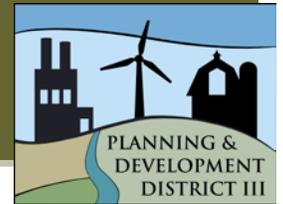


DISTRICT III DIGEST

Planning & Development District III



SAM

(The System for Award Management)

The federal acronym SAM has been on people's radar since last summer. It stands for the new federal system that is used to manage federal dollars that are awarded to communities, businesses, or other entities. It is replacing a federal system that many of you are familiar with and that is the CCR (Central Contract Registry). The idea of SAM is to consolidate the various different federal award and tracking systems into one system.

Federal monetary awards including grants require recipients to register for SAM. Also, businesses working with our Procurement Technical Assistance Center (PTAC) need to register with SAM as a condition of federal contract awards. The federal government intends to use SAM as

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their main distribution and tracking of federal awards.

District III is assisting communities in registering for the SAM system. Communities, companies, or other entities that have registered under CCR will need to update their registration and maintain an annual renewal process. District III can assist our members with this process. Please give us a call at 665-4408 for further information.

Impact of the Energy Efficiency Conservation Block Grants

During the last few years, the District III office administered a total of approximately 40 Energy Efficiency Conservation Block Grant (EECBG) projects. The program allowed recipients of EECBG funding to make various types of improvements to city and county-owned facilities to help lower energy usage. The program was especially popular because the work was done in most cases at little or no cost to the recipients. Following are examples of the types of projects that were funded in the District III area:

- Installing additional insulation, or replacing existing insulation
- Replacing inefficient heating/cooling units with more modern systems, including geothermal

- Replacing old lighting with newer fluorescent lights

The program recently came to an end with the disbursement of extra grant funding to many EECBG recipients throughout the state, including 14 from the District III area. A total of \$248,790 in extra funding was received in our region.

Planning & Development District III

PO Box 687
Yankton, SD 57078

Phone:
605.665.4408
1.800.952.3562

E-Mail:
districtiii@districtiii.org

Fax:
605.665.0303

Website:
districtiii.org

Governor's House Program New Income Guidelines

As of January 15th, the new income guidelines for the Governor's House Program are:

- * For households with 2 or less individuals, combined income cannot exceed \$44,660;
- * For households with 3 or more individuals, combined income cannot exceed \$51,040.

This upward income revision follows a series of proactive moves that have been made to make the acquisition of a Governor House more accessible. Please check our website (www.districtiii.org) for the full guidelines or give Fred a call at 665-4408.

\$400,000 Manufacturing Extension Partnership Grant Received to Assist South Dakota Businesses

VERMILLION, S.D. -- The University of South Dakota has received a Manufacturing Extension Partnership (MEP) Grant totaling \$400,000. The MEP program is part of a national network of programs funded through the National Institute of Standards and Technology (NIST), an agency of the U.S. Department of Commerce. The grant will establish an official MEP Center for South Dakota, and provide funding to implement NIST "Next Generation Strategies" with a focus on innovation engineering. This funding will help South Dakota manufacturers grow their business through the innovation of new products and new markets. The grant also provides for a full-time business advisor, program support, and several interns to work within South Dakota manufacturing companies, and will connect work being done in South Dakota engineering schools with industry in the state.

The total MEP program cost in South Dakota is matched with funds provided by the Governor's Office of Economic Development and fees paid by the companies that receive service. The MEP activities will be merged into the existing Manufacturing & Technology Solutions (MTS) program, created in 2010 as the first step toward a South Dakota MEP. South Dakota was previously served by the Dakota MEP based in North Dakota. Today, the South Dakota MTS program is well



established and has three business advisors, with more than 65 combined years of industry experience. The MEP grant will broaden the scope of offerings available to customers through MTS. More information about MTS is available at:

<http://www.usd.edu/business/manufacturing-and-technology-solutions/>.

The MEP Center for South Dakota works with small and mid-sized U.S. manufacturers to help them create and retain jobs, increase profits, and save time and money. The nationwide network provides a variety of services, from innovation strategies to process improvements to green manufacturing. MEP field staff has more than 1,400 technical experts - located in every state - serving as trusted business advisors, focused on solving manufacturers' challenges and identifying opportunities for growth.

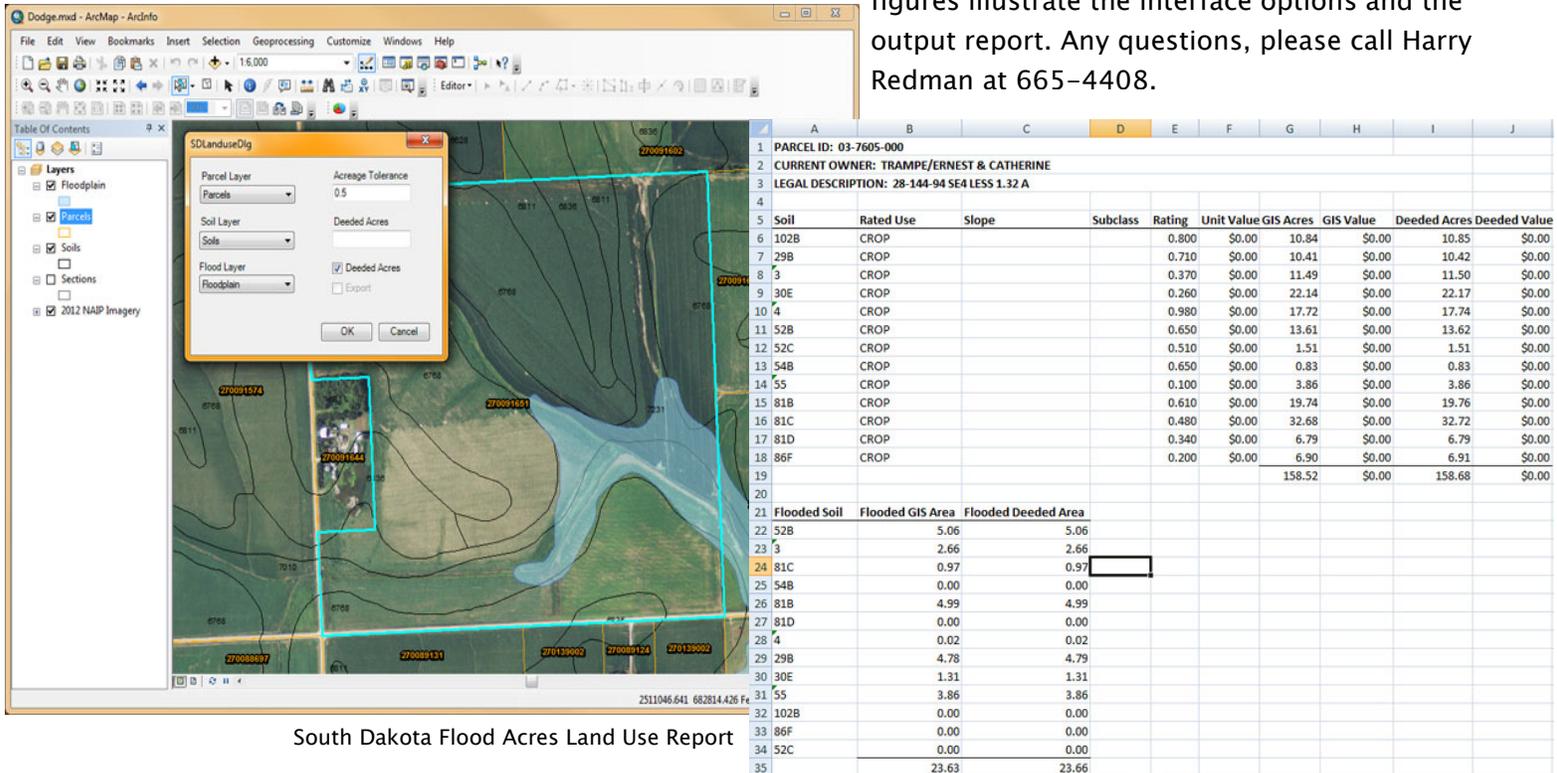
"Thanks to our partners at the Governor's Office of Economic Development and the University of South Dakota's Small Business

Please see *Partnership Grant* on page 5

GIS Training

District III is entering year two with the Rural GIS Training Network. Over the next few months District III will be setting up three certified GIS training courses across the state. There will be one introduction and two intermediate certified GIS training courses. Likewise, District III will also hold a training session on the new Flooded Acres tool

associated with the Agland assessment tool for GIS. The new capability allows the user to select the layers in the current map that represent parcels, soils and recent flood inundation extent. The tool intersects the three GIS layers and utilizes look-up tables to develop a Microsoft Excel report. The two figures illustrate the interface options and the output report. Any questions, please call Harry Redman at 665-4408.



South Dakota Flood Acres Land Use Report

Areawide Business Council, Inc.: 2012 Year in Review



ABC enjoyed a successful year in 2012, despite a slow start to the year. Due to the low interest rate environment, the ABC Board decided to lower its interest rates in the fall which seemed to spur more activity. The ABC Board is currently willing to go as low as 1.5% for qualified borrowers/projects. The following is a list of our 2012 statistics:

- * 17 new loan applications reviewed (\$1,258,846 requested – 14 approvals; 3 denials)
- * 13 loans closed for a total of \$1,410,582 (2 of these were carry-over from 2011 approvals)
- * 3 loan approvals will carry-over and close in

2013 for \$200,000

- * \$108,506 average loan size
- * \$8,842,940 in other funds leveraged (equity, banks & other borrowings)
- * 107 jobs (FTE) created
- * 29 jobs (FTE) saved
- * Location of ABC loans in 2012: Yankton (6), Tyndall (1), Gregory (1), Freeman (1), Burke (1), Plankinton (1), Bonesteel (1), Chamberlain (1)

ABC looks forward to continued success in 2013. We have approximately \$740,000 available to lend for economic development in the region so please keep us in mind.

The Value of Visuals

The old saying “A picture is worth a thousand words” still rings true today. An image that accurately conveys your project concept may be worth a thousand words, or even thousands of dollars in fund raising activities.

District III has the ability to provide quality, affordable renderings of any community project, whether it is a Main Street building, industrial park, landscaping, or a community building. District III uses 3-D modeling software (called Trimble SketchUp) to illustrate enhancements that can be made to an existing site or facility. Plug-in software can be used to generate photo-realistic images of a 3-D model. The results can generate a lot of interest in the project.

District III has provided digital rendering services to several entities this year. Illustrations provide a valuable planning tool to local governments and other development groups. Two showcase examples follow:

The South Dakota Veterans Park project is a memorial situated on a site adjacent to the South Dakota Hall of Fame in Chamberlain, SD. Located just off of Interstate 90 at Exit 263, it makes a

great first impression as people turn off to explore the area.

The goal of the project has two components. First and foremost, it is to honor all South Dakota military veterans and active duty personnel for their service to our great country, as well as Chamberlain’s very own SDARNG 200th Eng Company. Secondly, it is to draw people off the Interstate to enjoy the Memorial park, the South Dakota Hall of Fame and to explore the River communities of Chamberlain and Oacoma.

Word quickly spread across the state through the media about the amazing veterans’ park going up beside the South Dakota Hall of Fame and its visibility from I-90. The project developed from a concept in November 2011 to a reality by May 2012. Could the project have been implemented without the use of colorful renderings? Absolutely. However, the use of conceptual drawings helps to communicate the central idea of a project to a wide audience and can accelerate the fundraising process.

Source:

<http://southdakotaveteranspark.org/index.html>



South Dakota Veterans’ Park; Chamberlain, SD

Leaders in the Freeman community established a new organization focused on growing the town in meaningful ways. The Freeman Growth Foundation was formed for the purpose of fostering and promoting economic growth and development and to continually improve the social and civic quality of life and its residents. One of the first objectives of the group is to acquire land and develop an industrial park for new and existing businesses and industries, thereby creating and retaining jobs for the Freeman Community residents.

District III was asked to develop some conceptual ideas for the industrial park as a completed project.



Source: *Grow in Freeman promotional materials*

The park could attract new and emerging businesses in industries which focus on value-added agriculture, renewable energy, and technology. The following images illustrate some of the central themes of the proposed industrial park.

As is the case in the South Dakota Veteran’s Park, colorful conceptual diagrams can assist the Grow in Freeman group with getting their message out to key leaders and investors. If your community has a project in mind where conceptual graphics might help it get off the ground, please give us a call.



Partnership Grant from page 2

Development Center, the Manufacturing & Technology Solutions program has established a great track record with our South Dakota manufacturers,” said Wes Kelly, director for the South Dakota MTS program and MEP Center director. “Our affiliation with the MEP program will help raise our profile and provide additional resources to help our companies to not only become more efficient and profitable but to grow their businesses which will create and retain hundreds of high quality jobs for South Dakotans.”



Application Due Dates

| <u>Feb</u> | <u>April</u> | <u>May</u> | <u>July</u> |
|----------------------------------|--|----------------------------------|--|
| 1 st State Water Plan | 1 st SRF–Drinking Water/ Clean Water | 1 st State Water Plan | 1 st SRF–Drinking Water/ Clean Water |
| 1 st Deadwood Fund | 1 st SWMP 15 th CDBG | 5 th Mary Chilton | 1 st SWMP |

Director's Corner

Regional Survey

The District recently set out a survey to area leaders and development groups. The questions were intended to provide both information and direction. The Governor's Office of Economic Development (GOED) was also involved in the survey. State officials will be in attendance on April 18th when we go over the survey results. We sent out 536 surveys and received 210 responses, for a 40% response rate. District III routinely solicits project needs from its membership. Approximately 40% of the survey respondents noted a project or other technical assistance need. While filling out a questionnaire may be tedious, the input is appreciated. We will use the responses to improve our services.

40th Anniversary

District III was established in May 1973. Although the world has changed over the past 40 years, the need for shared development and planning services has remained constant. District III's capabilities have evolved with the times. Business

loans, Geographic Information System (GIS) services, small business consulting and housing support were not part of the "assistance menu" when the District was created. The ability to adapt to changing needs is one of the District's basic strengths. We will hold a celebration as part of the August committee meeting in Yankton. Please mark your calendars. We may adjust the date to make it more convenient for visitors to stay around for Yankton's Riverboat Days (August 16-18).

UPCOMING EVENTS

Feb

18th President's Day - Office Closed

April

16-17th GOED Conference, Sioux Falls
18th GOED/Planning District Regional Meeting

May

27th Memorial Day - Office Closed

July

4th Independence Day - Office Closed

Planning & Development District III

PO Box 687

Yankton, SD 57078