

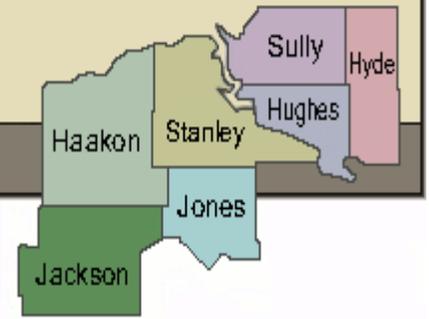
Central South Dakota Enhancement District

“Assisting Communities, Businesses and Individuals in Achieving Their Highest Economic Potential”

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www.csded.org

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Survive and Thrive Small Business Education Series

The US Small Business Administration and the Small Business Development Center Network presented an audio/video training series to help businesses face today's environment. These no cost one hour training sessions began on Thursday February 19, 2009 at 10 a.m. CST and continue at the same time each week for six weeks.

Because there were a limited number of call-in lines for the program, the Central South Dakota Enhancement District and the Pierre Economic Development Corporation/Chamber co-hosted a site at the Pierre Chamber facilities. In addition, the CSDED co-hosted a site at the First National Bank in Philip. This enabled more people to take part in this

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Energy Stimulus Funds Discussed

Dustin Johnson, Public Utilities Commissioner, discussed the economic Stimulus Funding with District board members at their March 12 meeting. Johnson said that initial information indicates that between \$7 to 10 Million will be available to cities and counties in South Dakota. The largest counties and cities will be given a direct allocation and those will apply to the federal government directly while others will apply to the state. Energy programs will also be available to private individuals via the Community Action Programs and via Tax Credit Programs. Details of all the programs are not yet clear and will be made available as they are available to the state.

training program. Three to five people attended weekly.

The first session on Feb 19 was Quick Start Overview followed by:

- ✓ **Where do I stand financially?** (February 26, 2009)
Getting a grip on your finances by understanding your financial statements
- ✓ **How can I better manage my expenses?** (March 5, 2009)
Managing inventory, reviewing staffing and hours, renegotiating loan terms and contracts
- ✓ **How can I increase my sales?** (March 12, 2009)
“Mining” for new customers, retaining existing customers and increasing sales per customer
- ✓ **How do I manage and improve my cash flow?** (March 19, 2009)
Accelerating accounts receivable, deferring accounts payable and establishing a line of credit
- ✓ **Should I have a succession plan in place?** (March 26, 2009)
Deciding how to position the business for sale and when to exit

Dates and Deadlines

April 14 and 15-Governor's Economic Development Conference, Pierre (Note: Community of the Year and Excellence in Economic Development Award nominations are due February 13.

SDDENR Water, Sewer, and Storm Sewer Project Financing Application Deadlines:

- 1) Consolidated Water Facility Construction Program
Deadlines are the 1st day of April, July, October and January
- 2) Clean Water and Drinking Water SRF Loan Programs
Deadlines are currently the 15th day of April, July, October and January

SDDENR Solid Waste Management Financing Program
Deadlines are the 1st day of April, July, October and January.

Annual Governor's Economic Development Conference Slated for April 14-15

The keynote speaker at the 2009 Governor's Economic Development Conference scheduled for April 14-15 in Pierre, S.D will be Richard Seline, CEO of New Economic Strategies in Washington, D.C., who will discuss the merging fields of economic development and workforce development and outline strategies that attendees can use to spur local and regional innovation.

Attendees will also hear from Kim Olson, director of the South Dakota Governor's Office of Economic Development, on updates on GOED activity as well as new cooperative opportunities.

"We have several cooperative opportunities and announcements we are looking forward to unveiling at the conference," Olson said. "We are constantly searching for new ways to reach our communities and

companies, and we are pleased with what we have to offer."

Other sessions include: "Financing in a Tough Economy," "State of the Targeted Industries," "Best Practices in Workforce Development" and "Economic Development 101."

This year's conference will again include a pre-conference session on April 14. The session is called "Building Manager – What to Know Before You Become One." It outlines the steps necessary to construct a building and will be mandatory for any Economic Development Corporation seeking GOED financing on a building in 2009 or 2010.

Director's Notes—Stimulus Funding

State Water Plan Applications/Water and Sewer Project—Stimulus Funds, Community Development Block Grant Funds If you have a water, sewer, and storm sewer projects and they are pretty much ready to go—engineering reports have been completed---and would like to apply for loan/grant funds from the economic stimulus funds via SDDENR the projects need to be listed on the State Water Plan. State Water Plan applications are normally accepted on a quarterly basis, but a special application deadline of March 13th has been announced. The next scheduled deadline for State Water Plan applications is May 1. The actual funding application cycle for Consolidated Water Facilities Construction Funds is April 1, then July 1, and October 1. Loan fund applications are then due April 15, July 15, or October 15. Dates may change but this is the latest information I have. If you have a project, but will need help with the development of an engineering report that meets State Revolving Loan fund and Rural Development criteria, then your community may need to look at the Small Community Planning Grant. Remember once your project is on the State Water Plan it is not eligible for Small Community Planning Grant funds. While this is a general communications to all entities, please call the office to discuss your projects on an individual basis as some projects and community's financial status requirement that various funding agencies may need to be involved --- Rural Development, Community Development Block Grant, Department of Environment and Natural Resources, etc. While I am not anticipating a large amount of grant funds for communities under the economic stimulus funds, rules are being developed for the various programs currently. The state will receive approximately \$1,770,000 of additional CDBG funds via the economic stimulus program, but the state does not know all the rules yet. CDBG funds are normally used for water, sewer, storm sewer, fire halls, etc.

Transportation—each county and first class community has been allocated a dollar amount from the stimulus transportation funds by the SD Department of Transportation. Please be aware that it is our understanding these funds can only be utilized on roads that have been approved as federally funds by the state. However, counties may have the opportunity to exchange their stimulus funds for regular funds due to the time constraints on when the funds must be spent.

Contact the District Office concerning projects as deadlines and project rules are always changing.

Central South Dakota Enhancement District’s
Mission: Working together to improve the
quality of life within our region.

CSDED members and staff strive to create
wealth and lessen poverty from a “wholistic”
approach by promoting a favorable business
environment, while attracting private capital and
jobs through capacity-building, infrastructure
development, planning, research and strategic
initiatives.

The CSDED newsletter pertains to items of
interest to CSDED members and those we serve.
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