transportation Plan, please contact Kristen at gis@secog.org or by calling 605-367-5390 to discuss the next steps in this process.



South Dakota Transportation Commission Doubles Funding for Local Government Assistance Grants

At its November 20th meeting, the South Dakota Transportation Commission adopted the South Dakota Department of Transportation's recommendation to double the total amount of funding available for three different grant programs designed to assist local government entities with road reconstruction needs. The programs were increased from a total amount of \$2 million per year to \$4 million per year. These additional funds were made available as the result of the passage last year of Senate Bill 1, which provides significant additional road and bridge funding for both state and local government entities.

The Department and Commission have long maintained what is collectively referred to as the 'economic development grant program' for local transportation projects. Within the program are three different types of grant funding for Industrial Park, Agri-Business and Community Access projects.

- Industrial Park grants are intended to assist local government entities who need assistance with creating or expanding access to support development of new industry. **Applications are due April 15, July 15, or October 15.**
- Agri-Business grants are intended to specifically address road needs associated with new businesses such as ethanol plants, elevators and other agriculture related businesses. **Applica-**

tions are due April 15, July 15, or October 15.

- Community Access grants are available for small communities with less than 5,000 population to help with reconstructing important local roads such as their Main Street or roads to the elevator or schools. **Applications are due July 15.**

More information regarding the grant programs and the process for applying can be found on the Department of Transportation's website at <http://www.sddot.com/business/local/economic/>.

With the new funding levels, there is now available \$500,000 for Industrial Park grants, \$1.0 million for Agri-Business grants and \$2.5 million for Community Access. Of the three programs, the Community Access grant program is easily the most popular and competitive. Last year, 27 applications were received requesting approximately \$6.5 million in funding for projects directly benefiting small South Dakota communities. Because of the demand for funding through this program, if any of the funding for Agri-Business or Industrial Park grants is not awarded in a year, the remaining amount will be added to the Community Access grant program for that year.

For any questions or if you would like assistance with applying for one of these grants, contact Leslie or Melissa at 605-367-5390.

Recent Funding in SECOG Region

| | Project | Housing Opportunity Fund | Industrial Park Grant | Community Access Grant |
|----------------|--------------------------------|--------------------------|-----------------------|------------------------|
| SEDF | Affordable Housing Development | \$200,000 | | |
| Dell Rapids | Industrial Park Access Road | | \$250,000 | |
| Dell Rapids | 10th Street Construction | | | \$400,000 |
| Canistota | Main Street Improvements | | | \$400,000 |
| Canton | Dakota Street Improvements | | | \$400,000 |
| Valley Springs | Cliff Avenue Reconstruction | | | \$90,900 |
| Total | | \$200,000 | \$250,000 | \$1,290,900 |

New CAC and TAC Members for the MPO



The Metropolitan Planning Organization's (MPO) Citizens Advisory Committee (CAC) and Technical Advisory Committee (TAC) are beginning 2016 with new members. During the past

few months, the CAC's and TAC's membership subcommittees were tasked with the difficult assignment of narrowing down several qualified applicants to fill four vacancies on the CAC and one vacancy on the TAC. As a result, the MPO's governing body, the Urbanized Development Commission (UDC), approved the appointment of Cory Diedrich, Joe Dvorak, Gayleen Riedemann, and Rita Salazar to the CAC and Clark Meyer to the TAC. In addition, Erik Nelson was appointed to serve an additional three-year term on the CAC.

Cory Diedrich will serve on the CAC representing Private Transportation. He is the Enterprise Director of Transportation for Sanford Health, where he is responsible for a large transportation department. Cory oversees couriers who drive nearly 10,000 miles each month in the City of Sioux Falls to serve the needs of Sanford and non-Sanford clients.

Joe Dvorak will serve on the CAC representing Persons With Disabilities. He is the Director of Day Services at DakotAbilities, where he assists with arranging transportation services for 130 people in and around the City of Sioux Falls on a daily basis. Joe has worked with adults with disabilities for over 27 years, during which time he has worked with the City of Sioux Falls and other agencies in the community to advocate for the transportation needs of persons with disabilities.

Gayleen Riedemann will serve on the CAC representing Concerned Citizens. She has lived in Sioux Falls since 1972 and has been a long time member of the Sioux Falls Area Chamber of Commerce's Issues Management Council and Business Transportation Committee, which has provided her the opportunity to stay updated on traffic concerns of the City of Sioux Falls and sur-

rounding communities.

Rita Salazar began serving on the CAC in November representing Education. Prior to retiring, Rita taught at various levels of education in Iowa and South Dakota. She grew up in Minnesota, but has called Sioux Falls home for the past four years.

During the TAC's November meeting, the TAC expressed its gratitude to retiring committee member Jon Mulloy for his dedication to the MPO planning process while serving as the Railroad Representative for the TAC. Clark Meyer began serving on the TAC in January as the Railroad Representative. Clark is the incoming President of Ellis & Eastern Rail Road. He has worked in various capacities for Sweetman Construction Co. / Concrete Materials / Rail to Road / Ellis & Eastern for the past 21 years.

The CAC and TAC are important component of the MPO's transportation planning process, which directs and oversees all transportation planning and programming activities within the official metropolitan planning area, including the Cities of Brandon, Crooks, Harrisburg, Hartford, Sioux Falls, and Tea, as well as portions of Lincoln and Minnehaha Counties. The CAC is the committee established to solicit public participation into the local transportation planning process with membership comprised of interested citizens representing various segments of the population within the planning area. The CAC serve as liaisons between the general public and the formal transportation planning process. The TAC is the committee comprised of staff from each of the participating units of government as well as representatives from various modes of transportation. The TAC's role is to assist and advise on technical matters as they relate to the different elements of the transportation planning process. Both the CAC and TAC serve as advisory committees to the Urbanized Development Commission, the decision making board of the MPO, which is primarily comprised of elected officials from the government participants of the MPO. To learn more, or become involved with the MPO planning process, please visit the MPO's website at www.sioxfordsmo.org.

Community Development Block Grant Program (CDBG) Program

As we begin the New Year and planning for construction season is ongoing, we would like to take this opportunity to remind you of a funding opportunity through the South Dakota Governor's Office of Economic Development called the Community Development Block Grant (CDBG) Program. The CDBG Program allows the State to fund a variety of different projects in small cities and rural areas, with the primary objective to benefit people of low-to-moderate income.

Your community's ratio of low-to-moderate income households *may* fall within the eligibility guidelines to meet this objective. These grant funds may significantly reduce the cost to your community for water and wastewater infrastructure projects, fire halls, senior centers and workforce training.

If your community is not currently eligible for water and wastewater infrastructure financing, these grant funds may be used for facilities in your community that serve disadvantaged individuals or other special needs clientele. Projects may include senior centers, community support provider facilities, and other similar facilities that serve homeless persons, senior citizens, persons with disabilities, and those affected by domestic abuse. Funds are also available to assist with workforce training that will assist low-to-moderate income individuals. If your community is not involved in these types of activities, you may still sponsor a nonprofit entity in your community that may be working with these types of projects.

SECOG staff is available to assist you with applying for CDBG and administering grants once awarded. **The next round of CDBG applications is due by April 1, 2016.** For communities in Clay, McCook or Minnehaha counties, please contact Leslie Mastroianni at leslie@secog.org. For communities in Lincoln, Turner or Union counties, please contact Melissa Gibson at melissa@secog.org or call 605-367-5390 at your earliest convenience to discuss possible collaborations. There is a fair amount of planning and preparation involved in compiling the grant request, and SECOG is excited to start working on your funding package as soon as possible.

Small Community Planning Grant Program (SCPG) Program

The South Dakota Department of Environment and Natural Resources (DENR) is accepting Small Community Planning Grant (SCPG) applications from small municipalities with fewer than 2,500 residents. The SCPG Program was established to promote a proactive approach to water, wastewater and storm water infrastructure management. With these funds, small municipalities may hire an engineering consultant to develop a project specific engineering report. Communities may be reimbursed 80 percent of the cost of an engineering study upon completion of the engineering report through the SCPG Program. The maximum reimbursement is \$8,000 for a water engineering study, \$10,000 for wastewater related studies, and up to \$10,000 for a study of the storm water system. These grants are not available for projects already on the State Water Plan. **DENR accepts Small Community Planning Grant applications at any time.**

SECOG works with its members to secure funding for infrastructure projects and will assist its member communities with submitting SCPG applications. Communities that have had a prior engineering study completed under the SCPG may be eligible to apply for a new SCPG if it has been at least 10 years since the prior facility plan was completed and if system conditions identified in the previous study have substantially changed.

We look forward to having the opportunity to work with our member communities in securing funding for vital projects. As with the CDBG Program, for communities in Clay, McCook or Minnehaha counties, please contact Leslie Mastroianni or Melissa Gibson for Lincoln, Turner, and Union at your earliest convenience to discuss possible collaborations.

Upcoming Project Deadlines

Please contact Leslie Mastroianni or Melissa Gibson if you are interested in applying for any of the following programs:

| | |
|-------------|--|
| February 28 | SD Housing Opportunity Fund Grant |
| April 1 | Community Development Block Grant |
| April 1 | DENR Drinking Water and Clean Water State Revolving Fund Loans |

South Dakota Transportation Alternatives Program

The Transportation Alternatives Program (TAP) is a grant program that uses federal transportation funds, designated by Congress, for specific activities that enhance the intermodal transportation system and provide safe alternative transportation options.

The TAP replaces the former Transportation Enhancement Program and consolidates those eligible activities with the Safe Routes to School, Scenic Byways and Recreation Trails Programs. Transportation Alternatives builds upon the legacy of the Transportation Enhancement Program by expanding travel choices, strengthening the local economy, improving the quality of life and protecting the environment.

A few things to know about the TAP:

- Eligible applicants include local governments, schools, tribal governments, natural resource and public lands agencies, regional transportation authorities, transit agencies or other local or regional governmental agencies with responsibility of transportation or recreational trails;
- Funds may be used for preliminary and construction engineering, construction, right-of-way acquisition and non-infrastructure activities related to Safe Routes to School type projects;
- Funded projects require a 18.05% non-federal match;
- A variety of activities are eligible for funding. Eligible projects must meet one or more of these activities and must relate to surface transportation: facilities for pedestrians, bicyclists and other non-motorized forms of transportation, safe routes for non-drivers, conversion and use of abandoned railroad corridors for trails, construction of turnouts, overlooks, and viewing areas, planning and implementation of community improvement activities, environmental mitigation, implementation of the Safe Routes to School Program, boulevards and other roadways largely in the right-of-way of former Interstate System routes or other divided highways
- Projects are selected based on the recommendations of a Selection Committee comprised of local government, law enforcement and education representatives, avid walkers and bikers, tribal representatives and others, with technical assistance from DOT and Federal Highway Administration representatives.

Letters of Intent for the 2017 round of funding will be due in July 2016. For more information contact Jerry Ortbahn at Jerry.Ortbahn@state.sd.us or 605.773.3281 or go to <http://www.sddot.com/services/transalt/default.aspx>.

Best Wishes, Toby!



Toby Brown's final day as a planner at SECOG was on January 22nd. Toby had worked at SECOG for nearly 18 years before accepting the position of Planning Director in Lincoln County. We wish him all the best in his future endeavors. Thank you, Toby, for your years of service.



Drive To Help is an expansion of Project Car and Workers-On-Wheels, which provide volunteer transportation services to seniors and persons with disabilities. Volunteers drive people to medical appointments and the grocery store in an effort to help individuals remain at home and keep their independence. Volunteering is easy and flexible according to your schedule. If you have been looking for a chance to contribute to the community, this is an easy way to start! Additional information as well as a testimonial video are available to view at <http://siouxfallsmmpo.org/resources/help/>

Contact Jean Crowe at 367-HELP (367-4357) or jean@secog.org for additional information.

SBA 504 Refinance Program Returns

The SBA 504 refinance program has returned permanently! The permanent reauthorization of this provision was signed into law in December 2015. The refinance program will operate in years when both the standard 504 and refinance program are at a zero subsidy.

The SBA 504 refinance program allows for conventional loans to be refinanced. It may save individual borrowers thousands of dollars each month in debt service. It allows small businesses to take advantage of long-term, fixed rate loans to refinance existing high interest or maturing debt. Many conventional real estate loans contain 5-year balloon provisions, and utilizing the SBA 504 refinance program is an excellent tool to use to lessen a business interest rate risk.

The 504 refinance program began in 2012 as a temporary economic stimulus provision. The temporary program's success encouraged its proponents to fight relentlessly to bring it back permanently to continue assisting small business owners across the nation. SBA is currently writing the program rules and has indicated that the refinance program will be ready to roll-out in approximately June 2016 once application forms and rules have been finalized. Call 605-367-5390 to speak with Jessica Evans or Trisha Viss or contact them with questions or for additional information via email at jessica@dakotabusinessfinance.com or trisha@dakotabusinessfinance.com.

Bus Buddy Program

A Bus Buddy is an experienced bus rider or staff member who will provide one-on-one assistance for people who want a little extra help riding the Sioux Area Metro (SAM) fixed route bus system. SAM offers this service free of charge to its passengers. A Bus Buddy will assist a new rider to plan their trip, learn the routes they need to take and help them to feel confident and comfortable when riding the bus. Learning to ride the bus is fun and easy with the help of an experienced Bus Buddy who makes learning simple and easy! SAM Bus Buddies are needed to "Ride with a friend" once a day, once a week, or once a month. SAM Bus Buddies may be eligible to receive free or reduced fixed route transit fares. Contact Jean for more information at 367-Help (4357) or jean@secog.org.

Dan Park and Trisha Viss Earn EDFP Certification



Dan Park and Trisha Viss have each earned Economic Development Finance Professional (EDFP) certification from the National Development Council (NDC). Certification is a designation given to individuals who successfully complete an intensive economic development finance training series that is conducted by NDC. The courses provide individuals working in the field of economic development with training in credit analysis, real estate financing, loan packaging, deal structuring, and negotiating and the creation and implementation of development programs.

Annual DOT Road Inventory

SECOG has sent out maps and letters for the annual road inventory. Since 1995, the South Dakota Department of Transportation and the South Dakota Planning and Development Districts have been working together to update any changes to the public road system. SECOG members should have received envelopes which contained two copies of their local road map and a letter further detailing what information is being requested by the DOT Road Inventory program. Members are asked to carefully review these maps for accuracy and provide a response using the included return envelope even if there have been no new roads constructed or any changes made to road surfaces or alignment in the previous year. Your assistance is critical to the accuracy of SDDOT's public road inventory.

Dakota Business Finance Announces Award Winners

On October 21st, Dakota BUSINESS Finance hosted its Annual Meeting and Reception at The District in Sioux Falls. As part of this event, Dakota BUSINESS Finance announced its 2015 “Lender of the Year,” “Individual Lender of the Year,” and “Friend of Dakota BUSINESS Finance” award winners.

Each year, Dakota BUSINESS Finance presents its “Lender of the Year” award to the financial institution that participates in the highest number of SBA 504 loans

through Dakota BUSINESS Finance. In 2015, Dakota BUSINESS Finance recognized First Dakota National Bank with this award.

Representing First Dakota National Bank in accepting the award, and pictured below, are (left to right) Lynne Keller Forbes, DBF Executive Director, Meredith Larson, DBF President, Dave Kroll, Dan Statema, Josh Hofer, Brent Reilly, Jeff Eitrem, Gailen Meyerink, Allan Johnson, Jeff Priebe, and Scott Dreessen.



The “Individual Lender of the Year” award is presented to the individual lender that partners with Dakota BUSINESS Finance to get the highest number of SBA 504 loans approved. In 2015, Dakota BUSINESS Finance presented Brent Reilly, Loft Advisors/ First Dakota National Bank, with his award for the two 504 loans that he partnered with Dakota BUSINESS Finance on. Pictured below are (left to right) Meredith Larson, DBF President, Brent Reilly, and Lynne Keller Forbes, DBF Executive Director.



Each year, Dakota BUSINESS Finance also presents the “Friend of Dakota BUSINESS Finance” award. Lenders and Dakota BUSINESS Finance Members are not eligible for this recognition. In 2015, Dakota BUSINESS Finance presented Jodi Schwan with its “Friend of Dakota BUSINESS Finance” award. Pictured below are (left to right) Lynne Keller Forbes, DBF Executive Director, Jodi Schwan, and Meredith Larson, DBF President.



Dakota BUSINESS Finance and SEDF Approve Additional Loans

Tiger Tots Preschool and Child Care, Inc.

Financing Source: South Eastern Development Foundation

Purpose: Renovate existing building and working capital

Community: Harrisburg

Participating Lender: N/A



Dakota Management Group, LLC

Financing Source: South Eastern Development Foundation

Purpose: Purchase and install fixtures

Community: Sioux Falls

Participating Lender: N/A



Hartford Vet Clinic

Financing Source: Dakota BUSINESS Finance

Purpose: Expansion of existing facility

Community: Hartford

Participating Lender: James Gordon with Relia-Bank



Anderson Group CPA

Financing Source: Dakota BUSINESS Finance

Purpose: Purchase of existing building

Community: Sioux Falls

Participating Lender: Tom Ries with First Bank and Trust





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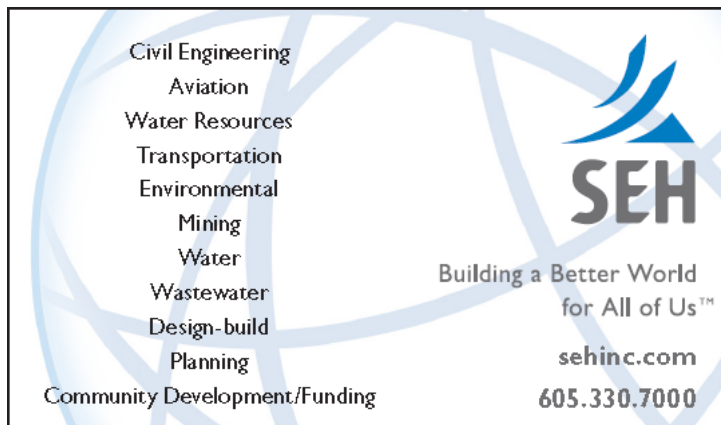
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SECOG Calendar

SEDF Board Meeting February 10

DBF Annual Meeting February 10

SEDF Board Meeting March 9

DBF Board Meeting March 9

CAC Meeting March 9

TAC & UDC Meeting March 10

SECOG Board Meeting March 30

SEDF Board Meeting April 14

DBF Board Meeting April 14

CAC-Citizens Advisory Committee

DBF-Dakota BUSINESS Finance

SECOG-South Eastern Council of Governments

SEDF-South Eastern Development Foundation

TAC-Technical Advisory Committee

UDC-Urbanized Development Commission