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The Director's Corner

As 2021 comes to a close, we would like to reflect on some of the funding successes of 2021.

- SECOG assisted its members with securing over \$172.66 million in grants and loans in 2021
- SECOG's members paid \$290,256 in dues in 2021
- For every dollar paid in dues, SECOG's members received a return of \$594.87 in grant and loan funding which amounts to a 59487% Return on Investment

Funding Source	Amount
Clean Water State Revolving Fund Loan/Principal Forgiveness	\$146,647,000
Community Development Financial Institution Grant	\$570,000
Community Action Grant	\$550,000
Community Development Block Grant	\$770,000
Consolidated Water Facilities Construction Program Grant	\$3,260,000
Drinking Water State Revolving Fund Loan/Principal Forgiveness	\$12,462,000
Hazard Mitigation Grant Program	\$3,302,751
Housing Opportunity Fund Grant	\$105,000
Housing Needs Study Grant Program	\$13,750
Land and Water Conservation Fund Grant	\$795,658
Local Infrastructure Improvement Program Grant	\$1,000,000
Recreational Trails Grant	\$130,000
Small Community Planning Grant	\$18,000
Solid Waste Management Program Grant/Loan	\$1,000,000
Transportation Alternatives Program Grant	\$1,001,597
Water Quality Grant	\$1,019,000
Wellmark Foundation Grant	\$20,873
Total	\$172,665,629

Please let us know if you have any projects you would like assistance with in 2022. We enjoy working with you to make the region a better place!

LYNNE KELLER FORBES | 605.681.8172 | LYNNE@SECOG.ORG

From

Jim's Desk

New MPO Citizen Advisory Committee Members



The Metropolitan Planning Organization's (MPO) governing body, the Urbanized Development Commission, has approved the appointment of Taylor Berg, Rick Laughlin, and Rachael Neiman to the 13-member Citizens Advisory Committee.

Taylor Berg is a Case Manager with Benchmark Human Services in Harrisburg. Prior to this position, Taylor coordinated Support Services at LifeScope in Sioux Falls. He submitted a CAC Request to Serve application to represent Persons with Disabilities stating, "Your posting for Board vacancies immediately caught my attention because my experience and skills closely resemble your needs. My past experience has given me over 10 years of experience in the field of Developmental Disabilities. In my field, I am a voice for the voiceless and this is why I would be a good fit for the CAC board."

Rick Laughlin is a retired Professional Engineer who has provided transportation planning support for MPO activities in his positions with HR Green Engineering, HDR Engineering, SDDOT, and the city of Sioux Falls. Rick currently drives for Project Car and has served on the Project Car board of directors. He submitted a CAC Request to Serve application to represent Private Transportation stating, "I believe that my service would prove valuable to the CAC because I currently drive for Project Car and have weekly contact with the users of private transportation in the community. Those users include the otherwise homebound and Lifescape clients using Project Car for medical, social, and employment trips."

Rachael Neiman is Executive Director of the Brandon Valley Area Chamber of Commerce and has lived in Brandon since 2011. Rachael submitted a CAC Request to Serve application to represent Community Service Boards stating, "The Chamber of Commerce represents and advocates for our local business community. As the Executive Director, I feel serving on this committee will be beneficial to stay educated and informed on the transportation and development related growth in and around our community. The involvement on this committee would be a great opportunity for the Chamber of Commerce to better serve our Chamber members."

From

Jim's Desk



PUBLIC ANNOUNCEMENT

The Sioux Falls Metropolitan Planning Organization (MPO) is accepting applications for the capital and operating assistance provided through the Federal Transit Administration's Section 5310 funding program. Applications will be accepted only from organizations which serve Seniors and/or Persons with Disabilities in the Sioux Falls Urbanized Area.

The application and additional information can be found at:

<https://siouxfallsmmpo.org/resources/53101/>

Applications must be received in the Sioux Falls MPO / SECOG office, located at 500 N. Western Avenue, Suite 100, Sioux Falls, SD, 57104. No later than 5:00pm on Friday, February 4, 2022.

The Planners' Plans

Recreation Trails Program Grants

Applications are now being accepted for grants from the Recreation Trails Program (RTP). The grants will be available for trail projects sponsored by municipalities, counties, state parks, federal land management agencies, or tribal governments.

The RTP provides partial reimbursement for approved trail projects. Eligible projects include the construction of new public trails, rehabilitation of existing public trails, development of trail-related facilities, and educational programs that relate to recreational trails.

RTP applications must be submitted by **Friday, April 8, 2022**. Please contact Harley at harley@secog.org for Lincoln, Turner or Union counties and Sophie at Sophie@secog.org for Clay, McCook or Minnehaha Counties.

Upcoming Deadlines

GOED Local Infrastructure Improvement Program (LIIP)	• April 30, 2022
--	------------------

South Dakota DANR

- | | |
|---|-----------------|
| • Funding Applications for Drinking Water Facilities, Sanitary/Storm Sewer Facilities, and Solid Waste Management | • April 1, 2022 |
|---|-----------------|

HUD Community Development Block Grant (CDBG)	• April 1, 2022
--	-----------------

Game Fish and Parks

- | | |
|------------------------------------|------------------|
| • Recreational Trails Program | • April 8, 2022 |
| • Land and Water Conservation Fund | • April 29, 2022 |

The Planners' Plans

Regulating Door-to-Door Salesman

Do you need a new alarm system? Lawn care services? Encyclopedias, beauty products, or a new vacuum cleaner? If so, odds are good that you won't even need to leave your house to have the opportunity to purchase a wide array of good and services. When the temperature raises in a few months, the season of door-to-door salespeople will begin. This article will briefly discuss what, if anything, you can do as a local government to protect your residents from unwanted solicitations.

While some people are genuinely excited to see them, many dread the ring of the doorbell on a weekday afternoon. In fact, they might even stop by your office and ask, "Why can't the City make laws that ban door-to-door soliciting"? The first thing you need to know is that door-to-door salespeople canvassing your neighborhood have a constitutional right to be there. In 1976, the U.S. Supreme Court stated that speech that, "does no more than propose a commercial transaction" is protected by the First Amendment. See *Virginia State Board of Pharmacy v. Virginia Citizens Consumer Council*, 425 U.S. 748. Since that case, the Supreme Court has consistently upheld free speech for commercial purposes. That being said, while the door-to-door salesman on your front porch is protected by the First Amendment, there are some legal restrictions that can be put in place to limit the public's interactions with them.

At the local level, many cities have adopted "No Soliciting" laws that typically regulate one or more of the following: registration and permit requirements, hour restrictions, "do no knock" lists, commercial solicitation bans, and in rare cases, laws that forbid solicitation altogether. While we've discussed the problems with the later, the general rule for the others is that time, place, and manner restrictions will generally be upheld by a court if they are reasonable and are written to address a specific problem. In our region, these laws, if you have them, will typically be written into the chapter of your municipal code dealing with "Transient Merchants, Peddlers."

If you have any questions about the adequacy of your regulations, please contact Patrick Andrews at patrick@secog.org or (605) 681-8176.



The Planners' Plans

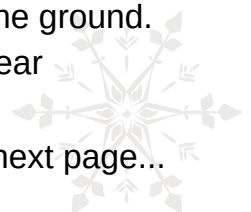
Signs, Signs, Everywhere a Sign – How Can I Regulate This Clutter Before It Breaks My Mind?

Signs are not an afterthought. They are an integral part of your community, but what happens when they start to block out the scenery and create traffic hazards? Once you see the first one, you know the floodgates are open and more will quickly follow – on every corner, on your neighbors' front lawn, and along every stretch of road you travel on the way to work in the morning. While most of us recognize the importance of freedom of speech, whether personal or commercial, we quickly grow tired of seeing so many signs. Not surprisingly, many local government employees will field calls wondering what, if anything, can be done to limit these menaces of the midway.

As a practical matter, it's important to remember that a sign may only be placed upon property with the permission of its owner. A person cannot simply seek out the most highly visible, vacant, undeveloped property in town and proudly display a sign advertising their latest and greatest invention. The same is generally true for the grassy areas abutting a public street and surrounding the entrances to popular attractions, including public parks, churches, and local businesses. In fact, many of the signs that spring up next to the roadway are actually within the public right-of-way, which usually extends from the pavement of the road into the grass. Depending upon their exact location, you may already have the power to remove these signs under either state law or your local ordinances.

If a sign is properly located, it may nevertheless be regulated while still respecting the underlying speech. Under the 1st Amendment, signs may not be regulated on the basis of content, but may be regulated on the basis of a number of other things unrelated to its message, including size, shape, etc. Directional, political message, and holiday advertisement signs almost always share common characteristics that have nothing to do with the message on the sign itself. Structurally, they are usually classified as temporary signs, comprised of a vinyl, wood, metal, or plastic facing somehow affixed to the ground. They are typically designed to spring up before some event and quickly disappear thereafter.

Continued on next page...



The Planners' Plans

Continued... Signs, Signs, Everywhere a Sign – How Can I Regulate This Clutter Before It Breaks My Mind?

Therefore, it may be worthwhile to establish regulations which address temporary signs generally, as they will apply to many of the signs residents will complain about. These regulations will allow you to regulate the number of temporary signs permitted on each property, the dimensions of the sign, and how long each may remain before it must be removed. However, these regulations should be carefully considered as they will apply to all types of temporary signs, including those that seem innocuous such as real estate signs.

While targeting a sign's message directly is unconstitutional, regulating signage based upon its physical form is entirely permissible. If you have any questions about the adequacy of your current sign regulations, please contact Patrick Andrews at patrick@secog.org or (605) 367-5390.



Elected Chair of SECOG's Board

Dean Nielsen

Dean Nielsen was appointed the Chair of SECOG's Executive Board at its meeting in October of 2021. Dean has a long-standing relationship with SECOG that dates back to 1974 when he started working at the organization and eventually became the Executive Director. In 1987, he went to work for the City of Sioux Falls where he served in various positions including the City Finance Director and the Mayor's Chief-of-Staff before retiring in 2004.

When Dakota BUSINESS Finance was created in 2006, Dean was on the original board of directors finishing out his term in 2009 after serving as the President of the board. In 2019, he was named the "Friend of Dakota BUSINESS Finance."

Dean brings a unique perspective as the Chair having been an employee, former Executive Director and Board Member of the organization. Welcome back, Chairman Nielsen!

SECOG Welcomes New Staff Members



Darla Groeneveld

Loan Assistant

As a Loan Assistant, Darla provides administrative support for the SBA 504 Loan Program through DBF and SEDF's Regional Revolving Loan Fund. Darla has 14 years of banking experience in operations and loan servicing.



Harley Ferguson

Planning Specialist

Harley supports local government planning efforts in Lincoln, Turner and Union counties. Harley is originally from Kyle, SD and has an Associate's Degree in General Business from Oglala Lakota College and is currently working on her Bachelor's Degree in Business Administration, graduating in the Summer of 2022. Before she joined SECOG, Harley worked as an Assistant Registrar at Oglala Lakota College where she enjoyed being an advocate for education and encouraging students to further their education.



Jason Rosas

GIS Technician/Planner

Jason joins SECOG from Port Townsend, Washington. As a Geographic Information Systems Technician/planner, Jason supports the technical and policy work of the municipalities and counties in SECOG's six county region. He graduated from the University of Alabama where he earned a Bachelor of Art degree in Geography and Urban & Regional Planning. Jason also received his GIS Technology certificate from Olympic College in Bremerton Washington.

New Approved Loans

Dakota BUSINESS Finance
South Eastern Development Foundation



EverSpring Inn & Suites Bismarck, ND

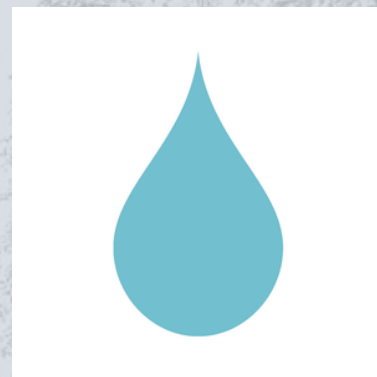
SBA 504 Loan through DBF
Purpose: Refinance of existing debt used to purchase and renovate

Participating Lender:
Karen Waller, Central Bank

Click Rain, Inc. Sioux Falls, SD

SBA 504 Loan through DBF
Purpose: Assist the business with the purchase of an existing building with major renovations to be completed

Participating Lender:
Ryan Dulaney, First Dakota National Bank.



Hartford Steak Co. Tavern Hartford, SD

SBA 504 Loan through DBF
Purpose: Assist with real estate and FF&E associated with the purchase of an existing business

Participating Lender:
Allan Johnson, First Dakota National Bank

Kuper Seed & Supply, LLC Worthing, SD

SBA 504 Loan through DBF & SEDF Loans

Purpose: Construction of a new building

Participating Lender:
Brian London, Security State Bank



Continued on next page



**Wiersema Dairy
Parker, SD
SEDF Loan**

Purpose: Construction of a new building and improvements to an existing building
Participating Lender:
Brent Baloun, Plains Commerce Bank

**Alloy Wheel Repair Specialist
Sioux Falls, SD
SEDF Loans**

Purpose: Purchase Business Assets



**Tranquility Therapeutic Massage & Spa, LLC
Sioux Falls, SD**

SBA 504 Loan through DBF & SEDF Loans
Purpose: Purchase of a building and working capital
Participating Lender:
Central Bank

**Auto Dynamics, Inc.
Sioux Falls, SD**

SBA 504 Loan through DBF

Purpose: refinance of loan originally used to purchase building

Participating Lender:
Keith Miller, First Premier Bank



**The Boonedocks
Arnolds Park, IA**

SBA 504 Loan through DBF

Purpose: Refinance a loan originally used to purchase the land, building, and FF&E

Participating Lender:
Luke Donnenwerth, Bank Midwest

My Place Hotel Rapid City, SD

SBA 504 Loan through DBF

Purpose: Purchase of
the My Place Hotel

Participating Lender:
Ryan Gross, Security State Bank



Cottonwood Inn & Conference Center South Sioux City, NE

SBA 504 Loan through DBF

Purpose: Acquisition of the
Cottonwood Inn

Participating Lender:
Karen Waller, Central Bank

Preform Solutions, Inc. Sioux Falls, SD

SBA 504 Loan through DBF

Purpose: Purchase of an existing building
with renovations

Participating Lender:
Scott Den Boer, Cornerstone Bank



Power & Grace Gymnastics Sioux Falls, SD

SBA 504 Loan through DBF

Purpose: Refinance

Participating Lender:
Pam McCready, Security National Bank

AmericInn of Sioux Falls North Sioux Falls, SD

SBA 504 Loan through DBF

Purpose: Refinance

Participating Lender:
Bobby Geesman, Iowa State Bank





Cosand Construction Company L.L.C.
Sioux Falls, SD

SBA 504 Loan through DBF

Purpose: Purchase of land and the construction of a new building.

Participating Lender:

Kyle Bleyenbug, Frontier Bank

605 Prep, LLC

Sioux Falls, SD

SBA 504 Loan through DBF & SEDF Loans

Purpose: Purchase of building and renovations

Participating Lender:

Scott DenBoer, Cornerstone Bank



Prairie Shores Resort
Madison, SD

SBA 504 Loan through DBF

Purpose: Purchase of real estate

Participating Lender:

Josh Hofer, First Dakota National Bank

Equity Green

Tea, SD

SEDF Loans

Purpose: Purchase of real estate

Participating Lender:

Central Bank



EquityGreen
EXPERTS



Tea Tots Childcare Center, Inc.
Tea, SD

SBA 504 Loan through DBF

Purpose: Real estate purchase

Participating Lender:

Brett Anderson, First Western Bank

Benson's Lawn & Landscaping LLC Tea, SD

SBA 504 Loans through DBF & SEDF

Purpose: Purchase of land and construction of a new building

Participating Lender:

Bret Martin, Great Western Bank



Michael's Junk Removal Services LLC Sioux Falls, SD

SBA 504 Loan through DBF

Purpose: Purchase of building

Participating Lender:

Trevan Korthour, Plains Commerce Bank



The Dogwood Pet Hotel & Day Spa McCook Lake, SD

SBA 504 Loan through DBF & SEDF

Purpose: Interim financing for SBA 504 project, land and building purchase

Participating Lender:

Jason Rasmus, Availa Bank



Barks & Rec, LLC Brandon, SD

SBA 504 Loans through DBF & SEDF

Purpose: Purchase of a building, working capital

Participating Lender:

Jason Appel, First International Bank



The Inn Hotel Arnolds Park, IA

SBA 504 Loan through DBF

Purpose: Purchase of The Inn Hotel

Participating Lender:

Bruce Klenken, Northwest Bank





Garbage-N-More, LLC
Garretson, SD
 SEDF Loan

Purpose: Equipment purchase and installation

AmericInn Cedar Rapids
Sioux City, IA

SBA 504 Loan through DBF

Purpose: Purchase of the AmericInn hotel

Participating Lender:

Travis Bestge, First Dakota National Bank



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Legacy Law Firm, P.C.
Sioux Falls, SD

SBA 504 Loan through DBF

Purpose: Refinance

Participating Lender:

Rocky Rehfeldt, First Dakota National Bank

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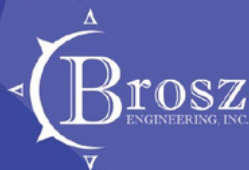
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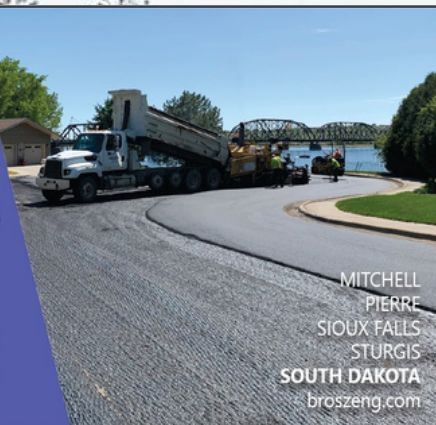


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We are excited to share that we have completed our agreement to join Colliers International. Colliers Securities will offer the same robust foundation in serving the needs of non-profits, units of state and local government and other tax-exempt entities. We look forward to serving South Dakota as part of the Colliers team!

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