

PROGRESS

MAGAZINE

JANUARY/FEBRUARY 2018



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9 Fifth Avenue SE
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2018 Program of Work



Gail L. Ochs
President, IOM
Aberdeen Chamber

There is no better investment for a business or professional firm than membership in the Aberdeen Area Chamber of Commerce. We work to connect member businesses in Aberdeen and across the county. Acting as the voice for

Aberdeen business for over 130 years, the Chamber represents over 650 members. For 2018, the Chamber Board of Directors, volunteers and staff will focus on the following goals:

Membership Objectives

We will further strengthen our relationships with members by increasing interaction, communicating benefits of membership, and providing education on issues affecting them. With that in mind, here are the objectives for 2018.

- Focus on membership retention by increasing participation and personal engagement with inactive members
- Develop media strategies, including videos and social media posts, to educate businesses on the role of the Chamber and benefits of membership
- Enhance communication efforts through new Chamber app, text messaging, and additional email notifications of meetings and events
- Research a tiered dues investment system that incorporates new ChamberMaster benefits such as Member to Member Discounts, Hot Deals, Job Listings and Marketspace offers for potential implementation in 2019

Organizational Objectives

We continuously work to evaluate our organization and its events, efforts, programs, and committees to meet the needs of our membership and the community. For 2018 we will:

- Enhance the image of Chamber Business After Hours mixers and develop strategies to increase participation and interaction amongst

participants

- Host Candidate Information Workshops and develop a candidate recruitment/education program to ensure that Aberdeen and Northeast South Dakota are well represented throughout the state

- Educate members and volunteers on 2018 ballot issues, candidates and legislation
- Increase promotion of the Leadership Aberdeen program and better recognize and engage program graduates

Community Development Objectives

We will champion our community's successes and support issues and opportunities that will improve our community's quality of life while enhancing the growth and development of our region. In 2018 we will:

- Promote local businesses and organizations through implementation of a Live Local campaign through social media, window decals, apparel, etc.
- Continue working towards Community Welcome/Visitor Center concept to offer enhanced services for visitors and community members as well as co-location of Chamber, Convention and Visitors Bureau, etc.
- Continue efforts assisting with the development or enhancement of event space to grow and retain BBB tax dollars within the community
- Work cooperatively with Northern State University, Presentation College and other partners to engage and retain students in the community

Committees/Task Force Objectives

In an effort to increase volunteer engagement and outreach to our Members, the Aberdeen Area Chamber of Commerce has established 9 volunteer committees and two task forces for 2018. Any employee of a member business is welcome to join any committee, unless noted, without any obligation, and your level of participation is up to you. For 2018, each committee will have an annual planning retreat where measurable goals and priorities are established.

• EDGE Task Force

Explore. Discover. Grow. Engage. The mission of the task force is to assist Chamber staff with the development of local educational and networking activities and events targeted at young professionals and start-up entrepreneurs

• Tiered Dues Task Force

The task force will research and develop a new tier system of dues which incorporates Chamber benefits including those recently added with Chamber Master including Advertising, Job Listings, Hot Deals, Member to Member benefits, etc.

• Agribusiness Committee

The mission of the Agribusiness Committee is to promote agriculture as a major segment of the local economy, to address and educate the membership on issues important to agriculture, to unite and network groups through ag-related programs and events, and to recognize outstanding achievements in agriculture.

• Ambassador Committee

The mission of the Committee is to promote a positive community image and serve as goodwill ambassadors at Chamber and community functions such as ribbon cuttings, new business openings, ground breakings, business relocations, and other networking events. (Committee selection done on a nomination basis). The Ambassadors also host the Community Champions Awards Luncheon.

• Diplomat Committee

The mission of the Diplomat Committee is to strengthen membership engagement and retention by visiting current members and facilitating communication to and from members, helping to identify member concerns, and garnering support for the Chamber. (Committee selection is done on a nomination basis). The committee also facilitates the annual ABBY Awards program and raises scholarship funds for the Leadership Aberdeen program.

• Military & Veterans Committee

The mission of the Military & Veterans Committee is to promote a positive working relationship among the community, employers and area military and veterans' groups while heightening awareness of the military and veteran presence and needs in the community.

• Workforce & Education Committee

The mission of the Workforce & Education Committee is to facilitate, and support activities related to business-education partnerships, youth engagement and workforce recruitment and retention. The committee also addresses educational and training needs of the business community.

• Health & Wellness Committee

The mission of the Health & Wellness Committee is to implement

business-healthcare partnerships and programs to promote workplace wellness and inspire healthy lifestyle choices through education and initiatives. The committee also produces an annual Health and Wellness Directory for the community.

• Community Affairs Committee

The mission of the committee is to open a dialogue and provide education on a broad range of issues which affect the business community; increase communication and collaboration between business and governmental entities; break down barriers; and advocate to elected officials on the local, state and federal levels.

• Partners in Community Pride Committee

The purpose of the Partners in Community Pride Committee is to

coordinate projects that serve to beautify the community and enhance our quality of life; educate the public on related issues which affect them such as regulations, codes, and new efforts; and to recognize and promote business and community development projects.

• Transportation Committee

The Transportation Committee is the Chamber's primary business voice on transportation issues of importance locally, regionally, and nationally. The committee meets monthly to gather information from transportation experts in all areas of transportation including ground, rail, and air; analyze the information presented and determine how the Aberdeen Chamber can have an impact; and to share pertinent information with business people in the community.

2018 Cracker Barrels Connect Constituents and Legislators

The Community Affairs Committee of the Chamber is hosting four legislative cracker barrels in 2018. Legislators from Districts 1, 2 and 3 are invited to attend.

The sessions are open to the public and offer an excellent opportunity for legislators and their constituents to publicly discuss issues of importance and stay up to date on top business, civic, and social priorities.

Ensuring that laws and legislation

remain conducive to Aberdeen's healthy and vibrant business climate is a top priority for the Aberdeen Area Chamber. Providing this type of structure for business leaders to communicate effectively with government is just one of the opportunities we provide our members and the Aberdeen community.

The Cracker Barrels will be held from 10:00 am - 12:00 pm in the Centennial Rooms of Northern State University.

The dates are:

- Saturday, January 27th**
- Saturday, February 3rd**
- Saturday, February 10th**
- Saturday, February 24th**

If you have any questions regarding these events, please contact the Chamber.

2018 Chamber Leadership

Executive Board

Eric Brenner, Chair	Alliance Contracting
Dawn Williams, Chair-Elect	SD Dept. of Labor
Jack Hollinsworth, Vice-Chair	JDH Construction
Jeff Poppen, Treasurer	Sanford Aberdeen Medical Center
Robert Gosicki, Secretary	Aberdeen Federal Credit Union
Dr. Marje Kaiser, Past Chair	SDSBVI

Staff

Gail Ochs	President
Bea Fischer	Director of Member Services and Events
Lisa Anderson	Director of Public Relations, Committees and Programs
Heidie Holmstrom	Finance Manager
Korine Grismer	Administrative Assistant

Full Board

Brett Deibert	Farm Credit Services of America
Dr. Timothy Downs	Northern State University
Kellie Ecker	SD Mfg. & Tech. Solutions
Justin Feickert	Midstate Group
Julie Fischbach	Mainstream Boutique
Todd Forkel	Avera St. Luke's
Matt Prehn	Midstates Group
Cody Roggatz	City of Aberdeen-Regional Airport
Katie Washnok	Blackout Industries
Dr. Sandra Welling	Presentation College
AJ Hoffman, CVB Board Liaison	SoDak Sports
Jim Kreber, ADC Board Liaison	Wooden Mallet
Mike Bockorny, Ex-Officio	Ab. Development Corp.
Shelley Westra-Heier, Ex-Officio	Ab. Downtown Association
Casey Weismantel, Ex-Officio	Ab. Area CVB



This magazine is a bi-monthly publication of the Aberdeen Area Chamber of Commerce.

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A New Year & A Future to Look Forward to



Eric Brenner
2018 Chamber
Board Chair
Owner, Alliance
Contracting

May this new year bring us fresh insights, a willingness to learn and grow, a non-judgmental understanding and a broad level of acceptance of all those we meet and of challenges we are presented in these coming months.

As the newest Aberdeen Area Chamber Board Chair, I look forward to continuing the Chamber's mission to drive the Aberdeen region forward. I would like to thank and recognize the efforts of the 2017 Board Chair, Dr. Marje Kaiser, for her leadership and dedication to the Chamber and the community in this past year. I look forward to continuing to work with those of you I have previously met, and I look forward to meeting many new faces in the coming year.

I chose to begin my business and raise my family in Aberdeen, mostly be-

cause of the people and the community pride shown towards local businesses.

Our community is growing and I know that we can continue on our progressive path of business and residential growth, diverse community connections & city vitality. By doing so, Aberdeen will continue to cultivate and attract energetic, productive and intelligent individuals who make Aberdeen home. These people, you, are the people who give Aberdeen its distinct personality and charisma.

When I talk to someone about what Aberdeen offers, I don't automatically think of all our great restaurants, our high quality school systems or all the unique shopping and professional services we have available to us. Instead, the first things that come to mind are the people who make those businesses successful. Those employees and entrepreneurs who utilize their skills to cook the delicious food, the people who dedicate their lives teaching and expanding the minds of a young generation and the people who know the hard work and commitment of starting a business.

After all, this city would be no more than a spot on a map if it weren't for the extraordinary people that make the decision each day to push our community forward! I believe that Aberdeen's people have the brightest minds, commitment, and the most genuine hearts. That's the formula that will knock down norms and propel Aberdeen towards the future all while harnessing the generosity of our town's history. Diversity sparks change, change leads to advancements, and advancements opens the door to endless opportunities for our community.

We can't allow ourselves to become stagnant; we can't afford to stop moving forward. So here it is, 2018...the only thing to look forward to is the future. What does the future of Aberdeen look like to you? I would like to hear your thoughts at any of the upcoming Chamber events. Until then, please feel free reach out to ask questions or share ideas by emailing me at eric@alliancesd.net.

Businesses Wanted for March Job Fair

Would you like to meet one-on-one with prospective new employees? The 2018 Aberdeen Area Job Fair will be taking place on Tuesday, March 13th, from 12:30 to 5:00 pm at the Aberdeen Civic Arena. This is a great opportunity for you to showcase your company's immediate openings



and/or future career opportunities to interested job seekers. You can

reserve space for your business at this annual event by contacting Dan Thielsen, local manager at the South Dakota Department of Labor and Regulation, by calling 626-2340 or emailing dan.thielsen@state.sd.us. Cost is just \$75 per table.

Public Schools Foundation Seeks ACHS Hall of Fame Nominations

Do you know an outstanding Aberdeen Central Alumnus? Nominate him or her for the 2018 Aberdeen Central High School Hall of Fame of Fame! The deadline for nominations to the 2018 CHS Hall of Fame is January 15, 2018. Nomination forms are available at the Aberdeen Public Schools Foundation website at <https://aberdeen.k12.sd.us/foundation/> or by contacting the foundation office at 605-725-7118 or Gretchen. Sharp@k12.sd.us.

The purpose of the CHS Hall of Fame is to recognize and honor the accomplishments and outstanding character of Aberdeen Central High School alumni and others in the

areas of Academics/Achievement, Athletics, and Fine Arts. Nominees should be known for their outstanding contributions and dedication that sets them apart from their peers at the high school, university, and/or professional levels. Nominees may also include non-alumni who have made significant contributions to Central High School as members of the staff, administration, school board, volunteers, or the general public. Their accomplishments within society positively reflect upon the educational quality and stature of Aberdeen Central High School.

Aberdeen Central High School Hall of Fame inductees may be

nominated by classmates, family members, or the general public. Eligible nominees are contacted to provide information and supporting documentation. Candidates submitting information and documentation are then reviewed by the selection committees who choose each year's Hall of Fame inductees.

The 2017 CHS Hall of Fame Banquet will take place on September 22, 2018 as part of CHS's Homecoming festivities. Tickets will go on sale in the summer of 2018. The CHS Hall of Fame is a special project of the Aberdeen Public Schools Foundation.

Fundraising \$45 Million



Todd Jordre
President and CEO
NSU Foundation

Northern State University and its Foundation have been blessed with numerous benefactors throughout the years. From scholarships and endowments to buildings and campus improvements, our stakeholders have always been willing to support

our institution – and for that, we are grateful.

We now have the opportunity to do something historic. The Educational Impact Campaign is a \$45 million collaboration between the South Dakota School for the Blind and Visually Impaired (SDSBVI) and Northern State University. As many of you learned at our Northern Night fundraising event, we already have pledges of \$25 million.

The campaign includes three projects:

The Athletic and Recreation Fields Project for soccer competition, football practice, NSU intramurals and recreation, and SDSBVI students' recreational activities (located east of Jerde Hall; completion date of fall 2018).

A new School for the Blind and

Visually Impaired building (located on the site of Jerde Hall; estimated completion date of fall 2019).

An on-campus regional sports complex, which includes Dacotah Bank Stadium for football and Koehler Hall of Fame Field for softball (located on the current site of SDSBVI; estimated completion date of fall 2022).

Working alongside Dr. Marje Kaiser to ensure SDSBVI stays in Aberdeen has been a privilege. The work her faculty and staff provide visually impaired students is inspirational. The School for the Blind and Visually Impaired is extremely important to our community, but the reality is that without a new building, SDSBVI will struggle to meet its mission in the future. We're thrilled that this partnership creates an opportunity for that mission to continue.

These three projects are tied together in an effort to enhance the student experience for SDSBVI and NSU students, including the creation of the best education program to train teachers of visually impaired students. The impact these projects



will have on our students and community is immeasurable.

As President Downs has stated, we want Aberdeen to be a destination for college students – a place where they can obtain their educa-

tion, graduate from college, and stay to start their careers and businesses right here. These new facilities will draw the attention of today's students; the scholarships we also provide will help lessen the burden that many of our students carry with student loans.

None of these projects (past or present) could be done without the support of our stakeholders, our donors and supporters. The Foundation staff and I remain focused on increasing scholarship dollars, but we have a game-changing task at hand. Fundraising for our future to meet the capital campaign goals will assure that SDSBVI and NSU are poised for decades of success!

To learn more, visit educational-impact.com. As always, we would love to visit with you one-on-one. Feel free to call 605-626-2550 for your individual presentation.

Area Organization in Search of Foster Families



Susan Korndner
Executive Director,
Northeastern Mental
Health Center

Like any area, there are a number of children in need of a foster home in Aberdeen and the surrounding communities. Northeastern Mental Health Center offers Therapeutic Foster Care for children suffering from neglect, abuse, a family's

crisis or the child's own needs.

Children in the program have a higher level of emotional or behavior need, often as a result of their background. We provide training and ongoing support for foster families

to be successful as well as counseling for the children placed in foster care. "The goal of our program is to provide structure and independent living skills to the kids that are in our homes. Basically, to help them be successful when they get out on their own." – Megan Kruse, Clinical Therapist

To become a licensed foster family, you must be at least twenty-one years old and have a sufficient income to meet the essential needs of your family. A stipend is provided to help cover the additional costs of housing a foster child. Your house must be a safe place, without structural or health hazards, and potential foster families are screened for past criminal activity and reports of

abuse and neglect. We also provide thirty hours of training to help foster parents succeed, as well as on-going support and counseling for families and foster children.

The demand for foster care in the Aberdeen area is higher than ever and more foster families are needed to provide support and stability. If you have room in your heart and home to foster a child in need, please reach out to us. You can make a difference in the future of a youth in need, and we'll be with you every step of the way. If you would like more information, please contact Nikki Kraft at Northeastern Mental Health Center by phone at (605) 725-4957 or email at NKraft@nemhc.org.

Livestock Gain Deferral for Sales Made Due to Drought



Chad T. Weber
CPA, Partner,
Eide Bailly LLP and
Member of the Ag
Committee

The 2017 year was dryer than normal in our part of the world, creating scarce feed and water for livestock. Drought conditions forced producers to decide whether or not to sell their livestock earlier than they normally would have. Those that did chose to

sell their livestock may show abnormally high taxable income in 2017, resulting in a huge tax bill when filing their income tax return. For some producers, there may be relief. Producers who sold livestock because of weather-related conditions have two reporting methods available for postponing a gain from the sale of livestock on their tax return.

Defer the Income

The first method is deferring the income to the next tax year. This method provided under Internal Revenue Code (IRC) 451(e) can be used for all livestock regardless of age, sex or breed. A producer reporting on the cash method of accounting may elect to include this income in the year following the sale if they establish that, under usual business practices, like drought, flood, or other weather-related conditions, the sale or exchange would not have occurred in the taxable year in which it occurred. Additionally, to defer income under this method, it is required that weather conditions cause the area to be designated as eligible for assistance by the Federal Government.

Example: A cattle producer, who normally sells his calf crop in February of the year after weaning, is forced to sell this new calf crop in October of the same year they were weaned due to drought and lack of feed.

This results in two calf crops producing income in the same year. This is not the normal marketing practice of the producer. If the producers' area is designated as eligible for assistance by the Federal Government, he can defer reporting the income from the second calf crop until the next tax year.

Purchase Replacement Livestock

The second method involves purchasing replacement livestock within four years from the end of the tax year in which the animals were sold. This method under IRC 1033 can only be used to defer gain for livestock used for draft, breeding or dairy purposes – poultry is not included. Although the provision requires that the sale in excess of normal practice be caused by weather, it does not require that there be a disaster area declaration.

Example: A cattle producer, who normally markets 50 cull cows each year, is forced to sell 90 head due to drought. Only the additional 40 head



that will be replaced later are eligible for deferral under this method. The producer will reduce their tax basis in the replacement livestock by the gain that was deferred. This method, in rare cases where it is impractical to purchase replacement livestock, provides that the sales proceeds might be able to be reinvested in other farm assets. The four-year replacement period may be extended, depending on the length of the drought period for the producer's county.

Understand Your Options

Under either of these two options, it is important to note that only the gain on the sale of those livestock above and beyond what "normally" would've been sold qualifies for postponement.

If you are a livestock producer, and you've sold livestock this year because of drought conditions, consult with your tax professional to determine if you would be eligible to use either of these two deferral options.

Make Chamber for Good Your New Year Resolution

If you're still looking for that 2018 New Year resolution, please consider taking part in Chamber for Good. It's an online tool that helps connect local non-profits and their needs to people who are looking to do good in

the community. There are options to donate time, donate items and donate money. Charities right here at home work hard to make Aberdeen a better place. Let's help them by giving back and making our community a bet-

ter place this year! To find out more, go online to Chamber-ForGood.com/aberdeen.



Showcase Your Business This Year



Bea Fischer
Director of Member Services & Events,
Aberdeen Chamber

As a business, you want to share your company's message and connect with other businessmen and women in our community. Business After Hours, is a networking mixer held monthly from 5:15-7:00 at various business locations. The event is held to encourage networking among the city's business leadership and employees. It is an ideal way to establish contacts and build relationships with fellow businessmen and women. These mixers attract 150- 200 people and allow members to get better acquainted with your business in an informal setting. Chamber members have the opportunity to be a host or sponsor for these events. Check out this year's Business After Hours schedule:

DATE	HOST & LOCATION
Thu., Jan. 11	Aberdeen Family YMCA @ Aberdeen Family YMCA
Thu., Feb. 8	Avera St. Luke's @ Avera St. Luke's
Thu., March 8	Chamber Non-Profit Month @ Boys & Girls Club
Thu., Apr. 12	Chamber Week @ TBD
Thu., May 10	Clark Engineering @ Clark Engineering
Thu., June 14	Borns Group @ Borns Group
Thu., July 12	Aberdeen Downtown Association, Main Street
Thu., Sept. 13	Presentation College @ Presentation College
Thu., Oct. 11	TBD @ TBD
Thu., Nov. 8	Aberdeen CVB @ The Depot
Thu., Dec. 13	MIDCO – Christmas with the Chamber @ DEC

If your business would like more information on this marketing opportunity; or if you'd be interested in sponsoring one of the following months, reach out to Bea at bea@aberdeen-chamber.com.

CHAMBER BIG DATES

Ag Committee

Thursday, January 4, 3 pm, Best Western Ramkota
Thursday, February 15, Noon, SDSU Extension

All Committee Retreat

Thursday, January 4, 3 pm, Best Western Ramkota

Ambassadors

Thursday, January 4, 3 pm, Best Western Ramkota
Tuesday, February 13, 10:30 am, Best Western Ramkota

Business After Hours

Thursday, January 11, 5:15 pm, Aberdeen Family Y
Thursday, February 8, 5:15 pm, Avera

CART

Thursday mornings every week, 8:30 am, Chamber

Chamber Executive Board

Thursday, January 11, Noon, Chamber
Thursday, February 8, Noon, Chamber

Chamber Full Board

Wednesday, January 11, 8 am, Chamber
Wednesday, February 21, 8 am, Chamber

Community Affairs Committee

Thursday, January 4, 3 pm, Best Western Ramkota
Thursday, February 1, Noon, Best Western Ramkota
Thursday, March 1, Noon, Best Western Ramkota

Community Champions Luncheon

Tuesday, February 13, 11:00 am, Best Western Ramkota

Cracker Barrels

Saturday, January 20, 10 am, NSU Centennial Rooms
Saturday, February 3, 10 am, NSU Centennial Rooms
Saturday, February 10, 10 am, NSU Centennial Rooms
Saturday, February 24, 10 am, NSU Centennial Rooms

Diplomats

Thursday, January 4, 3 pm, Best Western Ramkota
Thursday, February 11, 3 pm, Chamber

Health & Wellness Committee

Thursday, January 4, 3 pm, Best Western Ramkota
Wednesday, March 7, 8 am, Chamber

Leadership Aberdeen

Thursday, January 11, 3 pm, Aberdeen KO Lee Public Library
Friday, January 12, 9 am, Aberdeen KO Lee Public Library
Tuesday, January 16, 5 pm, Wheat Growers
Tuesday, January 23, 5 pm, Sanford Health
Tuesday, January 30, 5 pm, 3M Company
Tuesday, February 6, 5 pm, Glacial Lakes Energy
Saturday, February 10, 10 am, NSU Centennial Rooms
Tuesday, February 13, 5 pm, NSU
Thursday & Friday, February 22 & 23, Pierre, SD
Tuesday, February 27, 5 pm, Dacotah Bank
Tuesday, March 5, 4:30 pm, City Council Chambers

Military & Veterans Committee

Thursday, January 4, 3 pm, Best Western Ramkota
Tuesday, March 6, Noon, National Guard Armory

Partners in Community Pride Committee

Thursday, January 4, 3 pm, Best Western Ramkota
Friday, February 2, 9 am, Chamber

The Connection (Disability Task Force)

Wednesday, January 18, 2 pm, The Workshop
Wednesday, February 15, 2 pm, The Workshop

Transportation Committee

Thursday, January 4, 3 pm, Best Western Ramkota

Workforce & Education Committee

Thursday, January 4, 3 pm, Best Western Ramkota
Wednesday, February 21, 3:30 pm, ARCC Alumni Room

The Chamber office will be closed Monday, January 15th (MLK Jr. Day) and Monday, February 19 (President's Day).

Community Champions Luncheon

“Recognizing the HEART of our Community”

Tuesday, February 13, 2018 | 11:00 am - 1:00 pm
Best Western Ramkota Hotel
Tickets \$30 each or Reserve a Table of 8 for \$240.00

The luncheon, hosted by the Aberdeen Area Chamber of Commerce and sponsored by the Aberdeen Convention and Visitors Bureau, recognizes volunteer leaders and organizations within Aberdeen and the region.

The following awards are presented on behalf of the Aberdeen Area Chamber of Commerce, the Aberdeen Convention and Visitors Bureau, the Aberdeen Development Corporation, the Aberdeen Hotel Alliance and the Prairie Family Business Association: The Woman of Spirit Award; The George Award; The STAR Award; The Emerging Leader Award; The ViTality Award; The Aberdeen Area Family Business of the Year Award; The Hometown Hero Award; The Spotlight Award; The Entrepreneur of the Year Award, and several Military/Veteran Awards.

Sanford Health Donates \$5 Million to NSU

Sanford Health has pledged \$5 million to Northern State University's Regional Science Education Center to support educational activities and create new student scholarships and permanent endowments.

NSU President Dr. Timothy Downs said the university is thrilled with the generous gift.

"This commitment to Northern and our students is overwhelming and provides resources that will impact multiple generations of students and our community," Downs said.

Sanford Health's gift will help advance educational and research opportunities for the university and entire region. Construction is slated to begin in spring 2018 on the NSU Regional Science Education Center. On Nov. 6, the project's building committee approved the final design and price of the facility, which will be funded entirely by private donations.

In addition, the gift includes a \$500,000 Sanford Health scholarship endowment for Northern students and a \$200,000 Sanford Health fac-

ulty development endowment.

"The NSU Foundation is very excited about this gift, especially given that there will be two endowments that benefit students and faculty," said NSU Foundation President and CEO Todd Jordre.

Along with the endowed Sanford Health student scholarships, the donation includes more than \$200,000 a year in additional scholarships. These are expected to benefit students in a wide array of disciplines, including students preparing for advanced studies and careers in health care. Sanford Health presently assists Northern students and alumni with employment opportunities and summer research experiences.

"Sanford Health is proud to invest in the communities we serve," said Ashley Erickson, executive director of Sanford Aberdeen. "Sanford Health and Northern State have a strong history of supporting each other, and we are excited to continue that partnership."

Northern and Sanford both hope

the partnership helps develop student loyalty to and appreciation for Aberdeen and the surrounding area – with the goal of keeping students in the region after graduation.

"This gift from Sanford further affirms our mutual commitment to the development of students, with the intent of assisting students to identify and prepare themselves for careers," Downs said. "This gift confirms that Sanford Health is one of our primary stakeholders and partners in the success and future of our students."

As part of the ongoing partnership, Sanford Health will be the exclusive sports medicine provider for Northern State University athletics through the 2034-2035 academic year.



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Kelly Weaver
Regional Director,
Small Business
Development Center

The 10th Anniversary BIG Idea Competition was a BIG success with 243 entries involving 357 students from 37 schools. The event wrapped up Thursday, December 7th, at Northern State University. Christian Westhoff of McCook Central High School took first place with Dakota Cubs, customized and hand-made teddy bears. Second place went to Soap Opera Laundromat & Dry Cleaning by Julia Neuharth of Eureka High School, offering laundry services not currently available in a 75 miles radius. Third place was awarded to Taylor Evans of Pierre T. F. Riggs High School for Hot Look, an app that suggests an outfit from your wardrobe to wear based on the weather. The Marketing Design winner was Learning 101 by Meadow Smith from West Central High School and the Wellness Award went to Personal Plate by Conlan Rendell of Pierre T. F. Riggs High School. The winners were awarded over \$5,000 in cash and scholarships. Other finalists include Pribyl Pool by Morgan Selchert, Lexi Pinkert, and Reed Hartman from Milbank High School; Antisocial-Eats by Michael Crawford, Angelica Jones, and Kaelin O'Leary from Lead-Deadwood High School; Safe Haven Shelters by Jasmine Gengerke of Groton High School; Hire a Ranch-Hand by Colt Brink of Pierre T.F. Riggs High School; Know-How by Danielle Eliason and Bess Seaman of Warner High School; and Kharel's Kolors by Dhvani Kharel from Brookings High School.

In celebration of the 10th Anniversary, Michael Grabham with The Package Guard from Seattle was the featured keynote speaker along with local business owners Heath Johnson with Dakota Plains Companies and past BIG Idea winner Ellen Schlechter, creator of the Calving Book app. Michael advised the students to 'celebrate your weirdness' and build your network and emphasized that conviction and compassion are critical for a successful business launch. Students from the following high schools participated: Aberdeen Central, Belle Fourche, Bowdle,

lin O'Leary from Lead-Deadwood High School; Safe Haven Shelters by Jasmine Gengerke of Groton High School; Hire a Ranch-Hand by Colt Brink of Pierre T.F. Riggs High School; Know-How by Danielle Eliason and Bess Seaman of Warner High School; and Kharel's Kolors by Dhvani Kharel from Brookings High School.

Students from the following high schools participated: Aberdeen Central, Belle Fourche, Bowdle,

Brookings, Canistota, Chester, Custer, Deuel, Doland, Eagle Butte, Edmunds Central, Ethan, Eureka, Faulkton, Gregory, Groton, Hamlin, Ipswich, Madison Central, McCook Central, Milbank, James Valley Christian, Lead-Deadwood, Leola, Moberg-Pollock, Montrose, Northwestern, Pierre T.F. Riggs, Sully Buttes, Sunshine Bible Academy, Vermillion, Wagner, Warner, Watertown, Waverly/South Shore, West Central, and Yankton.

For more information about the BIG Idea competition and its sponsors, visit www.BIGideaSD.com.



2017 Big Idea Finalists

Sitting: Reed Hartman, Milbank; Julia Neuharth, Eureka, (2nd Place), Christian Westhoff, McCook Central, (1st Place); Lexi Pinkert, Milbank; Morgan Selchert, Milbank. Standing: Kaelin O'Leary, Lead-Deadwood; Michael Crawford, Lead-Deadwood; Bess Seaman, Warner; Jasmine Gengerke, Groton; Angelica Jones, Lead-Deadwood; Meadow Smith, West Central, (Marketing Design Winner), Colt Brink, Pierre T.F. Riggs; Taylor Evans, Pierre T.F. Riggs, (3rd Place); Conlan Rendell, Pierre T. F. Riggs, (Wellness Category Winner); Danielle Eliason, Warner. Not Pictured: Dhvani Kharel, Brookings High School.

PICP Committee Business Beautification Recognition



November – The Brass Kettle



December – H.I.P. Salon

Healthy Swaps Make for Long-Term Success



Robyn Ewalt
Clinic Manager-
Primary Care Clinics
at Avera, and Mem-
ber of the Health &
Wellness Committee

It's a new year, and time that many people look to make healthier choices, start exercise programs or commit to eating healthier. One of the hardest things about starting to eat healthier is that feeling of deprivation. We can't imagine Grand-

ma's potatoes without the butter and cream, or you just can't simply live without ice cream night! These things are as much in our head as they are in our hearts. It's evident that strict, restrictive diets aren't effective because of this. Short term success is eradicated by unrealistic meal plans, emotional dissatisfaction with our new meal plan, or not supported

by busy lifestyles. We start up with great momentum but it's not allowing us to make true and lasting lifestyle changes. Some people feel that rip-off-the-bandaid, cold-turkey route is truly for them; what I've found is that simple swaps in a few areas create lasting change, and that builds momentum to carry you forward into healthier living.

Here are some examples:

Grandma's potatoes—swap the heavy cream and butter for low-sodium broth, garlic, Greek yogurt and some parmesan cheese. The flavors brought to life by the garlic and parmesan truly complement the potatoes, and negate the need for that added fat. The yogurt gives it that decadence and added protein without additional fat.

Red wine vinegar and a touch of Extra Virgin Olive Oil on your salad instead of ranch dressing. The vin-

egar gives it that hint of tang, and the EVOO will offer up healthy fat—without the unnecessary corn syrup found in many dressings.

Hummus for veggie dip instead of veggie dip...there are SO many flavors and varieties of hummus nowadays, and the nutritional value far exceeds that of your standard dips. Bonus move: learn how to make your own, as even hummus in the stores can contain unnecessary ingredients or higher amounts of sodium.

Greek yogurt in place of sour cream. In just about any recipe, this swap is seamless—and the protein boost minus the saturated fat difference is a big plus.

Simple swaps over time can really make a health impact, but start small. You don't have to drink from the fire hose, and as you find success, you'll see the value in adding in more swaps as you get more comfortable.

Hot Yoga, Hot Restorative Yoga, Kids Yoga, Family Yoga, Aromatherapy Yoga, Barre Yoga and More!



SAVE THE DATE

SATURDAY JANUARY 27TH

10AM TO 4PM

Attend one Yoga Class and throw in whatever donation you want * Attend two - even three

Wanna do a full Yogathon?

Register at www.leanbodybarre.com/Yogathon

and try to complete 6 hours of Yoga straight - win a medal!!

Business Holiday Lighting Winner Announced

Calvary Chapel Community Church was chosen as the 2017 winner of the annual business holiday lighting contest, a project of the Chamber's Partners in Community Pride Committee. Along with the traveling trophy, which they will get to display in 2018, Calvary Chapel also won a lighting/decoration allowance, an ad in the Progress and a catered meal for up to 30, courtesy of JDH Construction. Presenting the award at Christmas with the Chamber was Jerry Trefz of Malchow's Home Furnishings, 2016 winner, to Danielle Notz, representing Calvary Chapel Community Church. Congratulations!





Barnett Vision Center
 508 Moccasin Dr • 605-225-4046
 barnettvisioncenter.com



Express Employment Professionals
 221 6th Ave SE, Ste 2 • 605-225-3792
 expresspros.com/aberdeen



Insurance Plus
 405 8th Ave NW • 605-225-4270
 ins-plus.com



***YOU ARE AN AWESOME AMBASSADOR (YAAAA)**



Allison Carley, left, with Lamar Advertising, was chosen a the November YAAAA Award winner. Presenting the award is Aaron Smith, Aberdeen Wings, October YAAAA winner.



Trisha Waldman, left, was presented the December YAAAA Award by Allison Carley, November YAAAA winner. Trisha is with Presentation College and Allison is with Lamar Advertising.



Groundbreaking

AutoMaxx of Aberdeen
515 Jones St • 605-216-4016



Expansion

Beadle Auto
119 6th Ave SW • 605-262-0384
beadleautogroup.com



New Business

DEMI Equipment
2915 Idea Ave • 855-324-3500
demiequipment.com



Remodel

The Brass Kettle
322 S Main St • 605-262-0489
thebrasskettle.com



New Location

Legacy Financial Partners – Ameriprise Financial Services
1108 S Main St, #101 • 605-725-5770
ameripriseadvisors.com

Nominate a Champion Today!

You must know someone that deserves to be recognized for a Community Champion Award. Nominate them today! Call the Chamber at 225-2860 or email info@aberndeen-chamber.com. Applications also available at www.aberndeen-chamber.com. Applications submitted by January 12th and awards presented on February 13th.

- Woman of Spirit
- George
- STAR
- Emerging Leader
- ViTality
- Military/Veteran
- Family Business of the Year
- Hometown Hero
- Spotlight
- Entrepreneur of the Year

Ag Community Celebrated at Ag Appreciation Banquet

It was a night of celebration on Friday, November 11th, when over 400 people attended the Chamber's annual Ag Appreciation Banquet, hosted by the Chamber's Agribusiness Committee. It began as a night of thanksgiving with a fantastic filet mignon meal and ended with lots of great country music and crowd dance participation. A new addition this year was a 5-item live auction, with auctioneer Mark Hove. \$2,050 was raised for Brown County 4-H.

A Chamber welcome was given by Kristina Sigaty, Chair of the Ag Committee, followed by an address from Aberdeen Mayor Mike Levsen. Pastor Brad Griffin from Hub City Church gave the pre-meal invocation and Ron Parker provided music during dinner. Two awards were given, along with recognition of the Groton FFA by Farm Credit Services of America. Lance Vilhauer from Plains Commerce Bank, member of the Ag Committee, was presented the Making a Difference Award. The Kerry & Mara Hart Family from Frederick were recognized as the Farm Family of the Year, sponsored by The Farm Forum. Local musician Seth Anderson opened for Chancey Williams & the Younger Brothers Band, a regional country music group from Wyoming, entertaining the crowd with covers as well as their original songs.

This event could not happen without the generous support of our sponsors:

Platinum - Farm Credit Services of America, Glacial Lakes Energy, Insurance Plus, Midwest Ag Supply, RDO Equipment



Kerry & Mara Hart Family, Farm Family of the Year.



Lance Vilhauer, left, was presented the Making a Difference Award by Adam Franken.



Company, Schwan Financial Group, South Dakota Soybean Research & Promotion Council, Wheat Growers

Gold - BNSF Railway, Eide Bailly LLP, Livestock Specialists Inc, Payne Cattle Company, Plains Commerce Bank

Silver - Aberdeen American News/Farm Forum, Animal Care Clinic, Artz Equipment Inc, Crawford MS & F/Crawford Trucks & Equipment, Dacotah Bank, First State Bank of Warner, Frederick Seed, Great Plains Bank, Great Western Bank, Hub City Livestock Auction, John Sieh Agency, Lien Transportation,

Millstone Family Restaurant, North Central Farmers Elevator, North Star Energy, Northern Electric Cooperative, Prescription Agronomics, Quality Quick Print, Wells Fargo Bank

Bronze - Concord Grain, Dakota Electronics, Dial-A-Move, Hub City Hotshots, James Valley Telecommunications and JDH Construction.

Thanks also to our live auction item donors: Frederick Seed, Lamont Companies, Royal Flush Hunting Lodge, Running's and Smokin' Hot Grill Company.

Better Block Project Coming to Aberdeen

Want to help make our community a better place? You're invited to get involved with Aberdeen's Better Block project. On Thursday, November 30th, representatives from the Better Block Foundation came to Aberdeen for a community kickoff and officially announce plans to do a project in our community. We will be taking an underutilized area of town and temporarily turning it into a place where people want to gather, connect with each other and even possibly start a pop up business or two. The project, which will happen this May, will address safety, shared access, stay power and amenities for people from 8 to 80. In the mean time, there's lots of planning to do. Although this is being coordinated through the Chamber's Partners in Community Pride Committee, anyone is welcome to participate, and we invite your input. You can post ideas on the Morris column ("the little blue building") on the

corner of Main Street and 3rd Ave Southeast, in front of Dakota Territory Brewing Company. This was built by local community members and Better Block representatives during the kickoff. If you prefer to take the survey and send your ideas to us online, go to aberdeen-chamber.com and click on the Better Block article in the middle of the home page. To find out more about The Better Block, you can find them



online at betterblock.org or search for The Better Block on youtube.com.

Winter Fun, Parks & Rec Style

The Aberdeen Parks, Recreation and Forestry Department has been busy making plans for a wide variety of winter activities. The Winter/Spring Brochure was distributed in the Aberdeen American News on Sunday, December 31 and is also posted online at www.aberdeen.sd.us/parksandrec.

The Department offers many programs for youth of all ages, like Pottery Pals, Me & My Shadow, Drawing Basics and Art Start, just to name a few, in addition to the ARCC Dance Program. Other youth offerings include skating lessons, recreational skating, open gyms and tot gym. The Community School of Music is for youth through adults and offers private instrument lessons for most band instruments, an extensive strings program, beginning guitar and voice lessons.

There are many opportunities for adults and teens! Women's basketball league, open gyms, recreational skating and cross-country ski lessons. A few of the fitness & wellness classes offered include Women's Morning Exercise, PiYO and Walk for Health as well as ARCC Dance Program classes. The ARCC offers an extensive variety of adult and teen classes in the areas of pottery, paint, paper and pen, fiber arts, and special interest classes like dog obedience, beginning Chinese and arts for wellness offerings. Social dance

classes include Senior Line Dance, Country Two Step, and Swing/Two Step Workshop. You can also sign up for Cross Country Skiing Lessons! If you have thought about doing something new, now is the time! Take a Class at the ARCC!

Aberdeen Area Senior Center has a wide range of weekly activities, such as Pool, Whist, Bingo, Scrabble, Line Dancing and Mexican Train, just to name a few. Several monthly activities are scheduled, such as the Young at Technology Club, Vet's Coffee Hour, and Puzzle Competition. On top of all this there are many special events planned and a nice exercise room. If you are 50 and over, this is the place to become involved!!

The YAPatorium provides a great place for teens to enjoy. We encourage youth ages 11 – 17 to come check out all the activities happening here! This includes Homework Help, Art Crew, Table Games, Movie Night, Girls Night and Open Mic/Musicians Jam. The ARCC offer most of the adult classes also to teens. Don't forget the teen gyms, rec skating and skating Lessons!

Special Events planned for the Winter includes Hot Shot Competition, Knights of Columbus Free Throw Contest, the Winter Fun Day, Optimist Club Family Free Throw Contest and the Corporate Cup.



Go skating at our two outdoor ice rinks and enjoy a cup of hot chocolate. Rental skates are available if you can't find your own. Cross-country skis can be rented at the Manor Park rink and a trail is groomed in the park. In addition, the Odde Indoor Ice Arena is a great place to skate. Don't forget the Baird Park Sledding Hill! Check out the Winter/Spring Brochure and sign up for one of the many programs. Winter fun begins with the Aberdeen Parks, Recreation and Forestry Department.

Business Milestone Recognitions

Congratulations to the following businesses, recognizes for anniversary milestones at the November Business After Hours networking mixer.



CO-OP Architecture – 5 Years: Pictured are Jared Carda with CO-OP Architecture and Gail Ochs, Chamber President



Dakota Broadcasting – 10 Years: Pictured are Devin Reints with Dakota Broadcasting and Gail Ochs, Chamber President

The True “Spirit” of the Season: “Shop with the Saints”

Thanks to the generous support of Wal-Mart and Eddie’s Northside Sinclair, “Shop with the Saints” helped make the holidays merry for some local families. Fifteen children from the Boys & Girls Club spent a fun evening Christmas shopping with players from Presentation College’s basketball teams on December 11th.

The young shoppers came prepared with lists of family members and the gifts they wanted to purchase. Each one teamed up with a college student to help them do their shopping with Wal-Mart gift cards.

The event was a joint project by the #PCProud volunteer service group, the PC Mission Committee,

and PC Saints basketball.

While volunteers from #PCProud wrapped the gifts, the young kids and the college kids enjoyed supper provided by Eddie’s.

“We love this event and we look forward to it,” said Men’s Basketball Coach, Jeremy Reigle. “Of course it’s great for the younger kids, but it’s also an amazing experience for



college students. Seeing the smiles on the kids’ faces really reminds our students how important it is to serve as role models for volunteer service here in Aberdeen.”

How to Reduce Business Energy Consumption



Rev. Enno K. Limvere
President, Green Aberdeen and member of the Chamber PICP Committee

1. Establish energy efficient practices - Check with the utility company you are using, as they usually have off- to high-peak times during the day.

See how you can use excess energy during the low- or off-peak times.

Encourage your employees to follow

this same model and see how the energy usage decreases with more initiative.

2. Do an energy audit - Many

utility companies offer a free energy audit program to ensure that you are using energy efficiently. Give them a call and see if they can help you identify areas to trim down your energy needs.

3. Replace existing bulbs with CFL’s - This can reduce energy consumption by up to 75% and increase your fixtures lifespan by 2-3 times.

4. Use hibernation feature of computers and laptops and switch off equipment when not in use - Make sure that you switch off all printers, scanners, microwave, lights, air conditioners and coffee vending machines during weekends or holidays. They continue to draw power even if they are plugged in.

5. Buy energy efficient devices with energy star appliances - Energy efficient devices cost more up front, but over years of use they’re going to save you money.

6. Get a programmable thermostat - Keeping your office temperature one degree down during winters and one degree up during summers can reduce the power it uses by up to 10%.

7. Reduce artificial lighting and make use of skylights.

8. Look into installing solar panels - Solar energy is free, clean and a renewable source of energy.

9. Plant shady trees outside your office.

Chamber’s Hat and Mitten Drive

In 2013, the Chamber Ambassadors started an annual hat and mitten drive, with donations going to local elementary school children. This year was another successful one for the drive.

Thanks to the generous donations of community members, who dropped off items at nine locations around



town, the Ambassadors were able to donate items to Aberdeen Public, Aberdeen Roncalli and Aberdeen Christian Schools. Thank you to ev-

eryone who helped bring warm ears and warm fingers to local children this winter!

Heintzman Featured in Dispatch Newsletter



Emily Heintzman of Double Duty Portable Storage & Movers was featured in the National Portable Storage Association's newsletter, Dispatch. The article speaks to how Emily has become a "driving force" in the portable storage industry in just six years, something it takes many people decades to do. The article recounts how Emily got started in the industry and discusses her commitment to donating to Habitat for Humanity, as well as challenging fellow movers to do the same. "Be creative with what you have, pay attention to detail and meet your customers' needs", said Heintzman. To find out more about Double Duty, go online to doubledutytm.com.

Sanford Aberdeen Launches Walk-in Orthopedic Services



Sanford Aberdeen now offers expert walk-in injury care seven days a week. With the launch of Sanford Orthopedic Fast Track, patients can be seen by an expert on the same day, without an appointment.

Sanford Orthopedic Fast Track is located on the first floor of Sanford Aberdeen Clinic, in the same space as Same Day Walk-In.

Hours are:

Monday – Friday: 10 a.m. – 8p.m.

Saturday: 9 a.m. – 1 p.m.

Sunday: 1 p.m. – 5 p.m.

"Injuries can happen anytime, whether it's a sprain or a broken bone," said Ashley Erickson, Sanford Aberdeen executive director. "Sanford Orthopedic Fast Track provides expert injury care when it's convenient for you, including evenings and weekends."

For more information, visit sanfordaberdeen.org.

Travel Planning Always on Our Minds



Laura Ptacek
Convention Sales & Marketing Coordinator, Aberdeen Area CVB

Ah, January. The time to deal with snowblowers, shovels, snow-boots, and...summer travel plans? Absolutely! Here at the CVB we spend every day of the year thinking about travel plans – and how to help people fit a getaway to Aberdeen into their schedule.

Travel shows

One way we do that is by attending travel shows all over the Midwest during January, February and March. This year we will be exhibiting at travel and sports shows in Bismarck, Fargo, Minneapolis and more. These shows allow us to share information (and coupon books!) with attendees, and it's great to have the face to face interaction. Many of them seek us

out, to get the latest coupons since they are already planning a trip back to Aberdeen, or sometimes just to tell us about their great memories of trips they took as a child. It is a great experience, and necessary for us to stay at the forefront of people's minds when they're planning out their summer schedule.

Governor's Conference on Tourism

CVB staff will be traveling to Pierre January 16-19 for the annual tourism conference. We have heard that they will be offering a different schedule of workshops this year – more focused on budgeting and working with city officials rather than just the usual marketing and promotion information. And, we will find out the results of the Cacklin' Community Award – keep your fingers crossed!

State Bs

This year Aberdeen is hosting both the girls and boys State B Basketball Tournaments, on back to



back weekends! So, expect increased traffic in town the weekends of March 8-10 and 15-17, which is never a bad thing for us! The CVB will be hosting an information booth at both tournaments, with lots of visitor guides and even a vacation giveaway for the sports fans.

2018 Calendar of Events

Don't forget to submit your calendar of events items for 2018! We continually update the calendar, so keep those events coming! The link to submit is www.visitaberdeensd.com/events.

AutoMaxx of Aberdeen

Kelly Krausz, Owner
 515 Jones St • Aberdeen
 605-216-4016
 AutoMaxx of Aberdeen will specialize in pre-owned vehicle sales and service. **Opening in 2018!**

Aerial Arts by Avery

Dayna Magee, Owner
 1503 S Hwy 281 • Aberdeen
 (605) 881-6163 • www.AerialArtsbyAvery.com
 Aberdeen's pole fitness studio offering group classes and private lessons.



Buffalo Lake Resort

Beth Anderson, Owner
 11985 BIA Rd #3 • Eden
 (605) 698-7826 • www.facebook.com/BuffaloLakeResort
 Buffalo Lake Resort is open Monday - Sunday serving breakfast, lunch and dinner.

DEMI Equipment

Martha & Tim Holmberg, Owners
 2915 Idea Ave • Aberdeen
 605-290-7106 • www.demiequipment.com
 "Turning Ideas into Opportunities"
 DEMI Inc was formed after having over 25 years of experience in the heavy steel manufacturing industry.



TM Fitness

Tony Arampatzis, Owner
 18 2nd Ave SE • Aberdeen
 605-228-2909 • tmfitness.wordpress.com/welcome/
 TM Fitness is locally owned fitness studio committed to helping our community achieve a healthy lifestyle. We provide extraordinary service, motivation, and atmosphere, which will enable people of all fitness levels the ability to achieve their individual fitness goals.



Audra Day Spa

Audra Arampatzis, Owner
 18 2nd Ave SE, Suite 1 • Aberdeen
 605-725-4002 • www.audradayspa.com/
 We are a full service Day Spa & Salon with private studios and fitness spa. We carry all professional lines for skin, hair and makeup.



InsuraCrop

Greg Wieker & Rich Bachmeier, Owners
 505 South Harrison St. • Aberdeen
 605-725-2273 • www.insuracrop.com
 InsuraCrop offers four types of crop insurance ensuring you will make the right decisions that will benefit you and your business.



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**3314 MILWAUKEE AVENUE NE, SUITE 2
 ABERDEEN, SD 57401**

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2018 Committee Chairs

Agribusiness

Samantha Faehn,
Account Specialist –
Farm Credit Services
of America



Mission: The mission of the Agribusiness Committee is to promote agriculture as a major segment of the local economy, to address and educate the membership on issues important to agriculture, to unite and network groups through ag-related programs and events, and to recognize outstanding achievements in agriculture. The committee meets the third Thursday of each month at noon at the SDSU Regional Extension Office.

Ambassadors

Alison Kiesz, RLF
Manager – Northeast
Council of Govern-
ments (NECOG)



Mission: The mission of the Ambassador Committee is to promote a positive community image and serve as goodwill ambassadors at Chamber and community functions such as ribbon cuttings, new business openings, ground breakings, business relocations, and other networking events. The Ambassadors also host the Community Champions Awards Luncheon. They meet the second Tuesday of every month at noon at various locations.

Community Affairs

Mike Bockorny,
Executive Director –
Aberdeen Development
Corporation and Devin
Reints, General Man-
ager – Dakota Broad-
casting



Mission: The mission of the Community Affairs Committee is to open a dialogue and provide education on a broad range of issues which affect the business community; increase communication and collaboration between business and governmental entities; break down barriers; and advocate to elected officials on the local, state and federal levels. The Committee meets the first Thursday of every other month at noon at the Ramkota.



Diplomats

Jordan Moench,
Account Executive –
Quality Quick Print/
Midstates Group



Mission: The mission of the Diplomat Committee is to strengthen membership engagement and retention by visiting current members and facilitating communication to and from members, helping to identify member concerns, and garnering support for the Chamber. (Committee selection is done on a nomination basis). The committee also facilitates the annual ABBY Awards program and raises scholarship funds for the Leadership Aberdeen program. The Diplomats meet the second Thursday of every month at 3:00 pm.

Health & Wellness

Megan Erickson,
Nutrition Field Special-
ist – SDSU Extension



Mission: The mission of the Health & Wellness Committee is to implement business-healthcare partnerships and programs to promote workplace wellness and inspire healthy lifestyle choices through education and initiatives. The committee produces a community health and wellness directory available as a magazine directory and searchable online. This committee meets the first Wednesday of every odd-numbered month at 8 a.m. at various locations.

Military & Veterans

Cindy Beard, Senior
Corps Program Coord-
inator – Volunteers of
America, Dakotas



Mission: The Military & Veterans committee's mission is to promote a positive working relationship among the community, employers and area military and veterans' groups while heightening awareness of the military and veteran presence in the community. The group meets the first Tuesday of every other month at noon at the National Guard Armory.

Partners in Community Pride

Carl Perry, Vice
President Business
Analytics – Borns
Group



Mission: The purpose of the Partners in Community Pride Committee is to coordinate projects that serve to beautify the community and enhance our quality of life; educate the public on related issues which affect them such as regulations, codes, and new efforts; and to recognize and promote business and community development projects. The committee meets the first Friday of every month at 9:00 am at the Chamber and facilitates the annual Spring Residential Cleanup program the last weekend of April.

Transportation

Cody Roggatz, Transporta-
tion Director – City of
Aberdeen, Regional Airport



Mission: The Transportation Committee is the Chamber's primary business voice on transportation issues of importance locally, regionally, and nationally. The committee meets to gather information from transportation experts in all areas of transportation including ground, rail, and air; analyze the information presented and determine how the Aberdeen Chamber can have an impact; and to share pertinent information with business people in the community. The committee meets the last Tuesday of every other month at 3:30 pm at the Chamber.

Workforce & Education

Britt Lorenz, Director of
Career Services –
Northern State University



Mission: The mission of the Workforce & Education Committee is to facilitate, and support activities related to business-education partnerships, youth engagement and workforce recruitment and retention. The committee also addresses education needs amongst the business community. The Workforce & Education committee meets the third Wednesday of every month at 3:30 pm at the Aberdeen Recreation and Cultural Center (ARCC) or at the Chamber.

Build Dakota a Good Thing for South Dakota



Dan Thielsen
Manager, SDDLRF
Office and Member
of the Workforce &
Education
Committee

The Build Dakota Scholarship is a workforce initiative, started by very generous donations from T. Denny Sanford and Governor Dugaard, offering full-ride scholarships to students attending one of the four technical institutes in South

Dakota in high-need program fields. In return for the full-ride scholarship, scholars agree to work in South Dakota in their field for 36 months following graduation.

Not only does Build Dakota give students an opportunity to graduate from school with no student debt, they will also have a set of skills that is in high demand in South Dakota. As a result of this high demand, an exciting evolution of the Build Dakota program has been the upsurge of

industry support across the state. Each technical institute has a Build Dakota industry partner program in which a business or community organization can pay for a portion of the full-ride scholarship and Build Dakota picks up the rest.

By leveraging Build Dakota funds, it fills the pipeline of a business with educated and trained employees who can fill a necessary workforce shortage. The industry specialists at the technical institutes work with each business to determine need and walk them through the sponsoring process. In return for the financial support, the student works for the company after graduation and sometimes during school as well.

These partnerships may also create stronger communities. Quite often, individuals leave communities to attend college and sometimes never return. With an industry partner, scholars are making the commitment to return to their home



community because they know they have employment and support there. It assists with workforce engagement and helps curb outmigration of our talented and motivated students.

T. Denny Sanford and Governor Dugaard have both recognized the great need and have invested in our state with their generous contributions. Communities in South Dakota have an opportunity to address local workforce issues and fill their needs by being proactive and engaging students with an industry partnership. Applications are open from January 1-March 31, 2018. Visit www.build-dakotascholarships.com to apply or learn more about becoming an industry partner!

Two New Members Join Chamber Board of Directors

Sandra Welling and Todd Forkel have been appointed to the Aberdeen Area Chamber of Commerce's Board of Directors, beginning their terms on January 1st, 2018.

Dr. Sandra Welling – Dean of Nursing and Professor, Presentation College



Since moving to Aberdeen from Michigan 2 ½ years ago, Sandra has become active in the Aberdeen Rotary Club, the Black & White Ball, Friends of the Fair, Junior Achievement, Presentation College community & charity events, and many other local causes and partnerships. She is also a regular attendee at Business After Hours.

Sandra feels blessed to be living in Aberdeen and appreciates the opportunity to give back to our community as an advocate and champion for the businesses here. She under-

stands how the Chamber impacts our community for current residents as well as prospective future residents, as she was involved with Chamber work at her prior location. Workplace wellness will be at the top of her list of issues to work on through the Chamber's board, using her extensive leadership experience in education and health care.

The two most significant issues Sandra would like to address are supporting continued economic growth & development and supporting new small businesses. She is married to Dave and they are the parents of four children: Ryan (deceased), Nikole, Makenna and Sidney.

Todd Forkel – CEO, Avera St. Luke's

Being the head of the largest employer in northeast South Dakota gives



Todd plenty of reason to devote a portion of his volunteer time to the Aberdeen Area Chamber of Commerce. He understands the importance of promoting a positive climate in which his employees live and do business as well as the benefits of supporting the long-term viability of our community.

Todd brings the qualities of visionary leadership, public speaking and being a forward-thinker to the table, in addition to the relationships he has built around the community. His experience as a former city commissioner, along with his involvement in many local boards and healthcare growth projects in the area, will be valuable assets to the Chamber's mission and vision.

Issues Todd would like to work on as a board member are access to a great workforce and setting up conditions for positive economic growth. He is married to Amy and they have three children: Shelby, Noah and Kallie.

211 is Coming to Brown County



Aaron Schultz
Executive Director,
United Way
of Northeastern
South Dakota

In July 2000, the Federal Communications Commission (FCC) reserved the 211 dialing code for community information and referral services. The FCC intended the 211 code as an easy-to-remember and universally recognizable

number that would enable a critical connection between individuals and families in need and the appropriate community-based organizations and government agencies. In South Dakota, 63% of the entire population has access to 211. 211 is currently active in the following South Dakota counties: Beadle, Bon Homme, Brookings, Butte, Clay, Custer, Fall River, Lake, Lawrence, Lincoln, McCook, Meade, Minnehaha, Pennington, Turner, and Yankton. In 2017, over 46,000 calls were made to 211 servicing requesting over 62,000 requests.

211 in Brown County is coming through a partnership with the United Way of Northeastern SD, Aberdeen City Promotional Fund, Aberdeen Community Foundation, Brown County Emergency Management, Northeastern Mental Health Center, and Northern State University. Each funding partner has a unique role and opportunity available with 211. For the social service providers it will provide one number that will connect you with multiple resources in our county. For Emergency Management, 211 will be the number to contact for up to date information related to emergency situations. Northeastern Mental Health

Center is hoping to ease the amount of after-hours emergency request for services. The 211 Helpline Center is the only entity in the state accredited by the Alliance for Information and Referral Systems and the only entity in the state that provides a certified crisis line through the American Association of Suicidology. The Helpline Center is a blended call center, meaning that all of the staff are cross trained to handle crisis and information/referral phone calls.

Northern State University continues to see an increase in mental health cases from its student body. Adding 211 as a resource to the community and for Northern students is extremely important. Northern will promote this service to all incoming freshmen, as well as current students. In addition to providing basic assistance and disaster response, the 211 Helpline Center provides free and confidential support to individuals, 24 hours a day.

Northern already provides free basic health services through a partnership with Avera Health and through its Counseling Center, but the hours of operation are limited. Around the clock access to mental health professionals provides more support and an overall better student experience.

211 provides callers with information about and referrals to social services for every day needs and in times of crisis. For example, 2-1-1 can offer access to the following types of services:

Basic Human Needs Resources – including food and clothing, shelters, housing, utility assistance.



Disaster Response and Recovery – works with the emergency management team during a disaster to offer support and place for dissemination of information.

Mental Health and Health Resources – including counseling, support groups, drug and alcohol treatment, health insurance programs, Medicaid and Medicare, maternal health resources, health insurance programs for children, medical information lines, clinics, and hospitals.

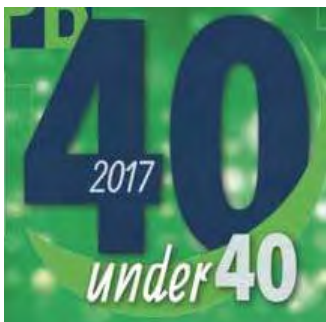
Employment Supports – including job training, employment services, transportation assistance and education programs.

Older Adults and Persons with Disabilities – including adult day care, community meals, respite care, home health care, transportation and home-maker services.

Children, Youth and Family Support – including child care, after school programs, educational programs for low income families, family resource centers, and recreation programs, mentoring, tutoring and protective services.

To learn more about 211 services you can contact the United Way office at (605) 225-0212 or go to their website <http://www.helplinecenter.org/2-1-1-community-resources>.

Congratulations, Katie! Top 40 Under 40



Katie Washnok was the sole representative from Aberdeen in the Prairie Business Magazine's December, 2017, "40 Under 40" edition. The article describes her as a "community-involvement enthusiast". Along with being a member of the Aberdeen Area Chamber of Commerce's Board of Directors, she is also involved with 1 Million Cups, First United Methodist Church and Junior Achievement. You can read the full article at prairiebusinessmagazine.com by clicking on the "40 Under 40" graphic on the home page. Congratulations, Katie!



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For More info contact South Dakota Manufacturing & Technology Solutions, Kellie Ecker, Kellie.Ecker@USD.edu or 605-228-0414

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Trainer:

Claude Smith moved to Grand Forks, ND from Flint, MI at the age of 11. All of his extended family worked in the automotive manufacturing industry in Flint or Detroit. A very successful athlete in high school and college, Claude graduated from Jamestown University with a B.A. in Biology and a Chemistry minor. He worked for the US Department of Energy for two years before going to work for The Pillsbury Company. He worked in various Pillsbury and Green Giant facilities in the areas of Quality Assurance and then Operations. He was trained as a Statistical Process Control trainer and spent several years travelling and instructing plant personnel in Total Quality Management in addition to his own factory responsibilities. Through the years Claude has worked for several food manufacturing companies using many different technologies and has filled roles as diverse as QA Supervisor, QA Manager, Process Control Manager, Production Manager, Warehouse Manager, Plant Engineer, Environmental Manager, Plant Manager, General Manager, Entrepreneur, and Consultant. Claude lives in Great Falls, MT and is associated with the Montana Manufacturing Extension Center, an affiliate of the NIST Manufacturing Extension Partnership.



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From 12 noon to 1:00 pm each session.
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- January 10 — Educate to Increase — Fallon Helm, Revive Day Spa**
 - January 24 — Improve Your Marketing Emails with MailChimp — Kelli Schaunaman, Production Monkeys**
 - February 13 — How to Manage Your Time — Jodi Myburgh, Dacotah Bank**
 - February 28 — Expand Your Workforce; There's a Talented, Motivated Workforce Waiting — Laura Stoltenburg, Division of Rehabilitation Services**
- To see session descriptions, go to adcsd.com and click on "Power Hours" under the "Educational Opportunities" tab.



**For more information or to register:
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Hobby Welding	January 18	Starting at 5:00pm
Hobby Welding	January 25	Starting at 5:00pm
CDL Classroom	January 29-31	5:00pm-9:00pm
Excel Beginner	February 1	9:00am-1:00pm
Excel Intermediate	February 15	9:00am-1:00pm
CDL Classroom	February 26-28	5:00pm-9:00pm

Aberdeen Demographics



Lynn Lander
Aberdeen City
Manager

The City is updating its comprehensive growth plan under the guidance of Brett Bill, Aberdeen Planning and Zoning Director, in conjunction with the professional consultants of Stantec and Helms Engineering. Ultimately, the "Plan" will help

the City identify and prioritize community improvements and bring forth

a vision of the future through the year 2045. Aberdeen's last comprehensive plan was adopted in 2004.

A significant work element in developing a comprehensive plan is to collect and analyze existing data and conditions. With this article, I'm attempting to bring forth data gathered or calculated by the comprehensive plan professionals. I found some of this data surprising and contradictory to stated beliefs of the community. I hope you find this information interesting and perhaps useful as I did.

Median Age: Aberdeen's median age is approximately thirty five years

of age. Aberdeen's median age is below the national average, State of South Dakota average, and the cities of Watertown, Pierre, Mitchell, Huron, and Jamestown, North Dakota.

Median Housing Value: Aberdeen approximately - \$136,000, Brown County approximately - \$143,000 and State of South Dakota's average is approximately \$141,000.

Median Rents: Aberdeen approximately - \$600, Brown County approximately -\$610 and the State of South Dakota average is approximately \$665.

Aberdeen's Recent Growth: Net natural growth is the net difference between births and deaths and net migration are new residents to the community.

Year	Total Growth	Net Natural Growth	Net Migration
2010-2011	273	35	238
2011-2012	505	103	402
2012-2013	598	78	520
2013-2014	262	92	170
2014-2015	199	79	120
2015-2016	367	91	276
2016-2017	TBD	163	TBD

Aberdeen's breakout population for Year 2045 based upon annual growth of .7%, 1.5%, 2% and 2.5%.

2045 Projected Populations Based Upon %'s Below		Population Increase	Avg. Yearly Population Increase	Avg. Yearly Natural Growth	Avg. Yearly Newcomers Needed to Meet % Projections	Avg. Yearly New Household
2.50%	58,149	29,734	1025	+130	895	365-448
2.00%	50,461	22,046	760	+130	630	257-315
1.50%	38,108	9,693	334	+130	204	83-102
.7% of SD	34,594	6,179	213	+130	83	34-42

I encourage you to attend our next community participation meeting to be held at the Eagles Nest in the Aberdeen, Parks, Recreation and Forestry building located at 225 SE 3rd Avenue on Thursday, January 11, 2018 from 5:30 pm to 8:00 pm

SOCIAL NETWORKING WITH THE CHAMBER



The Aberdeen Area Chamber of Commerce is on Facebook and Instagram. Connect with us by searching for Aberdeen Area Chamber of Commerce.



Can't Be Fired for No Reason?



Kim Dorsett
Partner, Richardson, Wyly, Wise, Sauck & Hieb

One of the most difficult decisions an employer makes is the termination of an employee. I am often asked whether an employer can terminate you for "no reason". Generally, the answer to that question is yes, as long as it is not for an illegal or

protected reason.

In South Dakota, employment relationships may be terminated "at will", which means an employer does not need a specific reason to fire an employee. Likewise, an employee does not need to give a specific reason for quitting a job. However, there are exceptions to every rule. In South Dakota, exceptions to at-will employment can exist when: (1) a contract

for employment exists; (2) the employer discharges an employee in retaliation for refusal to commit a crime or other unlawful act; or (3) the employee is asserting a lawful right, such as filing or participating in the investigation of a workers' compensation claim, employment discrimination claim, or other similar legal right.

Both South Dakota and federal law also forbid the discharge of an employee due to a protected reason, which in South Dakota is race, color, creed, religion, sex, ancestry, disability, or national origin. Federal law also protects employees over 40 from being discharged due to their age.

Another little known fact is that South Dakota provides some protection for smokers. Therefore, the use of tobacco products off the work site during non-working hours may not be used as a reason for firing an employee. Exceptions exist only if a non-smoking

requirement is important to the work activities of an individual or group of employees, or if the smoking prohibition is necessary to avoid a conflict of interest with responsibilities owed to the employer. For example, the law allows for a smoking ban for full time firefighters.

There are many other protections offered to employers and employees in the termination of an employment relationship. The intent of this article is to highlight the general rule and then provide for the most common exceptions. Questions related to labor and employment law can be very complex, therefore, the information provided in this article should not be construed as legal advice. For specific information about a labor or employment law question, you should consult an attorney well versed in this area of the law.

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Small Business's Big Impact



Kristi Noem
US Representative
(R-SD)

Time and again, South Dakota is ranked as a top state to start and run a business, which might explain how we have more than 83,000 in the state. I've always been proud to have contributed to this culture of small business, running our farm and ranch, starting a hunt-

ing lodge, helping manage a restaurant my mom had, and pursuing a handful of other ventures. I'm grateful for those experiences and now use them to write better policy.

One of the reasons so many small businesses succeed in South Dakota is that we have an extremely favorable tax environment. A 2017 study by Fundera confirmed South Dakota small businesses can take advantage of the second-lowest tax burden in the nation.

I pushed for this low-tax approach as we've debated federal tax reform as well. More specifically, I fought to reduce small

business rates to historically low levels and give folks more tools to grow their business. Additionally, for those small businesses that file as individuals, I pushed for major increases to the standard deduction and the Child Tax Credit, while also keeping popular retirement savings options and other widely-used benefits.

Outside of tax reform, I've heard from a lot of small businesses about the Health Insurance Tax (or HIT). This is an Obamacare tax that disproportionately affects middle-income Americans and small businesses. The National Federation of Independent Business Research Foundation found the HIT will cost between 152,000 and 286,000 jobs by 2023, with 57 percent of those lost jobs coming from small businesses.

While I'm fighting to repeal Obamacare entirely, I've also introduced separate bipartisan legislation to repeal the HIT. If enacted, the provision could save families as much as \$400 per year in healthcare premium costs, according to the Joint Committee on Taxation.

Additionally, I've worked closely with the Trump administration to roll back harm-

ful regulations that have stopped companies of all sizes from expanding. Month after month, we've seen the impact of those changes. During the third quarter of 2017, the U.S. economy grew by 3.3 percent – the fastest expansion we've seen in three years. That growth fuels job creation and is key to pushing wages higher.

Around 59 percent of South Dakota's workforce, or more than 200,000 people, is employed by a small business. K Bar J Leather Company is one of those companies, employing about 10 people in Newell. The company's founder, Jack, actually went to prom with one of my neighbors, but he and I had the chance to sit down when he was in Washington, D.C., last summer to show off his leatherwork to President Trump. It was part of the administration's "Made in America Week."

Jack got started in the 1970s and has built his business while building a family. Today, the company produces about 2,000 pairs of chaps a year. It's businesses like this that keep our small towns alive and keep South Dakota's economy as strong as it is.



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Behind-the-Scenes Work in the Senate



John Thune
US Senator
(R-SD)

If you tune in to a cable news show, you'll likely find members of Congress, pundits, and other analysts dissecting the latest stories of the day or providing their perspective on why a certain policy would be good or bad for

the American people. If you flip over to C-SPAN, you might find a similar scene. While it's certainly not prime time, edge-of-your-seat television, it does offer Americans an important glimpse into the democratic process.

Sometimes, though, rather than watching a heated debate between Republicans and Democrats, a loyal C-SPAN viewer might instead discover an empty Senate or House chamber with classical music filling the otherwise quiet airwaves. Such a scene doesn't mean members of Congress aren't hard at work – quite the opposite, actually. A lot of the work that's done in Congress is accomplished behind the scenes in the various committees on which we serve.

In the Senate alone, there are 20 committees, 68 subcommittees, and four joint committees. All of them play a distinct and integral role in writing legislation and providing oversight of the executive branch. The Senate is in the personnel business, too. The committees vet and the Senate confirms the president's nominees to posts in the executive and judicial branches of the federal government. All that to say, without committees, it would be very difficult to get our work done for the American people.

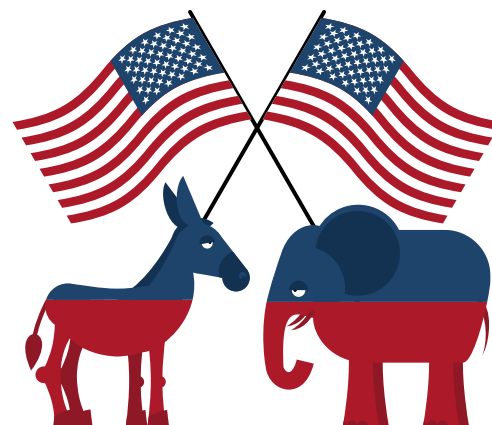
I serve on three committees in the 115th Congress: the Agriculture, Nutrition, and Forestry Committee; the Finance Committee; and the Commerce, Science, and Transportation Committee, of which I serve as chairman. These committee assignments put me in a unique position to deliver positive results on the issues that matter most to South Dakotans.

Planes, trains, and automobiles – that's a quick and easy way to

describe a large portion of the issues we oversee in the Commerce Committee. In a state that depends on all forms of transportation, leading this committee gives me the chance to highlight South Dakota and all of its particular needs. With the committee's involvement in advancing 21st Century technology, I'm hoping South Dakota can be at the forefront on issues like autonomous vehicle and 5G mobile broadband technologies.

The benefit of serving on the Agriculture Committee is an obvious one. Agriculture is the top industry in South Dakota, and it helps put food on dining room tables around the state, country, and world. With the 2018 farm bill right around the corner, the Agriculture Committee is going to be working hard to get a bill on the president's desk next year. I've gotten a head start and have already introduced multiple individual farm bill proposals that would improve current programs in different titles of the bill. I'm planning to introduce additional proposals throughout this process, too.

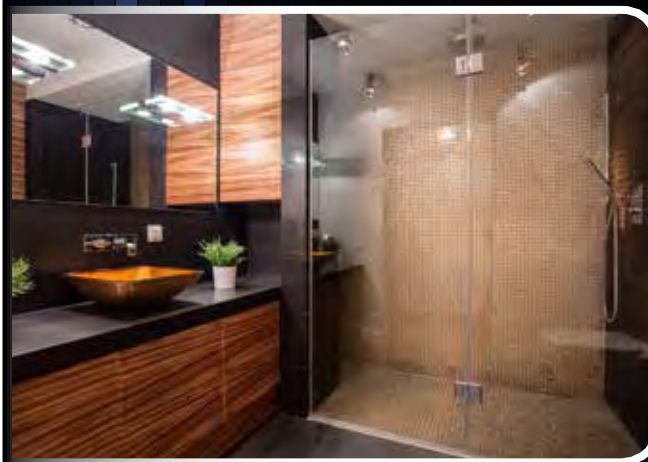
The Finance Committee has been the epicenter for a number of the Senate's major legislative initiatives this year, most notably the effort to pass a pro-growth tax reform bill to help middle-income South Dakota families keep more of their hard-earned paycheck. The government takes too large of a bite out of family



budgets, which is why tax reform is needed now more than ever.

Every day that I serve in the Senate is a humbling one, and the opportunity to pursue opportunities like these on behalf of South Dakotans through my committee work makes my job even more fulfilling.

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South Dakota's Economy Benefits from NAFTA



Mike Rounds
US Senator (R-SD)

Free and fair trade is vital to South Dakota's economy. Not only does it open up important markets for South Dakota products, it results in higher wages and supports our small businesses and producers. In 2016, we exported

\$1.2 billion in products to other countries, including goods, machinery and electronic equipment. In particular, the North American Free Trade Agreement—NAFTA—between the U.S., Mexico and Canada, South Dakota's top two exporters in 2016, continues to benefit our farmers, ranchers and manufacturers.

Since taking office, President Trump has indicated that he has a desire to renegotiate our trade

agreements, and in May of 2017, he announced the administration would begin talks with Canada and Mexico to renegotiate NAFTA. I am supportive of him making the best possible deals for American producers, however simply withdrawing from NAFTA, without a similar structure in place, would harm South Dakota's producers.

In 2016, American producers sent \$20.5 billion worth of exports to Canada and \$17.8 billion worth of exports to Mexico, which is the largest market for U.S. corn and soymeal. Mexico is also the second largest market for U.S. soybeans and the third largest market for U.S. beef. American trade with our NAFTA partners has more than tripled since the agreement took effect, and has increased more



rapidly than trade with the rest of the world. Between 1993 and 2016, according to trade data reported by the U.S. International Trade Commission, U.S. trade with Mexico increased by 544 percent and trade with Canada increased 158 percent.

Agriculture is South Dakota's number one industry, and trade

continued on page 29

Help Make-A-Wish Kids Take Flight

For the seventh year, Make-A-Wish® South Dakota is reaching out to South Dakotans for unused airline miles. This year's statewide Wishes in Flight campaign is Thursday, March 1. Donated miles enable the chapter to grant travel wishes to kids facing critical conditions across the state.

More than 70 percent of the wishes granted by Make-A-Wish require air travel, the largest expense of the chapter's annual wish budget. Miles from Delta and United Airlines are accepted. Once the miles are donated, they never expire, and 100 percent of the donated miles stay in South Dakota. Over the last six years more than 10 million miles have been donated, saving the organization thousands of dollars in airfare each year.

Watch KSFY-TV March 1 for more information. Miles will be accepted that day by calling 1.800.640.9198. Miles can also be donated anytime online at southdakota.wish.org. A minimum donation of 1,000 miles is required for Delta and 500 miles for

United. To expedite the process, you need to have your account number and know exactly how many miles you would like to donate.

"Wishes are a necessity for kids facing a critical illness" Paul Krueger, president and CEO of Make-A-Wish South Dakota said. "Travel wishes give families time to be a family and time for the kids to take their minds off of what they are facing and just be kids. Your miles help us fulfill our important mission."

For travel wishes typically the wish child, his or her parents or guardians and immediate siblings living at home are included in the wish. Walt Disney World in Orlando, FL, remains the most popular travel destination, Hawaii is second and other wish trips take kids all over the country and even the world.

The statewide effort is made possible by KSFY-TV, NewsCenter 1, Five Star Call Centers and Midco.

Make-A-Wish
SOUTH DAKOTA



Jaxon, who is from Aberdeen, traveled with his family to Walt Disney World for his wish.

Mike Rounds continued from page 28

contributes to the overall health of the ag economy. The U.S. Department of Agriculture (USDA) concluded in a recent report that NAFTA has had a positive impact on North American agriculture over the past two decades. The value of U.S. agricultural trade with our NAFTA partners has increased from \$8.7 billion in 1992—before the agreement was implemented—to \$38.1 billion in 2016, while imports rose from \$6.5 billion to \$44.5 billion. The leading NAFTA-traded products are meat and dairy products, followed closely by grains. South Dakota is a top producer of these products.

I have encouraged the administration to maintain strong ties with our NAFTA partners as they continue their negotiations. I have repeatedly asked our U.S. Trade Representative, Robert Lighthizer, to stand up for the United States' agricultural industry abroad, and work to open up new markets for American products. In 2017, the administration reached an agreement to allow for U.S. exports of beef into China. This was a win for South Dakota ranchers, who are now able to sell their top-quality beef in a lucrative market.

Canada and Mexico are essential trading partners for our state and nation, and I encourage the administration to continue working with their leaders to maintain an agreement for free and fair trade among our countries. At a time of economic downturn in our agricultural sector, continuing to increase trade with our North American neighbors and other global allies is of vital importance.



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@ Dakota Event Center
(DEC) 6:30pm-8:30pm
(Doors open at 5:30pm)

With special keynote speaker:
Chris Doleman



Spend an evening celebrating area youth with former Minnesota Viking ('85-'93), Atlanta Falcon ('94 & '95) & San Francisco 49er ('96-'98), Chris Doleman. In 1985 Chris Doleman was drafted as a linebacker out of the University of Pittsburgh by the Minnesota Vikings as the fourth overall pick. He was moved to a starting defensive end for the final three games of his 2nd season before assuming the full-time role in his 3rd year with the Minnesota Vikings.

Chris was an 8-time Pro Bowl selection and a 3-time first-team All-Pro, recording 150 ½ career sacks. His finest season was with the Vikings in 1989 when he led the NFL with 21 sacks, just one shy of the single-season record at the time. In 1992, he was named the NFC's Defensive Player of the Year and in 1999 he ended his 14 year NFL career with the Minnesota Vikings. Chris was inducted into the Pro Football Hall of Fame in 2012.

This fundraising event will include many autographed silent and live auction items up for bid. Table sponsorship and individual tickets are available on a first come, first serve basis. Tickets and tables are on sale now. Support of this great event will not only help keep annual membership dues low (just \$20/year) but it will also help to provide hope and opportunity to more than 1200 K-18 area youth annually in a safe and enriching environment.

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For more information or to purchase a ticket please contact:
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Manufacturing, Education & Retail Lead Us into 2018



Mike Bockorny
Chief Executive
Officer, Aberdeen
Development Corp.

Greetings from the Aberdeen Development Corporation (ADC) and Happy New Year! We hope you all had an enjoyable Holiday Season and are looking forward to a prosperous 2018. As we enter the new year there is much to look forward to.

The progress on the AGP soybean plant was substantial last year, and this year will be no different. As 2018 progresses we will all see continued development of the plant itself and a large amount of infrastructure improvements around Aberdeen specifically related to the plant. However, these improvements will benefit much more than just the AGP plant. They will assist in traffic flows for all the residents and visitors to Aberdeen and Brown County, along with being welcomed by other business.

The growth at both Northern State University and Presentation College in our community have been amazing and there is much yet to come. If you have not seen the PC Avera Simulation Center, you are simply missing out. It is revolutionary, to say the least. PC has also added the Wein Gallery (in honor of Sister Anna Marie Weinreis). The initial artistic displays were excellent!

NSU is constructing new buildings at an amazing clip. One dorm open, two more on the way, a new Regional Science Center, a partnership with the SD School for the Blind and Visually Impaired to build a new building, new recreation fields and the new Multiple Sports Complex which will house Dacotah Bank Stadium and Koehler Hall of Fame Softball Field. Additionally, scholarship offerings at both NSU and PC continue to grow.

Why is this so important to the future of Aberdeen and all Northeast South Dakota? There are many reasons, but the ADC is pleased to see this growth and investment as these two institutions

are so important to the employers of our region in terms of providing a workforce.

There are numerous new retail offerings, either newly opened or on the way, to Aberdeen. New office buildings have been constructed or are slated to be built in 2018 and many of these will lead to new job opportunities. Existing companies continue to gain new accounts or grow in other ways. This leads to revenue growth and often results in new jobs being created.

While we have our challenges, Aberdeen is positioned well for continued growth through 2018 and long into the future. We look forward to being a partner in this growth and making 2018 another amazing year for Aberdeen!

Finally, and as always, we keep our focus on our mission statement - "Recruit, retain and expand economic opportunity in Aberdeen and our surrounding region." We wish you all a great 2018! For information or questions please contact our office at 605-229-5335 or check out our website at www.adcsd.com.

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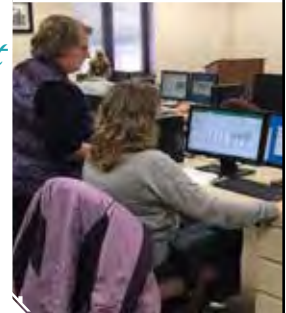
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