

Forward

SIoux FALLS

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University presidents gather to discuss development partnerships

University presidents and business leaders met recently at the Forward Sioux Falls Higher Education and Economic Development Presidential Summit. The gathering was held at the Holiday Inn City Centre in downtown Sioux Falls and featured Dr. Richard Lester, founding director of the Industrial Performance Center at Massachusetts Institute of Technology (MIT).

“More than ever before, we are aware of the close relationship between knowledge technology and economic development,” said Dan Scott, president of the Sioux Falls Development Foundation. “Our conversations with university leaders have helped to shape our vision for the Sioux Falls Knowledge Community, and several companies which have located in our area made their decision based on access to higher education and university graduates.”

The university presidents and invited business guests were welcomed by Forward Sioux Falls chairman Kelby Krabbenhoft, and Dr. Lester was introduced by Dr. Douglas Knowlton, president of Dakota State University in Madison, one of the summit’s organizers. Higher education representatives included Dr. Tad Perry, executive director of the state Board of Regents, and presidents and officials from DSU, South Dakota State University, the



MIT's Professor Richard Lester gave the keynote address at the Forward Sioux Falls Higher Education and Economic Development Presidential Summit.

University of South Dakota, Northern State University, Augustana College, Black Hills State University, South Dakota School of Mines and Technology, Kilian Community College and Southeast Technical Institute.

Lester is a professor of nuclear science and engineering at MIT. His research focuses on industrial innovation and the management of technology, with an emphasis on the energy and manufacturing sectors. He has led several major studies of national and regional productivity, competitiveness and innovation performance commissioned by governments and industrial groups around the world. His published books include

Innovation: The Missing Dimension, published by Harvard University Press in 2004; *Making Technology Work: Applications in Energy and the Environment* (Cambridge University Press, 2004), and *The Productive Edge: A New Strategy for Economic Growth*. Professor Lester is also active in research and teaching on the management and control of nuclear technology.

“Professor Lester has an international reputation for discussing the synergies which exist between higher education and economic development,” Knowlton said. “His research, and the findings of the Industrial Performance Center at MIT in their global studies, provide powerful new insights into the potential of cooperation and partnership for our state.”

Following Dr. Lester’s address, the presidents held a roundtable discussion on economic development applications for higher education in South Dakota.



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New building under construction for SDTBC graduates

A new facility now under construction next door to the South Dakota Technology Business Center will give rapidly expanding companies from the tech incubator a place to go when they outgrow SDTBC. Sioux Falls Construction is building the 15,000 square foot facility, which offers instant communication and technology connections to firms moving out of SDTBC.

“The idea is to provide a seamless transition from our building to their new offices,” said Rich Naser, executive director. “Companies graduating from here can pick up their phones and computers, carry them across the parking lot and plug them into their new space.”

The first tenant of the new building has already been identified. DocuTap, a start-up company revolutionizing the electronic storage and transfer of medical records, is ready to graduate after over three years at SDTBC. During that time, the firm has grown from one employee to over twenty and is ready to move into the Sioux Falls Construction facility upon completion, planned for June.

Companies who are not graduates of SDTBC will be welcome in the new building as well, Naser said. The facility will be appealing to any high technology firm



because of the infrastructure, with redundant connections for communications and electrical power. Xcel Energy, the electrical provider for the building, has arranged for back-up power availability from two separate substations.

In addition, a large number of technology businesses have located in the area, including a new Midcontinent Data facility, LodgeNet, Dakota Digital and others. Naser said that a high tech cluster has been rapidly developing in the part of Sioux Falls near Southeast Technical Institute and the soon-to-be developed University Center.

Naser will be facilitating the leasing process in the new space for the next year, in order to further ease the transition for SD Technology Business Center companies.



New executive officers to lead Joint Venture Management Committee

Officers have been chosen by the Forward Sioux Falls Joint Venture Management Committee (JVMC) for 2007. The new Forward Sioux Falls chairman is Kelby Krabbenhoft, with Cal Willemsen as the vice chairman, Dana Dykhouse, secretary and Dean Buckneberg, treasurer.

Kelby K. Krabbenhoft has served as the President and Chief Executive Officer of Sanford Health in Sioux Falls since December, 1996. Sanford Health is located in 66 communities covering an 80,000 square mile, four state service area. Krabbenhoft has been involved in the South Dakota Association of Healthcare Organization’s System Leadership Group and other health care groups. He is a member of Governor Rounds’ State Health Care Commission, chaired the Sioux Falls Development Foundation, and served as co-chair of the Forward Sioux Falls V Campaign and the Augustana College Athletic Advisory Committee.

Cal Willemsen is Executive Vice President, External Relationships at The First National Bank in Sioux Falls, with undergraduate and graduate degrees from South Dakota State University and from the Stonier Graduate School of Banking. He is active in the Sioux Empire United Way and South Dakota Achieve, was chairman of the board of trustees at Dakota Wesleyan University, Minnehaha Country Club and the

50th Annual Sioux Empire Farm Show. Willemsen currently serves on the board of the SDSU Foundation and the Sioux Empire Housing Partnership and is chairman of the Sioux Falls Area Chamber of Commerce.

Dana J. Dykhouse has served as President and Chief Executive Officer of First PREMIER Bank since March of 1995. Under his leadership, First PREMIER Bank’s total assets have grown from \$250 million to over \$1 billion. He is chairman of the Sioux Falls Development Foundation, serves on the South Dakota State University Division One Athletic Advisory Council, Sioux Council Boy Scouts and Sioux Empire United Way boards and is active in

Downtown Rotary. His past leadership positions include South Dakota Bankers Association, South Dakota State University Foundation Board, Sioux Empire Fair Association and Junior Achievement of South Dakota.

Dean Buckneberg, CPA, is an audit partner at Henry Scholten & Company, LLP. He is a graduate of the University of South Dakota and is active in community organizations. Buckneberg is a member of the Sales and Marketing Executives, a classroom consultant, board member and treasurer of Junior Achievement of South Dakota, a past president of Rotary West and an ambassador, board member and chair-elect of the Sioux Falls Area Chamber of Commerce.



Kelby Krabbenhoft



Cal Willemsen



Dana Dykhouse



Dean Buckneberg

Chairman's Report

Off to a great start, thanks to your investment

As I begin this great responsibility of Forward Sioux Falls chairman, I want to share, with our board members, my thanks to you, our investors. Forward Sioux Falls is able to accomplish so much and keep things moving forward in our community ONLY because you understand and invest in our future. Without each and every one of our investors, our economy would suffer.

We are off to an exciting start in this new year, with programs coming on line to energize our workforce development effort, maintain a high visibility in business recruitment and marketing and move aggressively forward in our partnership with higher education and the knowledge community.

By *Kelby Krabbenhoft,*
Chairman,
Forward Sioux Falls



It was my privilege recently to welcome the presidents of South Dakota universities and a distinguished professor from MIT to Sioux Falls. That Presidential Summit, with its focus on how economic development and higher education work together, may well be the springboard for exciting new initiatives that will have a positive impact on Sioux Falls. Opportunities for our young people have always been a high priority for Forward Sioux Falls, and as higher education works to develop those exciting new opportunities, our community and our state will benefit.

Once again, we are looking at the potential for a truly explosive year of growth in Sioux Falls. There is an optimism, an enthusiasm and a confidence in the future that always drives construction, expansion and population growth. Thanks to our investors, Forward Sioux Falls is showing families and businesses that this is the place to put down roots!

Workforce Development

"Stay close, go far" is the message to area young adults

Young adults throughout our area are hearing and seeing an upbeat message that they can "stay close yet go far" in life by pursuing an education or career in Sioux Falls! Targeted television and radio ad campaigns, on-line marketing methods and special promotions encourage anyone to go online to www.stayclose-gofar.com and get connected to an exciting life in Sioux Falls.



In addition to its workforce attraction role, the campaign brings new customers to Sioux Falls retailers and makes Forward Sioux Falls an even more effective partner with higher education institutions in our community.

Hundreds of young adults have already

elected to "stay connected" by registering for the quarterly e-news updates that are an important feature of the "Stay Close, Go Far" campaign. The updates allow us to continuously share the Sioux Falls story of opportunity. The website and updates share news about great careers, exciting housing options, the wealth of educational and training offerings, leisure activities and more.

SEHP education specialist works with new homebuyers

One of the most important functions of the Sioux Empire Housing Partnership is education. SEHP works with potential homebuyers to give them the information, skills and resources necessary to plan a budget and prepare for the responsibilities of home ownership.

Jaime Wilson has joined the SEHP staff as an education specialist. She will be meeting with first time homebuyers to educate them on the importance of credit and budgeting when buying a home. She will also guide families through the whole home buying process so the first time buyers know what to expect. Wilson will work with SEHP Education Director Julie Clark.

"Jaime's computer skills and communication experience will be a great asset in helping people understand home ownership," Clark said. "She will be an excellent representative for our organization and its mission."

An e-commerce graduate of Dakota State University, Wilson has experience working with retail marketing and management in the Sioux Falls business community. She was a member of the DSU Center for Excellence, an accolade requiring student leadership and academic excellence.



Jaime Wilson, left, meets with Julie Clark.

Leadership is the key, leaders set the tone

From its inception, Forward Sioux Falls has been successful because committed, dynamic leaders stepped forward to help others understand the importance of this program to the future of Sioux Falls. The list of Forward Sioux Falls chairs is a roll call of well-known community leaders willing to sacrifice to help grow the economy of Sioux Falls. Not least of these leaders is Tom Everist, our retiring chairman.

Tom brought a unique perspective to his leadership of Forward Sioux Falls. Well-versed in the economic dynamics of the entire nation, Tom Everist works tirelessly to help make Sioux Falls a world-class business environment—and believes strongly in making sure the rest of the nation knows about it. An engineer by trade, Tom initiated the research that made Forward Sioux Falls V not only a reality, but also a campaign that went over the top, reaching over \$10 million in investment.

For his dedication to this community, his success in

*By Dan Scott, President,
Sioux Falls Development
Foundation*



assembling a first-class campaign team and his leadership throughout his tenure as Forward Sioux Falls chair, Tom Everist has earned the gratitude of our entire community.

Accepting the post of chairman next is Kelby Krabbenhoft, no stranger to Forward Sioux Falls or to civic involvement. Through his active participation as co-chair of our last campaign, Kelby has worked closely with the goals and action plans of Forward Sioux Falls V. He is familiar with our successes in the past and determined to keep Sioux Falls on a roll, moving confidently into the future.

Frankly, this is one of the main reasons why Forward Sioux Falls has served so long as a model of successful community development campaigns. I've said it before and I'll keep on saying it: leadership is the key. When real leaders show, with their investment and with their time and talent, that they believe in the future of their community, there is nothing we can't accomplish.

